

B1131-A DIRECT #2
01/22/70ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

FOR 1) 1969

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-IN THOUSANDS OF POUNDS AND DOLLARS-

W R	SLS 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.
		PYRAMAL 190 50		1968		1969													4591-150-11
1131		.QUALITY CASTINGS C ORRVILLE OH	1.00	.509	1.00														00134996
1132		.QUINN EQUIPMENT HOUSTON TEXAS				3.05					2.04		1.02						00197890
1134		.REDFIELD BRICK RED REDFIELD IA		.094		.094				.094									00135496
1136		.REPUBLIC SUPPLY L LONG BEA CA		.094															00135879
1131		.REPUBLIC STEEL ALABAMA CTY AL	10.0	6.11	10.0	11.2	3.05	3.05						4.07		1.02			10067421
1134		REPUBLIC STEEL CORP CHGO IL		35.6															10067448
1134		REPUBLIC STEEL CORP SO CHGO IL	260	122	260	71.3		7.6	7.6	7.6		10.2	10.2	2.5	5.1	5.1		15.3	10067456
1131		REPUBLIC STEEL BUFFALO NY		1.53		1.53				1.53									10067464
1131		REPUBLIC STEEL CANTON OH	50.0	35.0	50.0														10067472
1131		REPUBLIC STEEL CORP CLEVE OH		37.7		3.05	3.05												10067480
1131		REPUBLIC STEEL MASSILLON OH		3.05		4.07	2.0				24.4								10067499
1131		REPUBLIC STEEL YOUNGSTOWN OH		5.09		4.88		1.53			1.53				1.53				10067502
		PARENT CUST. TOT-REPUBLIC STEEL	320	266	320	87.5	4.1	12.2	7.6	9.2	22.9	10.2	10.2	6.6	6.6	6.1		15.3	10067480
1136		.REPUBLIC SUPPL LONG BEACH CA				.509		.509											00176230
1134		.REPUBLIC STEEL COR SOUTH BE IL		15.3															00135844
1136		.REPUBLIC SUPPLY CO LONG BEA CA		.104															00135887
1134		.REPUBLIC SUPPLY CO LOS ANGE CA		3.04															00135895
1131		.ROBINSON VET ZELIENOPLE PA	1.00	.509	1.00	2.55		1.02	.51						1.02				10068592
1134		.RODGERS HYDRAULIC GRANITE MN		.509															00136379
1136		.SANTA FE MARINE PT HUENEME CA				2.55				1.02								1.53	00177202
1134		.SHEFFER CORPORATIO CINCINNA OH				.094								.094					00137669
1136		.WILLARD SMITH TACOMA WA		1.02															00138304
1132		.SPARTAINS HYDR S HOUSTON TX				.424				.474									00176745
1130		.VICKERS INC SPRINGFIELD NJ		2.04															10086728
1134		.JUMBLE OIL REFIN BENICIA CA				14.2		4.0	10.2										00165379
1950		HUMBLE OIL BAYTOWN TEXAS		3.05		9.67						4.58		5.09					10039495
1136		.CHEVRON CHEM RICHMOND CALIF		1.53															10016215
1130		.HUMBLE OIL FORT LAUDERDALE FL																	00125008
1132		.STAUFFER CHEM NY PLEASANT TEN	6.00	2.05	6.00	5.09			1.02		1.02			2.04	1.02				10075645
1132		.JUE STINE HOUSTON TX	21.0	21.9	21.0	59.9		6.1	3.1	6.1	8.7	5.1				16.3	11.2	3.4	00094684
1132		.TEXAS STEEL FORTWORTH TX		.509															00140481
1136		.THICKOL CHEM BRIGH UTAH	11.0																10079802
1131		.TIMKEN ROLLER BEAR CANTON OH	100	111	100	38.7		20.4		18.3									10080193
1132		.TOLEDO ENGINEERING CARLETON MI				1.02												1.02	00181730
1132		.TRANS WORLD DRILLING HOUSTON TX				5.09										5.09			00217352
1136		.TRU TRACE DIV TEXTR COVINA CA				.148									.148				00215058
1134		.UNITED STATES STEEL JOLIET IL		3.05		2.35				.51				1.53				.51	00143197
1134		UNITED STATES STEEL STEELTON MI		.509		1.02										1.02			00143219
1134		UNITED STA STEEL PITTSBURG PA				.509							.509						00208280
		PARENT CUST. TOT-UNITED STATES S		3.56		4.07				.51			.51	1.53		1.02		.51	00047724
1134		.UNION CARBIDE CORP REPUBLIC MI		.047															00141895