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B1131-A DIRECT =2 ORGANIC DIVIS) FUNCTIC & FLUIDS FOR ( ) 1969 PAGE 174
01/22/7 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		TRANSFORM FINANCL A12038																	1050-300-16
1635		.LONE STAR STEEL LONE STAR TX				8.10	6.75	1.35											00158984
1635		.CITY OF LA WATER & PWR LA CALI				3.60										3.60			00217255
1635		.MAG-CON ENGR NEW BRIGHTON MN				.195					.130						.065		00197882
1635		.MAGNAVOX TORRANCE CALIF				.065						.065							00207918
1637		.MAGNETIC ENG CLIFTON NJ	8.00		8.00	2.70				2.70									10048095
1637		.MCDONNELL DOUGLAS LONG BEA CA		1.44															00128848
1637		.MEAD CORP CHILLICOTHE OH		1.35															10051258
1637		.MICHIGAN STATE UNI EAST LAN MI		2.03															00129925
1637		.MILLER SELDON ELECTR DETROIT M				1.57					1.44				.13				00196304
1635		.MISSION ELEC SUPPL KELLY FI TX		4.14															00130338
1637		.MORRISON KNUDSEN C BOISE ID		4.05															00130885
1637		.NATIONAL PRESTO IN EAU CLAI WI		4.05															00131210
1635		.NEW ORLEANS ARMATU NEW ORLE LA		2.23															00131512
1635		.NORTH AMERICAN ROC GRENADA MS		1.35															00131733
1635		.NORTHERN IND PUB SER GARY IND		.720															00152307
1637		.NORTHERN STATES POWER MPLS MN	2.00	2.52	2.00	3.24			3.24										10058309
1637		NORTHERN STATES PWR ST PAUL MN				1.80						1.80							10058317
1637		NORTHERN STATES PO ST PAUL MN		.720															00131784
		PARENT CUST. TOT-NORTHERN STATES	2.00	3.24	2.00	5.04			3.24			1.80							10058309
1635		.NORTHWEST TRANSFMR EVERSON WA				.130				.130									10058503
1635		.NUNN ELECTRIC SUPLY HOUSTON TX				1.08											1.08		00219975
1637		.BROWN & ROSS OF NJ RUTHERD NJ				2.88							1.44	1.44					00207888
1637		.OCTAGON PROCESS EDGEWATER NJ				18.9	18.9												10058856
1637		.OHIO POWER CO BRILLIAN OH		.675															00132101
		.OREGON STEEL MILLS PORTLAND OR				.675												.675	10059461
1637		.ORLANDO ARMATURE ORLANDO FL				4.05		2.03							1.35	.68			10059550
1637		.ORMET CORP OMAL OH		.065															10059585
1635		.PACIFIC GAS - ELEC SAN FRAN CA		.065															10060176
1635		.PACIFIC CAR & FOUN RENTON WA				.675				.675									00177385
1635		.PACIFIC TRANS REDWOOD CITY CA	40.0	19.9	40.0														10038049
1635		.PARKER SEAL CO-CULVER CITY CA		.130		.130							.130						10060923
1637		.PENN CENT & AFFL ALTOONA PA				4.05					2.03	2.03							00197246
1635		.PGE CALIF EMERYVIL CA		.675															00132594
1635		.PHILLIPS PET BARGER TX				.360										.360			10062675
1635		.PITTSBURGH TEEL CO																	00134112
1635		.H K PORTER BELMONT CAL	30.0	16.2	30.0														10064155
1637		.CHAPMIN PAPER CHEBOYGANMICH				.360					.360								00088854
1637		.QUAKER OATS OREGON IL		.130		.130		.130											10065658
1637		.QUEENSBORO TRSF COLLEGE PT NY		20.3															10065704
1637		.RADIO ENG LAB LONG ISL CITY NY	50.0	33.8	50.0														10065976
1635		.RAYNE INC CHATSWORTH CALIF				.065							.065						00209562
1635		.RALSTON PURINA DAVENPORT IA				.675								.675					10066123

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