

B1131-A DIRECT =2
12/31/76DOMESTIC
SALESMISC FUNCTION 2 PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR D. 1976

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-IN THOUSANDS OF POUNDS AND DOLLARS-

AL G R	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. / MAJ. GRD. GP.
		INERTEEN 70-30															00350A		1050-210-14
		MONSANTO KEARNY NJ																	00148784
		PARENT CUST. TOT-MONSANTO COMP S																	00047147
16P1		.NIAGARA TRANSFORM BUFFALO NY	500	548	500	346	50.2	49.8		49.9	49.6			49.1	48.5		49.2		10057744
16P1		.H K PORTER BELMONT CA	70.0	35.0	86.0														10064155
16P1		H K PORTER CO LYNCHBURG VA		29.0		22.9	27.0						4.0						00311065
		PARENT CUST. TOT-H K PORTER PITT	70.0	64.0	86.0	22.9	27.0						4.0						00045012
16P1		.RESEARCH COTTL BOUND BROOK NJ	800	988	800	2.02										2.02			10067537
16P1		.STD TRANSFORMER WARREN OH	600	464	600	346	48.2	49.2		49.2	49.4	50.1				49.0		50.4	10075319
16P1		STANDARD TRANSFORMER MEDFORD OR	150	96.6	150	99.5		49.5								50.0			00216283
		PARENT CUST. TOT-TRANSCO GO CHIC	750	560	750	445	48.2	98.7		49.2	49.4	50.1				50.0	49.0	50.4	00090298
16P1		.GOALS UNASGND FOR BK THRU 1872	6.00		6.00														00166189
16P1		.GOALS UNASGND FOR BK THRU 1836	10.0		10.0														00266604
16P1		.UNITED PWR & CTL KIRKLAND WA				6.74								6.74					00379247
16P1		.R E UPTGRAFF MFG SCOTSDALE PA	50.0	100	50.0	49.7				49.7									10085713
16P1		.VANTRAN ELECTRIC VANALIA IL		19.5															10086256
16P1		.WESCO-WESTINGHOUSE ELEC SUP PA		.180															00346896
16P1		WESTINGHOUSE BOX 6058-BIRMINGHAM AL		.060															00332887
16P1		WESTINGHOUSE BIRMINGHAM ALA		3.37															10089875
16P1		WESTINGHOUSE EL SUP EUFALA AL		2.02															00358037
16P1		WESTINGHOUSE EL SCOTSDALE AL		5.39		15.5					2.7			12.8					00332380
16P1		WESTINGHOUSE ELEC ASHDOWN AR		2.02															00341622
16P1		WESTINGHOUSE ELEC FT SMITH AR		4.04															00331678
16P1		WESTINGHOUSE EL JACKSONVILLE AR	10.0		10.0														00324658
16P1		WESTINGHOUSE ELEC MIAMI AZ		.674															00340502
16P1		WESTINGHOUSE PHOENIX ARIZONA				6.74											6.74		10089387
16P1		WESTINGHOUSE ELEC COMPTON CA	8.00	2.70	8.00														00145076
16P1		WESTINGHOUSE EMERYVILLE CALIF	8.00	8.09	8.00	4.84			4.72					.12					10089921
16P1		WESTINGHOUSE ELEC HANFORD CA		.360															00342238
16P1		WESTINGHOUSE ELEC PT HUENEN CA		5.39															00346993
16P1		WESTINGHOUSE SAN FRANCISCO CAL	7.00	4.72	7.00														00185663
16P1		WESTINGHOUSE ELEC SAN LEANDRO CA				.720								.720					00378593
16P1		WESTINGHOUSE BRIDGEPORT CONN	10.0	.674	10.0														10089964
16P1		WESTINGHOUSE-SUPPLY-WASHINGTON DC				.840		.480	.360										00304832
16P1		WESTINGHOUSE PITT-SALDWIN FL		8.09		2.02		2.02											00145203
16P1		WESTINGHOUSE ELEC PENSACOLA FL				.674		.674											00361344
16P1		WESTINGHOUSE TAMPA FL		5.39															00266140
16P1		WESTINGHOUSE W ATL ATLANTA GA	10.0	2.02	10.0	6.07		4.04	2.02										00145157
16P1		WESTINGHOUSE NC ATLANTA GA		.674															00344303