

B1131-A DIRECT #2
01/12/72ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE 257

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR-GRD-GP.
		TRANSFORM PYRANOL A13B3B																00358A	1050-300-16
1974		.SOUTHWEST ELEC OKLA CITY OK				5.40										2.70	2.70		10074339
1968		.SPERRY RAND CORP DOYLINE L		1.35															00185485
1974		.SPERRY RAND CORP SHREVEPORT LA		1.35															00232521
		PARENT CUST. TOT-SPERRY RAND NYC		2.70															00045217
1836		.SPOKANE TRANSFORME SEATTLE WA				1.35				.675	.675								00138738
1836		.SPOKANE TRANSFMR SPOKANE WA	20.0	29.0	20.0	23.6	5.40	2.70		2.70	3.38		2.03				.68	6.75	10074754
		PARENT CUST. TOT-SPOKANE TRANSFM	20.0	29.0	20.0	25.0	5.40	2.70		3.38	4.05		2.03				.68	6.75	10074754
1932		.CHEVRON OIL PANAMA CITY FL				.120										.120			00270954
1134		.STA-RITE IND BARABOO WI				3.38								3.38					00261696
1976		.HUDSON PULP-PAP PALATKA FL		2.52		1.44						1.08	.36						10039274
1134		.D A STUART OIL CHIC ILL				.360								.360					10076501
1237		.TAPPAN ZEE ELECT W NYACK NY				2.70		2.70											00251291
1932		.TENNESSEE ARM EL KNOXVILLE TEN		2.09		.720									.720				00223131
1932		.TENN TRANSFORM CHATTANOOGA TN		6.08		6.08										6.08			00186910
1968		.TEXAS ELEC SERV COLORADO CT TX		1.04															00238376
1974		.TEXAS ELEC SER WICH FALLS TX				.360												.360	00271837
1866		.TIMKEN-ROCK COLORADO SPRGS CO				.120											.120		00270571
1153		.TOLEDO EDISON CO TOLEDO OH				2.52												2.52	00272949
1134		.TORRANCE ELECTRIC CO ROCK I IL				.240						.240							00259357
1153		.TOWNSEND BOTTON MONROE MI				.675	.675												00248908
1866		.TRANS REX DIV TORRANCE CA		1.35															00237663
1932		.TRESWEET PRODUCTS FT PIERC FL				.675										.675			00269395
1138		.TRI-STATE ELEC WESTVILLE IN				3.00							3.00						00260479
1976		.TURNER ELEC WKS JACKSONVILLE F		64.1		24.3								24.3					10081246
1230		.UNION CAMP CORP FRANKLIN VA		.720															10081572
1133		.UNION CARBIDE PADUCAH KY		4.14															00141909
1932		.UNION CAR - NUC OAKRIDGE TENN		9.72		14.3					1.80				9.23	3.24			10081971
1968		.UNION CARBIDE TEXAS CITY TEX		3.38		5.40		4.05				.68				.68			10081734
		PARENT CUST. TOT-UNION CARBIDE C		17.2		19.7		4.05			1.80	.68			9.23	3.92			00045705
1133		.UNION ELEC CO MARYLAND HGTS MD		3.38		3.38						2.70						.68	00141925
1866		.UNION OIL CO LOS ANGELES CA				.130	.130												00047155
1866		.UNION OIL WILMINGTON CALIF				.315						.315							10082188
		PARENT CUST. TOT-UNION OIL CO LO				.445	.130					.315							00047155
1134		.UNIROYAL JOLIET ARS JOLIET ILL				.360					.360								00086703