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ORGANIC DIVISION / FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

FOR () 1969

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MA G	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. I.D. / MAJR.-GRD.-GP.
		THERMINOL FR-1																	1040-245-10
1052		.BECHTEL CORP BUCKEYSTOWN MD				33.4											68.0	34.6	00218723
1032		.BECHTOLD ENG FT LAUDERDALE FL		1.80															10008735
1049		.BECHTOLD ENGINEER LAFAYETTE IN		.055															00111244
1036		.BECHWITH CORP VAN NUYS CA		1.04															00111260
1036		.ADHESIVE ENG SAN CARLOS CA				3.00								3.00					10000750
1036		.ADHESIVE ENGINEER SAN CARLOS CA				7.20						7.20							00206660
1032		.BENDIX CORP KAN CITY MO	40.0	26.4	40.0	115	10.8		1.8				25.2				77.4		10009219
1052		.BENDIX CORP SIDNEY NY	5.00	6.60	5.00	6.00				3.00		3.00							10009278
1052		.BENDIX CORPORATION TROY NY		12.0		7.80							2.40				5.40		10009170
		PARENT CUST. TOT-BENDIX CORP DET	45.0	45.0	45.0	129	10.8		1.8	3.0		3.0	27.6				82.8		00045551
1036		.BENJ MOORE LOS ANGELES CA		1.20		4.20											4.20		10055202
1052		.BETZ LAB PHIL PA	2.00		2.00														10009634
1053		.BLACK CLAWSON HAMILTON OH	2.00	.820	2.00														10009928
1050		.BLAZON INC WEST POI MS		9.60		1.20							1.20						00111651
1052		.THE BORDEN MIDDLESEX N J				3.00			2.40	.60									10010802
1052		.BORDEN CO BAINBRIDGE N Y		10.2		.600											.600		10010438
1052		.BORDEN BAINBRIDGE NY				.600						.600							10010675
		.BORDEN CHEM COMPANY SEATTLE WA				.600											.600		00220841
		PARENT CUST. TOT-BORDEN CHEM CO		10.2		4.80			2.40	.60		.60					.60	.60	10010551
		.PESCO PRODUCTS BEDFORD OH		.110		.055						.055							10062101
1052		.BOURGET CO INC BROCKTON MA	1.00		1.00														10010977
1036		.C F BRAUN ALHABRA CALIF	20.0		4.00														00188441
1036		.BRILLIANT SEAFOOD BOSTON MA				2.40											2.40		00181366
1036		.BROWN BROS PLASTIC NAPA CALIF				.110							.110						00209341
1049		.B S P CORPORATION MILWAUKEE WI	12.0	10.8	12.0	1.80			1.80										00110868
1032		.BUELL CABINET CO FT SCOTT KS				.055				.055									00179949
1036		.BURHANS-SHARPE LIBBY MONTANA				.600						.600							00198250
1032		.C AND T REFINERY CHARLOTT NC	12.0	7.20	12.0														00112763
1036		.CAL BOND INDUST N HOLLYWOOD CA				.600											.600		00220051
		.CALLAHAN MINING HARBORSIDE ME				1.80											1.80		00181455
1032		.CAMPBELL SOUP VINCENTOWN NJ				1.20			1.20										00169137
1031		.CARBORUNDUM HICKMA SANBORN NY		.165															00113026
1032		.CARBORUNDUM HICKMAN KY	30.0	33.0	30.0	24.0			6.00				6.00		6.00		6.00		10013771
1031		.CARBORUNDUM NIAGARA FALLS NY		.220															10013763
1031		.CARBORUNDUM R-D DIV SANBORN NY				.220			.220										00086886
		PARENT CUST. TOT-CARBORUNDUM NIA	30.0	33.4	30.0	24.2			6.22				6.00		6.00		6.00		10013763
1049		.CARGILL CARPENTERSVILLE ILL		33.0		16.8							1.8	3.0	12.0				10013887
1049		.CARGILL INC DES MOINES IOWA		3.60		10.8				3.00						3.00	4.80		10013879