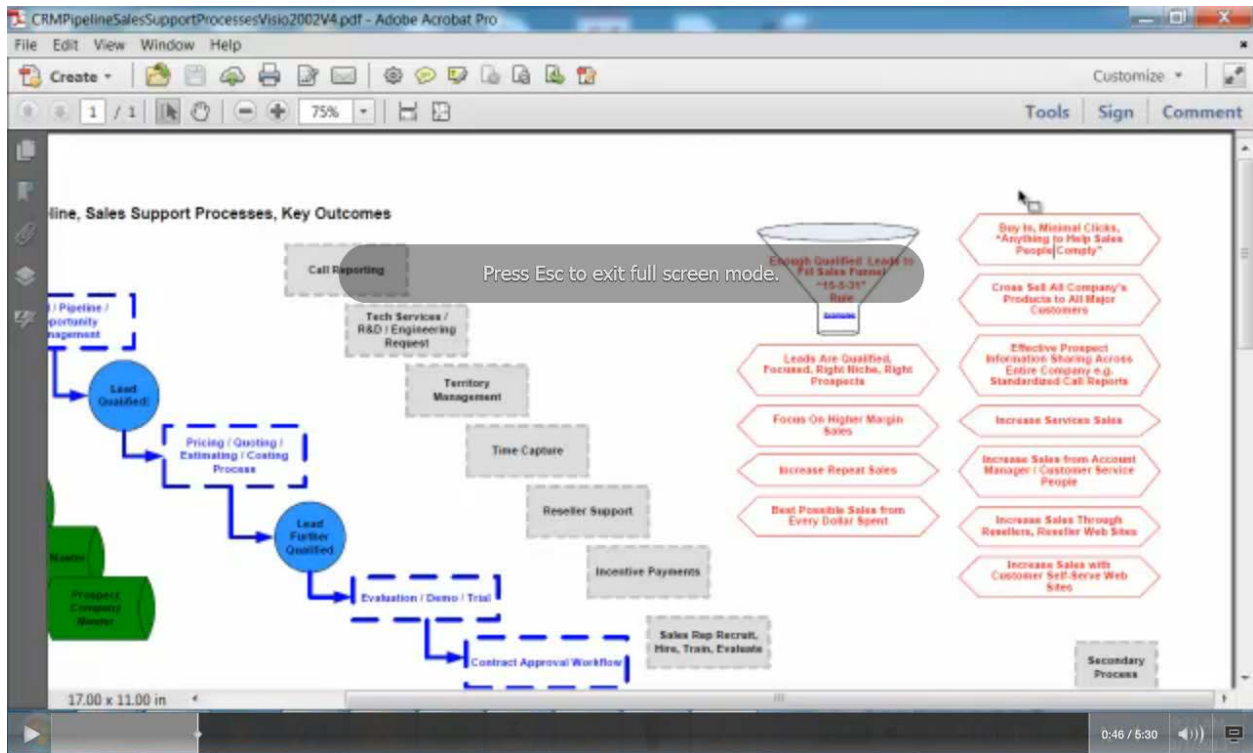


## RFP to Close Hot List Key Sale Tracking



Daily Activity Plus Top Prospect - Datasheet All - Windows Internet Explorer

http://www.viscotech.com/Sales/Lists/Daily%20Activity%20Plus%20Top%20Prospect/Datasheet%20All.aspx

Convert Select

Star Favorites Daily Activity Plus Top Prospect - Dat...

Site Activity Browse List Tools Items List Tom Ingram

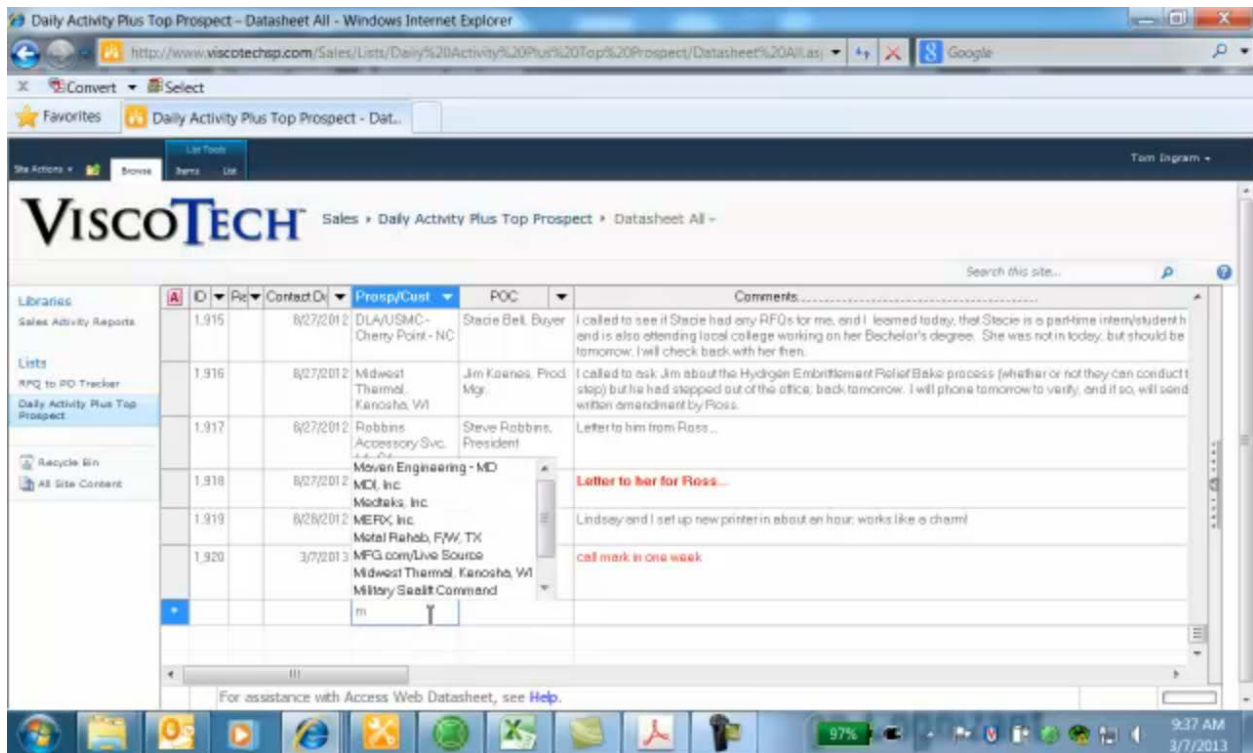
### VISCO TECH Sales - Daily Activity Plus Top Prospect - Datasheet All -

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Libraries	ID	Pic	Contact Dt	Prosp/Dust N	POC	Comments
Sales Activity Reports	729	F	1/2/2012	Maven Engineering - MD	Abhin Zorhabit, Buyer	After having rec'd numerous RFQs from him while on holiday, I noticed two of them were lists; one 12-page and one 14-page list -- for Spanish Gov't! With a due date of TODAY! I contacted his customer and got an extension to 1/10/12.
Lists	730	A	1/2/2012	BAE - UK	Kevin Brockbank	I called, but no answer; no v-mail. It is mid-afternoon there; may still be on holiday for New Year's. This is one of two gent's whose names I'd rec'd from Neil Giles, the Supply Chain Mgr there at MOD-UK for marine systems.
RPQ to PO Tracker	731	A	1/2/2012	BAE - UK	Ian Hetherington	Checked in with her, although not much new to report. As they all say, things move very slowly in their business. Mainly, they are still working existing contracts.
Daily Activity Plus Top Prospect	732	C	1/2/2012	AAMSI - FL	Ois Brumbach	No answer. I DID leave v-mail message and contact information.
Recycle Bin	733	D	1/2/2012	USN Shipyd - Jacksonville, FL	Tom Anderson	He was not in his office; so I left message with my contact information.
All Site Content	734	F	1/2/2012	JGILS	Corley Barbot	Not in office; left msg with my contact information. <b>Since, learned, no longer with the company.</b>
	735	C	1/2/2012	NAVISTAR	Rick Baron	I REACHED a live human body today! Rick and I had spoken last year and did some trading

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9:37 AM 3/7/2013



ID	Re	Contact Dt	Prosp/Cust	POC	Comments
1.915		8/27/2012	DLA/USMC - Cherry Point - NC	Stacie Bel, Buyer	I called to see if Stacie had any RFQs for me, and I learned today, that Stacie is a part-time intern/student and is also attending local college working on her Bachelor's degree. She was not in today, but should be tomorrow. I will check back with her then.
1.916		8/27/2012	Midwest Thermal Kanosha, WI	Jim Koenes, Prod Mgr.	I called to ask Jim about the Hydrogen Embrittlement Relief Bake process (whether or not they can conduct step) but he had stepped out of the office, back tomorrow. I will phone tomorrow to verify, and if so, will send written amendment by Ross.
1.917		8/27/2012	Robbins Accessory Svc.	Steve Robbins, President	Letter to him from Ross...
1.918		8/27/2012	Maven Engineering - MD		<b>Letter to her for Ross...</b>
1.919		8/28/2012	MCDL Inc		Lindsey and I set up new printer in about an hour, works like a charm!
1.920		3/7/2013	MERDC Inc Metal Rehab, FW, TX MFG.com/Live Source Midwest Thermal Kanosha, WI Military Sealift Command		<b>call mark in one week</b>
			m		

For assistance with Access Web Datasheet, see [Help](#).

	tomorrow. I will check back with her then.
enes, Prod.	I called to ask Jim about the Hydrgen Embrittlement Relief Bake process (whether or not they ca step) but he had stepped out of the office; back tomorrow. I will phone tomorrow to verify, and if s written amendment by Ross.
Robbins, lent	Letter to him from Ross...
	<b>Letter to her for Ross...</b>
ities	Lindsay and I set up new printer in about an hour; works like a charm!
Etringer -	<b>call mark in one week</b>
scenzo	call maria in one month discuss RFP

sheet, see [Help](#)

You must specify a non-blank value for Incoming/Outbound?.

OK

sheet, see [Help](#).

	Outbound	Bimonthly	Larry Gallardo				
	Outbound	None Required	Larry Gallardo				
	Outbound	None Required	Larry Gallardo				
	Outbound	None Required	Larry Gallardo				
	Incoming	None Required	Larry Gallardo				
	Outbound	None Required	Tom Ingram				
	Incoming	Monthly	Tom Ingram				
*							

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Daily Activity Plus Top Prospect - Datasheet All - Windows Internet Explorer

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Site Actions Browse Items List Tom Ingram

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Sales > Daily Activity Plus Top Prospect > Datasheet All -

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POC	Comments
Stacie Bell, Buyer	I called to see if Stacie had any PFOs for me, and I learned today, that Stacie is a part-time intern/student here and is also attending local college working on her Bachelor's degree. She was not in today, but should be in tomorrow. I will check back with her then.
Jim Koenes, Prod Mgr	I called to ask Jim about the Hydrogen Embrittlement Relief Bake process (whether or not they can conduct this step) but he had stepped out of the office, back tomorrow. I will phone tomorrow to verify, and if so, will send the written amendment by Rose.
Steve Robbins, President	Letter to him from POCs...
Anna	<b>Letter to her for Ross...</b>
Activities	Lindsay and I set up new printer in about an hour, works like a charm!
Marc Ehringer - POC	<b>call marc in one week</b>
Marc DeCrescenzo	<b>call marc in one month discuss AFP</b>

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Sales ▶ Sales Activity Reports ▶ All Documents

- Libraries**
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- Lists**
- RFQ to PO Tracker
  - Daily Activity Plus Top Prospect
- Recycle Bin

<input type="checkbox"/> Type	Name
	Sales Activity Top Prospect Report 08 06 12
	Sales Activity Top Prospect Report 07 27 12
	Sales Activity Top Prospect Report 06 19 12
	Sales Activity Top Prospect Report 06 11 12
	Sales Activity Top Prospect Report 06 04 12
	Sales Activity Top Prospect Report 05 25 12
	Sales Activity Apr 1 to Apr 28

Sales Activity Top Prospect Report 08 06 12 [Protected View] - Microsoft Excel

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	D	E	F	G	H	I	J	K	L	M
1	Prospect/Cust Name	POC	Comments.....	Frequency	Aug 5-11	Jul 29-Aug 4	July 22-28	July 15-21	July 8-14	July 1-7
9	BAE - UK Total				0	0	0	0	0	0
14	BAE - US Total				0	0	0	0	0	0
19	Bath Iron Works, (Gen. Dyn.) -ME Total				0	0	1	0	0	0
55	Casez - Madrid, Spain Total				0	1	4	2	1	0
121	Milspec Services Total				2	2	5	3	6	0
141	PROS IV - (S&K Aero) Total				0	1	0	0	0	3
181	Raytheon - Indy, IN Total				0	1	0	0	2	4
191	SAIC - FL Total				0	0	0	0	0	0
194	SAIC, Warner Robins, GA Total				0	0	0	0	0	0
227	Simex Defence - Canada Total				0	1	0	1	4	1
229	Sousa Corp, Newington, CT Total				0	0	0	1	0	0
248	USN Priority Ofc - Brem. WA Total				0	0	0	0	0	0
268	Air Frame Manufacturing, CA Total				0	0	1	0	1	1
312	BAI, Inc. - CA Total				1	0	6	2	2	3
316	Canada; Public Works and Gov't Svcs Total				0	0	0	0	0	0
352	DLA/USMC - Cherry Point - NC Total				0	0	2	1	1	1
368	FedBid, Inc. Total				0	1	0	0	0	0
381	Gen. Dynamics Total				0	1	1	0	0	0
395	Japan - MDAO (Mutual Defense Assistance Office -- Ground Liasion Total				0	0	0	0	1	2
397	Janan Defense Agency - San Mateo, CA Total				0	0	0	0	0	0

Ready | 9:40 AM 3/7/2013