

B1131-A DIRECT =2
01/22/73ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

FOR 1969

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-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. ID. / MAJR. GRD GP
		HYDRAUL 60		1468		1468													6735-100-11
11352		REYNOLDS METALS RICHMOND VA				1.49			.495	.495	.495								10067782
1132		.TOTE SYSTEM BEATRICE NR		.495															00140937
1136		.UNITED STATES HORSE CANYON UT				.990											.990		00198161
1136		.UNITED CONSTRUCTION WESTMANS CA		.229															00142328
1136		.UNITED STATES STEEL SAN FR CAL		1.49															00156256
1131		U S STEEL MCKEESPORT PA				3.47		2.48			.99								00143162
1136		.FINANCE OFF EDWARD A CA				1.98			.990	.990									00142689
		TOTAL PRODUCT * * * * * LB	46.0	58.1	46.0	45.0	3.47	5.54	7.43	2.47	5.45	.99	2.39	2.48	2.93	5.94	.99	4.95	6735-100-11
		* * * * * \$	24.2	31.4	24.2	24.9	1.89	3.04	4.07	1.39	2.98	.54	1.36	1.35	1.68	3.26	.55	2.77	
K		HYDRAUL 150																	4591-150-11
		.CLAIM ACCOUNT		1.15															00156361
		.INVENTORY ADJUSTMENTS		.049		.135				.135									00197777
1131		.ALLIANCE MACHINE C ALLIANCE OH		4.58						.135									00107743
1134		.ALLIED ENG PKOD ALAMEDA CA		.146															00108030
1134		.ALUM CO OF AMER WENATCHEE WASH				9.16				1.53		3.56		1.53				2.55	00177733
1132		ALUMINUM CO ALCOA TN				7.13		5.09								.51		1.53	10002893
1132		ALUMINUM CO POINT COMFORT TX	3.00	5.09	3.00	8.68							4.07		2.55	.51	.51	1.02	10002907
1134		ALUMINUM CO MALAGA WA	25.0	18.3	25.0	16.8	4.07		3.05				3.05		1.53	5.09			10002958
1134		ALUMINUM CO VANCOUVER WA		4.07															10002966
		PARENT CUST. TOT-ALUMINUM CO OF	28.0	27.5	28.0	41.7	4.07	5.09	3.05	1.53		3.56	7.13	1.53	4.07	6.11	.51	5.09	00045063
1134		.AMER SMELTING SAN FRAN CA		.472		.987							.235		.235	.282		.235	10004969
1132		AM SMELTING HOUSTON TX	1.00																10004977
1134		.AMERICAN MONORA PAINE FIELD WA				2.55						2.55							00205788
1131		.AMERICAN MONORAIL CLEVELAN OH		.509															00109185
1134		.AMER MONORAIL CO EVERETT WA		2.55															00109193
1153		.ANCHOR HOCKING GLASS LANC OH				.509								.509					10005574
1153		.ANCHOR HOCKING GLA HOUSTON TX	1.00		1.00														00109673
1132		.ARMCO STEEL KANSAS CITY MO	70.0	73.7	70.0	99.3		7.6		20.4			10.2		10.2	20.4		30.5	10006198
1153		ARMCO STEEL HAMILTON OH				.708		.236		.236						.236			10006201
1153		ARMCO STEEL MIDDLETOWN OH				1.02		1.02			.51				2.04				10006228
1132		ARMCO STEEL SAND SPRINGS OK				.509						.509							10006244
1132		ARMCO STEEL HOUSTON TX				3.56				3.56									10006279
1134		ARMCO STEEL CORP TORRANCE CAL		1.53															00155802
		PARENT CUST. TOT-ARMCO STEEL MID	70.0	75.2	70.0	105		8.9		24.2	.5	.5	10.2		8.1	20.6		30.5	10006228
1132		.ARNOLD RESCH TENN ARNOLD A TN		2.04															00110132
1132		.ARO INC ARNOLD AFB STA TN				1.53									1.53				10006619
1153		.ASHLAND CHEM HOUST BELPRE OH		5.09		.509			.509										00110221