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01/22/70

ORGANIC DIVISI / FUNCTIL AL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

FOR :) 1969

PAGE 25

-IN THOUSANDS OF POUNDS AND DOLLARS-

MA G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CUMUL. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR-GRD.-GP.
		THERMINOL FR-2																	1040-265-10
1049		.WATERLOO CORR BOX WATERLOO IA		1.20		1.80	.60								1.20				00157813
1052		.WATSON FLOUR CO WOODSIDE NY		.240		.180	.180												00144428
1049		.WELLS MFG WISC FOND DU WI		1.20		.600								.600					00144614
1052		.WEST CO MILLVILLE N J		2.60		2.40								1.20			1.20		10088445
1052		.WEST VIRGINIA PULP NEW YORK NY				3.60						3.60							00205605
1052		.WEST VIRG PULP & P DETROIT MI	5.00	7.50	5.00	.600												.600	00144703
1052		.WEST VIRG P-P GASTONIA NC				6.00		2.40						3.60					00163651
		PARENT CUST. TOT-W VA PULP-PAPER	5.00	7.50	5.00	10.2		2.40				3.60		3.60				.60	00047589
1032		.WESTERN CHEM ST JOSEPH MO				.600					.600								00179817
1053		.WESTCHESTER WAPAKEONETA OH				1.20	.600				.600								10088615
1034		.WESTINGHOUSE ELECT SAN CLEM CA		.060															00145394
1053		.WESTINGHOUSE MUNCIE INDIANA	3.00	6.00	3.00	32.4					3.0			3.0	20.4		6.0		10089409
1049		.WESTVACO CORP CHICAGO ILL				.600			.600										00168866
1052		.WHEELING PITB ST JAMESBURG NJ				.600			.600										00170968
1052		.WHEELING CORRUGAT JAMESBURG NJ				6.00											6.00		00217409
1052		.WHEELING STEEL CORP		6.60															00145459
1036		.WHETTAKER CONTR COSTA MESA CA				2.40	1.20										1.20		10090520
1036		.WILDOLF MFG CALIF LAGUNA N CA		1.20															00145564
1052		.WILKINS COFFEE CO LANDOVER MO				12.0								12.0					00211664
1049		.WITCO CHEM CHICAGO ILLINOIS	16.0	10.8	16.0														10091098
1052		.WITCO CHEM PERTH AMBOY NJ				13.2				3.00						2.40	7.80		10091128
1052		.ARGUS CHEM BROOKLYN NY		16.8															00109916
		PARENT CUST. TOT-WITCO CHEM NYC	16.0	27.6	16.0	13.2				3.00						2.40	7.80		00047686
1049		.ZIGNEGO CONTRACT FRANKLIN WISC				1.42					1.20	.22							00196630
		TOTAL PRODUCT * * * * * LB	2020	1166	1532	1037	124	51	86	75	36	119	85	86	83	139	81	46	1040-265-10
		* * * * * \$	536	317	406	302	35.1	15.1	24.5	21.3	10.2	33.0	23.1	25.1	43.8	43.4	25.2	5.3	
X		THERMINOL FR-3																	1040-285-10
1052		.BAB & WIL ALLIANCE LYNCHBUR VA		.180															00110884
1036		.BARKSDALE LOS ANGE CA		.600															00111066
1036		.BECTION DICKINSON LOS GATOS CA		.060															10008875
1052		.HENRY BOWER CHEM MFG PHILA PA		.240															10010993
1053		.CANNON MUSKEGON MUSKEGON MI		3.00		1.80	.60				1.20								10013658
1031		.CARBORUNDUM R-D DIV SANBORN NY		1.80															00086886
1049		.WEST BEND CO WEST BEND WI	149	101	149	134	7.2	21.6	7.2	14.4	7.2	18.0	18.0		20.4	10.2	10.2		10088399
1032		.COLONIAL BAKING CO	2.00	.600	2.00														00114650
1036		.CUMINCO PRODUCTS I SPOKANE WA		.060															00114758
1053		.CONTINENTAL CAN CO CULLODEN NY					.180							.720					00168114