

01131-A DIRECT #2  
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS  
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE 159

- IN THOUSANDS OF POUNDS AND DOLLARS -

| YR | MO | NAME OF PRODUCT/CUSTOMER             | POTENTIAL | LAST YEAR SALES | THIS YEAR SALES | SALES CUM TTD | JAN  | FEB  | MAR  | APR  | MAY | JUNE | JULY | AUG  | SEPT | OCT  | NOV  | DEC  | CUSTOMER MAIL ORDER # |
|----|----|--------------------------------------|-----------|-----------------|-----------------|---------------|------|------|------|------|-----|------|------|------|------|------|------|------|-----------------------|
|    |    | <b>SANTOSAFE 300</b>                 |           |                 |                 |               |      |      |      |      |     |      |      |      |      |      |      |      | 00781A 1900-300-1     |
|    |    | 40 TOT MAJOR MISCELLANEOUS LB        | 193       | 380             | 193             | 226           | 41.4 | 17.7 | 30.0 | 29.1 | 3.7 | 19.9 | 28.0 | 50.7 |      | 5.1  |      | 1.0  |                       |
|    |    | 88                                   | 40.1      | 88.0            | 50.1            | 21.2          | 9.8  | 3.9  | 6.8  | 5.4  | 1.9 | 4.8  | 6.8  | 11.6 |      | 1.4  |      | .3   |                       |
|    |    | 21 TOT SUB-CL SECOND GEN BYUR IN     | 17956     | 8384            | 10472           | 8450          | 917  | 695  | 741  | 843  | 567 | 666  | 840  | 761  | 792  | 569  | 659  | 520  |                       |
|    |    | 88                                   | 4177      | 2153            | 2446            | 2172          | 232  | 181  | 190  | 216  | 124 | 177  | 226  | 160  | 202  | 175  | 149  | 139  |                       |
|    |    | <del>XXXXXXXXXX-463</del>            |           |                 |                 |               |      |      |      |      |     |      |      |      |      |      |      |      | 00581A 6124-000-1     |
|    |    | 1478 COLUMBIA GULF TRANS STANTON KY  |           | 23.0            |                 | 21.2          |      |      |      |      |     |      |      | 6.1  | 42.4 |      |      | 27.2 | 00236438              |
|    |    | 1968 COLUMBIA GULF TRANS ALEXAND LA  |           |                 |                 | 15.1          |      |      |      |      |     |      |      |      | 16.9 | 15.1 | 16.9 |      | 00265144              |
|    |    | 1968 COLUMBIA GULF TRANS DELHI LA    |           |                 |                 | 24.2          |      |      |      |      |     |      |      |      | 33.9 | 9.7  |      |      | 00265152              |
|    |    | 1968 COLUMBIA GULF TRANS IVERNES MS  |           |                 |                 | 35.1          |      |      |      |      |     |      |      |      | 33.9 | 6.1  |      | 4.8  | 00265160              |
|    |    | 1968 COLUMBIA GULF TRANS HOUSTON TX  | 108       |                 | 20.0            |               |      |      |      |      |     |      |      |      |      |      |      |      | 00221864              |
|    |    | PARENT CUST. TOT-COLUMBIA GAS NY     | 108       | 23.0            | 20.0            | 95.6          |      |      |      |      |     |      |      | 6    | 127  | 11   | 17   | 32   | 00047406              |
|    |    | 1133 HARMER DENVER CO QUINCY IL      |           |                 |                 | .605          |      |      |      |      |     |      |      |      | .605 |      |      |      | 00227730              |
|    |    | 1230 PUB SERV ELEC - GAS LINDEN NJ   | 1.50      | 1.21            | 1.50            | 1.20          |      |      |      |      |     |      |      |      |      |      |      | 1.20 | 10065046              |
|    |    | 1968 TEXAS EAST TRANS HOUSTON TX     | 100       | 25.2            | 100             |               |      |      |      |      |     |      |      |      |      |      |      |      | 00048186              |
|    |    | 1932 TEXAS EASTERN TUSCUMBIA ALA     | 18.0      | 12.7            | 18.0            |               |      |      |      |      |     |      |      |      |      |      |      |      | 00165506              |
|    |    | 1968 TEXAS EASTERN TRAN DANVILLE KY  | 20.0      | 33.7            | 20.0            | 22.9          | 16.8 |      |      |      |     |      |      |      | 6.1  |      |      |      | 10079195              |
|    |    | 1968 TEXAS EAST RRA OWINGSVILLE KY   | 30.0      | 18.2            | 30.0            |               |      |      |      |      |     |      |      |      |      |      |      |      | 00206810              |
|    |    | 1968 TEXAS EASTN TRANSH LA ROSA LA   | 40.0      | 31.3            | 40.0            | 48.4          |      |      |      |      |     |      | 12.1 |      |      | 12.1 |      | 24.2 | 00197017              |
|    |    | 1968 TEXAS EASTERN TRAN WHITE CA LA  | 35.0      | 46.4            | 35.0            | 12.1          |      |      |      |      |     |      |      |      |      |      |      | 12.1 | 00140333              |
|    |    | 1968 TEXAS EAST TRAN KOSCIUSKO MS    | 20.0      | 25.3            | 20.0            | 24.2          |      |      |      | 12.1 |     |      |      |      |      |      |      | 12.1 | 10019217              |
|    |    | 1968 TX EASTERN TRANSMISSI VAZOU MS  | 20.0      | 18.2            | 20.0            | 21.6          | 7.2  | 14.4 |      |      |     |      |      |      |      |      |      |      | 00151831              |
|    |    | 1968 TEXAS EASTERN FLORHAM PARK NJ   | 10.0      | 7.20            | 10.0            |               |      |      |      |      |     |      |      |      |      |      |      |      | 00225061              |
|    |    | 1968 TEXAS EASTERN TRANS ARMAGH PA   |           |                 |                 | 29.3          |      |      |      |      |     |      |      |      | 29.3 |      |      |      | 00264393              |
|    |    | 1968 TEXAS EAS TR BECHTELSVILLE PA   |           |                 |                 | 10.5          |      |      |      |      |     |      |      |      | 10.5 |      |      |      | 10079233              |
|    |    | 1131 TEXAS EAST TR EAST WATERFORD P  |           |                 |                 | 10.3          |      |      |      |      |     |      |      |      |      |      |      | 10.3 | 10079241              |
|    |    | 1968 TEXAS EAST TRANS GREENSBURG PA  |           |                 |                 | 6.00          | 6.00 |      |      |      |     |      |      |      |      |      |      |      | 00155381              |
|    |    | 1968 TEXAS EAST TRAN GRANVILLE PA    |           |                 |                 | 3.03          |      | 3.03 |      |      |     |      |      |      |      |      |      |      | 10079268              |
|    |    | 1968 TEXAS EASTERN SHERMAN S DALEPA  |           |                 |                 | 31.8          |      |      |      |      |     |      |      |      |      |      |      | 31.8 | 00155403              |
|    |    | 1968 TEXAS EASTERN TRANSMN LEBONA TN | 10.0      | 12.0            | 10.0            | 12.1          |      |      |      |      |     | 12.1 |      |      |      |      |      |      | 00181951              |
|    |    | 1968 TEXAS EASTERN TRANS CONROE TX   |           | 7.20            |                 |               |      |      |      |      |     |      |      |      |      |      |      |      | 00243116              |
|    |    | 1968 TEXAS EAST TRAN NEW HAVENLY TX  | 40.0      | 38.3            | 40.0            | 12.1          |      |      |      |      |     |      |      |      |      |      |      | 12.1 | 00233581              |
|    |    | PARENT CUST. TOT-TEXAS EAST TRAN     | 343       | 276             | 343             | 244           | 30   | 17   |      | 12   |     | 12   | 12   |      | 46   | 12   |      | 103  | 00048186              |
|    |    | 1968 TRANSEASTERN PIPE CORONA NM     | 20.0      | 12.6            | 20.0            |               |      |      |      |      |     |      |      |      |      |      |      |      | 00094811              |
|    |    | 1932 TENN VALLEY AUTHOR CHATTANO TN  | 300       |                 | 15.0            |               |      |      |      |      |     |      |      |      |      |      |      |      | 00160274              |
|    |    | 1968 M-K-M VALVE MISSOURI CITY TX    |           | .950            |                 |               |      |      |      |      |     |      |      |      |      |      |      |      | 00205494              |
|    |    | TOTAL PRODUCT * * * * * LB           | 773       | 333             | 400             | 342           | 10   | 17   |      | 12   |     | 12   | 12   | 6    | 173  | 24   | 17   | 12   |                       |
|    |    | OC531A * * * * * 88                  | 256       | 112             | 132             | 116           | 10.4 | 6.0  |      | 4.2  |     | 4.2  | 4.2  | 2.1  | 58.5 | 8.1  | 5.8  | 24.7 | 6124-000-1            |

COMPANY  
CONFIDENTIAL

EXHIBIT  
BRAD FORD  
50  
X-15-45-JMS

TRAN 085010

REPORT 01470-A

1/25/73

MILL DIV-02 SPECIALTY PRODUCTS  
NO. 4 CUSTOMER/PRODUCT SALES REPORT FOR DEC 1972  
-IN ACTUAL POUNDS AND DOLLARS-

PAGE 001

|                                                               | TOTAL MONTH SALES<br>POUNDS DOLLARS | Y-T-D<br>POUNDS | SALES<br>DOLLARS | TOTAL LAST YEAR SALES<br>POUNDS DOLLARS | TOTAL YEAR<br>GLAL LBS | COST TO<br>MAJR-GRD-01         |
|---------------------------------------------------------------|-------------------------------------|-----------------|------------------|-----------------------------------------|------------------------|--------------------------------|
| TEXAS EASTERN TRANS HOUSTON TX                                |                                     |                 |                  |                                         |                        | 00048186                       |
| TEXAS EASTERN LA ROSA LA<br>1968 TURBINOL-153                 |                                     |                 |                  | 48.400 14.632                           | AR 729887              | 00197017<br>6124-000-11        |
| TEXAS EASTERN WHITE CASTLE LA<br>1968 TURBINOL-153            |                                     |                 |                  | 12.100 4.158                            | AR 729887              | 00140311<br>6124-000-11        |
| TEXAS EASTERN PA ACCIDENT MD<br>1230 PYHAUL AC-A WINTER GRADE |                                     | 104             | 43               |                                         | AR 729701              | 00274281<br>6757-000-11        |
| TEXAS EASTERN KOSCIUSKO MS<br>1968 TURBINOL-153               |                                     |                 |                  | 24.200 8.316                            | AR 729887              | 10079217<br>6124-000-11        |
| TEXAS EASTERN YAZOO MS<br>1968 TURBINOL-153                   |                                     |                 |                  | 21.600 7.485                            | AR 729887              | 00151831<br>6124-000-11        |
| TEXAS EASTERN LAMBERT NJ<br>1968 PYHAUL AC-A                  |                                     |                 |                  | 586 216                                 | AR 729887              | 00261781<br>6756-000-11        |
| TEXAS EASTERN ARMAGH PA<br>1968 TURBINOL-153                  |                                     |                 |                  | 29.260 9.443                            | AR 729887              | 00264191<br>6124-000-11        |
| TEXAS EASTERN BALLY PA<br>1968 PYHAUL AC-A                    |                                     |                 |                  | 272 106                                 | AR 729887              | 00220417<br>6756-000-11        |
| TEXAS EASTERN BECHTIELSVILLE PA<br>1968 TURBINOL-153          |                                     |                 |                  | 10.900 3.390                            | AR 729887              | 10079231<br>6124-000-11        |
| TEXAS EASTERN CRESSON PA<br>1968 PYHAUL AC-A                  |                                     |                 |                  | 586 216                                 | AR 729697              | 00266191<br>6756-000-11        |
| TEXAS EASTERN EAST WATERFORD P<br>1131 TURBINOL-153           |                                     |                 |                  | 10.320 3.271                            | AR 729887              | 10079241<br>6124-000-11        |
| TEXAS EASTERN GREENSBURG PA<br>1968 TURBINOL-153              |                                     |                 |                  | 6.000 2.079                             | AR 729887              | 00155181<br>6124-000-11        |
| TEXAS EASTERN GRANTVILLE PA<br>1968 TURBINOL-153              |                                     |                 |                  | 3.025 1.040                             | AR 729887              | 10079268<br>6124-000-11        |
| TEXAS EASTERN SHERMANS DALE PA<br>1968 TURBINOL-153           |                                     |                 |                  | 31.020 10.086                           | AR 729887              | 00155401<br>6124-000-11        |
| TEXAS EASTERN LEBANON TN<br>1968 TURBINOL-153                 |                                     |                 |                  | 12.100 4.158                            | AR 729887              | 00181451<br>6124-000-11        |
| TEXAS EASTERN TRANS HOUSTON TX<br>1968 TURBINOL-153           |                                     |                 |                  |                                         | AR 729887              | 00048186<br>50.000 6124-000-11 |

TRAN 085011

COMPANY  
CONFIDENTIAL



ORGANIC DIVISION SPECIALTY PRODUCTS  
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE 159

| - IN THOUSANDS OF POUNDS AND DOLLARS - |                                  |      |              |              |              |      |      |      |      |      |      |      |      |      |      |      |      |                              |            |
|----------------------------------------|----------------------------------|------|--------------|--------------|--------------|------|------|------|------|------|------|------|------|------|------|------|------|------------------------------|------------|
| QTY                                    | NAME OF PRODUCT/CUSTOMER         | UNIT | 1970<br>YEAR | 1971<br>YEAR | 1972<br>YEAR | JAN  | FEB  | MAR  | APR  | MAY  | JUNE | JULY | AUG  | SEPT | OCT  | NOV  | DEC  | TOTAL<br>CUMULATIVE<br>SALES |            |
|                                        | SANTOSAFE 300                    |      |              |              |              |      |      |      |      |      |      |      |      |      |      |      |      | 00781A                       | 1900-300-1 |
| 40                                     | 1011 MAJOR MISCELLANEOUS         | LB   | 193          | 380          | 193          | 226  | 41.4 | 17.7 | 30.0 | 29.1 | 3.7  | 19.9 | 28.0 | 20.7 | 5.1  |      | 1.0  |                              |            |
|                                        |                                  | 88   | 40.1         | 88.0         | 40.1         | 21.8 | 9.8  | 3.9  | 6.8  | 2.4  | .9   | 4.8  | 6.8  | 11.6 | 1.4  |      | 1.0  |                              |            |
| 21                                     | 1011 SUB-CL SECOND GEN RYDR 1H   | LB   | 17956        | 8384         | 10472        | 8450 | 917  | 695  | 741  | 843  | 467  | 666  | 840  | 741  | 792  | 569  | 659  | 520                          |            |
|                                        |                                  | 88   | 4177         | 2153         | 2446         | 2172 | 232  | 181  | 190  | 216  | 124  | 177  | 226  | 160  | 202  | 175  | 149  | 139                          |            |
|                                        | 00000000-463                     |      |              |              |              |      |      |      |      |      |      |      |      |      |      |      |      | 00581A                       | 6124-000-1 |
| 1178                                   | COLUMBIA GULF TRANS STANTON KY   |      |              | 23.0         |              | 21.2 |      |      |      |      |      |      | 6.1  | 42.4 |      |      | 27.2 |                              | 00236438   |
| 1968                                   | COLUMBIA GULF TRANS ALEXAND LA   |      |              |              |              | 15.1 |      |      |      |      |      |      |      | 16.9 | 15.1 | 16.9 |      |                              | 00265144   |
| 1968                                   | COLUMBIA GULF TRANS DELHI LA     |      |              |              |              | 24.2 |      |      |      |      |      |      |      | 33.9 | 9.7  |      |      |                              | 00265152   |
| 1968                                   | COLUMBIA GULF TRANS IVERNES MS   |      |              |              |              | 35.1 |      |      |      |      |      |      |      | 33.9 | 6.1  |      | 4.8  |                              | 00265160   |
| 1968                                   | COLUMBIA GULF TRANS HOUSTON TX   |      | 108          |              | 20.0         |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00221864   |
|                                        | PARENT CUST. TOT-COLUMBIA GAS NY |      | 108          | 23.0         | 20.0         | 95.6 |      |      |      |      |      |      | 6    | 127  | 11   | 17   | 32   |                              | 00047406   |
| 1133                                   | GARDNER DENVER CO QUINCY IL      |      |              |              |              | .605 |      |      |      |      |      |      |      | .605 |      |      |      |                              | 00227730   |
| 1230                                   | POW SERV ELEC - GAS LINDEN NJ    |      | 1.50         | 1.21         | 1.50         | 1.20 |      |      |      |      |      |      |      |      |      |      | 1.20 |                              | 10065046   |
| 1968                                   | TEXAS EAST TRANS HOUSTON TX      |      | 100          | 25.2         | 100          |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00048186   |
| 1932                                   | TEXAS EASTERN TUSCUMBIA ALA      |      | 18.0         | 12.7         | 10.0         |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00165506   |
| 1968                                   | TEXAS EASTERN TRAN DANVILLE KY   |      | 20.0         | 33.7         | 20.0         | 22.9 | 16.8 |      |      |      |      |      |      | 6.1  |      |      |      |                              | 10079195   |
| 1968                                   | TEXAS EAST RRA OWINGSVILLE KY    |      | 30.0         | 18.2         | 30.0         |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00206810   |
| 1968                                   | TEXAS EAST TRANS LA ROSA LA      |      | 40.0         | 31.3         | 40.0         | 48.4 |      |      |      |      |      | 12.1 |      |      | 12.1 |      | 24.2 |                              | 00197017   |
| 1968                                   | TEXAS EASTERN TRAN WHITE CA LA   |      | 35.0         | 46.4         | 35.0         | 12.1 |      |      |      |      |      |      |      |      |      |      | 12.1 |                              | 00140333   |
| 1968                                   | TEXAS EAST TRAN KOSCIUSKO MS     |      | 20.0         | 25.3         | 20.0         | 24.2 |      |      | 12.1 |      |      |      |      |      |      |      | 12.1 |                              | 10079217   |
| 1968                                   | TX EASTERN TRANSMISSI YAZOU MS   |      | 20.0         | 10.2         | 20.0         | 21.6 | 7.2  | 14.4 |      |      |      |      |      |      |      |      |      |                              | 00151831   |
| 1968                                   | TEXAS EASTERN FLORHAM PARK NJ    |      | 10.0         | 7.20         | 10.0         |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00225061   |
| 1968                                   | TEXAS EASTERN TRANS ANNAGH PA    |      |              |              |              | 29.3 |      |      |      |      |      |      |      | 29.3 |      |      |      |                              | 00264393   |
| 1968                                   | TEXAS EAST TR BECHTELSVILLE PA   |      |              |              |              | 10.5 |      |      |      |      |      |      |      | 10.5 |      |      |      |                              | 10079233   |
| 1131                                   | TEXAS EAST TR EAST WATERFORD P   |      |              |              |              | 10.3 |      |      |      |      |      |      |      |      |      |      | 10.3 |                              | 10079241   |
| 1968                                   | TEXAS EAST TRANS GREENSBURG PA   |      |              |              |              | 6.00 | 6.00 |      |      |      |      |      |      |      |      |      |      |                              | 00155381   |
| 1968                                   | TEXAS EAST TRAN GRANTVILLE PA    |      |              |              |              | 3.03 | 3.03 |      |      |      |      |      |      |      |      |      |      |                              | 10079268   |
| 1968                                   | TEXAS EASTERN SHERMAN S DALEPA   |      |              |              |              | 31.8 |      |      |      |      |      |      |      |      |      |      | 31.8 |                              | 00155403   |
| 1968                                   | TEXAS EASTERN TRANSMN LEBONA TN  |      | 10.0         | 12.0         | 10.0         | 12.1 |      |      |      |      |      | 12.1 |      |      |      |      |      |                              | 00181951   |
| 1968                                   | TEXAS EASTERN TRANS CONRUE TX    |      |              | 7.20         |              |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00243116   |
| 1968                                   | TEXAS EAST TRAN NEW HAVENLY TX   |      | 40.0         | 38.3         | 40.0         | 12.1 |      |      |      |      |      |      |      |      |      |      | 12.1 |                              | 00233587   |
|                                        | PARENT CUST. TOT-TEXAS EAST TRAN |      | 343          | 276          | 343          | 244  | 30   | 17   |      | 12   |      | 12   | 12   | 46   | 12   |      | 103  |                              | 00048186   |
| 1968                                   | TRANSEASTERN PIPE CORONA NM      |      | 20.0         | 12.6         | 20.0         |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00094811   |
| 1932                                   | FLINN VALLEY AUTHON CHATTANO TN  |      | 300          |              | 15.0         |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00140274   |
| 1968                                   | W-K-M VALVE MISSOURI CITY TX     |      |              | .950         |              |      |      |      |      |      |      |      |      |      |      |      |      |                              | 00205494   |
|                                        | TOTAL PRODUCT                    | LO   | 773          | 333          | 400          | 342  | 30   | 17   |      | 12   |      | 12   | 12   | 6    | 173  | 24   | 17   | 72                           | 6124-000-1 |
|                                        | OC531A                           | 88   | 256          | 112          | 132          | 116  | 10.4 | 6.0  |      | 4.2  |      | 4.2  | 4.2  | 2.1  | 58.5 | 8.1  | 5.8  | 24.7                         |            |
| COMPANY<br>CONFIDENTIAL                |                                  |      |              |              |              |      |      |      |      |      |      |      |      |      |      |      |      |                              |            |

COMPANY  
CONFIDENTIAL

TRAN 085013

REPORT B1470-A

MILL DIV-02 SPECIALTY PRODUCTS  
NO. 4 CUSTOMER/PRODUCT SALES REPORT FOR DEC 1972  
-IN ACTUAL POUNDS AND DOLLARS-

PAGE 1

|                                                                | TOTAL MONTH SALES<br>POUNDS DOLLARS | Y-T-D<br>POUNDS | SALES<br>DOLLARS | TOTAL LAST YEAR SALES<br>POUNDS DOLLARS | TOTAL YEAR<br>GLAL LBS | COST IN<br>MAJOR-GRADE         |
|----------------------------------------------------------------|-------------------------------------|-----------------|------------------|-----------------------------------------|------------------------|--------------------------------|
| TEXAS EASTERN TRANS HOUSTON TX                                 |                                     |                 |                  |                                         |                        | 00048186                       |
| TEXAS EASTERN LA ROSA LA<br>1968 TURBINOL-153                  |                                     |                 |                  | 40.400 16.632                           | AR 729887              | 00197611<br>6124-000-11        |
| TEXAS EASTERN WHITE CASTLE LA<br>1968 TURBINOL-153             |                                     |                 |                  | 12.100 4.158                            | AR 729887              | 00140333<br>6124-000-11        |
| TEXAS EASTERN PA ACCIDENT RD<br>1230 PYDRAUL AC-A WINTER GRADE |                                     | 106             | 43               |                                         | AR 129701              | 00214283<br>6757-000-11        |
| TEXAS EASTERN KOSCIUSKO MS<br>1968 TURBINOL-153                |                                     |                 |                  | 24.200 8.316                            | AR 729887              | 10019211<br>6124-000-11        |
| TEXAS EASTERN YAZOO MS<br>1968 TURBINOL-153                    |                                     |                 |                  | 21.600 7.485                            | AR 729887              | 00151831<br>6124-000-11        |
| TEXAS EASTERN LAMBERT NJ<br>1968 PYDRAUL AC-A                  |                                     |                 |                  | 586 216                                 | AR 729887              | 00263784<br>6756-000-11        |
| TEXAS EASTERN ARMAGH PA<br>1968 TURBINOL-153                   |                                     |                 |                  | 29.260 9.443                            | AR 729887              | 00264393<br>6124-000-11        |
| TEXAS EASTERN BALLY PA<br>1968 PYDRAUL AC-A                    |                                     |                 |                  | 272 106                                 | AR 729887              | 00220411<br>6756-000-11        |
| TEXAS EASTERN BECHIELSVILLE PA<br>1968 TURBINOL-153            |                                     |                 |                  | 10.500 3.398                            | AR 729887              | 10019233<br>6124-000-11        |
| TEXAS EASTERN CRESSON PA<br>1968 PYDRAUL AC-A                  |                                     |                 |                  | 586 216                                 | AR 129697              | 00266191<br>6756-000-11        |
| TEXAS EASTERN EAST WATERFORD P<br>1131 TURBINOL-153            |                                     |                 |                  | 10.320 3.271                            | AR 729887              | 10019241<br>6124-000-11        |
| TEXAS EASTERN GREENSBURG PA<br>1968 TURBINOL-153               |                                     |                 |                  | 4.000 2.079                             | AR 729887              | 00155181<br>6124-000-11        |
| TEXAS EASTERN GRANVILLE PA<br>1968 TURBINOL-153                |                                     |                 |                  | 3.025 1.040                             | AR 729887              | 10019260<br>6124-000-11        |
| TEXAS EASTERN SHERMANS DALE PA<br>1968 TURBINOL-153            |                                     |                 |                  | 31.020 10.886                           | AR 729887              | 00155403<br>6124-000-11        |
| TEXAS EASTERN LEBANON TN<br>1968 TURBINOL-153                  |                                     |                 |                  | 12.100 4.158                            | AR 729887              | 00181451<br>6124-000-11        |
| TEXAS EASTERN TRANS HOUSTON TX<br>1968 TURBINOL-153            |                                     |                 |                  |                                         | AR 729887              | 00048186<br>50.000 6124-000-11 |

COMPANY  
CONFIDENTIAL

TRAN 085014

[illegible]

**COMPANY  
CONFIDENTIAL**

01/14/71

|                                                        | TOTAL MONTH SALES<br>POUNDS | DOLLARS      | Y-T-D<br>POUNDS | SALES<br>DOLLARS | TOTAL LAST YEAR SALES<br>POUNDS | DOLLARS        | TOTAL YEAR<br>GUAL LBS | CUST ID<br>MAJR-GRD-GP  |
|--------------------------------------------------------|-----------------------------|--------------|-----------------|------------------|---------------------------------|----------------|------------------------|-------------------------|
| <b>TEXAS EAST TRANS HOUSTON TX</b>                     |                             |              |                 |                  |                                 |                |                        | 00048186                |
| TEXAS EASTERN FLODRHAM PARK NJ<br>1132 TURBINOL-153    |                             |              | 7,200           | 2,476            |                                 |                | AR 729887              | 00225061<br>6124-000-11 |
| TEXAS EASTN TRANS BERNVILLE PA<br>1132 TURBINOL-153    |                             |              |                 |                  | 40,000                          | 12,677         | AR 729887              | 00163619<br>6124-000-11 |
| TEXAS EASTERN TRANS. LILLY PA<br>1132 TURBINOL-153     |                             |              |                 |                  | 34,880                          | 10,985         | AR 729887              | 00205419<br>6124-000-11 |
| TEXAS TEAST TRANS. PERULACH PA<br>1132 TURBINOL-153    |                             |              |                 |                  | 72,720                          | 23,988         | AR 729887              | 00206822<br>6124-000-11 |
| TEXAS EASTERN TRANS. ROBERTSON PA<br>1132 TURBINOL-153 |                             |              |                 |                  | 43,240                          | 13,707         | AR 729887              | 00140384<br>6124-000-11 |
| TEXAS EASTERN GLADEVILLE TENN<br>1132 TURBINOL-153     |                             |              |                 |                  | 38,300                          | 12,141         | AR 729887              | 00217859<br>6124-000-11 |
| TEXAS EASTERN TRANS. LEBMON TN<br>1132 TURBINOL-153    |                             |              | 12,000          | 4,127            |                                 |                | AR 730481              | 00181951<br>6124-000-11 |
| TEXAS EASTERN TRANS CONROE TX<br>1132 TURBINOL-153     | 7,200                       | 2,495        | 7,200           | 2,495            |                                 |                | AR 729887              | 00243116<br>6124-000-11 |
| TEXAS EAST TRANS NEW HAVERLY TX<br>1132 TURBINOL-153   |                             |              | 38,320          | 12,145           |                                 |                | AR 729887              | 00233587<br>6124-000-11 |
| <b>TOT PAR TEXAS EAST TRANS HOUSTON TX</b>             | <b>26,400</b>               | <b>9,148</b> | <b>275,635</b>  | <b>93,638</b>    | <b>463,285</b>                  | <b>163,619</b> |                        | 00048186                |
| <b>TECHNICAL DEVEL CO DAYTON OH</b>                    |                             |              |                 |                  |                                 |                |                        | 00224391                |
| TECHNICAL DEVEL CO DAYTON OH<br>1153 PYDRAUL AC-A      |                             |              | 110             | 43               |                                 |                | AR 726674              | 00224391<br>6756-000-11 |
| 1153 PYDRAUL AC                                        |                             |              | 113             | 43               |                                 |                |                        | 6758-000-11             |
| <b>TOTAL CUSTOMER</b>                                  |                             |              | <b>223</b>      | <b>86</b>        |                                 |                |                        | 00224391                |
| <b>TELEDYNE RYAN SAN DIEGO CA</b>                      |                             |              |                 |                  |                                 |                |                        | 00226874                |
| TELEDYNE ALLVAC MONROE NC<br>1132 SANTOVAC 2           |                             |              | 2,400           | 2,520            |                                 |                | AR 727053              | 00242047<br>6776-002-11 |
| TELEDYNE OHIO STEEL LIMA OH<br>1153 PYDRAUL F-9 A      | 1,104                       | 440          | 1,104           | 440              |                                 |                | AR 540552              | 10058996<br>4550-009-11 |
| <b>TOT PAR TELEDYNE RYAN SAN DIEGO CA</b>              | <b>1,104</b>                | <b>440</b>   | <b>3,504</b>    | <b>2,960</b>     |                                 |                |                        | 00226874                |
| <b>IENTEK CORPORATION BARTLETT IL</b>                  |                             |              |                 |                  |                                 |                |                        | 00243167                |
| 1134 PYDRAUL 230                                       |                             |              | 525             | 151              |                                 |                | AR 727540              | 00243167<br>4597-230-11 |

COMPANY  
CONFIDENTIAL

TOTAL 005022

| MS 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. | CUSTOMER / MAJOR GEO. GP |
|--------|-----------------------------------|-----------|-----------------|--------------------------|----------------|------|------|------|------|------|------|------|------|-------|------|------|------|--------------------------|
|        |                                   |           |                 |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 6750-000-1               |
|        | 1010 PIT MT PLEASANT MI           |           | 1.22            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10073758                 |
|        | 1010 PIT MT PLEASANT MI           |           | .057            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00139262                 |
|        | STHAN CTS GAS SANTA MARTA CA      |           | .113            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00049832                 |
|        | SUNRAY DR OIL FAIRFIELD TEXAS     | 5.00      |                 |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10074978                 |
|        | SUNRAY DR OIL SNYDER TEXAS        |           | 1.22            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10077034                 |
|        | SUNSET INN MEMPHIS CA             |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10071052                 |
|        | SUPERIOR FURNITURE ATLANTA GA     |           | .610            |                          | .610           |      |      | 6.10 |      |      |      |      |      |       |      |      |      | 00139513                 |
|        | SWEDISH CRUCIBLE DETROIT MI       |           | 3.66            |                          | 3.05           |      | .610 |      | .610 |      | .610 |      | .610 |       | .610 |      |      | 10077303                 |
|        | TATT ENGINEERING BALTIMOR MD      |           | .226            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00139874                 |
|        | TECH GAS TRA CAMPBELLSVILL KY     |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078571                 |
|        | TECH GAS TRANS PLYMOUTH KY        | 12.0      | 1.88            | 12.0                     |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078601                 |
|        | TECH GAS TRANS KIDDER LA          |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078628                 |
|        | TECH GAS TRANS MATHEWSONS LA      |           | 1.22            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078636                 |
|        | TECH GAS TRANS MATHEWSONS LA      |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078679                 |
|        | TECH GAS TRANS CADARILLON OH      |           |                 |                          |                |      |      |      |      | .610 |      |      |      |       |      |      |      | 10078741                 |
|        | TECH GAS TRANS MERCER PENN PA     |           | .170            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078776                 |
|        | TECH GAS TRANS LOBELVILLE TN      |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10078792                 |
|        | TECH GAS CHEN PASADENA TX         |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00140074                 |
|        | TECH GAS PIPELINE GREENUP KY      |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00140228                 |
|        | TECH GAS PIPELINE COFFEYVILLE MS  |           | .057            |                          | .057           |      |      |      |      | .057 |      |      |      |       |      |      |      | 00140236                 |
|        | TECH GAS PIPELINE JAMESVILLE NY   |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00140244                 |
|        | TECH GAS PIPELINE ALDANY OH       |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00140252                 |
|        | PERCENT LOST, TIT-TENNIS INC INDU | 12.0      | 13.6            | 12.0                     | .667           |      |      |      |      | .667 |      |      |      |       |      |      |      | 10078504                 |
|        | TECH GAS PIPE LINE MASSAU NY      |           | .056            |                          | .113           |      |      |      |      |      |      |      |      |       |      | .113 |      | 10078555                 |
|        | TEXAS EASTERN TRANS PHILADEL PA   |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00140376                 |
|        | TEXAS EAST TRANS GRANTVILLE PA    |           | .610            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10079268                 |
|        | TEXAS GAS TRANS WYOMING TX        |           |                 |                          | .170           |      |      | .170 |      |      |      |      |      |       |      |      |      | 00167630                 |
|        | TEXAS PACIFIC OIL MC KITTR CA     |           | 1.22            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00140430                 |
|        | THEODORE CUPP BRIGH UTAH          | 6.00      |                 |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 10079802                 |
|        | TRANSCONTINENTAL GAS SELMA AL     |           | .113            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 00141097                 |
|        | TRANSCON GAS MADLEY AL            | 1.00      | .226            | 1.00                     |                |      |      |      |      |      |      |      |      |       |      |      |      | 00141100                 |
|        | TRANSCON GAS GYLIS LA             | 1.00      | .339            | 1.00                     |                |      |      |      |      |      |      |      |      |       |      |      |      | 00141119                 |
|        | TRANS CONTIN GAS KADORESVILLE MS  |           | .170            |                          |                |      |      |      |      |      |      |      |      |       |      |      |      | 100880770                |
|        | UNIVERSAL MATCH ST LOUIS MO       |           | .339            |                          | .283           |      |      |      | .113 |      |      |      |      |       | .057 |      |      | 10085551                 |
|        | UNITED STA STE HERKITS ROCKS PA   |           |                 |                          | 1.22           |      |      |      |      |      |      |      |      |       | .610 | .610 | .113 | 00215864                 |
|        | UNITED STA STE HERK               |           |                 |                          |                |      |      |      |      |      |      |      |      |       |      |      |      |                          |

COMPANY  
CONFIDENTIAL

WATER PCB-SD0000044328