

	YEAR 1998		YEAR 1999	
	LEADS SUBMITTED	LEADS TOTAL	LEADS SUBMITTED	LEADS TOTAL
1. S. P. R.				
TABLE 5-55				
Submittal Point to SV, F&S	20	614	00	
LEAD - 2100 Point to LEAD REFRESH	20	607	25	
Full Refresh A, C, S. - CANNED PLANT	20	770	50	
LEAD PLANT	20	510	50	
Direct Sales to A, C, S.	20	300	00	
Direct Sales to A, C, S.	20	604	10	
Direct Sales to A, C, S.	200	670	50	
			600	710
E. Domestic Ref				
SV, Ref, Ref. - Full Refresh:				
A, C, S.	20	517	27	
1. S. & S.	0	400	00	
1100 Ref, Ref, Refresh:				
1. S. & S. - LEAD REFRESH	40	300	00	
Ref, Ref				
1100 LEAD Ref.	200	50		
1100, Ref, Ref - Refresh	100	300	70	
Refresh	0	300	00	
Refresh	10	300	20	
Refresh	0	50	00	
A, C, S. - Ref	40	50		
1100 LEAD Ref, Ref				
Ref, Ref, Ref				
Ref, Ref	200	00		
A, C, S.	400	00		
1. S. & S.	200	50		
1100, Ref, Ref				
Refresh	200	70		
Refresh	20	27		
Refresh	00	40		
A, C, S.				
Refresh				
Refresh	400	40		
Refresh				
Refresh	2	400	10	
1. S. & S.				
Ref, Ref				
Refresh to Ref, Ref				
	210	677	50	600
			600	710

[illegible]

PNYC 00010898

[illegible]

PNYC 00010899

[illegible]

PNYC 00010902

REMEMBER ONLY, AS TO YEAR 1945.
 THIS ACCOUNT IS NOT THE ABILITY
 WHICH FOR 1945 WERE HELD TO BE.

	YEAR 1945		YEAR 1946	
	LEADS	TOTALS	LEADS	TOTALS
1. No. of Leads				
2. No. of Leads				
3. No. of Leads				
4. No. of Leads				
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96. No. of Leads				
97. No. of Leads				
98. No. of Leads				
99. No. of Leads				
100. No. of Leads				

PNYC 00010903

GAP SHEET

There is an inadvertent gap in the numbering
sequence from:

PNYC 00010906 TO PNYC 00010906

[illegible]

PNYC 00010908

PNYC 00010910

[illegible]

PNYC 00010911

COPY OF SALES

	YEAR 1968				YEAR 1969			
	LEADS		TOTALS		LEADS		TOTALS	
1. B. & C. - FORWARD				6,236,000.12				27,000.00
2. OUTSIDE S.O.P.								
LEAD REPT. DEPT.:								
Op. Exp. Salary		504,700.00					30,000.00	
OUTSIDE RETAL. FEE.		1,100,000.00					120,000.00	
SIGGRAPH CARDS		1,000.00						
EAST INLAND BULL. FEE.		60,000.00					30,000.00	
SIGGRAPH REPT. DEPT.:								
Op. Exp. Salary		27,000.00					120,000.00	
RETAILER EXP. COMM.		170.00					20,000.00	
INVESTIGATOR BENEFIT		800.00					20,000.00	
INVESTIGATOR EXP.		200.00						
SIGGRAPH RETAL. DEPT.:								
Op. Exp. Salary		1,300.00					500.00	
FURNITURE		100,000.00					50,000.00	
RETAILER EXP. COMM.		700.00					20,000.00	
INVESTIGATOR BENEFIT		-					50,000.00	
INVESTIGATOR EXP.		90,000.00						
ZING RETAL. DEPT.:								
STREET SALES - ZING RETAL.		10.00						
FURNITURE		200,000.00					20,000.00	
Op. Exp. Salary		200,000.00					20,000.00	
RETAILER EXP.		20,000.00					20,000.00	
ARMED FORCE EXP.		6,000.00					50,000.00	
RETAILER EXP. RETAL.		20,000.00					20,000.00	
CREDIT COLLECTION EXP.		4,000.00					40,000.00	
ZING RETAL. SAMPLES		100.00						
INVESTIGATOR BENEFIT		200,000.00					60,000.00	
INVESTIGATOR EXP.		600,000.00						
STREET LEAD DEPT.:								
STREET SALES		1,000.00						
FURNITURE ARMED		200,000.00					30,000.00	
Op. Exp. RETAL. LEAD FEE.		40,000.00						
RETAILER EXP.		40,000.00					20,000.00	
ARMED FORCE EXP.		2,000.00					10,000.00	
RETAILER EXP. RETAL.		4,000.00					20,000.00	
SAMPLES SHIPPED		20.00						
STREET LEAD FEE		10,000.00						
STREET LEAD		2,000.00						
STREET FURNITURE		1,000.00						
INVESTIGATOR PROPERTY		200.00						
STREET FURNITURE		20.00						
Op. Exp. Salary		100,000.00						
FURNITURE TO RET. PAGE		2,000,000.00		6,236,000.12				

PNYC 00010912