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81181-A DIRECT =2 ORGANIC DIVIS. FUNCTIONAL FLUIDS FOR [illegible] 1969 PAGE 163
01/27/70 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 INERTEEN PPO		1968		1969													1050-200-16
1635		.GENL CABLE ST LOUIS MO		3.37		.674												.674	10030846
1637		.GEN ELEC CHICAGO IL	5.00	7.41	5.00														10031346
1635		GEN ELEC KANSAS CITY MO		2.02															00120049
1635		GEN ELEC ST LOUIS MO	12.0	14.8	12.0														10031885
1637		GEN ELEC ALEXANDRIA VA		6.74															10032105
1637		GEN ELEC SUPPLY PHIL PA				.674												.674	10032113
		PARENT CUST. TOT-GEN ELEC SCHENE	17.0	31.0	17.0	.674												.674	10031850
1637		.SYLVANIA ELE MONTOURSVILLE PA		.674															00139688
1637		.GEO PAC CHEM DIV CROSSETT ARK		9.38															10033365
1635		.GREAT WEST SUG DEN GOODLAND KS		.360															00121576
1635		.GUARANTEE ELEC ST LOUIS MO		.720															00154229
		.H M HARPER CO MORTON GROVE IL				.674												.674	00219908
1637		.HARVEY ALUM LEWISPORT KY				.674						.674							10037034
1637		.HEAVEY DUTY-ELEC GOLDSBORO NC		22.2															00123951
1637		.JOSEPH HELMUND BOSTON MA		2.70															00123765
1637		.HEVI-DUTY ELEC GOLDSBORO NC				189	13.5	53.9	13.5	20.2	27.0	27.0		13.5		20.2			00087963
1637		.HEVI-DUTY ELEC GOLDSBORO NC	[illegible]	111	175	27.0							13.5		13.5				00123978
1637		.HEVI DUTY ELEC WATERTOW WI		2.70															00123986
1635		.HIGGINS ELECTRIC C SCHUYLER NB		1.44															00124036
1637		.HIGH VOLTAGE MAINTNCE DAYTON OH				1.08										.360	.720		00218774
1637		.DUPEZ PLASTIC KENTON OH		.674															10024285
1635		.HORNBECK & HARDIE ST LOUIS MO				.674							.674						00209686
1637		.HORTON ANGELL ATTLEBORO MASS				.065										.065			00216879
1635		.HUGHES TOOL CO HOUSTON TX		.674															00124982
1637		.HURON CEMENT ALPENA MI		1.35															00125059
1635		.HYCALAG INC SHREVEPO LA		.674															00125083
1637		.IOWA ILLINOIS GAS ROCK ISL IL		1.80															00126012
1637		.PUBLIC SERV OF IND WABASH IND				.130									.130				00215422
1635		.INDUSTRIAL GENERAT ROCKDALE TX		1.08		2.52					2.52								00125482
1637		.INTER STATE ELE FORT SMITH AR				.360										.360			10041856
1635		.INTERSTATE ELEC SAND SPRINGS O				.360						.360							00205702
1637		.INTERNATIONAL TELE CLIFTON NJ		1.35															00125962
1637		.IONICS INC WATERTOWN MA		6.49		1.03							1.03						00126004
1637		.ITE CIRCUIT BREAKER PHIL PA	2500	1960	2500	1886		109	208	217	100	309	107	204	111	307	107	108	10042054
1635		ITE CIRCUIT BREAK LONGVIEW WA		1.35															10042062
1637		ITE CIRCUIT BREAKE CHICAGO IL		.674															00126071
1637		ITE CIRCUIT BREAKE GARY IN		2.02															00126098
1637		ITE CIRCUIT BREAKE LANSING MI		4.72															00126101
1635		ITE CIRCUIT BREAKE HOUSTON TX		.360		5.39									5.39				00126128
		PARENT CUST. TOT-ITE CIRCUIT BRE	2500	1969	2500	1891		109	208	217	100	309	107	204	117	307	107	108	10042054

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