FICO SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT



-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | FORMULA | PAY YEAR SALES | PRIOR YEAR SALES | SALES CURR YTD | JAN | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJOR GRP OF |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 57 PCB/TCT DR.CORATCN | | | | | | | | | | | | | | | | | |
| | [illegible] | | | | | | | | | | | | | | | 0039 | 0A | 1040-245-17 |
| 1567 | .ACTIVATED METAL SEVIERVILLE TN | | 3.00 | | | | | | | | | | | | | | | 10100645 |
| 1164 | CAFROUTD CORP [illegible] | | .110 | | | | | | | | | | | | | | | 00157895 |
| 1165 | .ACRO VAC CORP TROY NY | | .110 | | | | | | | | | | | | | | | 00254567 |
| 1164 | .ATR CAMPBELLSVILLE PLASTICS IC | | 4.20 | | | | | | | | | | | | | | | 00299512 |
| 1161 | .ALLIED CHEM BELLEFONTE PA | | 30.0 | | | | | | | | | | | | | | | 100 2443 |
| 1162 | .ALPHA PORTLAND CE CEMENTON NY | | 4.20 | | | | | | | | | | | | | | | 00225592 |
| 1161 | .ALUMINUM CO KEY BLAKSTON PA | | 1.20 | | | | | | | | | | | | | | | 10072035 |
| 1167 | NEW MAGNET INC FT WAYNE IND | | .000 | | | | | | | | | | | | | | | 00369583 |
| 1166 | NEW MAGNET INC LAFAYETTE IN | | 4.80 | | | | | | | | | | | | | | | 10766346 |
| | PARENT CUST. TOT-ALUMINUM CO PIT | | 8.60 | | | | | | | | | | | | | | | 00145253 |
| 1161 | .ALCOA ALUMINUM FAIRMONT W VA | | .000 | | | | | | | | | | | | | | | 00183100 |
| 1164 | .AMERICAN BAKERIES DETROIT MI | | .000 | | | | | | | | | | | | | | | 10033431 |
| 1162 | AMERICAN BAKERIES BROOKLYN NY | | .275 | | | | | | | | | | | | | | | 00069786 |
| | PARENT CUST. TOT-AMERICAN BAKERI | | .875 | | | | | | | | | | | | | | | 00046671 |
| 1162 | .AMERICAN HYDROTHERM E WOODSTK CT | | 4.80 | | | | | | | | | | | | | | | 00237493 |
| 1583 | AMERICAN HYDROTHERM KC MO | | 2.40 | | | | | | | | | | | | | | | 00221236 |
| | PARENT CUST. TOT-AMERICAN HYDROT | | 7.20 | | | | | | | | | | | | | | | 10004004 |
| 1562 | .BEVERLY COPPER GLASS SCOTSB AL | | 20.4 | | | | | | | | | | | | | | | 00221902 |
| 1566 | [illegible] CASTLE IN | | .110 | | | | | | | | | | | | | | | 10754307 |
| 1564 | .AMERICAN THERAPEUTIC BELVIDER NJ | | 1.80 | | | | | | | | | | | | | | | 10035451 |
| 1562 | .AMEX PLASTICS PORKWAY NJ | | .000 | | | | | | | | | | | | | | | 00243353 |
| 1168 | .AMETEK/[illegible] PA WYNCOTA CH | | .000 | | | | | | | | | | | | | | | 00156622 |
| 1561 | .AMPHENOL PROD LIBERAL KS | | 7.20 | | | | | | | | | | | | | | | 10045515 |
| 1161 | .TRW [illegible] DETROIT MI | | 1.27 | | | | | | | | | | | | | | | 00263974 |
| 1562 | .ANSLEY PAINT CORP COVINGTON PA | | 1.20 | | | | | | | | | | | | | | | 00187291 |
| 1566 | .ANTHIN LEADER FORCA CITY CK | | 1.20 | | | | | | | | | | | | | | | 00256625 |
| 1162 | .[illegible] | | 3.00 | | | | | | | | | | | | | | | 10006228 |
| | .[illegible] | | 4.80 | | | | | | | | | | | | | | | 10006376 |
| 1562 | .ARMSTRONG CORK MACON GEORGIA | | 13.2 | | | | | | | | | | | | | | | 00380110 |
| 1562 | ARMSTRONG CORK LANCASTER PA | | 3.00 | | | | | | | | | | | | | | | 10006430 |
| | PARENT CUST. TOT-ARMSTRONG CORK | | 16.2 | | | | | | | | | | | | | | | 10006430 |
| 1565 | .ARTCRAFT INC TURLOCK CA | | .110 | | | | | | | | | | | | | | | 00280917 |
| 1565 | CATFOL MFG BETHER NC | | 1.20 | | | | | | | | | | | | | | | 10007011 |

408

B1131-A DIRECT #2
01/05/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

PAGE 1

IN THOUSANDS OF POUNDS AND DOLLARS-

| | | NAME OF PRODUCT/CUSTOMER | | LAST YEAR | | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAIN |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TO [illegible] | | | | | | | | | | | | | | | 0035 | 0A | 1040-[illegible]45-1 |
| 12 | | .ATLANTIC [illegible] NAVENA NY | | 3.60 | | | | | | | | | | | | | | | 00228753 |
| 12 | 7 | .ATLANTIC RESEARCH ALEXANDER VA | | .275 | | | | | | | | | | | | | | | 00115531 |
| | | [illegible] | | [illegible] | | | | | | | | | | | | | | | 10073159 |
| 19 | | ATLANTIC RICHFIELD HOUSTON TX | | 3.60 | | | | | | | | | | | | | | | 10073200 |
| | | PARENT CUST. TOT-ATLANTIC RICHFI | | 7.20 | | | | | | | | | | | | | | | 10007178 |
| 11 | | [illegible] | | [illegible] | | | | | | | | | | | | | | | 00164410 |
| 11 | | [illegible] | | [illegible] | | | | | | | | | | | | | | | 10007992 |
| 11 | 4 | .FRYE COPYSYSTM DES MOINES IA | | .600 | | | | | | | | | | | | | | | 00115296 |
| 12 | 5 | .ADHESIVE ENG SAN CARLOS CA | | 3.00 | | | | | | | | | | | | | | | 10000750 |
| 11 | | .BENDIX CORP [illegible] IN | | [illegible] | | | | | | | | | | | | | | | 10009109 |
| 13 | 3 | BENDIX CORP KAN CITY MO | | | | 240 | | | | 240 | | | | | | | | | 10009219 |
| 12 | 2 | BENDIX CORP SIDNEY NY | | 6.00 | | | | | | | | | | | | | | | 10009278 |
| 12 | 2 | BENDIX CORP TROY NY | | 4.20 | | | | | | | | | | | | | | | 10009170 |
| | | PARENT CUST. TOT-BENDIX CORP DET | | 13.8 | | 240 | | | | 240 | | | | | | | | | 00045551 |
| 15 | 3 | .BOISE CASCADE HAZELWOOD MO | | 2.19 | | | | | | | | | | | | | | | 00244360 |
| 13 | 6 | .BORDEN FREMONT CALIF | | 10.2 | | | | | | | | | | | | | | | 10014462 |
| 12 | 2 | BORDEN HILLESEX NJ | | .600 | | | | | | | | | | | | | | | 10010002 |
| 11 | 8 | BORDEN COLUMBUS OHIO | | 32.4 | | | | | | | | | | | | | | | 10017586 |
| | | PARENT CUST. TOT-BORDEN COLUMBUS | | 43.2 | | | | | | | | | | | | | | | 10010586 |
| 12 | 73 | .BRISTOL LAB INC E SYRACUSE NY | | 1.20 | | | | | | | | | | | | | | | 10011493 |
| 18 | | .B S P CORPORATION BRISBANE CA | | .600 | | | | | | | | | | | | | | | 00253413 |
| 19 | | .BURLINGTON IND GREENSBORO NC | | 6.60 | | | | | | | | | | | | | | | 10012546 |
| 19 | | BURLINGTON IND CLEARW SC | | 19.2 | | | | | | | | | | | | | | | 00148215 |
| 19 | | BURLINGTON IND ALTAVISTA VA | | 3.60 | | | | | | | | | | | | | | | 10012538 |
| | | PARENT CUST. TOT-BURLINGTON IND | | 29.4 | | | | | | | | | | | | | | | 10012546 |
| | | [illegible] | | 23.0 | | | | | | | | | | | | | | | 10000258 |
| | | [illegible] | | 1.20 | | | | | | | | | | | | | | | 10013058 |
| 19 | 3 | .CARBORUNDUM HICKMAN KY | | 24.0 | | | | | | | | | | | | | | | 10013771 |
| 11 | 1 | CARBORUNDUM R-D DIV SANBORN NY | | .220 | | | | | | | | | | | | | | | 00060886 |
| | | PARENT CUST. TOT-CARBORUNDUM NIA | | 24.2 | | | | | | | | | | | | | | | 10013763 |
| 11 | | [illegible] CARPENTERSVILLE IL | | 15.0 | | | | | | | | | | | | | | | 10015887 |
| 11 | | [illegible] ANN ARBOR MI | | .165 | | | | | | | | | | | | | | | 00227811 |
| 19 | | .CELANESE PEAKS CREEK SC | | 1.20 | | | | | | | | | | | | | | | 00245690 |
| 12 | | .CELLUCRAFT INC NEW HYDE PRK NY | | 2.40 | | | | | | | | | | | | | | | 00176184 |

409

01131-A DIRECT A2
01/05/73

NICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972 PAGE 145

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | WEIGHTED POTENTIAL | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTID/ MAJR GRP CD |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| [illegible] | | | | | | | | | | | | | | | 0035 | 0A | 1040-245-17 |
| .CLAC [illegible] CO FLORA LA | | 1.20 | | | | | | | | | | | | | | | 00226333 |
| .CHAMPION INTL ANACORTES CA | | .110 | | | | | | | | | | | | | | | 10084946 |
| .CHANSLOR WESTRN OIL FELICKS CA | | 0.40 | | | | | | | | | | | | | | | 00227638 |
| .CIBA GEIGY CORP CRANSTON RI | | 1.20 | | | | | | | | | | | | | | | 10035666 |
| [illegible] | | [illegible] | | | | | | | | | | | | | | | 10017165 |
| .COASTAL CHEM CO ABBEVILLE LA | | 174 | | | | | | | | | | | | | | | 00187186 |
| .COLD SPRING CO YARDLEY PA | | 15.0 | | | | | | | | | | | | | | | 00255556 |
| .COLLINS & AIKMAN W WARWICK RI | | 9.00 | | | | | | | | | | | | | | | 00262331 |
| .COLLOID CHEM CEDAR KNOLLS NJ | | .620 | | | | | | | | | | | | | | | 10017777 |
| .COLONIAL SAND KINGSTON NY | | 15.0 | | | | | | | | | | | | | | | 00262358 |
| .COLUMBIA OIL CO [illegible] SPR RI | | 3.00 | | | | | | | | | | | | | | | 00114085 |
| .COLUMBIA [illegible] | | 1.80 | | | | | | | | | | | | | | | 10017963 |
| .COMMOD PASTEURIZING STOCKTON CA | | 1.20 | | | | | | | | | | | | | | | 00227544 |
| .CONSOLIDATED ALUM LAKE CHAR LA | | 24.0 | | | | | | | | | | | | | | | 00235024 |
| .CONT CORP OF AM KENTON KY | | .500 | | | | | | | | | | | | | | | 10018625 |
| .CONTINENTAL CAN CO ROGERS ARK | | 1.20 | | | | | | | | | | | | | | | 00215066 |
| CONTINENTAL CAN LOS ANGELES CA | | .600 | | | | | | | | | | | | | | | 00252174 |
| CONTINENTAL CAN CO READING PA | | 1.20 | | | | | | | | | | | | | | | 10018978 |
| PARENT CUST. TOT-CONTINENTAL CAN | | 3.60 | | | | | | | | | | | | | | | 00546167 |
| .CROWN FIBER & GLAS CARVILLE CH | | 1.80 | | | | | | | | | | | | | | | 00235197 |
| .CROWN ZELLERBACH LOS ANGEL CA | | .600 | | | | | | | | | | | | | | | 00237752 |
| CROWN ZELLERBACH DEKAVILL GA | | 1.20 | | | | | | | | | | | | | | | 00115576 |
| PARENT CUST. TOT-CROWN ZELLERBAC | | 1.80 | | | | | | | | | | | | | | | 00046221 |
| .CURTIS MFG ST LOUIS MO | | 1.80 | | | | | | | | | | | | | | | 10020522 |
| .CUZA INC SAN LUIS OBISPO CA | | 3.00 | | | | | | | | | | | | | | | 00249145 |
| .[illegible] | | 7.80 | | | | | | | | | | | | | | | 00178187 |
| .DAMASON MFG CHELMSFORD MA | | 1.20 | | | | | | | | | | | | | | | 00227366 |
| .DECK WESTRS LINDEN NJ | | .330 | | | | | | | | | | | | | | | 00156932 |
| .DOUBLEDAY HANOVER PA | | .600 | | | | | | | | | | | | | | | 10022762 |
| .DOW CHEM [illegible] | | 1.80 | | | | | | | | | | | | | | | 10022908 |
| [illegible] | | 1.80 | | | | | | | | | | | | | | | 10022987 |
| DOW CHEM MIDLAND MICH | | 27.6 | | | | | | | | | | | | | | | 10022983 |
| PARENT CUST. TOT-DOW CHEM MIDLAN | | 31.2 | | | | | | | | | | | | | | | 10022968 |
| .E I DUPONT NEWPORT DE | | 3.60 | | | | | | | | | | | | | | | 10023556 |
| E I DUPONT PENNINGTON DE | | .330 | | | | | | | | | | | | | | | 10023564 |
| E I DU PONT DE NEMOURS CHGO IL | | .600 | | | | | | | | | | | | | | | 10023629 |
| E I DUPONT GRAINGER NC | | .440 | | | | | | | | | | | | | | | 10023890 |
| E I DU PONT DE DEEP WATER NJ | | 8.40 | | | | | | | | | | | | | | | 10023623 |

410

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES CURR. FOR CURR. YEAR | SALES CURR. YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAIN CODE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | [illegible] | | | | | | | | | | | | | | | 0035 | CA | 1040-245-1 |
| [illegible] | [illegible] | [illegible] CH | | 3.00 | | | | | | | | | | | | | | | 10023947 |
| [illegible] | [illegible] | E I DU PONT DE NEM TOWANDA PA | | .600 | | | | | | | | | | | | | | | 10023971 |
| [illegible] | [illegible] | E I DU PONT DE NE RICHMOND VA | | 12.0 | | | | | | | | | | | | | | | 10024[illegible] |
| | | ARENT CUST. TOT-E I DUPONT WILM | | 29.0 | | | | | | | | | | | | | | | 10023564 |
| [illegible] | [illegible] | .DUVAL STERRITA SAHUARITA AZ | | 97.8 | | | | | | | | | | | | | | | 00186945 |
| [illegible] | [illegible] | .EAST COAST TERME WILMINGTON NC | | 9.40 | | | | | | | | | | | | | | | 00234117 |
| [illegible] | [illegible] | .EASTMAN KODAK CO ROCHESTER NY | | 1.80 | | | | | | | | | | | | | | | 10025125 |
| [illegible] | [illegible] | .ECOLOGY INC BROOKLYN NY | | 13.2 | | | | | | | | | | | | | | | 00251356 |
| [illegible] | [illegible] | .EDWARDS ENG PORTION PLAINS NJ | | .600 | | | | | | | | | | | | | | | 00256714 |
| [illegible] | [illegible] | .ELAN CHEMICAL NEWARK NJ | | .600 | | | | | | | | | | | | | | | 00152692 |
| [illegible] | [illegible] | .ENGELHARD INDUSTRIES NEWARK NJ | | .110 | | | | | | | | | | | | | | | 00117756 |
| [illegible] | [illegible] | .ETHYL CORP BATON ROUGE LA | | 3.71 | | | | | | | | | | | | | | | 10026830 |
| [illegible] | [illegible] | [illegible] PICH | | .165 | | | | | | | | | | | | | | | [illegible] |
| [illegible] | [illegible] | [illegible] | | .985 | | | | | | | | | | | | | | | 10027459 |
| [illegible] | [illegible] | .FEDERAL PAP GD FAYETTEWOOD NC | | .600 | | | | | | | | | | | | | | | 00185531 |
| [illegible] | [illegible] | .FINE ORGANICS INC LODI NJ | | 3.00 | | | | | | | | | | | | | | | 10027965 |
| [illegible] | [illegible] | [illegible] | | 15.[illegible] | | | | | | | | | | | | | | | 10028051 |
| [illegible] | [illegible] | FIRESTONE LATEX DIV AKRON CH | | .110 | | | | | | | | | | | | | | | 10028124 |
| | | ARENT CUST. TOT-FIRESTONE TIRE | | 15.7 | | | | | | | | | | | | | | | 10028116 |
| [illegible] | [illegible] | .FLINT [illegible] | | [illegible] | | | | | | | | | | | | | | | 00235512 |
| [illegible] | [illegible] | .FLORIDA CORRUGATING WILDWD FL | | .600 | | | | | | | | | | | | | | | 00263339 |
| [illegible] | [illegible] | [illegible] | | [illegible] | | | | | | | | | | | | | | | 10029[illegible]58 |
| [illegible] | [illegible] | .MCKESSON CHEM CO NEW ORLEAN LA | | 13.6 | | | | | | | | | | | | | | | 10049806 |
| [illegible] | [illegible] | .FOSTER GRANT LEOMINSTER MASS | | 1.2[illegible] | | | | | | | | | | | | | | | 00171255 |
| [illegible] | [illegible] | .FRANKLIN CONT PHILADELPHIA PA | | .600 | | | | | | | | | | | | | | | 00343755 |
| [illegible] | [illegible] | .FULTON BOILER WORKS PULASKI NY | | 1.20 | | | | | | | | | | | | | | | 00248959 |
| [illegible] | [illegible] | .G A F CORP DENVER COLORADO | | 2.40 | | | | | | | | | | | | | | | 00251733 |
| [illegible] | [illegible] | [illegible] | | 5.40 | | | | | | | | | | | | | | | 10069831 |
| | | ARENT CUST. TOT-G A F CORP NEW | | 7.80 | | | | | | | | | | | | | | | 00045438 |
| [illegible] | [illegible] | [illegible] | | 1.2[illegible] | | | | | | | | | | | | | | | 10032601 |
| [illegible] | [illegible] | [illegible] IN | | 1.20 | | | | | | | | | | | | | | | 10032644 |
| [illegible] | [illegible] | [illegible] IN | | 5.68 | | | | | | | | | | | | | | | 10032628 |
| [illegible] | [illegible] | [illegible] WARREN MI | | .710 | | | | | | | | | | | | | | | 10032768 |
| | | ARENT CUST. TOT-GENERAL MOTORS | | 8.79 | | | | | | | | | | | | | | | 00157279 |
| [illegible] | [illegible] | .GEN DYNAMICS CONV SAN DIEGO CA | | .165 | | | | | | | | | | | | | | | 10030927 |
| [illegible] | [illegible] | .GENL ELEC MORRISON IL | | .600 | | | | | | | | | | | | | | | 00119614 |

411

B1131-A DIRECT #2
01/09/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

PAGE 19

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST NO / MAJR CUS GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | THERMINOL FR-1 | | | | | | | | | | | | | | | 00350A | | 1040-245-17 |
| 1176 | GEN ELEC [illegible] FT WAYNE IN | | 1.20 | | | | | | | | | | | | | | | 10031603 |
| 1176 | GEN ELEC [illegible] VERNON IN | | 12.6 | | | | | | | | | | | | | | | 10031141 |
| 1176 | GEN ELEC MADISONVILLE KY | | 24.0 | | | | | | | | | | | | | | | 00247839 |
| | PARENT CUST. TOT-GEN ELEC SCHENE | | 38.4 | | | | | | | | | | | | | | | 10031850 |
| 1976 | GENERAL PORTLAND TAMPA FL | | 5.40 | | | | | | | | | | | | | | | 00240893 |
| 1222 | GEN TIRE - RUB LAWRENCE MA | | 30.0 | | | | | | | | | | | | | | | 10033179 |
| 1222 | GEN TIRE & RUB NEW SHREWSBR NJ | | 3.00 | | | | | | | | | | | | | | | 00270490 |
| 1[illegible] | GEN TIRE - RUB TOLEDO OH | | 4.80 | | | | | | | | | | | | | | | 10033147 |
| 1121 | GEN TIRE - RUB JEANETTE PA | | 6.00 | | | | | | | | | | | | | | | 10033160 |
| | PARENT CUST. TOT-GENL TIRE - RUB | | 73.8 | | | | | | | | | | | | | | | 10033144 |
| 1124 | GEOBE INDUSTRIES INC LOWELL IN | | 5.40 | | | | | | | | | | | | | | | 00230529 |
| 1125 | GEYCO CHEM PAINESVILLE OH | | 1.80 | | | | | | | | | | | | | | | 00244015 |
| 1125 | GOODYEAR TIRE AKRON OH | | 7.80 | | | | | | | | | | | | | | | 10034098 |
| 1126 | GOODYEAR TIRE APPLEGROVE W VA | | 282 | | 518 | | 42 | 38 | 40 | 125 | | | 40 | 94 | 138 | | | 00089095 |
| | PARENT CUST. TOT-GOODYEAR TIRE A | | 290 | | 518 | | 42 | 38 | 40 | 125 | | | 40 | 94 | 138 | | | 10034098 |
| 1[illegible] | GRANT - ROTH HILLSBORO OREGON | | .165 | | | | | | | | | | | | | | | 00159468 |
| [illegible] | GRANT LAKES CARBON ROSAMOND CA | | 18.0 | | | | | | | | | | | | | | | 00183822 |
| 1222 | GRUMMAN AEROSPACE BETHPAGE NY | | 36.0 | | | | | | | | | | | | | | | 10035899 |
| 1222 | HALT CARBONS HACKENSACK NJ | | 2.40 | | | | | | | | | | | | | | | 10036461 |
| 1222 | HAMILTON MFG RICHMOND VA | | .600 | | | | | | | | | | | | | | | 10036526 |
| 1223 | [illegible] | | | | | | | | | | | | | | | | | 00237779 |
| 1222 | F H HARTMAN PT ELIZABETH NJ | | 6.60 | | | | | | | | | | | | | | | 00251402 |
| 1222 | F H HARTMAN PORT WASHINGTON NJ | | 1.80 | | | | | | | | | | | | | | | 00262404 |
| 1153 | CHEMETRON CORP [illegible] FL | | 7.20 | | | | | | | | | | | | | | | 00196428 |
| 1176 | CHEMETRON CORP HUNTINGTON W VA | | 31.8 | | | | | | | | | | | | | | | 10038359 |
| | PARENT CUST. TOT-HARWICK AKRON O | | 39.0 | | | | | | | | | | | | | | | 00123218 |
| [illegible] | HAZEN RESEARCH GOLDEN CO | | 3.11 | | | | | | | | | | | | | | | 00260363 |
| 1151 | HEAT EXCHANG PITTS CARNEGIE PA | | .275 | | | | | | | | | | | | | | | 00257311 |
| 1152 | HENKEL INC HOBOKEN NJ | | 1.18 | | | | | | | | | | | | | | | 00222100 |
| 1154 | STANLEY H HOBKES [illegible] IL | | [illegible] | | | | | | | | | | | | | | | 00251623 |
| 1153 | HOOKER CHEMICAL MONTAGUE MI | | 9.[illegible] | | | | | | | | | | | | | | | 00154024 |
| 1151 | HOOKER CHEM NIAGARA FALLS NY | | 78.0 | | | | | | | | | | | | | | | 10036707 |
| 1153 | [illegible] | | [illegible] | | | | | | | | | | | | | | | 10001343 |
| | PARENT CUST. TOT-HOOKER CHEM NIA | | 90.0 | | | | | | | | | | | | | | | 10036707 |
| 1155 | HOUDAILLE [illegible] OH | | 6.00 | | | | | | | | | | | | | | | 00249750 |

412

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES CURR FOR CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJOR GRP GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| THERMINOL FR-1 | | | | | | | | | | | | | | | 0035 | CA | 1040-245-17 |
| 1282 .EAST ALCO ALU FREDERICK MD | | 4.8 | | | | | | | | | | | | | | | 00219733 |
| 1386 INTALCO ALUM FERNDALE WA | | 28.8 | | | | | | | | | | | | | | | 10040612 |
| PARENT CUST. TOT-HOWMET CORP NEW | | 65.6 | | | | | | | | | | | | | | | 00040469 |
| 1282 .J M HUBER EDISON NJ | | 1.00 | | | | | | | | | | | | | | | 00124907 |
| 1282 .ICI AMERICA INC DICKITCH PA | | 1.20 | | | | | | | | | | | | | | | 10039938 |
| 1328 .IMPERIAL ADHES CINN OHIO | | 2.40 | | | | | | | | | | | | | | | 10040124 |
| 1287 .CRAWFORD MFG RICHMOND VA | | 4.00 | | | | | | | | | | | | | | | 10020085 |
| 1[illegible] .INMONT CORP GARA CINCINNATI OH | | 5.45 | | | | | | | | | | | | | | | 10042736 |
| 1[illegible] INMONT CORP TOLEDO OHIO | | 6.05 | | | | | | | | | | | | | | | 10040876 |
| PARENT CUST. TOT-INMONT CORP NYC | | 11.4 | | | | | | | | | | | | | | | 00044402 |
| 1287 .INTA-ROTE RICHMOND VA | | .60 | | | | | | | | | | | | | | | 00258994 |
| 1386 .INTERPACE TUNE CA | | 1.80 | | | | | | | | | | | | | | | 10004055 |
| 1282 .INTER POLYMER CORP PATERSON NJ | | 2.40 | | | | | | | | | | | | | | | 00253313 |
| 1287 .INTER ROYAL NEW BEDFORD MASS | | 6.60 | | | | | | | | | | | | | | | 00256927 |
| 1282 .INTER FLAVORS UNION BEACH NJ | | 17.6 | | | | | | | | | | | | | | | 10041244 |
| 1[illegible] .INTL HAV[illegible] PER KAUFMAN TX | | .600 | | | | | | | | | | | | | | | 00196657 |
| 1585 .INTL NICKEL PRINCETON WEST VA | | .110 | | | | | | | | | | | | | | | 00232513 |
| 1584 .INTL PAPER CANTON NC | | 2.40 | | | | | | | | | | | | | | | 00125946 |
| 1585 INTL PAPER SPARTANBURG SC | | .200 | | | | | | | | | | | | | | | 10041643 |
| 1582 INTL PAPER NO TONAWANDA NY | | .275 | | | | | | | | | | | | | | | 10041536 |
| PARENT CUST. TOT INTL PAPER CO NY | | 3.28 | | | | | | | | | | | | | | | 00044604 |
| 1482 .INTERPLASTIC PLAS SPELTS PA | | 1.80 | | | | | | | | | | | | | | | 00[illegible] |
| 1[illegible] .INTERNATIONAL CASTING PRODUCTS WI | | .600 | | | | | | | | | | | | | | | 00377940 |
| 1282 .CHARLES JENKINS CORP BRIDGEPORT PA | | .600 | | | | | | | | | | | | | | | 00126314 |
| 1582 .JENSEN INC SEVIERVILLE TN | | .455 | | | | | | | | | | | | | | | 00256633 |
| 1[illegible] .JERSEY PAPER PKG LOS ANGELES CA | | .600 | | | | | | | | | | | | | | | 00196781 |
| 1[illegible] .JERSEY MODULAR CO HIGHLAND NY | | 1.20 | | | | | | | | | | | | | | | 00237825 |
| 1585 .JIFFY MFG GRANITE FLS N C | | 2.40 | | | | | | | | | | | | | | | 10042739 |
| 1[illegible] JIFFY MFG HIGH PT NC | | 3.60 | | | | | | | | | | | | | | | 10042734 |
| 1282 JIFFY MFG MILLSIDE N J | | 5.40 | | | | | | | | | | | | | | | 10042720 |
| 1[illegible] JIFFY MFG HANOVER PA | | 4.20 | | | | | | | | | | | | | | | 00126446 |
| 1[illegible] JIFFY PACKAGING LA MIRADA CA | | 8.40 | | | | | | | | | | | | | | | 00172518 |
| PARENT CUST. TOT-JIFFY MANUF BRI | | 24.0 | | | | | | | | | | | | | | | 00048003 |
| 1[illegible] .JOHNSON-JOHNSON NEW BRUNSWICK | | 4.80 | | | | | | | | | | | | | | | 10042933 |
| 1[illegible] LES JOHNSON CORP [illegible] | | .120 | | | | | | | | | | | | | | | 00258412 |
| 1[illegible] .WESTERN PRECIP LOS ANGELES CA | | 1.20 | | | | | | | | | | | | | | | 10088895 |

413

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | THIS YEAR SALES | THIS YEAR FOR CURR YEAR | PREV YEAR CURR YTD | JAN | FEB | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST NO / MAJOR GRP CD |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | [illegible] | | | | | | | | | | | | | | | 00350A | | 1041-245-17 |
| [illegible] | .A E S [illegible] CTORS MELFORT IL | | .115 | | | | | | | | | | | | | | | 00126675 |
| [illegible] | .KENDALL CO ATHENS GA | | 6.50 | | | | | | | | | | | | | | | 00244621 |
| [illegible] | .KENT PLASTICS EVANSVILLE IN | | .000 | | | | | | | | | | | | | | | 10095940 |
| [illegible] | .KENTILE FLOORS BROOKLYN NY | | 1.20 | | | | | | | | | | | | | | | 10044016 |
| [illegible] | .KIWI SHOE POLISH POTTSTOWN PA | | 2.35 | | | | | | | | | | | | | | | 00255335 |
| [illegible] | .LAMKEY [illegible] MUSKEGON MI | | 1.80 | | | | | | | | | | | | | | | 10045231 |
| [illegible] | .LATROBE STEEL CO LATROBE PA | | 3.00 | | | | | | | | | | | | | | | 10045325 |
| [illegible] | .LIBERTY MACH PATERSON NJ | | 1.20 | | | | | | | | | | | | | | | 10046054 |
| [illegible] | .LOCTITE CORP LAFAYETTE IN | | .000 | | | | | | | | | | | | | | | 10046327 |
| [illegible] | .LIQUID DYNAMICS SOUTHAMPTON PA | | .165 | | | | | | | | | | | | | | | 00242357 |
| [illegible] | .LITTON SYSTEMS W HARTFORD CT | | .000 | | | | | | | | | | | | | | | 00265037 |
| [illegible] | .LOCKHEED GEORGIA MARIETTA GA | | 27.6 | | | | | | | | | | | | | | | 10046750 |
| [illegible] | .LOUNTZER SALES PINESVILLE CA | | 19.0 | | | | | | | | | | | | | | | 10047277 |
| [illegible] | .MALLIN CO CITY OF INDUSTRY CA | | 1.80 | | | | | | | | | | | | | | | 10047900 |
| [illegible] | .MALDEN MILLS LAWRENCE PA | | 1.27 | | | | | | | | | | | | | | | 10048265 |
| [illegible] | .MARTIN MARIETTA TORRANCE CA | | 6.60 | | | | | | | | | | | | | | | 10037050 |
| [illegible] | .MASTER [illegible] MACH ANGLER PA | 1.00 | .65 | 1.37 | | | | | | | | | | | | | | 10049155 |
| [illegible] | .MEDICINE CHEMISTS ROSEMEAD CA | | 1.97 | | | | | | | | | | | | | | | 10049253 |
| [illegible] | .MCDONNELL DOUGLAS AIRC STL MO | | .165 | | | | | | | | | | | | | | | 10049571 |
| [illegible] | .MEAD PKG DIV MEAD ATLANTA GA | | 1.20 | | | | | | | | | | | | | | | 10051355 |
| [illegible] | MEAD CORPORATION MEMPHIS TENN | | 1.80 | | | | | | | | | | | | | | | 00244364 |
| [illegible] | MONKAY RUBBER CO HOUSTON TX | | 1.60 | | | | | | | | | | | | | | | 10055792 |
| | AGENT CUST. TOT-MEAD CORP DAYT | | 4.60 | | | | | | | | | | | | | | | 00344075 |
| [illegible] | .MILLMASTER BERKELEY HGTS NJ | | 5.40 | | | | | | | | | | | | | | | 10052769 |
| [illegible] | ONYX CHEM JERSEY CITY | | 1.20 | | | | | | | | | | | | | | | 10059360 |
| | AGENT CUST. TOT-MILLMASTER CHEM | | 6.60 | | | | | | | | | | | | | | | 00344705 |
| [illegible] | [illegible] CHICAGO IL | | .000 | | | | | | | | | | | | | | | 10075270 |
| [illegible] | .BEN MOORE LOS ANGELES CA | | 2.40 | | | | | | | | | | | | | | | 10055121 |
| [illegible] | BEN MOORE NEWARK NJ | | 19.2 | | 12.0 | 12.0 | | | | | | | | | | | | 10055180 |
| | AGENT CUST. TOT-BENJAMIN MOORE | | 21.6 | | 12.0 | 12.0 | | | | | | | | | | | | 00347848 |
| [illegible] | .C E NATCO CO TULSA OK | | .600 | | | | | | | | | | | | | | | 00254363 |
| [illegible] | .NATIONAL CAN CORP DANBURY CT | | 9.00 | | | | | | | | | | | | | | | 00151560 |
| [illegible] | .NATIONAL [illegible] LAFAYETTE IN | | .165 | | | | | | | | | | | | | | | 00225500 |
| [illegible] | .NAT'L [illegible] IL | | 2.40 | | | | | | | | | | | | | | | 10056918 |
| [illegible] | NATL STARCH PLAINFIELD NJ | | 1.20 | | | | | | | | | | | | | | | 10056569 |
| | AGENT CUST. TOT-NATL STARCH = C | | 3.60 | | | | | | | | | | | | | | | 00344814 |
| [illegible] | .NATIONAL [illegible] | | 3.60 | | | | | | | | | | | | | | | 10057500 |

414

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | [illegible] FOR CURR YR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAJOR OFFICE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | [illegible] | | | | | | | | | | | | | | | 00350A | | 1040-245- |
| 19 | [illegible] | .NEPACCO VERONA MO | | 1.20 | | | | | | | | | | | | | | | 00183849 |
| 12 | [illegible] | .NIAGARA MOHAWK OSWEGO NY | | 1.80 | | | | | | | | | | | | | | | 00131598 |
| 12 | 2 | .MALCOLM NICOL FAIRTHORNE N J | | .600 | | | | | | | | | | | | | | | 00161691 |
| 12 | 2 | .N L INDUSTRIES SAYREVILLE NJ | | 9.60 | | | | | | | | | | | | | | | 10056795 |
| 12 | [illegible] | .NORTON CO TROY NY | | 4.80 | | | | | | | | | | | | | | | 00154725 |
| [illegible] | | .OLIN [illegible] [illegible] MI | | .165 | | | | | | | | | | | | | | | 00132314 |
| 52 | [illegible] | OLIN MATHIESON NEW HAVE CT | | .110 | | | | | | | | | | | | | | | 00132268 |
| 12 | 2 | OLIN RESEARCH NEW HAVEN CT | | .110 | | | | | | | | | | | | | | | 10059291 |
| | | PARENT CUST. TOT-OLIN CORP NYC N | | .385 | | | | | | | | | | | | | | | 00044865 |
| 12 | [illegible] | .OREGON METALLURGIC ALBANY OR | | 2.40 | | | | | | | | | | | | | | | 00192899 |
| [illegible] | | [illegible] | | 6.00 | | | | | | | | | | | | | | | 10059585 |
| 19 | 2 | .OUTSIDE CARPETS INC ROME GA | | 2.40 | | | | | | | | | | | | | | | 10059720 |
| 19 | 3 | .OWENS CORNING K C KANSAS | | 2.40 | | | | | | | | | | | | | | | 10059832 |
| 19 | 5 | OWENS CORNING ANDERSN SC | | 3.00 | | | | | | | | | | | | | | | 10059660 |
| | | PARENT CUST. TOT-OWENS CORNING T | | 5.40 | | | | | | | | | | | | | | | 00044881 |
| 16 | [illegible] | .OWENS ILLINOIS LOS ANGELES CA | | 1.20 | | | | | | | | | | | | | | | 10059879 |
| [illegible] | | [illegible] | | .600 | | | | | | | | | | | | | | | 00151510 |
| 19 | [illegible] | OWENS ILLINOIS DURHAM NC | | .600 | | | | | | | | | | | | | | | 00249033 |
| 12 | [illegible] | OWENS ILLINOIS BRIDGETON NJ | | .275 | | | | | | | | | | | | | | | 00212202 |
| 11 | 1 | OWENS ILLINOIS BROOKPORT NY | | .600 | | | | | | | | | | | | | | | 00244554 |
| [illegible] | | [illegible] | | .110 | | | | | | | | | | | | | | | 10059933 |
| | | PARENT CUST. TOT-OWENS ILL TOLEDO | | 3.39 | | | | | | | | | | | | | | | 10059933 |
| 12 | [illegible] | .PALL CORP GLEN COVE NY | | .165 | | | | | | | | | | | | | | | 10060370 |
| [illegible] | | [illegible] | | .220 | | | | | | | | | | | | | | | 00257273 |
| 19 | [illegible] | .PARKSON CORP FT LAUDERDALE FLA | | 1.80 | | | | | | | | | | | | | | | 00208485 |
| 12 | [illegible] | .PEABODY & LANE INC BOSTON MA | | 6.00 | | | | | | | | | | | | | | | 00249595 |
| [illegible] | | [illegible] IL | | 1.20 | | | | | | | | | | | | | | | 10071867 |
| [illegible] | | [illegible] MI | | .110 | | | | | | | | | | | | | | | 10083556 |
| | | PARENT CUST. TOT-PENN REFINERY G | | 1.31 | | | | | | | | | | | | | | | 00090271 |
| 11 | 1 | .PERMAFORM CO NEW KENSINGTON PA | | .110 | | | | | | | | | | | | | | | 00213608 |
| 11 | 1 | .THE PERUDLER CO ROCHESTER NY | | .165 | | | | | | | | | | | | | | | 00087998 |
| 12 | [illegible] | .PFISTER CHEM RIDGEFIELD NJ | 2.50 | | 2.50 | | | | | | | | | | | | | | 10062217 |
| 12 | [illegible] | .PFIZER INC GROTON CT | | 2.40 | | | | | | | | | | | | | | | 10062233 |
| 12 | [illegible] | .PHILMONT MFG CO ENGLEWOOD NJ | | .110 | | | | | | | | | | | | | | | 00249246 |
| 19 | [illegible] | [illegible] | | 13.9 | | | | | | | | | | | | | | | 10063019 |
| 11 | [illegible] | .PIMA MINING CO TUCSON AZ | | 6.00 | | | | | | | | | | | | | | | 10063035 |

415

D1131-A DIRECT #2
01/09/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

PAGE 2

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES QUAL FOR CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID MAJR GRD OP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | THERMINOL FR-1 | | | | | | | | | | | | | | | 0035 | 0A | 1040-245-1 |
| 12 | 2 | .PIONEER PLASTIC AUBURN ME | | 13.2 | | | | | | | | | | | | | | | 10063694 |
| 1 | 4 | .PIPELINE SER FRANKLIN PARK ILL | | 1.20 | | | | | | | | | | | | | | | 00207330 |
| 12 | 7 | .PITT-CONSOL CHEM NEWARK NJ | | 13.2 | | | | | | | | | | | | | | | 00133930 |
| 1 | 6 | .PLASTIC - RUBBER ONTARIO CA | | 10.6 | | | | | | | | | | | | | | | 00155101 |
| 1 | 3 | .PLASTIC TOPS LIVONIA MI | | .110 | | | | | | | | | | | | | | | 10063671 |
| 1 | 7 | .POINT OF PURCHASE KETTERING OH | | .600 | | | | | | | | | | | | | | | 00190218 |
| 12 | 2 | .POLYCHEMICAL INTL BRONX N Y | | .710 | | | | | | | | | | | | | | | 00155144 |
| 12 | 2 | .POLYMER CORP READING PA | | 1.20 | | | | | | | | | | | | | | | 10063749 |
| 12 | 6 | .PPG TORRANCE CALIF | | 4.20 | | | | | | | | | | | | | | | 10063416 |
| 1 | 6 | PPG CIRCLEVIE OH | | 27.6 | | | | | | | | | | | | | | | 10063191 |
| 1 | 1 | PPG HARMARVILLE PA | | 1.20 | | | | | | | | | | | | | | | 00155123 |
| 1 | 3 | PPG CORPUS CHRISTI TX | | .600 | | | | | | | | | | | | | | | 00169811 |
| | | PARENT CUST. TOT-PPG PITTSBURGH | | 31.2 | | | | | | | | | | | | | | | 10063345 |
| 12 | 3 | .PRATT & WHITNEY E HARTFORD CT | | 2.40 | | | | | | | | | | | | | | | 00261688 |
| 1 | 2 | .PREMIX [illegible] KINGSVIL | | [illegible] | | | | | | | | | | | | | | | 00134643 |
| 12 | 2 | .PRINCETON CH PRINCETON NJ | | 3.60 | | | | | | | | | | | | | | | 10064627 |
| 12 | 2 | .PROCESS EQUIP ENG BURLINGTN NJ | | 1.20 | | | | | | | | | | | | | | | 00247731 |
| 1 | 7 | .PROC[illegible] | | [illegible] | | | | | | | | | | | | | | | 10064767 |
| 1 | 7 | [illegible] | | | | | | | | | | | | | | | | | 10064775 |
| | | PARENT CUST. TOT-PROCTER AND GAM | | .765 | | | | | | | | | | | | | | | 10064767 |
| 15 | 3 | .PROCTOR PRODUCTS ST LOUIS MO | | 1.80 | | | | | | | | | | | | | | | 00170577 |
| 16 | 6 | .PRYOR CABINET SHOP GROVER C CA | | .110 | | | | | | | | | | | | | | | 00269972 |
| 15 | [illegible] | [illegible] | | | | | | | | | | | | | | | | | 10045551 |
| 1 | 4 | .QUARTZ STATE CIR EXTENTON PA | | .220 | | | | | | | | | | | | | | | 00251550 |
| 1 | 4 | .RAYCHEM CORP MENLO PK CA | | 3.60 | | | | | | | | | | | | | | | 10066468 |
| 1 | 5 | .RED POINT CORP BURBANK CAS | | .110 | | | | | | | | | | | | | | | 00206202 |
| 15 | 2 | .REICHHOLD CHEM TUSCALOOSA AL | | 4.80 | | | | | | | | | | | | | | | 00135569 |
| 15 | 6 | REICHHOLD CHEM JACKSONVILLE FL | | 13.2 | | | | | | | | | | | | | | | 00155225 |
| 12 | 2 | REICHHOLD CHEM FORDS NJ | | .600 | | | | | | | | | | | | | | | 00246134 |
| 1 | 6 | REICHHOLD CHEM TACOMA WA | | 3.00 | | | | | | | | | | | | | | | 10067176 |
| | | PARENT CUST. TOT-REICHHOLD CHEM | | 21.6 | | | | | | | | | | | | | | | 00045713 |
| 12 | 7 | .REYNOLDS METALS MESSENA NY | | 12.0 | | | | | | | | | | | | | | | 10067790 |
| 12 | 2 | REYNOLDS METALS PITTSBURGH PA | | .600 | | | | | | | | | | | | | | | 00253863 |
| 12 | 7 | REYNOLDS METALS GROTTOE VA | | 2.40 | | | | | | | | | | | | | | | 10067804 |
| | | PARENT CUST. TOT-REYNOLDS METALS | | 15.0 | | | | | | | | | | | | | | | 10067782 |
| 16 | 6 | .RHODIA INC PORTLAND ORE | | 6.60 | | | | | | | | | | | | | | | 00152277 |

416

-IN THOUSANDS OF POUNDS AND DOLLARS-

| G | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES FOR CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJR GRP ID |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TERMINAL PRI | | | | | | | | | | | | | | | 0035 | JA | 1040-245-17 |
| 2 | 2 | .RITZ MFG SANTA ROSA CA | | .600 | | | | | | | | | | | | | | | 00231785 |
| 2 | 2 | .ROGERS CORP E WOODSTOCK CONN | | 1.20 | | | | | | | | | | | | | | | 00151769 |
| 1 | 2 | .ROHM - HAAS CO LOUISVILLE KY | | 5.40 | | | | | | | | | | | | | | | 00151777 |
| 2 | 2 | ROHM - HAAS CO BRISTOL PA | | 30.0 | | | | | | | | | | | | | | | 10066078 |
| | | PARENT CUST. TOT-ROHM - HAAS CO | | 35.4 | | | | | | | | | | | | | | | 10068886 |
| 2 | 2 | .RONSON METALS CO NEWARK NJ | | .220 | | | | | | | | | | | | | | | 10069059 |
| 1 | 4 | .ROTARY SPRI CORP CHICAGO IL | | .110 | | | | | | | | | | | | | | | ~~00255457~~ |
| 1 | 5 | .ROYAL INDUST SANTA ANA CA | | .020 | | | | | | | | | | | | | | | 10069002 |
| 2 | 7 | .ROWATEX CORP BEDFORD VA | | 1.20 | | | | | | | | | | | | | | | 10067653 |
| 2 | 2 | .SAMUZ PHARM PARSVER NJ | | .275 | | | | | | | | | | | | | | | 10070724 |
| 2 | 7 | .SCHERECTADY CHE BOTTOMLAN KY | | 7.80 | | | | | | | | | | | | | | | 10071127 |
| 2 | 5 | .GLIDDEN DURKEE JACKSONVILLE FL | | 3.00 | | | | | | | | | | | | | | | 00165239 |
| 1 | 4 | .DE SOTO INC CHICAGO HEIGHTS IL | | 2.40 | | | | | | | | | | | | | | | ~~10321878~~ |
| 1 | 0 | .SHELL OIL DOLETA CAL | | 3.00 | | | | | | | | | | | | | | | 10072522 |
| 1 | 1 | .C E SHEPHERD HOUSTON TX | | .550 | | | | | | | | | | | | | | | 00210941 |
| 1 | 5 | .SIERRA WILLIAMS OAKLAND CA | | 7.20 | | | | | | | | | | | | | | | 10072538 |
| 1 | 5 | .SIFCSEARCH PRO CO TORRANCE CAL | | .110 | | | | | | | | | | | | | | | 10071501 |
| 1 | 4 | .A O SMITH LITTLE ROCK AR | | 1.20 | | | | | | | | | | | | | | | 00150266 |
| 3 | 5 | .SOUTEX CHEMICAL TIGLEY NC | | .600 | | | | | | | | | | | | | | | 00093866 |
| 2 | 7 | .SOUTHERN ALLOYS RICHMOND VA | | 6.60 | | | | | | | | | | | | | | | 10073979 |
| | | .SOUTHERN NATURAL GAS HAELIA LA | | 9.00 | | | | | | | | | | | | | | | 00272051 |
| 5 | 0 | SOUTHERN NATL GAS MORGAN CT LA | | 14.4 | | | | | | | | | | | | | | | 00262781 |
| | | PARENT CUST. TOT-SOUTHERN NATR G | | 23.4 | | | | | | | | | | | | | | | 00181129 |
| 1 | 7 | .SOUTHWIRE ALUM HAWESVILLE KY | | 129 | | | | | | | | | | | | | | | 0 .552 |
| | | | | 18.2 | | | | | | | | | | | | | | | 10074014 |
| 1 | 0 | .STANDARD FELT ALHAMBRA CA | | .000 | | | | | | | | | | | | | | | 00241903 |
| 5 | 0 | .CHEVRON OIL MORGAN CITY LA | | 4.20 | | | | | | | | | | | | | | | 00265985 |
| 1 | 1 | STAND OIL CALIF SAMISON RIV AK | | 49.2 | | | | | | | | | | | | | | | 00252921 |
| 1 | 3 | STD OIL OF CAL CARPINTERIA CA | | 3.00 | | | | | | | | | | | | | | | 10075122 |
| 1 | 0 | STD OIL OF CAL CAVIOTA CALIF | | 5.40 | | | | | | | | | | | | | | | 10075130 |
| 1 | 0 | STD OIL OF CAL [illegible] CA | | 5.40 | | | | | | | | | | | | | | | 00130540 |
| 1 | 0 | STANDARD OIL TAFT CALIF | | .110 | | | | | | | | | | | | | | | 00197858 |
| | | PARENT CUST. TOT-STAND OIL CALIF | | 67.8 | | | | | | | | | | | | | | | 00046506 |
| 5 | 2 | .AMOCO CHEM DECATUR ALA | | 10.0 | | | | | | | | | | | | | | | 10065221 |
| 2 | 2 | .STANDARD PACKAGING CRANBURY NJ | | 0.00 | | | | | | | | | | | | | | | 10075173 |
| 2 | 2 | .STANLEY WORKS NEW BRITAIN CT | | 6.00 | | | | | | | | | | | | | | | 10075394 |
| 2 | 2 | .STAUFFER CHEMICAL EDISON NJ | | 6.00 | | | | | | | | | | | | | | | 00210706 |
| 1 | 1 | STAUFFER CALLIPOLIS FERRY WV | | 1.60 | | | | | | | | | | | | | | | 10075637 |

417

-IN THOUSANDS OF POUNDS AND DOLLARS-

| MG | CUST | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | PROJECTED FOR CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJP GRP'GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | PARENT CUST. TOT-STAUFFER CHEM A | | 7.80 | | | | | | | | | | | | | | | 00046868 |
| | | THERMIDOL FR-1 | | | | | | | | | | | | | | | 00350A | | 1040-245-17 |
| 22 | 27 | .STEDFAST RUBBER EASTON PA | | 1.80 | | | | | | | | | | | | | | | 10375718 |
| 18 | 26 | .STRESSKIN PRO CO SANTA ANA CA | | 1.20 | | | | | | | | | | | | | | | 00236768 |
| | | .SUN CHEMICAL CO CHESTER SC | | 37.2 | | | | | | | | | | | | | | | 00183873 |
| 19 | 85 | .SYLVAN CHEM CO INMAN SC | | .600 | | | | | | | | | | | | | | | 00139718 |
| 16 | 29 | .SYSTEMS PRINTER SANTA FE CA | | .220 | | | | | | | | | | | | | | | 00139742 |
| 12 | 22 | .TELEDYNE RERDOC YORK PA | | .300 | | | | | | | | | | | | | | | 00269263 |
| 17 | 23 | .PACKAGING CORP VINCENNES IN | | 1.80 | | | | | | | | | | | | | | | 00132659 |
| 19 | 23 | TENNECO INC INTRACOASTAL CT LA | | 12.0 | | | | | | | | | | | | | | | 00271667 |
| 19 | 23 | TENNECO CHEMICALS LUBECO SC | | 3.00 | | | | | | | | | | | | | | | 00155365 |
| | | PARENT CUST. TOT-TENNECO INC HOU | | 16.8 | | | | | | | | | | | | | | | 10078504 |
| 19 | 28 | .JEFFERSON CHEM CO INC ALSTIN TX | | .600 | | | | | | | | | | | | | | | 00151416 |
| 17 | 27 | .TECHPOLYT INC JACKSON MISS | | 1.20 | | | | | | | | | | | | | | | 00261792 |
| 11 | 28 | .THERMOBATOR INC INDIANAPOLIS IN | | .330 | | | | | | | | | | | | | | | 00140643 |
| 22 | 29 | .THERMO-FOBISCH MANSFIELD OH | | .110 | | | | | | | | | | | | | | | 00228907 |
| 19 | 22 | .THIELE KAOLIN SANDERS ILLE GA | | 11.4 | | | | | | | | | | | | | | | 10379764 |
| 19 | 23 | .TRADE WINDS MO Z BROWNSVILLE TX | | .600 | | | | | | | | | | | | | | | 00206651 |
| 15 | 23 | .UNIVERSAL ELASTI E CORP LAUT OH | | 2.40 | | | | | | | | | | | | | | | 00212113 |
| 17 | 27 | WESTEC [illegible] CORP IN GENEVA NY | | .600 | | | | | | | | | | | | | | | 10381084 |
| 12 | 22 | .LEVER BROTHERS BALTIMORE MD | | 3.00 | | | | | | | | | | | | | | | 10340092 |
| 19 | 23 | .UNION CARB CORP LAKELAND FLA | | 1.80 | | | | | | | | | | | | | | | 10381564 |
| 22 | 23 | .UNION CARBIDE SISTERSV WV | | 1.20 | | | | | | | | | | | | | | | 00141652 |
| 11 | 21 | UNION CARBIDE S CHARLESTON W V | | 75.1 | | | | | | | | | | | | | | | 10081777 |
| | | PARENT CUST. TOT-UNION CARBIDE | | 14.5 | | | | | | | | | | | | | | | 00045705 |
| 12 | 23 | .UNION ASBO CARTRAGE CA | | [illegible] | | | | | | | | | | | | | | | 00248320 |
| 12 | 27 | .UNIROYAL CHEM NAUGATUCK CT | | 7.8 | | | | | | | | | | | | | | | 10382439 |
| 12 | 22 | .PRATT & WHITNEY SO WINDSOR CT | | .11 | | | | | | | | | | | | | | | 00249807 |
| 12 | 27 | .UNIV E [illegible] PERS NJ | | 2.4 | | | | | | | | | | | | | | | 10385586 |
| 22 | 22 | [illegible] CO NEW CONNECTICUT | | 2.7 | | | | | | | | | | | | | | | 10385735 |
| 15 | 23 | UPJOHN COMPANY LA PORTE TX | | 2.40 | | | | | | | | | | | | | | | 00161241 |
| | | PARENT CUST. TOT-UPJOHN KALAMAZO | | 4.80 | | | | | | | | | | | | | | | 10385675 |
| | | [illegible] IL | | .600 | | | | | | | | | | | | | | | 10383672 |
| 17 | 22 | U S GOVT HUNTSVILLE AL | | .600 | | | | | | | | | | | | | | | 10384725 |
| 12 | 22 | U S GOVT LORING AFB ME | | .600 | | | | | | | | | | | | | | | 00253618 |
| | | PARENT CUST. TOT-U S GOVT WASHIN | | 1.20 | | | | | | | | | | | | | | | 10084733 |
| 22 | 22 | .U S GYPSUM SANTA FE SPRINGS CA | | 1.20 | | | | | | | | | | | | | | | 00253596 |

418

B1131-A DIRECT #2
01/09/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972



-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES GOAL FOR CURR YR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJR G I CP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | THERMINOL-FF-1 | | | | | | | | | | | | | | | 0035 | 0A | 1040-245-17 |
| 12 | U S GYPSUM SOUTHGATE CAL | | 6.00 | | | | | | | | | | | | | | | 10084806 |
| 12 | U S GYPSUM JERSEY CITY NJ | | 17.4 | | | | | | | | | | | | | | | 10084741 |
| | PARENT CUST. TOT-U S GYPSUM CHIC | | 24.6 | | | | | | | | | | | | | | | 00047341 |
| 1953 | .VAIL RUBBER WORKS ST JOSEPH MI | | .600 | | | | | | | | | | | | | | | 10085799 |
| 1958 | .VAN WATERS - R ALBUQUERQUE, N | | 8.40 | | | | | | | | | | | | | | | 10086221 |
| 1952 | .VELSICOL CHEM MC PHIS TENN | | 10.8 | | | | | | | | | | | | | | | 10086442 |
| 1956 | .VERS BARRY DIV EL MONTE CA | | .220 | | | | | | | | | | | | | | | 10087123 |
| 1974 | .WARRICK ELECTRIC FORREST CTY A | | 4.80 | | | | | | | | | | | | | | | 00240664 |
| 1927 | .WATLAND CHEM CO LINCOLN RI | | 2.40 | | | | | | | | | | | | | | | 10087996 |
| 1953 | .FRED WEBER COAST ST LOUIS MO | | 3.00 | | | | | | | | | | | | | | | 00260576 |
| 1922 | .WEST CO MILLVILLE N J | | 4.20 | | | | | | | | | | | | | | | 10086445 |
| 1927 | .WESTFIELD SHT MTL KENILWTH NJ | | 1.80 | | | | | | | | | | | | | | | 00252824 |
| 1958 | .WESTINGHOUSE MUNCIE INDIANA | | 3.00 | | | | | | | | | | | | | | | 10089409 |
| 1922 | .WESTVACO CORP BALTIMORE MD | | .600 | | | | | | | | | | | | | | | 00154806 |
| 1922 | WESTVACO CORP DETROIT MI | | .600 | | | | | | | | | | | | | | | 00144703 |
| 1956 | WESTVACO NORTH CHARLESTON SC | | 1.20 | | | | | | | | | | | | | | | 10086577 |
| | PARENT CUST. TOT-W VA PULP-PAPER | | 2.40 | | | | | | | | | | | | | | | 00047589 |
| 1920 | .WHITE RODGERS CO ST LOUIS MO | | .055 | | | | | | | | | | | | | | | 10090350 |
| 1951 | .WILLIAMSON PUGESIVES CINN OH | | 1.37 | | | | | | | | | | | | | | | 00260290 |
| 1952 | .ARGUS CHEM BROOKLYN NY | | 7.20 | | | | | | | | | | | | | | | 00109916 |
| 1954 | WITCO CHEM CHICAGO ILLINOIS | | 3.60 | | | | | | | | | | | | | | | 10091098 |
| 1952 | WITCO CHEM PERTH AMBOY NJ | | 8.40 | | | | | | | | | | | | | | | 10091128 |
| | PARENT CUST. TOT-WITCO CHEM NYC | | 19.2 | | | | | | | | | | | | | | | 00047686 |
| 1951 | .XEROX WEBSTER NEW YORK | | 1.20 | | | | | | | | | | | | | | | 10092450 |
| 1958 | .ZINSCO ELECT PROD LOS ANG CA | | 1.80 | | | | | | | | | | | | | | | 10092760 |
| | TOTAL PRODUCT * * * * * * * LB | 3.50 | 2520 | 3.50 | 746 | 12- | 42 | 38 | 280 | 125 | | | 40 | 94 | 138 | | | 1040-245-1 |
| | 5 TOT CLASS PCB HT FLUIDS LB | 3.50 | 2520 | 3.50 | 746 | 12- | 42 | 38 | 280 | 125 | | | 40 | 94 | 138 | | | |
| | AROCLOR 6037 | | | | | | | | | | | | | | | 018 | 4A | 1044-037-1 |
| 1955 | .RADIATOR SPECIAL CHARLOTTE NC | 310 | 487 | 310 | 163 | 40.6 | 41.0 | 81.0 | | | | | | | | | | 10065968 |
| | TOTAL PRODUCT * * * * * * * LB | 310 | 487 | 310 | 163 | 40.6 | 41.0 | 81.0 | | | | | | | | | | 1044-037-1 |

98

419

-IN THOUSANDS OF POUNDS AND DOLLARS-

| G | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | THIS YEAR FORECAST | THIS YEAR SALES | JAN. | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER / MAJOR PRO GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | FRA 1129 | | | | | | | | | | | | | | | 0220 | 1A | 6134-129-17 |
| | | .FRANCETT SERVICE CO SAINT CH MO | 75.0 | 63.6 | 75.0 | 37.2 | | 12.6 | | 12.6 | 12.0 | | | | | | | | 00118583 |
| | | .OCK TIRE = RUBBER TOWN CO | | 12.6 | | | | | | | | | | | | | | | 10033187 |
| | | TOTAL PRODUCT * * * * * * * LB | 75.0 | 76.2 | 75.0 | 37.2 | | 12.6 | | 12.6 | 12.0 | | | | | | | | 6134-129-17 |
| | | SANTOVAC 2 | | | | | | | | | | | | | | | 0181 | 5A | 6776-002-17 |
| | | .ADAMS CASTING PITTSBURGH PA | | .260 | | | | | | | | | | | | | | | 00265616 |
| | | .AERO CAST INC MIAMI FL | | .540 | | | | | | | | | | | | | | | 00261564 |
| | | .AEROSPACE SUPPLY FORT WORTH TX | | .300 | | | | | | | | | | | | | | | 00272643 |
| | | .AERO SPACE SUPPLY HURST TX | | .180 | | | | | | | | | | | | | | | 00240711 |
| | | .AIRCRAFT CASTING MIAMI FL | | .260 | | | | | | | | | | | | | | | 00251763 |
| | | .AIRCRAFT SERVICE MIAMI FLA | | .060 | | | | | | | | | | | | | | | 00109018 |
| | | .ALLEGHENY LUDLUM BRACKENRIDGE PA | | .240 | | | | | | | | | | | | | | | 00165409 |
| | | .ALPHA METALS JERSEY CITY NJ | | .260 | | | | | | | | | | | | | | | 10062729 |
| | | .ALUMINUM FINISHING CREMWELL CT | | .120 | | | | | | | | | | | | | | | 00253545 |
| | | .AMF CORP TROY NY | | .180 | | | | | | | | | | | | | | | 00253494 |
| | | .AMACORDA WIRE EAST ROCHESTER NY | | 1.80 | | | | | | | | | | | | | | | 10005557 |
| | | .AMCO PAINT & CHEM DETROIT MI | | .060 | | | | | | | | | | | | | | | 00257427 |
| | | .AMCO STEEL BALTIMORE MD | | .300 | | | | | | | | | | | | | | | 00236425 |
| | | .AMC INC FORT LAUDERDALE FLA IN | | 1.92 | | | | | | | | | | | | | | | 10026619 |
| | | .AMCO CORP CITY OF INDUST CA | | .300 | | | | | | | | | | | | | | | 00270652 |
| | | .AMCO CHEM-KUMEC LEECHBURGH PA | | .120 | | | | | | | | | | | | | | | 00246417 |
| | | .AURORA CARPET CO AURORA IN | | .060 | | | | | | | | | | | | | | | 00255702 |
| | | .BATESVILLE CARPET BATESVILLE IN | | 1.20 | | | | | | | | | | | | | | | 00259241 |
| | | .BECHTEL CORP DELTA PA | | .120 | | | | | | | | | | | | | | | 00256852 |
| | | .BELCH AIRCRAFT BOULDER CO | | .060 | | | | | | | | | | | | | | | 00262145 |
| | | .BILCAST INC MILLERSBURG OH | | .120 | | | | | | | | | | | | | | | 00248427 |
| | | .BIG ROCK FINISH SHOREWOOD IL | | .120 | | | | | | | | | | | | | | | 00264649 |
| | | .BOBBY BERELLE FINISH CO IN | | 2.40 | | | | | | | | | | | | | | | 10031785 |
| | | .UCLA LOS ANGELES CA | | .420 | | | | | | | | | | | | | | | 00263435 |
| | | UNIV OF CALIF LOS ALAMOS NM | | .060 | | | | | | | | | | | | | | | 10013186 |
| | | AGENT COST TOT=UNIV OF CALIF B | | .060 | | | | | | | | | | | | | | | 00047280 |
| | | .CAMBRIDGE INDUSTRIES MICH | | .300 | | | | | | | | | | | | | | | 00272280 |
| | | .CARPENTER TECHNOLOGY READING PA | | 10.0 | | | | | | | | | | | | | | | 00231207 |
| | | .CASTECHNOLOGY SCHENECTADY NY | | .120 | | | | | | | | | | | | | | | 00257281 |
| | | .CATERPILLAR TRACTOR MISSVILL IL | | .120 | | | | | | | | | | | | | | | 00113225 |
| | | .CHRISTINE KELLY LONG BEACH CA | | 1.50 | | | | | | | | | | | | | | | 00223069 |
| | | .CIBA GEIGY CORP CRANSTON RI | | .060 | | | | | | | | | | | | | | | 10036668 |
| | | .CONFRAY FINISHING BROOKLYN NY | | .060 | | | | | | | | | | | | | | | 00249297 |
| | | .CORWELL TACKLE HOT SPRINGS AR | | .060 | | | | | | | | | | | | | | | 00251127 |
| | | .CORO ENTERPRISE CHARLESTON SC | | .060 | | | | | | | | | | | | | | | 10020434 |
| | | .CUSTOM MOULDED LEOMINSTER MA | | .060 | | | | | | | | | | | | | | | 00255246 |

420

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972



-IN THOUSANDS OF POUNDS AND DOLLARS-

| | | 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 ID / MAT'L SED OP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | SANTOVAL 2 | | | | | | | | | | | | | | | 0181 | 5A | 6776-002-1 |
| 1270 | | .DECOR NOVELTIES WEITMAN PA | | .300 | | | | | | | | | | | | | | | 00264326 |
| 1970 | | .DELTECH SYSTEMS, MIAMI FL | | .600 | | | | | | | | | | | | | | | 00269538 |
| 1970 | | .DELTECH SYSTEMS TAMPA FL | | .600 | | | | | | | | | | | | | | | 00269549 |
| 1965 | | .DOW CHEM ROCKY FL | | 1.80 | | | | | | | | | | | | | | | 10022959 |
| 1173 | | .DUPONT CHEF WITT MI | | .000 | | | | | | | | | | | | | | | 00270000 |
| 1173 | | .EATON YALE - TOLA SAGINAW MI | | .369 | | | | | | | | | | | | | | | 10026184 |
| 1165 | | .EDWARDS LAB SANTA ANA CALIF | | 2.40 | | | | | | | | | | | | | | | 00150076 |
| 1970 | | .E C & G INC LOS ALMOS NM | | .060 | | | | | | | | | | | | | | | 00244538 |
| 1978 | | .EMERALD TRADING CORP MIAMI FL | | .065 | | | | | | | | | | | | | | | 00250242 |
| 1971 | | .FMC CORP HOMER CITY PA | | .180 | | | | | | | | | | | | | | | 00269336 |
| 1173 | | .FORMEC CORP INC DETROIT MI | | .120 | | | | | | | | | | | | | | | 00109994 |
| 1173 | | .GENERAL FOUNDRY OSGOOD IN | | 3.00 | | 2.40 | 2.40 | | | | | | | | | | | | 10036792 |
| 1166 | | .GEN DYNAMICS CONV SAN DIEGO CA | | 1.92 | | | | | | | | | | | | | | | 10030627 |
| 1973 | | .GENERAL ELECTRIC WILMINGTON NC | | .060 | | | | | | | | | | | | | | | 00263371 |
| | | GEN ELEC CONNECT OHIO | | .060 | | | | | | | | | | | | | | | 00254529 |
| 1972 | | GE CO LYNCHBURG VA | | .240 | | | | | | | | | | | | | | | 00120122 |
| | | PARENT CUST. TOT-GEN ELEC SCHENE | | .360 | | | | | | | | | | | | | | | 10031850 |
| 1165 | | .GENERAL MILLS BANNOCKBURN ILL | | .600 | | | | | | | | | | | | | | | 10032474 |
| 1270 | | .GEORGETOWN UNIVERSITY WASH DC | | .060 | | | | | | | | | | | | | | | 00252409 |
| 1269 | | .GIDEON MFG PHILADELPHIA PA | | .069 | | | | | | | | | | | | | | | 00271721 |
| 1171 | | .GIDEON MFG SCRANTON PA | | .000 | | | | | | | | | | | | | | | 00271000 |
| 1973 | | .GOODYEAR TOTAL TAGGANTS OH | | .300 | | | | | | | | | | | | | | | 10054557 |
| 1171 | | .GOODYEAR TOTAL TAGGANTS OH | | .060 | | | | | | | | | | | | | | | 00264873 |
| 1171 | | .HAYES-ALBION PLAIN MICH | | .300 | | | | | | | | | | | | | | | 00263818 |
| 1171 | | .HILLENBRAND INDUSTRIES INC | | .165 | | | | | | | | | | | | | | | 00249742 |
| 1271 | | .FITCHBURG AND WALLINGFORD CT | | .480 | | | | | | | | | | | | | | | 00246215 |
| | | .HOBART CORP TROY OHIO | | 1.32 | | | | | | | | | | | | | | | 10039193 |
| 1269 | | HOBART CORP DOVER NJ | | 6.00 | | | | | | | | | | | | | | | 00251976 |
| | | PARENT CUST. TOT-HOBART CORP NEW | | 7.92 | | | | | | | | | | | | | | | 00046469 |
| 1969 | | .HUGHES TOOL CO HOUSTON TX | | .120 | | .240 | .240 | | | | | | | | | | | | 00124982 |
| 1270 | | .IMPERIAL SCHENSBORO NY | | 1.20 | | | | | | | | | | | | | | | 10041384 |
| 1269 | | .JAMCO METAL PRC JAMAICA NY | | .060 | | | | | | | | | | | | | | | 00126217 |
| 1973 | | .JENSEN SALTSBURY LABS KC KS | | .060 | | | | | | | | | | | | | | | 10042550 |
| 1270 | | .KABERNI DURYLCO BUYERTOWN PA | | 1.20 | | | | | | | | | | | | | | | 10043549 |
| 1171 | | .KOTLOF MOSS GRAND RAPIDS MI | | .060 | | .060 | .060 | | | | | | | | | | | | 00270466 |
| 1269 | | .KELSEY HAYES PHILADELPHIA PA | | 1.20 | | | | | | | | | | | | | | | 00250672 |
| | | .KYOCERA ASSOCIATES COSTA MESA CA | | .300 | | | | | | | | | | | | | | | 00249270 |
| 1171 | | .LATROBE STEEL CO LATROBE PA | | 12.6 | | 6.00 | 6.00 | | | | | | | | | | | | 10045525 |
| 1173 | | .LESCO INC GRAND RAPIDS MICH | | .100 | | | | | | | | | | | | | | | 00256935 |
| 1171 | | .LEYOLD HERAEUS NORRISTOWN PA | | .180 | | | | | | | | | | | | | | | 00233846 |

421

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF DOLLARS AND DOLLARS-

| CG | SS | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR | [illegible] | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJ GRP SP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | [illegible] | | | | | | | | | | | | | | | 01815A | | 6776-002-17 |
| [illegible] | [illegible] | .LITTON IND WILLIAMSPORT PA | | .000 | | | | | | | | | | | | | | | 00246428 |
| [illegible] | [illegible] | .MCCORMICK CORP PARAMUS NY | | .660 | | | | | | | | | | | | | | | 00263085 |
| [illegible] | [illegible] | .NELCO WHOLESALE GLENDALE CA | | .120 | | | | | | | | | | | | | | | 00252700 |
| [illegible] | [illegible] | [illegible] | | | | | | | | | | | | | | | | | 00197575 |
| [illegible] | [illegible] | [illegible] | | | | | | | | | | | | | | | | | ~~00267613~~ |
| [illegible] | [illegible] | [illegible] | | [illegible] | | | | | | | | | | | | | | | ~~00272663~~ |
| [illegible] | [illegible] | .MAIL DRUG SWIFTWATER PA | | .200 | | | | | | | | | | | | | | | 00255777 |
| [illegible] | [illegible] | [illegible] | | [illegible] | | | | | | | | | | | | | | | ~~00264716~~ |
| [illegible] | [illegible] | [illegible] | | .120 | | | | | | | | | | | | | | | ~~00265915~~ |
| [illegible] | [illegible] | [illegible] | | 1.00 | | | | | | | | | | | | | | | 10359887 |
| [illegible] | [illegible] | .MALL CORP CORTLAND NY | | .060 | | | | | | | | | | | | | | | 00272434 |
| [illegible] | [illegible] | .PENN ST UNIV ST COLLEGE PA | | .240 | | | | | | | | | | | | | | | 00263363 |
| [illegible] | [illegible] | .PENNWALT CORP CITY OF IND CA | | .550 | | | | | | | | | | | | | | | 00263472 |
| [illegible] | [illegible] | [illegible] | | .900 | | | | | | | | | | | | | | | ~~00290287~~ |
| [illegible] | [illegible] | .PENNWALT CORP PHILADELPHIA PA | | 12.2 | | | | | | | | | | | | | | | 10361636 |
| | | PRENT COST. TOT-PENNWALT CORP P | | 14.1 | | | | | | | | | | | | | | | 10361636 |
| [illegible] | [illegible] | .PETROLEUM DIST CO HOUSTON TX | | .100 | | | | | | | | | | | | | | | 00045750 |
| [illegible] | [illegible] | .THE PFAUDLER CO ROCHESTER NY | | .180 | | | | | | | | | | | | | | | 00087990 |
| [illegible] | [illegible] | .PFIZER INC CANAAN [illegible] | | .300 | | | | | | | | | | | | | | | 00244724 |
| [illegible] | [illegible] | .PIEDMONT METAL PROD LAWRENC GA | | .260 | | | | | | | | | | | | | | | 00259926 |
| [illegible] | [illegible] | .PLASTIC MATS BROOKLYN NY | | .000 | | | | | | | | | | | | | | | 00255343 |
| [illegible] | [illegible] | .PLASTICS FLS FT SMITH AR | | .060 | | | | | | | | | | | | | | | 10083055 |
| [illegible] | [illegible] | .PRECISION VACUUM PRC MASPETH NY | | .300 | | | | | | | | | | | | | | | 00134627 |
| [illegible] | [illegible] | [illegible] | | .100 | | | | | | | | | | | | | | | 00249254 |
| [illegible] | [illegible] | [illegible] | | .260 | | | | | | | | | | | | | | | 00178500 |
| [illegible] | [illegible] | .REPUBLIC LONG BEACH CA | | .000 | | | | | | | | | | | | | | | 00265220 |
| [illegible] | [illegible] | .REPUBLIC CORP CITY OF IND CA | | .300 | | | | | | | | | | | | | | | 00263469 |
| [illegible] | [illegible] | .REPUBLIC CORP LA MIRADA CA | | 1.20 | | | | | | | | | | | | | | | 00264377 |
| [illegible] | [illegible] | .REPUBLIC CORP LOS ANGELES CA | | .120 | | | | | | | | | | | | | | | 00265500 |
| [illegible] | [illegible] | [illegible] | | .300 | | | | | | | | | | | | | | | 10367480 |
| [illegible] | [illegible] | .SCHERR INDUSTRIES BLOOMFIELD CT | | .240 | | | | | | | | | | | | | | | 00259985 |
| [illegible] | [illegible] | .SPECIALTY FEAST BETTAGA KY | | .240 | | | | | | | | | | | | | | | 00236002 |
| [illegible] | [illegible] | [illegible] | | .060 | | | | | | | | | | | | | | | 00262852 |
| [illegible] | [illegible] | .ARTHUR F SMITH PORPANO BEAC FL | | .200 | | | | | | | | | | | | | | | 00270628 |
| [illegible] | [illegible] | .SPANGLER CO BUTLER PA | | .180 | | | | | | | | | | | | | | | 10074475 |
| [illegible] | [illegible] | [illegible] | | .360 | | | | | | | | | | | | | | | 00270245 |
| [illegible] | [illegible] | .SPECIAL [illegible] NEW HARTFORD NY | | 3.00 | | | | | | | | | | | | | | | 10074576 |
| [illegible] | [illegible] | .SPECTRUM FINISHING BABYLON NY | | .120 | | | | | | | | | | | | | | | 00263558 |
| [illegible] | [illegible] | [illegible] | | .720 | | | | | | | | | | | | | | | 10074770 |
| [illegible] | [illegible] | .STANDARD PACKAGIN CRANBURY NJ | | 1.20 | | | | | | | | | | | | | | | 10375173 |
| [illegible] | [illegible] | .STRUTHERS DUNN INC PITTMAN NJ | | .060 | | | | | | | | | | | | | | | 00265675 |
| [illegible] | [illegible] | .TELEDYNE ALLVAC FORGE AC | | 1.80 | | | | | | | | | | | | | | | 00242047 |

422

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | ESTIMATE FOR CURR YEAR | SALES CURR YTD | JAN. | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAIN GEO CP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| SANI-VAC | | | | | | | | | | | | | | | 018 | 5A | 6776-002-17 |
| .THERMICA STUDIO GR RAPIDS MI | | .120 | | .120 | .120 | | | | | | | | | | | | 00145624 |
| .TIPEX CORP MIDDLEBURY CT | | .165 | | | | | | | | | | | | | | | 00253 |
| .TIP TOP PROD OMAHA NEB | | .180 | | | | | | | | | | | | | | | 10 |
| .TOLY SPECIALTIES E TODY NJ | | .120 | | | | | | | | | | | | | | | 00246431 |
| .TRA INC BOLERVA CO | | 2.00 | | | | | | | | | | | | | | | 00141267 |
| .UNION CAR - NUC CARBIDE TENN | | 4.80 | | .600 | .615 | | | | | | | | | | | | 10181971 |
| .PRATT WHITN W PALM BEACH FL | | .720 | | | | | | | | | | | | | | | 10064376 |
| .UNITED PLASTIC BRINGRIDGE GA | | .360 | | | | | | | | | | | | | | | 00257465 |
| .UNIVERSAL CYCLOPS BROOVL PA | | .600 | | | | | | | | | | | | | | | 00271713 |
| .UPSON COMPANY LOCKPORT N Y | | .240 | | | | | | | | | | | | | | | 00260474 |
| .U S GOVT WATERTOWN MASS | | .180 | | | | | | | | | | | | | | | 00263562 |
| U S GOVT KIRTLAND AFB NM | | .060 | | | | | | | | | | | | | | | 00263782 |
| U S MARINE CHERRY POINT N C | | .240 | | | | | | | | | | | | | | | 10064385 |
| PARENT CUST. TOT-U S GOVT WASHIN | | .480 | | | | | | | | | | | | | | | 10084733 |
| .VACUMET INC BROOKLYN NY | | .180 | | | | | | | | | | | | | | | 00249166 |
| .VACUUM PLATER INC HOUSTON TEX | | .360 | | | | | | | | | | | | | | | 00271462 |
| .VARIAN VACUUM ENG NEWTON MASS | | .120 | | | | | | | | | | | | | | | 00256226 |
| .VERNON SPECIAL A TARRYTON NY | | .300 | | | | | | | | | | | | | | | 10096582 |
| .WARNER LAMBERT PHA MORRIS P NJ | | .360 | | | | | | | | | | | | | | | 00144282 |
| .WELSH INDUSTRIES INC VASSAR MI | | .600 | | | | | | | | | | | | | | | 00249440 |
| .WILLIAMS ROLF BATTED LAKE FL | | .600 | | | | | | | | | | | | | | | 00145 |
| .WILLYS CARBIDE DETROIT MI | | .600 | | | | | | | | | | | | | | | 00266386 |
| .WINSOR PLASTICS EVANSVILLE IN | | .300 | | | | | | | | | | | | | | | 00 |
| .WISC CENTRIFUGAL WAUKESHA WI | | .600 | | | | | | | | | | | | | | | 00256404 |
| TOTAL PRODUCT * * * * * * * LB | | 119 | | 9.00 | 9.06 | | | | | | | | | | | | 6776-002-17 |
| SYLFAUL F-V A | | | | | | | | | | | | | | | 017 | 1A | 4550-009-17 |
| .ABEX CORP ST PAUL MN | .222 | .545 | .222 | | | | | | | | | | | | | | 00167 |
| ABEX CORP READVILLE PA | 1.30 | | 1.30 | | | | | | | | | | | | | | 10 |
| PARENT CUST. TOT-ABEX CORP NEW Y | 1.60 | .545 | 1.60 | | | | | | | | | | | | | | 00046531 |
| .ADT FOUNDRY OAKLAND CA | | | | .200 | .200 | | | | | | | | | | | | 00274518 |
| .AMERICAN MFG MILWAUKEE WI | .250 | | .250 | | | | | | | | | | | | | | 10 |
| .AIRCO VACUUM MET BERKELEY CA | 9.00 | 22.1 | 9.00 | 8.10 | 2.73 | | | | 5.45 | | | | | | | | 00243345 |
| .AMPA [illegible] CUST FERNDALE MI | .125 | | .125 | .345 | | | | | | | | | | | | | 10 |
| .ALLIED CHEM IRMO SC | | .552 | | | | | | | | | | | | | | | 00170372 |
| ALLIED MARINE CORPOR MIAMI FLA | 1.00 | | | | | | | | | | | | | | | | 00165163 |
| .ALLIS CHALMERS ALLIS WI | .750 | | .750 | | | | | | | | | | | | | | 10002048 |
| .ALUMINUM CO BAUXITE AR | | .102 | | | | | | | | | | | | | | | 00236764 |

423

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT



-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | FORECAST | LAST YEAR SALES | MIDYEAR FORECAST | YTD SALES | JAN | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAIN CODE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PRODUCT F-9 | | | | | | | | | | | | | | | 017 | 1A | 4550-0.9-17 |
| ALCOA OF CO CORONA CA | | 1.49 | | 1.09 | 1.09 | | | | | | | | | | | | 00222082 |
| ALUMINUM CO VERNON CA | 18.0 | 51.6 | 18.0 | 19.1 | 6.54 | 3.27 | 3.27 | 6.00 | 3.27 | 3.27 | | | | | | | 00247332 |
| ALUMINUM CO RIVERDALE IA | 30.0 | 133 | 30.0 | 69.8 | 17.4 | 31.1 | 21.3 | | | | | | | | | | 10002818 |
| ALUMINUM CO LAFAYETTE IN | 5.00 | 23.0 | 5.00 | 18.9 | 4.36 | | 7.09 | 7.09 | | | | | | | | | 10002703 |
| ALUMINUM CO BATH ME | | 4.54 | | 1.09 | | | | 1.09 | | | | | | | | | 10002842 |
| ALUMINUM CO CLEVELAND OH | 12.0 | 41.1 | 12.0 | 27.8 | | 7.6 | 9.3 | 13.9 | | | | | | | | | 10002856 |
| ALUMINUM CO CRESSONA PA | 5.00 | 19.8 | 5.00 | 11.9 | | 2.18 | | 8.72 | | | | | | | | | 10002877 |
| ALUMINUM CO NEW KENSINGTON PA | | 4.36 | | 2.18 | | | 2.18 | | | | | | | | | | 10002885 |
| ALUMINUM CO ALCOA TN | | 26.2 | | 8.72 | 4.36 | | | 4.36 | | | | | | | | | 10002893 |
| ALUMINUM CO POINT COMFORT TX | | 35.5 | | 3.27 | | | | | 3.27 | | | | | | | | 10002907 |
| ALUMINUM CO SANDER TX | | 17.5 | | 8.00 | 1.05 | .55 | 2.73 | 1.64 | | | | | | | | | 10002923 |
| AGENT CUST. TOT-ALUMINUM CO PIT | 70.0 | 355 | 70.0 | 168 | 34.9 | 44.7 | 45.8 | 39.8 | 6.5 | 3.3 | | | | | | | 00045 |
| AMERICAN CAN WASHINGTON NJ | 4.00 | 8.76 | 4.00 | 1.64 | | | 1.64 | | | | | | | | | | 10003628 |
| AMERICAN CHAIN & CABLE AKRON OH | | .102 | | | | | | | | | | | | | | | 00261769 |
| AMERICAN [illegible] CO DUBUQUE IA | | .202 | | | | | | | | | | | | | | | [illegible] |
| AMERICAN METER CO FULLERTON CA | | | | .307 | | .150 | .150 | | | | | | | | | | 00316537 |
| AMERICAN MOTOR CORP DETROIT MI | | .545 | | | | | | | | | | | | | | | 00349277 |
| NASSAU SMELTING & REFINING ISLAND NY | 5.00 | 3.27 | | 3.27 | 2.18 | 1.09 | | | | | | | | | | | 00184276 |
| AMETEK STRAZZA FL CAJON CALIF | | .552 | | | | | | | | | | | | | | | 00256846 |
| AMERICAN STEEL FOUND GRNT C IL | 8.50 | 26.4 | 8.50 | 6.72 | | 4.36 | 4.36 | | | | | | | | | | 10036[illegible]27 |
| AMERICAN COOPERING CO LIBERTYVILLE IL | | .650 | | | | | | | | | | | | | | | 00109665 |
| ANHEUSER BUSCH MIAMI FLA | | 1.00 | | | | | | | | | | | | | | | 00109411 |
| ANHEUSER BUSCH PASSAGRILL BEACH FL | .600 | | | | | | | | | | | | | | | | 00209112 |
| ANHEUSER BUSCH ST PETER FL | | 1.02 | | | | | | | | | | | | | | | 00109738 |
| ANHEUSER BUSCH QUINCY MA | | .500 | | | | | | | | | | | | | | | 00265065 |
| AGENT CUST. TOT-ANHEUSER BUSCH | .600 | 2.52 | | | | | | | | | | | | | | | 10005785 |
| ARMCO STEEL TORRANCE CAL | .222 | .590 | .222 | | | | | | | | | | | | | | 10006163 |
| ARMCO STEEL ASHLAND KY | 8.75 | | 8.75 | | | | | | | | | | | | | | 10006171 |
| ARMCO STEEL MIDDLETOWN OH | 35.0 | 116 | 35.0 | 15.2 | 15.2 | | | | | | | | | | | | 10006229 |
| ARMCO STEEL BUTLER PA | 6.50 | 33.3 | 6.50 | 12.5 | | | | 12.5 | | | | | | | | | 10006[illegible] |
| AGENT CUST. TOT-ARMCO STEEL MID | 50.5 | 150 | 50.5 | 27.8 | 15.2 | | | 12.5 | | | | | | | | | 10006228 |
| ARROW DIECAST LOS ANGELES CA | | .545 | | | | | | | | | | | | | | | 10006678 |
| ARTCHEAR BRASS FR LOS ANGE CA | .180 | 1.51 | .180 | | | | | | | | | | | | | | 00112175 |
| ATHERS FOUNDRY ELK GROVE VL IL | | 2.73 | | | | | | | | | | | | | | | 00257451 |
| ATHENS FOUNDRY ATHENS PA | | 2.73 | | 1.09 | | | | 1.09 | | | | | | | | | 00262253 |
| ATLANTIC RICHFIELD RICHLAND WA | | .411 | | | | | | | | | | | | | | | 00262367 |
| ATLAS SYSTEMS ST LOUIS MO | | | | .350 | | | .300 | .050 | | | | | | | | | 00276421 |
| ATLAS SYSTEMS SPOKANE WA | | .545 | | | | | | | | | | | | | | | 00271470 |

424

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | CURRENT FORECAST YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAP CODE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | PYLON-UL F-9-A | | | | | | | | | | | | | | | 01771A | | 4550-009-17 |
| | .BAUER IND SALES DAYTON CH | | 1.10 | | | | | | | | | | | | | | | 00294708 |
| | .CITY OF BEACON BEACON NY | 1.00 | 1.10 | 1.00 | 2.18 | 1.09 | | 1.09 | | | | | | | | | | 00224367 |
| | .DERMATT IND E LOS ANGELES CA | | .545 | | | | | | | | | | | | | | | 00265691 |
| | .BLAKE MARINE BERTVALE N J | | .215 | | | | | | | | | | | | | | | 00163414 |
| | .BLAW KNOX CO ROCKFORD IL | 1.48 | | 1.48 | | | | | | | | | | | | | | 00220466 |
| | BLAW KNOX CO WARWOOD WV | .750 | 2.21 | .750 | | | | | | | | | | | | | | 00111643 |
| | PARENT CUST. TOT-BLAW KNOX CO BL | 2.23 | 2.21 | 2.23 | | | | | | | | | | | | | | 10310247 |
| | .BOUNTY SHOES CARTERSVILLE GA | | .545 | | | | | | | | | | | | | | | 00112 36 |
| | .BORDEN GLASS DELAVE ILLEDC IL | .250 | 1.10 | .250 | | | | | | | | | | | | | | 00221072 |
| | .CALHOUN FOUNDRY CO HOMER MICH | .250 | 1.10 | .250 | .545 | | | | .545 | | | | | | | | | 00217123 |
| | UNIV OF CALIF MERCURY NV | | | | 6.54 | | | | | | 6.54 | | | | | | | 00201247 |
| | .CAPSTONE IND CORPUS CHRISTI TX | | 1.64 | | 2.18 | | .55 | .55 | | 1.09 | | | | | | | | 00236454 |
| | .CARPENTER TECHNOLOGY READING PA | | .545 | | 1.09 | .545 | | | | .545 | | | | | | | | 00231227 |
| | .CARRIER CORP DEWITT NY | | 1.10 | | | | | | | | | | | | | | | 00249208 |
| | .CE REFRACTORIES VANDALIA MO | | 1.00 | | | | | | | | | | | | | | | 00219374 |
| | .CLEVELAND CRANE WICKLIFFE OH | | .100 | | | | | | | | | | | | | | | 00257443 |
| | CONSOL ALUMINUM MADISON IL | .475 | 2.18 | .475 | | | | | | | | | | | | | | 00259088 |
| | .CONTINENTAL CAN CHICAGO ILL | | | | .300 | | .300 | | | | | | | | | | | 10318900 |
| | CONTINENTAL CAN GLEN COVE IL | 1.75 | 3.82 | 1.75 | | | | | | | | | | | | | | 00234020 |
| | CONTINENTAL CAN BENEXA KS | | 1.64 | | | | | | | | | | | | | | | 00271276 |
| | CONTINENTAL CAN BALTIMORE MD | 1.00 | 1.09 | 1.00 | | | | | | | | | | | | | | 00235385 |
| | CONTINENTAL CAN MILLTOWN NJ | | | | | | | | | | | | | | | | | 00235318 |
| | CONTINENTAL CAN CINCINNATI OH | | .545 | | | | | | | | | | | | | | | 00261971 |
| | CONTINENTAL CAN BURLINGTON NJ | | 1.64 | | | | | | | | | | | | | | | 00272155 |
| | PARENT CUST. TOT-CONTINENTAL CAN | 2.75 | 8.72 | 2.75 | .300 | | .300 | | | | | | | | | | | 00045167 |
| | .COTTON CLUB BOTTL CLEVELAND OH | | | | .545 | .545 | | | | | | | | | | | | 00273000 |
| | .CRANE COMPANY JONESBORO AR | | .545 | | 1.09 | .545 | .545 | | | | | | | | | | | 00115428 |
| | .CURTIS MFG ST LOUIS MO | | 2.18 | | 1.64 | 1.09 | | .55 | | | | | | | | | | 10020922 |
| | .DACA COMPANY MARYSVILLE MICH | .1700 | 1.23 | .1700 | | | | | | | | | | | | | | 00132536 |
| | .DAIRYLAND POWER LACROSSE WI | | 1.09 | | | | | | | | | | | | | | | 00115754 |
| | .DAYTON MALLEABLE IRON COLUM OH | .750 | 10.2 | .750 | 2.73 | | 2.73 | | | | | | | | | | | 10321216 |
| | DAYTON MALLEABLE IRON IRWIN OH | 6.25 | 17.5 | 6.25 | 10.4 | 7.63 | 2.73 | | | | | | | | | | | 10321227 |
| | DAYTON MALLEABLE CLEVELAND OH | | 2.18 | | | | | | | | | | | | | | | 00177563 |
| | PARENT CUST. TOT-DAYTON MALLEABL | 7.00 | 29.9 | 7.00 | 13.1 | 7.63 | 5.45 | | | | | | | | | | | 00046600 |
| | .DE LAVAL TURBINE PEOCHREE NY | | 1.09 | | | | | | | | | | | | | | | 00115940 |
| | .DISPACHOS DEL NORTE LAREDO TX | | | | 1.09 | | 1.09 | | | | | | | | | | | 00275247 |
| | .DRAVO CORP READING PA | | .545 | | | | | | | | | | | | | | | 00230333 |
| | .DRESSER INDUSTRIES DEPEW NY | 1.25 | 7.63 | 1.25 | | | | | | | | | | | | | | 00239305 |

425

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | 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 ID # MAJR-GRD GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | PYGRAUL F-7 A | | | | | | | | | | | | | | | 01771A | | 4550-009-17 |
| | .E I DUPONT N FAIRFIELD CT | | 1.09 | | | | | | | | | | | | | | | 10023521 |
| | E I DU PONT DE PARKERSBURG WV | | .606 | | | | | | | | | | | | | | | 10024137 |
| | E I DU PONT DE WASHINGTON WV | | .522 | | | | | | | | | | | | | | | 10024145 |
| | PARENT CUST. TOT-E I DUPONT WILM | | 2.22 | | | | | | | | | | | | | | | 10023564 |
| | .TENN EASTMAN KINGSPORT TENN | | 2.73 | | | | | | | | | | | | | | | 10078547 |
| | .EATON CORP CLEVELAND OHIO | | .545 | | | | | | | | | | | | | | | 00252572 |
| | .EMHART CORP BERLIN CT | | | | .100 | .100 | | | | | | | | | | | | 00274089 |
| | .ELKTON DIECASTING ELKTON KY | 2.50 | 18.2 | 2.50 | 7.09 | 1.64 | 1.64 | 3.27 | .55 | | | | | | | | | 10025923 |
| | .EMPIRE PLOW CO CLEVELAND OH | .500 | 1.65 | .500 | | | | | | | | | | | | | | 00117672 |
| | .ERIE MINING HOYTLAKES MN | | 2.18 | | | | | | | | | | | | | | | 10026547 |
| | .ESSEX INTL ROCKFORD IL | | .545 | | | | | | | | | | | | | | | 00270873 |
| | .ESSEX INTL THREE RIVERS MI | .750 | 2.74 | .750 | 1.09 | | 1.09 | | | | | | | | | | | 00118501 |
| | PARENT CUST. TOT-ESSEX INTL FT W | .750 | 3.28 | .750 | 1.09 | | 1.09 | | | | | | | | | | | 10026733 |
| | .FEDERAL MOGUL ANN ARBOR MI | | | | .100 | .100 | | | | | | | | | | | | 10027489 |
| | .GM-DELCO RADIO KOKOMO IN | | 1.09 | | | | | | | | | | | | | | | 10032052 |
| | .GM-NEW DEPARTURE SANDUSKY OH | 5.00 | 6.58 | 5.00 | | | | | | | | | | | | | | 00218146 |
| | PARENT CUST. TOT-GENERAL MOTORS | 5.00 | 7.67 | 5.00 | | | | | | | | | | | | | | 00157279 |
| | .GEAL CABLE CORP TRUESDALE MO | | 1.05 | | | | | | | | | | | | | | | 00254401 |
| | .GEN ELEC LOUISVILLE KY | | 1.09 | | | | | | | | | | | | | | | 10031915 |
| | GEN ELEC ALLENTOWN PA | | 1.64 | | | | | | | | | | | | | | | 10031508 |
| | PARENT CUST. TOT-GEN ELEC SCHENE | | 2.73 | | | | | | | | | | | | | | | 10031850 |
| | .GERARD METAL CRFTMN GARDENA CA | | .545 | | 3.27 | | | | 3.27 | | | | | | | | | 00196266 |
| | .GRAND HAVEN BRASS GR HAVEN MI | .500 | 1.68 | .500 | 1.09 | .545 | | | .545 | | | | | | | | | 10035498 |
| | .GRANITE CITY STEEL GR CITY IL | 3.00 | | | | | | | | | | | | | | | | 10035236 |
| | .GULF OIL CO ORANGE TX | | 1.09 | | | | | | | | | | | | | | | 00121800 |
| | WARREN PET MAYSVILLE OK | 2.00 | .552 | | .545 | .545 | | | | | | | | | | | | 10087643 |
| | PARENT CUST. TOT-GULF OIL CORP P | 2.00 | 1.64 | | .545 | .545 | | | | | | | | | | | | 00044466 |
| | .HEISLER MACH TOOL FAIRFIELD NJ | | 1.10 | | | | | | | | | | | | | | | 00249319 |
| | .HILLYARD CORP ELMIRA N Y | | .050 | | | | | | | | | | | | | | | 10038765 |
| | .HOLT INDUSTRIES VENICE CA | .900 | 2.94 | .900 | | | | | | | | | | | | | | 10038469 |
| | .HOPPING FOUNDRY PASADENA CA | | .150 | | .545 | | .545 | | | | | | | | | | | 10038898 |
| | .HOMMET CORP PLYMOUTH MI | .250 | .552 | .250 | | | | | | | | | | | | | | 00183040 |
| | .HOFFAKER PLUMBING TROY OH | | 1.09 | | | | | | | | | | | | | | | 00261572 |
| | .IDEAL FISH FLOAT RICHMONDVIRG | | 1.10 | | | | | | | | | | | | | | | 10039967 |

426

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | ACTUAL FOR CLAS YEAR | CLASS CLAS YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAJOR GRP GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | PYRAMUL F-5 A | | | | | | | | | | | | | | | 017 | 1A | 4553-0.3-17 |
| 1154 | | .ILL LOCK CO WHEELING IL | | .545 | | | | | | | | | | | | | | | 00044026 |
| 1160 | | .INDIANA & MICHIGAN LAWRENCE IN | | | | .545 | | .545 | | | | | | | | | | | 00125305 |
| 1200 | | .INDUCTOTHERM CORP BOYLASTN PA | | 1.09 | | | | | | | | | | | | | | | 00265150 |
| 1 | | .INGRAM-RICHARDSON FRANKFOR IN | | .063 | | .106 | | | | .100 | | | | | | | | | 00125320 |
| 1 | | .INTERLAKES INC FT CLEMENS MI | 3.80 | 9.46 | 3.50 | | | | | | | | | | | | | | 00250370 |
| 1 | | .ITT FED SUPPORT RICHLAND WA | .186 | .732 | .160 | | | | | | | | | | | | | | 10042191 |
| 1 | | .ITT GRINNELL DIV CRANSTON RI | 2.00 | 1.66 | 2.00 | | | | | | | | | | | | | | 00250902 |
| | | PARENT CUST. TOT=ITT NEW YORK NY | 2.18 | 2.36 | 2.18 | | | | | | | | | | | | | | 00044512 |
| 1 | | .JETCO INC NEW KENSINGTON PA | | | | .545 | | | .545 | | | | | | | | | | 00277800 |
| 1 | | .JOH JOHNSON READING PA | | 1.16 | | | | | | | | | | | | | | | 00246223 |
| 1 | | .JONES BOAT YARD MIAMI FL | | | | .500 | | | .500 | | | | | | | | | | 10043093 |
| 1 | | .J AND S FOUNDRY ELMLY CK. | 5.00 | | | | | | | | | | | | | | | | 10042255 |
| 1 | | .KASPER FOUNDRY CO ELYRIA OH | .375 | 4.06 | .375 | 1.09 | | | | 1.09 | | | | | | | | | 10043224 |
| 1 | | .KAMLER JOHNSBURG CA | | .545 | | | | | | | | | | | | | | | 10043565 |
| 1 | | .KEMMETAL INC GREENSBURG PA | | .545 | | | | | | | | | | | | | | | 00203205 |
| 1 | | .KLAMCOTT REF CORP BALT MD | 2.00 | | 4.00 | | | | | | | | | | | | | | 10043091 |
| 1 | | .KEYSTONE STEEL PEORIA IL | 40.00 | 53.2 | 40.0 | | | | | | | | | | | | | | 10044051 |
| 1 | | .LACLEDE STEEL CO ALTON IL | 43.0 | 85.0 | 43.0 | | | | | | | | | | | | | | 10045700 |
| 1 | | .LEDDY-CONDIT TOLEDO OH | 3.00 | 2.74 | 1.00 | | | | | | | | | | | | | | 10046230 |
| 1 | | .MAL STEEL HENDERSON IL | 6.25 | | 6.25 | | | | | | | | | | | | | | 00237771 |
| 1 | | .MCCONNELL-MAWHINNEY CONSPORT IN | | 1.65 | | | | | | | | | | | | | | | 00225347 |
| 1 | | .LYNCHBURG FOUNDRY RADFORD VA | 2.00 | 7.11 | 2.00 | 2.18 | 2.18 | | | | | | | | | | | | 10047552 |
| 1 | | .MAGNUS METAL COSTING CINNATI OH | | 1.25 | | | | | | | | | | | | | | | 00280146 |
| 1 | | .MARCO ROLL BRADLEY IL | | 1.29 | | .545 | .545 | .545 | | | | | | | | | | | 10048397 |
| 1 | | .MARTIN-BROWN/FEDERBAY BARTLETT | 6.375 | | 6.375 | 1.09 | 1.09 | | | | | | | | | | | | 10048842 |
| 1 | | .MCDONNELL DOUGLAS SANTA MCA CA | | | | .545 | | | | .545 | | | | | | | | | 00210565 |
| 1 | | MCDONNELL DOUGLAS MING ST L MO | 2.50 | 13.1 | 2.50 | 2.73 | 2.73 | | | | | | | | | | | | 10049571 |
| | | PARENT CUST. TOT=MCDONNELL DOUGL | 2.50 | 13.1 | 2.50 | 3.27 | 2.73 | | | .55 | | | | | | | | | 10049571 |
| 1 | | .MERRILL-STEVENS MIAMI FL | | | | .400 | | | .400 | | | | | | | | | | 10051797 |
| 1 | | .METHODIST HOSPITAL HOUSTON TX | | .200 | | | | | | | | | | | | | | | 00217336 |
| 1 | | .MOBIL OIL BROOKLYN NY | 1.00 | 9.47 | 1.00 | 1.64 | | | | 1.64 | | | | | | | | | 10053315 |
| 1 | | .MOBIL OIL BROOKLYN NY | | .051 | | | | | | | | | | | | | | | 10054222 |
| 1 | | .PAUL MONROE HYD PICO RIEVER CA | | 3.27 | | | | | | | | | | | | | | | 10061164 |
| 1 | | .MONSANTO RESEARCH MIAMISBG OH | | .704 | | | | | | | | | | | | | | | 10055075 |
| 1 | | .A M MULLER ST LOUIS MO | | 1.09 | | | | | | | | | | | | | | | 10055660 |
| 1 | | .MULLER BRASS PORT HURON MI | 32.50 | 7.26 | 2.50 | 3.27 | 1.64 | | | 1.64 | | | | | | | | | 10055679 |
| 1 | | .MULLER CO BREA CA | .545 | 2.19 | .545 | | | | | | | | | | | | | | 10055067 |
| 1 | | .L NASH CO E PALESTINE OH | | 1.64 | | | | | | | | | | | | | | | 10056047 |
| 1 | | .NATIONAL METAL CLEVELAND OHIO | .255 | 2.18 | .255 | 1.05 | 1.05 | | | | | | | | | | | | 00156647 |
| 1 | | .NATL STARCH PLAINFIELD NJ | 1.00 | .545 | 1.00 | | | | | | | | | | | | | | 10056966 |

427

MILC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972



-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | | SALES QUOTA | JAN. | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAJOR SIC OF |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | HYDRAUL F-A | | | | | | | | | | | | | | | 017 | 1A | 4550-009-17 |
| | .CITY NEW MADRID NEW MADRID MO | | .200 | | | | | | | | | | | | | | | 00225670 |
| | .N L INDUSTRIES ST LOUIS MO | | 1.64 | | | | | | | | | | | | | | | 00151599 |
| | .MORANDA MGMT NEW MADRID MO | | .100 | | | | | | | | | | | | | | | 00230934 |
| | .NOR AMER ROCKWELL EL SEGUN CA | .720 | 2.16 | .720 | | | | | | | | | | | | | | 10156066 |
| | .NORTHERN PACIFIC ROCHESTER NY | | .102 | | | | | | | | | | | | | | | 10056267 |
| | .OIL STATES ROGGER ARLINGTON TX | | .100 | | | | | | | | | | | | | | | 00228672 |
| | .OREGON STEEL MILLS PORTLAND OR | 25.0 | 74.2 | 25.0 | 14.2 | 3.27 | 3.27 | 7.63 | | | | | | | | | | 10059461 |
| | .OVERAYER CORPORATION WINCH TX | | 1.09 | | | | | | | | | | | | | | | 00259594 |
| | .EVERETT FOUNDRY SC GATE CA | .220 | .552 | .220 | | | | | | | | | | | | | | 10059771 |
| | .PENNWALT CORP CALVERT CTY KY | | 1.09 | | 1.09 | | 1.09 | | | | | | | | | | | 10151644 |
| | .C P PELTON NEW YORK BEACH CA | .180 | .420 | .180 | .100 | | | | .100 | | | | | | | | | 00235741 |
| | .PHELPS DODGE LAUREL HILL NY | 3.00 | | | | | | | | | | | | | | | | 10002454 |
| | PHELPS DODGE EL PASO TX | | 15.3 | | | | | | | | | | | | | | | 10102473 |
| | PHELPS DODGE COPPER EL PASO TX | | 84.8 | | 12.0 | 6.54 | 5.45 | | | | | | | | | | | 00168491 |
| | AGENT CUST. TOT-PHELPS DODGE CO | 3.00 | 100 | | 12.0 | 6.54 | 5.45 | | | | | | | | | | | 00044939 |
| | .POMONA DILCAST POMONA CA | | .257 | | .100 | | | .100 | | | | | | | | | | 00247286 |
| | .WILLIAMS PRWELL CO CINNT OH | | .552 | | .535 | | .535 | | | | | | | | | | | 10164293 |
| | .PPG CRYSTL INC OH | 2.00 | 6.04 | 2.00 | 2.27 | 1.09 | 1.09 | | 1.09 | | | | | | | | | 10063329 |
| | .PPG TIPTON PA | 1.25 | 4.39 | 1.25 | 2.18 | | | | 2.18 | | | | | | | | | 10063361 |
| | AGENT CUST. TOT-PPG PITTSBURGH | 3.25 | 10.4 | 3.25 | 5.45 | 1.09 | 1.09 | | 3.27 | | | | | | | | | 10063345 |
| | .PRECISION SHEET METAL LA CA | | .552 | | .545 | .545 | | | | | | | | | | | | 00267[illegible] |
| | .RACINE HYDRAUL LAKESVILLE OH | .500 | 5.46 | .500 | | | | | | | | | | | | | | 10166[illegible] |
| | .PRATT CO ASHTABULA OH | | .316 | | | | | | | | | | | | | | | 10160054 |
| | .REXCO HYDRAULICS MILLITS CALIF | | | | 1.64 | | | 1.09 | .55 | | | | | | | | | 07101501 |
| | .[illegible] FT LAUDERDALE FL | | | | .350 | .100 | .150 | .100 | | | | | | | | | | 00274275 |
| | .REX-CHAINBELT PANTA CHICAGO IL | | .645 | | | | | | | | | | | | | | | 10130712 |
| | .REYNOLDS METALS ACTON CA ILL | 13.6 | 54.1 | 13.6 | 15.9 | 10.9 | | | | | | | | | | | | 00235791 |
| | .RIDGE FOUNDRY SAN LEANDRO CA | | | | .545 | | | | | .545 | | | | | | | | 10166169 |
| | .L S ROCKEFELLER BRONX NY | 1.00 | .832 | 1.00 | | | | | | | | | | | | | | 00255[illegible] |
| | .ROCKFORD CLUTCH ROCKFORD ILL | | .545 | | | | | | | | | | | | | | | 00253672 |
| | .SALEM [illegible] INC CLEVELAND OH | | 1.64 | | | | | | | | | | | | | | | 00157[illegible] |
| | .SAVOYA STEEL INC PATERSON NJ | 1.00 | .552 | 1.00 | | | | | | | | | | | | | | 00231138 |
| | .SCHROEDER BROTHERS MCKEES PA | | 1.15 | | | | | | | | | | | | | | | 00243[illegible] |
| | .SOUTHERN NATR GAS ANNISTON AL | | .100 | | | | | | | | | | | | | | | 00151129 |
| | .VICKERS INC DIV BROY MIC | | .150 | | | | | | | | | | | | | | | 10[illegible] |
| | .AMOCO CHEM NEW CASTLE DE | 1.00 | 1.65 | 1.00 | .545 | | | .545 | | | | | | | | | | 00253480 |
| | AMOCO CHEM ALVIN TX | | 2.67 | | | | | | | | | | | | | | | 00259306 |
| | AGENT CUST. TOT-STANDARD OIL OH | 1.00 | 4.32 | 1.00 | .545 | | | .545 | | | | | | | | | | 00046965 |
| | .STAR FIBERS INC EDGEFIELD S C | | .545 | | | | | | | | | | | | | | | 00218642 |

428

01131-A DIRECT #2
01/09/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

PAGE 214

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | [illegible] | [illegible] | JAN | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAIN [illegible] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | PYDRAUL F-9 A | | | | | | | | | | | | | | | 01771A | | 4550-019-17 |
| 1252 | .STAUFFER CHEM DOBBS FERRY NY | | .150 | | | | | | | | | | | | | | | 10075632 |
| 1130 | .TAYLOR WINFIELD CORP WARREN CH | | .545 | | | | | | | | | | | | | | | 10078032 |
| 1134 | .THOMAS IND SPEEDYGAN WISC | .500 | 3.83 | .500 | .545 | | .545 | | | | | | | | | | | 10079637 |
| 1143 | .THOMKINS-JOHNSON JACKSON MI | .500 | 3.83 | .500 | 1.09 | 1.09 | | | | | | | | | | | | 10080355 |
| 1259 | .TOOL RESEARCH WESLOCK LOS A CA | | | | 2.95 | 2.95 | | | | | | | | | | | | 00272004 |
| 1135 | .TRANSUE -WMS STEEL ALLIANCE CH | | 1.09 | | | | | | | | | | | | | | | 10083306 |
| 1138 | .U BRAND CORP ASHLAND CH | .500 | 7.10 | .500 | 1.64 | 1.64 | | | | | | | | | | | | 10082040 |
| 1152 | .GOALS UNASGND FOR BK THRU 1932 | 5.00 | | 5.00 | | | | | | | | | | | | | | 00165654 |
| 1974 | .GOALS UNASGND FOR BK THRU 1974 | 20.0 | | 20.0 | | | | | | | | | | | | | | 00165697 |
| 1968 | .GOALS UNASGND FOR BK THRU 1968 | 17.0 | | 17.0 | | | | | | | | | | | | | | 00165765 |
| 1523 | .UNION CARBIDE PADUCAH KY | 2.50 | 8.76 | 2.50 | 1.64 | | 1.64 | | | | | | | | | | | 00141905 |
| 1521 | UNION CAR UC BOUND BROOK N J | 1.00 | 1.64 | 1.00 | | | | | | | | | | | | | | 10081823 |
| | PARENT CUST. TOT-UNION CARBIDE C | 3.50 | 10.4 | 3.50 | 1.64 | | 1.64 | | | | | | | | | | | 00045705 |
| 1126 | .COLLIER CARBON CHEM ARROYO CA | | | | .545 | .545 | | | | | | | | | | | | 00274178 |
| 1131 | .UNITED ENG - FOUNDRY PITT PA | | 1.64 | | | | | | | | | | | | | | | 10083430 |
| 1131 | UNITED ENG VANDERGRIFT PA | .500 | 1.18 | .500 | | | | | | | | | | | | | | 10083419 |
| | PARENT CUST. TOT-UNITED ENG - FO | .500 | 2.82 | .500 | | | | | | | | | | | | | | 10083400 |
| 1255 | .U S PIPE BURLINGTON NJ | 3.00 | 2.73 | 3.00 | | | | | | | | | | | | | | 10084881 |
| 1255 | .U S GOVT HILL AFB UT | | | | .545 | | | .545 | | | | | | | | | | 00142640 |
| 1277 | U S NAVY BOSTON MASS | | .545 | | | | | | | | | | | | | | | 00262749 |
| | PARENT CUST. TOT-U S GOVT WASHIN | | .545 | | .545 | | | .545 | | | | | | | | | | 10084733 |
| 1280 | .U S METALS REFINING CARTERE NJ | | .545 | | .545 | | | .545 | | | | | | | | | | 00267667 |
| 1283 | .U S STEEL YOUNGSTOWN OHIO | 10.0 | 3.28 | | | | | | | | | | | | | | | 10005217 |
| 1283 | U S STEEL FAIRLESS HILLS PA | 9.00 | | | | | | | | | | | | | | | | 00143227 |
| 1131 | U S STEEL IRVINE PENNSYLVANIA | | 10.9 | | 10.9 | | 10.9 | | | | | | | | | | | 10065268 |
| 1131 | U S STEEL MONROEVIA PA | | 3.30 | | | | | | | | | | | | | | | 00143243 |
| | PARENT CUST. TOT-U S STEEL NEW Y | 19.0 | 17.5 | | 10.9 | | 10.9 | | | | | | | | | | | 00047724 |
| 1273 | .V A W OF AMERICA ELLENVILLE NY | 1.00 | .545 | 1.00 | | | | | | | | | | | | | | 00256102 |
| 1282 | .VECTRA CORP ODENTON MD | | .545 | | | | | | | | | | | | | | | 00262714 |
| 1283 | .CELOTEX CORP LAGROW IN | | 1.09 | | | | | | | | | | | | | | | 00265128 |
| 1133 | .WAMWICK IND WHEELING ILL | | 2.41 | | | | | | | | | | | | | | | 10037757 |
| 1132 | .WAUPACA FOUNDRY WAUPACA WISC | | 1.09 | | 2.73 | | 1.64 | | 1.09 | | | | | | | | | 00266539 |
| 1133 | .WEIL MCLAIN MICHIGAN CITY IN | | .545 | | | | | | | | | | | | | | | 00233900 |
| 1134 | .WESTERN ARCADIA CHICAGO IL | | 1.09 | | | | | | | | | | | | | | | 00248371 |
| 1131 | .WESTINGHOUSE W MIF WEST MIF PA | | .100 | | | | | | | | | | | | | | | 00145386 |
| 1133 | .WESTVACO CORP WICKCLIFFE KY | | .102 | | | | | | | | | | | | | | | 00222607 |

429

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR | [illegible] | [illegible] | JAN. | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | [illegible] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | PYDRAUL F-9 A | | | | | | | | | | | | | | | 01771A | | 4550-009-17 |
| [illegible] | .WICHITA FLS FNDRY WICHTA FLS TX | | .545 | | | | | | | | | | | | | | | 00220019 |
| [illegible] | .WILEY CORK WILMINGTON DE | 1.00 | 1.10 | 1.00 | | | | | | | | | | | | | | 00251089 |
| [illegible] | .WILLIAMS AIR CONTROL TIGARD OR | | | | 1.64 | | .55 | | | 1.09 | | | | | | | | 10090687 |
| [illegible] | .WILSON SUPPLY HOUSTON TX | | | | .545 | | | | .545 | | | | | | | | | 10090830 |
| | TOTAL PRODUCT * * * * * * * LB | 437 | 1275 | 382 | 351 | 104 | 89 | 70 | 69 | 15 | 3 | | | | | | | 4550-009-17 |
| | 5 TOT MAJOR PYDRAUL F-9A LB | 437 | 1275 | 382 | 351 | 104 | 89 | 70 | 69 | 15 | 3 | | | | | | | |
| | $$ | 144 | 477 | 126 | 131 | 38.1 | 33.5 | 26.5 | 25.7 | 5.5 | 1.4 | | | | | | | |
| | [illegible] 150-A | | | | | | | | | | | | | | | 01899A | | 4591-151-17 |
| [illegible] | .AIR-DRAULICS CO ALBUQUERQUE | | | | 1.52 | 1.52 | | | | | | | | | | | | 00274186 |
| [illegible] | .AIR & HYDRAULICS BIRMINGHAM AL | | | | 1.01 | | 1.01 | | | | | | | | | | | 00276057 |
| [illegible] | .ALUMINUM CO ALCOA TN | | 21.3 | | 5.56 | 3.03 | | | 2.53 | | | | | | | | | 10002893 |
| [illegible] | ALUMINUM CO POINT COMFORT TX | | 11.2 | | 5.05 | 1.01 | 1.52 | | | 2.53 | | | | | | | | 10002907 |
| [illegible] | ALUMINUM CO MALAGA WA | 7.20 | 20.3 | 7.20 | 10.1 | 5.05 | | | 5.05 | | | | | | | | | 10002958 |
| | PARENT CUST. TOT-ALUMINUM CO PIT | 7.20 | 52.8 | 7.20 | 20.7 | 9.09 | 1.52 | | 7.58 | 2.53 | | | | | | | | 00045063 |
| [illegible] | .AMERICAN SMELT & REF SAN FR CA | .320 | .470 | .320 | .235 | | | .235 | | | | | | | | | | 10004769 |
| [illegible] | .ANCHOR COOPERING CO LIBERTYV IL | | .047 | | | | | | | | | | | | | | | 00105865 |
| [illegible] | .ANHEUSER BUSCH MIAMI FLA | | .470 | | | | | | | | | | | | | | | 00109711 |
| [illegible] | .ARMCO STEEL ASHLAND KY | 1.75 | 4.07 | 1.75 | | | | | | | | | | | | | | 10006171 |
| [illegible] | ARMCO STEEL KANSAS CITY MO | 2.50 | 79.6 | 2.50 | 42.9 | 7.6 | 10.1 | 25.3 | | | | | | | | | | 10006198 |
| [illegible] | ARMCO STEEL HAMILTON OH | .250 | 1.50 | .250 | .376 | .376 | | | | | | | | | | | | 10006201 |
| | PARENT CUST. TOT-ARMCO STEEL MID | 4.50 | 85.1 | 4.50 | 43.3 | 8.0 | 10.1 | 25.3 | | | | | | | | | | 10006228 |
| [illegible] | .ASHLAND CHEM CO FRANKLIN LA | | 1.53 | | | | | | | | | | | | | | | 00162833 |
| [illegible] | ASHLAND CHEM CO UNITED LA | | .505 | | | | | | | | | | | | | | | 10083265 |
| | PARENT CUST. TOT-ASHLAND OIL ASH | | 2.03 | | | | | | | | | | | | | | | 00045094 |
| [illegible] | .ATLANTIC STEEL CO ATLANTA GA | | .505 | | | | | | | | | | | | | | | 10007232 |
| [illegible] | .BALL BROS EL MONTE CA | | | | .505 | | .505 | | | | | | | | | | | 10008123 |
| [illegible] | .BETHLEHEM STEEL SEATTLE WA | 11.0 | 26.9 | 11.0 | 5.05 | | 2.53 | 2.53 | | | | | | | | | | 10009596 |
| [illegible] | .BLACKWELL ZINC BLACKWELL OKLA | | 10.1 | | 5.05 | | | 5.05 | | | | | | | | | | 10009779 |
| [illegible] | .BOEING CO AIRP DIV EVERETT WAS | .720 | | .720 | | | | | | | | | | | | | | 00156356 |
| [illegible] | .BOLYNUS-ERIE CO S MILWAUKEE WI | 2.50 | 3.04 | 2.50 | 4.04 | | 1.52 | 2.53 | | | | | | | | | | 10012244 |
| [illegible] | .CARMONDOM NEW CARLISLE IN | 10.0 | | | | | | | | | | | | | | | | 00233366 |
| [illegible] | .CONTINENTAL STEEL KOKOMO IND | | 2.03 | | 5.05 | 1.01 | 4.04 | | | | | | | | | | | 10019336 |
| [illegible] | .WALT DISNEY WORLD BAY LAKE FL | | | | 1.52 | | | .51 | | 1.01 | | | | | | | | 00277436 |
| [illegible] | .DRAVO CORP READING PA | | .505 | | | | | | | | | | | | | | | 00236333 |

430

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | MONTHS LOST THIS YEAR | SALES GOAL THIS YEAR | JAN | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER / MAKE SALES CODE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DISC PCS PCT | | | | | | | | | | | | | | | 024428 | | 999d-030-17 |
| .REPUBLIC PAD MILS MEDIA OHIO | | .700 | | .200 | | .200 | | | | | | | | | | | 00164243 |
| .REPUBLIC STEEL CORP SO CHGO IL | | 48.2 | | | | | | | | | | | | | | | 10067455 |
| REPUBLIC STEEL BUFFALO NY | | 1.61 | | | | | | | | | | | | | | | 10067464 |
| REPUBLIC STEEL CANTON OH | | 16.1 | | | | | | | | | | | | | | | 10067472 |
| REPUBLIC STEEL CORP CLEVE OH | | 12.4 | | | | | | | | | | | | | | | 10067483 |
| REPUBLIC STEEL MASSILLON OH | | 7.69 | | | | | | | | | | | | | | | 10067499 |
| REPUBLIC STEEL WARREN OHIO | | 5.38 | | | | | | | | | | | | | | | 00221019 |
| PARENT CUST. TOT-REPUBLIC STEEL | | 51.4 | | | | | | | | | | | | | | | 10067480 |
| .SPIRE STEEL INC EVANSVILLE IN | | 68.0 | | 22.0 | | | 22.0 | | | | | | | | | | 10327746 |
| .REYNOLDS METALS COM SPGS AR | | 2.00 | | | | | | | | | | | | | | | 10367855 |
| REYNOLDS METALS FESSENA NY | | 25.5 | | | | | | | | | | | | | | | 10367790 |
| PARENT CUST. TOT-REYNOLDS METALS | | 27.5 | | | | | | | | | | | | | | | 10367782 |
| .RICHARDSON PAINT PHILADE PA | | 1.60 | | 1.20 | 1.20 | | | | | | | | | | | | 00224456 |
| .RILCO CASTING CO CLIF FALLS RI | | 1.50 | | | | | | | | | | | | | | | 10368154 |
| .CHERRY BURRELL CEDAR RAPIDS IA | | 4.69 | | | | | | | | | | | | | | | 00150086 |
| PUBLISHAW CORTELL MILFORD CT | | .275 | | | | | | | | | | | | | | | 00136239 |
| PARENT CUST. TOT-PUBLISHAW CORT | | 4.37 | | | | | | | | | | | | | | | 00345322 |
| .ROCKWELL AMO ROSSELVILLE KY | | 28.0 | | | | | | | | | | | | | | | 10368782 |
| .G P RUTSER LANASKA PA | | 9.55 | | | | | | | | | | | | | | | 10368800 |
| .ROPER CORP AT GILEAD OH | | 5.00 | | | | | | | | | | | | | | | 00246504 |
| GEORGE D ROPER NEWARK OH | | 34.0 | | | | | | | | | | | | | | | 10369033 |
| PARENT CUST. TOT-GEORGE D ROPER | | 43.0 | | | | | | | | | | | | | | | 10369033 |
| .BOWER MILLERS BALTIMORE MD | | .121 | | | | | | | | | | | | | | | 00250341 |
| .BACHMAN PAINT RICHMOND VA | | 2.00 | | 1.00 | | 1.00 | | | | | | | | | | | 00251712 |
| .FLT [illegible] CO WORCESTER MA | | 2100 | | 250 | [illegible] | | | | | | | | | | | | 00[illegible] |
| .STANDARD ELEC PICKENS SC | | 1.07 | | | | | | | | | | | | | | | 10370763 |
| .[illegible] CO NORTHFIELD PA | | .150 | | | | | | | | | | | | | | | 10372216 |
| .SCHWARTZ OH LONG ISLD CITY NY | | .520 | | | | | | | | | | | | | | | 00137375 |
| .GLIDDEN CO BALTIMORE MD | | .600 | | .150 | .150 | | | | | | | | | | | | 10333613 |
| GLIDDEN CO READING PA | | 3.05 | | | | | | | | | | | | | | | 10333636 |
| PARENT CUST. TOT-S C M CORP CORT | | 3.65 | | .150 | .150 | | | | | | | | | | | | 00045454 |
| .SEAGOARD CHEM TEXAS MO | | .850 | | .350 | | .350 | | | | | | | | | | | 10336887 |
| .DE SOTO INC BERKELEY CA | | 5.00 | | | | | | | | | | | | | | | 10321871 |
| DE SOTO INC DES PLAINES IL | | .050 | | | | | | | | | | | | | | | 10321928 |

480

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | THIS YEAR FORECAST | SALES CURR YEAR | JAN. | FEB. | MAR. | APR | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAJOR GRP OP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DISC PC-4 PCT | | | | | | | | | | | | | | | 02442B | | 9998-000-17 |
| .POWERS REGULATORS SKOKIE ILL | | .500 | | | | | | | | | | | | | | | 10064525 |
| .NATL STARCH BLOOMFIELD NJ | | 172 | | 63.1 | | | | 63.1 | | | | | | | | | 10063221 |
| PPG EAST POINT GA | | 1.04 | | | | | | | | | | | | | | | 10063442 |
| PPG LAKE CHARLES LA | | 1.80 | | | | | | | | | | | | | | | 00281697 |
| PARENT CUST. TOT-PPG PITTSBURGH | | 175 | | 63.1 | | | | 63.1 | | | | | | | | | 10063445 |
| .PRESTON CAST PARTS PORTLAND C | | | | 54.0 | | | | 54.0 | | | | | | | | | 00227883 |
| .PRESTOLITE-ITLO EL DORADO AR | | .645 | | | | | | | | | | | | | | | 10045557 |
| .PRESTOLITE-WICO W. SPRINGFIELD | | 2.50 | | | | | | | | | | | | | | | 00134694 |
| .PRESTON CO PRINCETON NJ | | .590 | | .590 | .590 | | | | | | | | | | | | 10024827 |
| .PRESTON EQUIP ENG TIPP CITY OH | | .500 | | | | | | | | | | | | | | | 00230950 |
| .CHAMPION PAPER GREEN BAY WISC | | .500 | | | | | | | | | | | | | | | 00216127 |
| .PRODUCTS RESEARCH BURBANK CAL | | 1.78 | | | | | | | | | | | | | | | 00045756 |
| PRODS RESEARCH GLENDALE CA | | 62.0 | | 24.0 | | 24.8 | | | | | | | | | | | 10064856 |
| PRODS RESEARCH GLOUCESTER NJ | | 107 | | 171 | 70.8 | 99.7 | | | | | | | | | | | 10064864 |
| PARENT CUST. TOT-PRODUCTS RESEAR | | 171 | | 195 | 71 | 124 | | | | | | | | | | | 00745756 |
| .PUTTA INDUSTRIES BEAVER CO | | 1.00 | | | | | | | | | | | | | | | 00255742 |
| .PUTTA CORP WILMINGTON CA | | | | .050 | .050 | | | | | | | | | | | | 10065945 |
| .QUALITY COMPONENTS RIDGWAY PA | | | | .950 | | | .950 | | | | | | | | | | 00273568 |
| .RADIATOR SPECIAL CONNECTIC NC | | | | 54.6 | | | | | 54.6 | | | | | | | | 10065768 |
| .RALSTON PURINA MECHANICSBRG PA | | 1.08 | | | | | | | | | | | | | | | 00229597 |
| .RAMADA INN CAST LYNWOOD CA | | 2.00 | | | | | | | | | | | | | | | 10066336 |
| .RANESTON NAMA STRATFORD CT | | 21.0 | | 6.00 | 6.00 | | | | | | | | | | | | 10066459 |
| .RAYFLAD TOPPS PENLO PK CA | | .050 | | | | | | | | | | | | | | | 10066484 |
| .R & T CUTTLES PA | | 5.38 | | | | | | | | | | | | | | | 00135437 |
| .RAD [illegible] PORTING PA | | 2.12 | | | | | | | | | | | | | | | 10065970 |
| .REX SPOT PAINT EVANSVILLE IN | | 3.00 | | 1.30 | 1.30 | | | | | | | | | | | | 10066727 |
| .RICHARDS CHEM JACKSONVILLE FL | | 2.40 | | | | | | | | | | | | | | | 00155275 |
| RICHARDS CHEM ELIZABETH NJ | | 1.20 | | | | | | | | | | | | | | | 10067201 |
| RICHARDS CHEM NIAGRA FALLS NY | | 1.20 | | | | | | | | | | | | | | | 10067197 |
| PARENT CUST. TOT-RICHARDS CHEM | | 4.80 | | | | | | | | | | | | | | | 00045713 |
| .RILEY TAX-CHEM INDIANAPOLIS I | | 5.50 | | | | | | | | | | | | | | | 00276547 |
| .[illegible] CO ELIZABETH NJ | | 6.00 | | | | | | | | | | | | | | | 00226696 |
| .RELIANCE UNIVERSAL N CHGO IL | | 1.50 | | | | | | | | | | | | | | | 10067308 |
| RELIANCE UNIV ROANOKE VA | | 2.40 | | 1.20 | 1.20 | | | | | | | | | | | | 00178209 |
| PARENT CUST. TOT-RELIANCE UNIV L | | 3.90 | | 1.20 | 1.20 | | | | | | | | | | | | 10067286 |
| .REMBURG BALTIMORE MD | | 1.07 | | | | | | | | | | | | | | | 00255785 |

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | PREVIOUS FOR CURR YEAR | SALES CURR YTD | JAN | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER MAP CODE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | DISC PCB PCT | | | | | | | | | | | | | | | 024 | 28 | 9998-000-17 |
| | .OHIO GLASS MARSFIELD OH | | 4.00 | | | | | | | | | | | | | | | 00046809 |
| | .OLIN CORP JOLIET IL | | 3.00 | | | | | | | | | | | | | | | 00243604 |
| | OLIN CORP OMAL OH | | 1.50 | | | | | | | | | | | | | | | 10059178 |
| | ARENT COST. TOT-OLIN CORP NYC N | | 4.50 | | | | | | | | | | | | | | | 00044865 |
| | .ORE-LUBE CORP COLLEGE PT NY | | 8.84 | | | | | | | | | | | | | | | 10059496 |
| | .OSWEGO CASTING OSWEGO NY | | 1.29 | | | | | | | | | | | | | | | 10059674 |
| | .GALE PROD CO GALESBURG IL | | 34.7 | | | | | | | | | | | | | | | 10030331 |
| | JOHNSON MOTORS WAUKEGAN IL | | 78.7 | | | | | | | | | | | | | | | 10042976 |
| | ARENT COST. TOT-OUTBOARD MARINE | | 113 | | | | | | | | | | | | | | | 00044073 |
| | .OWENS ILLINOIS LOS ANGELES CA | | 1.20 | | | | | | | | | | | | | | | 10059879 |
| | OWENS ILL TOLEDO OH | | .138 | | | | | | | | | | | | | | | 10059933 |
| | ARENT COST. TOT-OWENS ILL TOLED | | 1.34 | | | | | | | | | | | | | | | 10059933 |
| | .OZARK HANDRING TULSA OK | | .165 | | | | | | | | | | | | | | | 00257338 |
| | .PARKER HANNIFIN OTSEGO MICH | | 2.00 | | | | | | | | | | | | | | | 00086005 |
| | .PARK NAME PLATE FLUSHING LI NY | | .050 | | | | | | | | | | | | | | | 00176098 |
| | .PARK-OHIO IND CLEV CLEVELAN OH | | 3.00 | | | | | | | | | | | | | | | 00132942 |
| | .PEASLEY PROD STRATFORD CT | | 1.00 | | | | | | | | | | | | | | | 10061237 |
| | .PECO MFG CO INC PORTLAND OR | | 2.00 | | | | | | | | | | | | | | | 00228575 |
| | .PENN REFINERY CLEVELAND OH | | 3.30 | | | | | | | | | | | | | | | 10061527 |
| | .PENNWALT CO KING OF PRUSSIA PA | | 1.80 | | | | | | | | | | | | | | | 10061547 |
| | .PRITO LAY CO LOS ANGELES CA | | .600 | | | | | | | | | | | | | | | 10027686 |
| | .PERMANENT CASTING HOT SPRING AR | | .500 | | | | | | | | | | | | | | | 00161071 |
| | .PHILLIPS DIE SANTA FE SPRING CA | | .500 | | | | | | | | | | | | | | | 00244104 |
| | .PHILLIPS PET BARTLESVILLE OK | | .100 | | | | | | | | | | | | | | | 10062659 |
| | .PIERCE - STEVENS KIMBERTON PA | | 180 | | 90.0 | | 60.0 | 30.0 | | | | | | | | | | 10062926 |
| | .PITT-CONSOL CHEM NEWARK NJ | | 1.80 | | | | | | | | | | | | | | | 00133930 |
| | .POLAROID CORP CAMBRIDGE MA | | .180 | | | | | | | | | | | | | | | 00155136 |
| | .POLYANNA CORP BUTLER PA | | .600 | | | | | | | | | | | | | | | 00266159 |
| | .POLYMER CORP READING PA | | .360 | | | | | | | | | | | | | | | 10063949 |
| | .POLYMERIC SYSTEMS POTTSTOWN PA | | 2.59 | | | | | | | | | | | | | | | 00270679 |
| | .POLYMER INDUSTRIES STAMFORD CT | | | | | | | | | | | | | | | | | 00183563 |
| | .POLYPLASTEX UNITED CHICO CA | | .100 | | | | | | | | | | | | | | | 00264369 |
| | POLYPLASTEX UNITED PINELLAS FL | | 7.00 | | 2.00 | 2.00 | | | | | | | | | | | | 00134422 |
| | ARENT COST. TOT-POLY PLASTEX OK | | 7.10 | | 2.00 | 2.00 | | | | | | | | | | | | 00134309 |
| | .POLYTECH CO ROCKAWAY NJ | | 4.56 | | 1.00 | | 1.00 | | | | | | | | | | | 00250759 |
| | .POTTER CO WESSON MS | | 1.80 | | | | | | | | | | | | | | | 10064287 |

478

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES GOAL FOR CURR YEAR | SALES CURR | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAIN OFF GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | DISC PCB PCT | | | | | | | | | | | | | | | 024428 | | 9998-000-17 |
| | .MOTOROLA INC PHOENIX AZ | | 12.7 | | | | | | | | | | | | | | | 10055571 |
| | .M R PLASTICS MARYLAND HTS MO | | .500 | | | | | | | | | | | | | | | 10047706 |
| | .MUNTERS CORP FT MEYERS FL | | .700 | | 3.00 | | | 3.00 | | | | | | | | | | 00264512 |
| | .MURPHY OIL EL DORADO AR | | 12.7 | | | | | | | | | | | | | | | 00049220 |
| | MURPHY OIL CORP RHINE WISC | | 12.0 | | | | | | | | | | | | | | | 00220914 |
| | PARENT CUST. TOT-MURPHY OIL EL D | | 24.7 | | | | | | | | | | | | | | | 00049220 |
| | .NASHUA-DUTCH BRAND CHICAGO IL | | 13.6 | | | | | | | | | | | | | | | 00152900 |
| | NASHUA CORP MERRIMAC NH | | 256 | | 44.0- | 50.2- | | 6.2 | | | | | | | | | | 00245240 |
| | PARENT CUST. TOT-NASHUA CORPORAT | | 272 | | 44.0- | 50.2- | | 6.2 | | | | | | | | | | 10056055 |
| | .NATL BRONZE PWDR FRANKLIN PK I | | .400 | | .200 | | | .200 | | | | | | | | | | 00182974 |
| | .NATL CASH REGIS DAYTON OH | | 347 | | | | | | | | | | | | | | | 10056349 |
| | NATL CASH REG CO PORTAGE WI | | 506 | | | | | | | | | | | | | | | 00094145 |
| | PARENT CUST. TOT-NATL CASH REGIS | | 853 | | | | | | | | | | | | | | | 10056349 |
| | .NATIONAL CHE & PL BALTIMORE MD | | .300 | | | | | | | | | | | | | | | 00210978 |
| | .POLYMER DISP FAIRPORT HBR OH | | | | .050 | | | .050 | | | | | | | | | | 10063922 |
| | U S IND CHEM DIV CINCINNATI OH | | .050 | | | | | | | | | | | | | | | 00143365 |
| | PARENT CUST. TOT-NATL DISTILLERS | | .050 | | .050 | | | .050 | | | | | | | | | | 00044702 |
| | .NATL EXPANSION JOINT OAKLND CA | | 3.40 | | 1.80- | 1.80- | | | | | | | | | | | | 00263907 |
| | .NATL METALLURG SPRINGFIELD OR | | 1.00 | | | | | | | | | | | | | | | 00224472 |
| | .NATL STARCH BOUND BROOK NJ | | 304 | | | | | | | | | | | | | | | 00086576 |
| | NATL STARCH LINDEN NJ | | 160 | | 128 | 64.0 | 32.0 | 32.0 | | | | | | | | | | 00269751 |
| | NATL STARCH PLAINFIELD NJ | | 56.0 | | | | | | | | | | | | | | | 10056969 |
| | PARENT CUST. TOT-NATL STARCH - C | | 520 | | 128 | 64.0 | 32.0 | 32.0 | | | | | | | | | | 00044814 |
| | .NAZAR RUBBER CO TOLEDO OH | | 7.20 | | 1.80 | | 1.20 | .60 | | | | | | | | | | 10057140 |
| | .NEGOCIATE ENG LOS ANGE CA | | 1.00 | | | | | | | | | | | | | | | 00131458 |
| | .NEW ENGLAND PETROL KINGSTON NY | | 46.4 | | | | | | | | | | | | | | | 00255068 |
| | .NEW YORK BRONZE ELIZABETH NJ | | 1.50 | | | | | | | | | | | | | | | 00216755 |
| | .NORTH AMER PAINT WANAMASSA NJ | | 1.62 | | .450 | .450 | | | | | | | | | | | | 00242276 |
| | .NORTH ELECTRIC CANTON OH | | 2.10 | | .500 | .500 | | | | | | | | | | | | 10058155 |
| | .NORTHERN MALL IRON ST PAUL MN | .650 | 1.29 | .650 | | | | | | | | | | | | | | 10058279 |
| | .NVF CO KENNETT SQ PA | | 38.5 | | 21.0 | 21.0 | | | | | | | | | | | | 10055903 |
| | .OAK MFG LOS ANGELES CA | | .645 | | | | | | | | | | | | | | | 10058775 |

477

-IN THOUSANDS OF POUNDS AND DOLLARS-

| 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 ID / MAJR GRD GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PARENT CUST. TOT-MCCULLOCH CORP | | 5.50 | | | | | | | | | | | | | | | 00128805 |
| DISC PCB PCT | | | | | | | | | | | | | | | 024428 | | 9998-000-17 |
| .MCCONNELL DOUGLAS SANTA MON CA | | 1.94 | | | | | | | | | | | | | | | 00210595 |
| .MC GRAW EDISON JEFF CITY MO | | 2.56 | | | | | | | | | | | | | | | 10045628 |
| MCGRAW EDISON SOUTH MI WI | | 6.60 | | | | | | | | | | | | | | | 00128910 |
| PARENT CUST. TOT-MC RAW EDISON C | | 9.18 | | | | | | | | | | | | | | | 00044687 |
| .MERCER ALLOYS CREENVILLE PA | | .536 | | | | | | | | | | | | | | | 00246282 |
| .MERCER ALLOYS CREENVILLE PA | | 1.08 | | | | | | | | | | | | | | | 00244465 |
| .MERCO PRODUCTS CRANSTON R I | | .650 | | | | | | | | | | | | | | | 00216018 |
| .METAL CLADDING N TONAWANDA NY | | 2.00 | | | | | | | | | | | | | | | 00228699 |
| .METALART BUCKLE PROVIDENCE RI | | 1.50 | | | | | | | | | | | | | | | 00251917 |
| .MICRO SWITCH FREEPORT IL | | .138 | | | | | | | | | | | | | | | 10052319 |
| .MIDWEST FOUNDRY COLDWATER MI | | 5.00 | | | | | | | | | | | | | | | 00220175 |
| .MIDWEST MACH MARYSVILLE MI | 10.0 | .645 | | | | | | | | | | | | | | | 10052513 |
| .MILLER TOOL-DIE CO JACKSON MI | | 8.50 | | | | | | | | | | | | | | | 00247378 |
| .REFINED PROD DV LYNDHURST NJ | | .520 | | | | | | | | | | | | | | | 10066891 |
| .MINN MIN & MFG GUIN AL | | .330 | | | | | | | | | | | | | | | 00272973 |
| MINN MIN - MFG LOS ANGELES CA | | | | .900 | .900 | | | | | | | | | | | | 10052712 |
| MINN MIN - MFG WAYNE MI | | 165 | | 129 | 119 | 10 | | | | | | | | | | | 10052963 |
| MINN MIN CHEMOLITH SIDING MN | | .520 | | | | | | | | | | | | | | | 10052971 |
| MINN MIN-MFG HUTCHINSON MN | | 1.20 | | .600 | .600 | | | | | | | | | | | | 00222674 |
| MINN MIN - MFG ST PAUL MN | | 8.10 | | 24.5 | 14.9 | .1 | 9.6 | | | | | | | | | | 10053013 |
| MINN MIN - MFG SPRINGFIELD MO | | | | .500 | .500 | | | | | | | | | | | | 10053021 |
| MINN MIN - MFG FREEHOLD NJ | | 21.2 | | 15.0 | 15.0 | | | | | | | | | | | | 10053099 |
| MINN MIN - MFG BRISTOL PA | | 4.20 | | 1.10 | .500 | | | .600 | | | | | | | | | 10053072 |
| PARENT CUST. TOT-MINN MIN - MFG | | 200 | | 171 | 151 | 10 | 10 | 1 | | | | | | | | | 10053013 |
| .MOBIL CHEM KANKAKEE ILL | | 16.0 | | 4.00 | 4.00 | | | | | | | | | | | | 10053638 |
| MOBIL CHEM EDISON NJ | | 38.0 | | 15.0 | 5.0 | | 10.0 | | | | | | | | | | 10053676 |
| MOBIL OIL DIV PALLSBORO NJ | | .150 | | | | | | | | | | | | | | | 10054370 |
| PARENT CUST. TOT-MOBIL OIL CORP | | 54.2 | | 19.0 | 9.0 | | 10.0 | | | | | | | | | | 10054443 |
| .MODERN OIL CASTING CHGO IL | | 1.00 | | | | | | | | | | | | | | | 10054524 |
| .MODERN HANDL ALABASTER AL | | .690 | | | | | | | | | | | | | | | 00264059 |
| .CHEMSTRAND RES CTR DURHAM NC | | .120 | | | | | | | | | | | | | | | 10015979 |
| .STD T CHEM CHICAGO IL | | .600 | | | | | | | | | | | | | | | 10075270 |
| STD T CHEM INC STAT ISL NY | | 201 | | 86.8 | 57.8 | | 29.0 | | | | | | | | | | 10075300 |
| STANDARD T CHEMICA DALLAS TX | | .050 | | | | | | | | | | | | | | | 00139025 |
| PARENT CUST. TOT-MONTGOMERY WARD | | 202 | | 86.8 | 57.8 | | 29.0 | | | | | | | | | | 00044725 |

476

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | 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 ID / MAIR CED OF |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | DISC PCB PCT | | | | | | | | | | | | | | | 024428 | | 9998-000-17 |
| | .KENDALL CO BARRINGTON IL | | .200 | | | | | | | | | | | | | | | 10043794 |
| | .KENT PLASTICS EVANSVILLE IN | | .600 | | | | | | | | | | | | | | | 10043946 |
| | .KIFSTROM INC GRAND RAPIDS MI | | .500 | | | | | | | | | | | | | | | 00249157 |
| | .KOFLER MCLISTER PT DENVER CO | | 1.80 | | | | | | | | | | | | | | | 10044642 |
| | .KOMAREK-GREAVES ROSEMONT IL | | .138 | | | | | | | | | | | | | | | 00244759 |
| | .KOPPERS COMPANY RICHMOND CA | | 31.0 | | | | | | | | | | | | | | | 10044753 |
| | KOPPERS COMPANY NEWARK NJ | | 30.0 | | 9.00 | 9.00 | | | | | | | | | | | | 10044790 |
| | KOPPERS CO BRIDGEVILLE PA | | 3.60 | | | | | | | | | | | | | | | 10044820 |
| | ARENT CUST. TOT-KOPPERS CO PITT | | 64.6 | | 9.00 | 9.00 | | | | | | | | | | | | 00044571 |
| | .KRISTAL KRAFT INC PALMETTO FL | | 4.16 | | | | | | | | | | | | | | | 00237981 |
| | .KUX MACH DES PLAINES ILL | | 1.00 | | | | | | | | | | | | | | | 10044995 |
| | .LANE COMPANY ALTAVISTA VA | | 4.27 | | | | | | | | | | | | | | | 10045363 |
| | .LAVA CORP CHICAGO IL | | | | 22.0 | | | | | 22.0 | | | | | | | | 00127388 |
| | .LECTROMELT CORP PITTSBURG PA | | .184 | | | | | | | | | | | | | | | 00253766 |
| | .LOE METAL PROD ARLINGTON TX | | .600 | | | | | | | | | | | | | | | 00257660 |
| | .LESTER INDUSTRIES INC BLDFRD C | | 40.0 | | | | | | | | | | | | | | | 10046033 |
| | .L & L WHITEMETALS CARLSTADT NJ | | 1.00 | | | | | | | | | | | | | | | 00215538 |
| | .L N P POLYMERS TRUMBALE PA | | 13.7 | | 11.5 | 11.5 | | | | | | | | | | | | 00206981 |
| | .LOS ANGELES DIE LOS ANGELES CA | | 6.95 | | | | | | | | | | | | | | | 00127906 |
| | .LUBRIZOL CORP WICKLIFFE OHIO | | .100 | | | | | | | | | | | | | | | 00000025 |
| | .LYONS DIECASTING HOLLAND MI | | 2.00 | | | | | | | | | | | | | | | 00120112 |
| | LYONS DIECASTING BUCKNER MO | | 5.00 | | | | | | | | | | | | | | | 10047625 |
| | ARENT CUST. TOT-LYONS DIECASTIN | | 7.00 | | | | | | | | | | | | | | | 10047625 |
| | .MAAS & WALDSTEIN NEWARK NJ | | 3.94 | | | | | | | | | | | | | | | 00126252 |
| | .MACHINE WATERBURY CONN | | .050 | | | | | | | | | | | | | | | 00126999 |
| | .MACIE PROS FRANKLIN PARK IL | | 2.50 | | | | | | | | | | | | | | | 10046036 |
| | .MACKESTON CASTING H P PA | | 9.00 | | | | | | | | | | | | | | | 10048079 |
| | .MALTER MAGUIRE PEEKSKILL NY | | 1.72 | | .200 | .200 | | | | | | | | | | | | 00261323 |
| | .MALLORY CAPACITOR WAYNESBOR TN | | 44.7 | | | | | | | | | | | | | | | 00210143 |
| | .MALTER INTL CORP GRETNA LA | | 1.70 | | .150 | .150 | | | | | | | | | | | | 00251660 |
| | .MANHATTAN ADDES BROOKLYN NY | | 173 | | 42.0 | | 42.0 | | | | | | | | | | | 10046419 |
| | .MARKEN MACHINE KEENE NH | | .050 | | | | | | | | | | | | | | | 00126619 |
| | .MARTIN MARIETTA CORP DENVER CO | | .120 | | | | | | | | | | | | | | | 00176435 |
| | .MASTER BUILDERS BUFFALO NY | | 48.0 | | 12.0 | | 12.0 | | | | | | | | | | | 00126651 |
| | .J F MCCAUGHIN ROSEMEAD CA | | | | 45.0 | | | | 45.0 | | | | | | | | | 00277827 |
| | .MCCLOSKEY VARN PHIL PA | | 7.50 | | 2.00 | 2.00 | | | | | | | | | | | | 10044431 |
| | .MCCULLOCH CORP LOS ANGE CA | | 4.00 | | | | | | | | | | | | | | | 00126605 |
| | MCCULLOCH CORP SANTE FE SPR CA | | 1.50 | | | | | | | | | | | | | | | 00253847 |

475

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | NOT USED | MONTH CURR YEAR | JAN. | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUSTOMER NUMBER |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | DI C PCS PCT | | | | | | | | | | | | | | | 024428 | | 9998-033-17 |
| | .INTC CAST PROD GARDENA CA | | 4.98 | | | | | | | | | | | | | | | 10041171 |
| | .INTL FORGING BELFORD MA | | 1.20 | | | | | | | | | | | | | | | 00266614 |
| | .INTL HARVESTER CHICAGO IL | | 43.0 | | | | | | | | | | | | | | | 00215925 |
| | SOLAR DIV INTL HAR SAN DIEG CA | | .100 | | | .050 | | .050 | | | | | | | | | | 00136363 |
| | PARENT CUST. TOT-INTL HARVESTER | | 43.1 | | | .050 | | .050 | | | | | | | | | | 10041279 |
| | .STRESS-REDUCER PENSAVILLE,ILL | | .180 | | | .150 | | .150 | | | | | | | | | | 10375420 |
| | .INTL PAPER SCHERVILLE PA | | .200 | | | | | | | | | | | | | | | 00172476 |
| | .UNIVERSITY OF IOWA IA CITY IA | | .050 | | | | | | | | | | | | | | | 00197513 |
| | .INTCO INDUSTRIES EUGENE OR | | 10.5 | | | | | | | | | | | | | | | 00243420 |
| | .ISLIP TOWN OF HOLBROOK NY | | 6.00 | | | | | | | | | | | | | | | 00236368 |
| | .ITT CANNON ELC SANTA ANA CA | | 2.50 | | | | | | | | | | | | | | | 10042127 |
| | ITT SUPERKANT CLINTON MASS | | .250 | | | | | | | | | | | | | | | 00223239 |
| | PARENT CUST. TOT-ITT NEW YORK NY | | 7.75 | | | | | | | | | | | | | | | 00344512 |
| | .JAMESTOWN FINISHES JAMSTN NY | | 6.50 | | | | | | | | | | | | | | | 10042313 |
| | .JEFFREY MANF FALLSTINGER PA | | 4.84 | | | | | | | | | | | | | | | 00243351 |
| | .JET-SHAPES INC ROCKLEIGH NJ | | 3.00 | | | 1.50 | 1.50 | | | | | | | | | | | 00253162 |
| | .J G CHEMISTS MURRAY KY | | .52 | | | | | | | | | | | | | | | 00262935 |
| | .JOHNSON-JOHNSON NW BRUNSWICK NJ | | .050 | | | | | | | | | | | | | | | 10042933 |
| | MITHACHE NEW BRUNSWICK NJ | | 12.5 | | | 9.50 | 4.75 | 4.75 | | | | | | | | | | 10351946 |
| | PARENT CUST. TOT-JOHNSN-JOHNSN N | | 12.6 | | | 9.50 | 4.75 | 4.75 | | | | | | | | | | 10042933 |
| | .JOINS MANVILLE FRNVILLE NJ | | .050 | | | | | | | | | | | | | | | 10042895 |
| | .JOLTON PAINT FOREST PARK ILL | | 1.04 | | | | | | | | | | | | | | | 00164755 |
| | .JOLLY MFG DEERFIELD PARK IL | | 1.05 | | | 3.00 | 3.00 | | | | | | | | | | | 00275253 |
| | .JOLLYN MFG CO CHICAGO IL | | 1.70 | | | | | | | | | | | | | | | 10043166 |
| | .JOLLYN MFG & SUPPLY LIMA NY | | 1.35 | | | .900 | | .900 | | | | | | | | | | 00280054 |
| | .KAISER ALUM & CH PLEASANTON CA | | 1.29 | | | | | | | | | | | | | | | 00213047 |
| | KAISER ALUM-CHEM TACOMA WASH | | 1.25 | | | | | | | | | | | | | | | 00154295 |
| | KAISER GYPSUM ANTIOCH CALIF | | .100 | | | | | | | | | | | | | | | 00263257 |
| | PARENT CUST. TOT-KAISER INDUST P | | 2.68 | | | | | | | | | | | | | | | 00345616 |
| | .KANSAS PT - COLER WICHITA KS | | .600 | | | | | | | | | | | | | | | 10393476 |
| | .KAYCRT BCRYLCO BOYERTOWN PA | | | | | | | | | | | | | | | | | 10043549 |
| | . KEE BOX MFG ROCHESTER NY | | .100 | | | | | | | | | | | | | | | 00340625 |
| | KEYSTONE CHEMICAL CO TRENTON NJ | | .050 | | | | | | | | | | | | | | | 00197764 |
| | .KELSEY HAYES CO ROCKFORD IL | | 42.0 | | | | | | | | | | | | | | | 10043751 |
| | KELSEY HAYSE CO DETROIT MI | | 10.0 | | | | | | | | | | | | | | | 00212032 |
| | PARENT CUST. TOT-KELSEY HAYSE CO | | 52.0 | | | | | | | | | | | | | | | 00212032 |

474

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES DIV. FOR CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJR CUST OP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DISC PCT PCT | | | | | | | | | | | | | | | 024428 | | 9998-000-17 |
| .HARTIN PT - FILLER KEARNEY NJ | | .050 | | .050 | | | .050 | | | | | | | | | | 10037018 |
| .HARVILL MACHINE CORONA CA | | 1.00 | | | | | | | | | | | | | | | 00253995 |
| HARVILL MACHINE PERRIS CA | | 2.50 | | | | | | | | | | | | | | | 00170461 |
| PARENT CUST. TOT-HARVILL MACHINE | | 3.50 | | | | | | | | | | | | | | | 00170461 |
| .HASKELL CHEM RICHMOND VA | | .050 | | | | | | | | | | | | | | | 10037065 |
| .HAVENLY PRODUCTS CO DETROIT MI | | 1.50 | | | | | | | | | | | | | | | 10037190 |
| .HAYS MFG ERIE PA | | 1.00 | 1.00 | | | | | | | | | | | | | | 00123692 |
| .HENKEL INC HOBOKEN NJ | | .600 | | | | | | | | | | | | | | | 00222100 |
| .HERCULES WILMINGTON DE | | .100 | | | | | | | | | | | | | | | 10037557 |
| HERCULES INC RADFORD VA | | 1.05 | | | | | | | | | | | | | | | 00123919 |
| PARENT CUST. TOT-HERCULES WILMIN | | 1.15 | | | | | | | | | | | | | | | 10037557 |
| .HONEYWELL INC CARDENA CA | | 4.00 | | | | | | | | | | | | | | | 10036529 |
| HONEYWELL INC FOPKINS MINN | | 10.0 | | | | | | | | | | | | | | | 00157317 |
| HONEYWELL NEW BRIGHTON MN | | 15.0 | | | | | | | | | | | | | | | 10036561 |
| PARENT CUST. TOT-HONEYWELL INC S | | 29.0 | | | | | | | | | | | | | | | 00046450 |
| .HOOKER CHEM HICKSVILLE NY | | 3.60 | | | | | | | | | | | | | | | 10036677 |
| .HOT SPRING [illegible] HOT SPRING A | | 1.00 | | | | | | | | | | | | | | | 00211652 |
| .HOWNET CORP DOVER NJ | | 3.60 | | | | | | | | | | | | | | | 00251476 |
| .HUBBELL LIGHTING CV BURBANK CA | | 2.00 | | | | | | | | | | | | | | | 10072077 |
| .HURON RUBBER CO PT HURON MI | | 5.00 | | 2.50 | | 2.50 | | | | | | | | | | | 00262138 |
| .HYATT DIE CASTNG - ENG CYPR CA | | 4.19 | | | | | | | | | | | | | | | 00151378 |
| .HYDRAULIC SERVICE CHELTENHM PA | | 1.00 | | | | | | | | | | | | | | | 00236575 |
| .TOT AMERICA INC ATLAS POINT DE | | 2.03 | | | | | | | | | | | | | | | 10007283 |
| .ILLINOIS ADHESIVE CHICAGO IL | | 206 | | 63.0 | | 43.0 | 20.0 | | | | | | | | | | 10040019 |
| .ILL BRONZE FOX LAKE ZURISH IL | | 5.00 | | 2.50 | 2.50 | | | | | | | | | | | | 10040035 |
| .INTERNAL COATINGS BIRMINGH AL | | 1.00 | | .500 | .500 | | | | | | | | | | | | 00125423 |
| .INDUSTRIAL CASTINGS CLEV OH | | 3.00 | | | | | | | | | | | | | | | 10040272 |
| .INDUST LATEX WALLINGTON NJ | | .500 | | .250 | .250 | | | | | | | | | | | | 10040388 |
| .INDUSTRIAL SYSTEMS CLIFTON VA | | .150 | | | | | | | | | | | | | | | 00220890 |
| .INLAND STL 1 COLE STRP E CH IN | | 60.3 | | | | | | | | | | | | | | | 10040566 |
| .INMONT CO ANAHEIM CA | | .100 | | | | | | | | | | | | | | | 10042914 |
| INMONT CORP ST LOUIS MO | | 19.2 | | 4.20 | 4.20 | | | | | | | | | | | | 10040639 |
| INMONT CORP ELIZABETH NJ | | 1.20 | | | | | | | | | | | | | | | 10040744 |
| PARENT CUST. TOT-INMONT CORP NYC | | 20.5 | | 4.20 | 4.20 | | | | | | | | | | | | 00044482 |
| .INTERPACE IONE CA | | 3.00 | | | | | | | | | | | | | | | 10004055 |
| .IBM CORP SAN JOSE CA | | .055 | | | | | | | | | | | | | | | 10041082 |

473

-IN THOUSANDS OF POUNDS AND DOLLARS-

| NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES GOAL FOR CURR YEAR | CURR YTD | JAN | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJR CRD GR |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DISC PUT PUT | | | | | | | | | | | | | | | 024428 | | 9998-000-17 |
| .GENTEX CORP CARBONDALE PA | | 2.40 | | 1.60 | 1.00 | .60 | | | | | | | | | | | 10033268 |
| .P O GEORGE COMPANY ST LOUIS MO | | 2.27 | | 1.80 | .60 | 1.20 | | | | | | | | | | | 10033276 |
| .GEORGIA INST-TECH ATLANTA CA | | .520 | | | | | | | | | | | | | | | 00248452 |
| .GRAITY SCHULTZ CORP TOLEDO OH | | 37.5 | | | | | | | | | | | | | | | 00164429 |
| .GIFSON HOWARD CO CLEVELAND OH | | .050 | | | | | | | | | | | | | | | 10033535 |
| .GILBERT SPRUANCE PHILA PA | | .600 | | | | | | | | | | | | | | | 10074819 |
| .GILMORE IND INC CLEVELANDOH | | 4.35 | | | | | | | | | | | | | | | 00244775 |
| .GIM METAL PROD CABLE PLACE NY | | 4.00 | | | | | | | | | | | | | | | 00196323 |
| .N C GINTHER GAS PLT GILLETE WY | | 1.80 | | | | | | | | | | | | | | | 00232615 |
| .GOLDEN STAR POL NO KAN CITY MO | | .050 | | | | | | | | | | | | | | | 10034027 |
| .B F GOODRICH AVON LAKE OH | | .600 | | | | | | | | | | | | | | | 10034132 |
| B F GOODRICH AKRON OH | | .050 | | | | | | | | | | | | | | | 10034191 |
| B F GOODRICH PORT NECHES TX | | 16.2 | | | | | | | | | | | | | | | 00231177 |
| PARENT CUST: TOT-B F GOODRICH AK | | 16.9 | | | | | | | | | | | | | | | 10034191 |
| .GOODYEAR TIRE NIAGARA FALLS NY | | 8.00 | | | | | | | | | | | | | | | 00148067 |
| GOODYEAR TIRE AKRON OH | | .600 | | 3.60 | | 3.60 | | | | | | | | | | | 10034698 |
| GOODYEAR TIRE ST MARYS OH | | .100 | | .050 | .050 | | | | | | | | | | | | 10034728 |
| PARENT CUST: TOT-GOODYEAR TIRE A | | 8.90 | | 3.65 | .05 | 3.60 | | | | | | | | | | | 10034698 |
| .DOBBIS CHEMICALS SHARONVI OH | | .600 | | | | | | | | | | | | | | | 00115765 |
| W R GRACE MARCO CHEM PERDS NJ | | 10.5 | | | | | | | | | | | | | | | 10035066 |
| W R GRACE MARCO LINDEN NJ | | .350 | | | | | | | | | | | | | | | 10046753 |
| W R GRACE N BERGEN NJ | | 36.0 | | 6.00 | | 6.00 | | | | | | | | | | | 10034965 |
| W R GRACE HOUSTON TX | | 12.0 | | | | | | | | | | | | | | | 00260665 |
| PARENT CUST: TOT-W R GRACE NEW Y | | 59.5 | | 6.00 | | 6.00 | | | | | | | | | | | 00045489 |
| .GREAT WESTERN CHEM OAKLAND CA | | 1.56 | | | | | | | | | | | | | | | 10035465 |
| GREAT WESTERN CHEM RICHMOND CA | | 22.1 | | 2.50 | 2.50 | | | | | | | | | | | | 10035473 |
| GREAT WESTERN CHEM TIGARD OR | | 54.0 | | | | | | | | | | | | | | | 10035511 |
| GREAT WESTERN CHEM SEATTLE WA | | 6.15 | | 8.00 | | 3.50 | 4.50 | | | | | | | | | | 10035546 |
| PARENT CUST: TOT-GREAT WESTERN C | | 83.7 | | 10.5 | 2.50 | 3.50 | 4.50 | | | | | | | | | | 00276022 |
| .GUNERAT CO CHICAGO ILL | | 2.40 | | | | | | | | | | | | | | | 10035937 |
| .GULF STATE TUBE ROSENBERG TX | | 9.50 | | | | | | | | | | | | | | | 10036127 |
| .GULTON INDUSTRIES METUCHEN NJ | | .250 | | | | | | | | | | | | | | | 10036143 |
| .GUYAN ACH CO LOGAN WV | | .150 | | | | | | | | | | | | | | | 00248029 |
| .HAMKE ASSOCIATES COLUMBIA SC | | .100 | | | | | | | | | | | | | | | 00261645 |
| .HANNA NICKLE SMELT RIDDLE OR | | 15.5 | | | | | | | | | | | | | | | 10036747 |
| .HANDMAN INC BELLEVILLE NJ | | 10.1 | | 4.13 | 4.13 | | | | | | | | | | | | 10036879 |

472

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES QUAL FOR CURR YEAR | SALES CURR YEAR | JAN. | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJ GRD OP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | DISC PCT PCT | | | | | | | | | | | | | | | 0244 | 28 | 9998-000-17 |
| | | H B FULLER COMPANY EDISON NJ | | .150 | | | | | | | | | | | | | | | 10029996 |
| | | H B FULLER MEMPHIS TN | | 7.50 | | | | | | | | | | | | | | | 10030056 |
| | | H B FULLER CO CINCINNATI OHIO | | | | 2.25 | | | | 2.25 | | | | | | | | | 00214302 |
| | | PARENT CUST. TOT-H B FULLER ST P | | 505 | | 177 | 30 | 31 | 114 | 2 | | | | | | | | | 10030072 |
| | | .FUSITE CORP CINCINNATI OH | | .700 | | | | | | | | | | | | | | | 00235938 |
| | | .GARD IND BLK GROVE ILL | | 4.50 | | 1.50 | | 1.50 | | | | | | | | | | | 10030420 |
| | | .GM-DELCO BATTERY ANAHEIM CA | | 6.00 | | | | | | | | | | | | | | | 10032511 |
| | | GM-DELCO REMY ANDERSON IN | | 6.00 | | | | | | | | | | | | | | | 10032601 |
| | | GM-CENTRAL FOUNDRY BEDFORD IN | | 147 | | | | | | | | | | | | | | | 10032792 |
| | | GM-DELCO RADIO KOKOMO IN | | 20.0 | | | | | | | | | | | | | | | 10032852 |
| | | GM-DELCO BATTERY MUNCIE IN | | 6.00 | | | | | | | | | | | | | | | 10032828 |
| | | GM-CHEVROLET BAY CITY MI | | 121 | | | | | | | | | | | | | | | 00164542 |
| | | GM-AC SPARK PLUG FLINT MI | | 36.0 | | | | | | | | | | | | | | | 00246794 |
| | | GM-BUICK FLINT MI | | 59.0 | | | | | | | | | | | | | | | 10032555 |
| | | GM-PONTIAC PONTIAC MI | | 80.0 | | | | | | | | | | | | | | | 10032562 |
| | | GM-CHEVY GREY IRON SAGINAW MI | | 48.0 | | | | | | | | | | | | | | | 10032571 |
| | | GM-CENTRAL FOUNDRY SAGINAW MI | | 1.00 | | | | | | | | | | | | | | | 10032614 |
| | | GM-[illegible] DEPARTURE CLARK NJ | | 17.0 | | | | | | | | | | | | | | | 10032657 |
| | | GM-CHEVROLET BUFFALO NY | 18.8 | 6.95 | 18.8 | | | | | | | | | | | | | | 10032849 |
| | | GM-CHEVROLET TONAWANDA NY | | 3.23 | | | | | | | | | | | | | | | 10032733 |
| | | GM-CENTRAL FOUNDRY DEFIANCE OH | | 15.0 | | | | | | | | | | | | | | | 10032822 |
| | | PARENT CUST. TOT-GENERAL MOTORS | 18.8 | 571 | 18.8 | | | | | | | | | | | | | | 00157279 |
| | | .GENL ELEC FORT SMITH AR | | 1.00 | | | | | | | | | | | | | | | 10031583 |
| | | GEN ELEC DANVILLE IL | | 4.00 | | 2.00 | 2.00 | | | | | | | | | | | | 10031400 |
| | | GEN ELEC FOSSEL FT WAYNE IN | | 1.00 | | | | | | | | | | | | | | | 10031685 |
| | | GEN ELEC CHELSEA MA | | .600 | | | | | | | | | | | | | | | 10031543 |
| | | GEN ELEC HENDERSONVILLE NC | | | | | | | | | | | | | | | | | 10031419 |
| | | GEN ELEC FORT EDWARDS NY | | 8.32 | | 5.00 | | 5.00 | | | | | | | | | | | 00249467 |
| | | GEN ELEC HUDSON FALLS NY | | | | 5.20 | | | | 5.20 | | | | | | | | | 10031931 |
| | | GENERAL ELECTRIC TONAWANDA N Y | | .500 | | | | | | | | | | | | | | | 00186899 |
| | | GEN ELEC CONNECTICUT OH | | 275 | | | | | | | | | | | | | | | 10031923 |
| | | GEN ELEC COLUMBIA TN | | 14.3 | | 14.0 | 7.00 | 3.50 | 3.50 | + | | | | | | | | | 00252182 |
| | | PARENT CUST. TOT-GEN ELEC SCHENE | | 304 | | 26.2 | 9.00 | 8.50 | 3.50 | 5.20 | | | | | | | | | 10031850 |
| | | .GENL FORMULATIONS SPARTA MI | | .100 | | | | | | | | | | | | | | | 10032369 |
| | | .GENERAL MILLS KANKAKEE ILL | | 6.00 | | | | | | | | | | | | | | | 10032474 |
| | | GENERAL MILLS MINN MINN | | .050 | | | | | | | | | | | | | | | 10032490 |
| | | PARENT CUST. TOT-GENERAL MILLS M | | 6.05 | | | | | | | | | | | | | | | 10032490 |
| | | .GENERAL PRINTING INK PHILA PA | | .050 | | | | | | | | | | | | | | | 00179418 |

471

-IN THOUSANDS OF POUNDS AND DOLLARS-

| G | SS | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES GOAL FOR CURR YEAR | SALES CURR YEAR | JAN | FEB | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST NO / MAJ G-S CO |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | PYDRAUL 15.-A. | | | | | | | | | | | | | | | 01899A | | 4591-151-17 |
| | | .ZAPATA OFFSHORE CO HOUSTON TX | | 16.2 | | | | | | | | | | | | | | | 00231924 |
| | | TOTAL PRODUCT * * * * * * * LB | 310 | 887 | 240 | 238 | 64.2 | 60.4 | 74.0 | 8.6 | 10.6 | | | | | | | | 4591-151-17 |
| | | 00 TOT MAJOR PYDRAUL 15GA LB | 310 | 887 | 240 | 238 | 64.2 | 60.4 | 74.0 | 8.6 | 10.6 | | | | | | | | |
| | | PYDRAUL A-200B | | | | | | | | | | | | | | | 01828A | | 4555-300-17 |
| | | .ALCA CORP READVILLE PA | 5.50 | 4.87 | 5.50 | 3.25 | | | 1.08 | 1.08 | 1.08 | | | | | | | | 10000336 |
| | | .ALUMINUM CO LAFAYETTE IN | 40.0 | 31.4 | 40.0 | 18.9 | | 8.1 | | 10.8 | | | | | | | | | 10002768 |
| | | ALUMINUM CO CRESSONA PA | 4.00 | 10.8 | 4.00 | 20.5 | 2.7 | 3.2 | | 8.7 | 11.4 | | | | | | | | 10002877 |
| | | ALUMINUM CO MALAGA WA | .720 | .541 | .720 | .541 | .541 | | | | | | | | | | | | 10002958 |
| | | ALUMINUM CO VANCOUVER WA | 12.5 | 33.5 | 12.5 | 13.0 | | 6.49 | | | 6.49 | | | | | | | | 10002966 |
| | | PARENT COST. TOT=ALUMINUM CO PIT | 57.2 | 76.3 | 57.2 | 59.5 | 3.2 | 17.9 | | 19.5 | 18.4 | | | | | | | | 00045003 |
| | | .AMERICAN MFG CO GREENSBURG IN | | .100 | | | | | | | | | | | | | | | 00264113 |
| | | .AMERICAN SMELT & REF TACOMA WA | | | | .541 | | | .541 | | | | | | | | | | 00276774 |
| | | .ANCHOR COUPLING CO LIBERTYVILLE IL | | .050 | | | | | | | | | | | | | | | 00106665 |
| | | .ARMCO STEEL ASHLAND KY | 35.0 | 16.2 | 35.0 | 10.8 | 5.41 | | 5.41 | | | | | | | | | | 10036171 |
| | | ARMCO STEEL MIDDLETOWN OH | 140 | 80.0 | 140 | 13.0 | 13.0 | | | | | | | | | | | | 10036228 |
| | | PARENT COST. TOT=ARMCO STEEL MID | 175 | 96.2 | 175 | 23.8 | 18.4 | | 5.4 | | | | | | | | | | 10036228 |
| | | .BAKER DIE & TOOL SHREVESHREVESH LA | | 2.71 | | | | | | | | | | | | | | | 00266353 |
| | | .BAKER-CLAREVILLE SANTA FE SP CA | | .200 | | | | | | | | | | | | | | | 00262733 |
| | | .BELDEN CORP BRIGHT-PAT AFD OH | | | | 7.57 | | 7.57 | | | | | | | | | | | 00275492 |
| | | BENDIX CORP ROCHESTER NY | | 13.3 | | .541 | | | | | .541 | | | | | | | | 00111430 |
| | | BENDIX CORP SIDNEY NY | 5.00 | 21.6 | 5.00 | | | | | | | | | | | | | | 10030278 |
| | | PARENT COST. TOT=BENDIX CORP DET | 5.00 | 34.9 | 5.00 | 8.12 | | 7.57 | | | .54 | | | | | | | | 00045551 |
| | | .BETHLEHEM STEEL SEATTLE WA | 5.40 | 8.11 | 5.40 | | | | | | | | | | | | | | 10079596 |
| | | .BLACK AND DECKER LANCASTER PA | 1.00 | 5.40 | 1.00 | 1.08 | | 1.08 | | | | | | | | | | | 10036936 |
| | | .CITY CHAMPION DETROIT MICH | 1.00 | 4.34 | 1.00 | 2.16 | 2.16 | | | | | | | | | | | | 00176578 |
| | | .CONSOLIDATED ALUM LAKE CHAR LA | 40.0 | 24.3 | 40.0 | 5.41 | | | 5.41 | | | | | | | | | | 00235924 |
| | | .WM CORLE MFG CO HOUSTON TX | | | | .541 | | .541 | | | | | | | | | | | 00115614 |
| | | .DANA CORP PITTSBURGH PA | 2.00 | 10.8 | 2.00 | 2.71 | 2.71 | | | | | | | | | | | | 00035028 |
| | | .DELTA DIE CASTING MADISON IL | | 16.2 | | | | | | | | | | | | | | | 10021650 |
| | | .EATON CORP BATTLE CREEK MI | | | | .108 | 1.08 | | | | | | | | | | | | 00274542 |
| | | .BETHLEHEM FIBERS CHILDERSBURG AL | 5.00 | 2.16 | 5.00 | | | | | | | | | | | | | | 10008670 |
| | | .EMERSON ELEC ST LOUIS MO | | .541 | | | | | | | | | | | | | | | 10026391 |
| | | .FITZPATRICK CO LEMONT IL | | | | .200 | | | | | .200 | | | | | | | | 00282607 |

434

01151-A DIRECT #2
01/29/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

PAGE 2

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES FOR CURR YEAR | SALES CURR YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST NO / MAT CUST OP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | PYDRAUL 15-A | | | | | | | | | | | | | | | 01699A | | 4591-151- |
| 1958 | SHAFFER TOOL WORKS HOUSTON TX | | | | 2.53 | 2.53 | | | | | | | | | | | | 00237426 |
| | PARENT CUST. TOT-SHAFFER TOOL WO | | 5.56 | | 2.53 | 2.53 | | | | | | | | | | | | 00235288 |
| 1959 | .SHELL OIL CO DOMINGUEZ CALIF | | 1.02 | | | | | | | | | | | | | | | 00155640 |
| 1966 | .HUMBLE OIL BAYTOWN TEXAS | | 6.12 | | | | | | | | | | | | | | | 10039495 |
| 1952 | .STAUFFER CHEM MT PLEASANT TEN | | 2.53 | | 1.52 | | | .51 | | 1.01 | | | | | | | | 10079645 |
| 1968 | .STEEL IMPROVEMENT CLEVELAND OH | .500 | 5.58 | .500 | 2.02 | | | 2.02 | | | | | | | | | | 00226858 |
| 1974 | .TENNESSEE FORG STEEL NEWPT AR | | 5.05 | | 15.2 | | | | 15.2 | | | | | | | | | 00247456 |
| 1974 | .TEXAS STEEL FORTWORTH TX | | 1.02 | | | | | | | | | | | | | | | 00143461 |
| [illegible] | .THIOKOL CHEM THIOKOL UTAH | | .505 | | 1.01 | | 1.01 | | | | | | | | | | | 00269766 |
| 1932 | .GOALS UNASGND FOR BK THRU 1932 | 10.0 | | 10.0 | | | | | | | | | | | | | | 00165654 |
| 1934 | .GOALS UNASGND FOR BK THRU 1974 | 6.00 | | 6.00 | | | | | | | | | | | | | | 00165697 |
| 1966 | .GOALS UNASGND FOR BK THRU 1968 | 24.0 | | 24.0 | | | | | | | | | | | | | | 00166065 |
| 1932 | .UNION CAR - NUC CARRIDGE TENN | | 1.01 | | | | | | | | | | | | | | | 10081971 |
| 1931 | .UNION ELEC STEEL BURGETTSTN PA | | .505 | | | | | | | | | | | | | | | 00272205 |
| [illegible] | .UNION AMSCO CARTERET NJ | | | | | | | | | | | | | | | | | 10004179 |
| 1932 | UNION OIL BIRMINGHAM AL | | 24.2 | | | | | | | | | | | | | | | 00262526 |
| | PARENT CUST. TOT-UNION OIL CO LO | | 24.2 | | | | | | | | | | | | | | | 00047155 |
| 1932 | .U S PIPE BESSEMER AL | | 33.4 | | 5.05 | | 5.05 | | | | | | | | | | | 10084903 |
| [illegible] | U S PIPE BURLINGTON NJ | 13.0 | 6.08 | 13.0 | | | | | | | | | | | | | | 10084861 |
| | PARENT CUST. TOT-U S FOUNDRY BIR | 13.0 | 39.5 | 13.0 | 5.05 | | 5.05 | | | | | | | | | | | 10084865 |
| 1968 | .TENNESSEE VALLEY DRAKESBORO KY | | | | 1.52 | | | | 1.52 | | | | | | | | | 00164461 |
| 1952 | U S GOVT HAMPTON VA | | 1.52 | | | | | | | | | | | | | | | 00142581 |
| | PARENT CUST. TOT-U S GOVT WASHIN | | 1.52 | | 1.52 | | | | 1.52 | | | | | | | | | 10084733 |
| 1932 | .U S STEEL FAIRFIELD ALABAMA | | 2.03 | | | | | | | | | | | | | | | 10085357 |
| 1974 | U S STEEL JOLIET IL | 1.78 | 4.58 | 1.78 | .505 | | | .505 | | | | | | | | | | 00143197 |
| 1972 | U S STEEL STEELTON MN | | .509 | | | | | | | | | | | | | | | 00143219 |
| [illegible] | U S STEEL YOUNGSTOWN OHIO | 10.0 | 3.04 | | 2.02 | | | 2.02 | | | | | | | | | | 10085217 |
| 1930 | U S STEEL FAIRLESS HILLS PA | 9.00 | 5.09 | 9.00 | | | | | | | | | | | | | | 00143227 |
| 1931 | U S STEEL HOMESTEAD PA | | | | 1.01 | | | | 1.01 | | | | | | | | | 10085349 |
| 1959 | U S STEEL HORSE CANYON UT | 1.25 | 2.02 | 1.25 | | | | | | | | | | | | | | 00198161 |
| | PARENT CUST. TOT-U S STEEL NEW Y | 22.0 | 16.3 | 12.0 | 3.54 | | | 2.53 | 1.01 | | | | | | | | | 00047724 |
| 1956 | .WACCO CORP RICHLAND WASH | 1.10 | 3.03 | 1.10 | | | | | | | | | | | | | | 00264431 |
| 1966 | .WESTERN GEAR CORP EVERETT WA | | .329 | | | | | | | | | | | | | | | 10068652 |
| 1966 | .WILSON SUPPLY HOUSTON TX | | | | 3.03 | | 3.03 | | | | | | | | | | | 10090830 |

433

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES GOAL FOR CURR YEAR | SALES CURR YEAR | JAN. | FEB. | MAR | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | COST ID / MAP GRID GP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | HYDRAUL 15W-A | | | | | | | | | | | | | | | 01899A | | 4591-151-17 |
| | .KEYSTONE STEEL PEORIA IL | 20.0 | 94.2 | 20.0 | 24.2 | | | 24.2 | | | | | | | | | | 10[illegible].4250 |
| | .CLARKEDE GAS C[illegible] ST LOUIS MO | | .479 | | | | | | | | | | | | | | | 10045061 |
| | .CLARKEDE STEEL CO ALTON IL | | 12.7 | | | | | | | | | | | | | | | 10045088 |
| | .A & M SYSTEMS HOUSTON TX | | | | 1.52 | | | | 1.52 | | | | | | | | | 00272698 |
| | .HOUSTON CORP ARLINGTON HTS IL | | | | .505 | | | | .505 | | | | | | | | | 10[illegible]156 |
| | .MOBIL OIL DIV DEAD TEXAS | | 28.3 | | 9.09 | 3.03 | | | 4.55 | 1.52 | | | | | | | | 10[illegible]451 |
| | .MONTGOMERY ELEVAT MERWIN PA | | 1.02 | | | | | | | | | | | | | | | 00232297 |
| | .NEFCO FILTER STOUGHTON WI | | .094 | | | | | | | | | | | | | | | 00248575 |
| | .NOVAMONT CORP KENOVA WV | .250 | 2.03 | .250 | | | | | | | | | | | | | | 10066597 |
| | .OLCO INC NEW ORLEANS LA | | | | 3.03 | | | | 3.03 | | | | | | | | | 00235776 |
| | .[illegible] SYSTEMS COLUMBUS OH | | .094 | | | | | | | | | | | | | | | 00266132 |
| | .[illegible] CORP [illegible] | 1.25 | 9.01 | 1.25 | 3.03 | | 3.03 | | | | | | | | | | | 10[illegible]565 |
| | .OWENS INDUSTRIES KANSAS CITY MO | | .505 | | 1.01 | .505 | | | .505 | | | | | | | | | 00268829 |
| | .PETROLEUM DIST CO BEAUMONT TX | | 1.52 | | | | | | | | | | | | | | | 00247650 |
| | .PHILLIPS DODGE LAUREL HILL NY | 2.00 | 1.02 | 2.00 | | | | | | | | | | | | | | 10062454 |
| | PHILLPS DODGE MASPETH NY | 1.00 | .509 | 1.00 | | | | | | | | | | | | | | 10062462 |
| | PARENT CUST. TOT-PHELPS DODGE CO | 3.00 | 1.53 | 3.00 | | | | | | | | | | | | | | 00044985 |
| | .PRICE BROS CLARKSON MI | | 5.58 | | | | | | | | | | | | | | | 10164589 |
| | .QUALITY CASTINGS GREVILLE CH | .250 | 2.03 | .250 | | | | | | | | | | | | | | 00136866 |
| | .QUIK CONTROL LAB LOS ANGELS CA | | 1.02 | | | | | | | | | | | | | | | 00255387 |
| | .RALSTON PURINA DITCHMAN IA | | 2.03 | | 1.01 | | | 1.01 | | | | | | | | | | 00255284 |
| | .REPUBLIC STEEL CORP SOUTHCHGO IL | 48.0 | 172 | 48.0 | 22.0 | | 22.0 | | | | | | | | | | | 10067456 |
| | REPUBLIC STEEL BUFFALO NY | | .979 | | | | | | | | | | | | | | | 10067464 |
| | REPUBLIC STEEL CORP CLEVE OH | | 3.05 | | | | | | | | | | | | | | | 10067482 |
| | REPUBLIC STEEL YOUNGSTOWN OH | 1.50 | 4.06 | 1.52 | 1.52 | | | | 1.52 | | | | | | | | | 10067502 |
| | REPUBLIC SUPPL LONG BEACH CA | 1.10 | 1.52 | 1.10 | .505 | | | .505 | | | | | | | | | | 00176233 |
| | PARENT CUST. TOT-REPUBLIC STEEL | 50.6 | 186 | 50.6 | 24.1 | | 22.0 | .5 | 1.5 | | | | | | | | | 10067480 |
| | .RICHTER CORP COLUMBIA SC | | .094 | | | | | | | | | | | | | | | 00255858 |
| | .ROANE ELECTRIC TRN ROCKWOOD TN | | 7.09 | | | | | | | | | | | | | | | 00165324 |
| | .ROBINSON VET ZELIENOPLE PA | | | | 1.01 | | | | | 1.01 | | | | | | | | 10066592 |
| | .ROCKLEY HYDRAUL GRANITE FLS PA | | 3.03 | | 1.01 | | | 1.01 | | | | | | | | | | 00136375 |
| | .ROCKET CONTROL SUP BERKELEY CA | 1.80 | 13.0 | 1.80 | 25.3 | 25.3 | | | | | | | | | | | | 00136840 |
| | ROCKER CNTRL SYS BEAUMONT TX | | 24.3 | | | | | | | | | | | | | | | 00240731 |
| | PARENT CUST. TOT-ROCKER CO CARLA | 1.80 | 37.9 | 1.80 | 25.3 | 25.3 | | | | | | | | | | | | 00046728 |
| | .SANTA FE MARINE SANTA BARBA CA | | 2.02 | | | | | | | | | | | | | | | 00250374 |
| | .SCOTT EQUIPMENT CO DAYTON OH | | .509 | | | | | | | | | | | | | | | 00226815 |
| | .SEDCO INC HOUSTON TX | | 10.1 | | 4.04 | 4.04 | | | | | | | | | | | | 00270512 |
| | .SHAFFER TOOL WORKS BEAUMONT TX | | 5.56 | | | | | | | | | | | | | | | 00235268 |

432

-IN THOUSANDS OF POUNDS AND DOLLARS-

| | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | FIRST QUAR FOR CURR YEAR | SALES CURR YEAR | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG | SEPT. | OCT. | NOV. | DEC. | CUST ID / MAJ. OR COP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | PYROAUL 156-A | | | | | | | | | | | | | | | 01899A | | 4591-151-17 |
| 1 78 | .E I DU PONT DE LOUISVILLE KY | | .235 | | | | | | | | | | | | | | | 10023726 |
| 1 55 | EI DUPONT LUGOFF SC | | 1.91 | | .505 | | | .505 | | | | | | | | | | 00272345 |
| 1 [illegible] | E I DU PONT DE BEAUMONT TX | | .094 | | | | | | | | | | | | | | | 10024021 |
| 1 [illegible] | E I DUPONT DENEROU LA PORTE TX | | 3.05 | | | | | | | | | | | | | | | 00152528 |
| | PARENT CUST. TOT-E I DUPONT WILM | | 1.72 | | .505 | | | .505 | | | | | | | | | | 10023564 |
| 1 [illegible] | .DUQUESNE LIGHT GREENSBORO PA | | .141 | | | | | | | | | | | | | | | 10024226 |
| 1 [illegible] | .E G & G INC ALBUQUERQUE NM | | .505 | | | | | | | | | | | | | | | 00265330 |
| 1 [illegible] | .FEDERAL SCREWS WKS DETROIT MI | 2.50 | 8.61 | 2.50 | 1.01 | | | | 1.01 | | | | | | | | | 00115475 |
| 1 [illegible] | FEDERAL SCREWS WKS ROMULUS MI | 1.25 | 3.03 | 1.25 | | | | | | | | | | | | | | 00118443 |
| | PARENT CUST. TOT-FEDERAL SCREWS | 3.75 | 11.6 | 3.75 | 1.01 | | | | 1.01 | | | | | | | | | 00118435 |
| 1 [illegible] | .FOOTE MINERAL CO KEOKUK IA | 3.25 | 14.2 | 3.25 | 2.02 | | | 2.02 | | | | | | | | | | 10026949 |
| 1 [illegible] | .FORD MOTOR DEARBORN MICH | | 1.01 | | | | | | | | | | | | | | | [illegible] |
| 1 [illegible] | FORD MOTOR STEEL DEARBORN MI | 1.25 | 3.05 | 1.25 | | | | | | | | | | | | | | [illegible] |
| 1 [illegible] | FORD MOTOR NASHVILLE TN | | 3.0[illegible] | | 2.02 | 1.01 | 1.01 | | | | | | | | | | | 10029023 |
| | PARENT CUST. TOT-FORD MOTOR DEAR | 1.25 | 7.09 | 1.25 | 2.02 | 1.01 | 1.01 | | | | | | | | | | | 00118990 |
| 1 [illegible] | .FORMEX CO DI HOYOK GREENVLL TN | | 1.01 | | | | | | | | | | | | | | | 00219495 |
| 1 [illegible] | .GARDNER DENVER CO CLEVELAND OH | | .282 | | | | | | | | | | | | | | | 00272752 |
| 1 [illegible] | GARDNER DENVER CO DALLAS TX | | .235 | | | | | | | | | | | | | | | 00262684 |
| | PARENT CUST. TOT-GARDNER DENVER | | .517 | | | | | | | | | | | | | | | 00227730 |
| 1 [illegible] | .AEROJET LIG RCKT SACRAMENTO CA | | | | .505 | | .505 | | | | | | | | | | | 00230421 |
| 1 [illegible] | .GEORGE SUPPLY HOUSTON TX | | 5.07 | | 2.02 | | 1.01 | | 1.01 | | | | | | | | | 00219800 |
| 1 [illegible] | .GRANITE CITY STEEL GR CITY IL | 50.0 | | | | | | | | | | | | | | | | 10035236 |
| 1 [illegible] | .GREAT LAKES CARBON ST LOUIS MO | 1.25 | 3.05 | 1.25 | 2.02 | 2.02 | | | | | | | | | | | | 10035414 |
| 1 [illegible] | .A P GREEN REFACTORIES SULPH TX | | .094 | | | | | | | | | | | | | | | 00183520 |
| 1 [illegible] | .HERCULES INC RADFORD VA | | .141 | | | | | | | | | | | | | | | 00123919 |
| 1 [illegible] | .ILLAUD STL I COLD STRP E CH IN | 50.0 | 64.8 | 50.0 | 24.2 | 24.2 | | | | | | | | | | | | 10041506 |
| 1 [illegible] | .INTERLAKE STEEL RIVERDALE IL | 3.00 | 9.69 | 3.00 | 2.02 | 2.02 | | | | | | | | | | | | 10041007 |
| 1 [illegible] | .INTERMARINE SERVICES COMPRO CA | | | | 1.01 | | | 1.01 | | | | | | | | | | 00277142 |
| 1 [illegible] | INTERMARINE SERVICES SANPED CA | | 4.07 | | | | | | | | | | | | | | | 00249653 |
| 1 [illegible] | INTERMARINE SERVICES HOUSTN TX | | 7.64 | | | | | | | | | | | | | | | 00244058 |
| | PARENT CUST. TOT-INTERMARINE SER | | 11.7 | | 1.01 | | | 1.01 | | | | | | | | | | 00244058 |
| 1 [illegible] | .INTL HARVESTER CHICAGO IL | 2.50 | 12.7 | 2.50 | | | | | | | | | | | | | | 00215929 |
| 1 [illegible] | .INTL TOOL & SUPPLY HOUSTON TX | | 4.05 | | | | | | | | | | | | | | | 00244732 |
| 1 [illegible] | .KAISER ALUMI MEAD WA | 5.40 | 16.7 | 5.40 | 8.59 | | 2.53 | 2.53 | | 3.54 | | | | | | | | 10043379 |

437