B1131-A DIRECT =2 ORGANIC DIVIS J FUNCTIO. L FLUIDS FOR [ ) 1969 PAGE 11
01/22/70 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		THERMINOL FR-1																	1040-245-10
1052		.PHALANX FURN WANTAGH NY				.165								.165					10062381
1036		.PIMA MINING CO TUCSON AR	6.00	14.4	6.00														10063035
1032		.PIONEER PLASTIC ATLANTA GA		.220		.220		.220											00133922
1049		.PIPELINE SER FRANKLIN PARK ILL				3.00						3.00							00207330
1031		.PITTS PLATE GL PIT CREIGHTO PA	2.00	5.40	2.00	4.80											4.80		00134058
1031		PITTS PLATE GL PITTS		3.00															00134082
1050		P P G IND INC CORPUS CHRISTITX				3.00			.60							.60	1.20	.60	00169811
1036		PPG TORANCE CALIF		3.00															10063418
1031		PPG SPRINGDALE PA				1.20								1.20					10063353
1032		PPG INDUSTRIES HUNTSVILLE AL				1.20			2.40		1.20								00165484
		PARENT CUST. TOT-PITTS PLATE GL	2.00	11.4	2.00	10.2			3.00		1.20			1.20		.60	6.00	.60	10063345
1036		.PLASTIC - RUBBER ONTARIO CA	3.00	9.00	3.00	13.2	3.00		1.80	1.80		3.00			1.80	1.80			00155101
1036		.PLASTIC - RBR LOS ANGELES CA		2.40															10063523
1053		.PLASTIC TOPS LIVONIA MI		.110		.165			.165										10063671
1036		.PLASTICRAFT TOPS COLTON CA		.110		.165				.165									10063728
1052		.POLYMER CORP READING PA		.600		1.20							.600		.600				10063949
1052		.PORTSMOUTH COCA COLA PORTSMTVA		1.20															00155152
1031		.PREMIX INC KINGSVIL OH		1.80		7.20			1.20			2.40	2.40		.60	.60			00134643
1036		.PRESERVATIVE PT SEATTLE WA	5.00	1.20	3.00	4.20								.60				3.60	10064538
1052		.PRINCETON CH ROCKY HILL NJ				.600	.600												10064635
		.PROCESS EQUIP ENGNRNG SOMTT NJ				.600												.600	00181641
1053		.PROCTER AND GAMBLE CINN OH				.600											.600		10064767
1032		.PROCTOR CHEM SALISBURY NC	6.00	4.20	6.00														10064708
1036		.PRODS RESEARCH GLENDALE CA		12.0															10064856
1036		.PUREX CORP WILMINGTON CA				1.20			.600									.600	10065445
1036		PUREX CORP CHGO IL				2.40			1.20					1.20					10065453
1049		.QUAKER OATS MEMPHIS TN		1.80															10065666
1053		.QUAKER CHEMICAL DETROIT MICH				4.80										4.80			00218928
1053		.RCA MFG CO INDIANAP IND		.110															10065844
1036		.RAYCHEM CORP MENLO PK CA		.055		34.8	28.2	3.0			3.6								10066468
1053		.R C A VICTOR INDIANAPOLIS IN		.110															10065879
1036		.RED POINT CORP BURBANK CAS				.055						.055							00206202
1036		.REICHHOLD CHEM TACOMA WA	6.00	13.2															10067170
1052		.REYNOLDS METALS GROTTOE VA		1.86		3.00									1.80			1.20	10067804
1036		.RIDGWAY LITHO CO REDMOND WASH				1.20		.600									.600		00163589
1052		.RIVERSIDE PLAS HICKSVILLE NY				.600								.600					00211540
1036		.ROBERTS CONS IND MONROVIA CA		.055									2.40		9.60				10068436
1036		.ROBLEN RESEARCH COLTON CA				4.20	6.0			16.2									10068606
1036		.ROYAL INDUST SANTA ANA CA				.495			.275				.110				.110		10069602
1052		.GLIDDEN CO BROOKLYN NY				2.40											2.40		10033896
1036		.SAFEWAY STORES INC LOS ANGE CA		.220															00136956
1036		.SANDIA CORP ALB N MEX				.655									.600	.055			10070694

WATER_PCB-00042586