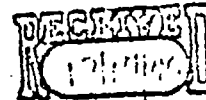


Monsanto



MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

December 11, 1975

Mr. Earl J. Stephenson
Director, Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108

Dear Mr. Stephenson:

Attached is a response to the questionnaire which accompanied
Mr. Stanley Legro's letter dated October 17, 1975.

To the best of my knowledge and belief, the information contained
in this response represents the best information available to Monsanto.

If I can be of further assistance, please let me know.

Sincerely,

W. B. Papageorge
Manager, Product Acceptability
Process Chemicals Division

ajt

Attachment

CC: Mr. Stanley W. Legro
US Environmental Protection Agency
401 "M" Street, SW
Washington, D.C. 20460

DSW 011945

A unit of Monsanto Company

STLCOPCB4001870

POLYCHLORINATED BIPHENYL (PCB) COMPOUNDS OR MIXTURES

In this response the phrase "PCB compound or mixture" includes those materials listed under Base Products in Exhibit A.

1. (a) Monsanto Industrial Chemicals Company does not import PCB compounds or mixtures. Amounts produced for 1971, 1972, 1973, 1974 and the first three quarters of 1975 are included in Exhibit C.

- (b) Production facilities:

For 1971 and 1972

Monsanto Company
Box 249
Anniston, Alabama 36201

For 1971 to present

Monsanto Company
Route 3
Sauget, Illinois 62201

The amounts produced at the Anniston, Alabama plant are shown on Exhibit D. The Sauget, Illinois unit produced the amounts shown on Exhibit E. Wholesale and retail outlets are not used.

- (c) See Exhibit F for 1971, Exhibit G for 1972, Exhibit H for 1973 and 1974 and Exhibit I for 1975. The PCB compounds or mixtures from the Anniston, Alabama facility are listed in Exhibit D. The remaining were shipped from the Sauget, Illinois facility.
2. (a) See Exhibit A - pages 2, 3 and 4 and Exhibit B.
- (b) See Exhibit A - pages 2, 3 and 4.
 - (c) The PCB compounds or mixtures used were produced by Monsanto. See 1(b).
 - (d) Production facilities are those shown under 1(b) and for 1971 and 1972 also included Monsanto Company, 1700 South Second Street, St. Louis, Missouri 63177. Products distributed through Monsanto's Anniston, Alabama unit are shown on Exhibit D. All Pydraul products were distributed through the St. Louis, Missouri facility. Remainder of products distributed through the Sauget, Illinois unit. Amounts distributed are shown on the exhibits listed in 2e below.

DSW 011946

- (e) See Exhibit F for 1971, Exhibit G for 1972, Exhibit H for 1973 and 1974 and Exhibit I for 1975. The products obtained from the Anniston, Alabama facility are listed in Exhibit D. The Pydraul products originated at the St. Louis, Missouri unit. The remaining were shipped from the Sauget, Illinois facility. We do not manufacture consumer products containing PCB compounds or mixtures.
- 3. (a) During 1971 and 1972 PCB compounds or mixtures were used as heat transfer fluids, hydraulic fluids and in transformers and capacitors. During the latter part of 1972, 1973, 1974 and 1975 PCB compounds or mixtures are only present in transformers and capacitors.
- (b) See Exhibit J. Amounts shown are for total Monsanto Company usage. No records are available to determine specific company facility. Inerteen was used in transformers. Pydrauls in air compressors. Therminols in industrial heat transfer systems.
- (c) The PCB products were all produced by Monsanto Company. The specific sources are shown on Exhibit J.
- 4. PCB compounds or mixtures are not reclaimed.
- 5. (a) During 1971 and 1972 solid waste material contaminated with PCB compounds or mixtures were buried in a secure landfill located within a fenced area on property owned by Monsanto Company at the Anniston, Alabama facility. Similar waste has also been buried in a secure landfill located on Monsanto Company property at the Sauget, Illinois facility during the period 1971 - 1975. Liquid wastes have been disposed by incineration for the period 1971 - 1975 in a high temperature unit located at the Sauget, Illinois facility. During 1975 solid waste was sent to Texas Ecologists, P. O. Box 307, Robstown, Texas 78380.
- (b) Waste materials containing PCB compounds or mixtures are received from many sources. The type of PCB compound or mixture in the waste is unknown. The concentration is also unknown. Solid waste is estimated as containing levels ranging from the ppm level to 50% by weight. Liquid waste is estimated to contain about 90% PCB compound or mixture.

For amounts disposed see Exhibit K. Note the amounts shown refer to the total weight of waste. The actual PCB content is unknown.
- (c) See Exhibit K for total waste disposed. Concentration and type of PCB compound or mixture are unknown.

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- (d) See Exhibit L. Total amounts of waste are shown. Concentration and type of PCB compound or mixture are unknown.
- (e) See 5a for name and location. See Exhibit K for amount disposed.
6. See Exhibit A. Monsanto Company does not import or reclaim PCB compounds or mixtures. Composition of disposed material is unknown but can range from ppm level to 100% by weight PCB.
7. (a) See Exhibit M for Sauget, Illinois facility waste effluent analyses. See Exhibit N for Anniston, Alabama facility water effluent analyses. For PCB emissions to the atmosphere at the Sauget, Illinois facility see Exhibit O. Analyses of air emissions were not made at the Anniston, Alabama facility.
- (b) See Exhibits M, N and O.
- (c) No information is available regarding the Anniston, Alabama facility. No information is available relating to PCB concentration in the air in the area of the Sauget, Illinois facility. Samples of the Mississippi River were taken in 1972. Results were as follows:

<u>*Sample Date</u>	<u>Location</u>	<u>mg/l PCB</u>
10/30/72	T.B. Bridge (downstream)	0.00012
12/13/72	Chain of Rocks Bridge (upstream)	0.0002 - 0.0004
12/12/72	N. of Ill. River (upstream)	0.0002 - 0.0004

*Analytical blank value at 0.00005-0.00017

8. (a) PCB compounds or mixtures are liquids and are transported in bulk or in steel drums.
- (b) See Exhibit P for transporters of PCB compounds or mixtures from Monsanto facilities. Transporters of material returned for disposal can be any common carrier serving the St. Louis, Missouri area.

DSW 011948

9. Monsanto Company is not aware of any occasion in which PCB compounds or mixtures were introduced into the environment which is not already known to representatives of the Environmental Protection Agency. Examples include the contamination of fish meal in North Carolina, the drainage of fluid from a transformer in transit in Tennessee and the leakage of fluid from a damaged transformer in the Duwamish waterway in Washington.
10. Monsanto Company is not aware of any health or environmental effects resulting from the introduction of PCB compounds or mixtures into the environment which has not been reported in the scientific and popular press and already known to representatives of the Environmental Protection Agency.
11. (a) Monsanto Company has received reports that about 1800 drums of PCB compounds or mixtures are being offered by a company located in the northeastern U.S. for sale for any application. This information was received from Mr. Robert Laham, Hub Fabric Leather Company, 7 Charlton Street, Everett, Massachusetts 02149. This has been discussed with a representative of the Environmental Protection Agency.

Recently Pyramid Chemical Sales Company, 1035 Virginia Drive, Fort Washington, Pennsylvania 19034 has advertised the availability for any application of Aroclor 1221, Aroclor 1232 and Arclor 5460. A representative of the Environmental Protection Agency has been informed.

DSW 011949

EXHIBIT A

DSW 011950

STLCOPCB4001875

POLYCHLORINATED BIPHENYL AND POLYCHLORINATED TERPHENYL PRODUCTS

MONSANTO INDUSTRIAL CHEMICALS COMPANY

1971 - 1975

Base Products

Aroclor 1016		
Polychlorinated biphenyls (41.3% chlorine by weight)		100%
Aroclor 1221		
Polychlorinated biphenyls (21% chlorine by weight)		100%
Aroclor 1232		
Polychlorinated biphenyls (32% chlorine by weight)		100%
Aroclor 1242		
Polychlorinated biphenyls (42% chlorine by weight)		100%
Aroclor 1248		
Polychlorinated biphenyls (48% chlorine by weight)		100%
Aroclor 1254		
Polychlorinated biphenyls (54% chlorine by weight)		100%
Aroclor 1260		
Polychlorinated biphenyls (60% chlorine by weight)		100%
Aroclor 1262		
Polychlorinated biphenyls (62% chlorine by weight)		100%
Aroclor 5060		
Polychlorinated terphenyls (60% chlorine by weight)		100%
Aroclor 5432		
Polychlorinated terphenyls (32% chlorine by weight)		100%
Aroclor 5442		
Polychlorinated terphenyls (42% chlorine by weight)		100%
Aroclor 5460		
Polychlorinated terphenyls (60% chlorine by weight)		100%

Hydraulics/Lubricants

Pydraul AC-A		
Aroclor 5432		53.5%
Pydraul AC-A Winter Grade		
Aroclor 5442		14.0%

DSW 011951

STLCOPCB4001876

Pydraul A-200	
Aroclor 1242	33.3%
Aroclor 1248	66.7%
Pydraul A-200B	
Aroclor 5432	30.0%
Pydraul F-9A	
Aroclor 5432	39.5%
Pydraul 135	
Aroclor 1232	9.5%
Aroclor 1242	36.5%
Pydraul 135A	
Aroclor 5432	27.8%
Pydraul 150	
Aroclor 1242	23.0%
Pydraul 150A	
Aroclor 5432	14.8%
Pydraul 230	
Aroclor 1221	3.0%
Aroclor 1242	54.7%
Pydraul 230A	
Aroclor 5432	29.3%
Pydraul 312	
Aroclor 1242	47.3%
Pydraul 312A	
Aroclor 5432	31.1%
Pydraul 540A	
Aroclor 1242	38.8%
Aroclor 5442	15.7%
Pydraul 540B	
Aroclor 5432	42.0%
Pydraul 625A	
Aroclor 5432	60.0%
Santovac 1	
Aroclor 1248	100.0%
Santovac 2	
Aroclor 1254	100.0%

DSW 011952

Hydraulics/Lubricants (cont'd)

Turbinol 153	
Aroclor 1221	6.4%
Aroclor 1242	81.5%

Heat Transfer Fluids

Therminol FR-0	
Aroclor 1242	80.0%
Therminol FR-0 Low Temperature	
Aroclor 1242	50.0%
Therminol FR-1	
Aroclor 1242	100.0%
Therminol FR-2	
Aroclor 1248	100.0%
Therminol FR-3	
Aroclor 1254	100.0%

Transformer and Capacitor Fluids

Capacitor 21	
Aroclor 1221	100.0%
Inerteen PPO	
Aroclor 1260	60.6%
Inerteen 70-30	
Aroclor 1254	70.0%
Inerteen 100-42	
Aroclor 1242	100.0%
Inerteen 54201 A9	
Aroclor 1242	65.0%
Inerteen 54201 CM	
Aroclor 1242	99.9%
Inerteen 54201 KA	
Aroclor 1254	70.0%
Inerteen 54201 KJ	
Aroclor 1221	32.5%
Aroclor 1016	32.5%
MCS 1489	
Aroclor 1016	90.0%

DSW 011953

Transformer and Capacitor Fluids (cont'd)

Pyranol A13B1 (also Pyranol 1476)	
Aroclor 1254 electrical grade	100.0%
Pyranol A 13B 3B	
Aroclor 1260	45.0%
Pyranol A13B 3B-2	
Aroclor 1254	45.0%
Pyranol A13B 3B-3	
Aroclor 1254	60.0%

Plasticizer Applications

Aroclor 6037	
Aroclor 5460	37.0%
Aroclor 1221	63.0%
Aroclor 6040	
Aroclor 5460	40.0%
Aroclor 1221	60.0%
Aroclor 6050	
Aroclor 5460	50.0%
Aroclor 1221	50.0%
Aroclor 6062 (10% Xylene)	
Aroclor 6062	90.0%
Aroclor 6062	
Aroclor 5460	62.0%
Aroclor 1221	38.0%
Aroclor 6070 (10% Xylene)	
Aroclor 6070	90.0%
Aroclor 6070	
Aroclor 5460	70.0%
Aroclor 1221	30.0%
Aroclor 6090	
Aroclor 5460	90.0%
Aroclor 1221	10.0%
	DSW 011954
Aroclor 4465	
Aroclor 1262	50.0%
Aroclor 5460	50.0%
Montar 5	
Polychlorinated polyphenyl residue	100.0%

EXHIBIT B

DSW 011955

STLCOPCB4001880

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS
AND/OR POLYCHLORINATED TERPHENYLS
SOLD IN 1971

Aroclor 1016
Aroclor 1221
Aroclor 1232
Aroclor 1242
Aroclor 1248
Aroclor 1254
Aroclor 1260
Aroclor 1262
Aroclor 4465
Aroclor 5060
Aroclor 5432
Aroclor 5442
Aroclor 5460
Aroclor 6037
Aroclor 6040
Aroclor 6050
Aroclor 6062
Aroclor 6070
Aroclor 6090

Capacitor 21

Inerteen PPO
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 A9
Inerteen 54201 CF
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ
Montar 5

Pydraul AC-A
Pydraul AC-A Winter Grade
Pydraul A 200
Pydraul A 200B
Pydraul F-9A
Pydraul 135
Pydraul 135A
Pydraul 150-A
Pydraul 230
Pydraul 230A
Pydraul 312
Pydraul 312A
Pydraul 540A
Pydraul 540B
Pydraul 625A

DSW 011956

1971 (Cont'd)

Pyranol A13 B3B

Santovac 1

Santovac 2

Therminol FR-0

Therminol FR - Low Temp.

Therminol FR-1

Therminol FR-2

Therminol FR-3

Turbinol 153

DSW 011957

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS
AND/OR POLYCHLORINATED TERPHENYLS
SOLD IN 1972

Aroclor 1016
Aroclor 1221
Aroclor 1242
Aroclor 1254
Aroclor 5432
Aroclor 6037

Capacitor 21

Inerteen PPO
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ

Pydraul AC-A
Pydraul AC-A Winter Grade
Pydraul A-200B
Pydraul F-9A
Pydraul 135A
Pydraul 150A
Pydraul 230A
Pydraul 312A
Pydraul 540B
Pydraul 625A

Pyranol A13 B1
Pyranol A13 B3B
Pyranol A13B 3B-2

Santovac 2

Therminol FR-1

DSW 011958

STLCOPCB4001883

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS
AND/OR POLYCHLORINATED TERPHENYLS
SOLD IN 1973

Aroclor 1016
Aroclor 1242
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ
MCS 1489
Pyranol A13B1
Pyranol A13B 3B
Pyranol A13B 3B-2
Pyranol A13B 3B-3

DSW 011959

STLCOPCB4001884

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS
AND/OR POLYCHLORINATED TERPHENYLS
SOLD IN 1974

Aroclor 1016
Aroclor 1242
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
MCS 1489
Pyranol A13B1
Pyranol A13B 3B-2
Pyranol A13B 3B-3

DSW 011960

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS
AND/OR POLYCHLORINATED TERPHENYLS
SOLD IN 1975

Aroclor 1016
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ
MCS 1489
Pyranol A13B1
Pyranol A13B 3B-3

DSW 011961

EXHIBIT C

DSW 011962

PRODUCTS CONTAINING POLYCHLORINATED
BIPHENYLS AND/OR POLYCHLORINATED
TERPHENYLS

PRODUCTION

(Thousands of Pounds)

<u>Product</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>	<u>YTD Thru</u> <u>Sept. 1975</u>
Aroclor 1016	6299	22334			
Aroclor 1221	2781	403			
Aroclor 1232	237	-			
Aroclor 1242	23700	7228			
Aroclor 1248	1139	-			
Aroclor 1254	8782	9171			
Aroclor 1260	2479	3			
Aroclor 5060	387	-			
Aroclor 5432	6220	1272			
Aroclor 5460	13983	6861			
Montar 5	<u>4905</u>	<u>1879</u>			
	70912	49151			

DSW 011963

STLCOPCB4001888

EXHIBIT D

DSW 011964

PRODUCTS CONTAINING POLYCHLORINATED

BIPHENYLS AND/OR POLYCHLORINATED

TERPHENYLS

PRODUCTION - ANNISTON, ALABAMA*

(Thousands of Pounds)

<u>Product</u>	<u>1971</u>	<u>1972</u>
Aroclor 1221	1962	-
Aroclor 5060	387	-
Aroclor 5432	6220	1272
Aroclor 5460	13983	6861
Montar 5	4905	1879

*production terminated in 1972

DSW 011965

STLCOPCB4001890

EXHIBIT E

DSW 011966

PRODUCTS CONTAINING POLYCHLORINATED
BIPHENYLS AND/OR POLYCHLORINATED
TERPHENYLS

Production - Sauget, Illinois

(Thousands of Pounds)

<u>Product</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>	<u>YTD Thru</u> <u>Sept. 1975</u>
Aroclor 1016	6299	22334	27159	25085	10350
Aroclor 1221	819	403	52	79	-
Aroclor 1232	237	-	-	-	-
Aroclor 1242	23700	7228	6039	6925	5120
Aroclor 1248	1139	-	64	-	-
Aroclor 1254	8782	9171	8864	8029	6980
Aroclor 1260	2479	3	-	-	-

DSW 011967

STLCOPCB4001892

EXHIBIT F

DSW 011968

PRODUCT/CUSTOMER SALES REPORT

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

- OF THIS STATE OF PENNSYLVANIA -																		
153 C. 100	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GEO. GR.
	10 HEAT TRANSFER DR.C.PATON																	
	THERMINOL FR-D															0037A		6145-000-10
1231	ALCAN ALUMINUM FAIRMONT W VA				1.20	1.20												00183180
1134	GOLDEN CORP CHICAGO IL		.120															10008964
1252	CHEN FLOW CORP LITTLE FALLS NJ		.180															00236861
1252	CHEN COMPANY THOMASTON ME		8.40		3.00						3.00							00240478
1232	COLUMBIA GULF TRANS HAMPSHI TN	25.0	4.20	5.00														00232092
1232	DM RADISCHE ANDERSON SC				.120										.120			00116572
1155	DOW CORNING HENLOCK MI	3.00	42.4	3.00	1.20							1.20						00225096
1252	E I DU PONT DE NEMO ORANGE TX				16.8						16.8							10024064
1178	DUKIRON COMPANY DAYTON OHIO		.480		.360		.120				.240							10024307
1252	ENGELHARD INDUSTRIES NEWARK NJ	.900	.600	.900	.600		.600											00117706
1252	FMC CORPORATION LEHISTOWN PA	1.00		1.00	36.0							24.0			12.0			10028892
1237	FMC CORP FRONT ROYAL VA	10.0	61.8	10.0	15.3			5.72		4.80				2.40			2.40	10028914
	PARENT CUST. TOT-FMC CORP SAN JO	11.0	61.8	11.0	51.3			5.7		4.8		24.0		2.4	12.0		2.4	10028922
1266	FOWLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														00212296
1270	FUEL FUELING BEDFORD MA				1.20							1.20						00260614
1252	LANE COMPANY ALTAVISTA VA	1.00	7.20	1.00	4.27				1.27		1.00				1.20			10045363
1274	LEE METAL PROD ARLINGTON TX				.600						.600							00257060
1134	MINNESOTA MIN & MA ROSEVLL MN	.240	.240	.240														00182559
1232	OLENSTRAND RES CTR DURHAM NC				.120						.120							10015979
1134	MURPHY OIL EL DORADO AR				12.7		12.7											00049220
1134	MURPHY OIL CORP RHINE WISC	4.80		4.80	12.0					6.00			6.00					00220914
	PARENT CUST. TOT-MURPHY OIL EL D	4.80		4.80	24.7		12.7			6.0			6.0					00049220
1252	PLANNWALT CO KING OF PRUSSIA PA				1.80									.600	.600	.600		10061547
1134	POLING & BACON RHINELANDER WI		33.9				12.7	12.7										00238511
1252	POLYMER CORP READING PA		.480		.360		.240								.120			10063949
1252	REICHOLD CHEM ELIZABETH NJ	1.00	2.40	1.00	1.20											1.20		10067081
1252	SCHILWACHTER OIL CO BRONX NY	5.00		5.00														00157190
1252	AIRESARCH MFG CO TORRANCE CAL				7.20	7.20												10001501
1274	SUN OIL CO TUKWAH OKLAHOMA	2.60	3.60	2.00	3.60											3.60		00156106
1252	SUN OIL CO FAIRFIELD TX	.600	1.20	.600	.635			.635										10077028
	PARENT CUST. TOT-SUN OIL COMP PH	2.60	4.80	2.60	4.24			.64								3.60		00046663
1133	RECUMSEN PRODUCTS MARION OHIO	1.00	2.40	1.00	5.40						2.40			1.20			1.80	00198099
1133	TRANS-LINE INC CHANUTE KS		1.32															00227404
1252	GOALS UNASGND FOR BK THRU 1252	20.0		20.0														00165565
1131	GOALS UNASGND FOR BK THRU 1131	20.0		20.0														00165581

DSW 011969

STLCOPCB4001894

- IN THOUSANDS OF POUNDS AND DOLLARS -

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q	SIS	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 / MAJ. GDD. CP.
		THERMINOL FR-Q															00347A		6145-000-10
1153		.GOALS UNASGND FOR BK THRU 1153	20.0		20.0														00165666
1932		.GOALS UNASGND FOR BK THRU 1932	10.0		10.0														00165654
1866		.GOALS UNASGND FOR BK THRU 1866	10.0		10.0														00166170
1932		.UNION CAR - NUC OAKRIDGE TENN	25.0																10081971
1131		UNION CARBIDE SISTERSV WV				2.40									2.40				00141852
		PARENT CUST. TOT-UNION CARBIDE C	25.0			2.40									2.40				00045705
1131		.U S STEEL CLAIRTON PA				2.40	2.40												10085209
1134		.WELLS MFG FOND DU LAC WI	4.80	4.20	4.80														00146614
		TOTAL PRODUCT * * * * * LB	175	182	130	130	10.8	13.7	6.4	1.3	10.8	25.0	26.4	6.0	6.6	13.9	5.5	4.2	6145-000-10
		THERMINOL FR-LQ TEMP															00351A		6145-100-10
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	4.80	4.00	6.00		3.00		3.00		3.00							00225572
1252		.ATLANIC CEMENT CO RAVENA NY	2.70	6.00	2.70	3.00						3.00							00228753
1178		.BELDEN CORP RICHMOND IND		.600															10008972
1068		.UNIV OF CALIF LIVERMORE CA				.060							.060						10013178
1252		.CARRIER AIR COND SYRACUSE NY		1.20		.600			.600										00176176
1133		.AB CHANCE COMPANY CENTRALIA MO	.100	.110	.100														00209309
1252		.COEN COMPANY CENINTION NY		12.0															00185706
1252		.COEN COMPANY RAVENA N Y		3.00															00180211
		PARENT CUST. TOT-COEN COMPANY RA		15.0															00180211
1252		.COLONIAL SAND KINGSTON NY				13.2									7.20	6.00			00262358
1252		.DEXTER CHEM MIDLAND ROCKY H CT				3.60		3.00	.60										10015576
1968		.DODD CHEM FREEPORT TEXAS *				.110				.110									10022932
1252		.E I DU PONT DE DEEP WATER NJ				10.8						10.8							10023023
1968		.EL PASO PRODUCTS ODESSA TEXAS	.500		.500														10025613
1193		.FED HOCUL ANN ARBOR MI		.110															10027489
1138		.B F GOODRICH AVON LAKE OH		1.20		.600							.600						10034132
1866		.MARTIN MARIETTA CORP DEAVER CO				.120						.120							00176735
1178		.MONSANTO RESEARCH MIAMISBG OH		.605															10055075
1866		.MOTOROLA INC PHOENIX AZ				12.6		6.60	3.60			1.20			1.20				10055571
1252		.NEW ENGLAND PETROL KINGSTON NY				46.4			46.4										00255068
1134		.BLUCKSON DIV OL MATH JOLIET IL	1.20	1.20	1.20														00219096
1134		OLIN CORP JOLIET IL		1.20		3.00	1.20							1.80					00243604
		PARENT CUST. TOT-OLIN CORP NYC N	1.20	2.40	1.20	3.00	1.20							1.80					00044865
1974		.OZARK MAHONING TULSA OK				.165						.165							00257338
1252		.POLAROID CORP CAMBRIDGE MA				.180							.180						00155136

DSW 011970

STLCOPCB4001895

81131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	SIC CODE	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 / MAJ GEO GR
		THERMINOL FR-LO TEMP																00351A	6145-100-10
1968		P P G CO LAKE CHARLES LA	.500			1.80		1.20		.60									00155098
1134		PUREX CORP CHGO IL		3.60															10065453
1131		REICHHOLD CHEM SEWICKLEY PA		1.80															00178020
1230		NUBLE OIL NEW PORT NEWS VIRG		18.0															00222313
1274		TEXAS INSTRUMENTS DALLAS TEX				.230					.110		.120						10079314
1252		TEASTREAM CORP HOUSTON TX		.710															00101644
1252		GOALS UNASGND FOR BK THRU 1252	10.0		10.0														00165565
1131		GOALS UNASGND FOR BK THRU 1131	10.0		10.0														00165581
1134		GOALS UNASGND FOR BK THRU 1134	10.0		10.0														00165611
1153		GOALS UNASGND FOR BK THRU 1153	11.0		11.0														00165646
1974		GOALS UNASGND FOR BK THRU 1974	10.0		10.0														00165697
1066		UNITED TECH CEN SUNNYVALE CA		2.40															10085462
1066		WAKEFIELD ENGINEER DENVER CO		.220															00238627
		TOTAL PRODUCT * * * * *	60.0	50.8	59.5	103	1.2	7.2	7.8	53.8	.1	19.3	1.0	1.8	8.4	6.0			6143-100-10
		THERMINOL FR-1																00350A	1040-245-10
1134		ABBOTT LABS MO CHICAGO IL		.165															10000300
1932		ACTIVATED METAL SEVIERVILLE TN				3.00					3.00								10000649
1133		AEROSQUIP CORP BARRINGTON ILL				.110				.110									00157899
1273		AERU VAC CORP TROY NY				.110				.110									00254467
1134		AIR CARGO EQUIP DES PLAINES IL				4.20		4.20											00247513
1131		ALLIED CHEM MOUIDSVILLE WV				30.0		9.0									21.0		10002443
1237		ALMON-WIGGINS RICHMOND VA	.800	.165	.800														00234052
1252		ALPHA PORTLAND CE CEMENTON NY	4.00	6.00	4.00	4.20			1.80						2.40				00225502
1131		ALCAN ALUMINUM FAIRMONT W VA	1.00		1.00	.600			.600										00183180
1131		ALUMINUM CO NEW KENSINGTON PA				1.20	1.20												10002985
1134		REA MAGNET WIRE FT WAYNE IND				.600											.800		00389583
1136		REA MAGNET WIRE LAFAYETTE IN				4.80			4.80										10066646
		PARENT CUST. TOT-ALUMINUM CO OF				6.60	1.20		4.80								.60		00045063
1153		AMERICAN BAKERIES DETROIT MI				.600			.600										10003431
1252		AMERICAN BAKERIES BROOKLYN N Y				.275						.275							00089788
		PARENT CUST. TOT-AMERICAN BAKERI				.875			.600			.275							00046671
1975		AMERICAN CYANAMID MOBILE AL	3.00		3.00														10003865
1134		AMERICAN DECALCAMPANIA CHIC IL	.600		.600														10003373
1252		AMERICAN HYDROTHERM E WOODSTK CT				4.80				2.40		2.40							00237493
1133		AMERICAN HYDROTHERM KC MO		83.0		2.40		2.40											00221238
		PARENT CUST. TOT-AMER HYDROTHERM		83.0		7.20		2.40		2.40		2.40							10004004
1932		REVERE COPPER BRASS SCOTSB AL	16.0		16.0	26.4		6.0					14.4			3.0	3.0		00221902

DSW 011971

STLCOPCB4001896

M. C. ORDER		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CUMULATIVE FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER ID / MAJOR GRD-GP
		THERMINOL FR-1															00350A		1040-245-10
1178	1974	MODERN COTE INC NEW CASTLE IN	2.00	8.40	2.00	.110		.110											10054567
1252		WESTERN ELEC SHREVEPORT LA	.700	2.40	.700	1.80	1.20						.60						00144789
1252		AMERX PLASTICS ROCKAWAY NJ		1.80		.600	.600												10005051
1132		AMSCO CHARLOTTE NC	6.60		6.60														00243353
1139		ANETEK/HEST PL MAPA KRONETA OH				.600	.600												00221929
1133		ANADARKO PROD LIBERAL KS	3.00	3.00	3.00	7.20								3.60	3.60				00109622
1153		ATONY ANGELO CEMENT DETROIT MI				1.20							1.20						10005515
1252		ANSLEY CORP PERKASIE PA		1.20															00260894
1252		ANSLEY EAST CORP DOYLESTOWN PA				1.20	1.20												00242403
1974		ANTRIM LUMBER PONCA CITY OK				1.20					1.20								00187291
1134		ARGONNE NATL LABS ARGONNE ILL	1.20		1.20														00256625
1974		ARIZONA CHEM PANAMA CITY FL	.600		.600														00161268
1178		ARMCO STEEL MIDOLETOWN OH		3.00		3.00							3.00						10006090
1134		ARMOUR INDUSTRIAL MC COOK IL	6.00		6.00	4.80		1.20				3.60							10006228
1932		ARMSTRONG CORK MACON GEORGIA	3.00		3.00	13.2	3.00		3.00					3.60				3.60	10008376
1252		ARMSTRONG CORK LANCASTER PA				3.00				.600	.600			.600			.600	.600	00088110
		PARENT CUST. TOT-ARMSTRONG CORK	3.00		3.00	16.2	3.00		3.00	.60	.60			4.20			.60	4.20	10008430
1252		ARSYNCO INC CARLSTADT N J		21.0															00211346
1966		ARTCRAFT INDUST TURLOCK CA				.110		.110											00250678
1138		ASHTABULA RUB CO ASHTABULA OH		.220															10006937
1932		ATHOL MFG BUTNER NC				1.20	.600								.600				10007011
1252		ATLANTIC CEMENT CO RAVENA NY	3.60	6.60	3.60	3.00						3.00							00223753
1237		ATLANTIC RESEARCH ALEXANDER VA	1.00		1.00	.275	.275												00119531
1134		ATLANTIC RICHFIELD E CHIC IN		9.00		3.60			6.00						2.40				10073189
1974		ATLANTIC RICHFIELD DALLAS TX	20.0		20.0														00222003
1938		ATLANTIC RICHFIELD HOUSTON TX				3.60													

DSW 011972

STLCOPCB4001897

81131-A DIRECT 12
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR USE BY:

- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES G P	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 / MAJOR CTO. GP.
	THERMINOL FR-1																00350A	1040-245-1
1252	BENDIX CORP SIDNEY NY	4.50	3.00	4.50	6.00	1.20		1.20		1.80					1.80			10009278
1252	BENDIX CORP TROY NY	4.60	2.40	4.60	4.20		3.00	1.20		1.80					1.20			10009170
1252	BENDIX CORP UTICA NY		3.00												1.20			10009197
	PARENT CUST. TOT-BENDIX CORP DET	45.0	58.2	45.0	13.8	1.20	3.00	1.20		5.40					1.80	1.20		00045551
1252	DEIZ LAB PHILA PA	.500		.500														10009685
1133	BOISE CASCADE HAZELWOOD MO			2.19	10.2	.11		.11			1.97							00244368
1866	BORDEN FREMONT CALIF		2.40				1.20				1.80			7.20				10010462
1252	BORDEN MIDDLESEX NJ	1.80	1.20	1.80	.600						.600							10010802
1252	BORDEN BAINBRIDGE NY	3.60	10.8	3.60														10010875
1178	BORDEN COLUMBUS OHIO		19.8		32.4	20.4	7.2		4.8									10010506
1836	BORDEN SEATTLE WA		1.80															00280841
	PARENT CUST. TOT-BORDEN COLUMBUS	5.40	36.0	5.40	43.2	20.4	8.4		4.8		2.4			7.2				10010586
1134	BRADLEY UNIVERSITY PEORIA IL	.600		.600														00112070
1866	C F BRAUN ALHABRA CALIF	20.0		10.0														00188441
1273	BRISTOL LAB INC E SYRACUSE NY		4.80		1.20		1.20											10011493
1866	BROWN BROS PLASTIC NAPA CALIF		.110															00265341
1104	B S P CORP MASON CITY IL	3.60		3.60														00111147
1866	B S P CORPORATION BRISBANE CA			.600				.600										00253413
1134	B S P CORPORATION PALATINE IL	.600	.600	.600														00186015
	PARENT CUST. TOT-B S P CORPORATI	4.20	.600	4.20	.600			.600										00186015
1932	BURLINGTON IND GREENSBORO NC			6.60	6.60	6.60												10012546
1932	BURLINGTON IND CHERAW SC	5.00		5.00	19.2			3.60	1.80	7.20		3.60			3.00			00148210
1932	BURLINGTON IND ALTAVISTA VA	6.00		6.00	3.60								3.60					10012538
	PARENT CUST. TOT-BURLINGTON IND	11.0		11.0	29.4	6.60		3.60	1.80	7.20		3.60	3.60		3.00			10012546
1138	CABOT TITANIA INC ASHTABULA OH	30.0	21.2	30.0	26.0							26.0						10080258
1866	CAL BOND INDUST N HOLLYWOOD CA		1.20															00220051
1153	CANNON MUSKEGON MUSKEGON MI			1.20	1.20	1.20												10013558
1133	CARBORUNDUM HICKMAN KY	25.0	39.0	25.0	24.0			6.00			6.00		6.00		6.00			10013771
1131	CARBORUNDUM R-D DIV SANBORN NY			.220	.220	.220												00086886
	PARENT CUST. TOT-CARBORUNDUM NIA	25.0	39.0	25.0	24.2	.22		6.00			6.00		6.00		6.00			10013763
1976	CARGILL INC PENSACOLA FL	1.20	2.40	1.20														00215228
1134	CARGILL INC DES MOINES IOWA		3.00															10013879
1134	CARGILL INC CARPENTERSVILLE IL	6.00	17.4	6.00	15.0											15.0		10013847
	PARENT CUST. TOT-CARGILL INC MIN	7.20	22.8	7.20	15.0											15.0		00047472

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01/12/72

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	DATE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN GID GP
		TICKHINGL FR-1															003	0A	1040-245-10
1130		CASCADE FIBER EUGENE ORE		.275															00163031
1153		CASHELL INDUSTRI ANN ARBOR MI			.165		.165												00227311
1032		CELLANESE PLAS GREER SC		1.20	1.20							1.20							00245670
1252		CELLUCRAFT INC NEW HYDE PRK NY	2.70	1.80	2.70	2.40							2.40						00176184
1560		CENAC TOWING CO HOUMA LA	.700	4.80	.700	1.20							1.20						00226033
1170		CHAMPION PAPERS HAMILTON OH	2.00	1.80	2.00														10015308
1050		US PLYWOOD ANDERSON CALIF			.110				.110										10004946
1060		US PLYWOOD REDDING CA		.110															00240958
		PARENT CUST. TOT- U S PLYWOOD-CH	2.00	1.91	2.00	.110				.110									00047333
1156		CHANSLOK WESTERN OIL FELLOWS C	1.00		1.00	8.40	2.40				6.00								00227838
1252		CHER FLEUR INC NEWARK N J	.500		.500														00216550
1030		CHEMICAL PROCESSORS SEATTLE WA		3.00															00235814
1050		CITIES SERVICE CO HOUSTON TX	10.0		10.0														00221996
1133		CLAYTON CHEM CO SAUCET ILL	1.20		1.20	.600	.600												10017165
1050		COASTAL CHEM CO ABBEVILLE LA	70.0	361	70.0	174	68.9	78.0			27.0								00187188
1153		COCA COLA BOTTLING CO FLINT MI	.500	.600	.500														00224677
1252		COEN COMPANY CEMENTION NY		2.40															00165306
1252		COEN COMPANY KINGSTON NY	20.0	6.00	20.0														00235308
1252		COEN COMPANY RAVENA N Y		4.80															00180211
		PARENT CUST. TOT-COEN COMPANY RA	20.0	13.2	20.0														00180211
1252		COLD SPRING CO YAROLEY PA			13.8				13.8										00255556
1252		COLLINS E AIRMAN ASHAWAY RI			3.00									3.00					00262331
1134		COLLIN RADIO CEDAR RA IA		.600															00114642
1252		COLLOID CHEM CEDAR KNOLLS NJ			.820										.820				10017777
1252		COLONIAL SAND KINGSTON NY			10.8									3.60	7.20				00262350
1252		COLORADO OIL CO ROCK SPR WY		2.40	3.00							.60		1.20		1.20			00114683
1178		COLORPAC INC FRANKLYN OH	1.20		1.20	1.80		.60		1.20									10017963
1074		COMBUSTION ENGINE IN TULSA OK		3.00															00243103
1056		COMMODO PASTEURIZING STOCKEN CA	1.00	1.80	1.00	1.20	1.20												00227544
1066		CONTAINER CORP LOS ANGELES CA		1.80															00218863
1134		CONR CORP OF AM SIOUX CITY IA	.600	.165	.600									.600					10018595
1036		CONT CORP OF AM RENTON WA			.600									.600					10018625
		PARENT CUST. TOT-CONTAINER CORP	.600	1.97	.600	.600								.600					10018617
1074		CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							00215066
1036		CONTINENTAL CAN LOS ANGELES CA			.600							.600							00252174
1138		CONTINENTAL CAN MT VERNON OH		.600															10018951

DSW 011974

STLCOPCB4001899

01/12/72

PRODUCT/CUSTOMER SALES REPORT

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO G	AS F	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 / MAJOR GRD CP
		THERMINOL FR-1															00350A		1040-245-1
1138		CONTINENTAL CAN VAN WERT OH	5.00	5.40															00220787
1252		CONTINENTAL CAN CO READING PA		4.20		1.20						1.20							10018978
		PARENT CUST. TOT-CONTINENTAL CAN	6.50	1.80	1.50	3.00						1.20	1.80						00046167
1508		CONTINENTAL OIL NEW ORLEANS LA	10.0		1.00														00221194
1131		CONTINENTAL RBR WKS ERIE PA	30.0																10019311
1036		CONTOUR LAMINATES SEATTLE WA		.600															00115223
1066		CUTTER CORP NSL CANON CITY COL	5.00	3.60	5.00														00180351
1034		CRANE PACKING CO VANDALIA IL	.600	.600	.600														10020077
1130		CROWN FIBER & GLAS ORRVILLE OH		1.80		1.80			.600			.600					.600		00230197
1266		CROWN ZELLERBACH LOS ANGEL CA		1.20		.600			.600										00237752
1932		CROWN ZELLERBACH DORAVILL GA		1.20		1.20					1.20								00115576
		PARENT CUST. TOT-CROWN ZELLERBACH		2.40		1.80			.60		1.20								00046221
1133		CURTIS MFG ST LOUIS MO	2.50		2.50	1.80			.600	.600	.600								10020522
1068		CUCEN INC SAN LUIS OBISPO CA				3.00		2.40	.60										00249149
1138		DANA CORPORATION CHURCHUSCO IN	2.00		2.00	7.80	1.20		1.20				1.80		1.80		1.80		00170107
1066		D C SALES & MFG CERRITOS CA		.165															00234176
1066		LEE DEAN SANTA FE SPRINGS CALF		.600															00164364
1032		DEERING MILLIKEN ABBEVILLE SC	40.0	1.20	1.00														00183725
1252		DENNISON - SONS LONG ISLAND NY	.500		.500														10021790
1237		DENNISON MFG CHELMSFORD MA				1.20								.600		.600			00227366
1134		DIP SEAL PLASTICS ROCKFORD IL	1.20		1.20														00100230
1252		DUCK RESINS LINDEN NJ	.200		.200	.330					.330								00150932
1066		DJLLY MADISON Cakes LOS ANG CA		.220															10022630
1232		DOUBLEDAY HANOVER PA				.600			.600										10022762
1036		DOUGLAS UTD NUCLEAR RICHMOND		.600															00230594
1134		DJVER CORP ELK GROVE VILGE IL	1.20		1.20														00181579
1153		DOW CHEM MIDLAND MICH.	1.00	1.20	1.00	1.80					1.80								10022908
1130		DOW CHEM CO CLEVELAND OHIO	4.50	7.80	4.50	1.80			1.20	.60									10022967
1252		DOW CORNING CORP TRUMBULL CONN	1.00	.600	1.00														00215589
1152		DOW CORNING MIDLAND MICH.	3.00		3.00	27.6		11.8	.6				13.2					12.0	10022983
		PARENT CUST. TOT-DOW CHEM MIDLAN	9.50	9.60	9.50	31.2		11.8	1.8	.6	1.8	13.2						12.0	10022908
1252		DUNHAM-BUSH INC WEST HAR CT		.165															00116831
1252		E I DUPONT NEWPORT DE				3.60	.60	.60	1.20			1.20							10023556
1252		E I DUPONT WILMINGTON DE				.330			.330										10023564
1134		E I DU PONT DE NEMOUR CHGO IL	.600		.600	.600							.600						10024029
1252		E I DUPONT GRAINGER NC				.440					.440								10023800
1252		E I DU PONT DE DEEP WATER NJ	2.70	12.6	2.70	8.40		3.60			3.60			1.20				1.20	10023823
1178		E I DU PONT DE CIRCLEVILLE OH		1.20		3.00				1.20	.60								10023947

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~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M C REF	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 / MAJOR CDD-CP	
	PARENT CUST. TOT-FOREMOST DAIRIE		9.00		13.8					6.00	3.00	4.80						00045403	
	[HERMINOL FR-1]															00350A		1040-245-1	
1134	C 1 FORTMAN MEG IRON MINN	.165		.165														00213195	
1252	FOSTER GRANT LEDMINSTER MASS				1.20				.600			.600						00171255	
1252	FRANKLIN FIORE LOM WILMINGT DE	.500		.500														00119210	
1252	FRANKLIN CONT PHILADELPHIA PA				.600						.600							00048755	
1566	FRIEDHEIM TOOL LOS ANGELES CA		.165															00236063	
1252	FULTON BOILER WORKS PULASKI NY				1.20	1.20												00248959	
1156	G A F CORP DENVER COLORADO				2.40			1.80							.60			00251933	
1134	GAF CORP JULIET IL	1.20	6.00	1.20	5.40						1.80		2.40			1.20		10069831	
	PARENT CUST. TOT-G A F CORP NEW	1.20	6.00	1.20	7.80			1.80			1.80		2.40		.60	1.20		00045438	
1974	GAYLORD CONTAINER TAMPA FLA	1.00	.600	1.00														00219142	
1252	GIRA & GEIGY CORP CRANSTON RI	.900	.600	.900	1.20			1.20										10037668	
1134	G4-ELECTRO MOTIVE MCCOOK IL	.600		.600														00184667	
1138	G4-DELCO REMY ANDERSON IN				1.20										1.20			10032601	
1138	GM-GUIDELAMP ANDERSON IN				1.20				1.20									10042644	
1138	GM-DELCO BATTERY MUNCIE IN				5.68	1.80					2.08				1.80			10032628	
1138	G4-CHEVROLET HUNCIE IN	2.00		2.00														10032784	
1152	G4-BUICK FLINT MI		.110															10032555	
1152	GM-OLDSMOBILE LANSING MI		1.80															00120502	
1152	GM-TECHNICAL CENTER WARREN MI	1.00	.600	1.00	.710	.600	.110											10032768	
	PARENT CUST. TOT-GENERAL MOTORS	3.60	1.09	3.60	8.79	2.40	.11		1.20		2.08			3.00				00157279	
1134	GENERAL AMER RES DES PLAINS IL	4.80		4.80														00211265	
1860	GENL DYNAMICS SAN DIEGO CA				.165		.165											10030727	
1134	GENL ELEC MORRISON IL	.600	.600	.600	.600					.600								00119814	
1138	GEN ELEC FT WAYNE IN	1.00	.600	1.00	1.20			1.20										10031680	
1133	GEN ELEC MT VERNON IN	5.00	30.0	5.00	12.6					.60	6.00			6.00				10031141	
1178	GEN ELEC MADISONVILLE KY				24.0	24.0												00247839	
1153	GEN ELEC EDMORE MICH	1.00		1.00														10031060	
1932	GENERAL ELEC HENDERSUNVILLE TN		.600															00186890	
	PARENT CUST. TOT-GEN ELEC SCHENE	7.60	31.8	7.60	38.4	24.0		1.2		1.2	6.0			6.0				10031950	
1976	GENERAL PORTLAND MIAMI FLA		.600															00120537	
1976	GENERAL PORTLAND TAMPA FL	1.50	6.60	1.50	5.40		.60		.60	.60		.60	.60	.60	1.80			00240873	
X	ALCOJET GENERAL AZUSA CA		.110															00237132	
1252	GEN TIRE - RUB LAWRENCE MA	9.00	18.0	9.00	30.0		6.00	6.00	6.00					6.00			6.00	10033179	
1974	GEN TIRE - RUB COLUMBUS MS	.165		.165														10033195	
1252	GEN TIRE & RUB NEW SHREWSBR NJ				3.00											3.00		0027C490	

DSW 011977

STLCOPCB4001902

M C SEP		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES (100% FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CTD GP
		THERMINOL FR-1																00350A	1040-245-10
1138		GENL TIRE - RUB AKRON OH	20.0																10033144
1132		GEN TIRE - RUB CLEDO OH	10.3	72.9	10.0	4.80											2.40	2.40	10033187
1131		GEN TIRE - RUB JEANETTE PA	3.00		3.00	6.00										6.00			10033160
		PARENT CUST. TOT-GENL TIRE - RUB	42.2	91.0	22.2	43.8		6.00	6.00	6.00					6.00	6.00	5.40	8.40	10033144
1133		.P O GEORGE COMPANY ST LOUIS MO		12.0															10033276
1252		.GILMAN BROTHERS GILMAN CT	.500	1.20	.500														00120936
1056		.N C GINTHER GAS PLT GILLETTE WY	10.0	1.20	10.0														00232815
1130		.GLOBE ALBANY CO BUFFALO NY		6.60															00234907
1134		.GLOBE INDUSTRIES INC LOWELL IN	1.20	6.60	1.20	5.40		.60				.60	3.00	1.20					00230529
1130		.GLYCOL CHEMICAL CO CLEVELND OH	10.0																00222186
1130		.GLYCO CHEM PAINESVILLE OH		7.20		1.80										1.80			00244015
		PARENT CUST. TOT-GLYCO CHEM PAR	10.0	7.20		1.80										1.80			00048097
1130		.GOODYEAR TIRE AKRON OH		.600		7.80		3.60		.60			2.40	.60			.60		10034698
1131		.GOODYEAR TIRE APPLGROVE W VA	240	167	240	282			41.2			41.1	40.5	40.0		80.0		39.4	00089095
		PARENT CUST. TOT-GOODYEAR TIRE A	240	168	240	290		3.6	41.2	.6		41.1	42.9	40.6		80.0	.6	39.4	10034698
1170		.W R GRACE OWENSBORO KY	3.00	1.80	3.00														10034981
1252		.W R GRACE LINDEN NJ	4.00	13.2	4.00														10048753
1066		.MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.00														10068606
		PARENT CUST. TOT-W R GRACE NEW Y	8.00	15.6	8.00														00045489
1032		.GRANT - ROTH HILLSBORO OREGON				.165	.055			.110									00159468
1066		.GREAT LAKES CARBON ROSAROND CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00183022
1134		.GREENBAY PACKAGING WAUSAU WISC	.600		.600														00207616
1252		.GRUENBERG UDOLF INC TROY NY		8.40															00245514
1252		.GRUMMAN AEROSPACE BETHPAGE NY	5.00	25.2	5.00	36.0	7.2					14.4				14.4			10035899
1066		.GULF COAST ALUMINUM LK CHAS LA	2.00	33.6	2.00	24.0													

DSW 011978

STLCOPCB4001903

-IN THOUSANDS OF POUNDS AND DOLLARS-

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q	SIS REP	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 / MAJ. GRD. GP.
		THERMINOL FR-1															00350A		1040-245-10
1252		F W HARTMAN PORT WASHINGTON NJ				1.80								1.80					00262404
1666		HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20							3.00			10037050
1153		CHEMETRON CORP HOLLAND MI	9.00		9.00	7.20		3.60		3.60									00196428
1133		CHEMETRON CORP ST LOUIS MO	.600		.600														00184608
1178		CHEMETRON CORP HUNTINGTON VA	6.00		6.00	31.8				7.20			4.80	3.00	8.40	2.40		6.00	10038359
		PARENT CUST. TOT-HARWICK AKRON OH	15.6		15.6	39.0		3.6		10.8			4.8	3.0	8.4	2.4		6.0	00123218
1133		HAZEN RESEARCH GOLDEN CO				3.11							1.20	.71	.60	.60			00260363
1131		HEAT EXCHANG PITTS CARNEGIE PA				.275						.275							00257311
1978		HENDERSON PORT CORAL GABLES FL	5.00	4.20	5.00														10037417
1252		HEXAGON LABORATORI BRONX NY	2.00	7.80	2.00														00123994
1252		HIGH VACUUM METALS PASSAIC NJ	1.50	1.80	1.50														10034006
1134		HIOUAG CHEM SKOKIE IL	1.20	.600	1.20														00124133
1168		HOFFMEISTER CABINE LAS VEGA NV		.165															00124168
1134		STANLEY H HOLMES CHICAGO IL				.600				.600									00251623
1153		HOLLY CROSS HOSPITAL DETROIT MI	1.00		1.00														00214515
1134		HONEYMEAD PRODUCTS HANKATO MN		24.0															00223050
1178		HOOKER CHEM CO SOUTH SHORE KY		.165															00154032
1968		HOOKER CHEM TAFT LA	.500		.500														10038693
1153		HOOKER CHEMICAL MONTAGUE MI	3.60	15.0	3.60	9.00												9.00	00154024
1252		HOOKER CHEM HICKSVILLE NY	1.00	1.20	1.00														10038677
1131		HOOKER CHEM NIAGARA FALLS NY	100	215	100	78.6			39.6								39.0		10038707
1153		DOYLITE CORP WARREN MICH				2.40									2.40				10081343
		PARENT CUST. TOT-HOOKER CHEM NIA	105	232	105	90.0			39.6						2.4		39.0	9.0	10038707
1178		HOUDAILLE IND LANCASTER OH				6.00		6.00											00249750
1252		EAST ALCO ALU FREDERICK MD	10.0	27.0	10.0	40.8					10.8	12.0		6.0			12.0		00219703
1636		INTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
		PARENT CUST. TOT-HOWMET CORP NEW	15.0	27.0	15.0	69.6					25.2	12.0		6.0	14.4		12.0		00046469
1252		J M HUBER EDISON NJ				1.80							1.20				.60		00124907
1252		ICI AMERICA INC DIGHTON MA				1.20								1.20					10039008
1178		IMPERIAL ADHES CINN OHIO	1.00	2.40	1.00	2.40			2.40										10040124
1932		IMPERIAL FABRICATING PORTLD TN		3.60															00235687
1134		INCA INKS INC NORTHBROOK ILL	.600		.600														10040175
1230		INCHAFORD HFG RICHMOND VA				4.80									4.80				10020095
1666		INMONT CO ANAHEIM CA																	10040914
1153		INMONT CORP DETROIT MICH	15.0	30.0	15.0														10040922
1178		INMONT CORP CINCINNATI OHIO	9.00	6.00	9.00	5.40			1.20	1.80							2.40		10040736
1153		INMONT CORP TOLEDO OHIO	3.00		3.00	6.00						6.00							10040876
		PARENT CUST. TOT-INMONT CORP NYC	29.0	36.0	29.0	11.4			1.20	1.80		6.00					2.40		00044482
								</											

DSW 011979

01/12/72

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GCA FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP.
		THERMINOL FR-1															00350A		1040-245-10
1230		.INTA-RUTU RICHMOND VA				.600							.600						00256994
1134		.INTERPACE IONE CA	10.0		10.0	1.80			1.80										10004055
1133		.INTERPACE MANKATO KANSAS	1.00		1.00														00183407
1252		.INTER POLYMER CORP FARMINGD NJ				2.40			1.80	.60									00250813
1270		.INTER ROYAL NEW BEDFORD MASS				6.60					6.60								00256927
1252		.INTL FLAVORS UNION BEACH NJ	1.80	3.00	1.80	10.8			3.60			3.60	3.60						10041244
1134		.INTL HARVESTER WAUKESHA WI	1.20		1.20	.600					.600								00196657
1232		.INTL NICKEL WRIGHTSVILLE BH NC				.110							.110						00232513
1274		.INTL PAPER CAMDEN AR	1.50	1.20	1.50	2.40		1.20			1.20								00125946
1975		.INTL PAPER SPRINGHILL LA				.600					.600								10041643
1252		.INTL PAPER NO TONAWANDA NY				.275		.275											10041538
1134		.INTL PAPER FOND DU LACK WI	.600		.600														00215333
		PARENT CUST. TOT-INTL PAPER CO N	2.10	1.20	2.10	3.28		1.48			1.80								00044504
1134		.INTERPLASTIC MINNEAPOLIS MN	2.40		2.40	1.80			1.80										00080097
1134		.IN M ISABELLA MADISON WI	.600		.600														00040895
1134		.ITT CONTL BAKING MILWAUKEE WI				.600					.600								00177946
1133		.JASPER RBR JASPER IND	40.0		40.0														10042399
1252		.JEANCO LAMINATES AMITYVILLE NY		.165															00224162
1252		.GEORGE JENKINS CUM BRIDGEWA MA	3.60	2.40	3.60	.600	.400												00126314
1134		.JENDS INC DULUTH MN	1.20		1.20														00126322
1232		.JENSEN INC SHELBYVILLE TN				.495					.220						.275		00256033
1030		.JERSEY MATO MK LOS ANGELES CA		6.00		.600							.600						00198731
1030		.JERSEY NUCLEAR CO RICHLAND WA		1.20		1.20								1.20					00237025
1232		.JIFFY MFG GRANITE FLS N C	1.00	1.80	1.00	2.40	1.20							1.20					10042739
1232		.JIFFY MFG HIGH PT NC	1.00	6.60	1.00	3.60			1.80		1.80								10042704
1252		.JIFFY MFG HILLSIDE N J	2.00	1.20	2.00	5.40				1.80	1.20	1.20				1.20			10042720
1252		.JIFFY MFG HANOVER PA				4.20	3.00							1.20					00126446
1030		.JIFFY PACKAGING LA MIRADA CA	8.00	7.80	8.00	8.40	1.20	1.20		1.20	1.20		1.20	1.20	1.20	1.20		1.20	00170518
		PARENT CUST. TOT-JIFFY MANUF BRI	12.0	17.4	12.0	24.0	5.40	1.20	1.80	3.00	4.20	1.20	1.20	3.60	1.20	2.40		1.20	00040003
1252		.JOHNSON-JOHNSON NW BRUNSWICK NJ	2.00	15.6	2.00	4.80				2.40	2.40								10042933
1134		.LES JOHNSON CABNT IRON MT MI				.110					.055	.055							00256472
1030		.WESTERN PRECIP LOS ANGELES CA				1.20	1.20												10088895
1134		.K & S MANUFACTURIN FREEPORT IL				.110	.110												00126675
1170		.K & W PRODUCTS BLOOMINGTON IN		3.60															00234265
1030		.KAISER ALUM PERMAN PERMANEN CA		2.40															00126683
1134		.KAISER ALUM & CH PLEASANTON CA		.275															00213047
1030		.KAISER FOUNDATION LOS ANGLS CA	50.0																00220930
1030		.KAISER INDUST PAR OAKLAND CAL	25.0		25.0														00045616
		DSW 011980																	

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

DSW 011982

STLCOPCB4001907

- IN THOUSANDS OF POUNDS AND DOLLARS -																		
Q. Q. YR.	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. / MGR. CPO. GP.
	HERMINUL ER-1																	1040-245-1
1138	NATIONAL HOMES CO LAFAYETTE IN	.330	.275	.330	.165	.165												00223506
1252	N.L. INDUSTRIES SAYREVILLE NJ				9.60		9.60											10056705
1134	NATL STARCH - CHEM CHICAGO IL	2.40	3.00	2.40	2.40		1.20				1.20							10056918
1252	NATL STARCH PLAINFIELD NJ	1.00	1.20	1.00	1.20			1.20										10056969
1252	NAIL STARCH - CHEM NYC NY		1.20															00044814
	PARENT CUST. TOT-NATL STARCH - C	3.40	5.40	3.40	3.60		1.20	1.20			1.20							00044814
1134	NATIONAL TEA CO CHICAGO IL	21.0		21.0	3.60	3.60												10057000
1134	NATIONAL WAX SKOKIE ILLINOIS	.600		.600														00196592
1133	NEPACCO VERONA MO	2.20	6.60	2.20	1.20							1.20						00163899
1133	CITY NEW MADRID NEW MADRID MO		81.0															00225878
1273	NIAGARA MOHAWK OSWEGO NY				1.80							1.80						00131598
1133	NORANDA MINES NEW MADRID MO	9.00		9.00														00220949
1133	NORANDA ALUM NEW MADRID MO		6.00															00236934
1178	NORTH AMERICAN ROCKWL COLUM OH	.300		.300														10058082
1252	NORTON CO TROY NY		.600		4.80	2.40								2.40				00154725
1558	OIL BASE INC HOUSTON TEXAS	.800	6.00	.800														00221228
1153	OLINKRAFT OHSSO MI		.110		.165			.165										00132314
1252	OLIN MATHIESON NEW HAVEN CT				.110			.110										00132268
1252	OLIN RESEARCH NEW HAVEN CT				.110											.110		10059291
	PARENT CUST. TOT-OLIN CORP NYC N		.110		.385			.275								.110		00044065
1230	OREGON METTALLURGIC ALBANY OR	5.00	20.4	5.00	2.40		2.4	12.6							12.6			00192899
1135	ORMET CORP OMAL OH	9.00	18.0	9.00	6.00				6.00									10059585
1932	OUTSIDE CARPETS INC ROME GA				2.40					1.80		.60						10059720
1133	OWENS CORNING K C KANSAS		.600		2.40						1.20		.60		.60			10059052
1138	OWENS CORNING GRANVILLE OHIO		4.37															00088609
1932	OWENS CORNING ANDERSON SC	10.0	18.0	10.0	3.00					3.00								10059060
	PARENT CUST. TOT-OWENS CORNING T	10.0	23.0	10.0	5.40													

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

STLCOPCB4001910

01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES C. YTD FOR CURR YEAR	SALES CURR YTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	CUSTOMER / MAJOR CNO GP
	HERMINOL FR-1																003504	1040-245-1
1252	REICHOLD CHEM INC FORDS NJ				.600		.600											00248134
1836	REICHOLD CHEM TACOMA WA		1.80		3.00					3.00								10067170
	PARENT CUST. TOT-REICHOLD CHEM	17.9	24.0	17.9	21.6	8.40	4.20	2.40	3.60	5.40			2.40					00045713
1932	REPUBLIC MILL ROME GA	.600	.600	.600														00232297
1133	REPUBLIC STEEL NILES OHIO		8.40															00218167
1252	REYNOLDS METALS MESSENA NY				12.0			12.0										10067790
1252	REYNOLDS METALS PITTSBURGH PA				.600				.600									00253853
1237	REYNOLDS METALS GROTTIE VA	2.00	9.60	2.00	2.40					2.40								10067604
	PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								10067782
1836	RIUDIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60						1.20	3.60		1.20	00152277
1133	RIEDEL PAPER CORP HAZELWOOD MO				.600				.600									00185531
1866	RIETZ MFG SANTA ROSA CA		.600		.600												.600	00231787
1252	ROGERS CORP E WOODSTOCK CONN				1.20									1.20				00151757
1178	ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	5.40			3.00									2.40	00151777
1252	ROHM - HAAS CO BRISTOL PA				30.0			20.8		1.2								10068878
	PARENT CUST. TOT-ROHM - HAAS CO	1.00	21.0	1.00	35.4			31.8		1.2							2.4	10068336
1866	ROHR CORP RIVERSIDE CA	5.00		5.00														10063924
1252	ROUNSON METALS CO NEWARK NJ				.220				.220									10069009
1178	ROUSEL BRADENTON FL		.165															00232252
1134	ROTARY SEAL CORP CHICAGO IL				.110				.110									00253467
1866	MITCHELL DIV ROYAL IND LA CA		.275															10053537
1866	ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						10069602
	PARENT CUST. TOT-ROYAL INDUST SA		1.50		.820				.220			.600						10069602
1237	RURATEX CORP BEDFORD VA				1.20				2.40		1.20							10069653
1252	SANDOZ PHARM HANOVER NJ				.275		.275											10073724
1276	SAV A STOP JACKSONVILLE FL		.600															00231657
1252	SAV A STOP SALEM VA	1.00	.600	1.00														00231770
	PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														00231657
1252	SCHENECTADY CH ROTTERDAM NY		.110		7.80						4.80	3.00						10071127
1178	GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00	3.00											3.00		00165239
1230	GLIDDEN CO READING PA		1.80															10059808
	PARENT CUST. TOT-S. C. M. CORP CORT	3.00	1.80	3.00	3.00											3.00		00045454
1938	SCOTT WISE POLYMERS GROWLEY LA	1.20	7.80	1.20														10071569

DSW 011986

01111

STLCOPCB4001911

- IN THOUSANDS OF POUNDS AND DOLLARS -

YR	S/S	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. / MAJOR GRD. GP.
		THURMINOL FR-1																00350A	1040-245-10
1133		.SEA PASS CORP ST LOUIS MO		1.20															10071763
1134		.DESOTO INC CHICAGO IL	1.20		1.20														10021855
1134		DE SOTO INC CHICAGO HEIGHTS IL	6.00	6.00	6.00	2.40		2.40											10021898
1974		DE SOTO INC GARLAND TX	.600	.600	.600														10021901
		PARENT CUST. TOT-SEARS ROEBUCK C	7.80	6.60	7.80	2.40		2.40											00045276
1134		.ALLIED PROCESSING CHICAGO ILL	.165		.165														00196401
1468		SHELL CHEM DEER PK TX	1.20	.600	1.20														10072301
1866		SHELL OIL GOLETA CAL	8.00		8.00	3.00									3.00				10072522
1968		SHELL OIL CO MORGAN CITY LA	10.0	24.6	10.0														00186635
		PARENT CUST. TOT-SHELL OIL NYC N	19.4	25.2	19.4	3.00										3.00			00045284
1958		.C E SHEPHERD HOUSTON TX		.220		.550					.275		.275						00216941
1868		SHERWIN WILLIAMS OAKLAND CA				7.20									7.20				10072638
1134		SHERWIN WILLIAMS CHGO IL	3.60		3.60														10072654
1178		SHERWIN WILLIAMS CINCINNATI OH	2.00	3.60	2.00														00050024
		PARENT CUST. TOT-SHERWIN WILLIAM	5.60	3.60	5.60	7.20										7.20			10072794
1868		.SIERRA ENGIN SIERRA MADRE CA		.600															10072921
1858		.AIKESLARCH MFG CO TORRANCE CAL	6.00		6.00	.110					.110								10001501
1974		.A O SMITH INDLAND LITTLEROK AR	2.00	.600	2.00	1.20							.600			.600			00130266
1932		.HENRY T SMITH CO MEMPHIS TN	.100	.110	.100														00225711
1932		.SOU VALLEY CO COLUMBIA SC	3.00	2.40	3.00														10073837
1932		.SOU TEX CHEM MT HOLLY N C	1.20		1.20	.600						.600							00093866
1235		.SOUTHERN ADHES RICHMOND VA				6.60		6.60											10073979
1958		.SOUTHERN NATURAL GAS AMELIA LA				9.00													00272051
1932		SOUTHERN NATL GAS MORGAN CT LA				14.4								6.00	9.00		.60	9.00	00262761
1958		SOUTHERN NATURAL GAS HOUSTON TX	60.0		60.0														00222038
		PARENT CUST. TOT-SOUTHERN NATR G	60.0		60.0	23.4								6.00	9.00		.60	9.00	00181129
1932		.SOUTHERN BAKERY CO ATLANTA GA	.600		.600														00184640
1178		.SOUTHWIRE ALUM HAKESVILLE KY	20.0	94.8	20.0	129	9.0	12.0	7.2		14.4	28.8		28.8	28.8				00210552
1860		.SOUTHWEST FOREST SANTA FE CA	1.00	.875	1.00														00153614
1178		.SPECIALTY PAPER DAYTON OH	4.80	4.80	4.80	16.2			1.20	6.00			9.00						10074614
1858		.SPECTRACON INC SANTA ANA CALIF		.165															00186678
1868		.ST VINCENTS HOSPITAL LOS AN C	70.0																00222143
1932		.STO CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														00133594
1252		.STO CHEMICAL PRO HOBOKEN NJ				1.18					.58			1.20	.60				00222100
		PARENT CUST. TOT-STO CHEMICAL PR	.500	.600	.500	1.18					.58			1.20	.60				00222100
1858		.STANDARD FELT ALHAMBRA CA		.165		.600					.600								00241903

DSW 011987

C. S. S. 254		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUANT FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD. GP
		THERMINOL FR-1															00350A		1040-245-10
1968	17408	CHEVRON OIL CO LEEVILLE LA	12.0	6.00	12.0	4.20									4.20				00217646
1968		CHEVRON OIL MORGAN CITY LA																	00265985
1968		CHEVRON OIL CO NEW ORLEANS LA	20.0		20.0														00150127
1968	1830	STAND OIL CALIF SHANSON RIV AK				49.2						12.0			19.2		4.8	13.2	00252921
1968	1866	STD OIL OF CAL CARPINTERIA CA				3.00									3.00				10075122
1968	1866	STD OIL OF CAL GAVIOTA CALIF	2.00		2.00	5.40		2.40							3.00				10075130
1968	1866	STD OIL LA HABRA CA				5.40							2.40			1.20	1.80		00138940
1968	1866	STANDARD OIL TAFT CALIF				.110		.110											00197858
		PARENT CUST. TOT-STAND OIL CALIF	34.0	6.00	34.0	67.3		.1	2.4			12.0	2.4		29.4	1.2	6.6	13.2	00046906
1932		AMOCO CHEM DECATUR ALA				16.8			9.00		7.80								10005221
1958		ESSO RESEARCH - EN BAYTOWN TX	20.0		20.0														10026806
1252		STANDARD PACKAGIN CRANBURY NJ				6.00			1.20			2.40		1.20		1.20			10075173
1178		STANDARD SUPPLY MAYSVILLE KY	.500	.220	.500														00156025
1252		STANLEY WORKS NEW BRITAIN CT				6.00	1.20			1.20	1.20				1.20		1.20		10075394
1854		STAUFFER CHEM RICHMOND CALIF		.600															10075521
1178		STAUFFER CHEM LOUISVILLE KY		1.81															10075564
1252		STAUFFER CHEMICAL EDISON NJ				6.00							6.00						00210706
1252		STAUFFER CHEMICAL PASSAIC N J		.600															10075513
1131		STAUFFER GALLIPOLIS FERRY WV				1.00								1.80					10075637
		PARENT CUST. TOT-STAUFFER CHEM N		.609		7.80							6.00	1.80					00046868
1252		STEDFAST RUBBER EASTON MA				1.80			1.80										10075718
1134		STONE CONTAINERCORP CHIC ILL	2.40		2.40														10076250
1454		STRESSKIN PRO CO SANTA ANA CA		4.80		1.20			.600						.600				00238708
1932		SUN CHEMICAL CO CHESTER SC	1.00	3.60	1.00	37.2	6.60	3.00		3.00	5.40	2.40		4.80	2.40	4.80		4.80	00183873
1968		SUN OIL CO MORGAN CITY		1.20															00230125
1968		SUN OIL CO																	

DSW 011988

STLCOPCB4001913

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M G	S.S. REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CAGR FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MGR GPO GP
		THERMINOL FR-1															00350A		1040-245-10
1968		.JEFFERSON CHEM CO INC AUSTINTX	1.20	3.00	1.20	.600			.600										00151416
1968		.TEXACO INC MORGAN CITY LA	20.0	48.6	10.0														00231134
		PARENT CUST. TOT-TEXACO NEW YORK	21.2	51.6	11.2	.600			.600										00046647
1974		.TEXAS-REFINING FORT WORTH TX		1.20															00140449
1932		.THAYER COGGINS INC HI POINT NC	7.20		7.20														00160041
1974		.THERMOJET INC JACKSON MISS				1.20							.600	.600					00261793
1178		.THERMOLATOR INC INDIANAPOLISIN	1.00	.660	1.00	.330			.330										00140643
1133		.THERMO-O-DISC MANSFIELD OH		.055		.110				.110									00220907
1032		.THIELE KAOLIN SANDERSVILLE GA	8.30		8.30	11.4			11.4										10079764
1133		.TOPCO LAMINENTS FORT SCOTT KS	.165		.165														00219398
1133		.TOPCO LAMINATES ST JOHNS MO		.165															00222836
		PARENT CUST. TOT-TOPCO LAMINATES	.165	.165	.165														00222836
1966		.TRADE WINDS NO 2 BROWNSVILLE TX		1.20		.600						.600							00206601
1133		.TRANSPLASTICS COMEAUT OH		.600		2.40						.600			.600	.600	.600		00212113
1134		.TRISTEL COMPOUND LK GENEVA WI	2.40		2.40	.600											.600		10001084
1252		.GOALS UNASCND FOR BK THRU 1252	361		361														00165565
1131		.GOALS UNASCND FOR BK THRU 1131	308		308														00165581
1134		.GOALS UNASCND FOR BK THRU 1134	52.0		52.0														00165611
1153		.GOALS UNASCND FOR BK THRU 1153	359		359														00165643
1932		.GOALS UNASCND FOR BK THRU 1932	223		223														00165654
1974		.GOALS UNASCND FOR BK THRU 1974	76.0		76.0														00165697
1866		.GOALS UNASCND FOR BK THRU 1866	278		278														00166170
1866		.LEVER BROTHERS CO LOS ANGE CA	10.0	21.8	10.0														00127558
1252		.LEVER BROTHERS BALTIMORE MD		1.20		3.00						3.00							10046092
		PARENT CUST. TOT-UNILEVER IAKOCP	10.0	23.0	10.0	3.00						3.00							00026298
1975		.UNION CAMP CORP DECATUR ALA	2.00		2.00														00214019
1974		.UNION CAMP CORP LAKELAND FLA	1.50		1.50	1.80	.60		1.20										10001584
1138		.UNION CAMP CORP DOVER OH	2.00		2.00														00209333
1952		.UNION CAMP CORP HARRYSTOWN TN	.600		.600														00177334
		PARENT CUST. TOT-UNIONCAMP CORP	6.10		6.10	1.80	.60		1.20										00047090
1138		.UNION CAR UC PLAS MARIETTA OH	1.00		1.00														10081374
1032		.UNION CAR - NUC OAKRIDGE TENN	15.5		15.5														10081971
1131		.UNION CARBIDE SISTERSV KY				1.20										1.20			00141652
1131		.UNION CARBIDE S CHARLESTON W V				73.1		73.1											10081777
DSW 011989																			

STLCOPCB4001914

B1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971
FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

AM G P	SIS P	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 / MAJ. GPO-CP
		THERMINOL FR-1																00350A	1040-245-10
1252		VANCE STEEL BELLEVILLE NJ		1.20		10.8													00240788
1332		VELSICOL CHEM MEMPHIS TENN															3.60	7.20	10086442
1868		VERDUGO HILLS HOSPITAL VERD CA	20.0																00222135
1252		VINYL HAID INC W SPRNGFLD MASS	.100	.600	.100														00217649
1664		VONS BAKERY DIV EL MONTE CA				.220		.220											10087120
1974		WARWICK ELECTRIC FORREST CTY A		1.20		4.80			4.80										00240664
1252		WAYLAND CHEM CO LINCOLN RI				2.40							2.40						10087996
1123		FRED WEBER CONST ST LOUIS MO				3.00							3.00						00260576
1252		WELDING ENGINE KING OF PRUS PA	10.0	6.00	10.0														00225710
1134		WELLS MFG FCMD DU LAC WI	.600		.600														00144614
1252		WEST CO MILLVILLE NJ				4.20	1.20						1.20					1.80	10083445
1237		WESTFIELD SHI MTL KENILWTH NJ				1.80					.60	1.20							00252024
1135		WESTINGHOUSE MUNCIE INDIANA	3.00		3.00	3.00	3.00												10069409
1134		WESTVACO CORP CHICAGO ILL	1.20		1.20														00168866
1252		WESTVACO CORP BALTIMORE MD				.600							.600						00154806
1252		WESTVACO CORP DETROIT MI				.600						1.20			.60				00144703
1478		WESTVACO NORTH CHARLESTON SC				1.20						.600		.600					10088577
		PARENT CUST. TOT-W VA PULP-PAPER	1.20		1.20	2.40						1.80	.60	.60	.60				00047589
1252		WHEELING PITB ST JAMESBURG NJ	10.0		10.0														00170968
1132		WHITE RODGERS CO ST LOUIS MO				.055		.055											10050350
1134		WILLIAMSON ADHESIVES CINN OH				1.37							1.37						00260290
1958		WARGUS CHEM TAFT LA	1.20	1.20	1.20														00236926
1252		WARGUS CHEM BROOKLYN NY		5.40		7.20					4.80		2.40						00105916
1134		WITCO CHEM CHICAGO ILLINOIS	7.20	6.00	7.20	3.60									3.60				10091098
1252		WITCO CHEM PERTH AMBOY NJ				8.40			8.40										10091128
		PARENT CUST. TOT-WITCO CHEM NYC	8.40	12.6	8.40	19.2			8.40		4.80		2.40		3.60				00047686
1131		XEROX WEBSTER NEW YORK				1.20			1.20										10092450
1134		ZIGNEGO CONTRACT FRANKLIN WISC	1.20		1.20														00196630
1056		ZINSCO ELECT PROD LOS ANG CA				1.80				1.20	.60								10092760
		TOTAL PRODUCT * * * * * LB	3837	2607	3476	2520	265	318	308	184	201	227	201	189	200	143	152	132	1040-245-10
		00350A * * * * * \$\$	1106	753	1002	822	86	101	98	64	68	73	66	62	68	44	49	43	
		THERMINOL FR-2																00357A	1040-265-10
1131		AIRCO SPEER NIAGARA NY		.600															00107409
1131		ALLIED CHEM BUFFALO NY		2.40		6.00	6.00												10002309
1131		ALCAN ALUMINUM FAIRMONT W VA		1.80															00183160
1138		REA MAGNET WIRE FT WAYNE IND		.165															00089583
1138		REA MAGNET WIRE LAFAYETTE IN		.600															10066646
		PARENT CUST. TOT-ALUMINUM CO OF		.765															00045063
		DSW 011991																	

STLCOPCB4001916

ORGANIC CHEMISTRY
PRODUCT/CUSTOMER SALES REPORT

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

STLCOPCB4001917

ORGANIC DIVISION SPECIALTY CHEMICALS
PRODUCT/CUSTOMER SALES REPORT

C	S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	MONTHS												CUST ID / MATERIAL CODE		
				LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.		OCT.	NOV.
		THERMINOL FR-2															00357A	1040-265-
1133		CURTIS MFG ST LOUIS MO		4.20		.600	.600											10120522
1134		DANA CORPORATION CHURCHVILLE IN		4.80														00176157
1146		LEE DEAN SANTA FE SPRINGS CALF		.165														00164364
1137		DEERING HILLIKEN INMAN SC		1.80														00240923
1140		DIAMOND SHARROCK S OXNARD CA		.055														00088943
1144		DOLLY MADISON CAKES LOS ANG CA		1.80														10022630
1150		DOONJE CAL THENES CERITAS CAL		.330														10022659
1152		DOUBLEDAY HAROVER PA		1.58														10022762
1152		DOV CHEM MIDLAND MICH		.600														10022908
1153		DOV CORNING MIDLAND MICH		3.06														10022908
		PARENT CUST. TOT-DOV CHEM MIDLAN		3.66														10022908
1252		E I DU PONT DE NEMO PARLIN NJ		.600														10023865
1150		EL VAL SIERRITA SANUARITA AZ				6.00		6.00										00196945
1150		EL MONTE CHEM PASADENA CA				.600		.600										00253280
1252		EMOSSOGRAPH PROCESS BRKLYN NY				.600	.600											10025037
1131		E L WIEGAND CO PISBG PA		.600														10050591
1153		FABRI KAL CORP KALAHAZOO MICH		.165														00164691
1252		FARNELL CORP CONN ANSONIA CT		4.80														00118360
1252		FELTON CHEMICAL CO BROOKLYN NY		.600														0022344
1150		FIBREBOARD CORP SOUTH GATE CA		6.00														0016047
1133		FINDER SERVICE CO SAINT CH MO				12.5		12.6										00118558
1252		FINE ORGANICS INC LODI NJ		4.20		3.00		3.00										1002798
1130		FIRESTONE NOBLESVILLE IN		12.0														1002809
1130		FIRESTONE TIRE AKRON OH		.165														1002811
		PARENT CUST. TOT-FIRESTONE TIRE		12.2														1002811
1152		FORD MOTOR DEARBORN MICH		15.6		4.80		4.80										0011897
1153		FORD MOTOR CO WOODHAVEN MI		1.80														0022675
		PARENT CUST. TOT-FORD MOTOR DEAR		17.4		4.80		4.80										0011895
1152		MCKESSON CHEM CO NEW ORLEAN LA																

DSW 011993

STLCOPCB4001918

01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FEB. 1972

- IN THOUSANDS OF POUNDS AND DOLLARS -

MO	YR	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.	CUSTOMER / MAJOR GEO. GR.
		THERMINOL FR-2																00357A	1040-265-1
1974	1131	.GEN TIRE - RUB COLUMBUS MS		.165															10033195
		.GEN TIRE - RUB JEANETTE PA		6.00															10033160
		PARENT CUST. TOT-GENL TIRE - RUB		6.17															10033144
1252		.GEORGE E. LYNCH NEW CASTLE DE		.600															00230413
1252		.N C GINTHER GAS PLT GILLETE WY				1.80		1.80											00232815
1138		.GOODYEAR TIRE AKRON OH		2.40		.600			.600										10034698
1252		.GREAT ATLANTIC PACIFIC NEWARK NJ		3.60															00165433
1178		.GULF PLASTICS GREENSBURG IN																	00225924
1252		.HAMILTON MFG RICHMOND VA		3.00															10036526
1252		.HAMILTON STD WINDSOR LOCKS CT		3.60															10036542
1133		.CHEMETRON CORP HOLLAND MI		15.0															00196428
1133		.CHEMETRON CORP ST LOUIS MO		1.80															00184608
		PARENT CUST. TOT-HARWICK AKRON OH		16.8															00123218
1252		.HOLY CROSS HOSPITAL DETROIT MI		.600															00214519
1252		.HOOKER CHEM HICKSVILLE NY				3.60	3.60												10038677
1252		.HORN - HARDART BAK PHIL PA		3.66															00033936
1252		.J. H. HUBER EDISON NJ		3.60															00124907
1252		.ICI AMERICA INC DIGHTON MA		1.80															10039908
1252		.CRAWFORD MFG RICHMOND VA		3.60															10020035
1178		.INKMONT CORP CINCINNATI OHIO		6.00															10040738
1133		.INKMONT CORP TOLEDO OHIO		4.80															10043876
		PARENT CUST. TOT-INKMONT CORP NYC		10.8															00044482
1252		.INTERM CONCRETE SALT, LK CT, UT		1.20															00228818
1856		.INTERPACE IGNE CA		9.00		3.60	3.60												10004055
1133		.INTERPACE MANKATO KANSAS		1.20															00183407
1252		.INTL FLAVORS TETERBORO NJ		1.20															10041236
1856		.INTL MULTI FOODS CITY, INDUS CA		.345															00223867
1932		.INTL NICKEL WRIGHTSVILLE BH NC		.060															00232513
1974		.INTL PAPER CAMDEN AR		3.00															00125940
1975		.INTL PAPER SPRINGHILL LA		1.20															10041643
1252		.INTL PAPER SOMERVILLE MA		2.40		.600									.600				00170496
1134		.INTL PAPER FOND DU LACK WI		.600															00215333
		PARENT CUST. TOT-INTL PAPER CO N		7.20		.600									.600				00044504
1134		.INTERSTATE BAKER CHICAGO IL		1.80															10041848
1133		.ITT CONTL BAKING DETROIT MI		.600															10018862
1252		.JIFFY MFG HANOVER PA		3.60															00126446

DSW 011994

STLCOPCB4001919

IN THOUSANDS OF POUNDS AND DOLLARS																		
SALES REP	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 / MAIN CSD CD
	HERMINOL FR-2																.00357A	1040-265-10
1256	WESTERN PRECIP LOS ANGELES CA		.600															10088895
1252	KANECKI BERYLCO BRYERTOWN PA		1.20															10343549
1133	THE M W KELLUSG CO OMAHA NB		3.17															00125802
1132	KELT PLASTICS EVANSVILLE IN		1.20															10043948
1131	KOPPERS CO BRIDGEVILLE PA		3.60		3.60		3.60											10044820
1131	KOPPER COMPANY MONROEVILLE PA																	00217182
1131	KOPPERS COMPANY INC VERONA PA		1.80															00185876
	PARENT CUST. TOT-KOPPERS CO PIYT		5.40		3.60		3.60											00044571
1252	LANE COMPANY ALTAVISTA VA		.600															10045363
1252	LIBERTY MACH PATERSON NJ		1.20															10046254
1138	LOURIZOL SALES PAINESVILLE OH		41.4															10047277
1256	MAGNA SCREEN CHATSWORTH CA		.120															00049042
1252	MALDEN MILLS LAWRENCE MA		1.20															10048265
1178	MARVAGLASS INC LEXINGTON KY		.165															00196746
1134	MEAD CONTAINERS WATERLOO IA		1.20															00225789
1178	MEAD CONTAINERS WASH COU OH		.600															00129615
	PARENT CUST. TOT-MEAD CORP DAYT		1.80															00044695
1252	ONYX CHEM JERSEY CITY		2.40															10059380
1134	MINN MIN-MFG HUTCHINSON MN		1.20		1.20	1.20												00222674
1134	MONSANTO COMPANY SPRINGFIELDMA		.120															00215740
1134	STO T CHEM CHICAGO IL		1.20		.600	.600												10075270
1178	U S IND CHEM DIV CINCINNATI OH		3.60															00143065
1252	M L INDUSTRIES SAYREVILLE NJ		26.4															10056705
1134	NATIONAL TEA CO CHICAGO IL		3.60															10057000
1134	ILFCO INC CHICAGO IL		1.20															00237854
1178	NORTH AMERICAN ROCKWL COLUM OH		.055															10058082
1134	OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10059879
1153	PAIKE DAVIS - CO HOLLAND MI		2.40															10060885
1132	PATCO PRODUCTS GRANDVIEW MO		1.20															

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~~-IN THOUSANDS OF POUNDS AND COLLARS-~~

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M. G.	SLS REP	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. / MAJOR G.D. GP.
		THERMINOL FR-2															00357A		1040-265-10
1138		SHERWIN WILLIAMS CLEVELAND OH		28.8															10072794
		PARENT CUST. TOT-SHERWIN WILLIAM		33.6															10072794
1156		.AIRRESEARCH MFG CO TORRANCE CAL		3.60															10001501
1174		.A. Q. SMITH INOLAND LITTLE ROCK AR		2.40															00139266
1257		.HRS SMITHS COL BK SILV SPCS MD		1.20															10073677
1137		.SOU TEX CHEM MT HOLLY N C		1.20															00093866
1252		.SOUTHERN CONT COR DEER PARK NY		4.20		.600		.600											00168084
1932		.SOUTHERN BAKERY CO ATLANTA GA		.600															00184640
1968		.ST JOE PAPER CO MESQUITE TX		1.20															00159212
1252		.STO CHEMICAL PRO HOBOKEN NJ				.600	.600												00222100
1166		.STD OIL OF CAL GAVIOTA CALIF		1.20															10075130
1252		.STANDARD PACKAGIN CRANBURY NJ		8.40		1.20		1.20											10075173
1252		.STANLEY WORKS NEW BRITAIN CT		4.65															10075394
1151		.STAUFFER CHEM RICHMOND CALIF		.055															10075521
1131		.STAUFFER GALLIPOLIS FERRY WV		.600															10075637
		PARENT CUST. TOT-STAUFFER CHEM N		.655															00046868
1252		.STEDFAST RUBBER EASTON MA		1.80															10075718
1154		.STONE CONTAINER CORP CHIC ILL		1.80															10076250
1156		.SYSTEMS PRINTERS SANTA FE CA		.275															00139742
1252		.TERRELL CORP WILM MASS				1.80		1.80											10078911
1138		.THERMO-O-DISC MANSFIELD OH		.055															00228907
1132		.THIELE KAGLIN SANDERSVILLE GA		11.9															10079764
1104		.TROSTEL COMPOUND LK GENEVA WI		.600															10081034
1932		.TULL CHEMICAL CO OXFORD AL		1.20															10081181
1174		.GOALS UNASGND FOR BK THRU 1974	20.0		20.0														00105897
1975		.UNION CAMP CORP DECATUR ALA		4.80															00214019
1976		.UNION CAMP CORP LAKE LAND FLA		1.80															10081564
1976		.UNION CAMP CORP SAVANNAH GA		1.20		.600					.600								10081599
1138		.UNION CAMP CORP DOVER OH		12.0															00205333
1932		.UNION CAMP CORP MORRISTOWN TN		1.20															00177334
		PARENT CUST. TOT-UNIONCAMP CORP		21.0		.600					.600								00047090
1130		.UNION CAR UC PLAS MARIETTA OH		4.80															10081874
1932		.UNION CAR - NUC OAKRIDGE TENN		16.2															10081971
1131		.UNION CARBIDE S CHARLESTON W V		1.80															10081777
		PARENT CUST. TOT-UNION CARBIDE C		22.8															00045705
1252		.UNT AIRCRAFT CORP E HARTFORD CT		1.20															00152005
													</						

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q	SALES REP	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-GPD-GP.
		11 INDUST. FLDS.C.L.BRADFORD																	
		HYDRAUL F-9 A															01771A		4550-009-1
1974		AAA PRODUCTS DALLAS TX	1.77	1.18	1.77														00213756
1134		ABEX CORP ST PAUL MN	.885	1.18	.885	.545											.545		00105771
1230		ABEX CORP PORTSMOUTH VA		.590															10000351
		PARENT CUST. TOT-ABEX CORP NEW Y	.885	1.77	.885	.545											.545		00046531
1134		AERO METAL PRODUCTS MINN MN	1.13	1.18	1.13														00106860
1134		AERO WELDER MFG MILWAUKEE WI	1.00	2.36	1.00														10000637
1239		AERO TITANIUM LEMON GROVE CAL	1.50	1.18	1.50														00106992
1160		AIRCO VACUUM MET BERKELEY CA				22.1		5.52		5.57		2.73	5.54				2.73		00243345
1153		AJAX FORG-CAST FERNDALE MI	.900	.590	.900														10001675
1932		ALLIED CHEM IRMO SC				.552	.552												00170372
1976		ALLIED MARINE CORP MIAMI FLA	1.07	1.07	1.07														00185183
1176		ALLIS CHALMERS NORWOOD-CINC OH		.215															00109073
1134		ALLIS CHALMERS W ALLIS WI	3.00	2.36	3.00														10002648
		PARENT CUST. TOT-ALLIS CHALMERS	3.00	2.58	3.00														00045055
1239		ALUMINUM DIE LOS ANGELES CALIF	2.00	1.13	2.00														00108197
1974		ALUMINUM CO BAUXITE AR		.106		.102		.102											00236784
1239		ALUMINUM CO CORONA CA	10.0	5.90	10.0	1.09											1.09		00222662
1239		ALUMINUM CO VERNON CA	120	94.8	120	51.8		4.4		8.3		6.5	3.3	8.7	4.4	13.1	3.3	8.7	00247332
1134		ALUMINUM CO RIVERDALE IA	190	194	190	133		22.1			13.1	13.1	13.1	13.1	37.1		8.7		10002819
1239		ALUMINUM CO LAFAYETTE IN	100	181	100	23.0		2.21	3.31	3.27				2.73		3.27	2.73	5.45	10002788
1932		ALUMINUM CO BADIN NC	7.00	8.11	7.00	4.94	1.10		1.66	1.09						1.09			10002342
1136		ALUMINUM CO CLEVELAND OH	50.0	66.3	50.0	41.1	5.52	2.76	6.62		8.72	3.27			5.45		5.45	3.27	10002850
1230		ALUMINUM CO CRESSONA PA	12.0	14.2	12.0	19.8	10.5				6.0		3.3						10002877
1131		ALUMINUM CO NEW KENSINGTON PA		51.9		4.36						4.36							10002885
1932		ALUMINUM CO ALCOA TN	250	18.2	50.0	26.2			4.4		10.9	1.1	2.7	1.1	2.7	4.4		3.3	10002893
1960		ALUMINUM CO POINT COMFORT TX	20.0	27.0	20.0	35.5	2.8	2.8	2.8			5.5	16.4	5.5					10002907
1960		ALUMINUM CO ROCKDALE TX	17.7	4.61	17.7							1.09	1.64	1.64			2.73	2.18	10002915
1960		ALUMINUM CO SANDON TX	98.0	13.5	18.0	17.5	2.76	1.66	2.21										10002923
		PARENT CUST. TOT-ALUMINUM CO OF	875	678	595	359	22.6	24.8	20.0	12.7	42.0	28.3	44.7	30.5	27.3	58.9	15.3	31.6	00045063
1230		AMERICAN CAN WASHINGTON NJ	10.0	11.7	10.0	8.76		1.10		1.09	1.66	1.64		1.64				1.64	10003528
1136		AMERICAN CHAIN & CABLE AKRON OH				.102							.102						00261759
1179		AMERICAN MFG CO GREENBURG IN				.202									.202				00264113
1153		AMERICAN MOTOR CORP DETROIT MI				.545						.545							00109207
1230		ASSAU SMELTING STATEN ISLAND NY	5.00	5.90	5.00	3.27								3.27					00194276
1239		ATEK STRAZZA EL CAJON CALIF				.552					.552								00256846
DSW 012000																			

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		HYDRAUL F-9 A															0171A		4550-009-11
1033		AMERICAN STEEL FOUND GRNT C IL	30.0	11.8	20.0	23.4		4.42			4.36	6.54	4.36			4.36		4.36	10005027
1039		ANADITE INC LOS ANGELES CA	1.00	1.18	1.00														00221541
1034		ATCHON COUPLING CO LIBERTY IL				.050							.050						00109665
1152		ATCHON COH-SIDALL DEARBORN MI		1.77															00223905
1070		ANHEUSER BUSCH MIAMI FLA	1.00	1.07	1.00	1.00											1.00		00109711
1075		ANHEUSER BUSCH PASSAGRIL BE FL	.600	.510	.600														00209112
1076		ANHEUSER BUSCH ST PETER FL				1.02		.510		.510									00109738
1070		ANHEUSER BUSCH QUINCY MA				.500							.500						00260509
		PARENT CUST. TOT-ANHEUSER BUSCH	1.60	1.58	1.60	2.52		.51		.51			.50				1.00		10005760
1039		ARMCO STEEL TORRENCE CAL	1.00	.590	1.00	.590				.590									10006163
1070		ARMCO STEEL MIDDLETOWN OH	55.0		55.0	116				34.0	20.4			45.7		31.0	25.9		10006228
1101		ARMCO STEEL BUTLER PA	20.0	27.2	20.0	33.3		2.76			6.54	6.54		2.76	3.14	6.54			10006260
		PARENT CUST. TOT-ARMCO STEEL MID	76.0	27.8	76.0	150		2.8		34.6	13.8	6.5		48.5	8.1	37.6	25.9		10006228
1039		ARROW DIECAST LOS ANGELES CA	3.00	2.32	3.00	.545								.545					10006678
1039		ARROWHEAD BRASS PR LOS ANGE CA	1.00	.524	1.00	1.51		.107	.160					.695	.545				00110175
1023		ATHENS FOUNDRY ELK GROVE VL IL				2.73						2.73							00257451
1031		ATHENS FOUNDRY ATHENS PA				2.73								2.73					00262293
1030		ATLANTIC RICHFIELD RICHLAND WA				.411								.161			.250		00262587
1032		ATLANTIC STEEL CO ATLANTA GA		.590															10007232
1030		ATLAS SYSTEMS SPOKANE WA				.545											.545		00271470
1029		AVES HFG COMPANY LOS ANGELES CA	1.00	.590	1.00														00165604
1179		BAUER IND SALES DAYTON OH				1.10		1.10											00244708
1230		CITY OF BEACON BEACON NY		1.59		1.10	.552							.545					00229067
1030		BELLOWS VALVAIR ZANESVILLE OH	1.00	1.18	1.00														00198021
1029		BLANETT IND E LOS ANGELES CA				.545									.545				00255591
1231		BETHLEHEM STEEL STEELTON PA		17.7															00179035
1230		BETHLEHEM STEEL LEBANON PA	1.50	1.18	1.50														00111503
		PARENT CUST. TOT-BETHLEHEM STEEL	1.50	18.9	1.50														00045578
1230		BLAKE MARINE MONTVALE N J	1.00	1.24	1.00	.215		.215											00163414
1124		BLAW KNOX CO ROCKFORD IL		5.90															00229466
1031		BLAW KNOX CO HANFORD WV	2.00	1.77	2.00	2.21		2.21											00111643
		PARENT CUST. TOT-BLAW KNOX CO BL	2.00	7.67	2.00	2.21		2.21											10010047
1122		B W BLISS CO CANTON OHIO		.590															00047279
1032		BOUNTY SHOES CARTERSVILLE GA				.545										.545			00112038
1152		BUNTING BRASS BRONZE TOLEDO OH		.697		1.10		.552							.545				00229792
1153		CALHOUN FOUNDRY CO HOMER NICH	1.50	1.13	1.50	1.10			.552							.545			00217123
		DSW 012001																	

- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES CUST. ID.	REP	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. / MAJ. GR. GP.
		PYRAUL F-9 A																01771A	4550-009-11
1200		CAPSTONE IND CORPUS CHRISTI TX		5.31		1.64						.552				.545	.545		00236454
1230		COMPENIER TECHNOLOGY READING PA				.545													00231207
1131		CARRIER CORP DEWITT NY				1.10	1.10												00249068
1230		CLANESSE PLAS CLARK NJ		.054															10014794
1135		CE REFRATORIES VANDALIA MO		1.05		1.00						.500					.500		00219304
1128		CLEVELAND CRANE WICKLIFFE OH				.100						.100							00257443
1134		CONSOL ALUMINUM MADISON IL				2.18				1.09							1.09		00255688
1230		CONTINENTAL CAN WILMINGTON DE	1.00	1.18	1.00														10019001
1134		CONTINENTAL CAN ELK GROVE IL				3.82					3.27	.55							00234850
1232		CONTINENTAL CAN LEMEXA KS				1.64											1.64		00270296
1232		CONTINENTAL CAN BALTIMORE MD				1.09						1.09							00235335
1230		CONTINENTAL CAN HILLTOWN NJ																	00235318
1178		CONTINENTAL CAN CINCINNATI OH				.545								.545					00261971
1134		CONTINENTAL CAN BURLINGTON WI				1.64											1.64		00273155
		PARENT CUST. TOT-CONTINENTAL CAN	1.00	1.18	1.00	8.72					3.27	1.64		.55			1.64	1.64	00046167
1134		CONTINENTAL MACH SAVAGE MN	.161	.107	.161														10019168
1174		CRANE COMPANY JONESBOR AR	1.00	.590	1.00	.545				.545									00115428
1123		CURTIS MFG ST LOUIS MO				2.18				.545					1.64	.55			10020522
1153		CYCA COMPANY MARYSVILLE MICH	1.00	.804	1.00	1.23				1.23									00152533
1134		DAIRYLAND POWER GENOA WI				1.09											1.09		00115754
1132		DAVIS FIREBRICK CO OAK HIL OH		.590															00186732
1178		DAYTON MALLEABLE IRON COLUM OH	3.00	2.36	3.00	10.2		3.64		1.10		2.18			3.27				10021219
1178		DAYTON MALLEABLE IRON IRVING OH	35.0	33.4	35.0	17.5	2.21		2.76			2.18		2.73	2.73	4.91			10021227
1134		DAYTON MALLEABLE CLEVELAND OH				2.18					2.18								00177563
		PARENT CUST. TOT-DAYTON MALLEABL	38.0	35.7	38.0	29.9	2.21	3.64	2.76	1.10	2.18	4.36		2.73	6.00	4.91			00046604
1132		DEERING MILLIKEN SPARTANBURG SC	.200	.107	.200														00163449
1230		DE LAVAL TURBINE Poughke NY				1.09								1.09					00115940
1134		DIECAST CORP SHEBOYGAN FL MI	140	64.9	140														10022371
1133		DORT MFG CO FLINT MI		1.18															00227137
1132		DOUBLE A PRO MANCHESTER MI	3.00	7.95	3.00														10022703
1123		DUN METAL DIV MADISON ILL	4.00		4.00														10022878
1230		DYKING CORP READING PA				.545										.545			00230333
1121		DRESSER INDUSTRIES DEPEW NY				7.63				7.63									00239305
1230		E I DUPONT N FAIRFIELD CT				1.09					1.09								10023521
1121		E I DU PONT DE PARKERSBURG WV				.606			.306		.300								10024137
1121		E I DU PONT DE WASHINGTON WV				.522	.522												10024145
		PARENT CUST. TOT-E I DU PONT DE				2.22	.52		.31		1.39								10023564
1134		EAGLE IRON WORKS DES MOINES IA	1.77	1.18	1.77														00231797
		DSW 012002																	

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M G D REP		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. NO. / MAJOR GRD. GP.
		HYDRAUL F-9 A																01771A	4550-009-1
1982	1138	TENN EASTMAN KINGSPORT TENN	3.00	2.36	3.00	2.73											2.73		10078547
		BATON CORP CLEVELAND OHIO				.545						.545							00222972
1153		BATON YALE - TOWN SAGINAW MI	1.00		1.00														10025184
1132		EMERSON ELEC ST LOUIS MO		.590															10026091
1078		ELKTON DIECASTING ELKTON KY	20.0	29.3	20.0	18.2		1.66		1.77			4.96	3.27	1.64	1.64		3.27	10025923
1120		EMPIRE DIE CASTING CLEVELAND OH		2.36															10026156
		PARENT CUST. TOT-EMPIRE DIE CAST	20.0	31.7	20.0	18.2		1.66		1.77			4.96	3.27	1.64	1.64		3.27	10026156
1138		EMPIRE PLOW CO CLEVELAND OH	2.00	1.77	2.00	1.65	1.10											.55	00117692
1114		ERTIE MINING ROCKY LAKES MN	7.00	7.13	7.00	2.18										2.18			10026547
1114		ESSEX INTL ROCKFORD IL				.545											.545		00270873
1152		ESSEX INTERNATL THREE RIVER MI		.590		2.74		.55	.55			.55	1.09						00118001
		PARENT CUST. TOT-ESSEX INTL FT W		.590		3.28		.55	.55			.55	1.09				.55		10026733
1153		LITHYL CORPORATION FERNDALE MI		.107															00183814
1138		EX-CELL-G CORP GREENVILLE OHIO		.161															00197793
1153		FED MOCUL ANN ARBOR MI	.500	.590	.500														10027489
1230		GEORNEY ELEC CO TERRYVILLE CONN		1.18															00223379
1112		GN-DELCO RADIO KOKOMO IN				1.09									1.09				10032652
1138		GN-FISHER BODY MANSFIELD OH	1.00	1.18	1.00														00229784
1138		GN-HEN DEPARTURE SANDUSKY OH	20.0	20.4	20.0	6.58		3.31			3.27								00218146
1153		GN-CHEVROLET TOLEDO OH	150		30.0														00153524
		PARENT CUST. TOT-GENERAL MOTORS	171	21.6	51.0	7.67		3.31			3.27				1.09				00157279
1132		GENL CABLE CORP TRUESDALE MO				1.05						.500						.545	00254401
1133		GENERAL CABLE WARRENTON MO		.537															00245352
		PARENT CUST. TOT-GENERAL CABLE C		.537		1.05						.500						.545	00045446
1176		GEN ELEC LOUISVILLE KY		1.18		1.09								1.09					10031915
1138		GEN ELEC CLEVELAND OH		.107															10031893
1230		GEN ELEC ALLENTOWN PA	3.00	3.39	3.00	1.64						1.64							10031508
		PARENT CUST. TOT-GEN ELEC SCHENE	3.00	4.68	3.00	2.73						1.64		1.09					10031850
1630		GERARD METAL CRFTMN GARDENA CA	1.00	.590	1.00	.545								.545					00196266
1932		GLASS ROCK PROD ATLANTA GA		.590															10033705
1932		GLASS ROCK PRO ATLANTA CA		.592															00120979
1474		GLEYVALE PRO MAINE MALVERN AR	.600	.552	.600														00121002
1153		GRAND HAVEN BRASS GR HAVEN MI				1.68	.590					.545					.545		10035198
1132		GRANITE CITY STEEL GR CITY IL	3.00		3.00														10035236
DSW 012003																			

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G	S.S. C-19	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.
		PYORAU F-9 A															01771A		4550-009-11
1270		GRINNELL CORP CRANSTON RI				1.66			1.66										00250902
1968		GULF OIL CO ORANGE TX	1.50	1.18	1.50	1.09										1.09			00121800
1974		WARREN PETRO CORP LINDSAY OK		.161															00144312
1974		WARREN PET MAYSVILLE OK	2.00	1.77	2.00	.552				.552									10087643
		PARENT CUST. TOT-GULF OIL CORP P	3.50	3.11	3.50	1.64				.55						1.09			00044466
1932		HEAT & CONTROL CHATTANOOGA TN		.590															00225304
1230		HEISLER MACH TOOL FAIRFIELD NJ				1.10	1.10												00249319
1230		HERCULES INC RADFORD VA		.107															00123919
1237		HILLIARD CORP ELMIRA N Y				.050					.050								10039035
1134		HITCHCOCK INDUST MINNEAPOLI MN	.885	.590	.885														00231908
1039		HOLT INDUSTRIES VENICE CA	1.50	1.34	1.50	2.94	.267	.482	.552			.552				.545	.545		10038480
1039		HULPING FOUNDRY PASADENA CA				.150										.150			10038898
1153		HUMMET CORP PLYMOUTH MI		.590		.552			.552										00183040
1170		HUFFAKER PLUMBING TROY OH				1.09								1.09					00261572
1126		HYDRAULIC AIR EQD PORTLAND OR		.106															00229997
1230		IDEAL FISH FLOAT DES PLAINES IL	.800	.590	.800														00186481
1230		IDEAL FISH FLOAT RICHMONDVIRG	2.60	2.32	2.60	1.10				.552								.545	10039967
		PARENT CUST. TOT-IDEAL FISH FLOA	3.40	2.91	3.40	1.10				.552								.545	10039967
1134		ILL LOCK CO WHEELING IL	.900	1.14	.900	.545							1.09	.545					00048836
1230		INDUCTOTHERM CORP BOYERSTN PA				1.09													00260150
1138		INGRAM-RICHARDSON FRANKFOR IN		.161		.303				.153					.150				00125520
1153		INTERLAKES ENG MT CLEMENS MI				9.40	.60			6.62		1.09				1.09			00250376
1039		ITT CONTROLS GLENDALE CA		1.10															10042100
1536		ITT FED SUPPORT RICHLAND WA		.269		.702				.552		.150							10042151
		PARENT CUST. TOT-INTL TELEPHONE		1.37		.702				.552		.150							00044512
1074		J AND S FOUNDRY DEWEY OK	5.00																10042259
1230		JOHN JOHNSON READING PA				1.10	1.10												00248223
1076		JONES BOAT YARD MIAMI FL	1.00	1.07	1.00														10043093
1178		JOE JOYCE-CRIDLAND CO DAYTON O		1.77															00228826
1131		KAISEK ENGINEERS BUTLER PA		59.0															00207845
1230		KASPER FOUNDRY CO ELYRIA OH	1.50	1.18	1.50	4.45		1.18								1.09	1.09	1.09	10043522
1032		KAYNEER JONESBORO GA				.545							.545						10043565
1131		KENNAMETAL INC GREENSBURG PA				.545								.545					00263265
1230		KENNECOTT REF CORP BALT MD	30.0	8.18	15.0														10043891
1034		KEYSTONE STEEL PEDRIA IL	20.0	107	20.0	93.2		3.3		16.4	24.5	24.5	24.5						10044251
1134		KUX MACH DES PLAINES IL		.590															10044995
1068		KYLE MACHINE WORKS EL PASO TX		1.77															00235865
1133		LACLEUE GAS CO ST LOUIS MO		13.8															10045061
		DSW 012004																	

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M. C.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR. YR	SALES CURR. YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJ. GRD. GP.	
	HYDRAUL F-9 A															01771A		4550-009-1	
1132	LACLEDE STEEL CO ALTON IL	100	174	100	85.8		19.9	19.3	29.4					17.2				10045088	
1133	LACLEDE STEEL CO ST LOUIS MO		11.8															00344563	
	PARENT CUST. TOT-LACLEDE STEEL C	100	186	100	85.8		19.9	19.3	29.4					17.2				00044563	
1133	LIBBY DOWNS TOLEDO OH	4.00	3.54	4.00	2.74			1.10	1.64									10046238	
1134	JCL STEEL HENNEPIN IL	100		50.0														00239771	
1134	LOGANSPOUT MACH LOGANSPOUT IN				1.09												1.09	00229049	
1230	LYNCHBURG FOUNDRY RADFORD VA	5.00	5.79	5.00	7.11		2.21					2.18		1.09	1.09		1.64	10047552	
1216	MAGNUS METAL CO CINCINNATI OH				1.09								1.09					00263345	
1134	MAMCO MFG CO BRADLEY IL				1.29	.20							1.09					10043397	
1134	MARION BRONZE COMPANY MARION O	2.00	1.18	2.00														10048842	
1134	MARVEL ENGINEERING CHICAGO ILL		.214															00184675	
1134	MATERIALS TRANS CHICAGO IL		.376															00165077	
1134	MCDONNELL DOUGLAS SANTA MON CA	5.00	.590	1.00														00210595	
1133	MCDONNELL DOUGLAS ST L MO	7.00	4.72	7.00	13.1			1.66	2.18		2.18		2.18		2.18		2.73	10049571	
	PARENT CUST. TOT-MCDONNELL DOUGL	12.0	5.31	8.00	13.1			1.66	2.18		2.18		2.18		2.18		2.73	10049571	
1134	METHODIST HOSPITAL HOUSTON TX				.200											.200		00217336	
1134	MINNKOTA PAPER CO CENTER ND		.552															00244031	
1134	AMERICAN LAVA CHATTAHOOGA TN		.590															00219339	
1134	MIRRO ALUM MANITOWOC WI	16.0	10.6	16.0	5.47		1.66				2.18						1.64	10053315	
1133	MISSOURI ROGERS JOPLIN MO		1.10															10053528	
1230	MOBIL OIL BROOKLYN NY				.051				.051									10054222	
1032	PAUL MONROE HYD PICO RIEVER CA				3.27										3.27			10061164	
1122	MONSANTO RESEARCH MIAMI OH		.204		.204	.204												10055075	
1133	A B MUELLER ST LOUIS MO				1.09						.545	.545						10055660	
1133	MUELLER BRASS PORT HURON MI	30.0	11.2	12.0	7.26	1.77	1.66	1.66							1.09	1.09		10055679	
1133	MUELLER CO BREA CA	4.00	3.54	4.00	2.19			1.10					1.09					10055687	
1134	MURDOCK INC GARDENA CA	10.0	5.86	10.0														10055784	
1138	L W NASH CO E PALESTINE OH				1.64				1.64									10056047	
1133	M L INDUSTRIES ST LOUIS MO				1.64									1.64				00151599	
1133	NATIONAL METAL CLEVELAND OHIO	1.00	1.14	1.00	2.18				.55		1.09					.55		00156647	
1230	NAIL STARCH PLAINFIELD NJ				.545				.545									10055959	
1133	CITY NEW MADRID NEW MADRID MO				.200					.100		.100						00225878	
1133	NORANDA MINES NEW MADRID MO		.588															00220949	
1133	NORANDA ALUM NEW MADRID MO				.100				.100									00236934	
1139	NORRIS INDUSTRIES LOS ANGELES	4.00	3.54	4.00														10058015	
1138	NORTH AMER MFG CLEVELAND OH		.162															10058090	
1139	NOR AMER ROCKWELL EL SEGUN CA	5.00			2.18									1.09	1.09			10058086	
1139	NORTHROP CORP BARTHORNE CA		.106															10058376	
1131	NORTHERN PACKAG ROCHESTER NY		.102		.102				.102									10058287	
1138	OIL STATES RUBBER ARLINGTON TX				.103								.100					00228672	

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MO	SS	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. GND. GP
		HYDRAUL F-9 A																01771A	4550-009-1
1230		MARK IND PORTLAND OREGON		.590															10090687
1930		OREGON STEEL MILLS PORTLAND OR	25.0	31.0	25.0	70.2	3.3	6.9		6.6		8.2	6.5	13.1	9.8	7.6	3.3	4.9	10054461
1130		OVERMYER CORPORATION WINCH TX		1.09								1.09							00259594
1830		OVERTON FOUNDRY SO GATE CA	1.00	.590	1.00	.552					.552								10059771
1030		PARKER HANNIFIN CORP IRVINE CA		.054															00225703
1030		PARK-OMIO IND CLEV CLEVELAN OH		1.10															00132942
1030		PENNYALT CORP CALVERT CTY KY	1.40	.562	1.00	1.09								1.09					10061644
1830		P P PLEGER NEW PORT BEACH CA		.106		.420			.107		.107	.106						.100	00235741
1970		GEORGE PLEGER LANTANA FL		.107															00185817
1230		PHELPS DODGE LAUREL HILL NY	3.00	2.36	3.00														10062454
1900		PHELPS DODGE EL PASO TX	25.0	23.6	25.0	15.3										15.3			10062470
1130		PHELPS DODGE ALUMNI MADISON IL	25.0	1.69	1.00														00185302
1960		PHELPS DODGE COPPER EL PASO TX	30.0	37.0	30.0	84.8		5.5	8.3	19.2	5.5	10.9	5.5	5.5	18.0		6.5		00168491
		PARENT CUST. TOT-PHELPS DODGE CO	83.0	64.7	59.0	100		5.5	8.3	19.2	5.5	10.9	5.5	5.5	33.2		6.5		00044989
1131		PHOENIX DIE CAST BUFFALO NY	1.00	1.13	1.00														00185310
1920		POMONA DIECAST POMONA CA				.207		.107									.100		00247286
1170		POWELL CO CINN OH		.552		.552	.552												10064295
1130		PITTS PLATE GL CRESTLINE OH	8.00	9.43	8.00	6.04	2.76			1.10				1.09	1.09				10063329
1231		PITTS PLATE GL TIPTON PA	13.0	8.85	13.0	4.39	2.21									2.18			10063361
		PARENT CUST. TOT-PITTS PLATE GL	21.0	18.3	21.0	10.4	4.97			1.10				1.09	1.09	2.18			10063345
1030		PRECISION SHEET METAL LA CA				.552								.552					00261785
1130		PRO MET FURNACE SCHAUBURG ILL	.161	.107	.161														00183989
1130		PUGET DIE CAST DES PLAINES IL	4.00																00162612
1130		RACINE HYDRAUL ZANESVILLE OH	2.00	1.18	2.00	5.46				5.46									10065925
1130		REACTIVE METALS ASHTABULA OH	1.00	.859	1.00	.318		.318											10066554
1230		REGINA CORP RAHWAY NJ	3.00	5.67	3.00														10066972
1130		REX CHAINBELT HANNA CHICAGO IL		.645		.645								.100		.545			10036712
1130		REYNOLDS METALS MC COOK ILL	35.0	26.0	35.0	54.1	6.1		6.6	2.7	5.5	4.4	3.8	3.3	10.9	5.5		5.5	00209791
1860		RIDGE FOUNDRY SAN LEANDRO CA	8.00	6.39	8.00														10068169
1230		L S ROCKEFELLER NEW LONDON CT		.318															00233978
1230		L S ROCKEFELLER BRONX NY				.832					.432	.400							00255351
1230		L S ROCKEFELLER CITY ISLAND NY		.318															00238139
		PARENT CUST. TOT-L S ROCKEFELLER		.636		.832					.432	.400							00233978
1130		ROCKFORD CLUTCH ROCKFORD ILL				.545								.545					00263672
1130		SALEN BROSIUS INC CLEVELAN OH		1.77		1.64												1.64	00137065
1270		CITY OF SALEM SALEM MA		.552															10070554
1270		SANDERS ASSOC NASHUA NH		.106															00046701
1130		SANDERSON & PORTER PEORIA IL		2.36															00224138
		DSW 012006																	

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M. C.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTE FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GPO-GR.
		HYDRAUL F-9 A																01771A	4550-009-1
1230		SANDRIK STEEL FAIRLAWN NJ	5.00	.590	5.00														00137170
1230		SANDVIK STEEL INC FAIRLAWN NJ				.552	.552												00230138
1231		SCHROEDER BROTHERS MCKEES PA				1.10		1.10											00240806
1022		SOUTHERN NATR GAS ANNISTON AL				.100											.100		00181129
1408		SOUTHWEST IND EQUIP HOUSTON TX		.590															00223326
1453		VICKERS INC DIV TROY MI				.150											.150		10080098
1230		AMOCO CHEM NEW CASTLE DE				1.65				1.10					.55				00253480
1758		AMOCO CHEM ALVIN TX				2.67						.20	.58			.25	.55	1.09	00259306
1230		AVISUN CORP NEW CASTLE DE	2.00	1.18	2.00														10007658
		PARENT CUST. TOT-STANDARD OIL OF	2.00	1.18	2.00	4.32				1.10		.20	.58		.55	.25	.55	1.09	00040965
1230		ENJOY FIBER & LAM ODENTON MD		1.14															10026423
1932		STAR FIBERS INC EDGEFIELD S C				.545											.545		00218642
1230		STAUFFER CHEM DOBBS FERRY NY				.150								.150					10075602
1839		SHELDON GARDEN GROVE CA		.054															10077311
1138		SYLVESTER ENTERPRISES CLEVELAND OH		.107															00185351
1128		TAYLOR WINFIELD CORP WARREN OH				.545											.545		10078032
1130		TILLEYNE OHIO STEEL LIMA OH		1.10															10056996
1124		THOMAS IND SHEBOYGAN WISC	2.00	1.18	2.00	3.83	.552	.552				.545	.545		.545	.545	.545		10072837
1152		TURKINS-JOHNSON JACKSON MI	1.50	1.18	1.50	3.83				1.10			.55			1.09	1.09		10080355
1139		TRANSUE -WNS STEEL ALLIANCE OH	2.00	2.36	2.00	1.09								1.09					10080386
1230		UNIONATION INC DANBURY CT		1.10															00245585
1133		UNION CARBIDE PADUCAH KY	100	3.54	10.0	8.76		2.76	2.73								3.27		00141909
1230		UNION CAR UC BOUND BROOK N J		.552		1.64		.552						.545		.545			10061823
		PARENT CUST. TOT-UNION CARBIDE C	100	4.09	10.0	10.4		3.31	2.73					.55		.55	3.27		00045705
1038		UNION MALLIABLE ASHLAND OH	2.00	3.46	2.00	7.10				1.10			.55		1.64		3.82		10082048
1639		COLLIER CARBON CALLENDER CA	1.00	1.07	1.00														10017742
1974		UNIROYAL INC ARMORE OKLAHOMA		1.18															00221538
1131		UNITED ENG - FOUNDRY PITT PA	1.00	1.18	1.00	1.64											1.64		10083400
1031		UNITED ENG VANDERGRIFF PA	2.00	1.18	2.00	1.18		1.18											10083419
		PARENT CUST. TOT-UNITED ENG - FO	3.00	2.36	3.00	2.82		1.18									1.64		10083400
1039		UNITED STATES BORAX BORON CAL	1.00	1.73	1.00														10083710
1230		JS PIPE BURLINGTON NJ	6.00	2.95	6.00	2.73								2.73					10084881
1023		U S NAVY CHERRYPOINT NC		.552															10083974
1275		U S NAVY BOSTON MASS				.545								.545					00262749
		PARENT CUST. TOT-U S GOVT WASHIN		.552		.545								.545					10084733
1230		JS METALS REFINING CARJERET NJ		1.10		.545											.545		00207667
		DSW 012007																	

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Q. 1957	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
	PYDRAUL F-9 A																01771A	4550-009-11
1138	U S STEEL YOUNGSTOWN OHIO	10.0	7.59	10.0	3.28				1.10	1.09							1.09	10085217
1230	UNITED STATES STEEL FAIRLESS PA	10.0																00143227
1131	U S STEEL IRVING PENNSYLVANIA				10.9												10.9	10085268
1131	UNITED STATES STEEL MONROE PA		1.69		3.30		1.10	1.10				1.09						00143243
1968	US STEEL CHEMICAL DAYTON TX	50.0																00218049
	PARENT CUST. TOT-UNITED STATES S	70.0	9.29	10.0	17.5		1.1	1.1	1.1	1.1		1.1					12.0	00047724
1230	VALLEY METALURGICAL ESSEX CT		.429															10085934
1128	VAUGHN MACHINE CYUANGGA FAL OH		.161															00183571
1230	V A W OF AMERICA ELLENVILLE NY				.545					.545								00256102
1230	VICTORA CORP CEDENTON MO				.545								.545					00262714
1138	WELDTEX CORP LAGROW IN				1.09									1.09				00265128
1134	WARRICK IND WHEELING ILL				2.41	1.86			.55									10087767
1134	WAUPACA FOUNDRY WAUPACA WISC	2.00	2.28	2.00	1.09											1.09		00206539
1153	WEL MCLAIN MICHIGAN CITY IN		.590		.545									.545				00233900
1134	WESTERN ARCADIA CHICAGO IL				1.09					1.09								00248371
1134	WESTERN FELT WORKS CHGO IL	2.00	3.39	2.00														10068844
1036	WESTERN OVERHEAD PORTLAND OR		1.14															00235482
1131	WESTINGHOUSE W WIF WEST PA				.100							.100						00145386
1178	WESTVACO CORP WICKCLIFFE KY				.102			.102										00222607
1968	WICHTA FLS FNDRY WICHTA FLS TX				.545									.545				00220019
1230	WILEY CURK WILMINGTON DE				1.10			.552						.545				00251089
1131	W K R HILSON DIV ARCADE N Y		.590															10090806
1230	WOOD PRESERVERS WARSAW VA		.161															00221287
1066	WYNN OIL CO AZUSA CALIFORNIA		.267															10092434
	TOTAL PRODUCT * * * * * LB	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	4550-009-11
	CS TOT MAJOR PYDRAUL F-9A LB	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	
	PYDRAUL 150-A																01899A	4591-151-11
1230	AIROYAL COMPANY LINDEN NJ		1.23															00185590
1932	ALUMINUM CO ALCOA TN	10.0	14.8	10.0	21.3		3.05		4.07			3.03	1.09	5.05	5.05			10002893
1968	ALUMINUM CO POINT CONFORT TX	15.0	11.2	10.0	11.2	1.53	4.07				2.53		2.02				1.01	10002907
1968	ALUMINUM CO SANDOW TX		.094															10002923
1036	ALUMINUM CO MALAGA WA	25.0	23.9	25.0	20.3	2.55	2.55		5.09	5.05				5.05				10002958
	PARENT CUST. TOT-ALUMINUM CO OF	50.0	50.0	45.0	52.8	4.1	9.7		9.2	5.1	2.5	3.0	3.1	10.1	5.1		1.0	00045063
1456	AMERICAN SKELTING SAN FRAN CA	2.00	1.65	2.00	.470							.940		.470				10004969
1134	ANCHOR COUPLING CO LIBERTY IL				.047							.047						00109665
	DSW 012008																	

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MO	SLS YR	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COA. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. GRD. GP.
		PYLAUL 150-A																01899A	4591-151-11
1978		JANHEUSER BUSCH MIAMI FLA				.470						.470							00109711
1839		ARMCO STEEL PORT HUENEME CALIF	25.0		25.0														00155802
1170		ARMCO STEEL ASHLAND KY				4.07		1.53	2.55										10006171
1833		ARMCO STEEL KANSAS CITY MO		76.4		79.6		20.4			19.8	24.2				15.2			10006198
1178		ARMCO STEEL HAMILTON OH	1.00	1.07	1.00	1.50	.376					.376			.752				10006201
1274		ARMCO STEEL SAND SPRINGS OK	10.0		10.0														10006244
		PARENT CUST. TOT-ARMCO STEEL MID	36.0	77.4	36.0	85.1	.4	21.9	2.5		19.8	24.6			.8	15.2			10006228
1968		ASHLAND CHEM CO FRANKLIN LA				1.53		.51	1.02										00162833
1968		ASHLAND CHEM CO NEW IBERIA, LA		2.04															00142301
1968		ASHLAND CHEM CO UNITED LA				.505								.505					10003265
		PARENT CUST. TOT-ASHLAND OIL ASH		2.04		2.03		.51	1.02					.51					00046094
1932		ATLANTIC STEEL CO ATLANTA GA	2.00	2.04	2.00	.505					.505								10007232
1939		BALL BROS EL MONTE CA		.509															10008123
1134		BALL BROS MUNDLEIN IL	.750	.509	.750														10008115
1932		BALL BROS ASHVILLE NC		.471															10008107
		PARENT CUST. TOT-BALL BROS MUNCIE	.750	1.49	.750														10008093
1834		BETHLEHEM STEEL SEATTLE WA	25.0	23.9	25.0	26.9		5.09	2.55	7.62		3.82		5.05		.27	2.53		10009596
1974		BLACKWELL ZINC BLACKWELL CKLA	5.00	10.2	5.00	10.1				5.09				5.05					10009979
1934		BUEING CO AIRP DIV EVERETT WAS	3.00	2.04	3.00														00158356
1974		BREWSTER CO SHREVEPORT LOUISIA		1.02															00184551
1134		BUCYRUS-ERIE CO S MILWAUKEE WI	15.0	12.7	15.0	3.04		1.53			1.52								10012244
1153		CARUGRUNDUM NEW CARLISLE IN	10.0	2.55	10.0														00233366
1230		CARPENTER TECHNOLOGY READING PA	2.00	2.55	2.00														00231207
1230		CARTER MECH INC GALLON OH		1.53															00227714
1136		COMM FILTERS LEBANON IND		.138															10018138
1136		CONTINENTAL CAN CHICAGO ILL		.509															10018900
1230		CONTINENTAL CAN PISCATAWAY NJ	.600	.509	.600														00236012
		PARENT CUST. TOT-CONTINENTAL CAN	.600	1.02	.600														00046167
1839		CONTINENTAL-EMSCO COMMERCE CA	5.00	3.56	5.00														00183350
1968		CONTINENTAL-EMSCO HOUSTON TX	4.00		4.00														00115150
1136		CONTINENTAL STEEL KOKOMO IND	1.00	3.05	1.00	2.03	1.02										1.01		10019338
1230		ORAVO CORP READING PA				.505							.505						00238333
1178		E I DU PONT DE LOUISVILLE KY	.600	.236	.600	.235		.235											10023726
1178		E I DU PONT DE CIRCLEVILLE OH	.500	1.53	.500														10023947
1932		E I DUPONT LUGOFF SC				1.01												1.01	00272345
1932		E I DUPONT WINONA S C	.200	.188	.200														00186406
		DSW 012009																	

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YR	MO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. GRD. GP.
		PYDRAUL 150-A																01899A	4591-151-
1968		E I DU PONT DE BEAUMONT TX				.094								.094					10024021
1968		E I DUPONT DENEMOU LA PORTE TX	5.00	11.2	5.00	3.05		3.05											00152528
1968		E I DUPONT NEMOURS STRANG TX	7.00	13.2	7.00														10024072
		PARENT CUST. TOT-E I DU PONT DE	13.3	26.4	13.3	1.72		2.82						.09				1.01	10023564
1131		DUQUESNE LIGHT GREENSBORO PA				.141						.141							10024226
1968		E. G. & G. INC ALBUQUERQUE NM				.503									.505				00265330
1153		FEDERAL SCREWS WKS DETROIT MI	4.00	3.56	4.00	8.51	1.02		.51	1.02		2.02	1.01	3.03					00118435
1153		FEDERAL SCREWS WKS ROMULUS MI	2.50	2.04	2.50	3.03							3.03						00118443
		PARENT CUST. TOT-FEDERAL SCREWS	6.50	5.60	6.50	11.5	1.02		.51	1.02		2.02	4.04	3.03					00118435
1134		EMOTE MINERAL CO KEOKUK IA	17.0	13.2	17.0	14.2	2.04		2.04			2.02	2.02		4.04			2.02	10020949
1153		FORD MOTOR DEARBORN MICH				1.01										1.01			00118990
1153		FORD MOTOR STEEL DEARBORN MI	50.0	1.02	10.0	3.05	2.04		1.02										10029015
1932		FORD MOTOR NASHVILLE TN		1.53		3.03								1.01	.51	.51	1.01		10029023
		PARENT CUST. TOT-FORD MOTOR DEAR	50.0	2.55	10.0	7.09	2.04		1.02					1.01	.51	1.52	1.01		00118990
1934		FORMEX CO OI HUICK GREENVLL TN				1.01	.509				.505								00219495
1134		GARDNER DENVER CO CLEVELAND OH				.232												.282	00272752
1968		GARDNER DENVER CO DALLAS TX				.235								.235					00262654
		PARENT CUST. TOT-GARDNER DENVER				.517								.235				.282	00227730
1174		GENERAL SHALE MOORESVILLE IN		.047															00228222
1268		AGROJET LIG RCKT SACRAMENTO CA	2.30	1.88	2.30														00230421
1968		GLOBAL SUPPLY HOUSTON TX	2.00	3.05	2.00	5.07	1.02					1.01	3.04						00219800
1134		GRANITE CITY STEEL GR CITY IL	50.0																10035236
1132		GREAT LAKES CARBON ST LOUIS MO	5.00	7.61	5.00	3.05		2.04		1.02									10035414
1968		AP GREEN REFR SULPHUR SPRNG TX		.094		.094					.094								00183520
1134		GROTTES MACHINE WK CHICAGO IL	.764	.509	.764														00220476
1968		HELMERICH & PAYNE ORANGE TX	1.80		1.80														00167533
1230		HERCULES INC RADFORD VA				.141										.141			00123919
1968		HOUSTON SYSTEMS HOUSTON TX	30.0	1.53	30.0														00230634
1134		IRLAND STL 1 COLD STRP E CH IN	108	105	108	64.8	20.4				24.2					10.1	10.1		10040566
1134		INTERLAKE STEEL RIVERDALE IL	112	17.8	12.0	9.64		2.55		2.55	2.53							2.02	10041007
1839		INTERMARINE SERVICES SANPED CA				4.07		4.07											00249653
1968		INTERMARINE SERVICES HOUSTN TX		2.04		7.64	7.64												00244058
		PARENT CUST. TOT-INTERMARINE SER		2.04		11.7	7.64	4.07											00244058
1134		IRL HARVESTER CHICAGO IL		10.2		12.7		5.09						5.05	2.53				00215929
		DSW 012010																	

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V. C. REF.		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTED FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GRD. GP.
		PYDRAUL 150-A															01899A	4591-151-11	
1000		.INTL TOOL & SUPPLY HOUSTON TX				4.05			1.02					3.03					00244732
1001		.KAISER ALUMI MEAD WA	25.0	28.5	25.0	16.7	3.05	3.05			3.03					3.03	2.02	2.53	10043379
1002		.KEYSTONE STEEL PEORIA IL	130	50.9	130	94.3	15.3	15.3	15.3					24.2				24.2	10044251
1003		.KOPPERS CO INC EAST CHICAGO IN		1.02															00186422
1004		.LACLEDE GAS CO ST LOUIS MO	.300	.282	.300	.470			.141				.094		.094	.141			10045081
1005		.LACLEDE STEEL CO ALTON IL	130	91.6	80.0	12.7		12.7											10045088
1006		.LOCKHEED-GEORGIA MARIETTA GA	.400	.509	.400														10046750
1007		.MASTEN CORP ARLINGTON HTS IL	.700	1.02	.700														10046156
1008		.F H MEANS CO LEXINGTON KY		.509															00129631
1009		.MOBIL OIL DIV BEAU TEXAS	15.0	24.9	15.0	28.3	1.53		3.05	3.05	6.06		3.03	7.58				4.04	10054451
1010		.MONTGOMERY ELEVAT HERWIN PA		5.09		1.02	1.02												00232297
1011		.NEFCO FILTER STOUTON MI				.094	.094												00248975
1012		.NORTHWESTERN STEEL STERLING IL	63.0	35.6	63.0														00131814
1013		.OYAHONT CORP KENOVA WV	1.00	1.87	1.00	2.03				1.02			1.01						10058597
1014		.OHEAR NESTER GLASS LINCOLN ILL		.509															00155810
1015		.OCEAN DRILL NEW ORLEANS LA	1.00	1.02	1.00														00225776
1016		.OCEAN DRILL & EXPLD HOUSTON TX	10.0	18.8	10.0														00227552
1017		.OHIO ENERGY SYSTEMS COLUMBU OH				.094										.094			00266132
1018		.ORNET CORP OH	10.0	1.53	10.0	9.61		1.53			1.01	3.03	4.04						10059585
1019		.OWENS INDUSTRIES KANSAS CTY MO				.505						.505							00259829
1020		.TANK OF OYST CAN OLD BETHPGE NY		1.02															00216658
1021		.PETROLEUM DIST BEAUMONT TX				1.52	1.52												00247650
1022		.PETROLEUM DIST SABINE PASS TX		3.05															00245011
		PARENT CUST. TOT-PETROLEUM DIST		3.05		1.52	1.52												00093750
1023		.PHELPS DODGE LAUREL HILL NY				1.02	1.02												10062454
1024		.PHELPS DODGE MASPETH NY				.509					.509								10062462
		PARENT CUST. TOT-PHELPS DODGE CO				1.53	1.02				.51								00044989
1025		.PALMER MIDSTREAM PT ARTHUR TX	15.0	5.09	15.0														00181471
1026		.PIPING SYSTEMS LANSING IL	.141	.094	.141														00182664
1027		.PITTSBURG DEMOINES MARIETTA GA		.509															00214159
1028		.PITTS PLATE GL TIPTON PA		.047															10063361
1029		.PRICE BROS CLARKSON MI				5.58	.51	3.05					2.02						10064589
1030		.QUALITY CASTINGS C ORRVILLE OH				2.03			.51		1.02					.51			00134996
1031		.AUTO CONTROL LAS LOS ANGELS CA				1.02			1.02										00253367
1032		.BRALSTON PURINA OTTUMWA IA				2.03						1.02					1.01		00259284
1033		.REACTIVE METALS NILES CH		2.55															00135437
1034		.REDFIELD BRICK RED REDFIELD IA	.100	.094	.100														00125498
1035		.REMCO HYDRAULICS WILLITS CALIF	5.00	6.11	5.00														00181501
1036		.REPUBLIC STEEL ALABAMA CTY AL	40.0	9.16	10.0														10067421
1037		.REPUBLIC STEEL COR SOUTH BE IL		10.2															00135844

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SALES GROSS REV	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. GPO-CP
	HYDRAUL 150-A																01899A	4591-151-1
1134	REPUBLIC STEEL CORP SO CHGO IL	185	152	185	177	17.8	36.9	10.2	15.1	1.4	6.6	30.1	5.1	19.9	10.1	9.2	17.7	10067456
1135	REPUBLIC STEEL BUFFALO NY	2.00	1.53	2.00	.505												.505	10067464
1136	REPUBLIC STEEL CORP CLEVE OH				3.05	3.05												10067480
1137	REPUBLIC STEEL YOUNGSTOWN OH	6.00	5.09	6.00	4.06				2.04						2.02			10067502
1839	REPUBLIC SUPPL LONG BEACH CA	6.00	4.31	6.00	1.52							1.52						00176230
	PARENT CUST. TOT-REPUBLIC STEEL	239	182	209	186	20.9	36.9	10.2	17.1	1.4	6.6	31.6	5.1	19.9	12.1	9.2	18.2	10067480
1932	LICHTEN CORP COLUMBIA SC				.094				.094									00255858
1933	ROUSE ELECTRIC FRM ROCKWOOD TN		5.09		7.09	2.55				3.54			1.01				2.02	00185329
1138	ROBINSON VET ZELIENOPLE PA	1.00	1.53	1.00														10066572
1934	RODGERS HYDRAUL GRANITE FLS MN				3.03							3.03						00136379
1834	RUCKER CONTROL SUP BERKELEY CA				13.6										2.0		11.6	00136840
1835	RUCKER CO BERKELEY CA		1.02															10069890
1938	RUCKER CNTRL SYS BEAUMONT TX	30.0	14.3	30.0	24.3			6.6				17.7						00240931
	PARENT CUST. TOT-RUCKER CO OAKLA	30.0	15.3	30.0	37.9			6.6				17.7			2.0		11.6	00046728
1932	RUST FURNACE CO KERNESVILLE NC		1.02															00240737
1839	SANTA FE MARINE PT HUENEME CA	2.00	2.55	2.00														00177202
1937	SANTA FE MARINE SANTA BARBARA CA				2.02					2.02								00256374
1179	SCOTT EQUIPMENT CO DAYTON OH		.509		.509		.509											00226815
1974	SECO INC HOUSTON TX				10.1											4.04	6.06	00276512
1938	SHAFFER TOOL WORKS BEAUMONT TX	6.50	7.64	6.50	5.56										3.54	2.02		00235288
1938	SHAFFER TOOL WORKS HOUSTON TX	5.00	5.09	5.00														00237426
	PARENT CUST. TOT-SHAFFER TOOL WO	11.5	12.7	11.5	5.56										3.54	2.02		00235288
1839	SHELL OIL CO DOMINQUEZ CALIF				1.02	1.02												00155640
1839	SHELL OIL WILMINGTON CAL	2.00	6.71	2.00														10072506
	PARENT CUST. TOT-SHELL OIL NYC N	2.00	6.71	2.00	1.02	1.02												00045284
1938	SHIPLE OIL DAYTON TEXAS				8.12	5.09											3.03	10039495
1932	STAUFFER CHEM MT PLEASANT TEN	3.00	3.05	3.00	2.53		.509				.505	.505	.505			.505		10075645
1132	STEEL IMPROVEMENT CLEVELAND OH	2.00	14.3	2.00	5.58		2.55									3.03		00226858
1838	JOE STINE INC WILLIAMS CALIF		3.56															00182494
1968	JOE STINE HOUSTON TX		19.9															00094684
	PARENT CUST. TOT-JOE STINE HOUST		23.4															00094684
1938	SUPERIOR IRONWORKS HARVEY LA		2.55															00182915
1974	TENNESSEE FORG STEEL NEWPT AR				5.05												5.05	00247456
1932	TENN METALLURG CORP KIMBLE TN		.509															00168122
	DSW 012012																	

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SALES CUST.	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. / MAJOR GRD. GP.
	PYORAU 150-A																01899A	4591-151-11
1974	TEXAS STEEL FORTWORTH TX				1.02			1.02										00140481
1936	THIOKOL CHEM THIOKOL UTAH				.505											.505		00269786
1932	TOLEDO ENGINEER NASHVILLE TN		1.02															00230030
1922	UNION CARBIDE PADUCAH KY		3.05															00141909
1934	UNION CARBIDE KIMNEAPOLIS MN		.094															00231753
1932	UNION CAR - NYC OAKRIDGE TENN				1.01						1.01							10091971
1932	UNION CARBIDE CORP ROCKWOOD TN	6.00																00141739
	PARENT CUST. TOT-UNION CARBIDE C	6.00	3.15		1.01						1.01							00045705
1931	UNION ELEC STEEL BURGETTSTN. PA				.505												.505	00272205
1932	UNION OIL BIRMINGHAM AL				24.2								24.2					00262528
1920	UNITED AIRLINES NEWARK NJ		.509															10082935
1974	UNITED CLAY PIPE SEMINOLE CK		.094															00227099
1938	UNIVERSAL MFG HENDERHALL MS	.600	.509	.600														10095543
1932	UNITED STATES FOUND BIRMING AL	5.00																10084855
1932	US PIPE BESSEMER ALA	25.0	24.4	25.0	33.4	7.07	6.11				5.05	5.05	5.05	5.05				10094903
1230	US PIPE BURLINGTON NJ	7.00	6.11	7.00	6.08						3.05					3.03		10084881
	PARENT CUST. TOT-UNITED STATES F	37.0	30.5	32.0	39.5	7.07	6.11				8.10	5.05	5.05	5.05		3.03		10084865
1922	VAINTL ADVISORY CON HAMPTON VA		1.53		1.52											1.52		00142581
1178	TENNESSEE VALLEY COKESBORO KY	1.00	3.05	1.00														00164461
1178	U S A F WRIGHT PATTERSON OHIO	.500	.509	.500														10083907
1230	US GOVT VET ADMIN HAMPTON VA		1.53															00206571
	PARENT CUST. TOT-U S GOVT WASHIN	1.50	6.62	1.50	1.52											1.52		10084733
1934	UNITED STATES STEEL GENEVA UT	4.00	2.55	4.00														00156256
1932	U S STEEL FAIRFIELD ALABAMA	6.00		6.00	2.03		1.02									1.01		10085357
1104	UNITED STATES STEEL JULIET IL	5.00	7.13	5.00	4.58		2.04	1.02	1.02						.51			00143197
1104	UNITED STATES STEEL STEELTON MN				.509		.509											00143219
1138	U S STEEL YOUNGSTOWN OHIO	10.0	10.2	10.0	2.04					2.04								10085217
1230	UNITED STATES STEEL FAIRLESS PA	10.0	5.09	10.0	5.09		.51	4.58										00143227
1131	U S STEEL HORSESTEAD PA		1.02															10085349
1938	UNITED STATES STEEL HOUSTON TX	100	2.04	50.0														00170224
1939	US STEEL HORSE CANYON UTAH	5.00	2.04	5.00	2.02				2.02									00198161
	PARENT CUST. TOT-UNITED STATES S	140	30.0	90.0	16.3		4.07	5.60	3.04	2.04					.51	1.01		00047724
1938	WADCO CORP RICHLAND WASH				3.03													00264431
1934	WESTERN GEAR CORP EVERETT WA				.329							.188	.141	3.03				10088052
1931	WHEELING PITT ST MINGO JUNT OH		1.02															10090253
1931	WHEELING STEEL STEUBENVILLE OH		1.02															00094005

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
MA G.	SLS REP	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./ MAJL-GRD-GR
		PARENT CUST. TOT-WHEELING STEEL		2.04															00047082
		PYDRAUL 150-A															01899A		4591-151-11
1134		WHITING CORP S MILWAUKEE WI		3.05															00237469
1134		YOUNGSTOWN SHEET E CHICAGO IN	10.0	5.09	10.0														00227412
1268		ZAPATA OFFSHORE CO HOUSTON TX	2.50	2.55	2.50	16.2	5.09						7.58	3.54					00231924
		TOTAL PRODUCT * * * * * LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	4591-151-11
		10 TOT MAJOR PYDRAUL 150A LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	
		PYDRAUL A 200															00505A		4595-200-11
1131		AREX CORP HEADVILLE PA	3.50	5.81	3.50	1.29	1.29												10000386
1152		ACHESON COLLIDIS PORT HURON MI		.295															10000475
1135		AGRI CRAFT CO INC CAMARILLO CA		.059															00184721
1130		ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002788
1230		ALUMINUM CO CRESSONA PA	13.6	9.68	13.6	3.23	3.23												10002877
1132		ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002958
1130		ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002966
		PARENT CUST. TOT-ALUMINUM CO OF	108	75.5	108	3.23	3.23												00045063
1136		AMIXTER GENERAL PENNSCLA OH		.545															00184756
1178		ARMCO STEEL ASHLAND KY	40.0	40.0	40.0	6.45	5.45												10006171
1178		ARMCO STEEL MIDDLETOWN OH	150	143	150	23.0	23.0												10006228
		PARENT CUST. TOT-ARMCO STEEL MID	190	183	190	29.5	29.5												10006228
1153		BENDIX CORP SOUTHFIELD MI		1.94															00237337
1131		BENDIX CORP ROCHESTER NY	1.00	4.28	1.00														00111430
1230		BENDIX CORP SIDNEY NY	12.0		12.0														10009278
		PARENT CUST. TOT-BENDIX CORP DET	13.0	6.22	13.0														00045551
1136		BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10009596
1230		BLACK AND DECKER LANCASTER PA	3.50	1.29	3.50														10009936
1136		CADOT STELLITE DIV KOKOMO IN	30.0	36.1	30.0	7.74		7.74											10081785
1132		CHEMICAL METALS ALTON IL	6.00		6.00														00247480
1153		CITY CONTROLLER DETROIT MICH		15.5		2.65	2.65												00178578
1133		CLYDE EQUIPMENT CO ST LOUIS MO		.118		.118								.118					10017327
1134		COLLIN RADIO CEDAR RA IA		.645															00114642
1270		COLSON CO SOMERVILLE MA		1.94		1.29				1.29									00243523
		DSW 012014																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
NO.	SLS REP	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 / MAJOR GRD. GP
		HYDRAUL A 200															00505A		4595-200-1
1170		COLT INDUST ELIZABETHTOWN KY	1.30																00218308
1230		CONSOLIDATED EDISON ASTORIA NY	3.00	2.58	3.00	5.16	5.16												00152439
1230		A F CURLEE MFG CO HOUSTON TX	1.00	.645	1.00														00115614
1230		AMMA CORP POTTSVILLE PA	18.0	18.2	18.0														00080028
1178		J H DAY CINCINNATI OH	1.00	.645	1.00														10021170
1134		OLTA DIE CASTING ADDISON IL	16.5	16.1	16.5	1.29	1.29												10021650
1131		DIAMOND SHAMROCK BELLE WV		.118															00226971
1230		ORAVO CORP READING PA		.645															00238333
1958		DRESSER INDUST HOUSTON TX	3.00	.177	.200														00158771
1958		OSBORN INSTRUMENTS PALOALTO CA				.177				.177									00254878
1155		CATON YALE - TOMLE BIL CRK HI	3.00	1.94	3.00	.645	.645												10025168
1932		BEAUNIT FIBERS CHILDERSBORGH AL	5.00	7.10	5.00	1.94		1.94											10008670
1932		BEAUNIT FIBERS TRIANGLE NC	4.00		4.00														00111236
		PARENT CUST. TOT-EL PASO NATURAL	9.00	7.10	9.00	1.94		1.94											10025532
1133		EMERSON ELEC ST LOUIS MO	1.50	1.29	1.50														10026091
1138		GEN-DELCO RADIO KOKOMO IN																	10032652
1131		GM-CHEVROLET BUFFALO NY	50.0	77.7	50.0	8.95	8.95												10032849
1273		GM-CHEVROLET ROSSEVELTOWN NY	250	368	250														10032717
1131		GM-CHEVROLET TONAWANDA NY	5.00	3.23	5.00	3.23		3.23											10032733
		PARENT CUST. TOT-GENERAL MOTORS	305	449	305	12.2	8.95	3.23											00157279
1230		GENERAL CAST JEFFERSON VALLEY IN	.700	.645	.700														00156973
1930		GULF COAST ALUMINUM LR CHAS LA	20.0	25.8	20.0	9.68	6.45	3.23											00235024
1936		HAMMA NICKLE SMELT RIDGUE OR	30.0	36.1	30.0	15.5	5.16	5.16	5.16										10036747
1974		HUKER CHEMICAL COLUMBUS MISS	1.20	1.29	1.20														00197009
1868		HUGLE INDUSTRIES SUNNYVALE CAL	1.00	.645	1.00														00155037
1868		IBM CORP SAN JOSE CA				.059	.059												10041082
1230		JADE CORP BETHAYRES PA	1.00	.645	1.00														00160068
1152		JULIAN ALUM FOUNDRY DETROIT MI		.645															00232157
1856		KAISER ALUM & CH PLEASANTON CA	1.00	2.58	1.00	1.29				1.29									00213047
1834		KAISER ALUM HEAD WA		2.58															10043379
1838		KAISER ALUM-CHEN TACOMA WASH	8.00	6.45	8.00	1.29		1.29											00154295
1838		KAISER ALUM TRENTWOOD WA	20.0	12.9	20.0														10043336
		PARENT CUST. TOT-KAISER INDUST P	29.0	19.4	29.0	2.58		1.29	1.29										00045616
1134		KAYECKI CHEM WENAT WASH	8.00	6.45	8.00														10043557
1131		KE KELLOGG CO WILLIAMSPORT PA	1.00	.645	1.00														00219266
1131		KEHNA METAL LATROBE PA	2.00	1.29	2.00														10043859
1152		LIBBY OWENS TOLEDO OH	2.00	5.16	2.00														10046238
1839		LOCKHEED AIRCRAFT REDLANDS CA	3.00	2.58	3.00														10046688

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A G SUS REP		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.
		HYDRAUL A 200															00505A	4595-200-1	
839		MCDONNELL DOUGLAS SANTA MON CA				1.94					1.94								00210595
1134		MCGRW EDISON DES PLAINES IL		3.23															00215945
1133		MC GRW EDISON JEFF CITY MO	15.0	14.8	15.0	2.58	1.29		1.29										10049628
		PARENT CUST. TOT-MCGRW EDISON C	15.0	18.1	15.0	2.58	1.29		1.29										00044687
1153		UNITCAST COMPANY TOLEDO OH	11.0	13.5	11.0														10082730
1153		MIDWEST MACH HARYSVILLE MI	30.0	30.5	30.0	.645	.645												10052513
1974		SKELLY OIL CO VELVA OK	.700	.645	.700														00136150
1968		SKELLY OIL BORGER TEXAS	.700	.645	.700														00222194
1968		SKELLY OIL SKELLYTOWN TX	.700	.940	.700														10075583
		PARENT CUST. TOT-MISSION CORP WI	2.10	2.23	2.10														00048043
1134		HOLINE MALLEABLE I ST CHARL IL	3.00	3.07	3.00														00130699
1134		NORTHERN MALL IRON ST PAUL MN	4.00	2.58	4.00	1.29	1.29												10058279
1839		DAX MFG LOS ANGELES CA	1.00	.645	1.00	.645				.645									10056775
1273		OSWEGO CASTING OSWEGO NY	15.0	11.0	15.0	1.29	1.29												10055674
1134		GALE PROD CO GALESBURG IL	65.0	41.9	65.0	9.68	9.68												10030331
1134		JOHNSON MOTORS WAUKEGAN IL	1100	833	1100	78.7	78.7												10042976
1134		OUTBOARD MARINE WAUKEGAN ILL		81.0															00044873
		PARENT CUST. TOT-OUTBOARD MARINE	1165	956	1165	88.4	88.4												00044873
1134		PERFECTION TOOL CHICAGO IL	1.00	.645	1.00														10061903
1839		PETROPHICS CO SHIRLY BASIN WY		.645															00242721
1256		THOMPSON-HAYWARD FRESNO CA	1.00	.645	1.00														00140783
1230		POWER DRAULICS NIE SOMERVIL NJ		1.29															00233676
1834		PRECISION CAST PARTS PORTLAN C	1.00	.590	1.00														00227385
1974		PRESOLITE-ITCO EL DORADO AR	5.00	3.87	5.00	.645	.645												10040507
1230		READING TUBE READING PA		4.52															10066697
1131		ROCKWELL MFG CO SYKESVILLE PA	1.00	1.29	1.00														00215503
1932		BANGAMJ ELEC W UNION SC	15.0	12.9	15.0														10070791
1839		SHERIDAN GRAY HUNTINGTON PK CA	10.0	3.23	10.0														10072603
1932		SIMSCO BUAZ INC CENTERVILLE AL		.645															00242713
1932		SIMSCO INC COLUMBIANA AL	.800	.645	.800														10073111
		PARENT CUST. TOT-SIMSCO INC COLU	.800	1.29	.800														10073111
1230		SINGER CO ELIZ NJ		1.29															10073294
1133		SOUTHERN MFG CO AURORA MO				.645	.645												00244341
1230		SWINGLINE LONG ISL CITY NY	2.00	1.29	2.00														10077591
1273		SYRACUSE DIE CAST SYRACUSE NY	1.00	.645	1.00														10077761
1839		TOLO COMPANY LOS ANGELES CALIF	1.00	.645	1.00														00182222

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~~- IN THOUSANDS OF POUNDS AND DOLLARS -~~

IN THOUSANDS OF POUNDS AND DOLLARS-																			
MA	SIS REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	2-YR CURR. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GRD. GP.
		PYDIAUL A 200															00505A		4595-200-1
1839	1968	JOLO INC SANTA ANACA				.645	.645												00140910
1939		JO S A F KELLY A F BASE TX		1.94															00246255
1939		VERSAFORM INDUSTR GARDEMA CA	4.00	2.58	4.00														00182982
1131		WEST PENN POWER SPRINGDALE PA	3.00	2.58	3.00	1.94	1.94		1.94	1.94									10088496
		TOTAL PRODUCT * * * * *	2122	2026	2118	197	163	12	19	1	2	2							4595-200-1
		PYDIAUL A-2008															01828A		4555-300-1
1134		ADDEX CORP HEADVILLE PA				4.87		1.08	1.09				1.08			.54		1.08	10000386
1238		ALUMINUM CO LAFAYETTE IN				31.9		3.24	5.43			5.41	5.41		6.49			3.25	10002798
1230		ALUMINUM CO GRESSONA PA				10.8	.54					5.42	2.16			2.71			10002877
1336		ALUMINUM CO MALAGA WA				.541						.541							10002958
1836		ALUMINUM CO VANCOUVER WA				33.5			5.40			4.33	5.41	5.41	6.49		6.49		10002965
		PARENT CUST. TOT-ALUMINUM CO OF				76.8	.5		3.2	10.8	8.7	9.7	13.0	5.4	13.0	2.7	6.5	3.2	00045063
1178		AMERICAN MFG CO GREENBURG IN				.100							.050			.100			00264113
1134		ANCHOR COUPLING CO LIBERTY IL				.050													00105565
1178		ARMCO STEEL ASHLAND KY				16.2						8.12	5.41				2.71		10006171
1178		ARMCO STEEL MIDDLETOWN OH				80.0				19.5	20.7		19.8	20.0					10006228
		PARENT CUST. TOT-ARMCO STEEL MID				96.2				19.5	20.7	8.1	25.2	20.0			2.7		10006228
1134		BARBER DIE & TOOL OSHKOSH WI				2.71										2.71			00266353
1839		BIRN-OLAKESLEE SANTA FE SP CA				.200								.200					00262633
1131		BENDIX CORP ROCHESTER NY				13.3	1.94		.50								7.57	3.30	00111430
1230		BENDIX CORP SIDNEY NY				21.6						21.6							10005273
		PARENT CUST. TOT-BENDIX CORP DET				34.9	1.9		.5				21.6				7.6	3.3	00045551
1134		BETHLEHEM STEEL SEATTLE WA				8.11			2.70							2.71	2.71		10009506
1230		BLACK AND DECKER LANCASTER PA				5.40		3.24					1.08			1.08			10009936
1153		CITY CONTROLLER DETROIT MICH				4.34			2.17						2.16				00176578
1230		DANA CORP POTTSDOM PA				10.8			2.72				5.41						00086029
1134		DELTA DIE CASTING ADDISON IL				16.2		1.08	1.62	3.26	1.08	1.08	2.16	2.16	2.16	1.62			10021650
1232		DEANUIT FIBERS CHILDERSBURGH AL				2.16						1.62	.54						10008670
1134		EMERSON ELEC ST LOUIS MO				.541											.541		10026091
1153		FORD MOTOR DEARBORN MICH				.541											.541		00118920
1153		GM-PROVING GROUNDS MILFORD MI				5.79						.54			2.16	1.08			10032741
1131		GM-CHEVROLET BUFFALO NY				57.3	2.7	5.9	10.8	5.4	5.4	8.1	8.1		5.4	2.7		2.7	10032849
1131		GM-DELCO PRODUCTS ROCHESTER NY				25.9	25.9												00239313
1273		GM-CHEVROLET ROSSEVELTOWN NY		37.8		515	25.9	51.8	56.2	56.5	28.1	28.0	56.3	43.3	28.1	56.3	56.3	28.1	10032717
1131		GM-CHEVROLET TONAWONDA NY				51.4		2.7		5.4		2.7	5.4		5.4	5.4	16.2	8.1	10032733
DSW 012017																			

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		37.8	653	54.5	60.5	67.0	67.3	33.6	38.8	70.3	43.3	39.0	66.5	73.6	39.0	00157279
														01828A		4555-300-11
1237	GENERAL CAST JEFFERSON VALLEY IN		4.33		1.08				1.08			1.08			1.08	00156973
1238	GULF COAST ALUMINUM LK CHAS LA		24.3		2.70		5.40		5.41			5.41		5.41		00235024
1238	HANNA NICKLE SHELTI RIDDLE CR		50.3				4.3		4.3	4.3		8.7	4.3		24.3	10036747
1237	HILLIARD CORP ELMIRA N Y		.050					.050								10030065
1237	HUNTER CHEMICAL COLUMBUS MISS		.541										.541			00197009
1238	KAISER ALUM & CR PLEASANTON CA		.541									.541				00213047
1238	KAISER ALUM TRENTWOOD WA		5.41										5.41			10043336
	PARENT CUST. TOT-KAISER INDUST P		5.95									.54	5.41			00045616
1238	KARECKI CHEM MEMPH WASH		1.09				1.09									10043557
1238	KESTER ENGINEERING CLEV OH		2.16				2.16									10046068
1238	KUMMER DIV FAIRFIELD IA		.400			.400										00127930
1238	MACISA COPPER SAN MANUEL ARIZ		3.79					1.08				2.70				00256803
1234	MARCO REG CO BRAUNLEY IL		.645		.645											10048397
1233	MCGRAW EDISON JEFF CITY MO		16.2				4.33			1.08	3.25	2.16	2.16	2.16	1.08	10049628
1234	MCGRAW EDISON TUPELO MS		1.08		1.08											00250449
	PARENT CUST. TOT-MCGRAW EDISON C		17.3		1.08		4.33			1.08	3.25	2.16	2.16	2.16	1.08	00044687
1238	MILITCAST COMPANY TOLEDO OH		6.50			1.62	1.63		1.62			1.62				10092730
1238	SKELLY OIL DORGER TEXAS		.541						.541							00222194
1238	SKELLY OIL SKELLYTOWN TX		.836				.295				.541					10073393
	PARENT CUST. TOT-MISSION CORP WI		1.38				.295		.541		.541					00046043
1232	VL MAN MACHINE GREENSBORO NC		.841									.300	.541			00264954
1234	NORTHERN HALL TRON ST PAUL MN		1.08								.541			.541		10058279
1239	OAK MFG LOS ANGELES CA		.541										.541			10058775
1233	OSWEGO CASTING OSWEGO NY		1.94	1.94												10059674
1234	GALE PROD CO GALESBURG IL		89.8				8.7	8.1		8.1	8.1	16.2	16.2	8.1	16.2	10030331
1234	JOHNSON MOTORS WAUKEGAN IL	10.8	924		104	113	159	77	80	78	41	125	40	68	40	10042976
	PARENT CUST. TOT-OUTBOARD MARINE	10.8	1013		104	113	167	85	80	86	49	141	56	76	56	00044873
1234	PERFECTION HEAT TREAT CHICA IL		1.62							.541			.541		.541	00260754
1234	PERFECTION TOOL CHICAGO IL		.540		.540											10061903
1238	THOMPSON-HAYWARD PLEASNO CA		.541									.541				00140783
1238	UNALRITE CO INC KAN CITY KS		.541								.541					10071704
1234	PRESCOLITE-ITCO EL DORADO AR		.543				.543									10040507
1230	READING METALS READING PA		3.24							2.16					1.08	00252220
	DSW 012018															

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- IN THOUSANDS OF DOLLARS AND DOLLARS -																			
Q	Q	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. / MAJOR GRD. GP
		PYCRAUL A-200B															01828A		4555-300-11
1231		BRICKWELL MFG DU BOIS PA				.540		.540											00136352
1232		SANGAM ELEC W UNION SC				8.66				1.08	1.08		1.08	2.16	1.08	1.08	1.08		10070791
1233		STANCO DIVISION NEW BREMAN OH				2.71						1.62						1.08	00257265
1234		SHIRLINE LONG ISL CITY NY				1.00										1.08			10077591
1235		SYRACUSE DIE CAST SYRACUSE NY				.541										.541			10077761
1236		TELEPO ENGINEERING MARSEA CA		.118															00242829
1237		UNION CO N HAVEN CONNECTICUT				.059		.059											10085705
1238		WEST PENN POWER SPRINGDALE PA				8.66			2.17			1.08	1.08		1.08	1.62	1.62		10088496
1239		WESTINGHOUSE TAMPA FL				.541										.541			00266140
		TOTAL PRODUCT * * * * *	LB	46.7		2084	59	170	194	299	151	156	232	132	223	153	180	134	4555-300-11
		15 INT MAJOR PYCRAUL A-200B	LB	2122	2075	2118	222	181	214	298	153	158	232	132	223	153	180	134	
		PYORATEN 100															00504A		6770-000-11
1240		ABEX CORP COLUMBUS OHIO				.100			.100										00088722
1241		ACME TOOL & MACHINE KEARNY NJ				.050				.050									00252735
1242		ALLEGHENY PIPE PITTSBURGH PA				.050					.050								10062087
1243		AMERICAN BOSCH ARMA SPRING MA	1.00	.800	1.00	.500		.500											10003571
1244		ANNA-CHEM INC WAUKESHA WISC	.144	.096	.144														00185181
1245		ANNOUR METAL PROD SCHAMBERG I		.096															00217670
1246		BANKER ROCKFORD CO ROCKFORD IL				.050		.050											10008271
1247		BENT S BARNES CORP ROCKFORD IL	.100		.100														00227129
1248		J BARTHOLOMEW ENG CHICAGO IL		.048		.048										.048			00235059
1249		BEDDIX CORP N HOLLYWOOD CAL				.050		.050											10009235
1250		CAPITAL WESTWARD PARAPUNT CA				.048				.048									00259085
1251		CLARK CABLE COMP CLEVELAND OH		.096							.048								00234087
1252		COUBLE A PRO MANCHESTER MI				.048					.048								10022703
1253		CARONER DENVER CO QUINCY IL		.050															00227730
1254		GENERAL DYNAMICS QUINCY MA	15.0	21.3	15.0														00217026
1255		GENERAL METALS BURLINGHAM CAL		.055															10021405
1256		ARJIS LIG ROCT SACRAMENTO CA		.500															00230421
1257		GLOBAL SUPPLY HOUSTON TX				.866	.770										.096		00219800
1258		GLOR HYDRAULICS PLAINVIEW NY				.048											.048		00270830
1259		HARRIS SHARP CONT RALEIGH NC		.300															00245747
1260		HOUSTON SYSTEMS HOUSTON TX	10.0	.096	10.0														00230634
1261		INTERMARINE SERVICES HOUSTON TX				.348	.150	.150						.048					00244058
1262		INIL TOOL & SUPPLY HOUSTON TX				.050		.050											00244732
1263		J LIND INDUST IROY MICH				.528							.528						00094307
1264		KENNETH CORP NEWTON FALL MA		.050															00228524
1265		L GALLS SHIPBLDG PASCAGOULA MS		3.12															00219665
1266		LIFTON SYSTEMS PASCAGOULA MS	10.0	12.5	10.0	9.36	9.36												00230510

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V. O.	MS. REF.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. G'D. GP.
		PARENT CUST. TOT-LITTON IND BEVE	10.0	15.7	10.0	9.36	9.36												00044520
		HYDRATEX 100															00504A		6770-000-1
1230		IMPORT NEWS SHIP NEWPT NS VA				4.26									3.22	4.16	3.12		10057655
1134		JATHAN HILLER MACH HAMMOND IN		.050															00219730
1124		PARKER HANNEFIN DES PLAINES IL	.225	.150	.225														00209163
1039		TEPCOLIC SUPPL LONG BEACH CA		.050		.048							.048						00170230
1134		CHERRY BURRELL CEDAR RAPIDS IA		.050															00150886
1068		RUCKER CONTROL SUP BERKELEY CA			.520										.520				00136340
1068		RUCKER CO BERKELEY CA	2.00	1.04	2.00														10069890
1068		RUCKER CNTRL SYS BEAUMONT TX	1.00		1.00	1.56	.520				.520				.520				00240931
		PARENT CUST. TOT-RUCKER CO OAKLA	3.00	1.04	3.00	2.08	.52				.52					1.04			00046728
1039		SANTA FE MARINE PT HUCNEME CA		.100															00177202
1039		SCHNEEBECKS INDUST COLORADO CO				.048	.048												00137324
1039		SHAFFER TOOL WORKS BEAUMONT TX		.246															00235238
1120		SHEPPER CORPORATION CINCINNATI OH			.050			.050											00137669
1230		VICKERS INC DENSENVILLE IL		.040															10080701
1053		VICKERS INC DIV FERRISDALE MI		.050															10086671
		PARENT CUST. TOT-SPERRY RAND NYC		.098															00045217
1068		JOE STINE HOUSTON TX		.271															00094684
1068		SUPERIOR IRONWORKS HARVEY LA		.144															00182915
1120		TEST INSTITUTE CO CLEVELAND OH		.096															00183881
1132		UNIDYNAMICS FREDRICKTOWN MO		.520															00244267
1132		UNIDYNAMICS ST LOUIS MO	1.00		1.00														00247502
1068		U S NAVY HUNTERS POINT CAL		.520															10084156
1068		U S NAVY SAN FRANCISCO CALIF			.520												.520		10084164
		PARENT CUST. TOT-U S GOVT WASHIN		.520		.520											.520		10084733
1051		WALNORTH CO SU GREENBURG PA			.288							.288							00207683
1030		WESTERN GEAR CORP EVERETT WA	1.50	3.68	1.50														10083852
1030		WYATT & KIPPER FAIR SEATTLE WA			.400				.400										00197726
		TOTAL PRODUCT * * * * *	42.0	46.2	42.0	19.8	10.8	.2	.8	.4	.7	.3	.6		3.2	5.2	3.0	.6	6770-000-1
		HYDRAUL AC-A															01740A		6756-000-1
1230		AIR PRODUCTS & CHEM ALLENT PA	385	11.4	96.0	8.24	2.95		2.95										00222054
1021		AIR PRODUCTS GREIGHTON PA	13.0		13.0												2.34		00178039
		PARENT CUST. TOT-AIR PRODUCTS &	398	11.4	109	8.24	2.95		2.95								2.34		00222054
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Q	S/S	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. / MGR. GRD. GP.
		HYDRAUL AG-A															017	40A	6756-000-11
1839		AMCO CHEM LORAIN OH		.113															00220221
1839		AMCO ENGINEER FULLERTON CA		.113		.494		.113		.165							.216		00110124
1870		ALTON BOX BOARD JACKSONVILLE FL	3.00	5.43	3.00	3.53			1.77							1.76			10002745
1868		AMERICAN CAN MODESTO CA	.350	.291	.350	.110							.110						10003601
1839		AMERICAN CHEM LONG BEACH CA				.586				.586									00225164
1839		AMERICAN COMP SANTA FE SPRGS CA				.110			.110										00254835
1839		AMERICAN GILSON GILSONITE COL		.165															00175620
1839		AMACONDA CO BUTTE MT	1.00	1.20	1.00	.590		.590											00206709
1839		AMACONDA CO BUNNEN MT	10.0	7.24	10.0	7.06				2.36				1.17	1.18		1.17	1.17	10005450
		PARENT CUST. TOT-AMACONDA CO NEW	11.0	8.44	11.0	7.65		.59		2.36				1.17	1.18		1.17	1.17	00045179
1839		ANCHOR COUPLING CO LIBERTY IL				.054							.054						00109665
1839		ANDONNE WALT LABS ANDONNE ILL	1.50	2.36	1.50														00161268
1839		AMCO STEEL BRIDGE PA	7.00	3.05	7.00	5.86	2.95										2.93		10006252
1874		AMCO AIR DRILLIN FORT SMITH AR	.900	.565	.900	.330										.330			00110116
1839		ASSOCIATED RICK PROD RICHES MN	.250	.170	.250	.327	.165						.162						00181735
1839		ATLANTA GAS LIGHT RIVINGTON GA		.610		.586											.586		10007046
1839		ATLANTIC RICHFIELD TURNER CA				1.18								1.18					00110574
1839		ATLANTIC RICHFIELD GILLETTE WY				.216							.108				.108		00200568
1839		A J BAXTER CO DEER RIVER MN		.165															00242349
1839		A J BAXTER CO HALLOCK MINN	.250	.226	.250														00120726
		PARENT CUST. TOT-A J BAXTER CO R	.250	.391	.250														00111163
1839		DELRIODE OIL CO MCKITTRICK CA	15.0	15.0	15.0	18.3	1.18	2.36	1.18	1.18	2.36	2.34		4.72	2.93				10009138
1275		DEMDIA CORP UTICA N Y	8.50	9.15	8.50	1.22		1.22											10005197
1839		DETHLEFSON STEEL LACKAWANNA NY	50.0																00239275
1839		DEBORDEN ILLINOIS ILL				.275	.215												10010524
1230		DESSERT MFG UTICA NY	1.80	1.83	1.80	.586					.586								10010918
1839		DE F BRAUN ALHAMBRA CALIF		.847		.586								.586					00188441
1270		DIJON CO BERLIN NH	.300	.283	.300														10011809
1839		DABUT CORP WICKETT TEXAS				.586					.586								10012864
1839		CATALINA DIVERS AVALON CA	.200	.113	.200														00113166
1839		CITIES SERVICE HESTON KANSAS		1.10															00386446
1839		CITIES SERVICE GAS LYONS KAN				.054								.054					00386894
1839		CITIES SERVICE GAS OLYSSES KS	.250	.170	.250														00687599
1839		CITIES SERVICE GAS PAMPA TX		.220		.216											.216		10016940
1870		CITIES SER TAN AURI TAMPA FLA	2.00	4.23	2.00	2.34				.59				1.17	.59				00185043
1839		CITIES SERVICE GAS HAZELTON KS		.112		.108							.108						00150908
1839		CITIES SERVICE GAS INDEPENDENCE KS				.119	.119												00150372
1839		CITIES SERVICE GAS WELDA KS				.110	.110												00114294

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SALES GROSS B/F	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. / MAYR. GROSS GP.
	HYDRAUL AC-A																01740A	6756-000-1
1132	CITIES SERV GAS KNOX HOSIER MO	.300	.283	.300														00186074
1174	CITIES SERVICE GAS ALVA OK	.200	.226	.200														00114316
1174	CITIES SERVICE GAS BLACKWEL OK	.300	.613	.300	.864					.324				.540				00114324
1174	CITIES SERVICE GAS MORELAN OK	.300	.339	.300														00114322
1132	CITIES SER CO E TAMPA FL				.586											.586		10078539
1132	CITIES SERV GAS CO HIGGINS TX				.120	.120												10016932
	PARENT CUST. TOT-CITIES SERVICE	3.35	7.29	3.35	4.52	.35				.91		.11	1.23	1.13	.22	.59		00045977
1132	COLD LATES GAS CO COLD SPR CO	.200	.170	.200														00047449
1132	COLD INTERSTATE GAS LAKAR CO	.500	1.22	.500														10017874
1132	COLD INTERSTATE GAS LAKIN K3	.500	.610	.500														10017890
	PARENT CUST. TOT-COLD INTER GAS	1.20	2.00	1.20														00047449
1121	ATLANTIC SEABOARD BEVERLY WV				.165					.165								10007224
1131	ATLANTIC SEABOARD MATHIAS WV		.110															00110590
1121	ATLANTIC SEABOARD TERRE AL WV	1.00	1.20	1.00														00110604
1131	COLUMBIA GAS MARCO KY				.586								.586					10083435
1131	COLUMBIA GAS GARGIER OH				.162												.162	00273074
1131	COLUMBIA GAS BRANCHLAND WV				.108										.108			00269357
1131	COLUMBIA GAS CHARLES WV				.108							.108						00048240
1131	COLUMBIA GAS CEREDD WV		.610															00142344
1131	COLUMBIA GAS CEDAR GROVE WV		.113		.270								.270					00104101
1131	COLUMBIA GAS GLENVILLE WV				.110	.110												00170933
1131	COLUMBIA GAS HUNTINGTON WV				.590		.590											00248076
1131	COLUMBIA GAS KENNY WV		.110		.108												.108	00245620
1131	COLUMBIA GAS ST ALDANS WV	.270	.225	.270														00177962
1131	COLUMBIA GAS BEVERLY WV				.216												.216	00272191
1131	COLUMBIA GAS CLENDENIN W VA				.324								.324					00243752
1131	COLUMBIA GAS MATHIAS WV				.108												.108	00272140
1131	COLUMBIA GAS TRANS TERRE AL WV				.586										.586			00269379
1178	KY HYDROCARBON MAYTOWN KY				.210				.210									10044022
1138	DRUG FUEL GAS CO PAVONIA OH		.112															00132055
1138	DRUG FUEL GAS CO SUGAR GR OH		.590		1.17						1.17							00122371
	PARENT CUST. TOT-COLUMBIA GAS NY	1.27	3.07	1.27	4.82	.11	.59		.21	.17	1.17	.11	1.18		.69	.59		00047436
1134	COMMONWEALTH EDISO HAYWOOD IL				.108											.108		00114855
1121	CONTINENTAL CAN CLARKSBURG WV	10.0	6.10	10.0	2.93									2.93				00180025
1130	DIAMOND METALS ALLOY HOUSTON TX				.586					.586								00116122
1252	DIVE SHOP HAYSHORE NY				.110					.110								00255238
1153	ELECTRIC CHEN MIDLAND MICH	4.00	2.32	4.00														10022908
1122	ELECTRIC ENERGY JOPPA I	30.0	3.56	30.0	2.36												2.36	00185418
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M. C. REF.	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. / MAINT. GRD. GP.
	RYORAUL AC-A															01740A		6756-000-1
1958	EL PASO NATURAL GAS EL PASO TX	30.0			.152									.162				10025532
1959	EL PASO NATURAL GAS MOAB UT				.324													10025559
1936	EL PASO NATURAL GAS SUMAS WA		.336		.324											.324		10025567
1939	EL PASO NATURAL GAS OPAL NY				.324								.324					00117455
	PARENT CUST. TOT-EL PASO NATURAL	30.0	.336		.810								.324	.162		.324		10025532
1978	FAIRMONT GLASS INDIANAP IN	5.00																00118281
1974	FAM STEEL INC MUSKOGEE OKLA		.110		.109			.109										00179574
1938	FOSTER FORBES PARION IND	7.60																00090030
1933	GARDNER DENVER CO QUINCY IL		.170															00227730
1974	GUN DYNAMICS FT WORTH TX	10.0																10030919
1973	GUN ELEC UTICA NY	1.00	.610	1.00	.586					.586								10031907
1930	HYDROATER OIL FELLOWS CALIF	16.0																10050053
1933	GLEN-GERY CORP EASCANTON OHIO	.700	1.20	.700	.586											.586		00214949
1939	GOODYEAR AIRCRAFT LITCH PK AZ				.108											.108		10034493
1978	H R GRACE OWENSDOWN KY	1.00	1.22	1.00	.654			.330					.324					10034981
1932	H R GRACE - CO WOODSTOCK TN	5.00	9.44	5.00	18.9	4.88			7.03						7.03			10034949
	PARENT CUST. TOT-H R GRACE NEW Y	6.00	10.7	6.00	19.6	4.88		.33	7.03				.32	7.03				00045489
1973	GREAT LAKES GAS CLARE MI	.300	.336	.300	.108							.108						00121517
1934	GREAT LAKES GAS HALLOCK MN		.275		.981			.330	.327				.324					00241148
	PARENT CUST. TOT-GREAT LAKES GAS	.300	.611	.300	1.09			.330	.327			.108	.324					00121517
1934	GREAT LAKES TRANS DEEP RIVR MN				.054								.054					00261238
1934	GREAT LAKES TRANS SHELVIN MN				.054								.054					00261211
1970	HIGH VOLTAGE POWER WESTBORG MA		.610															00228000
1930	GLASS CONTAINER LA CALIF	3.00	3.07	3.00	6.43	.59	.59	.59	.59	.59	1.18	.54		.59	.59	.59		10033713
1934	HUNT WESSON CHICAGO ILL	.170	.223	.170	.162												.162	10039606
	PARENT CUST. TOT-HUNT WESSON COG	3.17	3.29	3.17	6.59	.59	.59	.59	.59	.59	1.18	.54		.59	.59	.59	.16	00046272
1958	INGERSOLL-RAND CAMPBELLVIL KY				.110		.110											00249696
1930	GETTY OIL CO LOS A COALINGA CA		.452		.444			.169	.165	.110								00120820
1939	GETTY OIL CO TAFT CA	2.00	.590	2.00														00120863
1966	GETTY OIL CO TRACY CA		.339		.818		.170					.216			.216		.216	00120871
1939	GETTY OIL CO VENTURA CA	1.00	1.20	1.00	1.18	1.18												00120898
	PARENT CUST. TOT-INC CO SKOKIE I	3.00	2.58	3.00	2.44	1.18	.17	.17	.17	.11		.22			.22		.22	00094277
1975	INTL PAP SO KRAFT MOBILE AL	1.90	1.91	1.90														10041619
1939	ITT CANNON ELE SANTA ANA CA		.566															10042127

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A G	SLS REV	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 / MAJOR GRD GP
		PYORAU AC-A																01740A	6756-000-1
1134		.LADISH CO CUDAHY WISC				.108													00272108
1276		.CITY DE LAKELAND LAKELAND FL	1.20	1.22	1.20	1.76		.59							1.17			.108	00211834
1153		.MARATHON OIL CORP DETROIT MI	.120	56.7	60.0	96.1		24.5			42.4				3.4			32.7	00151564
1839		.MCDONNELL DOUG HUNTING BEACH CA		.590		.590		.590											00180058
1839		.MCDONNELL DOUGLAS SANTA MON CA				.590					.590								00210595
		PARENT CUST. TOT-MCDONNELL DOUGL		.590		1.18		.590			.590								10049571
1131		.NATL ELEC COIL BLUEFIELD WV	.200	.165	.200														10056454
1230		.METROPOLITAN EDISON PORTLAND P	3.00	1.83	3.00	3.53			3.54	1.77				1.76					10051924
1134		.MICHIGAN WISCONSIN BIRMINGH IA		.339															00129963
1134		.MICHIGAN WISC PL LINEVILLE IA		.110															00207012
1134		.MICH WISC PIPELINE SANDWICH IL	.400	.440	.400														10052114
1134		.MICH WISC PIPELINE MASTOCK IL	.200	.226	.200														10052122
1138		.MICHIGAN WISC PIPE PORTLAND IN	.100	.110	.100														00129941
1134		.MICH WISC PIPELINE ST JOHN IND		.223		.328	.110		.110					.108					00130384
1133		.MICH WISC PIPELINE GREENSBG KS		.110		.218		.110						.108					10052173
1133		.MICH WISC PIPELINE MEADE KS	.150	.113	.150														10052181
1178		.MICH WISC PIPELINE MADISONVL K	.300	.283	.300														10052203
1274		.MICH WISC PIPELINE DELHI LA		.165															00231452
1174		.MICHIGAN WISCONSIN JENA LA		.275															00129984
1125		.MICH WISC PIPELINE BIG RAP MI		.550		.540												.540	10052211
1153		.MICHIGAN WISC PIPE DETROIT MI				.109			.109										00047538
1132		.MICH WISC PIPELINE HAITLAND MO	.150	.110	.150	.108					.108								10052262
1174		.MICH WISC PIPELINE GREENVILLE S				.103											.108		00094633
1174		.MICH WISC PIPELINE SARDIS MS	.200	.226	.200	.216												.216	10052254
1174		.MICHIGAN WISC PI LN GUYMON OKL		.223															00182575
1132		.MICH WISC PIPELINE COTT GR TN	.200	.223	.200														

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~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

- IN THOUSANDS OF DOLLARS -																			
YR.	SALES	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOCAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID. / MAR. GPC-GP
		PYORAU AC-A															01740A	6756-C00-1	
1133		NAT GAS PIPELINE GLASCO KS				.270											.270		00270326
1133		NAT GAS PIPELINE JACKSON MO	.100	.057	.100														00234923
1056		NAT GAS PIPELINE FRITCH TX	.600	.610	.600	.586											.586		10057086
1074		NAT GAS PIPELINE LUFKIN TX				.108								.108					00261203
1930		NAT GAS PIPELINE STINKETT TX				.586												.586	10057094
		PARENT CUST. TOT-NAT GAS PIPE LI	1.02	1.34	1.02	2.53	.275			.109			.162	.108	.218	.108	.856	.694	00047570
1930		NORTHROP COR EL ME AMAHEIM CA	.200	.170	.200	.162											.162		00213209
1974		ORLANDO UTIL TITUSVILLE FL	1.00	1.18	1.00	.586								.586					10059569
1930		OWENS ILL VALUOSTA GA	3.00	1.83	3.00	3.52		1.18				2.34	1.17			1.17			10055909
1133		OWENS ILLINOIS BURLEY ID				1.77	1.77												00148083
1133		OWENS ILLINOIS INC ALTON ILL	2.70	1.18	.700	2.93					1.17			1.76					00151610
1134		OWENS ILLINOIS STREATOR IL	8.00	9.03	8.00	4.70		1.18		1.18		1.17				1.17			00155837
1133		OWENS ILLINOIS GAS CITY IN	5.00	.590		.586						.586							00240559
1153		OWENS ILLINOIS CHARLOTTE MI	1.00	.600	1.00	.586					.586								00215007
1230		OWENS ILLINOIS BRIDGEYTON NJ	5.00	7.32	5.00	7.71		1.22	1.22	1.17	1.17	1.17			1.76				00212202
1274		OWENS ILLINOIS WACO TX				1.18						.586			.590				00256056
1133		OWENS ILL FAIRMONT N VA	60.0																00345298
		PARENT CUST. TOT-OWENS ILL TOLED	84.7	20.6	17.7	23.0	1.77	3.58	1.22	2.35	2.93	5.86	1.17	1.76	2.35	2.34			10059933
1930		PACIFIC GAS EQUIP EL MONTE CA		.113															00230383
1934		PACIFIC LIGHTING VENTURA CA		.113															00240679
1974		PAN AM WORLD MIAMI FL	.700	.610	.700														10060567
1133		PANHANDLE EA PIPL DIVERNON ILL	.700	.678	.700														00210323
1133		PANHANDLE EASTERN PIPE LINE KS	1.00	.678	1.00	.820				.550				.270					00132861
1133		PANHANDLE ESTH PL PAOLA KA	1.60	1.23	1.60														00132889
		PARENT CUST. TOT-PANHANDLE EASTE	3.30	2.58	3.30	.820				.550				.270					00132861
1153		PENN CONTROLS GOSHEN IN	1.00	.610	1.00	1.18		.590					.586						10061407
1153		PENNWALT CORP HYANDOTTE MI	5.00	6.39	5.00	4.70	1.77				1.76					1.17			10061571
1236		PENNWALT CORP TACOMA WA	.600	.610	.600	1.20		.610									.586		00133221
		PARENT CUST. TOT-PENNWALT CORP P	5.60	7.00	5.60	5.90	1.77	.61			1.76					1.17	.59		10061636
1938		PETROLEUM DIST CO HOUSTON TX	200	230	200	78.4		38.7			39.7								00093750
1968		PETROLEUM DIST CO ODESSA TX		5.10		38.4										38.4			00229393
		PARENT CUST. TOT-PETROLEUM DIST	200	235	200	117		38.7			39.7					38.4			00093750
1133		PEVELY DAIRY ST LOUIS MO	.300	.335	.300	.434	.110				.108		.108					.108	10062195
1133		PFIZER INC TERRE HAUTHE IN	6.00	5.94	6.00	11.2	1.18	1.18	1.77	.59		.59	1.17	1.17	.59	1.17	.59	1.17	10062268
DSW 012025																			

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
YR	SLS	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.
		HYDRAUL AC-A															01710A		6756-000-1
1974		PHILLIPS PETROLEUM CO SMACK AK				.108							.108						00252441
1133		PHILLIPS PET STAMPS ARK				1.17									1.17				00263664
1133		PHILLIPS PET ST JOSEPH LA				.110								.110					00261068
1974		PHILLIPS PET BARTLESVILLE CK	2.50	3.66	2.50														10062659
1133		PHILLIPS PET SPARTANSBURG SC				.108											.108		00270288
1969		PHILLIPS PET BARGER TX	4.00	3.58	4.00	4.12	2.36										1.76		10062675
1968		PHILLIPS PETROLEUM ETTER TX		2.36		5.89		2.36				1.76			1.77				10062683
1968		PHILLIPS PRO BERGER TX				2.34								2.34					00133787
		PARENT CUST. TOT-PHILLIPS PET BA	6.50	9.60	6.50	13.8	2.36	2.36				1.76	.11	2.45	2.94		1.87		10062659
1178		CHARMIN PAPER MEMOHPANY PA	1.00	.838	1.00	3.52		1.18			1.17							1.17	00162558
1134		CHARMIN PAPER GREEN BAY WISC	3.00	2.93	3.00	1.76				1.17								.59	00216127
1934		PROCTER-GAMBLE LONG BEACH CA	.700	.590	.700	1.18					.590						.586		10064716
1966		PROCTER GAMBLE SACRAMENTO CAL	4.00	1.33	4.00	.586								.586					00134745
1932		PROCTER - GAMBLE AUGUSTA GA	.500	.702	.500	.982	.110		.110		.108		.324			.330			00151718
1134		PROCTER AND GAMBLE CHI IL	2.00	2.40	2.00	1.18		.590						.586					10064724
1133		PROCTER-GAMBLE KAN CITY KS	.700	1.20	.700	1.18		.590						.586					10064740
1270		PROCTER AND GAMBLE QUINCY MA	1.50	1.28	1.50														10064759
1230		PROCTER GAMBLE BALTIMORE MD	1.50	1.22	1.50	1.20		.610							.586				00037521
1133		PROCTER AND GAMBLE ST LOUIS MO	1.50	1.22	1.50	1.77	1.18										.59		00158534
1230		PROCTER AND GAM/B STATEN IS NY	2.00	2.44	2.00	3.55		.61	1.18					.59		.59	.59		10064791
1178		PROCTER AND GAMBLE CINC OH	12.0	1.77															10064787
1178		PROCTER-GAMB ST BERNARD OH	1.50	1.22	1.50	3.52				1.18					1.17		1.17		10064783
		PARENT CUST. TOT-PROCTER AND GAM	31.9	19.3	19.9	20.4	1.29	2.99	1.88	2.35	1.87		.32	2.34	1.76	.92	1.76	2.93	10064767
1974		RALSTON PURINA SPRINGDALE AR		.220		.220		.220											10066158
1230		RALSTON PURINA WILMINGTON DE				.108											.108		10066093
1932		RALSTON PURINA GAINESVILLE GA		.110		.108								.108					10066059
1932		RALSTON PURINA RACON GA		.220															10066077
1134		RALSTON PURINA DAVENPORT IA	1.00	1.20	1.00	1.17						.586					.586		10066123
1932		RALSTN PURINA POCAATLO ID	.400	.338	.400	.108								.108					10066190
1153		RALSTON PURINA BATTLE CR MI	1.00	1.11	1.00	1.18		.590							.586				10066204
1134		RALSTON PURINA CO MINNEAPO MN	.500	.226	.500	.213				.218									00135224
1974		RALSTON PURINA JACKSON MS				.216									.216				00135208
1133		RALSTON PURINA GRAHA NJ	.500	.339	.500	.272				.272									00135216
1932		RALSTON PURINA WILSON NC	.200	.170	.200	.323	.112					.108					.108		00135232
1178		RALSTON PURINA CIRCLEVL OHIO				.110		.110											10066182
1178		RALSTON PURINA CIN OHIO	1.00	1.92	1.00	.586											.586		10066220
1932		RALSTON PURINA MEM MEMPHIS TN		.275															00135178
1230		RALSTON PURINA RCHMO VA	.200	.226	.200														10066131
		PARENT CUST. TOT-RALSTON PURINA	4.90	6.36	4.80	4.62	.112	.810	.110	.490		.586	.108	.216		.802	.694	.694	10066107
1230		WATCHER GLASS MFG ELNIRA NY	1.00	1.79	1.00	1.77	.59		1.18										00151858
		DSW 012026																	

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- IN THOUSANDS OF POUNDS AND COLLARS -																			
W G R	SLS RPT	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. ID / MAJR. GRD. GP
		PYDRAUL AC-A																01740A	6756-000-1
1839		THATCHER GLASS MFG SAUGUS CA	6.00	3.03	6.00	8.22					.59		.59		2.35	1.17	1.17	2.34	10079659
		PARENT CUST. TOT-REXALL DRUG LOS	7.00	4.02	7.00	9.99	.59		1.18		.59		.59		2.35	1.17	1.17	2.34	00045691
1839		RYNOLDS ELECT LAS VEGAS NV	20.0																00207721
1934		CERRY CURRELL CEDAR RAPIDS IA		.590		.586						.586							00150836
1934		RUHM - HAAS FAYETTEVILLE NC	.200	.225	.200														10068851
1934		RYNOLDS - STEVART MARION KS	.150	.110	.150														10069491
1974		SCUBA HUT SPRINGDALE AR				.110					.110								00255211
1934		SLOX CHATTANOOGA TN	13.0		13.0														00247472
1968		SHELL OIL SHERIDAN TX				.694				.586								.108	00137795
1939		SIGNAL OIL & GAS HUNTINGT CA	.120	.113	.120														00137936
1939		SMITH - LOVELESS LENEXA KS				.110	.110												10073650
1939		SOUTHERN CALIF EDI REDONDO CA	1.50	.590	1.50	2.26				1.18						1.08			00130479
1960		CHEVRON CHEK RICHMOND CALIF		.590		.586										.586			10010290
1934		CHEVRON OIL SALT LAKE CITY UT	5.00	4.27	5.00	5.87			1.77				1.76				2.34		10010320
1939		STANDARD OIL E WHITTIER CALIF	.700	.658	.700														00182109
1934		STD OIL LA HABRA CA	.700	.610	.700														00130940
1960		STAND OIL CALIF SAN FRAN CA		.113															00046906
		PARENT CUST. TOT-STAND OIL CALIF	6.40	6.24	6.40	6.46			1.77				1.76			.59	2.34		00046906
1974		AMERICAN OIL CO ELORADO ARK	48.0																10004675
1939		AMERICAN OIL CO MOQU RIVER IL	10.0																10004683
1934		AMERICAN OIL CO WHITING IND	27.5	9.76															10004691
1934		AMOCO CHEK JOLIET ILL	2.00	1.22	2.00														10005248
1939		PAN AM PET CRP POWELL WY	1.30	2.44	1.30														00132756
		PARENT CUST. TOT-STANDARD OIL OF	88.8	13.4	3.30														00046965
1968		SUN OIL CO HOUSTON TX	120																00238236
1968		SUN OIL CO SNYDER TX				1.18	1.18												10077036
		PARENT CUST. TOT-SUN OIL COMP PH	120			1.18	1.18												00046663
1939		SWEDISH CRUCIBLE DETROIT MI	3.30	3.53	3.30	1.18		.590			.586								10077303
1968		TEXAS EASTERN TRAN JACKSON LA				.108												.108	10079209
1968		TEXAS EASTERN TRANS LAMBERT NJ				.586									.586				00263788
1968		TEXAS EASTERN TRNSMSN BALLY PA				.272			.272										00220477
1968		TEXAS EAST TRANS CRESSON PA				.586										.586			00266191
		PARENT CUST. TOT-TEXAS EAST TRAN				1.55			.272						.586	.586		.108	00048186
1978		TECHNICAL DEVEL CO DAYTON OH		.223		.379			.109	.108								.162	00224391

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YR	SLS REF	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. / MAJOR GRD. GP.
		HYDRAUL AC-A															017	40A	6756-000-1
1968		TENNECO INC HOUSTON TX	30.0																10078504
1235		TENN GAS PIPE LINE MASSAU NY	.500	.610	.500														10078555
1968		TENN GAS TRANS CARROLLTON CH				.536										.586			10078741
		PARENT CUST. TOT-TENNECO INC HOU	30.5	.610	.500	.586										.586			10078504
1969		TRANSCON GAS GILLIS LA				.055		.055											00141119
1133		UNIVERSAL MATCH ST LOUIS MO	.400	.335	.400	.108											.108		10085551
1834		COLLIER CARBON SEATTLE WA		.170															00234451
1839		UNION OIL WORLAND WY				.110							.110						10082323
1839		UNION OIL COALINGA CA				1.18									1.18				00141984
1839		UNION OIL CASTAIC CALIF				.170		.170											10082110
1839		UNION OIL RODES CALIF	6.00	6.17	6.00	5.35	1.18	.65		1.18				1.17			1.17		10082153
1839		UNION OIL SANTA MARIA CALIF	2.00	1.20	2.00	.590						.590							10082161
1839		UNION OIL WILMINGTON CALIF	30.0	33.1	30.0	21.8					4.13		5.90		5.90			5.86	10082188
1839		UNION OIL CO OF DENVER		.281															10002315
1839		UNION OIL CO FORT MADISON CO				.162								.162					00263737
1839		UNION OIL OF CALIF MOAB UT		.110															00155470
		PARENT CUST. TOT-UNION OIL CO LO	38.0	41.0	38.0	29.4	1.18	.82		1.18	4.13	.59	6.01	1.33	7.08		1.17	5.86	00047155
1968		UNION TEXAS PETRLM HAUGHTON LA				.162												.162	00272469
1974		UNION TEXAS PETRLM LAUGHTON LA				.165					.165								00258900
1900		PRATT & WHITNEY UNITED FL	17.0	.610	17.0														00134554
1839		UNITED CONSTRUCTIO WESTMINS CA				1.77				1.77									00142328
1178		U S A F WRIGHT PATTERSON OHIO		.590		.590		.590											10003907
1123		USS AGRI-CHEM CRYSTAL CITY MO	18.0																00206361
1131		U S STEEL LUKAIN OH	3.00	2.42	3.00	1.18		.590		.590			.586	.586	.586	.590			10057027
1131		U S STEEL CORP DUQUESNE PA		.170															00090131
1131		U S STEEL HOMESTEAD PA	6.10	11.9	6.10	14.7	2.95					2.93			5.86			2.93	10085349
1131		UNITED STA STE MCKEE'S ROCKS PA	2.00																00215864
1131		U S STEEL RANKIN PA	2.00																10085403
		PARENT CUST. TOT-UNITED STATES S	31.1	14.5	9.10	15.8	2.95	.59		.59		2.93	.59	.59	6.45	.59		2.93	00047724
1972		ALSTICOL CHEM CHATTANOOGA TN	1.00	2.38	1.00	1.17						1.17							10086434
1131		WEST PENN POWER SPRNGDALE PA	30.0	1.79	2.00	1.18		1.16	1.18						.59			.59	10088496
1123		WESTERN TEXTILE ST LOUIS MO				.110			.110										10089042
1131		WESTINGHOUSE AT WILMERDING PA	3.00		3.00														10089115
1121		WESTVACO CORP WELLSBURG WV		.338		.435	.110	.109				.108			.108				00158194

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- IN THE US AND FOREIGN COUNTRIES -																				
M C O P F	SU O P F	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOT. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. GRD. GP.	
		PYDRAUL AC-A WINTER GRADE															01769A	6757-000-1		
1124		ANCHOR COUPLING CO LIBERTY IL				.052							.052						00109665	
1131		ATLANTIC RICHFIELD NEWQUYMA CA				6.75										3.38		3.38	00251259	
1131		BELMIDGE OIL CO MCKITTRICK CA				8.45									2.82		5.63		10003138	
1131		BOEING CO RENT WASHINGTON		.563		.563											.563		00157171	
1131		BOEING CO SO SEATTLE WASH				1.13					.563			.563					00045802	
		PARENT CUST. TOT-BOEING CO SO SE		.563		1.69					.563			.563			.563		00045802	
1131		COLUMBIA GAS GLENVILLE WV				.106	.106												00170933	
1131		COLUMBIA GAS KENOVA WV		.585		.563												.563	10003443	
1131		COLUMBIA GAS ST ALBANS WV		.654															00177962	
		PARENT CUST. TOT-COLUMBIA GAS NY		.639		.669	.106											.563	00047406	
1131		DIVERS EQUIPMENT KANSAS C MO		.112															00116475	
1131		DRESSER MAGCOBAR CLOVERDA CA	10.0	6.44	10.0	3.96	2.27				1.69								00116742	
1131		DRESSER MAGCOBAR HUNTINGTON CA				1.68	.503				.054		.563	.563					00246010	
		PARENT CUST. TOT-DRESSER INDUSTA	10.0	6.44	10.0	5.65	2.78				.05	1.69		.56	.56				10023122	
1131		GLASS CONTAINER LA CALIF		.610															10033713	
1174		J M P AIR CO VIAN OKLA				.053		.053											00244392	
1131		NORTHLAND RESOURCES RANGELY CO				.563									.563				00264938	
1131		OMENS ILLINOIS BRIDGETON NJ		3.51		2.82											.56	2.25	00212202	
1131		PETROLEUM DIST CO HOUSTON TX	10.0	12.3	10.0														00093750	
1131		PONKA DRILL PROD RANGELY COLO		.799															00167738	
1131		RALSTON PURINA COUNTERSVL AL				.563											.563		10066212	
1131		TENN GAS TRANS CARROLLTON OH		.585															10078741	
1131		UNION OIL CLOVERDALE CA				5.03		5.03											00250338	
		TOTAL PRODUCT * * * * *	20.0	25.5	20.0	32.3	2.83	5.08			.05	2.25		.62	1.13	3.38	3.94	6.76	6.19	6757-000-1
		PYDRAUL 60-PYDRAUL 10E															00329A	6735-100-1		
1134		ALUMINUM CO RIVERDALE IA	7.00	7.92	7.00	3.91					.98				1.56		.98		10002818	
1134		ALUMINUM CO LAFAYETTE IN	9.00	9.90	9.00	15.6				.98		1.96			5.38	2.45		4.89	10002708	
1131		ALUMINUM CO HARRICK IN	80.0	2.97	1.49	3.94	.99	.99										1.96	10002796	
1131		ALUMINUM CO POINT COMFORT TX	8.00	3.96	3.00	1.97			.990							.978			10002907	
1131		ALUMINUM CO ROCKDALE TX	2.50	4.95	2.50														10002915	
1131		ALUMINUM CO SANDEN TX	7.00	13.9	7.00	18.7	2.97	1.49	1.49		1.47	1.49	.99	.99	.99	2.45		4.40	10002923	
		PARENT CUST. TOT-ALUMINUM CO OF	114	43.6	35.0	44.2	4.0	2.5	2.5	1.0	2.4	3.4	1.0	1.0	8.3	5.9	1.0	11.2	00045053	
1134		ANCHOR COUPLING CO LIBERTY IL				.045							.045						00109665	
1134		ARGONNE MALT LABS ARGONNE ILL				7.82									4.89	2.93			00161268	
		DSW 012029																		

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M G	S R	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. GRD. GP.
		PYDRAUL 60-PYDRAUL 1CE															00329A		6735-100-11
1932		ARO INC ARNOLD AFB STA TN		1.49															10006619
1932		CHROMOLA MFG CO HOUSTON TX		.092															10015928
1133		CARDNER CENVER CO CLEVELAND OH				.180												.180	00272752
1932		GLOBAL SUPPLY HOUSTON TX				2.97									2.97				00219800
1230		MARINE PURCHASING BEAUMONT TX		.092															00133007
1130		REPUBLIC STEEL CORP CLEVE OH	2.00	.990	2.00	1.47				1.47									10067480
1230		REYNOLDS METALS RICHMOND VA	1.00	.495	1.00														10067782
1333		RUCKER CNTRL SYS BEAUMONT TX		2.48															00240931
1939		SARGENT INO HUNTINGTON PK CA				.091							.091						10070850
1832		UNITED STATES STEEL GENEVA UT				4.95	4.95												00155253
		TOTAL PRODUCT * * * * *	117	49.2	38.0	61.7	8.9	2.5	2.5	2.4	2.4	3.4	1.1	1.0	16.2	8.8	1.0	11.4	6735-100-11
		PYDRAUL 280															00653A		4596-280-11
1932		TENN EASTMAN KINGSPORT TENN		.300															10078547
		TOTAL PRODUCT * * * * *		.300															4596-230-11
		PYDRAUL 625-A															01685A		4594-626-11
1839		AIR EQUIP-DRILL BAKERSFIELD CA				1.19	.595					.595							00225436
1932		ALABAMA OXYGEN BESSERER AL	30.0	30.6	30.0	52.8	5.95	5.95		5.92	5.92	5.92	5.92	5.75		5.75	5.75		10001757
1230		ALCO MACHY & SUPPLY NYC NY				.110									.110				00264008
1134		LOUIS ALLIS CO MILWAUKEE WIS	2.50	2.46	2.50														00088684
1230		ALCOA CASTINGS EDISON NJ		.616															00197548
1134		ALUMINUM CO LAFAYETTE LA	1.00	1.21	1.00	.595				1.79	1.19								10002788
1275		ALUMINUM CO MASSENA NY	20.0	20.3	20.0	25.1			7.1				4.1			13.8			10062034
1932		ALUMINUM CO ALCOA TN	25.0	.532	13.5	5.19								2.88	.02			2.30	10002893
		PARENT CUST. TOT-ALUMINUM CO OF	46.0	22.7	39.5	30.9			7.1	1.8	1.2		4.1	2.9		13.8		2.3	00045063
1134		ANCHOR COUPLING CO LIBERTY IL				.055							.055						00109665
1939		ATLANTIC RICHFIELD NEWCUYMA CA				14.2			7.14			3.57		3.45					00251259
1239		ATLANTIC RICHFIELD TUPMAN CA	10.0	7.39	10.0	5.24					1.79							3.45	00110574
		PARENT CUST. TOT-ATLANTIC RICHFI	10.0	7.39	10.0	19.4			7.14		1.79	3.57		3.45				3.45	10067178
1134		ANDER DTC CAST MILWAUKEE WI		2.38															10007941
1932		BIG THREE GAS HOUSTON TX	110		40.0														00221856
1133		CENTURY ELEC ST LOUIS MO	70.0	62.5	70.0	76.5	7.9		7.7	1.8	7.7	5.9	11.2	7.7	3.5	5.8	10.4	6.9	10015162
1932		CENTURY ELEC HUMPHOLDT TN	4.00	5.48	4.00	5.36		1.86				1.78					1.73		00187240
1932		CENTURY ELEC MCMINNVL TN	7.00	6.16	7.00														10015189
		PARENT CUST. TOT-CENTURY ELEC ST	81.0	74.2	81.0	81.5	7.9	1.9	7.7	1.8	7.7	7.7	11.2	7.7	3.5	5.8	12.1	6.9	10015162
		DSW 012030																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -																		
M. O. Y.	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
	PYORAU 625-A																0165A	4594-626-1
1277	SALEM PLASTICS - CHEM SALEM MA		2.46		1.18													1007C570
1253	COLUMBIA GAS CHARLES WV														1.18			00048240
1208	COLUMBIA GAS CLENDENIN W VA		.595															00243752
	PARENT CUST. TOT-COLUMBIA GAS NY		.595		1.18										1.18			00047406
1230	DELTA AIRLINES MIAMI FLA	6.00																10021499
1968	DEL DU PONT DE NEMO ORANGE TX	100																10024064
1932	TENN EASTMAN KINGSPORT TENN		.114															10078547
1959	GREAT WEST SUG CO JOHNSTOWN CO				.114			.114										00253707
1250	JIMVEY ALUMINUM DALLAS OREGON	1.00	1.23	1.00	.575									.575				10037042
1252	JIT RAYONIER INC HOQUIAM WA				.055									.055				00126144
1274	J M P AIR CO VIAN OKLA				.114	.114												00244392
1221	LEYGOLD MENASUS MONROEVILLE PA		.616															00233046
1203	MARATHON OIL CO BELTON MO	7.00																10043605
1922	MC MARSHALL FLT CNTR HUNTSV AL				8.81								6.51			2.30		00261763
1239	MOBIL OIL BELRIDGE CA	15.0	18.2	15.0	7.02							3.57			3.45			10053443
1230	MOBIL OIL DIV LOS ANGELES CA	40.0	29.3	40.0	14.3	3.57	3.57		7.14									10054044
1239	MOBIL OIL LOST HILLS CA	15.0	12.9	15.0	11.0		1.79		2.98				3.55				3.45	10054052
1239	MOBIL OIL MARIPOSA CA				28.1						7.14		3.55	3.45	7.10		6.90	10053986
1200	MOBIL OIL SAN ARDO CA	4.00	4.80	4.00	2.90				2.98									10054079
	PARENT CUST. TOT-MOBIL OIL CORP	74.0	65.2	74.0	64.2	3.6	5.4		13.1		7.1	3.6	7.1	3.5	10.6		10.4	10054443
1122	PANHANDLE EASTERN PIPE LIBE KS				.275								.275					00132861
1240	PETROLEUM DISTRI BUT JCPPA IL				.550									.550				00265667
1968	PETROLEUM DIST CO HOUSTON TX	15.0			.285		.285											00093750
	PARENT CUST. TOT-PETROLEUM DIST	15.0			.835		.285							.550				00093750
1124	NORTHWEST PAP CLOQUET MN		.114		.279	.114							.165					10058457
1252	PSATI & WHITNEY E HARTFORD CT				.340										11.8		11.5	00261688
1123	PROCTER-GAMBLE KAN CITY KS		.228		.102		.102											10064740
1123	PROCTER AND GAMBLE ST LOUIS MO		.616															00158534
	PARENT CUST. TOT-PROCTER AND GAM		.844		.102		.102											10064767
1133	PROCTOR PRODUCTS ST LOUIS MO		.114															00170577
1230	READING TUBE READING PA	4.00	3.70	4.00														10066697
1231	STD OIL INGLEWOOD CA	10.0	1.23	2.00														00138932
1239	STANDARD OIL LOS ANG CALIF				.575										.575			00158275
	PARENT CUST. TOT-STAND OIL CALIF	10.0	1.23	2.00	.575										.575			00046906
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A. G. REP.	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. / MFG. GRD.-GP.	
	PYDRAUL 625-A															016	5A	4594-626-1	
1133	PAN AM PET KIMBALL NEB	60.0	41.1	60.0														10060443	
1839	UNION PACIFIC RR COMMERCE CA		.099															00234249	
1230	AVAIL AERONAUTICS HAMPTON VA				2.80													00263393	
1932	TENNESSEE VALLEY TUSCUMBIA ALA	3.00	4.84	3.00	2.30								2.30					00180548	
1175	TENNESSEE VALLEY DRAKESBORO KY		19.5		18.6		7.1								11.5			00164461	
1932	TENN VALLEY AUTHOR CHATTANO TN				7.10							7.10						00140279	
1932	TENN VALLEY AUTHOR MEMPHIS TEN	30.0	9.14	30.0	8.26		2.38		2.38			1.78		1.73				00186414	
1932	U S A F SEC HUNTSVILLE ALABAMA	4.00	3.08	4.00														10084628	
1174	U S A F WRIGHT PATTERSON OHIO	.225	.171	.225	.275			.275										10083907	
1032	U S GOVT ORDN HUNTSVILLE ALA	6.00	6.06	6.00	4.76	2.38	2.39											10084725	
	PARENT CUST. TOT-U S GOVT WASHIN	43.2	42.7	43.2	44.2	2.4	11.9	.3	2.4			8.9	2.3	1.7	11.5		2.9	10084733	
1230	WESTINGHOUSE PHILADELPHIA PA				.114				.114									10089727	
	TOTAL PRODUCT * * * * * LB	600	300	387	309	20.7	25.5	22.4	25.1	14.2	24.9	33.8	36.1	21.8	49.1	8.6	25.9	4594-626-1	
	20 TOT MAJOR MISCELLANEOUS LB	2299	1001	1156	903	73	118	47	49	122	49	50	61	122	81	33	98		
	11 TOT SUB-CL FIRST GEN PYDRA LB	8047	5757	5879	5346	451	518	405	562	438	400	460	431	523	430	333	396		
	PYDRAUL 312															006	93A	6760-312-1	
1839	A & A DIE CAST LOS ANGELES CA	45.0		15.0														00196061	
1878	ALCOX CORP COLUMBUS OHIO		.054															00088722	
1230	ACADEMY DIE CASTING EDISON N J	15.0	13.0	15.0	3.00		1.00	2.00										00185566	
1230	ACME MACHINE WORKS SECKANE WA	.600	.500	.600														00234915	
1230	ACTION MFG CO PHILADELPHIA PA	3.00	2.50	3.00														00215341	
1152	ADAMS CARBIDE DEARBORN HIS MI		.500															10000638	
1131	AETNA-STANDARD ELLWOOD CITY PA		1.00															00229040	
1133	AIRPATH INSTRU BRIDGETON MO	1.00		1.00														10001617	
1133	AIRTEX INC FAIRFIELD ILLINOIS	5.00	5.00	5.00														00221457	
1932	AJAX RR MFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00		2.00											00230243	
1210	ALLEGHENY LUDLUM W BOSTON MA	80.0																00107697	
1931	ALLEGHENY LUDLUM BRACKENRID PA	100		10.0														00165409	
1131	ALLEGHENY LUDLUM DUNKIRK NY	30.0		15.0														00247243	
1839	A BOLD ENGINEER FULLERTON CA	.500	.323	.500	.093					.093								00110124	
	PARENT CUST. TOT-ALLEGHENY LUDLU	211	.323	25.5	.093					.093								00346698	
1829	ALLOY DIE CASTING BUENA PK CAL	30.0	2.50	30.0														00187569	
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AL	SIS	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. / MFG. GRD. GP.
		HYDRAUL 312															00693A		6760-312-11
1130		ALPHA INC LOGANSPO RT IN	9.00	7.50	9.00	2.00	2.00												00188154
1273		ALCAN ALUMINUM CORP OSWEGO NY	70.0	42.5	50.0														00177199
1237		ALUMINUM FORGE SANTA ANA CALIF		6.50															00148156
1239		AMBRIT IND GLENDALE CA	3.00	2.00	3.00	1.50	.500		.500	.500									10002059
1134		AMERICAN ALUM WEBSTER CITY IA	4.00	2.50	4.00														00181358
1131		AMERICAN BRASS CO BUFFALO NY	4.00																00247219
1032		AMERICAN CYANAMID SAVANNAH GA		.278															00150398
1235		AMERICAN PORTABLE EUGENE OR	25.0	13.5	25.0														10004837
1170		AMERICAN STANDARD LOUISVILL KY	50.0																10005019
1131		AMERICAN STANDARD BUFFALO NY	6.00																00247235
		PARENT CUST. TOT-AMER STANDARD I	56.0																00047783
1178		WESTERN ELEC IND IND	100	32.5	35.0	7.50		7.50											10088793
1234		AMEROCK CORP ROCKFORD IL	75.0	45.0	75.0	7.50		7.50											00109517
1239		AMERON STEEL ETIPANDA CA	60.0	29.0	60.0	10.5				5.00		5.50							00196142
1133		ARACONDA ALUM TERRE HAUTE IN	15.0	18.5	7.00	10.0	5.00					5.00							10005396
1239		ARSEN AUTOMOTIVE GARDENA CA	6.00	4.00	6.00														00156514
1230		ARCO STEEL BALTIMORE MD	75.0		25.0														00239429
1178		ARCO STEEL MIDDLETOWN OH	110	143	110	44.0		20.0	24.0										10006228
1131		ARCO STEEL AMBRIDGE PA	46.0	37.5	46.0														10006252
1231		ARCO STEEL BUTLER PA	80.0	9.93	40.0	2.50		2.50						2.50	2.50				10006260
1130		BELLAK STEEL CO MARION OH	40.0	20.0	40.0	10.0	5.00		5.00										00231878
		PARENT CUST. TOT-ARCO STEEL MID	351	210	261	56.5	5.0	22.5	29.0					2.5	2.5				10006228
1134		ARRON ACME WEBSTER CITY IA	3.00	4.50	3.00	1.00			.500	.500									10006635
1139		ARROW ALUM CAST AVON LAKE OH	3.00	2.00	3.00														10006643
1128		ARROW ALUM CAST CLEVELAND OH	5.00	7.00	5.00														10006651
		PARENT CUST. TOT-ARROW ALUM CAST	8.00	9.00	8.00														10006651
1932		ATHENS OIL CO ATHENS TN	4.00	5.00	4.00														00187100
1123		ATLANTIC DIECASTING DETROIT MI	1.50	1.00	1.50														10007135
1022		ATLANTIC STEEL CO ATLANTA GA	10.0																10007232
1178		ATLAS DIE CAST GERMANTOWN OHIO	90.0																00148121
1153		AUGURN DIE CAST AUGURN MI	30.0																00247073
1131		BABCOCK & WILCOX BEAVER FLS PA	100		10.0														10007917
1134		BADGER DIE CAST MILWAUKEE WI	15.0	12.0	15.0														10007941
1135		BALLMAN ENGRG WASHINGTON MO	1.50	1.00	1.50														00094331
1124		BARNER-COLMAN CO ROCKFORD IL	7.00	1.00	7.00														10008220
1128		BASIC ALUM CAST CLEVELAND OH	36.0	31.5	36.0	7.50	2.50		5.00										10008409
1124		BASO PROD DIV PENN HATERTN WI	8.00	6.50	8.00														00222259
1134		BEARDSLEY PIPER DIV CHGO IL	1.00	3.00	1.00	2.50			2.50										10008603
		DSW 012033																	

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M C	S/S REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GGN FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. GRD. GP.
		HYDRAUL 312															00693A		6760-312-1
1174		BELDEN CORP RICHMOND IND		139															10008972
1134		BELL & HOWELL CO CHICAGO IL	35.0	30.0	35.0	10.0	5.00	5.00											10009049
1230		BETHLEHEM STEEL STEELTON PA	100	50.0	70.0														00179035
1134		BETHLEHEM STEEL BURNS HIA IN	540	20.0	270														00111481
1250		BETHLEHEM STEEL SPARROWS PT MD	100		10.0														00171352
1230		BETHLEHEM STEEL BETHLEHEM PA	25.0		10.0														10009508
1130		BETHLEHEM STEEL JOHNSTOWN PA	20.0		5.00														00232335
		PARENT CUST. TOT-BETHLEHEM STEEL	785	70.0	365														00045578
1134		BUEING CO SO SEATTLE WASH	100																00345802
1053		BURN ALUMINUM ADRIAN MICHIGAN	1.00	1.00	1.00	2.00		1.00					1.00						00161586
1170		BURG WARNER NEW CASTLE IND	50.0		20.0														00188387
1131		BURGURN STEEL BRAEBURN PA	4.00																00247227
1170		BRIDGEPURTY BRASS INDIANAPOL IN	25.0		20.0														00248956
1124		BRIGGS-STRATTON MILWAUKEE WI	230	196	238	48.0	24.0	24.0											10011442
1138		BRUSH BERYLLIUM CLEVELAND OH	2.25	2.50	2.25														10012147
1036		BRUSH BERYLLIUM ELMORE OHIO	5.00			1.50							1.50						00151114
		PARENT CUST. TOT-BRUSH BERYLLIUM	7.25	2.50	2.25	1.50							1.50						10012147
1043		B - I MACHINERY CO HOLLAND MI		13.0		3.00	3.00												00089877
1176		BUCKEYE STEEL CAST COLUMBUS OH	40.0	5.00	40.0														00224448
1134		BUDD CO GARY IND	42.0	37.0	42.0	5.00	5.00												10012325
1153		BUDD CO DETROIT MI	45.0	45.0	45.0	10.0		10.0											00151122
1230		BUDD CO FORT WASHINGTON PA				.500							.500						10012260
1230		BUDD CO PHILADELPHIA PA	60.0	50.5	60.0	17.5	7.5	10.0											10012287
		PARENT CUST. TOT-BUDD CO PHILA P	147	129	147	33.0	12.5	10.0	10.0				.5						10012287
1168		C & H DIE CASTING TEMPLE TX	8.00	4.00	3.00														00241768
1160		CAMERON IRON WORKS HOUSTON TX	30.0		30.0														10013267
1153		CARGILL INC CLAWSON MI		1.00															00143369
1133		CARLING BREWERY CLEVELAND OH		.500															00187178
1230		CARPENTER TECHNOLOGY READING PA	18.0	13.0	9.00	5.00		5.00											00251237
1230		CARPENTER STEEL BRIDGEPORT CT	14.0		7.00														10014174
		PARENT CUST. TOT-CARPENTER TECHN	32.0	13.0	16.0	5.00		5.00											00231207
1133		CARTER CARBURETOR ST LOUIS MO	210	160	210	27.2	13.2	13.9											10014263
1230		CAST ALL CORP KINGOLA NY		.500															00225525
1153		CAST FORGE CO HOUGHTON LAKE MI				10.0							10.0						00177679
1153		CAST FORGE HOWELL MI	60.0	62.5	60.0	15.0	5.00	5.00	5.00										00214000
		PARENT CUST. TOT-CAST FORGE CO L	60.0	62.5	60.0	25.0	5.0	5.0	5.0	10.0									00088919
		DSW 012034																	

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Q	YR	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 / MARR. GRD. GP.
		PYDRAUL 312																00693A	6760-312-1
1134		CATCHING ENGINEER LOCKPORT IL		.500															00243280
1134		CATERPILLAR TR MAPLETON ILL	170	.132	170	48.0	24.0	24.0											00162531
1230		CELLANESE PLAS CLARK NJ		.046															10014794
1134		CENTRAL DIECASTING CHGO IL	40.0	25.0	40.0	10.0	5.00	5.00											10014748
1134		CENTRAL DIECASTING CLEVELAN OH	32.0																00113409
		PARENT CUST. TOT-CENTRAL DIECAST	72.0	25.0	40.0	10.0	5.00	5.00											10014948
1133		CENTURY ELEC ST LOUIS MO	8.00	9.00	8.00	7.50		6.00	1.50										10015162
1134		CERRO COP - BRASS NEWARK CA	.600	.500	.600	1.00					.500		.500						10015227
1134		CERRO CORP BELLEFONTE PA	50.0		10.0														00188891
		PARENT CUST. TOT-CERRO CORP BELL	50.6	.500	10.6	1.00					.500		.500						00188891
1339		W L CHAPMAN CITY OF INDSTRY CA	40.0		20.0														00220922
1124		CHAR-LYNN CO EDEN PRAIRIE MN	2.70	.500	2.70	.500		.500											10015456
1134		CHASE MFG DOUGLAS MI	36.0		10.0														00222119
1134		CHICAGO MHT METAL CA CHICAG IL	10.0																00140385
1170		CINCINNATI SHAPER WHITENATER O		2.50															00205578
1134		CILCORP CO GWINNER N DAK	.750	.500	.750														00223375
1134		CLEVELAND GRAPHITE CLEVELAND O	1.00		1.00														00204274
1133		CLEVITE CORP CALDWELL OH	1.00	2.50	1.00														00182605
1068		CLUB BRAKES CAST CLOVERDALE CA	12.0	11.0	12.0	3.00	1.00		2.00										00153761
1134		JAMES B CLOW & SN CENSENVL IL	8.00																00239941
1134		CLUB PRODUCTS CLEVELAND OHIO	11.0	12.5	11.0	2.50			2.50										10054974
1039		COMMERCIAL DIE CASTING LA CA	10.0																00114782
1133		COMMODITY STEEL PRO DETROIT MI		.500															00230723
1033		CONSOL ALUMINUM JACKSON TN			8.00				8.00										10018455
1932		CONSOL ALUMINUM NW JOHNSVL TN	85.0	62.5	85.0	25.0	10.0	10.0					5.0						10016463
		PARENT CUST. TOT-CONSOL ALUMINUM	85.0	62.5	85.0	33.0	10.0	10.0	8.0				5.0						10018455
1134		CONTINENTAL CAN SANTA ANA CA		1.00															00242268
1124		CONTINENTAL CAN ELK GROVE IL	.750	.500	.750	1.50	1.50												00234850
1230		CONTINENTAL CAN BALTIMORE MD	1.00	.732	1.00														00235335
1230		CONTINENTAL CAN HILLTOWN NJ	.300	.232	.300	1.00	.500		.500										00235318
1134		CONTINENTAL CAN CLEVELAND OH	.300	.232	.300	.460		.460											00235334
1935		CONTINENTAL CAN HOUSTON TX	.300	.730	.300	.664		.684											00235873
		PARENT CUST. TOT-CONTINENTAL CAN	2.65	3.43	2.65	3.64	2.00	.46	1.18										00046167
1123		CONTINENTAL STEEL KOSZOG IND	8.00	6.00	8.00	1.50	1.50												10019338
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		PYRAUL 312																00693A	6760-312-11
1133		COPPERWELD STEEL SHELBY OH	2.00	2.00	2.00														10019702
1133		J. M. COX MANUFACTUR. SANTA AN CA	5.00	3.50	5.00														00115401
1134		CRANE CO CHICAGO IL		1.00															00234494
1133		GRONIN CITY DIE CAST PASADEN CA	10.0																00196126
1273		CRUCIBLE STEEL SYRACUSE NY	40.0		6.00														10020337
1131		CRUCIBLE STEEL MIDLAND PA	10.0		5.00														00239291
		PARENT CUST. TOT-CRUCIBLE STEEL	50.0		11.0														00046248
1131		BUYARDA INDUSTRIES CLEVE OH	2.00	.500	2.00														10020719
1174		DAISY HEDDEN RUGERS AR	4.00	6.00	4.00	4.00	2.00			2.00									00115762
1174		DALLAS DIE CASTING DALLAS TX	6.00	7.00	6.00	2.00		.500	.500	.500		.500							10020905
1178		DANA CORP RICHMOND IN	2.00	1.50	2.00														00115797
1178		DAYTON MALLEABLE IRON IRONTN OH	5.00	5.50	5.00	.500	.500												10021227
1178		G H R FOUNDRY DIV DAYTON OH	20.0	9.00	20.0	9.00	3.00	3.00	3.00										10030277
1134		META MOLD ALUM CEDARBURG WI	7.50	4.50	7.50	1.50	1.50												10051827
		PARENT CUST. TOT-DAYTON MALLEABL	32.5	19.0	32.5	11.0	5.00	3.00	3.00										00046604
1170		DAYTON STEEL FDRY DAYTON OH	12.0																00246972
1134		JOHN DEERE MOLINE IL	100		2.00														00239798
1124		DELANE MFG WEST DES MOINES IA	2.00	1.00	2.00														00231851
1139		DELMAR DIE CAST CARDENA CALIF	1.00	1.00	1.00	.990				.500				.490					00170054
1230		J P DESARNO & SONS READING PA		.500															00227978
1130		DIAMOND METALS ALLOY HOUSTON TX	4.00	2.00	4.00														00116122
1130		DIE CASTING PROD GARDENA CA	15.0																00196134
1153		DIE CAST CORP JACKSON MI	80.0																00246689
1130		DIECAST MFG SOUTH EL MONTE CA	5.00	2.00	5.00	.490								.490					00226116
1134		DIE LINE CASKET HARD GALVA IL	.260		.260														00175796
1174		DUN CHEMICAL CO CROSSETT AR	6.00	5.00	6.00														00162876
1174		DUN CHEMICAL RUSSELLVILLE ARK	15.0	20.0	15.0														00182729
1139		DUN CHEM TORRANCE CAL	2.00	4.50	2.00	3.00		3.00											10022843
1139		DUN CHEM CO RUCKY COL	7.50	5.00	7.50														10022959
		PARENT CUST. TOT-DUN CHEM MIDLAN	30.5	42.5	30.5	3.00		3.00											10022908
1138		DUN IND SERVICE YOUNGSTOWN OH		2.50															00246247
1131		DRESSER INDUSTRIES DEPEW NY	20.0		20.0														00239305
1139		DUMHILLER TOOL & DIE TUGUANA	1.00	.500	1.00	.500		.500											00234192
1131		DUNN DIE CAST MANCHESTER NY	1.50	1.50	1.50														10023270
1174		DUNN IND HARRISON ARKANSAS	10.0		10.0														00221430
1230		E I DUPONT WILMINGTON DE		.139															10023554
1168		E I DUPONT REMOURS STRANG TX	1.00	10.0	1.00	3.00				3.00									10024072
		PARENT CUST. TOT-E I DU PONT DE	1.00	10.1	1.00	3.00				3.00									10023554
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Q	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR QTD. GP
	HYDRAUL 312																00693A	6760-312-11
1122	BUTTON LAINSEN HASTINGS NEBR	1.00	.500	1.00														00152668
1123	DYNAMIC FORGE CORP DEXFORD MS	2.00	6.00	9.00	3.00	3.00												00198714
1002	EAST CAROLINA STEEL DARLTON SC	30.0																00239259
1124	EAST CHG MACH TOOL EAST CHG IN	1.50	1.00	1.50														00223174
1255	EASTERN CASTINGS NEWBURGH NY	10.0		3.00														00239496
1256	EASTLAND INDUST IN EASTLAND TX		2.50															00223670
1033	EDGEWATER STEEL CO OAKHT PA	4.00																00247189
1339	EL MONTE TOOL-DIE EL MONTE CA	30.0		15.0														00196150
1118	ELAND CORP XENIA OH	1.00	1.00	1.00	.500					.500								00117463
1637	ELEC PRODS-MADLAND RUSS LA CA	15.0	3.00	15.0														00219290
1250	ELECTROLUX CORP HOLLAND MI		12.0															00117633
1250	ELECTROLUX OLD GREENWICH CT	45.0	52.5	45.0	7.50	7.50												10025818
1235	ELECTROLUX BRISTOL VA		4.50															00245917
	PARENT CUST. TOT-ELECTROLUX OLD	45.0	69.0	45.0	7.50	7.50												10025818
1130	ELWELL PARKER ELEC CLEVE OH			2.50	2.50	2.50												10026040
1134	EMERSON ELECTRIC RACINE WISC	6.00	2.50	6.00	2.00	2.00	2.00											00216801
1134	EMPIRE DIE CASTING CLEVE OH	50.0	48.5	50.0	8.00	3.00	2.00	2.00	1.00									10026155
1154	EMPIRE ADHESIVES N READING M		1.00															00184799
1136	ESCO CORP PORTLAND OR			.500	.500													00248509
1175	FARRELL CHEEK ST SANDUSKY OH	1.50	1.00	1.50	1.00	1.00	1.00											10027365
1138	FATE-ROST-HEATH PLYMOUTH OH	2.00	3.50	2.00														10027403
1176	FEDERAL MOGUL MOORESVILLE IND	.500	.500	.500														00162132
1076	FLORIDA STEEL INDIANTOWN FL	60.0	20.0	60.0														00227889
1077	FLORIDA STEEL TAMPA FL	130	181	130	51.0	30.0		6.0	15.0									10028760
	PARENT CUST. TOT-FLORIDA STEEL I	190	201	190	51.0	30.0		6.0	15.0									10028760
1076	FLYING W SOUTH FLORIDA TAMPA FL		6.00															00233854
1150	FLUID CONTROLS INC MENTOR OHIO			.138	.138													00244600
1150	FORD IRON FOUNDRY DEARBORN MI	700	963	700	400	154	164	82										00215112
1153	FORD MOTOR STEEL DEARBORN MI				42.0				42.0									10029015
1121	FORD MOTOR BUFFALO NY	300		25.0														00158897
1130	FORD MOTOR CO CLEVELAND OHIO	200		10.0														00221600
1032	FORD MOTOR NASHVILLE TN	8.00	11.0	8.00	2.50	2.50												10029023
	PARENT CUST. TOT-FORD MOTOR DEAR	1208	974	743	445	154	166	82	42									00118990
1074	FT SMITH IND ENDTN FT SMITH AR	8.00	6.50	8.00														00234864
1052	FT SMITH IND FOUND HOLLAND MI		5.00															00230314
1034	FRASER MACHINE PROD GOLETA CA	2.00	2.50	2.00														00231622
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Q #	MO /YR	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. / MAR. GRD. GP.
		HYDRAUL 312															00693A	6760-312-11	
1234		.J L FRENCH SHEBOYGAN WIS	30.0	15.0	30.0	7.50	2.50		5.00										00090042
1232		.BUEHADE TRAILER CO DECATUR AL	70.0																00190411
1230		.GEORNEY ELEC CO TERRYVILLE CONN		1.00															00223379
1239		.GA-DELCO BATTERY ANAHEIM CA	20.0	24.0	20.0	6.00				6.00									10032911
1236		GM-DELCO REMY ANDERSON IN	400			6.00	3.00	3.00											10032601
1232		GM-GUIDELAMP ANDERSON IN	2.00	.500	2.00														10032644
1270		GM-CENTRAL FOUNDRY BEDFORD IN	475	430	475	147	73.9	37.1	36.0										10032792
1270		GM-ALLISON INDIANAPOLIS IN	20.0																10032547
1238		GI-DELCO RADIO KOKOMO IN	30.0	28.5	30.0	20.0	5.0	5.0	10.0										10032652
1229		GM-DELCO BATTERY MUNCIE IN	20.0	15.0	20.0	6.00	3.00		3.00										10032628
1232		GM-DELCO BATTERY OLATHE KS	80.0																00190616
1253		GM-CHEVROLET BAY CITY MI	400	329	400	121	81.2		40.0										00164542
1253		GM-AC SPARK PLUG FLINT MI				36.0		36.0											00240794
1252		GM-SWICK FLINT MI	150	120	150	59.0	59.0												10032555
1230		GM-CHEVROLET HOLLAND MI		25.0															10032780
1233		GM-CHEVROLET LYONIA MI	2.00		2.00														10032679
1252		GM-PONTIAC PONTIAC MI	150	132	150	86.0	22.5	31.5	16.0	16.0									10032762
1253		GM-STEERING GEAR SAGINAW MI	20.0	12.0															00120472
1253		GM-CHEVY TRANSMISSION SAGIN MI			15.0														00208310
1253		GM-CHEVY MODULAR FORY SAGIN MI	60.0																00246816
1253		GM-CHEVY GREY IRON SAGINAW MI	300	328	300	48.0	24.0	24.0											10032571
1253		GM-CENTRAL FOUNDRY SAGINAW MI	60.0	11.0	60.0	1.00				1.00									10032814
1250		GM-NEW DEPARTURE CLARK NJ	35.0	33.0	35.0	10.0		5.00	5.00										10032657
1231		GM-ROCHESTER PROD ROCHESTER NY	90.0																00239321
1278		GM-DELCO PRODUCTS DAYTON OH	60.0																10032636
1230		GM-CENTRAL FOUNDRY DEFIANCE OH	40.0	36.5	40.0	13.0	5.00	4.00		4.00									10032822
1238		GM-NEW DEPARTURE SANDUSKY CH	10.0	7.00	10.0														00218146
		PARENT CUST. TOT-GENERAL MOTORS	2424	1931	1709	559	277	146	110	27									00157279
1274		.GENL CABLE HOT SPRINGS AR	5.00	5.50	5.00														10030811
1253		.GEN DIE CASTING MI OAK PARK MI	30.0																00119725
1274		.GEN DYNAMICS FT NORTH TX	50.0																10030919
1274		.GENL ELEC FORT SMITH AR	10.0	11.5	10.0	1.00		1.00											10031583
1255		GEN ELEC SAN JOSE CA	1.00	1.00	1.00														10031117
1230		GEN ELEC FT WAYNE IND	100		10.0	1.00	1.00												10031680
1273		GEN ELEC LOUISVILLE KY	100	100	100														10031915
1232		GEN ELEC HENDERSONVILLE NC	175	.500															10031419
1221		GENERAL ELECTRIC TONAWANDA N Y	2.00	1.73		.500		.500											00180699
1270		J E AIRCRAFT-JET CINCINNATI OH	6.00	6.00	6.00														10031435
1232		GENERAL ELEC HENDERSONVILLE TN		.500															00186380
		PARENT CUST. TOT-GEN ELEC SCHENE	394	121	127	2.50	1.00	1.50											10031850
1232		.GEORGETOWN STEEL GEORGETON SC	100		100														00221821
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Q. 1965	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR C.Y.R. YEAR	SALES CURR. Y.T.O.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MFG-GRD-GP.
	PYORAU 312																00693A	6760-312-1
1159	GERITY SCHULTZ CORP TOLEDO OH	80.0	75.0	80.0	37.5	12.5	7.5	10.0	7.5									00164429
1230	WIN METAL PROD CARLE PLACE NY	7.00	5.50	7.00	4.00	1.00	1.00	2.00										00190323
1153	GLASSCITY TOOL & DIE TOLEDO OH	1.00	1.00	1.00														00198404
1124	GLIDE IMPERIAL ROCKFORD IL	140																10033926
1170	GLDGE INDUSTRIES INC DAYTON OH	2.00	2.50	2.00														10033934
1171	GOLDEN FOUNDRY BEDFORD IND	1.50		1.50														00207950
1188	GOLD INC TECH CE CLEVELAND OH		1.00															00211551
1159	GRAND STEEL MFG CLAWSON MICH		4.50															00215457
1132	GRANITE CITY STEEL CR CITY IL		2.15															10035236
1230	GRIFFIN PIPE PROD FLORENCE NJ	72.0		25.0														00207519
1230	GRIINEL CORP COLUMBIA PA	52.8		30.0														00235554
1106	GULF COAST ALUMINUM LK CHAS LA				2.50													00235024
1135	GULF STATE TUNE ROSENBERG TX	9.00	16.5	9.00	9.50		1.50	4.50		3.50								10036127
1131	HANCO DIV KAYEX ROCHESTER NY		.500															00227749
1134	H B HARPER CO MORTON GROVE IL	40.0	1.50															00219908
1131	HARRISON MACH WESLEYVILLE PA		1.50															00228249
1134	HARTZELL MFG ST PAUL MN	6.00																00239712
1139	HARVEY ALUMINUM TORRANCE CA	30.0		30.0														10037050
1170	HARVEY ALUMINUM LEWISPORT KY	25.0	37.5	25.0														10037034
1135	HARVEY ALUMINUM DALLAS OREGON	1.00		1.00														10037042
1136	HARVEY ALUM CLIFFS WA	30.0		30.0														00252077
	PARENT CUST. TOT-HARVEY ALUM TOR	86.0	37.5	86.0														10037350
1139	HARVILL MACHINE CORONA CA				1.00				1.00									00253995
1139	HARVILL MACHINE PERRIS CA	20.0	20.0	20.0	2.50	2.50												00170461
	PARENT CUST. TOT-HARVILL MACHINE	20.0	20.0	20.0	3.50	2.50			1.00									00170461
1153	HAVENLY PROD ST CLAIR SHS MI	5.00	4.50	5.00	1.50	.500	.500		.500									10037204
1131	HAYS MFG ERIE PA		.500		1.00			1.00										00123692
1133	H P HEALEY FNDRY EVANSVILLE IN	1.00	1.00	1.00														00227501
1124	HETICK DC CHIC IL	15.0																00240360
1156	HENLETT-PACKARD PALO ALTO CA	20.0	2.50	20.0														00153974
1230	HOLLY HYDRAULICS MT HOLLY NJ		2.00															00227196
1139	HONEYWELL INC GARDENA CA	15.0	13.0	15.0	4.00	1.00	2.00	1.00										10036529
1134	HONEYWELL INC HOPKINS MINN				10.0			10.0										00157317
1134	HONEYWELL NEW BRIGHTON MN	160	98.5	160	15.0	10.0							5.0					10036561
	PARENT CUST. TOT-HONEYWELL PAP S	175	112	175	29.0	11.0	2.0	11.0					5.0					00046450
1174	HOT SPRING BR SPD HOT SPRING A	2.50	2.00	2.50	1.00	.500		.500										00211052
1230	EAST ALCO ALU FREDERICK MD	54.0																00219703
1230	HOMMET LANCASTER PA	50.0		25.0														10039207

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Q C	S S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES Q-4 FOR CURR. YEAR	SALES CURR. Y-TO-	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID. / MAJOR GRD. GP
		PARENT CUST. TOT-HOWMET CORP NEW	104		25.0														00046469
		HYDRAUL 312															00693A		6760-312-11
1132		WICKINS TOOL & DIE SO BEND IND	5.00	5.00	5.00														00217441
1139		HYATT DIE CASTING - ENG CYPR CA	40.0	22.0	40.0	4.19	2.50		.22					1.47					00151373
1230		HYDRAULIC SERVICE CHELTENHAM PA		5.00		1.00	1.00												00236675
1134		ILLINOIS BRICK CO BLUE IS IL	.750	1.00	.750														10040027
1134		IMPACT DIE CASTING SANDWICH IL	10.0	2.50	10.0														00151394
1132		INDUSTRIAL CASTINGS CLEV OH	5.50	7.50	5.50	3.00		1.00	2.00										10040272
1139		INTERLAKE STEEL BEVERLY OH	15.0																00246999
1139		INTL CAST PROD GARDENA CA	15.0	11.5	15.0	4.98		1.00		3.00				.98					10041171
1252		INTL CENTRAL CORP CALDWELL NJ		1.50															00178535
1173		INTL HARVESTER LOUISVILLE KY	20.0																00248697
1122		INTL HARVESTER MEMPHIS TN	15.0																10041287
		PARENT CUST. TOT-INTL HARVESTER	35.0																10041279
1178		INTL NICKEL HUNTINGTON WV	40.0																00247006
1138		IRECO INDUSTRIES EUGENE OR		4.00		18.5	3.00	4.00	3.00	4.00	4.50								00243426
1230		ISLIP TOWN OF HOLBROOK NY		1.50		6.00	3.00	3.00											00238368
1139		ITT CANNON ELE SANTA ANA CA	15.0	10.0	15.0	2.50				2.50									10042127
1139		ITT CONTROLS GLENDALE CA	50.0	65.1	50.0														10042100
		PARENT CUST. TOT-INTL TELEPHONE	65.0	75.1	65.0	2.50				2.50									00044512
1132		JACKES-EVANS MFG CO ST LOUIS M		.277															10042267
1230		JADE CORP BETHAYNES PA		1.00															00180068
1132		KAISER ALUM-CHEN TACOMA WASH		1.00															00154296
1204		KASCH HARDWARE BINGHAMTON NY	6.00		1.00														00196436
1113		KELSEY HAYSE CO DETROIT MI	65.0	75.0	65.0	10.0	5.00	5.00											00212032
1139		KENCO DIE CAST GARDENA CA	2.00	1.00	2.00														10043786
1130		KHASE BRASS-COPPER CLEVE OH	10.0	.324															00049593
1174		AMERICAN POTASH HAMILTON MS	.200	.139	.200														10048853
1131		KEYSTONE BRASS WKS ERIE PA	1.50	2.50	1.50														10044197
1134		KIEKALFER CORP CEDARSBURG WI		3.50															00182134
1132		KIPSTRON INC GRAND RAPIDS MI			.500		.500												00249157
1138		KITCHEN-QUIP WATERLOO IN	3.75	3.50	3.75														10044448
1134		KOHAREX-GREAVES ROSEMONT IL			.138			.138											00244759
1134		KUX MACH DES PLAINES ILL		3.00	1.00		1.00												10044995
1131		LANSCO DIECASTING S ELMONTE CA	15.0	3.50	5.00														00156590
1131		LATROBE STEEL CO LATROBE PA	15.0		15.0														10045525
1176		LECTROMELT CORP INDIANTOWN FL		2.50															00225959
1121		LECTROMELT CORP PITTSBURG PA			.184			.184											00253766
		PARENT CUST. TOT-LECTROMELT CORP		2.50	.184			.184											00253766
		DSW 012040																	

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G. 10.9	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 / MAR-GRO-CP	
	HYDRAUL 312																00693A	6760-312-1	
1138	.LESTER INDUSTRIES INC DEOFRO G	130	120	130	40.0	15.0	10.0	15.0										10046033	
1139	.LESTER ENGINEERING CLEV OH	5.00	7.00	5.00														10045068	
1136	.JONES & LAUGHLIN STEEL CLEV OH	50.0																00239356	
1131	.JONES LAUGHLIN STEEL ALIQUIP P	150		10.0														00191507	
	PARENT COST. TOT-LING IEMCO VOUG	200		10.0														10046513	
1230	.L. E. L. WHITE METALS CARLSTADT NJ				1.00				1.00									00215538	
1039	.LUCKHEAD CALIF BURBANK CA	20.0																10046742	
1139	.LOGANSPOIT MACH LOGANSPOIT IN		.093															00229849	
1037	.LOS ANGELES DIE LOS ANGELES CA	25.0	17.0	25.0	6.95		1.50		3.00	1.50	1.50		2.45					00127906	
1133	.LYONS DIECASTING HOLLAND MI				2.00		2.00											00128112	
1133	.LYONS DIECASTING BUCKNER MO	7.00	7.50	7.00	5.00	1.50		1.50	2.00									10047625	
	PARENT COST. TOT-LYONS DIECASTIN	7.00	7.50	7.00	7.00	1.50	2.00	1.50	2.00									10047625	
1134	.MADISON-KIPP MADISON WI	97.0	68.2	97.0														10047994	
1270	.MAGNESIUM CASTING H.P. MA	30.0	20.0	30.0	9.00	4.00	2.50	2.50										10045079	
1134	.MAITHIESSEN & HES LA SALLE ILL		.500															00185556	
1039	.MCCULLOCH CORP LOS ANGE CA	10.0	4.50	10.0	4.00	1.50			2.50									00128805	
1039	.MCCULLOCH CORP SANTE FE SPR CA				1.50			1.50										00253847	
1152	.MCCULLOCH CORP HOLLAND MI		1.50															00128813	
	PARENT COST. TOT-MCCULLOCH CORP	10.0	6.00	10.0	5.50	1.50		1.50	2.50									00128805	
1124	.MC QUAY EDISON SOUTH EL HI	7.00	11.5	7.00	6.00		3.00	3.00										00128910	
1152	.MC LUOTH STEEL CORP TRENTON MC	650		50.0														00246554	
1120	.MC QUAY MORRIS WASHINGTON MO	20.0		20.0														00221848	
1128	.McLAMINE PLASTICS MINNHA MN	5.00	5.50	5.00														10051479	
1230	.METALART BUCKLE PROVIDENCE RI				1.50				1.50									00251917	
1114	.MIKRO SWITCH FREEPORT IL				.138	.138												10052319	
1039	.DEXTER CHEN MIDLAND LOS ANG CA		2.00															10048052	
1053	.MIDWEST FOUNDRY COLDWATER MI	15.0	10.5	15.0	5.00							5.00						00220175	
1153	.MILLER TOOL-DIE CO JACKSON MI				8.50		6.00		2.50									00249378	
1134	.MILWAUKEE DIE CAST MILWAUKEE W	60.0	39.1	60.0														10052823	
1113	.MISSOURI ROGERS JOPLIN MO	5.00	8.50	5.00														10053528	
1134	.MODERN DIE CASTING CHGO IL	6.00	7.50	6.00	1.00		1.00											10054524	
1039	.MUCH MACH WKS SANTA FE SPGS CA		5.00															00125515	
1039	.PACIFIC MONROE HYD PICO RIEVER CA	2.00	1.59	2.00														10051164	
1153	.A. B. MUELLER ST LOUIS MO	1.20	1.00	1.20														10055660	
1036	.RAIL METALLURG SPRINGFIELD OR	2.00	2.00	2.00	1.00		1.00											00224472	
1178	.RAIL ALUMINUM HAWESVILLE KY	10.0	4.50	5.00														00235199	

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q.	MATERIAL	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MFG. GRD. GP.
		HYDRAUL 312																00693A	6760-312-1
1153		NATL STEEL DETROIT MI	320																10056985
1134		NATIONAL STEEL WEARION WV	150		10.0														00439372
		PARENT CUST. TOT-NATIONAL STEEL	480	4.50	15.0														00044822
1834		REUSCHUTZ ENG LOS ANGE CA	5.00	4.00	5.00	1.00				.500		.500							00131458
1123		CITY NEW MADRID NEW MADRID MO	50.0	.500	50.0														00225878
1124		KURDEBERG MFG MILWAUKEE WI		.500															00241628
1130		BHIO BRASS MANSHFIELD OH	8.00	11.5	8.00	4.00		3.50		.50									00046809
1125		OLIN CORP E ALTON IL	15.0																10059216
1125		OLIN CORP OHAL CH	13.0	13.0	13.0	1.50		1.50											10059178
		PARENT CUST. TGT-OLIN CORP NYC N	28.0	13.0	13.0	1.50		1.50											00044655
1839		ORANGE CNTY DIECAST SNTA ANA CA	5.00	5.00	5.00														00180491
1839		OREGON STEEL MILLS PORTLAND OR		9.50															10059461
1136		GALE PROD CO GALESBURG IL	30.0	72.0	30.0	25.0	17.5	7.5											10030331
1132		OWENS ILLINOIS INC ALTON ILL		1.50															00151610
1133		OWENS ILL TOLEDO OH	.200	.139	.200	.138	.138												10059923
		PARENT CUST. TGT-OWENS ILL TOLED	.200	1.64	.200	.138	.138												10059933
1134		PARAGON DIECAST CHICAGO IL	6.00																00239739
1139		PARKER HANNIFIN OTSEGO MICH	5.00	5.00	5.00	2.00		1.00						1.00					00080005
1132		PARKER WHITE METAL FAIRVIEW PA	100																00239380
1139		PARK-OHIU IND CLEV CLEVELAN OH		3.00		3.00		3.00											00132942
1210		PEASLEY PROD STRATFORD CT	6.50	6.00	6.50	1.00		1.00											10061237
1220		PEED MFG CO INC PORTLAND OR				2.00		1.00			1.00								00228575
1974		PERMANENT CASTING HOT SPRING AR	8.00		2.00	.500		.500											00161071
1234		PHILIPS DODGE LAUREL HILL NY	6.00																10062454
1054		PHILLIPS DIE SANTA FE SPRING CA				.500		.500											00244104
1230		PHOENIX STEEL CLAYMONT DE	46.0		20.0														00239453
1170		PIK PORTER STEEL HUNTINGTN WV	25.0																00247030
1230		PINER DRAULICS NIE HUNTINGT NY		.500															00134481
1054		POWERS REGULATORS SKOKIE ILL				.500		.500											10064525
1130		PRECISION CASTING CO CLEVEL CH	50.0		10.0														00222178
1153		PRESS AUTOMATION DETROIT MI		1.50															00186511
1130		PRESSURE CASTINGS CLEVELAND OH	35.0	9.00	10.0														00094560
1210		PRESTOLITE-WICO W. SPRINGFIELD				2.50		2.50											00134694
1153		PRINCE MFG CO HOLLAND MI	12.0	12.0	12.0														00134716
1210		PRESTOLITE W SPGFLD MA	20.0	30.0	20.0														00045387
1173		PROCESS EQUIP JIPP CITY OH		1.00		.500				.500									00236950
1134		CHARMIN PAPER GREEN BAY WISC		1.00		.500	.500												00216127
1060		PTE CORPORATION SAN JOSE CA		.150															00215746
DSW 012042																			

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Q. 6	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOT. FOR CLPR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAR. GRD. GP.
	HYDRAUL 312																00693A	6760-312-1
1030	.POCKET DIE CASTING TACOMA WA		2.50															10065100
1031	.RANGER DIE CAST LYNWOOD CA	5.00	4.00	5.00	2.00			1.00		1.00								10066336
1130	.REACTIVE METALS ASHTABULA OH	15.0	10.0	15.0														10066654
1131	.REACTIVE METALS NILES CH		4.00															00135437
	PARENT CUST. TOT-REACTIVE METALS	15.0	14.0	15.0														10066654
1230	.READING TUBE READING PA	7.00	6.50	7.00														10066697
1130	.REPUBLIC STEEL CORP CLEVELAND OH	7.50	5.00	7.50														10067480
1131	.REPUBLIC STEEL MASSILLON OH	55.0	20.0	55.0	5.00		5.00											10067499
1130	.REPUBLIC STEEL WARREN OHIO	200		50.0														00221619
	PARENT CUST. TOT-REPUBLIC STEEL	263	35.0	113	5.00		5.00											10067480
1134	.REX CHAINBELT MANNA CHICAGO IL		.139															10036712
1074	.REYNOLDS METALS ARKADAPLHIA AR	5.00	3.00	5.00														10067847
1074	.REYNOLDS METALS GUN SPGS AR	5.00	0.46	5.00	2.00	2.00												10067855
1074	.REYNOLDS METALS JONES MI AR	2.00	3.00	2.00														10067820
	PARENT CUST. TOT-REYNOLDS METALS	12.0	14.5	12.0	2.00	2.00												10067782
1270	.RITCO CASTING CO GEN FALLS RI	2.00	1.00	2.00	1.50		1.50											10068150
1130	.RIVAL MFG KANSAS CITY MO	50.0																00221575
1270	.RIVETT INC NEEDHAM HEIGHTS MA	.500	.500	.500														00161128
1134	.RERRY BURRELL CEDAR RAPIDS IA		.685															00150836
1130	.ROGLIN STEEL DUNKIRK NY	40.0																00195766
1170	.ROCKWELL MFG RUSSELLVILLE KY	65.0	59.5	65.0	28.0	5.00			5.00			8.00	5.00	5.00				10066762
1230	.ROBINSON METALS CO NEWARK NJ		10.0															10069039
1130	.ROPER COMP MT GILEAD OH				9.00	9.00												00240534
1130	.GEORGE D ROPER NEWARK CH	80.0	82.5	80.0	34.0	12.0	12.0				10.0							10069033
	PARENT CUST. TOT-GEORGE D ROPER	80.0	82.5	80.0	43.0	21.0	12.0				10.0							10069033
1230	.ROTATING COMPON BAY SHORE NY	.600	.500	.600														10069459
1150	.SAGINAW PT - MFG SAGINAW MI		3.00															10070236
1030	.SAMSONITE CORP DENVER CO	15.0																00221304
1123	.SANSANO ELEC SPRNGD ILL	3.00	2.00	3.00														10070775
1000	.SAN JOSE DIE CSTG SAN JOSE CA	5.00	.500	1.00														00184632
1230	.SAYVILLE INCINERAT HOLBROCK NY		2.00															00223387
1270	.SCOVILL MFG WITERY CONN	1.00																10071585
1130	.SELAS CORP OF AMER SEATTLE WA		.232															00240605
1030	.SHERBELL LIGHTING OV BURBANK CA	3.00	3.00	3.00	2.00	1.00			1.00									10072077
1131	.SHARON STEEL FARRELL PA	24.0	12.0	24.0	4.00	4.00												10072166
1130	.SHIMONDS SAW&STEEL CO LOCKPT NY	3.00																00247200

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NO. C	NO. R	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 I.D. / MAJOR GRD.-CP.
		HYDRAUL 312															00693A		6760-312-11
1230		SINGER CO ELIZ NJ	43.0	39.0	43.0	15.0	3.00	4.00	4.00	4.00									10073294
1230		SINGER CO SOMMERVILLE NJ				1.00	1.00												00155322
		PARENT CUST. TOT-SINGER CO NYC N	43.0	39.0	43.0	16.0	4.00	4.00	4.00	4.00									00045330
1030		SKAGIT CO RP SEDRO WOOLLEY WA		5.46															00236306
1030		SKRL DIECASTING IN EASTLAKE OH	15.0	4.00	15.0	4.00	2.00		1.00	1.00									00138185
1130		SKRL TOOL EASTLAKE OH		8.00															10073405
		PARENT CUST. TOT-SKRL TOOL EASTL	15.0	12.0	15.0	4.00	2.00		1.00	1.00									10073405
1060		S. K. S. CASTING CO. BERKELEY CAL	2.00	1.00	2.00	1.00					1.00								00193631
1974		SOUTHERN PREC IND HARRISON ARK	35.0																00221449
1974		SOUTHERN DIE CAST ET SMTH AR				1.50	1.50												00244406
1170		SOUTHWIRE ALUM HANESVILLE KY	45.0	2.00	45.0	1.00	1.00												00210552
1130		SPARTAN ALUMINUM PRO SPARTA IL	50.0																00221465
1030		SPARTAN CASTINGS BUENA PARK CA	1.50	1.50	1.50	1.00					.500		.500						00230939
1000		SPREMASTER ENG SAN LEANDRO CA	10.0																00195693
1974		SPINDOZA INC RUSSELLVILLE AR				.500			.500										00251143
1130		SPRAUT WALCROFT MUNCY PA	5.00	7.50	5.00	2.00		2.00											10074600
1130		ST LOUIS DIECAST BRIDGETON MO	40.0	11.2	20.0														00217115
1974		STONJAY CHEM CO MEMPHIS TENN		1.00															10026385
1230		SSSO RESEARCH ENG LINDEN NJ		.500															10026322
		PARENT CUST. TOT-STAND OIL NJ NE		1.50															00045892
1130		STANDARD PRODUCTS CO CLEVE OH				.230		.230											00046264
1030		STAUFFER CHEM CO. JES FERRY NY		.500															10075602
1030		STEARNS-ROGER CO RP DENVER CO		.500															00230301
1130		STRITE ANDERSON CO MINN MN	50.0	37.5	50.0	2.50		2.50											10076439
1130		STRON DIE CAST MILWAUKEE WI	18.0	17.5	18.0	5.00	2.50	2.50											10076455
1130		SUNLEN PRODUCTS ST LOUIS MO	2.00																10076943
1130		SURETRAN CO MADISON HTS MI				.500		.500											00253568
1130		TANNER MFG CO ERIE PA	1.00	1.50	1.00														00139831
1974		TAYLOR MFG CO DALLAS TEXAS	20.0																00221414
1974		TAYLOR MFG CO GARLAND TX		1.00															00245488
		PARENT CUST. TOT-TAYLOR MFG CO D	20.0	1.00															00221414
1130		TENNESCO INC RACINE WI		.138															00245687
1974		TENNESSEE FORD STEEL NEWPT AR	25.0																00247456
1930		TENN METALLURG CORP KIMBLE TN	4.00	2.50	4.00	2.00		1.00	1.00										00168122
1130		THARACONT DIE ST JOSEPH MICH	100	48.5	50.0	7.00	2.50	4.50											00148016
1170		TII DEC PRODUCTS INC DAYTON OH	1.00	.500	1.00	1.50		1.50											10080134
		DSW 012044																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

M G	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COAL. FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR CDO. GP.
		PYDRAUL 312																00603A	6760-312-11
1138		TIMKEN ROLLER BEAR CANTON OH	20.0	24.0	20.0	4.00		4.00											10080193
1132		TIMKEN ROLL BEARING GAFFNEY SC	10.0		10.0														00247464
		PARENT CUST. TOT-TIMKEN ROLLER B	30.0	24.0	30.0	4.00		4.00											10080193
1138		TOOL DIE ENGINEERING CLEVE OH	6.00	6.00	6.00														10080429
1178		TOOL STEEL GEAR ELMWOOD PL OH	5.00	2.00															00223182
1134		TOP DIECASTING MARENGO IL	10.0																00240222
1130		UNION CARBIDE FOSTORIA OH		.500															00240397
1132		UNION CAR - NUC OAKRIDGE TENN	150																10081971
		PARENT CUST. TOT-UNION CARBIDE C	150	.500															00045705
1138		UNITED ENGINEERING CANTON OH	1.00	1.50	1.00														00142336
1139		UNIVERSAL DIE CAST VERNON CA	8.00																00154883
1152		UNIVERSAL VISE & TOOL PARMA MI		.500															00185582
1137		U S STEEL TORRANCE CALIFORNIA	100		100														00220965
1134		UNITED STATES STEEL STEELTON MN		.276															00143219
1130		U S STEEL CLEVELAND OHIO	4.00																10085292
1132		U S STEEL LORAIN OH	50.0																10057027
1131		US STEEL CORP BRADDOCK PA	5.00																00247162
1131		U S STEEL CORP DUQUESNE PA	40.0		40.0														00050131
1131		US STEEL DRAVDSBURG PA				5.00			5.00										00246835
1131		US STEEL CORP ELLWOOD CITY PA	4.00																00247170
1130		UNITED STATES STEEL FAIRLESS PA	12.0		2.00														00143227
1131		U S STEEL HOMESTEAD PA	150																10085349
1131		U S STEEL IRVINE PENNSYLVANIA	10.0	.500	10.0	5.00	5.00												10085268
1131		US STEEL CORP JOHNSTOWN PA	1.50		1.50														00152048
1131		U S STEEL MCREESPORT PA	100		100														00143182
		PARENT CUST. TOT-UNITED STATES S	477	.776	254	10.0	5.00		5.00										00047724
1136		VALLEY IRON & STEEL EUGENE OR	1.00	.500	1.00														00225762
1131		VALLEER MOUT INC ALTOONA PA	30.0	28.0	30.0														10085396
1178		HENRY WGT MACH LOUISVILLE KY	2.00	2.00	2.00														10087074
1132		WAGNER CASTINGS DECATUR ILL	15.0																00221473
1132		WAGNER ELECTRIC ST LOUIS MO	40.0		40.0														10087279
1134		W P HAY CORPORATI MILWAUKEE WI	2.00	1.00	2.00														00223212
1131		WEINMAN PUMP & S PITTSBURGH PA		2.50															10058097
1178		WESTINGHOUSE COLUMBUS OH	25.0		10.0														10089182
1132		WESTINGHOUSE LIMA OHIO	50.0	28.5	50.0	2.50		2.50											10089700
		PARENT CUST. TOT-WESTINGHOUSE EL	75.0	28.5	60.0	2.50		2.50											00047740
1131		WHEELING PITTS ST MONESSEN PA	80.0		20.0														00239402
		DSW 012045																	

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— IN THOUSANDS OF POUNDS AND DOLLARS —

SALES C REP	SUS REP	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 / MAJOR CRO GP
		HYDRAUL 312																00693A	6760-312-1
1138		WHITE INDUSTRIES CLEVELAND OH	25.0																00196053
1839		PEAT DIV-WHITTAKER NORWALK CA	40.0	6.00	40.0	5.48		.50	4.00					.98					00193089
1153		WHITTAKER ARCADIA DIV MI		1.50															00234230
		PARENT CUST. TOT-WHITTAKER CORP	40.0	7.50	40.0	5.48		.50	4.00					.98					00047058
1133		WILSON DIECASTING GRAIN VLY MO		.500		1.10													00230441
1339		WILTHROW DIE CAST N HOLLYWOOD CA	20.0	17.5	20.0	2.50	2.50	1.10											00094013
1932		WOLVERINE TUBE DECATUR AL	10.0		10.0														00221872
1938		A J ZINDA CO PORTLAND OR	1.00	.500	1.00														00231940
		TOTAL PRODUCT * * * * *	14804	6211	8059	1929	714	585	400	148	17	20	22	20	3				6760-312-1
		HYDRAUL 312-A																01857A	6761-313-1
1230		ACADEMY DIE CASTING EDISON N J				10.5				1.50	3.00			1.50	1.50	1.50		1.50	00185566
1232		ACTION MFG CO PHILADELPHIA PA				1.00										1.00			00215341
1133		AIRTEX INC FAIRFIELD ILLINOIS				2.50							2.50						00221457
1839		AJAX HR MFG CITY INDUSTRY CA				10.0						2.50	2.50			2.50		2.50	00230243
1839		ARNOLD ENGINEER FULLERTON CA				.184											.184		00110124
1138		ALPHA IND LOGANSPOUT IN				10.0				2.00				2.50			2.50	3.00	00108154
1273		ALCAN ALUMINUM CORP OSWEGO NY				30.0				20.0		10.0							00143159
1939		ARBIT IND GLENDALE CA				1.00						.500		.500					10003059
1134		AMERICAN ALUM WEBSTER CITY IA				5.00				2.50								2.50	00181358
1133		AMERICAN SMELT & REF CLOVER MO				3.00				2.00			1.00						00180017
1134		AMERUCK CORP ROCKFORD IL				30.0					7.5			15.0				7.5	00109517
1839		AMERON STEEL ETIWAONA CA				37.4					4.0		4.0	4.4	5.0	10.0	5.0	5.0	00198142
1133		ANACONDA ALUM TENNE HAUTE IN				6.00								6.00					10005395
1134		ANCHOR COUPLING CO LIBERTY IL				.046							.046						00109665
1839		ANSEN AUTOMOTIVE GARDENA CA				4.00					1.00	1.00	1.00			1.00			00198614
1178		ARMCO STEEL MIDDLETON OH				142				24.0		24.0	24.0	24.0	24.0	24.0	21.5		10006228
1131		ARMCO STEEL AMBRIDGE PA				48.0				24.0					24.0				10006252
1131		ARMCO STEEL BUTLER PA				5.00									5.00				10006260
1150		POLLAK STEEL CO MARION OH				80.0				10.0	10.0	10.0	15.0		5.0	10.0	20.0		00231878
		PARENT CUST. TOT-ARMCO STEEL MID				275				58.0	10.0	34.0	39.0	24.0	58.0	10.0	41.5		10006228
1134		ARROW ACME WEBSTER CITY IA				4.00					.50		.50	.50	.50	1.00	.50	.50	10006635
1138		ARROW ALUM CAST AVON LAKE OH				5.00					1.00					1.50	2.50		10005643
1138		ARROW ALUM CAST CLEVELAND OH				4.50					1.00		1.00	1.00	1.00		.50		10006651
		PARENT CUST. TOT-ARROW ALUM CAST				9.50					2.00		1.00	1.00	1.00		2.00	2.50	10006651
1839		ARROW DIECAST LOS ANGELES CA				4.50							2.50	1.50			.50		10006678
		DSW 012046																	

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- IN THOUSANDS OF DOLLARS -																			
Q	SIS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. FOP CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. GRD. GP.
		PYRAUL 312-A															01857A		6761-313-1
1232		.ATHENS OIL CO ATHENS TN				5.00					2.50						2.50		00187100
1134		.BAJGER DIE CAST MILWAUKEE WI				10.0				5.00						5.00			10007941
1238		.BASIC ALUM CAST CLEVELAND OH				20.0				2.50	2.50	2.50		5.00		2.50	2.50	2.50	10008409
1234		.BASS PROD DIV PENN WATEROWN WI				4.00			4.00										00222259
1134		.BELL E HOWELL CO CHICAGO IL				30.0					5.00	5.00		5.00	5.00	5.00	5.00		10009549
1178		.BERTRAM DELCO KOKOMO IND				5.00						5.00							00257168
1233		.BETHLEHEM STEEL STEELTON PA				48.0						24.0						24.0	00179035
1134		.BETHLEHEM STEEL BURNS HA IN				6.00										6.00			00111481
		PARENT CUST. TOT-BETHLEHEM STEEL				54.0						24.0				6.0		24.0	00045578
1231		.BLAM KNOX CO WARWOOD WV				3.00						3.00							00111643
1153		.BOHN ALUMINUM ADRIAN MICHIGAN				1.00				1.00									00161586
1133		.BRACKETT STRIPPING TOPEKA KS				.138										.138			10011078
1134		.BRIGGS-STRAITON MILWAUKEE WI				173				24.0	24.0	29.0		24.0	24.0	24.0		24.0	10011442
1130		.BRUSH BERYLLIUM ELMORE OHIO				4.00					1.00	2.00						1.00	00151114
1153		.B - T MACHINERY CO HOLLAND MI				1.00							1.00						00089877
1134		.BUDD CO GARY IND				5.00										.500			10012325
1153		.BUDD CO DETROIT MI				10.0					5.00		5.00						00151122
1230		.BUDD CO PHILADELPHIA PA				26.5					3.50	5.00		5.00	5.00	5.00	3.00		10012287
		PARENT CUST. TOT-BUDD CO PHILA P				37.0					8.50	5.00	5.00	5.00	5.00	5.50	3.00		10012287
1138		.CABOT STELLITE DIV KOKOMO IN				7.00						3.00	4.00						10081785
1230		.CARPENTER TECHNOLOGY READING PA				12.5						2.50		5.00				5.00	00231207
1123		.CARTER CARBURETOR ST LOUIS MO				96.5			13.8	24.6			19.4		14.3	11.2		13.3	10014263
1153		.CAST FORGE CO HOUGHTON LAKE MI				5.00				10.0	5.0								00177679
1153		.CAST FORGE HOWELL MI				70.0					5.0	10.0	10.0	5.0	5.0	20.0	5.0	10.0	00214000
		PARENT CUST. TOT-CAST FORGE CO L				75.0				10.0		10.0	10.0	5.0	5.0	20.0	5.0	10.0	00080919
1134		.CATERPILLAR TR MAPLETON ILL				144				24.0			24.0		24.0	24.0	24.0	24.0	00162531
1134		.CENTRAL DIECASTING CHGO IL				10.0						5.00			5.00				10014948
1133		.CENTURY ELEC ST LOUIS MO				15.0						3.00	4.50		3.00		1.50	3.00	10015162
1132		.CENTURY ELEC HUMBOLDT TN				.500												.500	00187243
		PARENT CUST. TOT-CENTURY ELEC ST				14.5						3.00	4.50		3.00		1.50	2.50	10015162
1166		.CERRI COP - BRASS NEWARK CA				2.00								1.00		1.00			10015227
1134		.CHAM-LYN CO EDEN PRAIRIE MN				.500					.500								10015456
1134		.CHICAGO WHY METAL CA CHICAG IL				1.50										1.50			00148335
1178		.CHRYSLER INDIANAP IN				2.50											2.50		00114235
1166		.CLM BRAKES CAST CLOVERDALE CA				6.00					1.00	1.00	1.00	1.00		1.00	1.00		00153761
1130		.CLUB PRODUCTS CLEVELAND OHIO				5.00								2.50		2.50			10054974
DSW 012047																			

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- IN THOUSANDS OF POUNDS AND DOLLARS -

AL G		NAME OF PRODUCT/CUSTOMER	POTENTIAL	1937 YEAR SALES	SALES CURR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR. CRD. GP.
		PYRAUL 312-A															01857A		6761-313-11
1134		.COLLIN RADIO CEDAR RA IA			2.50											2.50			00114642
1178		.JINDU FUEL GAS COLUMBUS OH			.141						.141								10056910
1022		.CONSOL ALUMINUM JACKSON TN			8.00					8.00									10018455
1032		.CONSOL ALUMINUM NW JOHNSVL TN			16.0									8.00	5.50	2.50			10018463
		PARENT CUST. TOT-CONSOL ALUMINUM			24.0					8.00				8.00	5.50	2.50			10018455
1133		.CONTINENTAL CAN SANTA ANA CA			.500												.500		00242268
1134		.CONTINENTAL CAN ELK GROVE IL									1.00	1.00							00234850
1132		.CONTINENTAL CAN MILLTOWN NJ			.500					.500									00235318
1138		.CONTINENTAL CAN CLEVELAND OH			.184					.184									00235334
		PARENT CUST. TOT-CONTINENTAL CAN			1.18					.68	1.00	1.00					.50		00046167
1136		.CONTINENTAL STEEL KOKOMO IND			4.00						.50		1.50				2.00		10019328
1138		.COPPERFIELD STEEL SHELBY OH			1.50							.50	1.00						10019702
1039		.L H COX MANUFACTUR SANTA AN CA			.500							.500							00115401
1138		.CJYAHISA INDUSTRIES CLEVE OH			1.00											1.00			10025719
1074		.DAISY HEDDEN ROGERS AR			2.00											2.00			00115762
1074		.DALLAS DIE CASTING DALLAS TX			1.55								.054	.500	.500			.500	10020905
1178		.DAYA CORP RICHMOND IN			1.50			1.50											00115797
1178		.DAYTON MALLEABLE IRON IRONTA OH			2.00							1.50				.50			10021227
1178		.G H R FOUNDRY DIV DAYTON OH			30.0			3.00			3.00	3.00	3.00	3.00	3.00	6.00	6.00		10030277
1138		.IRONTON MALLEABLE CLEVELAND OH			.500						.500								00177563
1134		.META HOLD ALUM CEDARBURG WI			3.00						1.50			1.50					10051521
		PARENT CUST. TOT-DAYTON MALLEABL			35.5			3.00			5.00	4.50	3.00	4.50	3.00	6.50	6.00		00046604
1134		.DELTA DIE CASTING ADDISON IL			1.00													1.00	10021650
1058		.DIAMOND METALS ALLOY HOUSTON TX			1.00						.500							.500	00116122
1074		.DOW CHEMICAL RUSSELLVILLE ARK			8.00								5.00			.50	2.50		00118272
1039		.DOW CHEM TORRANCE CAL			3.00										3.00				10022843
		PARENT CUST. TOT-DOW CHEM MIDLAN			11.0								5.00		3.00	.50	2.50		10022908
1131		.DRESSER INDUSTRIES DEPEW NY			2.00													2.00	00239305
1068		.E I DUPONT MEMPHIS STRANG TX			2.00												2.00		10024072
1133		.DYNAMIC FORGE CORP OXFORD NB			.500										.500				00126714
1134		.EATON CORP EDEN PRAIRIE MN			1.00										.500			.500	00263834
1230		.ELECTROLUX OLD GREENWICH CT			45.5							7.5		15.0			15.0	8.0	10025818
1131		.ELLIOTT COMPANY JEANETTE PA			.500												.500		00260908
1138		.ELWELL PARKER ELEC CLEVE OH			.500									.500					10026040
1134		.EMERSON ELECTRIC RACINE WISC			2.00										1.00		1.00		00216801
1138		.EMPIRE DIE CASTING CLEVE OH			30.5					2.00	4.00	5.00	3.00	4.00	3.50	3.00	3.00	3.00	10026156
		DSW 012048																	

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M G REP		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. ID. / MAJOR CDD. GP.
		PYDRAUL 312-A															01857A	6761-313-1	
1134		ERICKSON CROP MINNEAPOLIS MN			5.00					5.00									00255106
1232		FESH PRODUCTS INC IOLA KANSAS			5.00												5.00		00271659
1234		FIBERITE CORP WINONA MN			2.50													2.50	10027713
1916		FLORIDA STEEL TAMPA FL			171			24.0	24.0	24.0	24.0	20.0	25.0	24.0	24.0	30.0			10028760
1153		FORD MOTOR DEARBORN MICH			6.50			.50					6.00						00116990
1153		FORD IRON FOUNDRY DEARBORN MI			46.5				5.0			12.0		6.0	23.0				00215112
1932		FORD MOTOR NASHVILLE TN			4.00					2.50				1.50					10029023
		PARENT CUST. TOT-FORD MOTOR DEAR			56.5			.5	5.0	2.5	12.0	6.0	7.5	23.0					00116990
1134		J L FRENCH SHEBOYGAN WIS			10.0					2.50			2.50		2.50		2.50		00090042
1232		GLUNCEY ELEC CO TERRYVILLE CONN			4.50												3.50	1.00	00223379
1039		GM-DELCO BATTERY ANAHEIM CA			18.0								6.00	6.00			6.00		10032911
1138		GM-DELCO REMY ANDERSON IN			25.5			3.0	3.0					3.0	3.0		3.5	10.0	10032601
1178		GM-CENTRAL FOUNDRY BEDFORD IN			458		15.0		36.9	73.9			40.1	73.1	72.7	36.9	73.1	36.0	10032792
1138		GM-DELCO RADIO KOKOMO IN			18.5					5.0					10.5		3.0		10032652
1138		GM-DELCO BATTERY MUNCIE IN			33.5							3.0	3.0	5.0	5.0	7.0	10.5		10032628
1153		GM-CHEVROLET BAY CITY MI			365			38.2	78.7	41.7	42.3	40.2			82.0		41.4		00161542
1153		GM-BUICK FLINT MI			182				36.0				24.0	24.0	30.0	30.0	37.5		10032555
1230		GM-CHEVROLET HOLLAND MI			10.0								10.0						10032709
1153		GM-PONTIAC PONTIAC MI			129				8.0	18.5	21.5	5.0	38.5				19.0	18.0	10032962
1153		GM-CHEVY GREY IRON SAGINAW MI			274			24.0				60.0	60.0	30.0	30.0	30.0	60.0	30.0	10032571
1153		GM-CENTRAL FOUNDRY SAGINAW MI			62.0							9.0	7.0	12.5	5.0	5.0	8.5	15.0	10032817
1230		GM-NEW DEPARTURE CLARK NJ			20.0								5.0		5.0	10.0			10032857
1130		GM-CENTRAL FOUNDRY DEFIANCE OH			33.5						4.5	4.0		4.0			7.0	14.0	10032822
		PARENT CUST. TOT-GENERAL MOTORS			1648			15	65	163	144	80	200	226	243	119	270	124	00157279
1174		GENL DYNAMICS BENSBRON TX			4.50									1.50	3.00				00231363
1178		GENERAL ELEC APPP LOUISVILLE KY			105							2.5	35.8	63.1				5.0	00214914
1174		GENL ELEC FORT SMITH AR			2.00				2.00										10031583
1158		GEN ELEC FT WAYNE IND			4.50						3.50						1.00		10031630
1178		GEN ELEC LOUISVILLE KY			22.7			32.1									9.5		10031915
1932		GENERAL ELEC HENDERSONVILLE TN			100								100						00186880
		PARENT CUST. TOT-GEN ELEC SCHENE			236			32	2			6	136		63		8	5	10031850
1153		GERITY SCHULTZ CORP TOLEDO OH			64.3						8.5	12.5	12.5	15.8	7.5	7.5			00164429
1230		GIM METAL PROD CARLE PLACE NY			15.0						1.00		2.00	2.00	2.00	2.00	6.00		00198323
1131		GRILOS PUMPS INC SENECA F NY			1.00									.500			.500		00121266
1130		GRUOLD INC TECH CE CLEVELAND OH			1.00						1.00								00211591
1230		GRINNELL CORP COLUMBIA PA			7.50							2.50						5.00	00239534
1270		GRINNELL CORP CRANSTON RI			5.00														00250902
		PARENT CUST. TOT-GRINNELL CORP CO			12.5							2.50					5.00	5.00	00239534
		DSW 012049																	

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NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES YEAR FOR CURR. YR.	SALES CURR. YR.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAIN CRO. GP.
	HYDRAUL 312-A																01857A	6761-313-1
1030	GULF STATE TUBE ROSENBERG TX				22.0				1.00		1.50	2.50	5.00	2.50	9.50			10036127
1133	HALLENBERGER INC EVANSVILLE IN				.500											.500		00269999
1131	HANCO DIV KAYEX ROCHESTER NY				.135				.135									00227749
1132	HARVEY ALUMINUM TARRANT CA				7.50								7.50					10037050
1170	HARVEY ALUMINUM LEWISPORT KY				35.0							10.0	5.0	5.0	5.0		10.0	10037034
1138	HARVEY ALUMINUM DALLAS OREGON				1.00								.500	.500				10037042
1130	HARVEY ALUM CLIFFS WA				27.5						24.5						3.0	00252077
	PARENT CUST. TOT-HARVEY ALUM TOR				71.0						24.5	10.0	13.0	5.5	5.0		13.0	10037050
1139	HARVILL MACHINE LYNNWOOD CA				3.00									3.00				00264156
1153	HAVENLY PRODUCTS CO DETROIT MI				1.50										.500	.500	.500	10037190
1152	HAVENLY PROD ST CLAIR SHS MI				2.50				.500	.500	.500	.500		.500				10037204
	PARENT CUST. TOT-HAVENLY PROD ST				4.00				.500	.500	.500	.500		.500	.500	.500	.500	10037204
1154	HEWLETT-PACKARD PALO ALTO CA				5.00				2.50		2.50							00153974
1237	HILLIARD CORP ELMHURST N Y				.046					.046								10038065
1174	HUT SPRING BR RFD HUT SPRING A				2.50			.50			2.00							00211052
1230	J E HOUGHTON PHILA PA				.500					.500								10039010
1139	JAYATT DIE CASTING - ENG CYPR CA				7.50					2.00		2.50			1.50	1.50		00151378
1139	JAYATT DIE CASTING - ENG CYPR CA				4.50					1.00					1.00	2.50		00256781
1134	JELINGTS BRICK CO BLUE IS IL				1.00						.500					.500		10040527
1138	INDUSTRIAL CASTINGS CLEV OH				5.00					1.00				2.00	1.00		1.00	10040272
1134	INTL CAST PROD GARDENA CA				3.50								.50	1.00	2.00			10041171
1175	INTL PAP SO KRAFT MOBILE AL				.500						.500							10041619
1134	IRECO INDUSTRIES EUGENE OR				15.0						4.00			3.00		5.00	3.00	00243426
1230	ISLIP TOWN OF HOLEBROOK NY				2.00											2.00		00238368
1138	JAJAX MAGNETHERMIC WARREN OH				1.00											1.00		00156048
1139	ITT CANNON ELE SANTA ANA CA				5.00									2.50	2.50			10042127
1139	ITT CONTROLS GLENDALE CA				33.1							33.1						10042100
	PARENT CUST. TOT-INTL TELEPHONE				39.1							33.1		2.5	2.5	1.0		00044512
1136	JORGENSEN STEEL SEATTLE WA				.500						.500		2.50					00221961
1134	KAMIN DIECASTING CHICAGO IL				2.50													00263079
1230	KASON HARDWARE BINGHAMTON NY				1.00									1.00				00190436
1153	KELSEY HAYSE CO DETROIT MI				70.0				5.0		5.0		10.0	12.0	24.0	6.0	8.0	00212032
1153	KELSEY-HAYES CO FREEDONT OH				5.00				1.50		1.00	1.00					1.50	00254673
1136	CHASE BRASS-COPPER CLEVE OH				.414					.138					.138	.138		00048593
1174	KERR-MCGEE HAMILTON MISS				.273				.135				1.00		.50			00254681
1131	KEYSTONE BRASS WKS ERIE PA				2.00			.50										10044197
	DSW 012050																	

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

- IN THOUSANDS OF DOLLARS AND CENTS -																			
PA G	SIS #	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COM FOR CURR YEAR	SALES CURR YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR ORD. GP.
		PYDRAUL 312-A															01857A	6761-313-1	
1130		.KITCHEN-QUIP WATERLOO IN				2.00						1.00					1.00	10044448	
1131		.ELECTROMET L CORP PITTSBURG PA				.230				.230								00253766	
1130		.LESTER INDUSTRIES INC BEDFORD OH				110				10.0	15.0	15.0	10.0	10.0	15.0	10.0	10.0	10046033	
1130		.LESTER INDUSTRIES CALHOUN GA				3.00										3.00		00265700	
1131		.LOS ANGELES DIE LOS ANGELES CA				7.50				1.50				3.00			3.00	00127903	
1133		.LYONS DIECASTING DUCKNER ME				14.0			2.00		2.00	2.00	2.00			2.00		10047625	
1134		.MADISON-KIPP MADISON WI				37.7			19.4					18.2				10047994	
1270		.MAGNESIUM CASTING H P PA				20.0				2.50	5.00		2.50		2.50	2.50	5.00	10048079	
1133		.MCCULLUCH CORP LOS ANGE CA				8.00				2.00		2.00				2.00	2.00	00128805	
1134		.MCCRAW EDISON SOUTH MI MI				13.0				3.00			1.00	5.00		4.00		00128910	
1230		.METALART BUCKLE PROVIDENCE RI				1.00								1.00				00251917	
1170		.MIDLAND ROSS COLUMBUS OH				3.00				3.00								10052475	
1932		.MIDLAND ROSS ATHENS TN				1.00											1.00	00272116	
		PARENT CUST. TOT-MIDLAND ROSS PA				4.00				3.00							1.00	00046337	
1153		.MIDWEST FOUNDRY COLDWATER MI				2.50					2.50							00220175	
1153		.MIDWEST FLUID POWER TOLEDO OH				.184					.184							00256854	
1153		.MILLER TOOL-DIE CO JACKSON MI				3.50					.50		3.00					00249378	
1134		.MILWAUKEE DIE CAST MILWAUKEE W				36.7							18.4				18.3	10052823	
1133		.MISSOURI ROGERS JOPLIN MO				3.50				1.00				1.50		1.00		10053528	
1230		.MULLIL OIL BROOKLYN NY				.135				.135								10054222	
1134		.MODERN DIE CASTING CHGO IL				3.50				.50	1.00		1.00			1.00		10054524	
1134		.MODERN EQUIPT PORT WASHINGTON MI				1.00			.500							1.00		00269468	
1153		.J A J MUELLER ST LOUIS MO				1.00								.500				10055660	
1133		.T J MURPHY OBERLIN OHIO				.500									.500			00269794	
1130		.NATIONAL MACHINERY TIFFIN OH				.500			.500									00251755	
1130		.NATL METALLURG SPRINGFIELD OR				3.00				1.00				1.00		1.00		00224472	
1170		.NATL ALUMINUM HAWESVILLE KY				11.0				1.00	5.00	2.50				2.50		00235197	
0024		.NO CHG SHIPMENTS SPECIALTY PRD				.500											.500	00271020	
1039		.NEUSCHITZ ENG LOS ANGE CA				1.50								.50	1.00			00131458	
1130		.CITY NEW MADRID NEW MADRID MO				17.0				17.0								00225878	
1133		.NORANDA ALUM NEW MADRID MO				9.55			1.05				5.00	.50	3.00			00236934	
1133		.NORTH AMER FNDRY ST PETERS MO				1.00								1.00				00212040	
1130		.OHIO BRASS HANSFIELD OH				11.5						5.00		6.00			.50	00046807	
1130		.OLIN CORP OMAH OH				9.00				2.00			2.00		2.00		3.00	10059178	
1270		.OSWEGO CASTING OSWEGO NY				7.50				1.50	1.00	1.50	1.00		1.50		1.00	10059674	
1039		.CALE PROD CO CALESBURG IL				30.0				30.0								10030331	
1130		.JACONS ALUMINUM HANNIBAL OHIO				2.00					2.00							00256889	
1935		.JACONS CORNING ANDERSON SC				.092			.092									10059860	
1133		.JACONS ILLINOIS INC ALTON ILL				.500							1.00	.500				00151610	
1133		.PARKER HANNIFIN OTSEGO MICH				2.00										1.00		00088005	
1070		.PEASLEY PROD STRATFORD CT				2.00								1.00		1.00		10061237	
1030		.PECO MFG CO INC PORTLAND OR				6.00						1.00		1.00	2.00	1.00	1.00	00228575	

DSW 012051

STLCOPCB4001976

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

M G REV		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOING FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR. CRD. GP
		HYDRAUL 312-A															01857A		8761-313-11
1134		.PENN CONTROLS INC WATERTOWN WI				3.00											3.00		00133124
1474		.PERMANENT CASTING HOT SPRING AR				11.5					.50	1.00	5.00		5.00				00161071
1938		.PHELPS DODGE EL PASO TX				5.00							5.00						10062470
1134		.PICKERS REGULATORS SKOKIE ILL				1.50							1.50						10064325
1130		.PRESSURE CASTINGS CLEVELAND OH				3.50					1.00						1.00	1.50	00094500
1270		.PRESTOLITE-WICO W. SPRINGFIELD				17.5					2.50			2.50	2.50	5.00	5.00		00134694
1134		.CHARMIN PAPER GREEN BAY WISC				1.50					.500				.500	.500			00216127
1038		.RALSTON PURINA GONZALES TX				2.50										2.50			00266396
1138		.REACTIVE METALS ASHTABULA OH				2.50					2.50								10066654
1230		.READING IND EQUIP READING PA				6.00					2.50		3.50						10066670
1230		.READING METALS READING PA				5.50								2.50			2.50	.50	00252220
1130		.REPUBLIC STEEL MASSILLON OH				21.0					5.0				3.0	3.0	10.0		10067499
1474		.REYNOLDS METALS ARKADDELPHIA AR				4.00					1.00			1.50		1.50			10067647
1270		.RIGGO CASTING CO GEN FALLS RI				2.00						1.00		1.00					10068150
1178		.ROCKWELL MFG RUSSELLVILLE KY				32.0							7.0	5.0		15.0	5.0		10068762
1130		.ROPER CORP MT GILEAD OH				11.0										11.0			00248584
1130		.GEORGE D ROPER NEWARK OH				24.0							12.0				12.0		10069033
		PARENT CUST. TOT-GEORGE D ROPER				35.0							12.0			11.0	12.0		10069033
1230		.ROTATING COMPON BAY SHORE NY				.500						.500							10069459
1133		.SANGAM ELEC SPRING ILL				4.00					1.00	.50	.50				1.00	1.00	10070715
1839		.HOBDELL LIGHTING DV BORDANK CA				7.00					7.00								10072077
1131		.SHARON STEEL FARRELL PA				18.0							22.0	4.0					10072166
1230		.SILENT HOIST & CHAIN BROOKLYN NY				.273				.135							.138		00253243
1230		.SINGER CO ELIZ NJ				31.5					1.00	4.00	5.00	2.00	2.00	6.00	4.50	7.00	10073274
1138		.SIRL DIECASTING INC EASTLAKE OH				5.50							1.00	1.00	1.00	1.00		1.50	00138185
1974		.SOUTHWESTERN DIE CAST FT SMTH AR				2.50								2.00				.50	00244406
1178		.SOUTHWIRE ALUM HANESVILLE KY				2.50					1.00					.50		1.00	00210552
1474		.SPINDZA INC RUSSELLVILLE AR				.270				.270									00251143
1131		.SPRAUT WALDRON MUNCY PA				3.00						3.00							10074800
1133		.ST LOUIS DIECAST BRIDGETON MO				8.00					1.00	1.00	1.00		1.00	1.00	1.00	1.00	00217115
1134		.STAUFFER CHEM BUCKS AL				24.0								24.0					00225797
1230		.STAUFFER CHEM DUBUS FERRY NY				.184								.184					10075602
		PARENT CUST. TOT-STAUFFER CHEM N				24.2								24.2					00046868
1134		.STERLING INC MILWAUKEE WI				.184												.184	00139173
1032		.STENARD MACHINE BIRMINGHAM AL				.500											.500		00257184
1474		.STRATOPLEX FORT WORTH TX				.184								.184					10076374
1134		.STRON DIE CAST MILWAUKEE WI				13.0					2.50		2.50	3.00		2.50		2.50	10078455
1132		.SURFIRAN CO MADISON HTS MI				1.00										1.00			00253588
1131		.TANNER MFG CO ERIE PA				1.00								1.00					00139331
1474		.TAYLOR MFG CO GARLAND TX				1.50										1.50			00245488
DSW 012052																			

DSW 012052

STLCOPCB4001977

01131-A DIRECT #2
 01/12/72

 ORGANIC DIVISION SPECIALTY PRODUCTS
 PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
NO.	S/S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR. YEAR	SALES CURR. YR.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAINT. GRD. GP.
		PYDRAUL 312-A															018	7A	6761-313-11
1032		YENN METALLURG CORP KIMBLE TN			4.00							2.00					2.00		00168122
1153		PARAMOUNT DIE ST JOSEPH MO			27.0				4.00	3.00	5.00	5.00			2.00	2.50	3.00	2.50	00140016
1130		TIMKEN ROLLER BEAR CANYON OH			20.0						2.50	7.50					7.50	2.50	10080193
1039		U S STEEL TORRANCE CALIFORNIA			11.0										4.00		4.00	3.00	00220265
1134		U S STEEL CORP SOUTH CHICAGO IL			1.00												1.00		00210935
1134		U S STEEL CORPORATION DULUTH MN			.500					.500									00210129
1134		UNITED STATES STEEL STEELTON MN			1.00					.500						.500			00143219
1131		U S STEEL GREENSBORO PA			18.0						3.0						15.0		10085381
1131		U S STEEL IRVINE PENNSYLVANIA			5.00					5.00									10085268
1039		U S STEEL HORSE CANYON UTAH			11.0													11.0	00198161
		PARENT CUST. TOT-UNITED STATES S			47.5					6.0	3.0				4.0	.5	20.0	14.0	00047724
1131		VEEDER ROOT INC ALTOONA PA			14.0					3.50	3.50				3.50	3.50			10086396
1134		VIKING CHEMICAL CO ROCKFORD IL			.500					.500									10086509
1131		WINNAN PUMP & S PITTSBURGH PA			1.00							1.00							10086097
1130		WESTINGHOUSE LIMA OHIO			42.0			3.0		3.0	3.0	3.0	3.0	15.0	10.0	5.0			10089700
1132		WHITE RODGERS CO BATESVILLE AR			6.00											6.00			00266302
1039		PEAT DIV-WHITTAKER NORWALK CA			27.0										9.50	3.00	3.50	4.50	00193087
1153		WILL BROTHERS MFG DETROIT MI			.364										.180			.184	00261890
1132		WILSON DIECASTING GRAIN VLY MO			1.00								1.00						00232041
1039		WITHROW DIE CAST N HOLLYWOOD CA			15.0								2.50	5.00		2.50	5.00		00394013
		TOTAL PRODUCT * * * * * LB			4712		16	153	481	319	415	673	551	669	453	584	399		6761-313-11
		25 TOT MAJOR PYDRAUL 312A LB	14804	6211	8059	6641	714	601	553	628	336	435	695	571	672	453	584	399	
		PYDRAUL 230															005	32A	4597-230-11
1030		BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														00150797
1230		BETHLEHEM STEEL BETHLEHEM PA		1.05	7.35	1.05	2.10	2.10	2.10										10089588
1134		CALUMET STEEL CHICAGO IL	15.0	22.6	15.0	6.30	5.25					1.05							10013194
1273		CLIPJUT CLUB CO MILLIS MA		.575															00236292
1232		CUSTOM BEVCOAN CHARLOTTE NC			1.05				.525	.525									00255408
1131		UNIVERSAL CYCLOPS ST TITUSV PA	10.0	13.1	10.0														00228656
1974		FAN STEEL INC MUSKOGEE OKLA	3.00																00175574
1974		FLORIDA STEEL INDIANTOWN FL		10.0	10.5			10.5											00227889
1230		H R GRACE MARCO CHEM FORDS NJ			10.5		10.5												10035066
1230		HERCULES INC RADFORD VA		1.05	1.05							1.05							00123919
1134		KILSEY HAYES CO ROCKFORD IL	185	137	185	42.0	21.0	21.0											10043751
1134		JLL STEEL HENNEPIN IL	90.0		2.00														00239771
1132		MID-AM CANNING MADISONVILLE KY		.525															00245771
1039		RICH MFG CO CORONA CALIF																	00161330
		DSW 012053																	

C. REV		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CUR. FOR CURR. YR	SALES CUR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD. GP
		PYDRAUL 230															00583A		4597-230-1
1138		SPENAGO COMPANY DOVER OHIO	4.70	3.15	4.70														00214965
1178		SQUINWIRE ALUM HAKESVILLE KY	80.0		30.0														00210552
1932		TELEDYNE ALLVAC MONROE NC				2.63	1.58			1.05									00242047
1134		TEMTEK CORPORATION BARTLETT IL		.525															00243167
1968		US STEEL CHEMICAL BAYTOWN TX	50.0	49.6	50.0														00218049
1134		MACINL CHICAGO ENGR ADDISON IL	2.00	2.10	2.00														00179965
1230		WELDOTRON CORP NEWARK NJ		.525															00170232
1230		WELDOTRON CORP PISCATAWAY NJ	4.50	2.60	4.50														00231576
		PARENT CUST. TOT-WELDOTRON CORP	4.50	3.13	4.50														00170232
1178		YOUNG & BERTKE CINCINNATI OH		.200															00230618
		TOTAL PRODUCT * * * * * LB	446	245	305	81.4	23.6	17.9	34.1	3.7		2.1							4597-230-1
		PYDRAUL 230-A															01807A		4597-231-1
1134		ANCHOR COUPLING CO LIBERTY IL			.047								.047						00109665
1230		BETHLEHEM STEEL BETHLEHEM PA			6.11					2.04			2.04	2.04					10009588
1134		CALUMET STEEL CHIC HTS IL			4.58					2.55	2.04								10013194
1033		CANNERS OF E ARK W MEMPHIS ARK			.509												.509		00272493
1230		CIBA PHARMACEUTIC CONERSET NJ			.141											.141			00265075
1923		CUSTOM MEYOCAN CHARLOTTE NC			1.53								1.02				.51		00255408
1131		UNIVERSAL CYCLOPS ST TITUSV PA			1.02												1.02		00228656
1252		E I DUPONT SEAFORD DE			.047										.047				00131013
1970		FLORIDA STEEL INDIANTOWN FL			96.6				23.8			23.9			24.4			24.4	00227889
1038		FORD MOTOR CO CANTON OH			1.02								.509				.509		00259950
1133		A P GREEN REFACTORIES MEXIC MO			.141					.141									00150711
1134		ILLAND STL 1 COLD STRP E CH IN			1.02										1.02				10040566
1133		THE M W KELLOGG CO OMAHA NB			.047										.047				00126802
1134		KELSEY HAYES CO ROCKFORD IL			124				4.1	16.3		24.4	25.1		29.5		24.4		10043751</

~~- LA TIENE CANTOS DE PLUMAS AND CHILARS -~~

AL	Q	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. / MAJR. GRD. GP.
		HYDRAUL 135															00502A		4592-135-1
1133		JACHE PRINTING INK KANSAS CT KS	5.00	8.07	5.00														00150681
1136		ATRCO VACUUM NET BERKELEY CA	24.0	2.69	24.0	9.15	2.69	2.69	3.77										00243345
1139		AMACONDA CO COLUMBIA FALLS MT	15.0																00187720
1139		ARCTURUS MFG CORP OXNARD CALIF	1.50	1.08	1.50														00182699
1178		ARMCO STEEL ASHLAND KY	40.0	32.3	40.0														10006171
1133		ARMCO STEEL KANSAS CITY MO	75.0	58.5	75.0	4.22					4.22								10006198
1178		ARMCO STEEL MIDDLETOWN OH	30.0	33.4	30.0	5.38		5.38											10006228
1177		ARMCO STEEL SAND SPRINGS OK	3.00	6.46	3.00														10006244
1160		ARMCO STEEL HOUSTON TX	250	240	250	40.1	39.1	1.0											10006279
		PARENT COST. TOT-ARMCO STEEL MID	358	369	398	49.7	39.1	6.4			4.2								10006228
1132		ARO INC ARNOLD AFB STA TN	70.0																10006619
1128		ASHLAND CHEM CO DELPRE OH	2.20	2.15	2.20														00110221
1153		AUTO SPECIALTIES ST JOSEPH MI		.533															00234966
1133		BANDIX CORP KAN CITY MO		.149															10009219
1131		BETHLEHEM STEEL LACKAWANNA NY	30.0		1.00														00239275
1130		BETHLEHEM STEEL BETHLEHEM PA		2.69		5.38	1.08		1.08		2.15	1.08							10000588
		PARENT COST. TOT-BETHLEHEM STEEL	30.0	2.69	1.00	5.38	1.08		1.08		2.15	1.08							00045578
1134		CALUMET STEEL CHIC HTS IL	35.0	36.6	35.0	5.38		5.38											10013194
1174		BREWSTER CO SHREVEPORT LOUISIA	5.00	2.36	5.00														00184551
1168		BREWSTER CO HOUSTON TX		.538															00236896
		PARENT COST. TOT-BREWSTER CO SHR	5.00	2.89	5.00														00184551
1193		BRUNSWICK CORP MUSKEGON MI	.350	.346	.350														10012082
1131		CARBORUNDUM FALCONER NY	1.60	1.08	1.60	2.15		1.08		1.08									00158100
1130		CARPENTER TECHNOLOGY READING PA	9.00	.538	7.00														00231207
1170		COLSON CO SUMMERVILLE MA				1.61		1.61											00243523
1178		CONSTELLAT STEEL EQUIP CINCI O	5.00		5.00														00097688
1108		CONTINENTAL STEEL KOKOMO IND	11.0	8.07	11.0	1.61	1.61												10019338
1139		CRIST MACHINERY ALBUQUERQUE NM				.588		.588											00251011
1126		CYCLOPS CORP HANFELD CHIC	130	121	130														00089052
1178		DETROIT STEEL COR PORTSMOUTH OH	7.00	5.38	7.00														00166467
1131		UNIVERSAL CYCLOPS ST BRUCE PA	10.0	.538	2.00														10085535
		PARENT COST. TOT-CYCLOPS CORP PI	147	127	139														00244945
1130		DE LAVAL TURBINE Poughke NY		.538															00115940
1168		DOVER/HUNTER ALBUQUERQUE NM	1.50	.538	.600														00226998
1174		E & H SPECIALTIES YPSILANTI MI		.248															00185086
1174		ESCO ELEVATORS FORT WORTH TX	3.00																00197955
1168		FEDERATED METALSHOUSTON TX				.538		.538											00244430

DSW 012055

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- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LAST YEAR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR GRD. GP
		HYDRAUL 135															00532A		4592-135-1
1178		FLORIDA STEEL INDIANTOWN FL		3.23															00227889
1131		DELCO PRODUCTS ROCHESTER NY	20.0		10.0														00239313
1121		GM-CHEVROLET TONAWANDA NY	240		100														10032733
		PARENT CUST. TOT-GENERAL MOTORS	260		110														00157279
1138		SILMORE IND INC CLEVELAND OH			4.30				4.30										00244775
1174		JOSLIN BIRMINGHAM LITTLE RK AR		.496															00183946
1133		GREAT LAKES CARBON ST LOUIS MO		.538															10035414
1039		HYDRA-MANICS SIS PEMAUNUKA NM	10.0	41.5	10.0														00222690
1104		INLAND STL 1 COLD STRP E CH IN	90.0	136	70.0	60.3	30.1		30.1										10049566
1134		INTL HARVESTER CHICAGO IL	140	107	100	43.0	10.8	18.8	13.5										00215929
1030		JORGENSEN STEEL SEATTLE WA	10.0		5.00														00221961
1138		JOSLYN STAINLESS S FT WAYNE IN		32.3															00151432
1134		ELECTROMELT CORP E CHICAGO IND		9.68															00182761
1131		JONES & LAUGH PITTS PA	40.0		20.0														10043115
1179		LITTON SYSTEMS PASCAGOULA MS	5.00		5.00														00230510
1123		LOST TROL MARYLAND HGTS MD		.538															00245607
1230		LORENS STEEL COATESVILLE PA	3.00																00239461
1131		MERCER ALLOYS CO TRANSFER PA			.538	.538													00248282
1131		MERCER ALLOYS GREENVILLE PA			1.08	1.08		1.08											00244465
1123		NICH STD ALLOYS BENTON II MI	3.50	2.15	3.50														00129917
1134		NORTH STAR STEEL ST PAUL MN	6.00																00239909
1138		NIENS ILL PERRYSBURG OH	1.50	2.15	1.50														00168173
1103		RALSTON PURINA SAINT JO MO	1.30	1.08	1.30														00135194
1174		RALSTON PURINA OKL OKLAHOMA OK		2.15															00135151
1230		RALSTON PURINA MECHANICSBURG PA	2.00	3.23	2.00	1.08	1.08												00209597
		PARENT CUST. TOT-RALSTON PURINA	3.30	6.46	3.30	1.08	1.08												10066107
1138		REACTIVE METALS NILES OH	10.0	10.7	10.0	5.38		5.38											00135437
1230		RENNEDURG BALTIMORE MD			1.07								.538	.527					00255785
1134		REPUBLIC STEEL CORP SOUTH DE IL		13.5															00135844
1134		REPUBLIC STEEL CORP SO CHGO IL	270	245	270	48.2	19.8	8.1	10.8			10.5							10067456
1131		REPUBLIC STEEL BUFFALO NY		.538		1.61	1.61												10067464
1130		REPUBLIC STEEL CANTON OH	65.0	40.9	65.0	10.1	6.44	3.23	6.46										10067472
1138		REPUBLIC STEEL CORP CLEVE OH	75.0	29.6	50.0	12.4	4.64		4.30	3.23									10067480
1133		REPUBLIC STEEL MASSILLON OH				2.69	2.69												10067499
1138		REPUBLIC STEEL WARREN OHIO				5.38		5.38											00221619
		PARENT CUST. TOT-REPUBLIC STEEL	410	329	385	86.4	34.4	11.3	26.9	3.2		10.5							10067480
1132		REYNOLDS MET SHEFF LISTERHI AL	80.0	67.3	80.0														00135992
1173		REYNOLDS METALS MESSENA NY	70.0	23.7	50.0	13.5	5.38	5.38						2.69					10067790
		DSW 012056																	

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MA G.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SAL. FOUN- DATION YEAR	SLS CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
		PYRAUL 135															00532A	4592-135-11
1934		REYNOLDS METALS LONGVIEW WA	60.0		20.0													10067863
		PARENT CUST. TOT-REYNOLDS METALS	210	90.9	150	13.5	5.38		5.38					2.69				10067782
1134		CHERRY BURRELL CEDAR RAPIDS IA		.538		4.09		4.09										00150886
1131		SHARON STEEL FARRELL PA	6.00	6.46	6.00	2.15	2.15											10072166
1256		HOMBLE OIL REF BENICIA CA	50.0	35.0	50.0	10.2			6.46			3.77						00165379
1133		STARLIGHT TOOL & MFG JOPLIN MO		.245														00232661
1138		TELCO SERVICE CLEVELAND OH				.538			.538									00251429
1474		TEXAS INSTRUMENTS STAFFORD TX		.050														00235970
1134		TIMKEN ROLLER BEAR CANTON OH	90.0	37.7	90.0													10080193
1932		TENN VALLEY AUTHORITY CHATTANO TN	36.0		36.0													00140279
1134		U.S. STEEL CORP SOUTH CHICAGO IL	150		10.0													00210935
1134		U.S. STEEL GARY INDIANA	70.0	56.5	70.0	21.5	8.07	5.38	8.07									10085233
1131		U.S. STEEL CORP DUQUESNE PA	15.0		15.0													00090131
1131		U.S. STEEL IRVINE PENNSYLVANIA				5.38			5.38									10085260
		PARENT CUST. TOT-UNITED STATES S	235	56.5	95.0	26.9	8.1	5.4	13.5									00047724
1450		WASTE CNTRL SYSTEM HOUSTON TX		.538														00232572
1131		WHEELING PITT ST HINGO JUNT OH	100	10.8	100													10090253
1131		WHEELING STEEL STEUBENVILLE OH	25.0	59.0	25.0	17.2	1.1		16.1									00094005
		PARENT CUST. TOT-WHEELING STEEL	125	69.8	125	17.2	1.1		16.1									00047082
1134		WHITING CORP HARVEY ILL		3.77														00155594
1230		ALAN WOOD STEEL CONSUMMOKEN PA	5.00		3.20													10091284
		TOTAL PRODUCT * * * * *	2513	1548	1915	354	135	58	123	9	6	15	1	3				4592-135-11
		PYRAUL 135-A															01898A	4592-136-11
1124		ANCHOR COUPLING CO LIBERTY IL				.049							.049					00109665
1170		ARMCO STEEL ASHLAND KY				19.5			8.96			5.27			2.64	2.64		10050171
1133		ARMCO STEEL KANSAS CITY MO				21.1				4.2	4.2		10.5		10.5			10006198
1178		ARMCO STEEL KNOXLETOWN OH				54.0			12.1				21.6	18.4		2.6		10006228
1256		ARMCO STEEL HOUSTON TX				97.0			38.9	2.6	39.0	5.3	11.2					10006279
		PARENT CUST. TOT-ARMCO STEEL MID				192			60.0	6.9	40.1	5.3	43.3	18.4	13.2	5.3		10006228
1138		ASHLAND CHEM CO BELPRE OH				.527						.527	.527				.527	00110221
1432		ATLANTIC STEEL CO ATLANTA GA				1.05												10007232
1430		BETHLEHEM STEEL BETHLEHEM PA				1.05								1.05				10009588
1134		CALUMET STEEL CHIC HTS IL				27.4			5.27	2.64	2.11	2.64	4.22	5.27	5.27			10013194
		DSW 012057																

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER		POTENTIAL	LAST YEAR SALES	SUBS. CUST. FOR CURR. YEAR	SUBS. CUST. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GRD GP
	PYDRAUL 135-A																01898A	4592-136-1
1974	BREXSTER CO SHREVEPORT LOUISIA				1.79					.625	.723		.245		.196			00184551
1131	CARBORUNDUM FALCONER NY				1.58												1.58	00158100
1130	CONTINENTAL STEEL KOKOMO IND				10.5					2.64		2.64			2.64	2.64		10019338
1134	COUNTRY'S DELIGHT MILK CHICA IL				.527										.527			00264514
1133	GRAVITE CITY STEEL GR CITY IL				2.11										2.11			10035230
1133	GRAT LAKES CARBON ST LOUIS MO				3.16							1.05	1.05			1.05		10035414
1134	HARTHORNE MELODY FARMS CHIC IL				1.58											.53	1.05	00271500
1134	INLAND STL 1 COLD STRP E CH IN				29.5						29.5							10040566
1134	INLAND STEEL IND HARBOR IN				5.27					5.27								10040514
	PARENT CUST. TOT- INLAND STEEL C				34.8					5.3	29.5							10040566
1134	INIL HARVESTER CHICAGO IL				82.3				13.2	13.2	24.8	13.2	13.2	5.3				00215929
1230	BEN JOHNSON READING PA				.527							.527						00248223
1268	M & M SYSTEMS HOUSTON TX				1.05												1.05	00272098
1039	MAGNA COPPER SAN MANUEL ARIZ				2.11									2.11				00256803
1134	ARTHUR G MCKEE FAIRBURN GA				2.11					2.11								00255750
1133	CITY NEW MADRID NEW MADRID MO				10.5												10.5	00225878
1133	RALSTON PURINA SAINT JO MO				1.58										1.58			00135194
1174	RALSTON PURINA OKL OKLAHOMA OK				3.16					1.05		1.05			1.05			00135151
1230	RALSTON PURINA MECHANICSBURG PA				2.11											2.11		00209597
1230	RALSTON PURINA SHIREMANSTOWN PA				.527											.527		00168297
	PARENT CUST. TOT-RALSTON PURINA				7.38					1.05		1.05			2.64	2.11	.53	10066107
1230	RENNEBURG BALTIMORE MD				1.05					1.05								00255785
1134	REPUBLIC STEEL CORP SO CHGO IL				150				21.1	21.1	10.5	21.1	5.3	26.4	21.1	10.5	13.2	10067456
1134	REPUBLIC STEEL CANTON OH				26.9				5.3	10.5	5.3		5.3		5.3		5.3	10067472
1138	REPUBLIC STEEL CORP CLEVE OH				18.6						10.7	5.3					2.6	10067430
1138	REPUBLIC STEEL MASSILLON OH				2.64					2.64								10067499
1134	REPUBLIC STEEL WARREN OHIO				10.4						10.5			7.9				00221619
	PARENT CUST. TOT-REPUBLIC STEEL				227				26.4	34.3	37.0	26.4	10.5	34.3	26.4	10.5	21.1	10067480
1974	REYNOLDS MET SHEFF LISTERHI AL				17.4									5.27	4.22	7.91		00135992
1213	REYNOLDS METALS MESSENA NY				13.2						2.64		2.64	2.64	5.27			10067790
	PARENT CUST. TOT-REYNOLDS METALS				30.6						2.64		2.64	7.91	9.49	7.91		10067782
1134	CHERRY BURRELL CEDAR RAPIDS IA				1.52				.10	.20					1.23			00150886
1234	CHERRY BURRELL CHICAGO IL				.343						.196			.147				00256730
	PARENT CUST. TOT-ROBERTSHAW CONT				1.86				.10	.20	.20			.15	1.23			00045322
1966	SARTAIN HYDRAULICS HOUSTON TX				.294												.294	00272507
	DSW 012058																	

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M C		SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES DOLL. FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR CDD-GR.	
			HYDRAUL 135-A															01898A		4592-136-11	
1131			.SHARON STEEL FARRELL PA			8.43							2.11		2.11	2.11		2.11		10072166	
1136			.HUMBLE OIL REF DENICIA CA			23.2							5.28	5.27				6.32	6.32	00165379	
1233			.STAUFFER CHEN DOBUS FERRY NY			.196									.196					10075602	
1132			.STEWART MACHINE BIRMINGHAM AL			2.64							2.64							00257184	
1138			.TIRKEN ROLLER BEAR CANTON OH			63.5					13.5	2.6		13.2	13.2			21.1		10081193	
1233			.LUSCON DAIRY UNION NJ			.527											.527			00269352	
1134			.U S STEEL GARY INDIANA			87.0					10.5	7.9	15.8	15.8		7.9	5.3	7.9	15.8	10085233	
1131			.U S STEEL IRVINE PENNSYLVANIA			15.8					5.3	10.5								10085268	
1131			.U S STEEL CORP JOHNSTOWN PA			3.69					3.69									00152048	
			PARENT CUST. TUT-UNITED STATES S				106					19.5	18.4	15.8	15.8		7.9	5.3	7.9	15.8	00047724
1138			.WARNER & SHASEY NEW PHILADE OH			3.69												3.69		00266213	
1138			.WASTE CNTRL SYSTEM HOUSTON TX			.527									.527					00232572	
1131			.WHEELING STEEL STEUBENVILLE OH			31.6					7.91	7.91				7.91	7.91			00094005	
			TOTAL PRODUCT * * * * * LB				886					146	99	163	88	91	92	81	68	58	4592-136-11
			35 TUT MAJOR HYDRAUL 135A LB	2513	1548	1915	1240	128	58	123	154	105	179	88	94	92	81	68	58		
			MCS-358															00926A		6126-358-11	
1839			.ELETRO OPTICAL PASADENA CA		.094															00230065	
1839			.AERUJET NUCLEAR SYST AZUSA CA		.058															00225555	
1270			.THERMO ELECTRON WALTHAM MASS		.674															10079713	
1150			.U S NAVY HOFFETT FIELD CALIF		.050															10084520	
			TOTAL PRODUCT * * * * * LB		.276															6126-358-11	
			HYDRAUL 65E															01899A		6120-065-11	
1839			.WITHROW DIE CAST N HOLLYWOOD CA			3.00	3.00													00094013	
			TOTAL PRODUCT * * * * * LB			3.00	3.00													6120-065-11	
			HYDRAUL 90															01367A		6123-090-11	
1175			.INGALLS SHIPBLDG PASCAQUODUMS		2.75															00219665	
1138			.RUST ENGINEERING CO CANTON OH		1.50															00155985	
			TOTAL PRODUCT * * * * * LB		1.25															6123-090-11	
			DSW 012059																		

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NO.	SUS G REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTED FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR GFD. CP
		PYDRAUL 540-A																01772A	6127-540-1
1174		DOW CHEMICAL RUSSELLVILLE ARK		60.0		24.3	17.9	6.4											00182729
1839		DOW CHEMICAL CO AURORA COL				5.34		2.16			3.18								00183369
		PARENT CUST. TOT-DOW CHEM MIDLAN		60.0		29.6	17.9	8.5			3.2								10022908
1230		READING IND EQUIP READING PA				2.12			2.12										10066670
		TOTAL PRODUCT * * * * * LB		60.0		31.7	17.9	8.5	2.1		3.2								6127-540-1
		PYDRAUL 540B																01895A	6127-541-1
1134		ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00105665
1174		DOW CHEMICAL RUSSELLVILLE ARK	100	78.9	100	110			13.7			19.9	24.5	47.2					00182729
1839		DOW CHEMICAL CO AURORA COL	10.0	9.07	10.0	15.4		4.26					3.54	3.54		4.04			00183369
		PARENT CUST. TOT-DOW CHEM MIDLAN	110	87.9	110	126		4.3	18.7			19.9	28.0	50.7		4.0			10022908
1134		KIEKAER CORP CEDARBURG WI	10.0	1.59	10.0														00182184
1230		READING METALS READING PA				2.02										1.01		1.01	00252220
1134		A J SMITH CORPORAT MILWAUKEE WI	1.40		1.40														00138231
1174		SWINNERTON RUSSELLVILLE AR		4.77															00227161
1134		UNIONROYAL JOLIET ARS JOLIET ILL	9.00	3.18	9.00	1.06	1.05												00086703
		TOTAL PRODUCT * * * * * LB	130	97.5	130	127	1.1	4.3	18.7			19.9	28.0	50.7		5.1		1.0	6127-541-1
		SANTOSAFE 150																00734A	7900-150-1
1134		U S STEEL GARY INDIANA		1.08															10085233
		TOTAL PRODUCT * * * * * LB		1.08															7900-150-1
		SANTOSAFE 300																00731A	7900-300-1
1131		JEFFREY MANF FALLENTIMBER PA		1.00		4.84	3.23	1.61											00243051
1134		KIEKAER CORP CEDARBURG WI		5.56															00182184
1174		W R STANLER CO HILLERSBURG KY		4.30															00235369
1839		U S STEEL TORRANCE CALIFORNIA		15.1		34.5	18.3	3.3		12.9									00220965
1134		U S STEEL CORP SUMMERSET CO	10.0	16.0	10.0														00216069
1231		U S STEEL CORP DUKESNE PA		33.9															00090131
1131		U S STEEL GREENSBORO PA	45.0	41.0	45.0	25.8			9.1	16.1	.5								10085381
1131		U S STEEL MCKEESPORT PA		95.2															00143162
1839		US STEEL HORSE CANYON UTAH	7.50	6.00	7.50														00198161
		PARENT CUST. TOT-UNITED STATES S	62.5	209	62.5	60.3	18.3	3.3	9.1	29.1	.5								00047724
		TOTAL PRODUCT * * * * * LB	62.5	220	62.5	65.2	21.5	4.9	9.1	29.1	.5								7900-300-1
		DSW 012060																	

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YR	MO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. YEAR	SALES CURR. Y-10	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. G.D. GP.
		SANTOSAFE 300																00731A	7900-300-11
		40 TOT MAJOR MISCELLANEOUS LB	193	390	193	226	41.4	17.7	30.0	29.1	3.7	19.9	28.0	50.7		5.1		1.0	
		21 TOT SUB-CL SECOND GEN PYOR LB	17956	8304	10472	8450	917	695	741	843	467	666	840	741	792	569	659	520	
		TURBINOL-153																00531A	6124-000-11
1973		COLUMBIA GULF TRANS STANTON KY		23.0		21.2								6.1	42.4			27.2	00236438
1967		COLUMBIA GULF TRANS ALEXAND LA				15.1								16.9	15.1	16.9			00265144
1968		COLUMBIA GULF TRANS DELHI LA				24.2								33.9	9.7				00265152
1968		COLUMBIA GULF TRANS IVERNESS MS				35.1								33.9	6.1			4.8	00265150
1968		COLUMBIA GULF TRANS HOUSTON TX	108		20.0														00221804
		PARENT CUST. TOT-COLUMBIA GAS NY	108	23.0	20.0	95.6								6	127	11	17	32	00047406
1973		GARDNER DENVER CO QUINCY IL				.605									.605				00227730
1968		200 SERV ELEC - GAS LINCOLN NJ	1.50	1.21	1.50	1.20												1.20	10065046
1968		TEXAS EAST TRANS HOUSTON TX	100	25.2	100														00048186
1973		TEXAS EASTERN TUSCUMBIA ALA	18.0	12.7	18.0														00165505
1968		TEXAS EASTERN TRAN CANNVILLE KY	20.0	33.7	20.0	22.9	16.8								6.1				10079195
1968		TEXAS EAST TRAN OLLINGSVILLE KY	30.0	18.2	30.0														00206830
1968		TEXAS EAST TRAN LA ROSA LA	40.0	31.3	40.0	48.4							12.1			12.1		24.2	00197017
1968		TEXAS EASTERN TRAN YHLYE CA LA	35.0	46.4	35.0	12.1												12.1	00140333
1968		TEXAS EAST TRAN KOSCIUSKO MS	20.0	25.3	20.0	24.2				12.1								12.1	10079217
1968		TX EASTERN TRAN MISSI YAZOU MS	20.0	19.2	20.0	21.6	7.2	14.4											00151831
1968		TEXAS EASTERN TRAN FLORENCE PARK NJ	10.0	7.20	10.0														00225051
1968		TEXAS EASTERN TRAN ARLACH PA				29.3									29.3				00264393
1968		TEXAS EAST TRAN BECHTELSTOWN PA				10.5									10.5				10079233
1973		TEXAS EAST TRAN EAST WATERFORD P				10.3												10.3	10079241
1968		TEXAS EAST TRAN GREENSBURG PA				6.00	6.00												00155381
1968		TEXAS EAST TRAN GRANTVILLE PA				3.03	3.03												10079268
1968		TEXAS EASTERN SHERMAN S DALEPA				31.8												31.8	00155403
1968		TEXAS EASTERN TRAN SMITH LEBMON TN	10.0	12.0	10.0	12.1						12.1							00181951
1968		TEXAS EASTERN TRAN CONROE TX		7.20															00243116
1968		TEXAS EAST TRAN NEW WAVERLY TX	40.0	38.3	40.0	12.1												12.1	00233587
		PARENT CUST. TOT-TEXAS EAST TRAN	343	276	343	244	30	17		12		12	12		46	12		103	00048186
1968		TRANSEASTERN PIPE CORONA NM	20.0	32.6	20.0														00094811
1968		TEEN VALLEY AUTHORITY CHATTANO TN	300		15.0														00140279
1968		W-K-M VALVE MISSOURI CITY TX		.050															00205494
		TOTAL PRODUCT * * * * * LB	773	333	400	342	30	17		12		12	12	6	173	24	17	72	6124-000-11
		DSW 012061																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES G.	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. / MAJ. GRD. GP.
	OS 135																00522A	6780-000-11
1131	WESTINGHOUSE PITTSBURGH PA	.002	.002	.002														10089743
	TOTAL PRODUCT * * * * * LB	.003	.013	.008	.024	.001		.002	.007		.004	.002				.002	.006	6780-000-11
	SANDYAC 1																01816A	6776-001-11
1134	ASHLAND CHEM CO MAPLETON IL				4.80			1.20		1.20			2.40					10006813
1152	CANNON MUSKEGON MUSKEGON MI				3.00				1.20		.60				1.20			10013558
1176	CHRYSLER INDUSTRIES ELIZABETH NJ				2.50					2.40								00218308
1179	CRUCIBLE STEEL SYRACUSE NY				1.20				1.20									10020387
1180	UNIVERSAL CYCLOS ST TITUSV PA				1.20	1.20												00228656
1230	DRIVER-HARRIS CO HARRISON NJ	1.00		1.00	.600					.600								10023262
1131	EDWARDS HIGH VACUUM GRAND I NY																	00117412
1134	GENERAL MILLS KANKAKEE ILL				6.00	2.40		2.40							1.20			10032774
1222	HEWITT CORP COVER NJ				3.60							1.20				.60	1.80	00251976
1181	KENAMETAL WINDSOR CT		.500															10043940
1182	KENT PLASTICS EVANSVILLE IN				.600										.600			10043948
1231	MINT MIN & MFG GUIN AL				.350												.330	00272973
1230	ROBERTSON CONTROL MILFORD CT				.275	.055				.110							.110	00136239
1135	TRG INC MINERVA OH	15.0	3.00	10.0	7.20			3.00	3.00						1.20			00141267
	TOTAL PRODUCT * * * * * LB	16.0	3.60	11.0	31.2	3.66		6.60	5.51	4.20	.60	1.20	2.40	1.80	2.40	.60	2.24	6776-001-11
	SANDYAC 2																01815A	6776-002-11
	CUSTOMER ID NOT IN MASTER FILE				.120						.120							00257281
1152	ADAMS CARBIDE LIVONIA MI				.060									.060				00265816
1232	AERO CAST INC MIAMI FL				.540							.300					.240	00261504
1274	AEROSPACE SUPPLY FORT WORTH TX				.300												.300	00272043
1250	AERO SPACE SUPPLY HURST TX				.180	.180												00248711
1176	AIRCRAFT CASTING MIAMI FL				.060			.060										00251763
1179	AIRCRAFT SERVICE MIAMI FLA				.060		.060											00095818
1191	ALLEGHENY LUDLOW BRACKENRID PA				.240									.120	.120			00165409
1230	ALPHA METALS JERSEY CITY NJ				.060			.060										10002729
1270	ALUMINUM FINISHING CRUNKELL CT				.120							.060	.060					00252549
1153	AMT CORP TROY MI				.180		.180											00253409
1237	AMMONIA WIRE MAST ON HUD NY				1.50									.60			1.20	10005507
1153	ARCO PAINT & CHEM DETROIT MI				.060						.060							00257427
1230	ARCO STEEL BALTIMORE MD				.300					.300								00239429
1122	ARCO INC ARNOLD AFB STA TN				1.92				1.92									10006619
1139	ARCO CORP CITY OF INDUST CA				.600											.600		00270852
1131	ARCO CHEM-NUPEC LEECHBURGH PA				.120	.060				.060								00246417
1135	AURORA CASKET CO AURORA IN				.060									.060				00265292
1176	BATESVILLE CASKET BATESVL IN				1.20						.600						.600	00259241
	DSW 012062																	

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NO.	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. / MAR. GRD. GP.
	SANTOVAC 2																01815A	6776-002-1
1131	.BLOHTEL CORP DELTA PA				.120					.120								00256862
1132	.BLOCH AIRCRAFT BOULDER CO				.060								.060					00262145
1133	.BLOSCAST INC WILLOUGHBY OH				.120	.120												00246327
1134	.BLOD LOCK FINISH SUGAR GROVE IL				.120									.120				00264849
1135	.BLOOM CO HOLYOKE MASS		2.40															10011817
1136	.BLOOM STELLITE DIV KOKOMO IN				2.40		2.40											10081785
1137	.BLOOM LOS ANGELES CA				.420								.060		.240		.120	00263435
1138	.BLOOM OF CALIF LOS ALAMOS NM				.060					.060								10013186
	PARENT COST. TOT-UNIV OF CALIF B				.480					.060			.060		.240		.120	00047260
1139	.BLOOM CO MADISON HCTS MICH				.300												.300	00272230
1140	.CARPENTER TECHNOLOGY READING PA				15.0	2.40	2.40		2.40	3.60		3.60	3.60					00231207
1141	.CATERPILLAR TRACTO MISSVILL IL				.120												.120	00113220
1142	.CERTIFIED ALLOY LONG BEACH CA				1.80			1.20							.60			00223069
1143	.CHIN-RAY FINISHING BROOKLYN NY				.060		.060											00249297
1144	.CHURCH TACKLE HUT SPRINGS AR				.060			.060										00251127
1145	.CHURCH ENTERPRISE N CHARLESTON S C				.060				.060									10023484
1146	.CLUSTON MOULDED LEONISTON PA				.060					.060								00255246
1147	.CLUB NOVELTIES CHITHAM MA				.300									.300				00264326
1148	.DELTECH SYSTEMS, MIAMI FL				.600											.600		00269530
1149	.DELTECH SYSTEMS TAMPA FL				.600											.600		00269549
1150	.DELTECH CO ROCKY CUL				1.80	1.30		.60			.60							10022959
1151	.DELTA B DRIVER NEWARK NJ	15.0		15.0														10023254
1152	.DELMET CORP WARREN MI				.060												.060	00270650
1153	.DELMET YALE - TOWN SAGINAW MI				.360					.180							.180	10025184
1154	.EDWARDS LAB SANTA ANA CALIF				2.40				1.20						1.20			00152676
1155	.E. O. & S INC LOS ALAMOS NM				.060		.060											00244533
1156	.EMERALD TRADING CORP MIAMI FL				.060					.060								00250242
1157	.END CORP HUMER CITY PA				.180										.180			00269336
1158	.FRANKEL CO INC DETROIT MI	.060			.120					.120								00185094
1159	.GIDA & GEIGY CORP CRANSTON RI				.060				.060									10030668
1160	.GEN-CENTRAL FOUNDRY BEDFORD IN				3.60		1.20								1.20	1.20		10032792
1161	.GENL DYNAMICS SAN DIEGO CA				1.92		.600			.720						.600		10036927
1162	.GENERAL ELECTRIC WILMINGTON NC				.060							.060						00260371
1163	.GEN ELEC CONNEAUT OHIO				.060				.060									00254509
1164	.GE CO LYNCHBURG VA				.240									.240				00123022
	PARENT COST. TOT-GEN ELEC SCHENE				.360				.060			.060		.240				10031950
1165	.GENERAL MILLS KANKAKEE ILL		.600		.600								.600					10032474
1166	.GEORGETOWN UNIVERSITY WASH DC				.060							.060						00252409
1167	.GILMORE MFG PHILADELPHIA PA				.060											.060		00271721
1168	.GILMORE MFG SOMERSET PA				.060												.060	00271888
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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M G	FIS 259	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-GPD-GR.
		SANTOVAC 2															01815A		6776-002-1
1232		.PLASTIC ARTS BROOKLYN NY				.660					.660								00255343
1234		.PLASTICS RES. FT SMITH AR				.060			.060										10063655
1238		.PRERIER VACUUM PRO HASPEITH NY				.300					.300								00130527
1239		.RAY VAC PLASTICS BIG ROCK IL				.180		.060								.120			00249254
1232		.REGAL FINISH DENTON HARBOR MI				.060											.060		00176500
1239		.RENET CORP LONG BEACH CA				.600										.600			00269220
1239		.RENET CORP CITY OF IND CA				.600							.600						00260460
1239		.RENET CORP LA MIRADA CA				1.20									1.20				00264377
1239		.RENET CORP LOS ANGELES CA				.120										.120			00265500
1239		.R PUBLIC STEEL CORP CLEVEL OH				.060											.060		10067480
1278		.RYAN INDUSTRIES LOUISVILLE KY		.600															00215431
1220		.SAGMAR INDUSTRIES BLOOMFIELD CT				.240							.120			.120			00259985
1233		.SHAGNEE PLAST KUTTANA KY				.240			.120				.120						00236302
1230		.SIGNALITE NEPTUNE NJ				.060								.060					00262862
1232		.ARTHUR F SMITH POMPANO BEACH FL				.060											.060		00270626
1231		.SPRIDGE - CH BUTLER PA				.180					.060						.120		10074495
1234		.SPARTER INC SPARTA WI				.360											.180	.180	00270245
1230		.SPECIAL MET NEW HARTFORD NY	42.0		42.0	3.00				.60							2.40		10074576
1233		.SPECTRUM FINISHING BABYLON NY				.120									.060	.060	.060		00253958
1273		.SPRAGUE ELEC N ADAMS MA				.720								.060		.660			10074770
1252		.STANDARD PACKAGING CRANBURY NJ				1.20					.600				.600				10075173
1233		.STOUTHER DUNN INC PITTSBURGH PA				.060									.060				00265675
1232		.TAKENYNE ALLVAC MORRIS NC	2.00	2.40	2.00	1.80		.60			1.20								00242047
1233		.TAMERICA STUDIO OR RAPIDS MI				.120							.120						00140674
1270		.TINEX CORP MIDDLEBURY CT				.060					.060								00255300
1232		.TIP TOP PROD OMAHA NEB		.120		.180						.180							10080215
1234		.TROY SPECIALTIES E TROY MI				.120	.120												00246433
1230		.TUN INC MINERVA OH	15.0	3.00	10.0	6.00	3.00				3.00								00141267
1232		.UNION CAR - NUC OAKRIDGE TENN				4.80		1.30						1.20	1.80				10081971
1233		.PARTI - WHITIN W PALM BEACH FL				.720			.120							.600			10064376
1232		.UNITED PLASTIC BAINBRIDGE GA				.360		.120		.240									00250465
1230		.UNIVERSAL CYCLOPS BRIDGE PA				.600											.600		00271713
1233		.UPSON COMPANY LUCKPORT N Y				.240							.240						00206474
1270		.U S GOVT WATERTOWN MASS				.180								.180					00263362
1232		.U S GOVT KIRTLAND AFB NM				.060									.060				00265982
1232		.U S MARINE CHERRY POINT N C				.240		.120									.120		10084385
		PARENT CUST. TOT-U S GOVT WASHIN				.480		.120						.180	.060		.120		10084733
1232		.VACUMET INC BROOKLYN NY				.180	.060		.120										00249106
1234		.VACUUM PLATER INC MAUSTON MI				.360											.360		00271942
1270		.VARIABLE VACUUM NAC NEWTON MASS				.120					.120								00256226
1232		.VERNON SPECIAL N TARRYTON NY				.300							.300						10086562
1230		.WARNER LAMBERT PHA MORRIS P NJ				.360			.120			.120		.120					00144282
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NO.	SUB G.	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./ MAJ. GRD. GP.
		ARUCLOR 1221																003438	1040-225-11
1866		WESTERN ELECTRIC PHOENIX ARIZ		1.04															00221958
1233		BARDAHL OIL ST LOUIS MO			9.36	4.68					4.68								00111915
1220		P CARGILLE CEDAR GROVE NJ		.520															10013941
1152		FATON SOL ROMULUS-ROMULUS MI			10.4				5.20					5.20					00164979
		TOT P-T WESTERN EATON S * POUNDS			10.4				5.20					5.20					10088925
1230		E I DU PONT DE NEMO PARLIN NJ			.050	.050													10023866
1237		CISA & GEIGY CORP GRANSTON HI	1500		1500	15.0								22.0	7.0				10030668
1237		ELEC HUDSON FALLS NY		.520															10031931
1230		R M HOLLINGSHEAD CAMDEN NJ			1.04				.520							.520			10038391
5110		NORTH AMERI PAINT MANASSA NJ			.050								.050						00242276
1237		NORTON COMPANY WORCESTER MA			.050								.050						10058562
1234		PHOTOLASTIC INC MALVERN PA			.520			.520											10062892
1133		QUAKER OIL CORP ST LOUIS MO			7.80	1.56		3.12					3.12						10065574
1152		RED SEAL DIV QUAKR FERNDALE MI		1.04															00227390
		TOTAL PRODUCT * * * * * LB	1500	3.12	1500	44.3	6.3	.5	8.8		4.7		3.2	27.2	7.0	.5			1040-225-11
		ARUCLOR 1232																003458	1040-230-11
1133		BARDAHL OIL ST LOUIS MO		22.0															00211915
1270		BARDAHL LAB NORWOOD MA		10.5															00111015
1455		CITIES SERVICE OIL PETTYS ISNJ		33.0															00222631
1134		CITIES SERV OIL CICERO ILL		16.5															10016983
1230		CITIES SERV OIL CAMDEN NJ		25.3															10017017
		PARENT CUST. TOT-CITIES SERVICE		74.8															00045977
1133		FINDETT SERVICE CO SAINT CH MO		16.5		51.2			22.0		16.5	11.6	1.1						00118583
1132		QUAKER OIL CORP ST LOUIS MO		12.1															10065674
1152		RED SEAL DIV QUAKR FERNDALE MI		1.10															00227390
1170		WESTINGHOUSE BLOOMINGTON IND		.550															10089793
1131		WESTINGHOUSE AL WILMERDING PA		.050															10089115
		PARENT CUST. TOT-WESTINGHOUSE EL		.600															00047740
1866		WYNN OIL CO AZUSA CALIFORNIA		320															10092434
		TOTAL PRODUCT * * * * * LB		457		51.2			22.0		16.5	11.6	1.1						1040-230-11
		ARUCLOR 1242																003498	1040-240-11
1237		ACADEMY DIE CASTING EDISON N J		1.20															00185566
1273		ALBANY FELT CO ALBANY NY		.110															10001811
		DSW 012067																	

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- ON THIS DATE DE BOUNDS AND DOLLARS -																		
SALES REP	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 / MAJOR GRD. GP.
	ANGELOR 1242															003798		1040-240-1
1133	AMERICAN STEEL FOUND GRNT C IL		6.00															10005027
1131	BARNES & TUCKER CAMBRIA PA		.600															00224790
1220	A P CARGILLE CEDAR GROVE NJ		10.2															10013941
1178	DAYTON MALLEABLE IRON IRONTA OH		.600															10021227
1174	DON CHEMICAL RUSSELLVILLE ARK		4.20															00182729
1204	LDS ANGELES DIE LDS ANGELES CA		1.20															00127906
1221	MOBIL CHEMICAL CO EDISON NJ		14.4															10055676
1178	NATL CASH REGIS DAYTON OH	2500		2500														10055349
1133	RADIATOR SPECIAL CHARLOTTE NC	300	310	300														10065968
1131	W S STEEL HOMESTEAD PA		.110															10085349
1201	WESTINGHOUSE AT WILMERDING PA		.055															10089115
1200	WESTVACO CORP ODVINGTON VA		1.20															10089505
1204	WYNN OIL CO AZUSA CALIFORNIA		.600															10092434
	TOTAL PRODUCT * * * * * LB	2800	321	2800														1040-240-1
			3															
	ANGELOR 1248															003568		1040-260-1
1131	ALLIED CHEM MOUNDSVILLE WV		6.00															10002443
1131	AMAX SPECITY MTL ARRON NY		.600															00227852
1131	AMAX SPECITY MTL WASHINGTON WV		3.00															00209694
	PARENT CUST. TOT-AMAX SPECITY MT		3.60															00227862
1134	ASHLAND CHEM CO MAPLETON IL		1.20															10006313
1134	ATLANTIC RICHFIELD E CHIC IN		12.0															10073189
1230	BELRAY CO INC FARMINGDALE NJ		53.4															10009111
1200	BORG CROSS LAB N HOLLYWOOD CA		.600															00182657
1215	CITIES SERVICE OIL PETTYS ISNJ		36.0															00222631
1271	CORCORAN STEEL SYRACUSE NY		1.20															10020337
1273	DIAMOND CHAIN INDIANAPOLIS IND		.230															00223093
1230	DUNN-HARRIS CO HARRISON NJ		1.20															10023262
1212	E I DU PONT NIAGARA FALLS NY		7.20															10023882
1178	FIRM INDUSTRIES LOUISVILLE KY		.600															00230559
1200	GENUJET GENERAL FREDERICK MD		.110															00222816
1275	CHERETRON CORP HUNTINGTON W VA		6.00															10038359
1202	INIL HARVESTER MEMPHIS IN		.600															10041287
1200	KLEIN SEED DELINTNS SHAFTER CA		.600															00182753
1122	MOBIL CHEM CLEVELAND OH		29.3															00179957
1131	MILFITT INC EIGHTY-FOUR PENNA		2.40															00186724
1204	MORGAN EPC DIV ST PETERS MO		1.20															00153265
1230	PENNAULT CORP BELLEVILLE NJ		.340															00144215
1230	PHILADELPHIA ELEC PHIL PA		6.00															10062489
1178	PUG CIRCLEVIL OH		.055															10063191
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Q	SLS	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.
		ARMCLOR 1246																00356B	1040-260-11
1153		ARM PRODUCTS CO WAYNE MICH		1.600															00201627
1120		ARMCO INC DELAWARE OH				.110			.110										00250198
1130		HENRY E SANSON BRISTOL PA		1.80															00185337
1131		STAUFFER GALLIPOLIS FERRY WV		4.80															10075637
1220		WOODMONT PRO HUNTINGDON VAL PA				9.60						3.60			6.00				10092116
1120		MYTEL OIL CO AZUSA CALIFORNIA		26.4															10092434
		TOTAL PRODUCT * * * * *	18	145		9.71			.11			3.60			6.00				1040-260-11
		ARMCLOR BL/1254-4465/																00694A	1040-484-11
1124		LUBRIZOL SALES PAINESVILLE OH		9.10															10047277
1130		LUBRIZOL CORP WICKLIFFE OHIO		63.1															00088625
		PARENT CUST. TOT-LUBRIZOL CORP C		72.2															00044628
		TOTAL PRODUCT * * * * *	18	72.2															1040-484-11
		ARMCLOR 1254																00351B	1040-280-11
1134		WESTERN ELEC CICERO ILL		1.20															10088755
1131		BAGDOCK & WILCOX BEAVER FLS PA		1.20															10007917
1230		MURRAY CO INC FARMINGDALE NJ		44.4															10009111
1138		CARDT STELLITE DIV KOKOMO IN		1.20															10081785
1230		R P CARGILLE CEDAR GROVE NJ		41.4															10013941
1139		CERTIFIED ALLOY LONG BEACH CA		3.00															00225069
1153		CHRY-TREND HOWELL MICHIGAN		59.1															00206563
1178		CINCINNATI MILACRON CINTI OH		58.4															10016327
1230		FLOUR B DRIVER FLOHAM PK NJ		12.0															10023246
1152		FRANKEL CO INC DETROIT MI		.120															00185094
1138		CH-CENTRAL FOUNDRY DEFIANCE OH		.600															10032822
1138		B F GOODRICH AVON LAKE OH		42.8															10034132
1138		GOODYEAR ATOMIC SARGENTS OH		.060															10034507
1153		HOWMET MUSKEGON MICH		.600															10039185
1153		HOWMET WHITEHALL MI		.700															10029193
		PARENT CUST. TOT-HOWMET CORP NEW		1.38															00046469
1132		HUNCO INC MEMPHIS TN		.120															00232319
1134		INLAND STL 1 COLD STRP E CH IN		.300															10040566
1210		LASER SANDERS COR DOYLESTWN PA		.240															00184691
1134		MCGRAW EDISON SOUTH MI MI		.600															00126910
1270		M TALORITE INC WHITMAN PA		.540															00228567
		DSW 012069																	

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NO.	S/S	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.
		AROCOR 1254															003618		1040-280-11
1230		LAURO CHEM CO PORTSMOUTH VA		.600															00235520
1234		PENN BLENDING CLEVELAND OHIO		44.4															10061520
1260		PENNHALT-KERNS UNITE ORANGE CA		4.20															10044065
1233		SUMMER PLAST KUTTAWI KY		.120															00236802
1232		SPECIAL MET NEW HARTFORD NY		34.8															10074576
1222		UNION CARBIDE GREENVIL SC		.240															00141607
1204		PRATT & WHITNEY UNITE FL		1.80															00134554
1209		PRATT - WHITN W PALM BEACH FL																	10064376
		PARENT CUST. TOT-UNIT AIRCRAFT CO		1.80															00152005
1240		BYRON OIL CO AZUSA CALIFORNIA				24.0			24.0										10092434
		TOTAL PRODUCT * * * * * LB		394		24.0			24.0										1040-280-11
		AROCOR 1260															003698		1040-290-11
1230		K P CARGILLE CEDAR GROVE NJ		.060															10013941
		TOTAL PRODUCT * * * * * LB		.060															1040-290-11
		AROCOR DIST 1262															003738		1040-300-11
1232		SOUTHERN DYESTUFF SODYCOO NC				1.80									1.80				10074037
		TOTAL PRODUCT * * * * * LB				1.80									1.80				1040-300-11
		AROCOR DIST 5460															003850		1040-480-11
1233		DELRAY CO INC FARMINGDALE NJ		.300															10009111
1266		CENT SOL SANTA FE SPR-CA																	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS																	10015111
1225		KNO SOLV KANSAS CTY-KNS CTYMO				20.0						20.0							10053544
		PARENT CUST. TOT-CENTRAL SOL CHI				20.0						20.0							10015138
1232		CHAPMAN CHEMICAL CO MEMPHIS TN				3.00		3.00											10015391
1273		COMMERCIAL STL FOREST HILLE MA				.500		.500											00088927
1234		GEN ELEC MINNEAPOLIS MN		.050															00119881
1238		NORTH ELECTRIC GALLON OH				.600						.600							10058155
1230		POLYMER CORP BALTIMORE MD				.200		.200											10063957
1234		REPUBLIC PRO FILS MEDIA OHIO		.100															00164240
		DSW 012070																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES G	SIS #	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 / MAJOR CDS CP
		ARUCLOR DIST 5460															00385C		1040-480-11
1230		TITANINE INC UNION NJ		.100															10083231
1400		WYNN OIL CO AZUSA CALIFORNIA	300	24.0	300	25.4			25.4										10092434
		TOTAL PRODUCT * * * * *	LB 300	24.6	300	49.7		3.5	25.6			20.6							1040-480-11
		ARUCLOR 6037															01824A		1044-037-11
1932		RADIATUR SPECIAL CHARLOTTE NC	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	10065968
		TOTAL PRODUCT * * * * *	LB 300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	1044-037-11
		FRA 1129															02201A		6134-129-11
1133		FINDETT SERVICE CO SAINT CH MO				61.6					12.0	12.6			13.8		12.6	12.6	00118583
1153		GEN TIRE - RUB TOLEDO OH				12.0							13.7	1.1					10093187
		TOTAL PRODUCT * * * * *	LB			76.2					12.0	12.6	13.7	1.1	13.8		12.6	12.6	6134-129-11
		MCS 327															01264A		6126-327-11
1138		GM-CHEVROLET MUNCIE IN				3.74			1.87						1.87				10032784
1153		GM-BUICK FLINT MI	10.0		10.0														10032555
1131		GM-CHEVROLET BUFFALO NY		18.7															10032949
1131		GM-CHEVROLET TONAWANDA NY	50.0	18.7	50.0	58.0	9.36	9.36	9.36			9.36			9.36	9.36		1.07	10032733
		PARENT CUST. TOT-GENERAL MOTORS	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4			11.2	9.4		1.9	00157279
		TOTAL PRODUCT * * * * *	LB 60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4			11.2	9.4		1.9	6126-327-11
		MCS-874															01428A		1040-262-11
1133		FINDETT SERVICE CO SAINT CH MO	50.0	37.8	50.0	12.6	12.6												00118583
		TOTAL PRODUCT * * * * *	LB 50.0	37.8	50.0	12.6	12.6												1040-262-11
		MCS 997															00391B		3856-000-11
1250		CHRYSLER CORP NEW ORELANS LA		.830															10016762
		TOTAL PRODUCT * * * * *	LB	.830															3856-000-11
		DSW 012071																	

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Q	S	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 / MAJOR GRD. GP.
		16 DIELECTRICS DR.C.PATON																	
		ARCCOR DIST-1248															00366C		1040-260-16
1170		CHAMPION PAPERS HAMILTON OH				29.4			29.4										10015308
1237		ELECTRON IC CO BRIDGEPORT CT				.600												.600	10025796
1432		GEN ELEC ROME GA				95.7			95.7										10031281
1237		ION CORP Poughkeepsie NY		.220															10041112
1237		PHILADELPHIA ELEC PHIL PA		2.40															10062409
1237		WILMONT PRO HUMINGTON VAL PA				6.00			6.00										10092116
1868		LYNN OIL CO AZUSA CALIFORNIA																	10092434
		TOTAL PRODUCT * * * * * LB		2.62		132			131									1	1040-260-16
																		.1	
		ARCCOR 1260																00369C	1040-290-16
1432		AVIATION FLUIDS OVERLAND MO		.180															10007631
1432		GEN ELEC ROME GA		1226															10031281
1237		GEN ELEC PITTSFIELD MA	800	710	800	826		106		95	103	105		208	1	104	104		10031761
1237		GENERAL ELEC GUILDERLAN CTR NY		1.80															00215783
		PARENT CUST. TOT-GEN ELEC SCHENE	800	1934	800	826		106		95	103	105		208	1	104	104		10031850
		TOTAL PRODUCT * * * * * LB	800	1934	800	826		106		95	103	105		208	1	104	104		1040-290-16
		D-502505-S1																00349E	1040-241-16
1932		GEN ELEC ROME GA	2000		2000														10031281
		TOTAL PRODUCT * * * * * LB	2000		2000														1040-241-16
		D-502508-S-1																01996A	1040-281-16
1230		ALCO MACHY & SUPPLY NYC NY				.120													00264008
1932		GEN ELEC ROME GA				1416					193	196	99		193	110	314	311	10031281
		TOTAL PRODUCT * * * * * LB				1416					193	196	99		193	110	314	311	1040-281-16
		INTEREN 54201 CE CAPACITOR																02206A	1050-219-16
1179		WESTINGHOUSE BLOOMINGTON IND				98.0								98.0					10089786
		TOTAL PRODUCT * * * * * LB				98.0								98.0					1050-219-16
		DSW 012072																	

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M. C.	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 / MAJ. GRD. GP.	
	INERTEEN 70-30															00350A	1050-210-16		
1234	AKRON CONTROLLER AKRON OHIO				6.74						6.74							00259462 00107956	
1235	ALLIED CHEM LOS ANGELES CA		.120															00226084 00226580	
1236	ALLIS-CHALMERS DES MOINES IA		3.37															00248045 00164119	
1237	ALLIS CHALMERS BALTIMORE MD		10.8															10002604	
1238	ALLIS-CHALMERS CARLSBAD NM				1.35	1.35												00248045 00164119	
1239	ALLIS-CHALMERS LOS ALAMOS NM				1.08	1.08												10002604	
1240	ALLIS CHALMERS PITTS PA		1310	1700	497					192		103		97	201	97		00045055	
	PARENT CUST. TOT-ALLIS CHALMERS		1324	1700	499	2				192		103		97	201	97		00045055	
1241	AMERICAN CYANAMID SAVANNAH GA				.674				.674									00150398 00265693	
1242	AMERICAN TOBACCO REIDSVILLE NC				6.07									6.07				00236810 10005465	
1243	AMERICAN ZINC EAST ST LOUIS IL		.674															10006198 00163008	
1244	AMCAL CHEM SEAT PLEASANT MD		4.72																
1245	AMCO STEEL KANSAS CITY MO				.674								.674						
1246	CITY OF AUSTIN AUSTIN TX		4.72																
1247	AUTOMATIC REFUSE ST CLAIR PI				.430	.130									.300			00248495 00235350	
1248	BILLOWS ELEC PHILADELPHIA PA		.180															10011825 00252603	
1249	BROWN CO KALAMAZOO MICH		2.02							1.03								10012247 00259439	
1250	BUCK MFG CO GARDEN GROVE CA				1.03														
1251	BURNS CO PHILADELPHIA PA		2.02																
1252	BUCELL DIV ENVIRTECH LEBAN PA				80.2							27.0			27.0	26.3		00241156 00094358	
1253	BUFFALO ELEC SUGARLAND TX		1.80															00215252 00259500	
1254	BURLINGTON TEST BURLINGTON NJ				15.5		2.0				13.5							10014123 10014530	
1255	CALIF WHSL ELEC LOS ANGELES CA				.120										.120			00205425 00227331	
1256	CARDWELL MACHINE CO RICHMOND VA				.300						.300							00263428 10016479	
1257	CAROLINA TRANS FAYETTEVILLE NC				1.35										1.35			00183547 00272027	
1258	CATERPILLAR TRACT E PEORIA IL		5.39														2.70	00261800 00270458	
1259	C & D HARCIS CA				.674										.674			00240302 00245704	
1260	CENTRAL ILL LIGHT CO PEORIA IL		1.35															10019680 00228044	
1261	CHAMPION PNEUMATIC PRINCETN IL				5.39						5.39							00242497 00249785	
1262	CHICAGO ELEC CO CHICAGO IL		.360															10023564 00260029	
1263	CHICAGO BRIDGE & TR MEMPHIS TN		2.02															00117560	
1264	CHICAGO TRANS AUTH CICERO IL				2.70														
1265	CITY OF CINCINNATI CINN OHIO				.674								.674						
1266	COLORADO-UTE ELEC NUCLA CO				.360											.360			
1267	COLUMBIA TOOL STEEL CHGO HT IL		2.70																
1268	ST FO CORN MORNICH HOSP NOR CT		.240																
1269	COPOLYMER RBR - CH BAYON ROUGE				2.02						2.02								
1270	CRANFORD ELEC CENTERLINE MI		1.35																
1271	CUNTEL CONST JACKSON TN		1.35																
1272	DETROIT OLSON CO BELLE RIV MI				2.70										2.70				
1273	E I DUPONT WILMINGTON DE				.060							.060							
1274	EASTERN AERO INC MILLVILLE NJ				1.35							1.35							
1275	ELECTRICAL ENGINEE DES MOIN IA				.720									.360			.360		
DSW 012073																			

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Q. S. S. ELEC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES Q. Q. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. Q. Q. GP.
	INERTEN 70-30															00360A		1050-210-16
1031	ELECTRIC HOSE & REP BETHEL PA				1.35							1.35						00259535
1131	ELECTRIC MFG. REPAIR BETHEL P. P				5.08						2.02	3.06						00254138
1054	ENERGY SYSTEMS PALO ALTO CA		8.76		7.41			7.41										10025253
1273	ENGLISH ELECTRIC MANHATTAN NY				6.74							6.74						00252336
1074	ESCO MFG GREENVILLE TX	100	27.0	100	29.7								29.7					10026036
1237	ESPLY MFG. ELEC. SARATOGA NY		80.9		1.9			27.6						48.5	32.4	40.4		00156052
1133	FACAN AND CO LITTLE ROCK AR				4.04				4.40					.36				00251577
1050	FEDERAL PACIFIC EL MILPITAS CA	100	105	100	235					10.8		49.5		75.3	49.7	50.0		00153389
1004	FEDERAL PACIFIC EL SN DIEGO CA		1.35		4.04				2.70			1.35						00234583
1053	FED PAC ELEC ST CLAIR MI				3.06			3.06										00250171
1237	FED PAC ELEC LONG ISLAND NY		.180															00165698
	PARENT CUST. TOT-FED PAC ELEC NE	100	107	100	242			3.1	2.7	10.8		50.8		75.3	49.7	50.0		10027527
1178	FIRESTONE TEX BOWLING GREEN KY		.180															00187070
1050	FIRESTONE W LAKE CHARLES LA				1.35							1.35						10028248
	PARENT CUST. TOT-FIRESTONE TIRE		.180		1.35							1.35						10028116
1033	FORD MOTOR NASHVILLE TN				.674				.674									10029023
1237	GM-NEW DEPARTURE BRISTOL CT		1.30															00243310
1066	GEN ELEC DENVER CO				6.07											6.07		10032148
1124	GEN ELEC SER GETTENDORF IA											.674		.674				00178650
1030	GEN ELEC SPRINGFIELD OR				4.04									4.04				00269883
1032	J E SER SHOP CHARBLEE GA				1.35							1.35						10031222
	PARENT CUST. TOT-GEN ELEC SCHEME				11.5							2.02		3.37	6.07			10031850
1074	GIFFORD HILL MIDLOTHIAN TX				.674						.674							00253146
1033	GRAND RIVER DAM AUTH PRYOR OK				.360											.360		00271497
1133	GRANITE CITY STEEL GR CITY IL		.120		.674			.674										10035236
1104	GRAYCAR ELECTRIC MOSSVILLE IL				.674										.674			00269565
1133	GREAT LAKES CARBON ST LOUIS MO				.180											.180		10035414
1134	G - W ELEC SPEC BLUE ISL IL				.360							.360						10030293
1032	HEVI-DUTY ELEC GOLDSBORO NC	150	152	150	170	13.5	6.7	14.8	21.6	14.8	6.7	31.0	27.0	27.0		3.4	3.4	00037953
1178	J L MOORES ELE CO COLUMBUS OH		.674															00183555
1178	INDIANA & MICHIGAN LAWRENCE IN				.360									.360				00125295
1134	INIL HARVESTER CHICAGO IL				.720									.720				00215929
1237	INIL PAPER RILEYS ME		2.02															10041465
1237	IYE CIRCUIT BREAKER PHIL PA		407		2189	97	295	288	202	92	203	99	297	312		104	200	10042054
1237	IYE IMPERIAL PLEASANTVILLE NJ		2.70															00241369
	PARENT CUST. TOT-IYE CIRCUIT BRE		409		2189	97	295	288	202	92	203	99	297	312		104	200	10042054
1032	JA JONES CONST NGR CROSS GA				4.04	4.04												00248460
	DSW 012074																	

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Q	Q	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES Q-QA FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR CDD-GR.
		INTERTEEN 70-30															00350A		1050-210-16
1176		SLI LILLY INDIANAPOLIS IN				.360							.360						10046319
1176		JOHN'S & LAUGHLIN STEEL CLEV OH				1.35							1.35						00237356
1178		LOUISVILLE G - E LOUISVILLE KY		.720															10047080
1220		LIKENS STEEL COATESVILLE PA				.674								.674					00229461
1220		LOUIS CO BLOOMFIELD NJ				.720		.720											00249491
1174		BLAIR ELEC SUP HOT SPRINGS AR		1.32															10047692
1183		MALLINCKRODT CHEM ST LOUIS MO				.240				.240									10046311
1183		MILLS & LUTON SUP CHATTANO TN				.060						.060							00130192
1183		MOLONEY ELECTRIC ST LOUIS MO	200	34.4	200	112				36.0	16.9	38.1	21.6						10054931
1183		MOLONEY ELECTRIC QUANTICO VA				.360							.360						00260940
		PARENT CUST. TOT-MOLONEY ELECTRI	200	34.4	200	112				36.0	16.9	38.1	21.9						10054931
1183		MONTICABELLA POWER RIVERSVILLE NY				1.35								1.35					00262765
1183		MOLONEY ELECTRIC PERKELLVIE MO				1.35							1.35						00260932
1237		MOORE HANDLEY MONTICABERY AL				.720						.720							00254282
1238		MOORE-HANDLEY HARD SHEPPIEL AL				.480		.480											00130788
		PARENT CUST. TOT-MOORE HANDLEY B				1.20		.480				.720							00046329
1238		PORT OF NEW YORK AUT NYC NY				2.70							1.35		1.35				00048089
1131		NIAGARA TRANSFORM BUFFALO NY	350	392	350	393		48.7		49.4	49.4		99.2		49.3		97.0		10057744
1237		N H L TRANSFORMERS TRENTON NJ				7.41						2.70		4.72					00259721
1274		OKLAHOMA GAS OKLAHOMA CITY OK				3.37												3.37	00170186
1232		OLINGCORP CHARLESTON TN				.180										.180			00241539
1268		PACIFIC TRANS REDWOOD CITY CA	50.0	49.7	50.0														10038049
1237		PECK CENTRAL PAOLI PA				13.5									6.74		6.74		00156663
1134		PICKANDS KATHER KELLY LAKE MN		.360															00227382
1168		PIR PROTER BELMONT CA	100	78.9	100	60.7		2.7		21.6		4.7	6.1		10.8	2.7	6.1	6.1	10064155
1274		PUL SERV OF OKLAHOMA TULSA OK		1.35															00242284
1237		RESEARCH COTTLR BOUND BROOK NJ		295		346				61	61	59	30	28		108			10067537
1124		REX CHATBELT MILWAUKEE WI				.180								.180					10067650
1268		REYNOLDS METALS GREGORY TX				.674											.674		00270363
1122		RHYALITE COMPANY FLINT MICH				.674		.674											00217204
1237		SANDMAN ELEC BOSTON MA				.240								.240					10070708
1237		SCOTT PAP CO WINSLOW ME		.674															10071542
1268		SIERRA TRANSFORM CERRITOS CA				91.0					23.6		13.5	27.0		27.0			00230669
1124		S-N SUPPLY BLACK RIV FALLS WI				.674											.674		00271802
1237		SPAULDING FIBRE CO NORTH RD NH		.360		.854					.120		.734						00130649
1237		SPAULDING FIBRE TOMKANDA NY		.060															10074533
		PARENT CUST. TOT-SPAULDING FIBRE		.420		.354					.120		.734						10074533
1232		SPRINGS HILLS INC LANCASTER SC		1.35															00222992
		DSW 012075																	

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Q	SIS 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 ID. / MAFR. GRD. GP.
		INERTEEN 70-30															00350A		1050-210-16
1178		WESTINGHOUSE INDIANAPOLIS IND				4.04								2.02	2.02				10089468
1134		WESTINGHOUSE YAKTOWN IND				.360												.360	00272612
1048		WESTINGHOUSE SHREVEPORT LA				6.74											6.74		00270792
1237		WESTINGHOUSE BOSTO CAMBRIDG MA				1.15					.180		.180				.794		00145149
1237		WESTINGHOUSE SPARKNS POINT MD		4.72															00210412
1207		WESTINGHOUSE TONSON MD				4.04					4.04								00249963
1105		WESTINGHOUSE ELEC MUSKEGON MI				.120												.120	00271989
1104		WESTINGHOUSE INTL FALLS MN		1.35															00227692
1109		WESTINGHOUSE COLUMBIA MO		.240															00226696
1109		WESTINGHOUSE KANSAS CITY MO				1.35							1.35						10089303
1103		WESTINGHOUSE ST LOUIS MO		7.41															10089735
1002		WESTINGHOUSE ELEC NEW BURN NC				.674												.674	00197181
1002		WESTINGHOUSE WILMINGTON N C				1.35			.674				.674						10089794
1237		WESTINGHOUSE HANGOVER NH		.240															00185000
1237		WESTINGHOUSE HILLSIDE NJ				1.35												1.35	10089417
1117		WESTINGHOUSE DAYTON OHIO				.720								.720					00261122
1237		WESTINGHOUSE PHILADELPHIA PA		28.3		39.7	6.07				8.76	2.70	8.09		2.70	2.02	2.70	2.70	10057727
1081		WESTINGHOUSE SHARON PENN	200	75.8	200	13.5			5.39						8.09				10089751
1002		WESTINGHOUSE GAFFNEY SC				2.02								2.02					00261947
1074		WESTINGHOUSE AMARILLO TX				1.44									1.44				00264202
1237		WESTINGHOUSE ALEXANDRIA VA		3.37															10089344
1237		WESTINGHOUSE ELEC SOUTH BD VA				39.1						39.1							00145335
1006		WESTINGHOUSE ELE SEATTLE WASH		7.41															00206930
		PARENT CUST. TOT-WESTINGHOUSE EL	200	136	200	152	6.1		9.4		13.0	41.3	11.0	17.4	20.3	10.8	10.2	11.9	00047740
1033		MEYERHAUSER KALAMATH FALLS OR				1.35									1.35				00265055
1033		WHITTAKER ELECT MUSKEGON MICH				.720				.720									00196703
1133		WING ELEC MENTOR OH		4.04															00232238
1133		YOUNGSTOWN ELEC YOUNGSTOWN OH				.674						.674							00146625
		TOTAL PRODUCT * * * * * LB	1750	3771	3450	5432	226	406	464	442	524	385	621	435	658	620	369	233	1050-210-16
		INERTEEN 75-25 CAPACITOR															00353A		1060-100-15
1134		MCGRAW EDISON SOUTH MI WI		.600															00128910
		TOTAL PRODUCT * * * * * LB		.600															1060-100-16
		INERTEEN 54201 A9															01666A		1060-200-16
1178		WESTINGHOUSE BLOOMINGTON IND				2.40						2.40							10089786
		TOTAL PRODUCT * * * * * LB				2.40						2.40							1060-200-16
		DSW 012077																	

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

[illegible]

DSW 012078

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~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

[illegible]

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Y G	S.S. REP	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. / MAJ. PROD. GR.
		INERTEN 54201 CM															003548		1050-216-16
1237		WESTINGHOUSE ELEC ALLENTOWN PA		1.20															00237949
1237		WESTINGHOUSE ELEC BRADDOCK PA		26.4		1.80	1.80												00237191
1838		WESTINGHOUSE ELRAMA PA		.800															00220736
1128		WESTINGHOUSE GLASSPORT PENN		12.0		12.6					1.20	4.20			7.20				10029808
1237		WESTINGHOUSE PHILADELPHIA PA		.275															10039727
1136		WESTINGHOUSE SPRINGFIELD PA		1.90															00193851
1131		WESTINGHOUSE SHARON PENN		2169	1500	1200			90	178	90		96	90	191	184	281		10009751
1938		WESTINGHOUSE KINGSFORD TN				.600							.600						00261831
1912		WESTINGHOUSE ELEC PASCOG TN				.330											.330		00271519
1974		WESTINGHOUSE ELEC FT WORTH TX				1.20						1.20							00165131
1964		WESTINGHOUSE PITTS HOUSTON TX		8.40															00145262
1964		WESTINGHOUSE LAREDO TX		.495															00237345
1237		WESTINGHOUSE ELEC CUANTICO VA		2.40															00243094
1237		WESTINGHOUSE EL RICHMOND VA		.360															00179027
1237		WESTINGHOUSE ELEC SOUTH RD VA	2800	3459	2800	4022		179	366	195	550	455	352	370	195	477	294	583	00145335
1124		WESTINGHOUSE MILWAUKEE WI				1.65						.55	1.10						10084948
1121		WESTINGHOUSE FAIRMONT WY		.605		2.40											2.40		10089913
1139		WESTINGHOUSE TRIADPHIA W VA				1.20	1.20												00247669
		PARENT CUST. TOT-WESTINGHOUSE EL	2800	5878	4300	5477	4	180	456	386	643	471	499	462	449	670	589	667	00047740
		TOTAL PRODUCT * * * * * L8	2800	5850	4300	5477	4	180	456	386	643	471	499	462	449	670	589	667	1050-216-16
		PYRANOL 1492															00770A		1050-135-16
1237		GEN ELEC HUDSON FALLS NY		.250		.248						.034		.214					10031931
		TOTAL PRODUCT * * * * * L9		.250		.248						.034		.214					1050-135-16
		INERTEN PPC															00367A		1050-200-16
		CUSTOMER ID NOT IN MASTER FILE		20.9		2.02		2.02											00176621
1237		ACHE ELECTRIC CUBA NEW YORK		13.5		60.0					27.0		23.6		9.4				09164659
1838		APR PRODUCTS & CHEM CTY IND CA		24.8															10001307
1134		AMERICAN MOTORS KENOSHA WI		.674															10004594
1932		ANDERSON ELECTRIC LEEDS AL		4.04															10005655
1237		ATLANTIC CTY ELEC ATLANTIC NJ		1.35															00163392
1237		BALTIMORE G - ELEC BALTIMORE M		17.2		2.04		.780							.780	.480			10000166
1133		BENDIX CORP KIN CITY MO		.130															10005219
1138		BENTLEIGH STEEL JOHNSTOWN PA		1.35															00232335
1964		CHISE SOUTHERN CO DORCHESTER LA		4.40															00233642
1237		EDISON EDISON DORCHESTER MA		10.5		10.2		5.10								3.60		1.50	00112011
1964		J J GOUDEAUX HARVEY LA		5.04															00229210
		DSW 012080																	

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G. S. S. 1957	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.	CUSTOMER ID / MAR-GRD GP.	
	INERTEEN PPO															00357A		1050-200-16	
1237	BROWN - ROOT DIERKS AR		2.02		1.35		1.35											00242543	
1237	BURMAN ELECTRICAL UNION NJ		.130															10012163	
1237	CANDEN WIRE CANDEN NY		.674															00236659	
1232	CANDEN S BARK CHARLESTON S C		1.35															00187143	
1232	CAROLINA TRANS FAYETTEVILLE NC		5.44															10014123	
1232	CENTRAL POWER CORP CHRISTI TX				2.40				1.20						1.20			00254460	
1232	CENTRAL ILLINOIS COFFEE IL				2.02											2.02		00270393	
1237	CORAMASAL NEH LEONARD NY		.130															10015200	
1232	CAB CHANCE WASHINGTON MO				.120										.120			00266280	
1234	CHICAGO EXTRD HTLS CIGERO IL				.674			.674										00251453	
1232	CLEVELAND ELE BIRMINGHAM ALA		.360															00220329	
1237	CONSULATED EUSHM ASTORIA NY				6.74	6.74												00152439	
1237	CONTINENTAL WIRE CABLE YORK P		.674															00223662	
1233	CORTKAY MFG CO WASHINGTON MO	40.0		40.0														10010923	
1237	CROUSE HINDS SYRACUSE NY		1.44															00115460	
1232	CROWN ZELL ST FRANCISVILLE LA		.260															00221074	
1232	CROWN ZELLERBACH WEST LINN OR		.674															10020344	
	PARENT CUST. TOT-CROWN ZELLERBACH		.934															00046221	
1232	DIAMOND SHAMROCK SHEFFIELD ALA		2.70		2.70											2.70		10022134	
1234	DANZER ELEC MACH MT VERNON IL		2.02		4.04			.67			.67		2.70					10023041	
1237	DUPONT WILMINGTON DE		.130															10023564	
1232	EASTMAN KINGSPORT TENN		12.1															10078547	
1232	ECONOMY ELEC YOUNGSTOWN OH		.720															10025249	
1232	ELECTR CHEMICAL VAN HORN TX		.720															00163457	
1232	ELEC SUPP DIST CO SAN DIEGO CA		.674															00117552	
1237	ELECTRIC APPA PHIL PA		8.76															10025702	
1237	ENGLISH ELECTRIC CAMBRIDGE MA				4.72			4.72										00251380	
1237	ENGLISH ELECTRIC QUINCY MA		4.72															00246166	
	PARENT CUST. TOT-ENGLISH ELECTRI		4.72		4.72			4.72										00180475	
1232	FED PAC ELEC SANTA CLARA CA	30.0		30.0														10027519	
1232	FORTE MINERAL KNOXVILLE TN		.195															00224502	
1232	GAINES ELEC CO LONGBEACH CA		.674															00237647	
1233	GENL CABLE ST LOUIS MO				4.72		.67			2.70				1.35				10036846	
1237	GEN ELEC DEWITT NY		.063															00237368	
1232	GULF STATES BATON ROUGE LA				1.35				1.35									00254657	
1232	HARVEY ALUMINUM LEWISPORT KY		2.02															10037034	
1232	HART-DUTY ELEC GOLDSBORO NC		13.5															00087963	
1234	HIGH VOLT MAINTNCE NEWPORT IN		4.32															00182044	
1232	HIG-VOLTAGE SYSTEMS TOLEDO OH				.360	.360												00248576	
1232	HUGHES TOOL CO HOUSTON TX				.674				.674									00124982	

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SALES CUST. NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. / MAJOR CRO. GP.
	INTERTEEN PPO																00367A	1050-200-16
1153	INDON CEMENT ALPENA MI		.674		.674												.674	00125059
1170	INDIANA KENTUCKY EL MADISON IN		2.70		2.70									2.70				00227259
1174	INTER STATE ELE FORT SMITH AR				6.74	4.72					2.02							10041856
1137	INTL-CURLINGTON CURLINGTON IA				.060	.360												00228516
1134	ITE IMPERIAL SPARTANBURG SC		.360															00255555
1237	ITE CIRCUIT BREAKER PHIL PA		1903	2000														10042054
1153	ITE IMPERIAL SCHOOLCRAFT MI		.674															00185970
1237	ITE IMPERIAL SPARKS PT MD		2.38															00222232
	PARENT CUST. TOT-ITE CIRCUIT BRE		1912	2000														10042054
1134	ITT-HAPER MORTON GROVE IL				.674										.674			00265713
1170	JACKSONVILLE ELEC JACKSONVI FL		1.35															00223727
1153	LOUISIANA ELEC BATON ROUGE LA		1.75															00220141
1237	MAGNA TRAN INC KEARNEY NJ				2.70					2.70								10048060
1160	MAGNA MINING CO ALAMEDA CA		2.70															00230081
1153	MCDONNELL DOUGLAS LONG BE CA		4.72															10049547
1153	MILL ELECT COIL FERNDALE MICH		5.76		3.37						3.37							00182788
1134	METALFAB INC BEAVERDAM WISC				.120						.120							00256110
1134	MILLS & LUPTON MUSCLE SHOAL AL				.674												.674	00272531
1134	MILLS & LUPTON SUP CHATTANO TN				.674		.674											00130192
	PARENT CUST. TOT-MILLS & LUPTON				1.35		.674										.674	00130192
1134	MINI MIN CHEMOLITE SIDING MN		.360															10052971
1134	MOLONEY ELECTRIC ST LOUIS MO				.120						.120							10054931
1175	MORE-HANDLEY IRON MOBILE AL		1.03															10055229
1237	PAUL MURRON CO NEW CASTLE DEL		.674															00262899
1134	MURRAY ENGINEERING GREENVLE AL		.674															00184624
1153	MURPHY CORP HAITHURNE CA		2.70		2.70								2.70					10058376
1174	OKLAHOMA GAS OKLAHOMA CITY OK		15.5															00170166
1134	PACIFIC CAR & EQUIP RENTON WA		.674															00177385
1237	PENN CENTRAL TRNS NEW HAVEN CT		.674															00232378
1237	PENN CENTRAL WILMINGTON DELA		40.4		6.74			6.74										00177970
1237	PENN CENT & AFFILIATED ENOLA PA				1.35	1.35												00220647
1237	PENN CENTRAL PAOLI PA		51.9		35.7		13.5		13.5				2.0	6.7				00156663
	PARENT CUST. TOT-PENNSYLVANIA RR		93.0		43.8	1.3	13.5	6.7	13.5				2.0	6.7				10061504
1252	PHILIPS PROD CORR PHILADELPH PA				3.37				3.37									00253774
1252	PHILIPS PROD NORFOLK VA				12.8				12.8									00253782
1153	PUBLIC SER OF COLORADO DENVR CO		2.70															00218278
1153	R A REED ELECTROS ANGELUS CA		.674															00229105
1237	RESEARCH COTRL BOUND BROOK NJ	100	170	100														10067537
	DSW 012082																	

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Q	SUB REF	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 / MAJ. GRD.-GP.
		INCRETEEN PPD															00357A		1050-200-10
1974		REYNOLDS METALS GUN SPGS AR		1.35															10067855
1237		ROGERS CORP. ROGERS CT		.130															10066619
1237		S & M ELEC PHILADELPHIA PA		.074															00232564
1240		SHELLER-GLOBE NORFOLK VA			.120							.120							00253057
1000		SIERRA TRANSFORMER CERRITOS CA	60.0	107	60.0	29.7		13.5		13.5	2.7								00230669
1027		S.M. ELECTRIC CO. INC. HAMZAY NJ		.674		.674	.674												00211109
1134		SMITH OIL CORP ROCKFORD IL		.195															10073669
1000		STANFORD LINEAR MENLO PK CA		4.04															10075327
1134		SUNSTRAND AVIATION ROCKFORD IL			.180									.180					10076919
1022		TENNESSEE ARM EL KNOXVILLE TEN		3.37															00223131
1170		TRANE COMPANY LEXINGTON KY		.360															00103415
1103		TRANSFER SERVICE CO DETROIT MI		.720															00240761
1153		TRANSFORMER SERV DETROIT MI		2.16		2.70					2.70								10080851
1153		TRANSFORMER SERV LIVONIA MI		.720															00225320
1153		TRANSFORMER SERV MONROE MI				2.16							2.16						00196894
		PARENT CUST. TOT-TRANSFORMER SER		2.88		4.86					2.70		2.16						10080951
1100		TRANSFORMER SERV OHIO AKRON OH				7.88							1.44					6.44	00261815
1270		TYSON BEARING CO GLASGOW KY		.390															00228443
1131		UNION CARB INSTITUT WV		1.35															00141771
1131		U S OPTICRAFT MFG SCOTSDALE PA	50.0		50.0														10085713
1932		U S ARMY FOREST PARK GEORGIA		3.90															10084310
1932		VA HOSPITAL MONTGOMERY AL		.360															00225495
1000		U S GOVT OAKLAND CALIF				4.50		4.50											10034024
1000		U S DEPT INTERIOR PALISADES				2.19			.12			.72	1.35						00250929
1131		U S GOVT-FAA-KANSAS CITY MO		6.50															00093688
1000		U S NAVY OAKLAND CALIF		1.95															10084280
1000		U S NAVY SUPPLY OAHU HAWAII				.360								.360					00205133
1022		U S DEPT NAVY PORTSMOUTH VA				2.02							2.02						10064350
		PARENT CUST. TOT-U S GOVT WASHIN		12.7		9.07		4.50	.12			.72	3.37	.36					10084733
1000		US SMELT & REF & MIN FIERRO NM		.674															00168092
1000		US STEEL CHEMICAL BAYTOWN TX		.360															00218049
1131		U S STEEL CORPORATION GARY IN		2.70															00167003
		PARENT CUST. TOT-UNITED STATES S		3.06															00047724
1228		VIRGINIA ELE-POW RICHMOND VA		1.44															00148224
1000		WACO CONTROL LOS ANGELES CA		.674															00243556
1000		WESTINGHOUSE ELEC COMPTON CA		7.41		.674		.674											00145076
1000		WESTINGHOUSE EMERYVILLE CALIF		4.72		1.35				1.35									10089921
1000		WESTINGHOUSE ELEC DENVER COLO		1.35															00159271
		DSW 012083																	

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M	S.S	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.
		INERTEEN PPO																00367A	1050-200-16
1178		WESTINGHOUSE PITTS-BALDWIN FL		1.35															00145203
1122		WESTINGHOUSE H. ATL ATLANTA GA		.720		.720	.720												00145157
1178		WESTINGHOUSE INDIANAPOLIS INO		1.35															10069468
1178		WESTINGHOUSE MINNEAPOLIS MINN		1.03		2.70								2.70					00205362
1133		WESTINGHOUSE KANSAS CITY MO		6.11		.674											.674		10039603
1133		WESTINGHOUSE CHARLOTTE NC		22.4		6.43								5.08				1.35	00145319
1133		WESTINGHOUSE MONTGOMERY NC		1.35															00234702
1133		WESTINGHOUSE EL SO FARGO N D		.065															00132900
1237		WESTINGHOUSE BUFFALO NEW YORK				2.70				2.70									10069581
1179		WESTINGHOUSE CINCINNATI OHIO		10.8															10089425
1132		WESTINGHOUSE CHARLESTON SC		.674															00225142
1134		WESTINGHOUSE MILWAUKEE WI				4.72							4.72						10089948
		PARENT CUST. TOT-WESTINGHOUSE EL		59.3		20.0	.72	.67	4.04				4.72	7.77			.67	1.35	00047740
1179		HILSON ELECT BARTLESVILLE OK		17.5		2.70	2.70												00224464
		TOTAL PRODUCT * * * * * LB	200	2608	2280	262	13.9	44.7	30.6	37.0	38.5	3.5	35.3	15.7	20.9	5.7	6.5	10.0	1050-200-16
		TRANSFORMER INERTEEN 54201 KA																02206A	1050-217-16
1178		WESTINGHOUSE INDIANAPOLIS INO				2.02								2.02					10069468
1237		WESTINGHOUSE PHILADELPHIA PA				7.41								3.37			4.04		10069727
1237		WESTINGHOUSE ELEC SOUTH RD VA				21.6								21.6					00145335
		PARENT CUST. TOT-WESTINGHOUSE EL				31.0								27.0			4.0		00047740
		TOTAL PRODUCT * * * * * LB				31.0								27.0			4.0		1050-217-16
		TRANSFORM PYRANOL A1303B																00368A	1050-300-16
1153		ACE TRANSFORMER DETROIT MI		.720		2.83		.720		.720				.720		.720			10000459
1165		ADVANCE ELEC ANAHEIM CALIF		4.05															00153011
1168		ALAMEDA BUREAU ELEC ALAMEDA CA		.195															00222850
1130		ALASKA LUMBER & PULP SITKA AK		.195															00212199
1174		ALLEN TRANSFORMER FT SMITH AR				6.75										6.75			00153650
1132		AMERICAN ENKA ENKA N C		1.35															00089761
1136		AMERICAN FOREST PRO MARTELL CA		.360															00232122
1137		AMERICAN RECTIFIER COLLEGE NY	50.0	27.7	50.0	16.9								1.35		8.78	6.75		10004918
1136		WESTERN ELECTRIC PHOENIX ARIZ				.720								.720					00221058
1136		AREAC INC HONOLULU HI		3.12															10005167
1136		ANCHOR HOOKING GLASS WINCHE IN		.200															00231258
1237		ANCHOR HOOKING GLASS SALEM NJ		2.03		1.35										1.35			10005566
		DSW 012084																	

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NO.	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 / MAJOR-GD. GP.
	TRANSFORM PYRAMID A13638															003	8A	1050-300-16
1237	ANCHOR HOCKING GLASS CONNLS PA		2.03		2.63		.60		2.03									10005582
	PARENT CUST. TOT-ANCHOR HOCKING		4.31		3.98		.60		2.03						1.35			10005574
1434	ARGO & COMPANY BIRMINGHAM ALA		.325															00214909
1237	BALDWIN LIMA HAM BUEMAM PA		.675															00243639
1192	BAYVIEW ELECTRIC DETROIT MI				.120										.120			00260529
1193	BENDIX CORP KAN CITY MO		11.5		2.70									2.70				10009219
1237	BETA MARINE CO PHILADELPHIA PA		.675															00233050
1237	BETSE CASCADE SALEM ORE				1.35						1.35							10018306
1237	BROWN CO KALAMAZOO MICH		.675															10011825
1237	BROWN CO BERLIN MI		.675															10011809
	PARENT CUST. TOT-BROWN CO NYC NY		1.35															00045853
1237	BROWN & ROSE OF NJ MORRIS NJ		.350															00184438
1237	CALIF ELEC WKS SAN DIEGO CA		1.07															10013119
1237	CALIF MENS COLONY SAN LUIS CA		2.03															00154434
1237	CALIF MSL ELEC LOS ANGELES CA		.965															00215252
1131	CASTLE RUBBER & BUTLER PA		.065															10014425
1172	CAUDILL FEED & FARM LOUISVLE KY				.675	.675												00243355
1237	CB & S ELECTRICAL DEARBORN MI		.675															00184594
1237	CHATTANOOGA EL FOR CHATTA TN				2.03											2.03		10015499
1237	CLIMAX MFLY CO CLIMAX CO		3.28															00114464
1134	COMMONWEALTH EDISON MAYWOOD IL		11.1		30.7		2.4		3.4	.4	3.2	2.7	4.9	3.7			10.8	00114855
1164	CONSOL ELEC DIST CORONADO CA		.675		.130		.130											00186031
1134	CONSOLIDATED PAPER CO BIRCH WI		4.05															00157309
1164	CORT CORP OF SANTA CLARA CA		.390															10018609
1154	CUTLER RICHARDSON ROYAL OAK MI				.850					.850								00255195
1237	COURTAULDS NJ AN LENOYNE ALA		.675															00182702
1193	DAUPHIN ELEC HARRISBURG PA				.180										.180			00269433
1237	DELPHATER OPER PENNSVILLE NJ				.360			.360										00253383
1237	DIAMOND STATE ELEC NEWPORT DE		.130															00234168
1134	DINOS COMPANY MILWAUKEE WI		24.3		12.2			4.05			4.05				4.05			10022460
1237	DOH CHEN FREEPORT TEXAS *				.360								.360					10022932
1237	E I DUPONT AMTIOCH CA		.675															00210358
1121	EASTMAN KODAK CO ROCHESTER NY		4.68		.360			.360										10025125
1134	ELECTRICAL ENGINE IOWA CITY I				5.40								5.40					00261009
1134	ELECTRIC SUPPLY GARY IN		1.08															00228605
1237	ELECTRIC APPA PHIL PA		2.70															10025702
1193	ELEC MOTOR & SUPPLY FRESNO CA		2.03		5.40			5.40										00235731
1172	ELECTRIC SERVICE CINCINNATI OH		4.73		.675	3.33		1.35	1.35	.68								00196576
1193	ELECTRIC SERV CO ALBUA TENN				.675							2.70				.675		00270784
1237	ELECTRIC ENG WKS SAN LEANDRO CA		16.9		8.10									2.70	2.70	2.70		10025753
	DSW 012085																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M G R	S.S. 950	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOCAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAR. GRD. GP
		TRANSFORM PYRANOL A13838															00368A		1050-300-10
1227		ELESCO NORMOOD MASS			.675						.675								00256021
1000		ENERGY SYSTEMS PALO ALTO CA		7.42															10026253
1237		ERIE MANUFACTURING CO ERIE PA			.675									.675					00157112
1131		ERIEZ MFG CO ERIE PA		25.7	24.3	4.05	6.08							2.03	3.38	6.08	2.70		00162957
1237		ESPAY MFG ELECTR SARATOGA NY			.360										.360				00158552
1173		ESSEX INC BOONEVILLE IN		.675															00184302
1237		FAIRCHILD HILLER HAGERSTOWN MD			1.35						1.35								00118273
1968		FALSTAFF BREWERY NEW ORLE LA			.360						.360								00118311
1932		FIRESTONE TIRE-ROR ALBANY GA		1.30															00152854
1134		FIRESTONE TIRE DECATUR IL			8.10						1.35					6.75			10028108
		PARENT CUST. TOT-FIRESTONE TIRE		1.30	8.10						1.35					6.75			10028116
1270		FLA PWR - LIGHT MIAMI FL		1.44															10028736
1270		FLORIDA POWER & LIGHT MIAMI FL			1.44													1.44	00273252
1124		FORD MOTOR CO CHGO HGHTS IL			3.38					3.38									10029074
1272		FORD MOTOR CO LOUISVILLE KY			.720	.720													00248843
1237		FORD MOTOR DEARBORN MICH			4.85						.12					4.73			00118990
1153		FORD MOTOR STEEL DEARBORN MI			5.40										3.38		2.03		10029015
1237		FORD MOTOR CO N J EDISON NJ		.675															00119024
		PARENT CUST. TOT-FORD MOTOR DEAR		.675	14.3	.72				3.38	.12				3.38	4.73	2.03		00118990
1058		GATES ROR DENVER CO			.360												.360		10030552
1124		GH-FISHER BODY WILLOW SPRGS IL		2.70															00120480
1138		GH-CENTRAL FOUNDRY DEFIANCE OH			.360											.360			10032822
		PARENT CUST. TOT-GENERAL MOTORS		2.70	.360											.360			00157279
1860		GENL DYNAMICS SAN DIEGO CA		.675															10030927
1178		GENERAL ELE APPR LOUISVILLE KY		.720															00214914
1932		GENL ELEC BIRMINGHAM AL			1.35												1.35		00120014
1860		GEN ELEC GLENDALE AZ		4.05															10031052
1860		G E CO LOS ANGELES ANAHEIM CA			3.38									3.38					00120006
1860		GEN ELEC LOS ANGELES CA		8.91	2.91								1.08				1.35	.48	10031559
1860		GEN ELEC OAKLAND CA		5.53	2.24				.80					1.44					10031397
1860		GENERAL ELECTRIC PLEASANTON CA		1.08															00155705
1860		GENERAL ELEC SUP RIVERSIDE CA		.130															00240877
1860		GEN ELEC SAN DIEGO CA			.360							.360							00252263
1860		GEN ELECTRIC SACRAMENTO CA		.675	1.35												1.35		10031451
1860		GEN ELEC DENVER CO		1.35	2.03	2.03													10032148
1237		GEN ELEC PLANTSVILLE CT			16.9	2.03		2.70	6.75					5.40					10030951
1976		GEN ELEC HIALEAH FL		1.44															10031133
1976		GEN ELEC JACKSONVILLE FL		2.03	5.63			4.28								1.35			10031176
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IN THOUSANDS OF POUNDS AND DOLLARS-																			
M C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YR	SALES CURR MTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. CRD. GP.	
	TRANSFORM PYKANOL A13B38															00358A		1050-300-16	
1972	GENL ELECTRIC PATRICK AFB FL				.675										.675			00265993	
1976	GEN ELEC JAMPA FLA		1.35		3.77				2.16	.26	.68		.68					10030943	
1973	GEN ELEC ROME GA		100	2000	55.8						19.4		16.9			19.4		10031281	
1974	GEN ELEC WETTERHOUSE IA		.675		.675										.675			00153419	
1974	GEN ELEC SER BETTENDURF IA		2.03		.675						.675							00176850	
1974	GEN ELEC CHICAGO IL		2.70		2.03								2.03					10031346	
1974	GEN ELEC DECATUR IN		1.35															00224812	
1978	GEN ELEC FT WAYNE IND		6.08		5.09	1.35				.36		2.70	.68					10031680	
1978	GEN ELEC INDIANAPOLIS IN		8.10		4.05						4.05							10031028	
1974	GENE ELEC WHITING IN		.360															00243663	
1974	GENERAL ELECTRIC HUTCHISON KS		.675															00181269	
1973	G E SUPPLY KANSAS C KS		.360															00120146	
1973	GENELEC LAWRENCE KS		.675															00226769	
1978	GEN ELEC LOUISVILLE KY		2.03															10031915	
1968	GEN ELEC SERV SHOP BATON ROUGE LA				2.70	1.35		1.35										00151009	
1968	GEN ELEC NEW ORLEANS LA		1.35		8.78			4.05				4.05					.68	10031370	
1237	GEN ELEC BEDFORD MA		10.9		12.8			11.5								1.4		10031877	
1237	GEN ELEC PITTSFIELD MA		217		479							82	93	100		204		10031751	
1237	GEN ELEC ANNAPOLIS MD		1.44															00224421	
1237	GEN ELEC BALTIMORE MD		3.92		6.12								6.12					10031249	
1237	GEN ELEC BALTI MARYLAND		14.9															10032067	
1237	GEN ELEC HAGERSTOWN MD		.975															00156515	
1237	GEN ELEC SUITLAND MARYLAND		4.05															00242756	
1237	GEN ELEC SILVER SPRING MO		.585															10032091	
1237	GENELEC CARROLL ME		5.40															00227065	
1973	GEN ELEC BENTON HARBOUR MI				3.60				3.60									00254932	
1973	GEN ELEC SUPPLY LYNDOTTE MI				4.05						4.05							00252271	
1974	GEN ELEC MINNEAPOLIS MN		2.16															00115881	
1974	GEN ELEC W GELUTH MINN		.720															00197319	
1973	GEN ELEC KANSAS CITY MO		25.7															00120049	
1973	GEN ELEC ST LOUIS MO		13.9		11.5						6.75				4.73			10031885	
1973	GEN ELEC CHARLOTTE NC		8.64		12.7		4.32					4.32	4.05					10031672	
1973	GEN ELEC WINSTON SALEM NC		10.8															00220385	
1237	GEN ELEC NO BERGEN NJ		8.10		11.5	3.38					4.05	4.05						10031532	
1237	GENL ELEC NEWARK NJ		.675															10032172	
1237	GEN ELEC ALBANY NY		10.8		5.40		2.03					3.38						10031958	
1237	GEN ELEC DEWITT NY				2.34						.96		1.02				.36	00237368	
1237	GEN ELEC OLD BETHPAGE NY				3.38	3.38												00246387	
1237	GEN ELEC SYRACUSE NY		4.73		4.05		1.35										5.40	00119873	
1237	GEN ELEC SCHENECTADY NY		.675		.720										.720			10031850	
1973	GENERAL ELECTRIC TONAWANDA N Y		6.30															00185899	
1237	GEN ELEC UTICA NY		1.80															10031907	
1978	G E AIRCRAFT-JET CINCINNATI OH				12.5		5.40				6.75	.36						10031435	
1978	GENERAL ELECTRIC YOUNGSTOWN OH		.675															00223522	
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Q	S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GFC-CP
		TRANSFORM PYRANOL A1382B															00358A		1050-300-16
1974		G E SUPPLY TULSA OK		6.75															00120138
1980		GEN ELEC EUGENE OR		1.35		2.03					1.35					.68			00232904
1980		GEN ELEC PORTLAND OR		6.08		18.9			4.1						10.1		4.7		10031516
1237		GEN ELEC ALLENTOWN PA		2.03		.675	.68		7.43							7.43			10031508
1131		GEN ELEC ERIE PA		2.03															10031664
1231		GENL ELEC JOHNSTOWN PA		4.73															00231231
1231		GEN ELEC W MIFFLIN PA		2.03		31.7		2.0	2.0		3.4	5.4		5.4	13.5				10031109
1231		GEN ELEC PHIL PA		12.1		43.2			3.4	2.7	14.2	6.1	9.5	7.4					10031206
1237		GENL ELEC WASHINGTONVILLE PA				.300									.300				00203842
1237		GEN ELEC YORK PA				.675							.675						00154172
1938		GENERAL ELECTRIC KNOXVILLE TN		1.35															00159433
1938		GEN ELEC MEMPHIS TN		1.35		5.40							4.05			1.35			00227897
1938		GEN ELEC BAYTOWN TX		2.03															00226459
1938		GEN ELEC BEAUMONT TX		1.35															00245739
1938		GEN ELEC CORPUS CHRISTI TX		12.2		3.38							3.38						10031044
1938		GEN ELEC DALLAS TX		5.58		4.46									3.38			1.08	10030994
1938		GEN ELECTRIC SUP FREEPORT TX				6.75				6.75									00120111
1938		GENE ELECTRIC HOUSTON TEXAS		10.5		4.64				1.08		1.08		1.40		1.08			00150983
1938		GEN ELEC MIDLAND TEXAS		.260		2.03	2.03												00165035
1938		GENERAL ELECT PORT NECHES TEX		6.12															00165085
1938		GENERAL ELECT SUP TEXAS CITY T				.720		.720											00209155
1938		GEN ELEC LOGAN UT		.650															00231282
1238		GEN ELEC SALT LAKE CITY UTAH		2.03		10.1					10.1								10031192
1237		GEN ELEC ALEXANDRIA VA		5.85															10032105
1237		GEN ELEC RICHMOND VA				7.20					3.60	3.60							10031621
1237		GEN ELEC RICHMOND VA		6.89															10032075
1838		GEN ELEC SEATTLE WA		4.05		5.40	.68				2.70							2.03	10030935
1136		GEN ELEC MILWAUKEE WI		6.12		1.04									.360			.675	10031108
1938		GEN ELEC CHARLESTON WV		4.05		8.10												8.10	10031478
1938		G E SER SHOP CHARLES GA		27.7		10.1	1.35	2.70	.68	2.70								2.70	10031222
1138		G E SERVICES CLEVELAND OH		2.70		6.08		1.35	1.35			.68	1.35					1.35	10031369
1237		G E SERV SHOP PHILA PA		35.1		41.3	3.4	11.5	4.1							13.5	.1	8.8	10032156
1237		GEN ELEC SUPPLY OAKLAND CA		3.38		9.45										9.45			10032008
1237		GEN ELEC SUPPLY BLADENBURG MD				4.50					4.50								00255920
1237		GEN ELEC SUPPLY PHIL PA		4.05		1.60		1.80											10032113
1938		GEN ELEC SUPPLY GRO PRAIRIE TX		2.70															00231460
1237		GEN ELEC SUPPLY SPOKANE WA		6.75															10032121
		PARENT CUST. TOT-GEN ELEC SCHEME		714	2000	907	22	30	47	13	40	65	121	149	128	28	231	33	10031850
1938		GEORGIA POWER CO ATLANTA GA		4.32															10033454
1938		GOLDEN GATE BRIDGE SAN FRAN CA		.715															00226613
1938		DOODYEAR ATOMIC SARGENTS OH				16.0						7.92	8.10		7.92				10034597
1132		GRAND RIVER OAM AUTH PHYGR OK				.360											.360		00271497
		DSW 012088																	

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NAME OF PRODUCT/CUSTOMER		POTENTIAL	LAST YEAR SALES	SALES CUMUL FOR CURR YEAR	SALES CUMUL YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAINT. GRD. GP	
	TRANSFORM PYRANOL A1383B															00358A	1050-300-14		
1866	LARSEN HOGUE LOS ANGELES CA		2.03		5.40		4.05										1.35	10045444	
1237	LEEDS - NORTHROP N WALES PA				.130												.130	10045789	
1866	MARCONA MINING CO ALAMEDA CA		2.70															0023091	
1170	MEAD CORP CHILLICOTHE OH		3.39															10051258	
1134	METROPOLITAN SANIT CHICAGO IL		.675		.600										.600			10051952	
1170	MID-CHIEF ELECTRIC COLUMBUS OH				7.43												7.43	00120044	
1153	MILLER SELDON ELECTR DETROIT MI				4.68											4.68		00196304	
1937	MILLS & LUPTON SUP CHATTANO TN				.120						.120							00130192	
1104	MINN MIN - MFG ST PAUL MN		.130		.975		.060	.120				.675					.120	10053013	
1134	MOWER OF MINN MINNEAPOLIS MN		1.44															00227013	
1968	MUELL OIL DIV BEAU TEXAS		2.42															10054451	
1831	MURHEAD HACH DAKDALE PA		.675		.675						.675							00228710	
1966	N S INC CHEN OSEK PARK TX				2.00	1.34					.66							00248800	
1237	NATIONAL ELECTRIC CO PASSAIC NJ		2.03															00238643	
1237	NATIONAL GYPSUM KIMBALLTON VA		2.70															00183636	
1853	NAIL STEEL DETROIT MI		6.08		5.40								5.40					10056985	
1131	NATIONAL STEEL WEIRTON WV				4.73		4.73											00239372	
	PARENT CUST. TOT-NATIONAL STEEL		6.08		10.1		4.73						5.40					00344822	
1237	PORT OF NY AUTH JAMAICA NY				3.38						3.38							10057531	
1031	NIAGARA ROMARK PWR BUFFALO NY		3.60															00230928	
1134	NORTHERN STATES POWER MPLES MN		0.12		1.44										1.44			10058309	
1431	NORTHWEST ELECTRIC ERIE PA				1.35							1.35						00261661	
	NORTHWESTERN STEEL STERLING IL				2.70											2.70		00131814	
1836	NORTHWEST TRANSFER EVERSON WA		.675		.675											.675		10058503	
1856	OCCIDENTAL CHEMICAL LATHROP CA		.360															00182656	
1237	OLIGON PROCESS ROSENATER NJ				26.3						26.3							10058856	
1138	OLIO POWER CO BEVERLY OHIO				2.70											2.70		00270555	
1968	OLIN CORP LAKE CHARLES LA		.675															10059186	
1138	OLIN CORP OMAH OH		2.70															10059178	
	PARENT CUST. TOT-OLIN CORP NYC NJ		3.38															00044865	
1970	ORLANDO ARMATURE ORLANDO FL		2.70		6.75		2.70									4.05		10059550	
1866	OWENS ILLINOIS INC VERNON CA		.675															00132497	
1866	PACIFIC ELEC MFG OAKLAND CA		.675		4.05	6.08		2.03										10060125	
1866	PACIFIC PETRO CO OAKLAND CA		.675															00094153	
1936	PACIFIC PWR - LT PORTLAND OR		1.20		2.40		2.40											10060222	
1134	PACIFIC RESINE MILWAUKEE WI		.065															00223964	
1237	PENN CENTRAL WILKINGTON DELA				8.10						3.38			4.73				00177970	
1237	PENN CENTRAL CROTON ON HUDS NY		.675															00183857	
1237	PENN CENTRAL PAOLI PA				6.75						6.75							00156663	
1237	PENN RR ENOLA PA				1.35		1.35											10061490	
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W. C. REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COAL. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GRD. GP.
	PARENT CUST. TOT-PENNSYLVANIA RR		.675		16.2		1.4				10.1			4.7				10061504
	TRANSFORM PYRAHOL A13B3B															00368A		1050-300-16
1237	DEHNWALT CORP PHILADELPHIA PA		1.35															10061636
1006	P G & E CO HEALDSBURG CA				1.35												1.35	00272299
1006	PHILIPS DODGE LOS ANGELES CA		.130															00236691
1006	PHILLIPS PET BARGER TX		.360		.360						.360							10062675
1006	PHILLIPS PRO BURGER TX				.720			.360			.360							00133787
	PARENT CUST. TOT-PHILLIPS PET BA		.360		1.08			.360			.720							10062659
1139	PLIITS & CONNEAUT CONNEAUT OH		4.73															00243175
1237	M K PORTER THERM PHILA PA				.130			.130										10064112
1032	PRECISION RBR LEDANON IN				.120									.120				10064422
1123	PROCTER-GAMBLE KAN CITY KS				.675												.675	10064740
1123	PROCTER AND GAMBLE ST LOUIS MO				.360				.360									00158534
	PARENT CUST. TOT-PROCTER AND GAM				1.04				.360								.675	10064767
1134	QUAKER OATS OREGON IL		.065															10065658
1134	RATH PACKING CO WATERLOO IA		1.08															00230812
1237	REPUBLIC AVIAT FARMINGDALE NY		.675															10067391
1032	REPUBLIC STEEL ALABAMA CTY AL				1.35				1.35									10067421
1279	RESOURCE CONTROL WESTHAVEN CT				2.27								.24	2.03				00262226
1030	RESOURCE CONTROL SILVER BOR M				.120									.120				00265756
1032	REYNOLDS MET SHEFF LISTERHI AL				1.35								1.35					00135992
1237	REYNOLDS METALS MESSENA NY		3.38		4.73					4.73								10067790
1030	REYNOLDS METALS LONGVIEW WA		.675															10067863
	PARENT CUST. TOT-REYNOLDS METALS		4.05		6.08					4.73			1.35					10067782
1104	REEMAN CHEMICAL SAUKVILLE WI		.675															10029546
1106	ROSHANOFF ELEC MDT DEFIANCE OH				.660	.660												00248762
1006	SACRAMENTO MUNIC SACRAMENTO CA				4.05						4.05							00178136
1006	SAN ANGELO ELEC SAN ANGELO TX		4.73		5.40			2.03						3.38				00009591
1006	SAN MATEO UN H.S. SAN MATEO CA		.325															00234206
1230	SCOTT W A ENG PHILADELPHIA PA				1.35						1.35							00253005
1134	SEBRIGHT IND SCHILLER PARK IL				4.05				4.05									00254746
1131	SHARON STEEL FARRELL PA				.360							.360						10072166
1237	SAS SMITHS COL BK SILV SPGS MO	1.00		1.00														10073677
1032	SOUTH CAROL PUBLIC WORKS CO SC				1.35								1.35					00263702
1123	SOUTHWESTAN ELECTRIC WICHITA KS		.675															00219347
1074	SOUTHWESTERN ELEC OKLA CITY OK		11.2															00228648
	PARENT CUST. TOT-SOUTHWESTERN EL		11.8															00228648
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M. G.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GBL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD-GP.
	TRANSFORM PYRANOL A13B3B																00358A	1050-300-16
1974	SOUTHWEST ELEC OKLA CITY OK				5.40											2.70	2.70	10074339
1966	SPERRY RAND CORP DOYLELINE L		1.35															00185485
1974	SPERRY RAND CORP SHREVEPORT LA		1.35															00232521
	PARENT CUST. TOT-SPERRY RAND NYC		2.70															00045217
1936	SPOKANE TRANSFORME SEATTLE WA				1.35					.675	.675							00138738
1938	SPOKANE TRANSFMR SPOKANE WA	20.0	29.0	20.0	23.6	5.40	2.70			2.70	3.38		2.03			.68	6.75	10074754
	PARENT CUST. TOT-SPOKANE TRANSFM	20.0	29.0	20.0	25.0	5.40	2.70			3.38	4.05		2.03			.68	6.75	10074754
1932	CHEVRON OIL PANAMA CITY FL				.120											.120		00276954
1956	STA-RITE IND BARABCO MI				3.33								3.38					00261696
1970	HUDSON PULP-PAP PALATKA FL		2.52		1.44						1.09	.36						10039274
1954	D A STUART OIL CHIC ILL				.360								.360					10076501
1937	TAPPAN ZEE ELECT W NYACK NY				2.70			2.70										00251291
1954	TENNESSEE ARM EL KNOXVILLE TEN		2.09		.720										.720			00225131
1954	TENN TRANSFORM CHATTANOOGA TN		6.08		6.08											6.08		00182910
1966	TEXAS ELEC SERV COLORADO CT TX		1.04															00235376
1974	TEXAS ELEC SER WICH FALLS TX				.360												.360	00271837
1964	TIKKEN-ROCK COLORADO SPRGS CO				.120											.120		00270571
1953	TOLEDO EDISON CO TOLEDO OH				2.52												2.52	00272949
1954	TORRANCE ELECTRIC CO ROCK I IL				.240						.240							00259357
1953	TOWNSEND BOTTOM MONROE MI				.675	.675												00246908
1956	IRMS REX DIV TORRANCE CA		1.35															00237663
1932	TUESHEET PRODUCTS FT PIERC FL				.675										.675			00269395
1939	TRI-STATE ELEC WESTVILLE TN				3.60							3.00						00260479
1976	TUNICK ELEC WKS JACKSONVILLE F		64.1		24.3								24.3					10081246
1936	UNION CARB CORP FRANKLIN VA		.720															10081572
1933	UNION CARBIDE PADUCAH KY		4.14															00141909
1932	UNION CAR - NUC GARRIDGE TENN		9.72		14.3					1.80				9.23	3.24			10081971
1966	UNION CARBIDE TEXAS CITY TEX		3.38		5.40		4.05				.68				.68			10081734
	PARENT CUST. TOT-UNION CARBIDE C		17.2		19.7		4.05			1.80	.68			9.23	3.92			00045705
1932	UNION ELEC CO MARYLAND HGTS HQ		3.38		3.38						2.70						.68	00141925
1966	UNION OIL CO LOS ANGELES CA				.130	.130												00047155
1966	UNION OIL WILMINGTON CALIF				.315						.315							10082188
	PARENT CUST. TOT-UNION OIL CO LO				.445	.130					.315							00047155
1936	UNIROYAL JOLIET ILS JOLIET ILL				.360					.360								00086703
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SALES		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QTR. FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR GPO-GR.
QTR.	REP.																		
		TRANSFORM PYRANOL A13B3B															003	8A	1050-300-10
1237		UNIV MACHINERY & EQUIP READING		.675															00233048
1066		DEPT. OF INTERIOR US PAGE 82		.675															00225746
1023		GENERAL SERVICE ADM RICHLAN WA		1.35															00245593
1121		U S ARMY NEW CAMBERLAND PA				.120						.120							00259632
1068		U S GOVT EL TORO CALIFORNIA		.675															00089729
1066		U S GOVT LONG BEACH CALIF		1.35															10084458
1237		U S GOVT ARMY PHILADELPHIA PA				2.03					2.03								00267578
1066		US MARINE BARSTON CALIF				1.20						1.25		.05					00257230
1066		U S NAVY OAKLAND CALIF		.675		2.70										.68		2.03	10084288
1237		U S NAVAL SUP CENT E MACHIA ME		1.35															00183091
		PARENT CUST. TOT-U S GOVT WASHIN		6.08		6.05					2.03	1.37		.05		.68		2.03	10084733
1866		UTAH INTERNATIONAL SAN FRAN CA		.675															00222958
1866		VALLEY FAIR SHOP SAN JOSE CA																	00224865
1273		VAN NESS CO POTSDAM NY				.675									.675				00265039
1133		VANTRAN ELECTRIC VANDALIA IL		90.5		80.3	16.9	16.9	23.6	16.2	6.8								10030256
1237		VIRGINIA EL - PO NORFOLK VA		2.16															10086949
1131		VIR ELEC POW MOUNT STORM W V				1.35							1.35						10086957
		PARENT CUST. TOT-VIRGINIA ELE-PO		2.16		1.35							1.35						00048224
1131		VOLLAND ELECTRIC BUFFALO NY		.675								.180							10087112
1134		WALUTEX CORP PEORIA ILL		.325		.180													10014857
1134		WESTERN FILT WORKS CHGO IL		.130															10088844
1030		WESTINGHOUSE ELEC FAIRBANKS AK		6.08															00222569
1068		WESTINGHOUSE SHREVEPORT LA				.675											.675		00270792
1237		WESTINGHOUSE NEWARK NJ		.735															00242063
		PARENT CUST. TOT-WESTINGHOUSE EL		6.81		.675											.675		00047740
1836		WOODWARD PROS WALLA WALLA WA		1.35		.675						.675							00230219
		TOTAL PRODUCT * * * * * LB	171	1315	2171	1694	91	92	89	67	96	148	217	222	180	80	301	111	1050-300-10
		TRICHLORODENZENE RESALE															017	12A	9902-000-10
1134		WESTINGHOUSE MINNEAPOLIS MINN		4.20															00205362
		TOTAL PRODUCT * * * * * LB		4.20															9902-000-10
70		TOT. CLASS TRANSFORMER FLUI LB	8101	15900	15301	15552	379	829	1176	1074	1599	1315	1478	1520	1541	1606	1692	1345	
		</																	

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M G	S E	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 / MAJOR GRD GP
		AROCUR 1016															022	50A	1040-016-16
1237		AGROVOX CORP NEW BEDFORD MA				284									95.4		93.3	95.4	10001013
1237		ALBANY FELT CO ALBANY NY				.165										.165			10001811
1234		B I DU PONT DE NEM CLINTON IA				.100										.100			10021638
1134		ELECTRICAL UTILIT LA SALLE IL				87.2									43.5	43.6			10025745
1237		ELECTRON IC COM BRIDGEPORT CT				362									92.7	93.1	87.7	88.7	10025793
1237		ELECTRONIC COMPONENTS IOWA N J				187									95.2		91.6		00165018
		PARENT CUST. TOT-ELECTRON IC COM				549									188	93	179	89	10025796
1237		GARNELL DUD ELEC N BEDFORD MAS				371									96.0	95.6	91.8	88.0	00084746
1237		GLEN ELEC HUDSON FALLS NY				1324										209	377	662	10031931
1237		GUERRA CO CHICAGO ILL				4.80										2.40		2.40	10035937
1237		HERCULES WILMINGTON DE				.600										.600			10037557
1133		HERCULES INC TERRE HAUTE IN				.600											.600		00153958
		PARENT CUST. TOT-HERCULES WILMIN				1.20										.600	.600		10037557
1237		HIGH ENERGY MALVERN PA				13.2										6.00		7.20	10037964
1237		JACK COMPANY INC BENNINGTON VT				142										48.0		94.4	00183830
1237		P J SCHWITZER LEE MASS				.220									.220				10071429
1232		MALLORY CAPACITOR WAYNESBOR TN				379									95.2	94.0	94.5	95.6	00216143
1134		MOGRAM EDISON SOUTH MI MI				181									90.2		90.6		00126910
1234		AND COG SHIPMENTS SPECIALTY PRD				.055											.055		00271020
1232		SARGANT ELEC PICKENS SC				290									95.7	.6	99.8	94.2	10076783
1237		SPRAGUE ELEC N ADAMS MA				187									95.1			92.0	10074770
1237		STEVENS PAPER S HAULEY FALL MA				.600									.600				00139238
1237		STEVENS PA MILLS WESTFIELD MA				.600										.600			10076137
		PARENT CUST. TOT-STEVENS PAP MIL				1.20									.600	.600			00139246
1078		WESTINGHOUSE BLOOMINGTON IND				286										190		96	10089786
1132		WESTINGHOUSE CLEVELAND OHIO				8.40										4.20	4.20		10089441
1231		WESTINGHOUSE PITTSBURGH PA				1.19									.589	.600			10089743
		PARENT CUST. TOT-WESTINGHOUSE EL				295								1	191	4	100		00047740
1237		YORK CAPACITOR CORP BRKLYN NY				26.4											26.4		10092590
		TOTAL PRODUCT * * * * * LB				4138								1	991	674	1154	1319	1040-016-16
		CAPACITOR 21																003430	1040-225-16
1237		WELL ELEC FORT EDWARDS NY				13.5		5.20			8.32								00249467
		TOTAL PRODUCT * * * * * LB				13.5		5.20			8.32								1040-225-16
		DSW 012094																	

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Q	S	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. / MAJOR CRO. GP.
		AROCOR DIST 1232															003	50	1040-230-16
1273		WESTINGHOUSE BLOOMINGTON IND		.550															10089786
		TOTAL PRODUCT * * * * *		.550															1040-230-16
		AROCOR 1242															003	9C	1040-240-15
1237		AROCOR CORP NEW BEDFORD MA		1864	1300	568		90.8	94.3		97.4	94.8	95.2	95.5					10001013
1237		ALBANY FELT CO ALBANY NY		.165		.165											.165		10001811
1232		ANDERSON ELECTRIC LEEDS AL				1.20	.600	.600											10005655
1232		CAPACITOR SPECIST ESCONDIDO CA	72.0	25.2	72.0	36.6		12.0					2.4	4.8	2.4	3.0	6.6	5.4	00181374
1232		CONDENSER PROD BROOKSVILLE FL				.600						.600							00257336
1232		ELECTRO MAG MOUNT VIEW CA				1.20		.600							.600				00250699
1234		ELECTRICAL UTILIT LA SALLE IL	400	1414	400	702	120	.88	98	80	131	88		88					10025745
1237		ELECTRON IC COM BRIDGEPORT CT		1503	1500	384		95.7		95.5	97.3		95.1						10025796
1237		ELECTRONIC COMPONENTS YONK N J	800	754	800	288		96.3		95.7		95.5							00165018
		PARENT CUST. TOT-ELECTRON IC COM	800	2258	2300	671		192		191	97	96	95						10025796
1237		ESSEX MFG ELECTR SARATOGA NY		.055															00158852
1237		ESSEX CHEM SAYREVILLE NJ				12.0					12.0								10020837
1237		ESMELL DUB ELEC N BEDFORD MAS		2478	2500	845	91	192	96		190		90	186					00086746
1237		FIBER RESIN CORP ROSEVILLE MI		.055															10027772
1237		GARLOCK PALMYRA NY				.055											.055		10030498
1237		GEN ELEC HUDSON FALLS NY		9589	9000	4223	477	480	673	574	674	670	287	290	98				10031931
1237		GEN ELEC SUPPLY PHIL PA		.055															10032113
		PARENT CUST. TOT-GEN ELEC SCHEME		9589	9000	4223	477	480	673	574	674	670	287	290	98				10031850
1234		GRUBMAN CO CHICAGO ILL	15.0	.600	15.0	7.20						4.80		2.40					10035937
1237		HARRING PAPER GREEN ISLAND NY		.110															10048486
1237		HERCULES INC HERCULES DE				4.00												4.00	10037549
1237		HERCULES WILMINGTON DE				.600			.600										10037557
1237		HERCULES INC TERRE HAUTE IN				.600			.600										00153958
		PARENT CUST. TOT-HERCULES WILMIN				5.20			1.20									4.00	10037557
1237		HIGH ENERGY HALVERN PA	50.0	42.0	50.0	41.4	6.00	6.00		6.00		6.00	6.00	5.40	6.00				10037964
1234		HIGH STRENGTH PLAST CHGO ILL		.600		2.40		1.20	.60						.60			1.20	10037960
1237		DEXTER CORP OLEAN NY		.055															10037978
1237		JARD COMPANY INC BENNINGTON VT	300	1268	300	332	42.0		40.0	48.0	43.8	48.0		48.0	48.0				00163830
1237		MART ELECTRIC BLUEFIELD W VA		3.60		14.4				3.60			3.60	3.60				3.60	00241717
1237		JOY MFG BLUEFIELD W VA		3.60															00246077
1237		JOY MFG FRANKLIN PA		38.0															10043170
		PARENT CUST. TOT-JOY MFG CO PITT		43.2		14.4				3.60			3.60	3.60				3.60	00045632
1237		J SCHWEITZER LEE MASS		.660		.330	.165		.165										10071429
		DSW 012095																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

IN THOUSANDS OF DOLLARS AND COLLEARS-																				
YR	QTR	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOVT FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR-GD-GP	
		ARUCLOR 1242															00349C	1040-240-16		
1932		HALLORY CAPACITOR WAYNESBOR TN		2206	1900	420		61.4	38.4	88.9		90.7	90.8						0021143	
1966		MARTIN MARIETTA LGHPOG CA		.110															10040974	
1969		MAXWELL LAB SAN DIEG CA				30.0		9.0		12.0		9.0							00126740	
1139		EDISON SOUTH MI MI		1179	1200	592		270			186	96							00126910	
1237		V & L TRANSFORMERS TRENTON NJ				12.0										12.0			00259721	
1110		PAAL FELT - BLANKET PIQUA OH		.055															10059515	
1134		PLASTIC CAPACITORS CHICAGO ILL		6.60															00208418	
1170		RAISLURG ELEC-COAT INDIANAP IN				.110							.110						00260762	
1135		RELIANCE ELEC ASHTABULA OH		10.2		11.4	.60		3.60		1.80	1.80			1.80		1.80		10067243	
1138		RELIANCE ELEC CLEVE OH		6.60		1.80		.600	.600			.600							10067251	
		PARENT CUST. TOT-RELIANCE ELEC C		16.8		13.2	.60		4.20	.60	1.80	2.40			1.80		1.80		10067251	
1932		SARGAND ELEC PICKENS SC		1210	1700	655	89.9	94.8	95.6	88.2	95.6		95.8	95.3					10070783	
1237		SPRAGUE ELEC N ADAMS MA		1033	2000	952	381	96	98	97	193	97	85	96					10074770	
1030		HURDLE OIL REF BENICIA CA				.055		.055											00165379	
1237		STEVENS PA MILLS WESTFIELD MA		2.40		1.20	.600					.600							10076137	
1237		UNITED ELEC CONT WATERLOO MA		1.20															10082389	
1969		US CAPACITOR COR SUN VALLEY CA				.600											.600		00219886	
1170		WESTINGHOUSE BLOOMINGTON IND		2462	2700	649	177	384			88								10085736	
1138		WESTINGHOUSE CLEVELAND CHIC		11.4															10085441	
1131		WESTINGHOUSE PITTS EAST PIT PA		.600															00145246	
1131		WESTINGHOUSE PITTSBURGH PA		.930															10035743	
		PARENT CUST. TOT-WESTINGHOUSE EL		2475	2700	649	177	384			88								00047740	
1237		WESTVACO CORP COVINGTON VA				.600						.600							10083585	
1237		WEYERHAEUSER FITCHBURG MASS		1.20															10090164	
1237		YORK CAPACITOR CORP BRKLYN NY	125	125	125	52.8		26.4						26.4					10092590	
		TOTAL PRODUCT * * * * *	1762	26236	25562	10803	1401	1811	1287	1199	1810	1304	851	942	158	3	21	14	1040-240-16	
		ARUCLOR 1242HIGHLY REFINED															01386A	1040-242-16		
1134		E I DU PONT DE NEM CLINTON IA		1.93						.600					.600				10023688	
1170		E I DU PONT DE CIRCLEVILLE OH		1.04															10023947	
		PARENT CUST. TOT-E I DU PONT DE		3.02						.600					.600				10023564	
1237		HERCULES WILMINGTON DE		1.24								1.22							10037557	
1933		HERCULES INC TERRE HAUTE IN		4.39		1.22													00153958	
		PARENT CUST. TOT-HERCULES WILMIN		5.63		1.22						1.22							10037557	
1131		DEXTER CORP CLEAN NY		.057															10039878	
		DSW 012096																		

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IN THOUSANDS OF DOLLARS AND DOLLARS																			
YR	QTR	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. / MAJOR GRD. GP
		ARJOLOR 1242HIGHLY REFINED																013B6A	1040-242-15
1278		WESTINGHOUSE BLOOMINGTON IND	300	89.6	300														10009786
		TOTAL PRODUCT * * * * *	300	98.3	300	1.22				.60		1.22			.60				1040-242-15
		ARJOLOR 1254																00361C	1040-280-10
1237		ARMYVOX CORP NEW BEDFORD MA	25.0	34.2	25.0	90.6				10.8	3.6	7.2	18.0	7.8	7.2	10.8	18.0	7.2	10001013
1237		AMERICAN CYANAMID BOUND BRK NJ		.660															10003733
1234		WESTERN ELEC CICERO ILL		6.60		3.60	3.60												10088755
1134		WESTERN ELECTRIC C MONTGOME IL		.080															00144770
		PARENT CUST. TOT-AMER TEL AND TE		6.56		3.60	3.60												00045160
1133		AVIATION FLUIDS OVERLAND MO		.180															10007631
1237		AXEL ELECTRONICS JAMAICA NY		20.4		7.80	1.20	1.20			1.80		1.20			2.40			10007729
1133		BORNSWICK CORP LINCOLN NB				.060					.060								00252581
1968		CAPACITOR SPECIST ESCONDIDO CA		.240															00181374
1434		CAROLINA RBR HOS GREENVILLE SC		2.40															00225514
1974		CENTRAL TRANSFORME PINE BLU AR		.120															00113549
1237		EDWARDS HIGH VACUUM GRAND I NY		2.40		.600					.600								00117412
1237		ELECTRON IC CUM BRIDGEPORT CT				26.4												26.4	10025796
1068		CORNELL BUS ELEC VENICE CA		6.00															10019834
1237		CORNELL BUS ELEC N BEDFORD MAS	70.0	61.2	70.0														00086746
		PARENT CUST. TOT-FED PAC ELEC NE	70.0	67.2	70.0														10027527
1237		FILTRON CO INC FLUSHING NY		54.0		46.8		4.8		6.0	6.0	12.0		12.0			6.0		10027861
1032		GEN ELEC KORE GA		798		393	102	192		100									10031231
1237		GEN ELEC PITTSFIELD MA				1.20												1.20	10031751
1237		GEN ELEC HUDSON FALLS NY		93.4		68.0						68.0							10031931
		PARENT CUST. TOT-GEN ELEC SCHENE		891		327	102	192		100		68						1	10031850
1134		GODDEMAN CO CHICAGO ILL	5.00	75.8	5.00	19.2	21.6	2.4											10035937
1932		JOHN ENGINEERING BELHAVEN NC		1.80		.600								.600					00212709
1124		HIGH STRENGTH PLAST CHGO ILL				2.40			.60			.60						1.20	10037980
1237		FARNAL ELECTRONICS ASHLAND MA		.060															00110451
1234		HANDRELS IND LOUISVILLE CHIO		.720															00164771
1133		HODGKINELL DOUGLAS ST L MO		4.80															10049571
1134		HOSRAH EDISON SOUTH MI MI				.600						.600							00126910
1932		HYTRONICS DARLINGTON SC		10.8		5.40		1.20	1.20			.60	.60		.60		.60	.60	00131962
1958		POTTER CO NESSON MS	1.20	1.30	1.20	1.80							1.80						10064287
1932		JOHN ENGINEER BELHAVEN NC				.600			.600										00253294
1237		INTERONICS BAYSHORE NY		1.80															10065867

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Q	SLS REP	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. / MAJOR GRD. GP.
		SANTOSOL 200															01688A		6380-002-1
1178		CHAMPION PAPERS HAMILTON OH				.880								.880					10015308
1178		HEAD CORP CHILLICOTHE OH		3.15		13.2				2.64		1.76			1.76	2.64		4.40	10051258
1178		NATL CASH REGIS DAYTON OH	2850	44.5	2850	1431	25	7	80	255		349	214	207	85	210			10056349
1178		NATL CASH REGIS APPLETON WI				83.9													00253855
1178		NATL CASH REG CO PORTAGE WI		43.7		3208	25	21	294	85	128	460	210	378	254	380	507	466	00094145
		PARENT CUST. TOT-NATL CASH REGIS	2850	88.2	2850	4723	50	28	374	424	128	808	424	585	339	590	507	466	10056349
		TOTAL PRODUCT * * * * *	2850	91.3	2850	4737	50	28	374	426	128	810	424	585	340	593	507	471	6380-002-1
		55 TOT CLASS MONO ISOPROPYL B LB	2850	102	2850	4767	76	28	374	426	128	810	424	586	340	595	509	471	
		ADUCLOR 1221															00343A		1040-225-1
5054		ACME CHEM INSUL NEW HAVEN CT				.050			.050										10000521
5812		AIRCO SPEER ELECT BRADFORD PA		.520		1.04	1.04												00086592
1230		AMERICAN CYANAMID BOUNDARY NJ		.050															10003733
5724		WESTERN ELEC WECO ND		1.04		1.04						1.04							10083028
5118		AMES RUBBER CO HAMBURG NJ				3.64	.52					.52		1.04	1.56				10005116
5722		ARKANSAS TECH IND BATESVILLE AR				12.5								.5	12.0				00239506
5301		ATLANTIC VARNISH RICHMOND VA				.050								.050					00187925
5812		BUNAY CHEMICAL NARIUM WV	1.50	1.56	1.50	2.08			.520	.520		.520		.520					10053692
5728		ADHESIVE ENG SAN CARLOS CA		.050															10000750
5118		BIRMA PRODUCTS SAYREVILLE NJ				7.80								7.80					10040064
5301		BOND EPOXIE FT LAUDERDALE FL		.520															00236276
5114		BURDEN BROOKLYN NY				1.04	.520							.520					10010543
5171		BUTIDGEPORT CHEM FARMINGDALE NY	1.00		1.00														10011418
5053		BODOKS GLUE CORP CANTON MA				.520			.520										00233935
5054		BURROUGHS CORP ROCHESTER NY		.100															10012619
5009		CELANESE CTGS LOUISVILLE KY				1.56										.52	1.04		10014700
5171		CELANESE COATINGS NEWARK NJ				2.60								2.60					10014697
		PARENT CUST. TOT-CELANESE CORP N				4.16								2.60		.52	1.04		00045926
5812		ALLEG SOLV CARNEGIE CORAOP PA				6.24	3.64	2.08						.52					10002095
		TOT P-T ALLEG SOLV CARN * POUNDS				6.24	3.64	2.08						.52					00107700
5009		AMSCO SOLVENTS CINCINNATI OH		6.24		7.80		5.20									2.60		10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		6.24		7.80		5.20									2.60		10005361
		DSW 012099																	

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QTY	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. / MAJ. GRD. GP
	AROCUR 1221															003	3A	1040-225-17
	PARENT CUST. TOT-CENTRAL SOL CHI	15.5	39.2	15.5	101	6.9	12.0	9.4	10.9	.5	16.6	10.9	18.4	10.4	2.1	2.6		10015138
5044	CHEM PROCESS DALTON GA		1.04		2.60					2.60								10015577
5013	CHEMICAL PRODUCT E PATERSON NJ		.050		23.4		.52		2.60	7.23			4.68	8.32				00217581
5002	DAVID CLARK CO OXFORD MASS		.300															00186473
5024	CLIFF CO CICERO IL				.100	.100												00246425
5020	CONLEY CORPORATION TULSA OK				.520						.520							10018390
5018	CONSTRUCTION ADHES PATERSON NJ				2.08								2.08					00115010
5049	CURTIS-YOUNG CORP PENSACOLA NJ		1.04		1.04				1.04									10020530
5049	E I DUPONT WILMINGTON DE				.050	.050												10023554
5020	FORKEE LAMOOD MPLS MN		4.16		2.08										2.08			10024315
5071	GATON ALLEN CORP BKLYN NY	3.00	1.04	3.00	3.64	.520	.520	.520		.520		.520	.520	.520				10025141
5044	GDA CORP HICKORY NC				.520										.520			00264865
5018	GESSEX CHEM SAYREVILLE NJ				.520				.520									10025687
5009	GORD MITOR CO LINCOLN PARK MI				.050					.050								00255090
5009	GORD PAINT AND VAR GRAND RA MI		.050		1.04						1.04							00119032
5020	GORM-ELE SYSTEMS ALBUQUERQUE NM				3.64		1.04			2.08	.52							00256635
5020	GOS FULLER CO PALATINE IL		.100															10030153
1234	GIGA & GEIGY CORP CRANSTON RI		886		665	42	84	215	179		45	127	86				112-	10030638
5018	GIGA & GEIGY CORP PROVIDENCE RI		30.2															10030575
5018	GEIGY CHEM ARDSLEY NY		.050															10030633
	PARENT CUST. TOT-GEIGY CHEM ARDS		916		665	42	84	215	179		45	127	86				112-	10030633
5013	G1-PACKARD ELECTRIC WARREN OH		.050															10032881
5034	GEN ELEC PITTSFIELD MA		.520															10031761
1207	GEN ELEC FORT EDWARDS NY				8.32						8.32							00249467
5012	GEN ELEC COSHUCTION OH	15.0	22.6	15.0	125	5.2	24.4			31.2	12.0	32.2		20.3				10031923
	PARENT CUST. TOT-GEN ELEC SCHEME	15.0	23.1	15.0	134	5.2	24.4			31.2	20.3	32.2		20.3				10031850
1133	G P D GEORGE COMPANY ST LOUIS MO		.620															10033276
5017	GEORGIA INST-TECH ATLANTA GA				.520	.520												00248452
5004	GILLAN CONSTRUCT PEERSKILL NY		.520															00224510
5004	GAMERIDEL INC INDEPENDENCE OH		.520															00183792
5020	GREAT WESTERN CHEM OAKLAND CA				1.56									1.56				10035455
5034	GREAT WESTERN CHE RICHMOND CA				2.08			1.04		1.04								10035473
5020	GREAT WESTERN CHEM TIGARD OR		.520															10035511
	PARENT CUST. TOT-GREAT WESTERN C		.520		3.64			1.04		1.04					1.56			10035473
5007	INERTTECH SYSTEMS CLIFTON VA				.050	.050												00226890
5020	J G CHEMISTS MURRAY KY				.520								.520					00262935
5001	KRISTAL KRAFT INC PALMETTO FL		.050		4.16						2.08	2.08						00237981
	DSW 012101																	

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Q. 1963	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.	CUSTOMER / MAILING CODE
	ARCOLOR 1221															00343A		1040-225-17
5716	HAAS & WALDSTEIN NEWARK NJ				2.02							.52	1.56					00128252
5754	MILTER MAGUIRE PEEKSKILL NY				.520							.520						00201423
5771	MANHATTAN MOHES BROOKLYN NY	5.00	5.72	5.00	4.16	1.04	1.04				1.04		1.04					10044419
5772	MAO CORP PHILADELPHIA OH		.570															10051248
5703	MARICO PRODUCTS CRANSTON R I				.050					.050								00215518
5730	MARINE PROD CO LYNDHURST NJ				.520			.520										10066891
5729	MINN MIN CHEMOLITE SIDING MN				.520									.520				10052971
5722	MINN MIN - MFG ST PAUL MN		.100															10053013
	PARENT CUST. TOT-MINN MIN - MFG		.100		.520									.520				10053013
5712	METIL OIL DIV PAULSBORO NJ				.050										.050			10054370
5724	METRO-DUTCH BRAND CHICAGO IL	25.0	.570	25.0	5.20				1.56	3.64				.520				00152900
5701	MILK AMER. PAINT MANASSA NJ				.520								.520					00242276
5771	MIL-LUBE CORP COLLEGE PT NY		1.56		8.84	1.56		2.08			5.20							10059496
5745	METULASTIC INC HALVERN PA		.050															10052802
5704	POLAROID CORP CAMBRIDGE MA		.050															00155136
5754	POLYNEA SC & ENGNG AMHERST MA		.010															00240613
5714	POLYTECH CO ROCKAWAY NJ				1.56			.520	.520	.520								00250759
5745	ROHM & HAAS SPRINGHOUSE PA		.050															10068894
5701	SANGAMU ELEC PICKENS SC				.520									1.04	.52			10070783
5771	SCHWARTZ CH LONG ISLAND CITY NY				.520					.520								00137375
5712	SHERWIN WILLIAMS LOS ANGELES CA				.520					.520								00137839
5712	SHERWIN WILLIAMS CLEVELAND OH				20.8			10.4		10.4								10072794
	PARENT CUST. TOT-SHERWIN WILLIAM				21.3			10.4		10.9								10072794
5714	SMPLIX WIRE CABLE BERKICK ME				.050									.050				00230316
5710	SUN CHEM CARLSTADT NJ		.050															10076625
5726	SWIFT CHEMICAL HAYWARD CA				.520				.520									00227153
5724	SWIFT CHEMICAL ATLANTA GEORGIA				1.04									.520		.520		00219215
5724	SWIFT - CO PORTLAND OREGON		.520															10077443
	PARENT CUST. TOT-SWIFT - CO CHIC		.520		.520				.520					.520		.520		10077346
5726	TELEPHONE COAST PROSEAL CORP CA				.520								.520					00263141
5725	UNION CARBIDE TAFT LOUISIANA				3.12						3.12							00386665
5701	UNION AMSCO MIAMI FL				1.56								1.56					10004160
5701	UNION AMSCO TAMPA FL				1.04							.520			.520			10004136
5701	UNION AMSCO DALTON GA				.520							.520						00252190
5701	UNION AMSCO TUCKER GA		2.08		1.04			1.56				2.60						10004551
5701	UNION AMSCO PALM BEACH FL		.520															10004233
5714	UNION AMSCO CARTERET NJ	50.0	13.5	50.0	26.4	5.4	5.93		5.5			13.0	2.6					10004179
5701	UNION AMSCO CONSHOHOCK PA		7.28		10.1							4.16						10004241
DSW 012102																		

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G. 135 136		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MATERIAL GRD. GP.
		ARJCLOR 1221															00343A		1040-225-17
5103		UNION AMSCO PROVIDENCE RI		4.16		3.64					2.08				1.56				10004535
5107		UNION AMSCO NASHVILLE TN		6.24															10004144
		PARENT CUST. TOT-UNION OIL CO LO	50.0	33.8	50.0	42.2	5.4	5.9	1.6	5.5	2.1	1.0	14.6	4.2	1.6	.5			00047155
5114		UNITED LACQUER MFG LINDEN NJ		1.04		1.04					.520	.520							10083524
5107		UNITED STATES GOVT EDGEWOOD MD		.520															00142492
5124		VALSPAR CORP HUTLEY NJ	5.00	6.76	5.00	7.80	1.04	1.04	.52	1.04		3.12			1.04				00151548
5122		WALCE WILLIAMS LAB JOPLIN MO		.100		.050		.050											00243302
		TOTAL PRODUCT * * * * * LB	121	1044	121	1084	65	131	243	204	64	102	188	132	58	7	3	112	1040-225-17
		ARJCLOR 1221B															01834A		1040-226-17
5151		ACE CHEM INSUL NEW HAVEN CT			.050												.050		10000521
5115		AMES RUBBER CO HAMBURG NJ			1.04												1.04		10005116
5122		ARKANSAS TECH IND BATESVILLE AR			20.8										10.4		10.4		00230686
5112		BOJAY CHEMICAL NATHAN KY			.520												.520		10053692
5126		CELANESE COATINGS RIVERSIDE CA			.050											.050			10014089
5134		CELANESE CTGS LOUISVILLE KY			5.20													5.20	10014700
5117		CELANESE COATINGS NEWARK NJ			.520											.520			10014697
		PARENT CUST. TOT-CELANESE CORP N			5.77											.57		5.20	00045926
5106		CENTRAL SOL CHICAGO-CHICAGO IL			4.78										1.04	3.74			10015138
		TOT P-T CENTRAL SOLVENT * POUNDS			4.78										1.04	3.74			10015138
5125		CENT SOL SANTA FE SPR-CA			5.25													5.25	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS			5.25													5.25	10015111
5125		TEXAS SOLV DALLAS-DALLAS TX			4.16										2.08			2.08	10079411
		TOT P-T TEXAS SOLVENTS * POUNDS			4.16										2.08			2.08	10079411
5105		EATON SOL ROMULUS-ROMULUS MI			5.20												5.20		00164879
		TOT P-T WESTERN EATON S * POUNDS			5.20												5.20		10098925
		PARENT CUST. TOT-CENTRAL SOL CHI			19.4										3.12	8.94	7.33		10015138
5116		CHEMICAL PRODUCT E PATERSON NJ			10.4												10.4		00217581
DSW 012103																			

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- IN THOUSANDS OF POUNDS AND DOLLARS -

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
NO.	S/S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CUMUL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. GRD. GP.
		ARUCLOR 1221B															0184A		1040-226-17
5110		CONSTRUCTION ADHES PATERSON NJ				3.64										1.56	2.08		00115010
5245		CURTIS-YOUNG CORP PENSACOLA FL				.520											.520		10020530
5171		EATON ALLEN CORP BKLYN NY				1.04											.520	.520	10025141
1237		ELJA & GEIGY CORP CRANSTON RI				20.0						20.0							10030668
5116		GEIGY CHEM CORP BAYONNE NJ				.500	.500												00213926
		PARENT CUST. TOT-GEIGY CHEM ARDS				20.5	.5					20.0							10030633
5612		GEN ELEC CONSTRUCTION OH				30.2												30.2	10031923
5721		GREAT WESTERN CHEM RICHMOND CA				5.20										5.20			10030473
5116		HAROMAY INC BELLEVILLE NJ				.520												.520	10030879
5722		J G CHEMISTS MURRAY KY				.520												.520	00262935
5171		MANHATTAN ADHES BROOKLYN NY				1.04											1.04		10040419
5724		TELEDYNE COAST PROSEAL COMP CA				.520											.520		00263141
5301		UNION AMSCO TAMPA FL				.520										.520			10004136
5307		UNION AMSCO TUCKER GA				10.9											10.9		10004551
5114		UNION AMSCO CARTERET NJ				7.80										2.60		5.20	10004179
5307		UNION AMSCO CONSHOHOCK PA				1.56											1.56		10004241
5003		UNION AMSCO PROVIDENCE RI				2.08											2.08		10004535
		PARENT CUST. TOT-UNION OIL CO LD				22.9										3.1	14.6	5.2	00047155
5724		VALSPAR CORP NUTLEY NJ				2.60										2.60			00151548
		TOTAL PRODUCT * * * * * LB				147	.5					20.0				26.6	40.2	59.9	1040-226-17
		ARUCLOR 1242																00349A	1040-240-17
5512		AAA CAPACITORS CHERRY TREE PA		.110															00150657
5724		ACHE PRINTING INK KANSAS CT KS		1.20															00150691
5725		ALLIED MATERIAL STRONG OK		19.9															10002507
1230		AMERICAN CYANAMID BOUNDBRK NJ		1.20															10003733
5301		AMERICAN LACQUER TAMPA FL		.060															10004039
5115		AMERICAN METAL SEAL CARLSTO NJ		3.60		2.40	2.40												10004101
5110		AMES RUBBER CO HAMBURG NJ		34.2															10005116
5612		ASPLAND CHEM CO BETHEL CT		1.80															10006791
5612		BAUSCH LAMB OP ROCHESTER NY		.055															10008514
5720		ADHESIVE ENG SAN CARLOS CA		1.20															10000750
5724		CEMAX CORP DESPLAINES ILL		.600															00196665
5725		BORDEN CARSON CALIF		.600															10010403
5004		BORDEN LEDMINSTER MA		1.80															10010632
		PARENT CUST. TOT-BORDEN COLUMBUS		1.20															10010586
5003		BRUCKS GLUE CORP CANTON MA		9.60															00233935
		DSW 012104																	

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~~- IN THOUSANDS OF POUNDS AND DOLLARS -~~

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
MA Q P	SLS REP	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.
		ARCOLOR 1242																00349A	1040-240-1
5604		W EATON SOL ROMULUS-DETROIT MI		38.8															10066925
		TOT P-T WESTERN EATON S * POUNDS		38.8															10088925
5720		WISC SOLV MILWAUKEE-W ALLIS WI		45.0															10091039
		TOT P-T WISC SOLV MILWA * POUNDS		45.0															10091012
		PARENT CUST. TOT-CENTRAL SOL CHI	20.0	269	20.0														10015138
5004		COMBUSTION ENGINE IN WINDSOR CT		1.20															00224170
5307		COMMERCIAL STEEL FOREST H MD		2.40															00114247
5345		CULTIS-YOUNG CORP PENSACOLA NJ		2.40															10023530
5245		E I DU PONT DE NEMO PARLIN NJ		.055															10023066
5345		E I DU PONT DE CIRCLEVILLE OH		.132															10023947
5345		E I DU PONT DE NE RICHMOND VA		6.60															10024099
		PARENT CUST. TOT-E I DU PONT DE		6.79															10023564
5071		EATON ALLEN CORP BKLYN NY		2.40		1.80	1.80												10025141
5010		ESSEX CHEM SAYREVILLE NJ		6.00															10026687
5039		FIBER RESIN CORP ROSEVILLE MI		.220															10027772
5725		LOCKESSON CHEM CO NEW ORLEAN LA		12.0															10049806
5034		GEN ELEC PITTSFIELD MA		10.9															10031761
1237		GEN ELEC HUDSON FALLS NY																	10031931
		PARENT CUST. TOT-GEN ELEC SCHENE		10.9															10031850
5154		DEMAIR CROSSMEN PITTSFORD NY		.330															00115452
5052		AMERIPOL INC INDEPENDENCE OH		.600															00183792
5002		B F GOODRICH AVON LAKE OH		.055															10034132
		PARENT CUST. TOT-B F GOODRICH AK		.655															10034191
5723		GREAT WESTERN CHEM SEATTLE WA		.600															10035546
5034		PROTECTIVE TREATMENT DAYTON OH		.055															10064937
5024		HIGH STRENGTH PLAST CHGO ILL		1.20															10027980
5037		INTECH SYSTEMS CLIFTON VA		.055															00226890
5010		IMPONT CORP LODI NJ		.110															10040817
5034		JMO COMPANY INC BERNINGTON VT		40.8															00183530
5724		JOSELYN MFG CO CHICAGO IL		6.00															10043166
5012		KOPPERS COMPANY NEWARK NJ		92.4															10044790
5345		L N P POLYMERS THORNDALE PA		1.00															00203981
5014		MESID CORPORATION LINDEN NJ		.600															10048028

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q	SIS REF	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. / MAJOR CPO-GRP.
		ARJOLOR 1242															00349A	1040-240-1	
1732		KALLORY CAPACITOR WAYNEBOR TN				44.7	44.7												00218143
1726		BITTEL INC LONG BEACH CA		6.00															00214434
1478		HEAD CORP CRILLICOTHE OH		4.26															10051258
5010		NEZIL CHEMICAL CO EDISON NJ		22.8			22.8				22.8								10053676
5003		NASHUA CORP MERRIMAC NH				175	75		100										00245240
5003		NASHUA CORPORATION NASHUA NH	150	124	150														10056055
		PARENT CUST. TOT-NASHUA CORPORAT	150	124	150	175	75		100										10056055
5720		APPLETON PAPER APPLETON WISC		.055															10005841
1478		NATL CASH REGIS DAYTON OH		2675		347	175	86	43	22	46		25						10058349
1478		NATL CASH REG CO PORTAGE WI		4024		506	308	133	90					25					00094145
		PARENT CUST. TOT-NATL CASH REGIS		6699		853	483	218	134	22	46		25	25					10056349
5071		BERRY BROTHERS WOODSIDE NY		.600															10062039
5054		PRECISION TECH PROD ROXBURN MA		.055															00185736
5726		PRODS RESEARCH GLENDALE CA		43.8															10064856
5445		PRODS RESEARCH GLOUCESTER NJ		12.6															10064864
		PARENT CUST. TOT-PRODUCTS RESEAR		56.4															00045756
5004		ELL SANDMAN CO WORCESTER MA		.055															00228621
5016		SUNNEBURN BUILD BELLEVILLE NJ		15.6															10073804
5729		ESSO RESEARCH - EN DAYTOWN TX		.110															10028806
5287		PAISLEY PROD FOREST PARK GA		1.30															00234869
5014		PAISLEY PRO-DIV CLIFTON NJ		18.0															10060354
		PARENT CUST. TOT-STANLEY WARNER		19.0															00044733
5119		STAUFFER CHEM DOBBS FERRY NY		.600															10075602
5722		STEELCOTE HFG ST LOUIS MO		1.80															10075742
5729		W B STUCK ADHES FORT WORTH TX		.600															00238082
5018		SUN CHEM CORP E RUTHERFORD NJ		.110															10076552
5754		TAM CHEMICALS INC CHICAGO ILL		6.00															10077842
5722		UNION ANSCO DENVER CO		.055															00222224
5357		UNION ANSCO TUCKER GA		12.0		3.60						3.60							10004351
5003		UNION ANSCO PALATINE IL				4.20	4.20												10004233
5237		UNION ANSCO BALTIMORE MD		18.0															10004284
5014		UNION ANSCO CARTERET NJ		5.35															10004179
5507		UNION ANSCO CONSHOHOCK PA		.118															10004241
5003		UNION ANSCO PROVIDENCE RI	10.0	18.6	10.0														10004535
		PARENT CUST. TOT-UNION OIL CO LO	10.0	172	10.0	7.90	4.20					3.60							00047155
5722		URETHANE ROLLER GLENCOE MO		.275															00224146
		DSW 012107																	

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SALES REF.	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. / MAJOR GRD. GP.
	AROCLOR 1242																00349A	1040-240-17
5720	WISC RJR PKOD UNION GROVE WI		1.80															10060970
	TOTAL PRODUCT * * * * * LB	180	7608	180	1069	626	218	234	22	23		29	25					1040-240-17
	MCS 1131																02203A	1040-220-17
5349	E. I. DUPONT WILMINGTON DE				1.50						.50	1.00						10023564
	TOTAL PRODUCT * * * * * LB				1.50						.50	1.00						1040-220-17
	MCS 1135																02211A	1040-135-17
7829	PHILLIPS PET BARTLESVILLE OK				.040							.040						10062659
	TOTAL PRODUCT * * * * * LB				.040							.040						1040-135-17
	45 IDT CLASS BIPHENYL AROCLOR LB	301	8651	301	2302	691	349	477	226	87	122	161	106	58	33	43	52	
	AROCLOR 1232																00345A	1040-230-17
5116	AMSCO CHEM PLAS ELKTON MD		14.9															10001323
5724	WESTERN ELEC WECO NB		1.10															10036823
5012	JOYBY CHEMICAL NARIUM XV		1.10															10053692
5723	JOYBY CHEMICAL SEATTLE WA		22.0															10009340
5114	BURDEN BROOKLYN NY		1.65															10010543
5012	ALLEG SOLV CARNEGIE CORAOP PA		2.20															10002095
	TOT P-T ALLEG SOLV CARN * POUNDS		2.20															00107700
4009	AMSCO SOLVENTS CINCINNATI OH		.100															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		.100															10005361
5054	BUFFALO SOLVENTS IONAWANDA NY		2.30															10012384
	TOT P-T BUFFALO SOLV BU * POUNDS		2.30															10012368
5700	CENTRAL SOL CHICAGO-CHICAGO IL		22.0															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		22.0															10015138
5726	CENT SOL SANTA FE SPR-CA		11.0															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		11.0															10015111
	DSW 012108																	

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SALES G. R.	SALES REP.	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. CRD. GP.
		AKOCLOR 1232																00345A	1040-230-17
5609		DIXIE SOL LOUISVILLE-LOUSVLE K		6.60															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		6.60															10022576
5609		HOOSR SOL INDNAPLS-INDNAPLSIN		3.85															10038766
		TOT P-T HOOSIER SOL IND * POUNDS		3.85															10038766
5722		MO SOLV ST LOUIS-ST LOUIS MO *		1.95															10053552
		TOT P-T MO SOLV ST LOUI * POUNDS		1.95															10053552
5609		EATON SOL ROMULUS-DETROIT MI		14.5		6.60							6.60						10088925
		TOT P-T WESTERN EATON S * POUNDS		14.5		6.60							6.60						10088925
5720		WISC SOLV MILWAUKEE-W ALLIS WI		20.9															10091039
		TOT P-T WISC SOLV MILWA * POUNDS		20.9															10091012
		PARENT CUST. TOT-CENTRAL SOL CHI		63.4		6.60							6.60						10015138
5265		R. S. HOLLINGSHEAD CAMDEN NJ		.550															10038391
5722		INMONT CORP ST LOUIS MO		.550															10040639
5602		MIDWEST RUBBER BARBERTON OHIO		.550															10052548
5724		MINN MIN-MFG CORDOVA IL		5.50															00229733
5724		MINN MIN CHEMOLITE SIDING MN		11.0															10052971
		PARENT CUST. TOT-MINN MIN - MFG		16.5															10053013
5110		MOBIL CHEMICAL CO. EDISON NJ		2.20															10053676
5724		NASHUA-DUTCH BRAND CHICAGO IL		20.4															00152900
7029		PHILLIPS PET BARTLESVILLE CK																	10062659
5725		PHILLIPS PET BARGER TX		.050															10062675
		PARENT CUST. TOT-PHILLIPS PET BA		.050															10062659
5301		SANGAM ELEC PICKENS SC				.550										.550			10070783
5267		PAISLEY PROD FOREST PARK GA		.550															00234869
5354		SPENCER KELLOGG BUFFALO NY		.100															10043719
5725		UNION CARBIDE TAFT LOUISIANA		1.10															00086665
5116		UNION CARBIDE SISTERSV NV		5.50															00141852
		PARENT CUST. TOT-UNION CARBIDE C		6.60															00045705
5114		UNION AMSCO CARTERET NJ		23.1															10004179
		DSW 012109																	

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Q	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 / NAIR. GPO. GP
	AROCOR 1232																0035A	1040-230-17
5107	UNION AMSCO CONSHOHOC PA		1.10															10004241
5003	UNION AMSCO PROVIDENCE RI		1.65															10004535
	PARENT CUST. TOT-UNION OIL CO LO		25.8															00047155
5720	UNIV OF WISC MADISON WISC		.050															00154911
	TOTAL PRODUCT * * * * *	LB	178		6.05						6.60				.55			1040-230-17
	AROCOR 1248																00356A	1040-260-17
5356	ACHE CHEM INSUL NEW HAVEN CT		.110															10000521
5307	ACHE VISIBLE RECOR CROZET VA		2.40															00106852
5171	ALL TRONICS WESTBURY LI NY		1.20															00107670
5818	AMAX SPECCLTY HTL WASHINGTON WV		2.40															00209694
5508	ARCHER PROD WINSTON SAL NC			1.80					1.80									10006007
5812	ARJAY CHEMICAL MARIUM WV		1.20															10053892
5818	ARJAY CO INC FARMINGDALE NJ		15.0															10009111
5812	ARJAY PROCESS TALLMADGE OHIO		.600															00216577
5114	ARJAY GALLERIES NEW YORK NY		.055															00234125
5724	ARJAY OF CALIF LOS ALAMOS NM		.060															10013195
5171	ARJAY COATINGS NEWARK NJ		42.0															10014697
5812	ARJAY SOLV CARNEGIE CORAOP PA		5.40															10002095
	TOT P-T ALLEG SOLV CARN * POUNDS		5.40															00107700
5409	AMSCO SOLVENTS CINCINNATI OH		6.60															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		6.60															10005361
5054	BUFFALO SOLVENTS TONAWANDA NY		51.0															10012384
	TOT P-T BUFFALO SOLV BU * POUNDS		51.0															10012368
5726	CENTRAL SOLV HAYWARD-HAYWARD			.600							.600							10015049
	TOT P-T CENTRAL SOLV HA * POUNDS			.600							.600							10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL		21.0															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		21.0															10015138
5726	CENT SOL SANTA FE SPR-CA		9.60															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		9.60															10015111
	DSW 012110																	

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NO.	SLS REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GP2 GP.
		AROCOR 1248																00356A	1040-260-17
5114		MAGID CORPORATION LINDEN NJ		1.80															10048028
5145		MINN MIN - MFG BRISTOL PA		3.60															10053072
5114		MOORINGS INC NEW YORK NY		.060															00231916
5724		MASHUA-DUTCH BRAND CHICAGO IL		11.4															00152900
5249		M L INDUSTRIES PERTH AMBOY NJ		.600															10050640
5724		NORTHWEST ROR ALBERT LEA MN		.055															10058481
5171		NORE-LUSE CORP COLLEGE PT NY		3.60															10059496
5210		PERMALEX CORP CARLSTADT NJ		7.20															00183865
5024		POLARDIO CORP CAMBRIDGE MA		.055															00155136
5345		P LYMER CORP READING PA		.110															10062049
5612		PPG SPRINGDALE PA		1.20															10063353
5724		PROPSO REPL PTS EVERMAN TX		1.30															00135628
5171		SCHWARTZ CH LONG ISLD CTY NY		.000															00137375
5110		SER SQUIBB NEW BRUNSWICK NJ		.060															00208671
5114		PAISLEY PRO-DIV CLIFTON NJ		1.80															10060354
5724		STERLING PKG - GASK HOUSTON TX		.600															10075939
5367		UNION CAMP CORP SAVANNAH GA		.600															10081599
5418		UNION CARBIDE BOUND BROOK NJ		.055															10081823
5116		UNION CARBIDE SISTERSV WV		97.2															00141652
		PARENT CUST. TOT-UNION CARBIDE C		97.3															00045705
5387		UNION AMSCO TUCKER GA				10.8-							10.8-						10004551
5001		UNION AMSCO CHARLETT NC		3.00															10004152
5114		UNION AMSCO CARTERET NJ		40.2															10004179
5337		UNION AMSCO CONSHOHOC PA		33.0															10004241
		PARENT CUST. TOT-UNION OIL CO LO		76.2		10.8-							10.8-						00047155
5116		JOP E RUTHERFORD NJ		1.20															10085586
5207		UNITED STATES GUYT EDGEWOOD MD		.600															00142492
5724		VELSICOL CHEM MARSHALL ILL		1.80															10086426
5724		VULCAN MATERIALS CO SHAFER CA		.600															00216291
5724		WHITE RODGERS CO ST LOUIS MO		1.80															10090350
5724		UNIV OF WISC MADISON WISC		.055															00154911
1237		WORCESTER POLYTECH WORCESTER MA			.110						.110								00256382
		TOTAL PRODUCT * * * * *		947		17.9-				1.8-	.1	.6-	10.8-	4.8-					1040-260-17
		AROCOR 1254																00351A	1040-280-17
5387		AMCO INC COOKEVILLE TN		.060															10000718
1237		AEROVOX CORP NEW BEDFORD MA			3.60						3.60								10001013
5605		ALBION INDUSTRIES ALBION MI		1.20															00217360
		DSW 012112																	

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Q.	S.S. REF.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y.T.O.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR GRD. GP.
		ARBCLOR 1254															00361A		1040-280-17
5416		.ALFA INK - CHEM CARLSTADT NJ		.600															10001986
5612		.ALLEGHENY LUDLOW BRACKENRID PA		.120															00165409
5345		.ALLENTOWN PAINT ALLENTOWN PA		.060															10002184
5725		.ALLIED MATERIAL STROUD OK		31.8															10002557
5201		.AMERICAN LACQUER TAMPA FL		.300															10004039
5414		.AMERICAN METAL SEAL CARLSTO NJ		.600															10004101
5726		.AMERCOAT CORP BREA CAL		21.6															10003121
5115		.ANACONDA CO NEW YORK CITY NY		1.00															00045175
5307		.ARDEX LABS INC PHILADELPHIA PA		.180															00228303
5724		.ARMSTRONG CHEMCON CHICAGO IL		1.80															10003546
5352		.ARMSTRONG CURK LANCASTER PA		.060															10006430
5301		.ASSOCIATED PLASTICS MIALEAH FL		1.30															00234222
5357		.ATLANTIC PAINT JACKSONVILLE FL		.600															00110523
5116		.BASE HYANDOTIE HACKENSACK NJ		9.00															00156345
5725		.B & ENG SUP MCQUEENY TX		.600															00231053
5116		.BELRAY CO INC FARMINGDALE NJ		15.0															10009111
5726		.ADHESIVE ENG SAN CARLOS CA		1.20															10000750
5605		.BENDIX FILTER MADISON HOTS MI		.060															10009316
5414		.BENIND GALLERIES NEW YORK NY		.050															00234125
5307		.BURDEN MARITTA GA		3.60															10010489
5414		.BURDEN MIDDLESEX NJ		.600															10010802
5609		.BURDEN COLUMBUS OHIO		18.0															10010586
5612		.BURDEN DELAWARE OH		2.40															10010519
		TOT P-T BURDEN COLUMBUS		24.6															10010586
5345		.J A BRUDER & SONS PHILADEL PA		7.20															10012007
5207		.BUDD CO BRIDGEPORT PA		3.00															10012339
5172		.CELANESE COATINGS NEWARK NJ		3.00															10014697
5612		.ALLEG SOLV CARNEGIE CARNEGI PA																	00107700
5612		.ALLEG SOLV CARNEGIE CONAOP PA		64.8															10002095
		TOT P-T ALLEG SOLV CARN * POUNDS		64.8															00107700
5609		.AMSCO SOLVENTS CINCINNATI OH		69.0		.600-							.600-						10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		69.0		.600-							.600-						10005361
5654		.BUFFALO SOLVENTS TONAWANDA NY		60.6															10012384
5654		.BUFFALO SOLVENTS READVILLE PA		24.0															00231444
		TOT P-T BUFFALO SOLV BU * POUNDS		84.6															10012368
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Q	S/S REV	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. I.D. / MAJ. GR. GP.
		AROCOR 1254																00351A	1040-280-17
5726		CENTRAL SOLV HAYWARD-HAYWARD		31.9															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		31.9															10015049
5726		CENTRAL SOL CHICAGO-CHICAGOIL		234															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		234															10015138
5728		CENTRAL SOLVENTS PORTLAND OR		33.6															00113425
		TOT P-T CENTRAL SOLVENT * POUNDS		33.6															00113425
5728		CENTRAL SOLV KENT WASH		3.00															10015006
		TOT P-T CENTRAL SOLV KE * POUNDS		3.00															10015006
5726		CENT SOL SANTA FE SPR-CA		336															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		336															10015111
5609		DIXIE SOL LOUISVILLE-LOUSVLE K		41.4															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		41.4															10022576
5609		HOOISR SOL INDNAPLS-INDNAPLSIN		21.6															10038766
		TOT P-T HOOISER SOL IND * POUNDS		21.6															10038766
5722		*MO SOLV KANSAS CTY-KNS CTYMO		15.0															10053544
5722		MO SOLV ST LOUIS-ST LOUIS MO *		116															10053552
		TOT P-T MO SOLV ST LOUI * POUNDS		116															10053552
5612		OHIO SOLV CLEVELAND-CLEVELQH		234															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		234															10058953
5725		SOUTHERN NEW ORLEANS-N ORLELA		25.2															10074150
		TOT P-T SOUTHERN SOLV C * POUNDS		25.2															10074150
5725		TEXAS SOL HOUSTON-HOUSTONIX		137															10079373
		TOT P-T TEXAS SOLVENTS * POUNDS		137															10079373
		DSW 012114																	

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Q	SLS REP	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 / MAY CRD GP.
		AROCOR 1254																00361A	1040-280-11
5725		TEXAS SOLV DALLAS-DALLASTX		13.2															10079411
		TOT P-T TEXAS SOLVENTS * POUNDS		13.2															10079411
5605		W EATON SOL ROMULUS-DETROITMI		59.3															10088925
		TOT P-T WESTERN EATON S * POUNDS		59.3															10088925
5720		WISC SOLV MILWAUKEE-MNEAPLS MN		15.0															10090989
5720		WISC SOLV MILWAUKEE-W ALLIS WI		149															10091039
		TOT P-T WISC SOLV MILWA * POUNDS		164															10091012
5605		WOLV SOLV GRND RAPIDS-GR RPMI		7.86															10091268
		TOT P-T WOLVERINE SOLV * POUNDS		7.86															10091268
		PARENT CUST. TOT-CENTRAL SOL CHI		1692		.600-								.600-					10015138
5726		CERTIFIED ALLOY LONG BEACH CA		.600															00223069
5607		CHEM PROD CO RUMFORD RI		30.0															10015707
5607		CHRYSLER CORP TRENTON MI		330															10020735
5607		CINCINNATI MILACRON N BRUNS NJ		.120															10013976
5611		COLUMBIA TECH WOODSIDE NY		.600															10018072
5616		COMMERCIAL INK CORP NYC NY		1.20															00152412
5722		CONCRETE CURE CHEM DENVER COLO		.240															00208442
5725		CUNLEY CORPORATION TULSA OK		5.40		.060				.060									10018390
5725		CURK PAINT - VA N KAN CITY MO		3.00															10019494
5649		CUSPEN CHEM COATING BEVERLY NJ		7.80															10019958
5601		CROWN PAINT HIALEAH FL		.600															10020271
5724		CASURY COLUMBIA CO CHGO IL		22.2															10049229
5615		CUSTOM CHEMICALS E PATERSON NJ		.600															10020638
5601		DAVIS PAINT MFG LYNCHBURG VA		.120															00228214
5601		DELTA LAB INC ZUBER FL		.600															00232432
5726		DEXTER CORP HAYWARD CA		3.60															00230847
5645		DUJGE CORK CO INC LANCASTE PA		.120															00116505
5614		DUNMORE CORP KENILWORTH NJ		.060															00228352
5645		E I DUPONT NEWPORT DE		6.60															10023556
5645		E I DU PONT DE BEAUMONT TX		.060															10024021
		PARENT CUST. TOT-E I DU PONT DE		6.66															10023564
5612		DUNACOTE CORP RAVENNA OH		.600															10024242
5607		DYNASURF CHEM BALTIMORE MD		.600															10024439
		DSW 012115																	

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M.	C.	S.S.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAR-GRD-GP.
			ARUCLOR 1254															00361A		1040-280-17
5701			TENN EASTMAN KINGSPORT TENN	.240																10078547
5009			ELECTRON IC COM BRIDGEPORT CT			27.0	27.0													10023796
5054			ENDICOTT JOHNSON ENDICOTT NY	1.20																10026202
5728			EPOXYLITE EL MONTE CA			.060				.060										00117927
5004			EPHY CHARMS CO LEOMINSTER MA	.060																00185371
5728			ESSEX CHEM LA MIRADA CA	5.40																10026709
5018			ESSEX CHEM SAYREVILLE NJ	52.8																10026687
			PARENT CUST. TOT-ESSEX CHEM BALT	58.2																10026679
5720			EXACTO PRODUCTS ELKHART IN	3.30																00182621
5608			EXOTIC RUB & PLA DETROIT MI	.600																00116192
5612			FASSON PROD PAINESVILLE OH	.060																10027381
5602			FARNAX MFG CORP DETROIT MI	.120																00179612
5724			H B FULLER MEMPHIS TN	3.00																10030056
5728			HAZD IND ELK GROVE ILL	1.80																10020420
5612			GEN ELEC CUSHINGTON OH	38.4																10031923
5724			GENERAL MILLS MINN MINN	.085																10032490
5722			GEN TIRE - RUB COLUMBUS MS	.600																10033195
5337			GENESCO INC NASHVILLE TN	.060																10033225
1133			G J GEORGE COMPANY ST LOUIS MO	.060																10033276
5722			GIVEN PT MFG EL PASO TX	.600																10033575
5725			GLEAN CHEM PROD INC AUSTIN TX	.120																10033748
5604			HAERIPIL INC INDEPENDENCE CH	.600																00183792
5602			J F GOODRICH AVON LAKE OH	.060																10034132
			PARENT CUST. TOT-B F GOODRICH AK	.540																10034191
5602			GOODYEAR TIRE AKRON OH	.120																10034698
5004			W R GRACE CO CHICAGO IL	194																10035007
5014			W R GRACE N BERGEN NJ	65.0																10034965
			PARENT CUST. TOT-W R GRACE NEW Y	259																00045489
5201			GRANITEVILLE CO GRANTEVILLE SC	10.2																10035244
5728			GREAT WESTERN CHE RICHMOND CA	4.20																10035473
5728			GREAT WESTERN CHEM TIGARD OR	7.20																10035511
5728			GREAT WESTERN CHEM SEATTLE WA	9.60			6.00					6.00								10035546
5728			GREAT WESTERN CHEM HELENA MT	.060																00212024
			PARENT CUST. TOT-GREAT WESTERN C	21.1			6.00					6.00								10035473
1134			GUDEMAN CO CHICAGO ILL				2.40					2.40								10035937
5004			HAMPSHIRE MFG CO NHUA NH	.531																10036658
											</									

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AI	SALES CUST.	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. ID. / MAJOR CRO-GRP.
		PARENT CUST. TOT-MOBIL OIL CORP		82.2															10054443
		AROCOR 1254															00361A		1040-280-17
5017		ST. I CHEM INC ST. LOUIS MO		19.2															10075300
5016		BENJ MOORE NEWARK NJ		3.60															10055180
5022		MORRIS PAINT CO ST. LOUIS IL		1.20															10055393
5024		MASHUA-DUTCH BRAND CHICAGO IL		.600															00152900
5014		PARKER CASTOR OIL DAYTON OH		201															10008034
5019		NATL STARCH PLAINFIELD NJ		1.20															10058969
5008		HAZAR RUBBER CO TOLEDO OH		2.40															10057140
5020		NILES CHEM PAINT NILES MI		.600															10057833
5071		PARKER STEARNS BROOKLYN NY		.950															10061974
5071		PARK KAME PLATE FLUSHING LI NY		.480															00178098
5018		H. A. PARK - CO HAMOVER NJ		.600															00150085
5087		PENNHALT CORP MONTGOMERY AL		7.20															00231897
5087		PENNHALT CORP CHICAGO HTS IL		12.0															10061555
5007		PENNHALT CORP DELAWARE CH		1.80															10061563
5007		PENNHALT CORP CORNWELL HTS PA		6.00															10061598
5007		PENNHALT CORP PHILADELPHIA PA		2.40															10061636
		PARENT CUST. TOT-PENNHALT CORP P		29.4															10061636
5022		PERMATEX CO INC KANSAS C KS		1.80															00133299
5016		PIGMENT DISPERSIONS ISSELIN N J		.060															00215163
5003		PLYMOUTH RUBR CANTON MASS		1.80															10063787
5042		POLYMER CORP READING PA		.600															10063949
5004		POLYMER INDUSTRIES STAMFORD CT		74.5															00183563
5004		POLYMER IND SPRINGDALE CT		21.6															10063930
		PARENT CUST. TOT-POLYMER INDUSTR		96.1															00183563
5025		POTTER CO WESSON MS		1.20		1.80				1.80									10064287
5012		PPG NEWARK NJ		2.40															10064334
5028		PRODS RESEARCH GLENDALE CA		170															10064856
5049		PRODS RESEARCH GLOUCESTER NJ		301															10064364
		PARENT CUST. TOT-PRODUCTS RESEAR		471															00045756
5004		K J QUINN MALDEN MA		.300															10065712
5026		KAYCHEM CORP MENLO PK CA		2.40															10066468
5028		KAYCLAD TUBES MENLO PK CA		8.40															10066484
5026		KOR ENGINEER SALT LAKE CITY UT		.600															10069777
5071		KEALE PAINT CORP BROOKLYN NY		.600															00227919
5008		REICHMOLD CHEM ELIZABETH NJ		.060															10067081
													</						

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SALES CUST.	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 / MFG. GRD. GP
	AROCOLOR 1254																00361A	1040-280-17
5612	REPUBLIC DYE - CHEM AKRON OH		.120															10067405
5612	REPUBLIC PRO MTL'S MEDIA OHIO		.120															00164240
5617	RICHARDSON PAINT PHILAUE PA		.600															00224456
5618	RUBBER & SILICONE PRO FAIRFIELD NJ		.120															00164373
5617	SANDERS PAINT INC TUCKER GA		.060															00187356
5722	GLIDDEN CO SAN FRANCISCO CA		1.20															10033780
5612	GLIDDEN CO READING PA		.600															10033888
	PARENT CUST. TOT-S C M CORP COCT		1.80															00045454
5724	DESOTO INC CHICAGO IL		2.40															10021355
5722	SPANNACE PLAST EVANSVILLE IN		.120															10072212
5725	SHELL CHEM DEER PK TX		12.0															10072301
5612	SHERWIN WILLIAMS GARLAND TX		15.8															10072608
5612	SHERWIN WILLIAMS LOS ANGE CA		1.20															00137839
5612	SHERWIN WILLIAMS GARLAND CA		1.20															10072638
5612	SHERWIN WILLIAMS CHGO IL		30.8															10072654
5612	SHERWIN WILLIAMS GIBBSBORO NJ		7.20															10072697
5612	SHERWIN WILLIAMS CLEVELAND OH		161															10072754
	PARENT CUST. TOT-SHERWIN WILLIAM		223															10072794
5114	SOLAR COMPOUNDS LINDEN NJ		10.8															10073766
5114	SPINNEBORN BULD BELLEVILLE NJ		313															10073804
5059	SPARKING PLASTICS PLYMOUTH MI		.500															00213578
5110	SPECTRACHEM CORP PATERSON NJ		.060															00130501
5745	STANDARD DRY WALL EGGELY PA		6.00															00177350
5118	STANDARD PACKAGIN CRANDURY NJ		1.80															10075173
5423	STATE CHEM CO LUSBUCK TX		.060															00139092
5118	STAUFFER GALLIPOLIS FERRY WV		4.20															10075637
5722	STEELCOTE MFG ST LOUIS MO		9.00															10075742
5722	STERLING LACQUER ST LOUIS MO		.600															10075920
5728	SULLIVAN CO SAN FRANCISCO CALF		.120															00166703
5116	SUN CHEM PATTERSON NJ		6.00															00139416
5116	SUN CHEMICAL BROOKLYN NY		.060															00224926
	PARENT CUST. TOT-SUN CHEMICAL CO		6.06															10076714
5545	SUN OIL CO MARCUS HOOK PA		4.80															10076838
5554	SWIFT - CO WEST HAVEN CON		.600															10077503
5761	TAB CHEMICALS INC CHICAGO ILL		45.0															10077842
5116	TECH RUBR & PLASTIC CLIFTON NJ		.060															00227420
5116	TEMPIL DIVISION S PLAINFIELD NJ		.180															00183652
5545	TENNECO INC GF DIV HAZLETON PA		.060															00140147
	DSW 012119																	

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M G R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTE FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. GRD. GP.
		AROCLODR 1254																00361A	1040-280-17
5725		TEXAS HIGHWAY AUSTIN TX		.840															00160083
5726		TEXTONE INC. CITY OF COMMRCE CA		4.20															00181900
5724		THERMAL SYSTEMS ST LOUIS MO		.420															00140635
720		TLP TOP PROD OMAHA NEB		.130															10060215
5170		TRU-RITE INC BROOKLYN NY		.600															00141259
2114		UNION CAR OG SOUND BROCK N J		.240															10081823
5387		UNION AMSCO TUCKER GA		81.0		.480							.480						10004551
5388		UNION AMSCO PALATINE IL		19.6		6.00	6.00												10004233
5387		UNION AMSCO BALTIMORE MD		15.0															10004284
5388		UNION AMSCO CHARLOTTE NC		76.8															10004152
5114		UNION AMSCO CARTERET NJ		144															10004179
5207		UNION AMSCO CONSHOHOC PA		519															10004241
5700		UNION AMSCO PHILADEL PA		157															10004276
5207		UNION AMSCO PROVIDENCE RI		59.2															10004535
5397		UNION AMSCO NASHVILLE TN		1.20															10004144
		PARENT CUST. TOT-UNION OIL CO LO		1070		6.48	6.00						.48						00047155
5003		UPACO ADHESIVES HYDE PARK MA		.050															10085667
5004		UNIROYAL CHEM NAUGATUCK CT		.060															10082439
5004		UNIROYAL FINEAR NAUGATUCK CT		.060															10082701
		PARENT CUST. TOT-UNIROYAL NEW YO		.120															00047325
5114		UNITED LACQUER MFG LINDEN NJ		4.20		1.20	1.20												10083524
5720		U. S. GYPSUM NASHVILLE TN		1.20															00143022
5724		VALSPAR CORP RUTLEY NJ		10.2		4.80	4.80												00151548
5207		VIRGINIA PAINT MFG NORFOLK VA		3.60															00217492
5813		WALWORTH CO SO GREENBURG PA		.050															00207533
5171		WHARTON INDUSTRIES BROOKLYNNY		.600															00195396
5724		WINDSOR PLASTICS EVANSVILLE IN		.180															00181439
5720		UNIV OF WISC MADISON WISC		.060															00154911
5012		WITCO CHEMICAL CLEVELAND OHIO		1.20															00206570
5609		WCM MFG INC GENEVA IN		1.20															10087228
5720		YOGER MFG LITTLE R AR		.120															00146509
		TOTAL PRODUCT * * * * * LB		7483		18.8	17.4	.6	.1	4.3	2.4		1.1						1040-280-17
		00361A * * * * * LB		1319		.044	3.65	.04	.14	.99	.22	3.23	1.13						
		AROCLODR 1254 10% TOL																00363A	1040-282-17
5204		COMPO CHEM HANSEIEL MA		10.2															00114863
5333		UNION AMSCO PROVIDENCE RI		2.40															10004535
5245		WESTINGHOUSE HAMPTON S C		1.20															10069689
		TOTAL PRODUCT * * * * * LB		13.8															1040-282-17
		DSW 012120																	

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M C	S REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTED FOR CURR YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJ. GRD. GP.
		ARJCLOR 1254 103 XYL																00364A	1040-286-1
612		ALLEG SOLV CARNEGIE CARNEGI PA																	00107700
612		ALLEG SOLV CARNEGIE CORAUP PA		33.6															10002095
		TOT P-T ALLEG SOLV CARN * POUNDS		33.6															00107700
604		W.R. GRACE CO CHICAGO IL		.600															10035007
6054		PIERCE - STEVENS BUFFALO NY	100	87.0	60.0														10062918
612		USS CHEM DIV NEVILLE PA		32.9															00141402
		TOTAL PRODUCT * * * * * LB	100	153	60.0														1040-286-1
		ARJCLOR 1260																00369A	1040-290-1
6171		AMERICAN ADHESIVE MFG BROOK NY																	10003156
6009		BENDIX FILTER MADISON HGTS MI		.060															10009316
6114		BONINO GALLERIES NEW YORK NY		.300															00234125
6087		CALDWELL CHEM FAYETTEVILLE TN		.060															00183504
6009		AMSCO SOLVENTS CINCINNATI OH		3.60															10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		3.60															10005361
6054		BUFFALO SOLVENTS TONAWANDA NY		4.80															10012384
		TOT P-T BUFFALO SOLV BU * POUNDS		4.80															10012388
6124		CENTRAL SOLV HAYWARD-HAYWARD		2.40		2.40						2.40							10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		2.40		2.40						2.40							10015049
6700		CENTRAL SOL CHICAGO-CHICAGO IL		15.0															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		15.0															10015138
6726		CENT SOL SANTA FE SPR-CA		4.80															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		4.80															10015111
6609		DIXIE SOL LOUISVILLE-LOUSVLE K		11.4															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		11.4															10022576
6722		MO SOLV ST LOUIS-ST LOUIS MO *		24.6															10053552
		TOT P-T MO SOLV ST LOUI * POUNDS		24.6															10053552
		DSW 012121																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -																								
Q	SAS	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 / MAJOR GRD GP					
		AROCLOX 1260															00369A		1040-290-17					
5012		OHIO SOLV CLEVELAND-CLEVELAND		12.0															10058953					
		TOT P-T OHIO SOLVENTS - * POUNDS		12.0															10058953					
5025		TEXAS SOLV DALLAS-DALLASTX		1.20															10079411					
		TOT P-T TEXAS SOLVENTS * POUNDS		1.20															10079411					
5020		WISC SOLV MILWAUKEE-MILWAKE WI		3.00															10091012					
5020		WISC SOLV MILWAUKEE-W ALLIS WI		10.8															10091039					
		TOT P-T WISC SOLV MILWA * POUNDS		13.8															10091012					
		PARENT CUST. TOT-CENTRAL SOL CHI		43.6		2.40							2.40						10015138					
5009		FRANKLIN GLUE COLUMBUS OH		.000															10029449					
5024		H B FULLER CO PALATINE IL		2.40															10030153					
5024		H B FULLER MEMPHIS TN		4.20															10030056					
		PARENT CUST. TOT-H B FULLER ST P		6.60															10030072					
5034		G R GRACE CO CHICAGO IL		1.20															10035007					
5026		GREAT WESTERN CHE RICHMOND CA		1.20															10035473					
5026		GREAT WESTERN CHEM YIGARD OR		.000															10035511					
		PARENT CUST. TOT-GREAT WESTERN C		1.00															10035473					
5026		INMONT CORP EL SEGUNDO CALIF		.000															10040992					
5022		INTERNATIONAL SHOE ST L MO		.060															10041759					
5022		SINCLAIR - VALENT N KAN CTY MO		.060															00066649					
5024		MINN MIN - MFG ST PAUL MN		.060															10053013					
5001		NATROCHEM SAVANNAH GEORGIA		5.60															00157636					
5010		J J SSI WYCKOFF NJ		.080															00230901					
5071		PARK MARK PLATE FLUSHING LI NY		.050															00170090					
5009		WAP INCORPORATED DAYTON OHIO		1.30															00157473					
5018		STATE STARCH BLOOMFIELD NJ		3.00															10063221					
5017		RELIANCE UNIV ROANOKE VA		.600															00178209					
5034		ELLI SANDMAN CO WORCESTER MA		.800															00228621					
5012		GLIDDEN CO CLEVELAND OH		.420															10033845					
5018		SCHNEEBORN BUILD BELLEVILLE NJ		71.4															10073804					
5014		STAR-GLOW RBR E RUTHERFORD NJ		.060															10075432					
5022		STEELCOTE MFG ST LOUIS MO		1.20															10075742					
5010		SUN CHEM NEW HAVEN CT		13.9															00233609					
5018		SUN CHEM CORP E RUTHERFORD NJ		10.8															10076552					

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AL	SIS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUANT FOR CLAR YE79	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAR. GRD-GR.
		ARJCLOR 1260 10% VOL															00370A		1040-295-17
5612		OHIO SOLV CLEVELAND-CLEVELAND		10.2															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		10.2															10058953
		PARENT CUST. TOT-CENTRAL SOL CHI		50.4															10015138
5116		INDUST LATEX WALLINGTON NJ		252															10040388
5203		UNION AMSCO PALATINE IL		27.0															10004233
5114		UNION AMSCO CARTERET NJ		75.6															10004179
5207		UNION AMSCO CONSHOHOC PA		24.6															10004241
		PARENT CUST. TOT-UNION OIL CO LO		127															00047155
		TOTAL PRODUCT * * * * * LB		430															1040-295-17
		ARJCLOR 1262															00373A		1040-300-17
5171		ALLIED PROD CORP LONG IS CT NY		1.20															10048699
5171		ATLANTIC GUMMED PR BROOKLYN NY		1.80															10007151
5154		BUFFALO SOLVENTS TONAWANDA NY		1.44															10012304
		TOT P-T BUFFALO SOLV BU * POUNDS		1.44															10012368
5700		CENTRAL SOL CHICAGO-CHICAGO IL		7.20															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		7.20															10015138
5120		CENT SOL SANTA FE SPR-CA		76.7															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		76.7															10015111
5725		TEXAS SOL HOUSTON-C CHRISTITX		.180															00140465
		TOT P-T TEXAS SOLVENTS * POUNDS		.180															10079373
		PARENT CUST. TOT-CENTRAL SOL CHI		85.6															10015138
5724		CONTINENTAL CAN CHICAGO ILL		.060															10018900
5032		EASTERN CLR - CH PROVIDENCE RI		.860															10024927
5171		FLORASYNTH LABS INC URGONX NY		1.80															10028671
5412		GEN ELEC COSHUCTON OH		.800															10031923
5128		GREER HYDRAULICS LOS ANGEL CA		.195															10035759
		DSW 012124																	

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SALES C. REF.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOT. FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. GRD. GP.
	ANOCLO 1262																00373A	1040-300-17
5045	HASTINGS & CO HAVERTOWN PA		.660															00207258
5042	HARCOLES INC WASHINGTON PA		.600															00123997
5110	PERMACEL NEW BRUNSWICK NJ		1.58															10011746
5224	JOUSLYN MFG CO CHICAGO IL		19.2															10043166
5012	KOPPERS COMPANY NEWARK NJ		3.00															10044790
5724	MINN MIN - MFG WAYNE MI		39.0															10052563
5724	MINN MIN - MFG ST PAUL MN		.660															10053013
5724	MINN MIN - MFG SPRINGFIELD MO		2.40															10053021
	PARENT CUST. TOT-MINN MIN - MFG		41.5															10053013
5110	J. JESSI MYCKOFF NJ		.690															00230901
5110	NATL STARCH BLOOMFIELD NJ		4.80															10063221
5145	PRODS RESEARCH GLOUCESTER NJ		328		.600-								.600-					10064064
5012	SPRAYON PRODUCTS BEDFORD HG OH		.600															00219606
5725	H B STUCK ADHESIVE NEW ORLE LA		.600															00139243
5725	H B STUCK ADHES FORT WORTH TX		.600-															00230082
	PARENT CUST. TOT-H B STUCK ADHES																	00238082
5207	UNION AMSCO BALTIMORE MD		.600															10064284
5214	UNION AMSCO CARTERS NJ																	10064179
5207	UNION AMSCO CONSUMERS PA		230															10064241
5009	UNION AMSCO PROVIDENCE RI		15.0															10064535
	PARENT CUST. TOT-UNION OIL CO LO		245															00047155
5006	USI CHEM DIV KENTON TN		15.7															10081335
	TOTAL PRODUCT * * * * * LB		745		.600-								.600-					1040-300-17
	ANOCLO 1262 10% TOL																00375A	1040-310-17
5609	AMSCO SOLVENTS CINCINNATI OH		113															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		113															10005361
5700	CENTRAL SOL CHICAGO-CHICAGOIL		6.00															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		6.00															10015138
5609	DIXIE SOL LOUISVILLE-LOUSVLE K		1.20															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		1.20															10022576
	DSW 012125																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES REP	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. / MAJOR GPO-CP
	ANUCLOL 1262 10% TOL																00375A	1040-310-17
5609	HOUSIER SOLVENTS LAFAYETTE IN		1.20															00182524
5725	SOUTHERN NEW ORLEANS-N. ORLEA		2.40															10074150
	TOT P-T SOUTHERN SOLV C * POUNDS		2.40															10074150
	PARENT CUST. TOT-CENTRAL SOL CHI		124															10015138
5772	CERTAIN-TEED SAINT KANS CITY K		39.0															10015235
5813	CHRY P. COO CO RUMFORD RI		3.60															10015707
5723	ENMAR INC LITTLE R AR		.600															00117900
5723	ENMAR INC WICHITA KAN		2.40															10026458
	PARENT CUST. TOT-ENMAR INC WICH		3.00															10026458
5725	MAST MANUFACT HOT SPRINGS AK		.360															00122627
5813	INNOCENT CORP ELIZABETH NJ		.600															10040744
5812	SCOPERS COMPANY NEWARK NJ		81.0															10044790
5829	REEVES DRUG BUENA VISTA VA		1.20															10066859
5814	ANALYTIC DIV CARLSTADT NJ		.060															10037778
5811	UNION AMSCO CHARLETT NC		5.40		2.40							2.40						10004152
5814	UNION AMSCO CARTERET NJ		10.2															10004179
5813	UNION AMSCO PROVIDENCE RI		3.30															10004535
	PARENT CUST. TOT-UNION OIL CO LC		18.9		2.40							2.40						00047155
5724	VALSPAR CORP EAST MOLINE IL		.180															00177792
	TOTAL PRODUCT * * * * * LB		272		2.40							2.40						1040-310-17
	00375A * * * * * \$		48.6		5.35						4.57	.78						
	ANUCLOL 1262 10% XYL																00374A	1040-320-17
5629	DIXIE SOL LOUISVILLE-KENTUCKY K		9.60															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		9.60															10022576
5814	UNION AMSCO CARTERET NJ																	10004179
	TOTAL PRODUCT * * * * * LB		9.60															1040-320-17
	ANUCLOL 5432																01780A	1040-460-17
5812	AIROCO SPEER ELECT BRADFORD PA		.050															00086592
5720	EASTERN ELEC CICERO ILL				.790	.200	.590											10088755
5812	BLAIR PROCESS TALLMADGE OHIO				.050									.050				00218577
	DSW 012126																	

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NO.	SUB C/P	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOT. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MA/2-GRD.GP
		ANDCLOR 5432															01780A		1040-460-17
5725		BUFFALO SOLVENTS TUNAWANDA NY				.100									.100				10012384
		TOT P-T BUFFALO SOLV BU * POUNDS				.100									.100				10012368
5726		CENTRAL SOLV HAYWARD-HAYWARD		1.18															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.18															10015049
5750		CENTRAL SOL CHICAGO-CHICAGO IL				7.08			.59					4.13		.59		1.77	10015138
		TOT P-T CENTRAL SOLVENT * POUNDS				7.08			.59					4.13		.59		1.77	10015138
5726		CENT SOL SANTA FE SPR-CA				63.2			.1				3.0		29.5		1.2	29.5	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				63.2			.1				3.0		29.5		1.2	29.5	10015111
5812		OHIO SOLV CLEVELAND-CLEVELAND OH				99.1							24.2	12.1	16.8	14.8	31.3		10058953
		TOT P-T OHIO SOLVENTS - * POUNDS				99.1							24.2	12.1	16.8	14.8	31.3		10058953
5720		MISC SOLV MILWAUKEE-W ALLIS WI				.200							.100		.100				10091039
		TOT P-T MISC SOLV MILWA * POUNDS				.200							.100		.100				10091012
		PARENT CUST. TOT-CENTRAL SOL CHI		1.18		170			.6				27.3	16.2	46.5	15.3	32.5	31.3	10015138
5725		CONLEY CORPORATION TULSA OK				.590						.590							10018390
5812		GEN ELEC CONSTRUCTION OH				.350	.050	.100	.200										10031923
5818		ARMSTRONG INC BELLEVILLE NJ				4.13												4.13	10036079
5724		ILLINOIS ADHESIVE CHICAGO IL		3.55		5.90								5.90					10040019
5726		COLLAR DIV INTL MAR SAN DIEG CA				.100										.100			00138363
5814		MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054270
5818		MODERN HANDL ALABASTER AL				.590										.590			00264059
5812		PENN REFINING CLEVEL OHIO				3.30							24.2		27.5				10061525
5815		POLYMERIC SYSTEMS POTTSWOM PA				.590										.590			00270679
5801		PT W POTTER TROUTVILLE VA		.590															00258317
5816		NATL STARCH BLOOMFIELD NJ				5.31						2.95				2.36			10063221
5816		PITTS PLATE E POINT GA				.590						.590							10063442
		PARENT CUST. TOT-PITTS PLATE GL				5.90						3.54				2.36			10063345
5818		PRINCETON CH PRINCETON NJ				.590									.590				10064627
5726		PRODUCTS RESEARCH BURBANK CAL				1.18			1.18										00045756
		DSW 012127																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

MO	YR	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAIR GRD GP
		AROCOR 5432															01780A		1040-460-17
5726		PRODS RESEARCH GLENDALE CA				61.4				1.2	36.0			24.2		38.4		59.6	10064856
5295		PRODS RESEARCH GLOUCESTER NJ				102			4.1										10064864
		PARENT CUST. TOT-PRODUCTS RESEAR				165			4.1	2.4	36.0			24.2		38.4		59.6	00045756
5245		J.P. ROESER LABASKA PA				.050					.050								10068800
5724		SCHJELDAHL CO NORTHFIELD MN				.150							.050		.100				10071216
5724		SPECIALTY COAT CO ELKGRV VI IL				.690								.690					10074584
5724		SWIFT CHEMICAL CO MADISON IL				.590								.590					00262811
5724		SWIFT - CO VERNON CALIFORNIA				1.18						1.18							10077400
		PARENT CUST. TOT-SWIFT - CO CHIC				1.77						1.18		.59					10077346
5116		THIUKOL CHEM TRENTON NJ				.050												.050	10079799
5116		UNION CARB TARRYTOW NY				.050			.050										00141763
5187		UNION AMSCO MULGA ALA				2.95									2.95				00265845
5201		UNION AMSCO PELHAM AL				5.31				.59	1.77		1.77		1.18				00251666
5267		UNION AMSCO TUCKER GA				.590											.590		10004551
5214		UNION AMSCO HILLVILLE NY		.590									20.7	23.6		2.4	4.1	59.0	00237272
5307		UNION AMSCO CONSHOHOC PA				110													10004241
		PARENT CUST. TOT-UNION OIL CO LO		.590		119				.6	1.8		22.4	23.6	4.1	2.4	4.7	59.0	00047155
		TOTAL PRODUCT * * * * * LB		5.96		472		1	5	3	38	5	74	71	24	59	38	154	1040-460-17
		AROCOR 5432-10% TOLUOL															01946A		1040-461-17
5722		GEN SOLV KANSAS CITY-KNS CTYMO				11.0						2.75		2.75		5.50			10053544
5412		GEN ELEC CUSHOCTON OH				97.9				6.1	5.0	7.2	7.2			8.3		64.4	10031923
		TOTAL PRODUCT * * * * * LB				109				6.1	5.0	9.9	7.2	2.8		13.8		64.4	1040-461-17
		AROCOR 6040															01785A		1045-040-17
5033		ALLACO PROD BRAINTREE MA				.600	.600												10002044
5439		JOHN BRIDGE MILLS TROY OH		.710															10011779
5412		ALLEG SOLV CARNEGIE CARNEGIE PA	1.00		1.00														00107700
		TOT P-T ALLEGHENY SOLVT * POUNDS	1.00		1.00														00107700
5439		ANSCO SOLVENTS CINCINNATI OH				3.00		1.20		1.80									10005361
		TOT P-T ANSCO SOLVENTS * POUNDS				3.00		1.20		1.80									10005361
		DSW 012128																	

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

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- IN THOUSANDS OF POUNDS AND POUNDS -																		
SIS REP	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. / MAJ. GRD. GP.
	ARUCLOR 6040																01785A	1045-040-1
5054	BUFFALO SOLVENTS TONAWANDA NY				9.60					4.80			2.40			2.40		10012384
	TOT P-T BUFFALO SOLV BU * POUNDS				9.60					4.80			2.40			2.40		10012368
5726	CENTRAL SOLV HAYWARD-HAYWARD		1.20															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		1.20															10015049
5700	CENTRAL SOL CHICAGO-CHICAGO IL				11.5	2.40	3.00			1.80		.05	1.20			3.00		10015138
	TOT P-T CENTRAL SOLVENT * POUNDS				11.5	2.40	3.00			1.80		.05	1.20			3.00		10015138
5720	CENT SOL SANTA FE SPR-CA		3.60		.050							.050						10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		3.60		.050							.050						10015111
5609	DIXIE SOL LOUISVILLE-LOUSVLE K				1.80						1.80							10022576
	TOT P-T DIXIE SOLVENTS * POUNDS				1.80						1.80							10022576
5722	MO SOLV KANSAS CTY-KNS CTY MO				2.40													10053544
5722	MO SOLV ST LOUIS-ST LOUIS MO *				13.9				1.80		1.80		6.60	3.00	2.40	.60		10053552
	TOT P-T MO SOLV ST LOUI * POUNDS				13.8				1.80		1.80		6.60	3.00		.60		10053552
5725	TEXAS SOL HOUSTON-HOUSTON TX				13.2							6.00		7.20				10079373
	TOT P-T TEXAS SOLVENTS * POUNDS				13.2							6.00		7.20				10079373
5720	WISC SOLV MILWAUKEE-W ALLIS WI				119		6.0	17.4	12.0	6.6		21.0	6.0	18.0	6.0		26.4	10091039
	TOT P-T WISC SOLV MILWA * POUNDS				119		6.0	17.4	12.0	6.6		21.0	6.0	18.0	6.0		26.4	10091012
	PARENT CUST. TOT-CENTRAL SOL CHI	1.00	4.80	1.00	175	2.4	9.0	18.6	13.8	15.0	3.6	27.1	18.2	28.2	8.4	6.0	26.4	10015138
5345	DE I DU PONT DE NEMO PARLIN NJ		.350															10023866
5609	IBM CORP LEXINGTON KY		.355															10041147
5116	KEELER CHEMICAL CO TRENTON NJ			.650				.350					.600					00197769
5301	KRISTAL KRAFT INC PALMETTO FL		.350															00237901
5337	MELOY LABORATORIES SPRINGFD VA		.050															00244198
5009	DU S IND CHEM DIV CINCINNATI OH			.050												.050		00143065
5312	POLYANCA CORP BUTLER PA			.600											.600			00266159
5114	UNION ANSCO CARLSTADT NJ			2.40						.60				1.80				00256358
5114	UNION ANSCO CARTERET NJ			2.40								.60				1.80		10004179
																</		

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- IN THOUSANDS OF POUNDS AND DOLLARS -																				
NO.	SIS REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES DOLL. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJ. GEO. GP.	
		ARGCLOR 6040																01785A	1045-040-17	
5307		UNION AMSCO CONSHOHOC PA				5.40					.60			4.80					10004241	
		PARENT CUST. TOT-UNION OIL CC LO				10.2					1.20		.60	4.80	1.80		1.80		00047155	
		TOTAL PRODUCT * * * * *	1.0	1.00	2.72	1.00	1.87	3.0	9.0	18.7	13.8	16.2	3.6	27.7	21.6	30.0	9.0	7.9	26.4	1045-040-17
		ARGCLOR 6050																01786A	1045-050-17	
5054		ACME CHEM INSUL NEW HAVEN CT				.050	.050												10000521	
5126		AMF VOIT INC SANTA ANNA CA				.050						.050							10087390	
5003		ATHENS RUBBER ESHOND RI		.100															00243337	
5609		CELLULAR PRODUCTS DETROIT MICH				.050					.050								00113352	
5012		ALLEG SOLV CARNEGIE BEDFORD PA		.050															00234605	
5012		ALLEG SOLV CARNEGIE CARAGGI PA	2.00		2.00														00107700	
5012		ALLEG SOLV CARNEGIE CORAOP PA		1.90		2.50		1.20				.65	.05	.60					10002095	
		TOT P-T ALLEG SOLV CARN * POUNDS	2.00	1.85	2.00	2.50		1.20				.65	.05	.60					00107700	
5609		AMSCO SOLVENTS CINCINNATI OH	50.0		50.0														10005361	
		TOT P-T AMSCO SOLVENTS * POUNDS	50.0		50.0														10005361	
5126		CENTRAL SOLV HAYWARD-HAYWARD		1.20															10015049	
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20															10015049	
5126		CENT SOL SANTA FE SPR-CA		4.80		2.85				.10		.05	3.00						10015111	
		TOT P-T CENTRAL SOLV SA * POUNDS		4.80		2.85				.10		.05	3.00						10015111	
5609		HOUSR SOL INDNAPLS-INDNAPLSIN	5.00		5.00														10038766	
		TOT P-T HOUSIER SOL IND * POUNDS	5.00		5.00														10038766	
5609		HOUSIER SOLV & CHEM WARSAW IN		.055		9.00		.60			3.60		3.60			1.20			00241296	
5012		OHIO SOLV CLEVELAND-CLEVEOH																	10058953	
		TOT P-T OHIO SOLVENTS - * POUNDS				9.00		.60			3.60		3.60			1.20			10058953	
5125		TEXAS SOLV DALLAS-DALLASTX				7.20		.60	4.80	1.80									10079411	
		TOT P-T TEXAS SOLVENTS * POUNDS				7.20		.60	4.80	1.80									10079411	
												</								

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q. C. SEC. REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GROWTH FOR CURR. YR.	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJOR GRD. GP.	
	ARUCLDR 6050																01786A	1045-050-17	
5405	A EATON SOL ROMULUS-DETROIT MI	50.0		50.0														10088925	
	TOT P-T WESTERN EATON S * POUNDS	50.0		50.0														10088925	
5405	HOLV SOLV GRND RAPIDS-GR RPHI	25.0		25.0														10091268	
	TOT P-T WOLVERINE SOLV * POUNDS	25.0		25.0														10091268	
	PARENT CUST. TOT-CENTRAL SOL CHI	132	7.91	132	15.9		2.40	4.80	1.90	3.60	.70	.65	.60		1.20			10015138	
5405	EMERSON-CUMING INC CANTON MA				1.80						1.80							00047171	
5454	ENDICOTT JOHNSON ENDICOTT NY		.600		.600		.600											10026202	
5726	ENVIROGENICS CO PARAMOUNT CA				.050		.050											00249645	
5426	GEHAIR INC BAKERSFIELD CA				.050							.050						00260819	
5418	LESSEX CHEM SAYREVILLE NJ				31.8						2.4			28.8	.6			10726687	
1178	POSITE CORP CINCINNATI OH				.700						.100				.600			05235538	
5412	GIBSON HUMANS CO CLEVELAND OH		.050															10033535	
5402	AMERIPOL INC INDEPENDENCE OH		1.20															00183702	
5425	B F GOODRICH PORT NECHES TX				16.2	16.2												00231177	
	PARENT CUST. TOT-B F GOODRICH AK		1.20		16.2	16.2												10034191	
	DOODS CHEMICALS SHARONVIL OH				.600												.600	00116785	
5722	KANSAS PT - COLOR WICHITA KS				.600					.600								10043476	
5301	KRISTAL KRAFT INC PALMETTO FL		.050															00237931	
5342	MINN MIN - MFG BRISTOL PA				1.20				1.20									10053072	
5728	MOTOROLA INC PHOENIX AZ				.050	.050												10055571	
5004	SILIBOND PRO ARLINGTON MA				.600								.600					10072999	
5728	CHEVRON RES RICHMOND CALIF				.050						.050							10015401	
5114	UNION AMSCO NEW MILFORD CT				.200					.100					.100			00255874	
5114	UNION AMSCO CARTERET NJ				4.20											1.20	3.00	10004179	
5307	UNION AMSCO CONSHOHOC PA				.600				.600									10004241	
	PARENT CUST. TOT-UNION OIL CO LO				5.00				.60	.10					.10	1.20	3.00	00047155	
5724	UNIVERSAL OIL DES PLAINS IL				.100							.100						00047635	
5405	LUKECON CORP DETROIT MICH				1.80								1.80					00262250	
5171	VITRICON MFG WOODSIDE NY		.110															00144045	
1066	WYNN OIL CO CINCINNATI OH				6.60											6.60		00270407	
	TOTAL PRODUCT * * * * * LB	132	10.0	132	83.8	16.3	3.1	4.8	3.7	4.4	5.1	.8	3.0	28.8	2.5	7.8	3.6	1045-050-17	
DSW 012131																			

01131-A DIRECT #2
01/12/72ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

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IN THOUSANDS OF POUNDS AND DOLLARS-

MA G	SIS REP	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. GRD. GP.
		ARJCLDR 6062															01755A		1045-062-17
5301		ABCO CHEM INC ROEBUCK SC CAR		.050															00163351
5249		ALLENTOHN PAINT ALLENTOWN PA				.100								.050			.050		10002184
5720		AMERICAN CHEM SERV GRIFFITH IN				.050							.050						00180009
5251		AMERICAN LACQUER TAMPA FL		.110		.550	.100	.100				.150			.200				10004039
5110		BEIRAY CO INC FARMINGDALE NJ				3.00											3.00		10005111
5054		G L BRADLEY LAB BRATTLEBORO VT		.600															00222933
5720		CELANESE COATINGS RIVERSIDE CA				.050										.050			10014689
5609		CELANESE CTGS LOUISVILLE KY				1.20											.600	.600	10014700
		PARENT CUST. TOT-CELANESE CORP N				1.25										.050	.600	.600	00045926
5612		ALLEG. SOLV CARNEGIE CARNEGIE PA	10.0		10.0														00107700
5612		ALLEG SOLV CARNEGIE CORAUP PA		2.40		.060						.060							10002095
		TOT P-T ALLEG SOLV CARN * POUNDS	10.0	2.40	10.0	.060						.060							00107700
5009		AMSCO SOLVENTS CINCINNATI OH		.050		1.90	.10				1.80								10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		.050		1.90	.10				1.80								10005361
5054		BUFFALO SOLVENTS TONAHANDA NY		.060		12.0			2.40		4.80					4.80			10012384
		TOT P-T BUFFALO SOLV BU * POUNDS		.060		12.0			2.40		4.80					4.80			10012368
5720		CENTRAL SOLV HAYWARD-HAYWARD		3.00		3.05					3.00							.05	10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		3.00		3.05					3.00							.05	10015049
5700		CENTRAL SOL CHICAGO-CHICAGO IL				33.7	6.0	3.0		.1	5.4	3.6		2.5			13.2		10015138
		TOT P-T CENTRAL SOLVENT * POUNDS				33.7	6.0	3.0		.1	5.4	3.6		2.5			13.2		10015138
5720		CENTRAL SOLVENTS SPOKANE WA				3.00				3.00									00255092
5720		CENT SOL SANTA FE SPR-CA		16.2		36.6			3.0	9.0					9.6		3.0	12.0	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		16.2		36.6			3.0	9.0					9.6		3.0	12.0	10015111
5629		DIXIE SOL LOUISVILLE-LOUISVLE K	50.0		50.0	9.65	.05					1.20		3.60			4.80		10022576
		TOT P-T DIXIE SOLVENTS * POUNDS	50.0		50.0	9.65	.05					1.20		3.60			4.80		10022576
5609		HOOSIER SOL NEW HAVEN-FT WAYNIN		.600		1.80			1.80										10038774
		TOT P-T HOOSIER SOL NEW * POUNDS		.600		1.80			1.80										10038774
		DSW 012132																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

- IN THE USAGES OF POUNDS AND DOLLARS -																		
SA G REP	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 GRD. GP.
	ARGOLDR 6062															0175A		1045-C62-17
5609	HOUSR SOL INDNAPLS-INDNAPLSIN				.100										.050		.050	10038766
	TOT P-T HOOSIER SOL IND * POUNDS				.100										.050		.050	10038766
5722	MO SOLV ST LOUIS-ST LOUIS MO *				28.2		3.00	3.00	6.00			6.00	3.60	6.60				10053552
	TOT P-T MO SOLV ST LOUI * POUNDS				28.2		3.00	3.00	6.00			6.00	3.60	6.60				10053552
5612	OHIO SOLV CLEVELAND-CLEVEOH	50.0	12.0	50.0	31.2					2.4		6.0			6.0	4.8	12.0	10058953
	TOT P-T OHIO SOLVENTS - * POUNDS	50.0	12.0	50.0	31.2					2.4		6.0			6.0	4.8	12.0	10058953
5612	OHIO SOLV MINERVA OH		2.40		4.80				2.40			2.40						00237612
5725	TEXAS SOL HOUSTON-HOUSTONTX				4.80				2.40			2.40						10079373
	TOT P-T TEXAS SOLVENTS * POUNDS				4.80				2.40			2.40						10079373
5725	TEXAS SOLV DALLAS-DALLASTX				.700											.100	.600	10079411
	TOT P-T TEXAS SOLVENTS * POUNDS				.700											.100	.600	10079411
5605	W EATON SOL WARREN MI				.050											.050		00233617
5605	W EATON SOL ROMULUS-ROMULUSHI				19.8										3.6	16.2		00164879
	TOT P-T WESTERN EATON S * POUNDS				19.9										3.6	16.3		10088925
5720	WISC SOLV MILWAUKEE-MILWAKE MI		26.4		.060	18.0	10.2	3.0	15.6	27.0	9.0	24.0		.060	31.8	18.0	7.2	10091012
5720	WISC SOLV MILWAUKEE-W ALLIS MI				182													10091039
	TOT P-T WISC SOLV MILWA * POUNDS		26.4		182	18.0	10.2	3.0	15.6	27.0	9.0	24.0		31.9	18.0	7.2	18.0	10091012
	PARENT CUST. TOT-CENTRAL SOL CHI	110	63.1	110	368	24.2	16.2	13.2	36.1	44.4	13.9	38.4	9.7	48.1	32.5	49.4	42.7	10015138
5004	CITIES SERVICE ROCKVILLE CT		4.30															00236845
5245	COSDEN CHEM COATING BEVERLY NJ	6.00		6.00														10019958
1134	CREDU LABS CHICAGO IL				.100				.050							.050		00254504
5725	DEL PAINT - MFG OKLA CITY OK				.600			.600										10021383
5726	DIXTER CORP HAYWARD CA				3.60		.600	.600		.600			.600		.600		.600	00236847
5245	E I DU PONT DE NEMO PARLIN NJ		.100															10023866
5726	MALLACE ERICKSON CHICAGO IL		.100															10026539
5726	ESSEX CHEM LA MIRADA CA				1.20		1.20				6.00							10026709
5116	ESSEX CHEM SAYREVILLE NJ				6.00													10026687
	PARENT CUST. TOT-ESSEX CHEM BALT				7.20		1.20				6.00							10026679
5720	EXACTO PRODUCTS ELKHART IN				1.20					1.20								00182621
	DSW 012133																	

~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

M G		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR YR.	SALES CURR YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CRD. GP
		AROCLOR 6062															01755A		1045-062-1
5812		.EXCELLO FABRIC COSHOCTON OH		1.20															10026997
5724		.ELLI PRODUCTS SKOKIE IL			.050				.050										10027594
5603		.FORD PAINT AND VAR GRAND RA MI			1.20							.600			.600				00119032
5724		.H FULLER CO PALATINE IL			.350				.650		.600	.600							10030153
5724		H B FULLER ST PAUL MINN			.200					.200									10033072
		PARENT CUST. TOT-H B FULLER ST P			.250				.050		.800	.600							10030072
5133		.P D GEORGE COMPANY ST LOUIS MO			.370								.120	.100	.050	.150	.150		10033276
5622		.GOODYEAR TIRE AKRON OH			.240														10034698
5622		GOODYEAR TIRE ST MARYS OH			.100	.050											.050		10034728
		PARENT CUST. TOT-GOODYEAR TIRE A			.300	.050									.050	.150	.050		10034698
5201		.GRANITEVILLE CO GRNTEVILLE SC	16.0		16.0														10035244
5728		.GREAT WESTERN CHEM TIGARD OR			34.2	3.60			4.80		2.40	3.60	3.00		3.00		4.20	9.60	10035511
5720		GREAT WESTERN CHEM SEATTLE WA			4.25					.05	.60	3.00	.60				1.20		10035546
		PARENT CUST. TOT-GREAT WESTERN C			38.5	3.60			4.80	.05	3.00	6.60	2.40		3.00		5.40	9.60	10035473
5110		.HARMAN INC BELLEVILLE NJ		2.40	6.00				2.40			3.60							10035879
5110		.HARTIN PT - FILLER KEARNEY NJ			.050							.050							10037018
5630		.PROTECTIVE TREATMENT DAYTON OH	5.00		5.00														10064937
5307		.INTERTECH SYSTEMS CLIFTON VA			.050	.050													00225890
5722		.IMMONT CORP ST LOUIS MO			1.80										1.80				10040639
5724		.STRESEN-NEUTES DEPERVILLE, ILL		.180	.180							.180							10076420
5723		.UNIVERSITY OF IDRA IA CITY IA			.050			.050											00197513
5054		.JAMESTOWN FINISHES JAMSTN NY			6.00											6.00			10042313
5728		.KAISER GYPSUM ANTIOCH CALIF			.160									.100					00263257
5724		.KENDALL CO BARRINGTON IL			.150			.050			.050			.050					10043794
5722		.KOHLER MCMASTER PT DENVER CO			1.80			.600		.600				.600					10044642
5114		.LISCID CORPORATION LINDEN NJ		.600															10048028
5724		.MINN MIN - MFG KAYNE MI		.600	165									40		130	5-		10052963
5724		.MINN MIN-MFG HUTCHINSON MN		10.2															00222674
5724		.MINN MIN - MFG ST PAUL MN		.060															10053013
		PARENT CUST. TOT-MINN MIN - MFG		10.9	165									40		130	5-		10053013
5114		.STD T CHEM INC STAT ISL NY			4.20								4.20						10075300
5725		STANDARD T CHEMICAL DALLAS TX			.050	.050													00139025
		PARENT CUST. TOT-MONTGOMERY WARD			4.25	.05							4.20						00044725
5630		.NAZAR RUBBER CO TOLEDO OH		.600	7.20	1.20	1.20				1.20		1.20	1.20			1.20		10057140
								</											

DSW 012134

STLCOPCB4002059

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	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. / MAJOR GRD. GP.
	AROCOLOR 6062															01755A		1045-062-17
5345	ANV CO KENNETT SQ PA			38.5			.1	11.4			6.0	3.0		6.0	3.0	3.0	6.0	10055903
5329	PHILLIPS PET BARTLESVILLE OK			.100							.050					.050		10062659
5301	POLYPLASTEX UNITED PINELLAS FL		.060															00134422
5723	RED SPOT PAINT EVANSVILLE IN			1.20											1.20			10163727
5327	ALLIANCE UNIV ROANOKE VA			2.40									1.20				1.20	00178209
5612	REPUBLIC PWD MTL MEDIA OHIO		.060	.400			.100				.100			.100	.100			00164243
5307	RICHARDSON PAINT PHILADE PA			1.80				.60		1.20								00224456
5307	RUHMER MILLERS BALTIMORE MD			.120			.120											00253341
5612	GLIDDEN CO READING PA			1.50									.800	.100		.600		10033888
5327	SHALLCROSS CO PHIL PA			.050												.050		10072093
5612	SHERWIN WILLIAMS CLEVELAND OH			12.6		.6									12.0			10072794
5720	TECH COATINGS SANTA CLAR CA			.600												.60	1.20	10078091
5116	TECHNICAL COAT NEWARK NJ			3.65		.05	.60	1.20					1.80					10078121
	PARENT CUST. TOT-TECHNICAL COATI			3.05		.05	.60	1.20					1.80			.60	1.20	10078113
5345	TENNECO INC GF DIV HAZLETON PA		.060															00140147
5720	TEXTONE EXACTO ELKHART IND			1.20									1.20					00262501
5116	THIUKOL CHEM TRENTON NJ		6.00															10079799
5724	TIP TOP PROD OMAHA NEB		.100															10080215
5612	TREMCU HFG CLEVELAND OH			7.25					.05			2.40	.600	2.40	2.40			10089940
5327	ULTRA CHEM INC WILMINGTON DELA			.650							.050		.600					00162914
5114	AMSCO WAYNE NJ			.050		.050	.010											00243212
5387	UNION AMSCO PELHAM AL			1.80		1.80												00248053
5114	UNION AMSCO BRIDGEPORT CT			.600			.600											00250090
5114	UNION AMSCO HADDAM CT			.050		.050												00248061
5301	UNION AMSCO TAMPA FL			.600									.600					10004136
5307	UNION AMSCO TUCKER GA	50.0		50.0														10004551
5003	UNION AMSCO PALATINE IL			.600			.600											10034233
5307	UNION AMSCO BALTIMORE MD	30.0		30.0														10004284
5301	UNION AMSCO CHARLOTTE NC	50.0		50.0														10004152
5114	UNION AMSCO CARTERET NJ			15.7			3.00	.25		9.00			.15				3.25	10004179
5114	UNION AMSCO E RUTHERFORD NJ		.600															00242574
5114	UNION AMSCO FAIRLAWN NJ			.600			.600											00182370
5114	UNION AMSCO JERSEY CT NJ		.600															00103642
5114	UNION AMSCO LINDEN NJ			1.20			1.20											00247723
5114	UNION AMSCO NUTLEY NJ		.600															00237507
5307	UNION AMSCO CONSHOHOC PA	400		400	2.40								1.20	1.20				10004241
5003	UNION AMSCO PROVIDENCE RI	23.4		99.1				6.5	18.3		7.2	12.5		18.0		15.6	21.0	10004535
5387	UNION AMSCO NASHVILLE TN			.600			.600											10004144
	PARENT CUST. TOT-UNION OIL CO LO	530	25.2	530	123	1.9	6.6	6.5	18.5		16.2	12.5	1.8	19.4		15.6	24.3	00047155
5612	USS CHEM DIV NEVILLE PA		35.2															00141402
	DSW 012135																	

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
MA G	SLS REP	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-GRO-GP
		ARUCLOR 0062															01755A		1045-062-17
5724		VALSPAR CORP EAST MOLINE IL				.060		.060											00177792
5724		VALSPAR CORP ROCKFORD IL				8.43	1.20			1.20	.60	2.40			.60	.60	1.80		00143588
		PARENT CUST. TOT-VALSPAR MINNEAP				8.46	1.20	.06		1.20	.60	2.40			.60	.60	1.80		00230936
		TOTAL PRODUCT * * * * * LB	667	151	667	821	33	26	43	57	53	55	64	60	82	188	76	84	1045-062-17
		ARUCLOR 0062-10X XYLENE															C1823A		1045-162-17
5722		JENMAR INC LITTLE ROCK AR				.550											.550		00117900
5013		DUSS CHEM DIV NEVILLE PA				63.4				30.3			33.1						00141402
		TOTAL PRODUCT * * * * * LB				64.0				30.3			33.1				.6		1045-162-17
		ARUCLOR 0070															01787A		1045-070-17
5609		AMSCO SOLVENTS CINCINNATI OH				.050	.050												10005361
		TOT P-T AMSCO SOLVENTS * POUNDS				.050	.050												10005361
5726		CENTRAL SOLV HAYWARD-HAYWARD		1.20		1.20							1.20						10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20		1.20							1.20						10015049
5700		CENTRAL SOL CHICAGO-CHICAGO IL		.100		14.5		1.20	3.60	6.00	3.60		.05						10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		.100		14.5		1.20	3.60	6.00	3.60		.05						10015138
5726		CENT SOL SANTA FE SPR-CA				121	.6	.6	31.2	.1	28.8		30.0			10.2	12.6	7.2	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				121	.6	.6	31.2	.1	28.8		30.0			10.2	12.6	7.2	10015111
5012		OHIO SOLV CLEVELAND-CLEVEL OH				.100	.100												10058953
		TOT P-T OHIO SOLVENTS - * POUNDS				.100	.100												10058953
5725		TEXAS SOLV DALLAS-DALLAS TX				15.0			15.0										10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				15.0			15.0										10079411
5720		WISC SOLV MILWAUKEE-MILWAUKEE WI				.600							.600						10091039
		TOT P-T WISC SOLV MILWA * POUNDS				.600							.600						10091012
		DSW 012136																	

- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES REP	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 / MAJ. GRD. GP
	ARUCLOR 6070																01737A	1045-070-17
	PARENT CUST. TOT-CENTRAL SOL CHI		1.30	153	.8	1.8	49.8	6.1	32.4		31.9				10.2	12.6	7.2	10015138
5729	C ISCO WHEEL INC WAUKEGAN IL			.600	.600		.600											00244589
5034	GEM ELEC CHELSEA MA			.600	.600													10031540
1133	H. D. GEORGE COMPANY ST LOUIS MO			1.80									.600		.600	.600		10032276
5037	SILBERT SPRUANCE PHILA PA			.600	.600													10074819
5004	M R GRACE CAMBRIDGE MA		.050															10035112
5114	M R GRACE N BERGEN NJ		6.00	6.00	6.00													10034965
	PARENT CUST. TOT-M R GRACE NEW Y		6.05	6.00	6.00													00045489
5720	INMONT CO ANAHEIM CA			.100						.300				.200				10040914
5728	INMONT CORP EL SEGUNDO CALIF		.300															10040892
5722	INMONT CORP ST LOUIS MO		10.8	17.4		5.40					6.00		3.00	3.00				10040639
5018	INMONT CORP ELIZABETH NJ			1.20	.600	.600												10040744
	PARENT CUST. TOT-INMONT CORP NYC		11.1	18.7	.60	6.00		.30	6.00		3.00		3.00	2.80				00044482
5725	WALTER INTL CORP GRETN LA			1.20			1.20											00251860
5812	GLIDDEN CO CLEVELAND OH		.050															10033845
5054	ARTIUX C SIAH HILTON CT			.050										.050				00263931
5345	TENNECO INC OF DIV HAZLETON PA		.110															00140147
5307	DIKOL CHEM WAYNESBORO VA			.200					.200									00225940
5012	TRANSPARENT-MAX TITUSVILLE PA			.600			.600											00251240
5812	TAEMCO MFG CLEVELAND OH			24.0		1.80	2.40	2.40			4.80		2.40	3.60	7.20			10030940
5114	UNION AMSCO CARTERET NJ			7.60		3.60					3.15		.30	.35		.20		10004179
5114	UNION AMSCO SAYREVILLE NJ			13.8		13.8												10004209
5307	UNION AMSCO CONSHOHOC PA			.000							.600							10004241
	PARENT CUST. TOT-UNION OIL CO LO			22.0		17.4					3.8		.3	.4		.2		00047155
	TOTAL PRODUCT * * * * * LB		18.6	230	8.0	3.0	57.6	25.5	35.1	8.4	35.6	8.4	3.2	13.6	16.8	14.6		1045-070-17
	ARUCLOR 6070-10 PCT XYLENE																01948A	1045-170-17
5726	CENT SOL SANTA FE SPR-CA			12.0		12.0												10015111
	TOT P-T CENTRAL SOLV SA * POUNDS			12.0		12.0												10015111
5114	M R GRACE N BERGEN NJ			30.0		6.0	6.0	12.0			6.0							10034965
5729	M R GRACE HOUSTON TX			12.0							6.00					6.00		00260665
	PARENT CUST. TOT-M R GRACE NEW Y			42.0		6.0	6.0	12.0		6.0	6.0					6.0		00045489
	TOTAL PRODUCT * * * * * LB			54.0		18.0	6.0	12.0		6.0	6.0					6.0		1045-170-17
	DSW 012137																	

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MAJOR GROUP	SUB GROUP	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 GROUP
		SANTICIZER 311															01900A		7645-311-17
5005		CHRYSLER CORP TRENTON MI				357				87.1			88.8		89.8			91.1	10020735
		TOTAL PRODUCT * * * * * LB				357				87.1			88.8		89.8			91.1	7645-311-17
		TOT CLASS LIQUID AROCLORS LB	900	10665	863	2353	78	43	129	216	185	97	269	201	258	287	153	438	
		AROCLOR 1268															00219A		1040-340-17
5054		AIKCO SPEER NIAGARA NY		200															00107409
5108		ALLIED CHEM BRUNSWICK GA		30.0															00153672
5108		ALLIED CHEM RIEGELWOOD NC		20.0															00087351
		PARENT CUST. TOT-ALLIED CHEM NYC		50.0															00045039
5114		BURDEN MIDDLESEX NJ		7.00															10010802
5612		ALLEG SOLV CARNEGIE CORAOP PA		1.00															10002095
		TOT P-T ALLEG SOLV CARN * POUNDS		1.00															00107700
5728		CENTRAL SOLV HAYWARD-HAYWARD		.800															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		.800															10015049
5790		CENTRAL SOL CHICAGO-CHICAGO IL		5.20															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		5.20															10015138
5720		CENT SOL SANTA FE SPR-CA		17.6															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		17.6															10015111
5409		DIXIE SOL LOUISVILLE-LOUISVLE K		44.0															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		44.0															10022576
5609		HOOSR SOL NEW HAVEN-ET WYNIN		.800															10038774
		TOT P-T HOOSIER SOL NEW * POUNDS		.800															10038774
		PARENT CUST. TOT-CENTRAL SOL CHI		69.4															10015138
5345		E I DUPONT WILMINGTON DE		1.08															10023564
5345		E I DU PONT DE WASHINGTON WV		.800															10024145
		DSW 012138																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	SUS G. ACP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR GRD. GP
		PARENT CUST. TOT-E I DU PCNT OE		.275														10023564
		AROCLO 1268														00219A		1040-340-17
5003		EASTERN CLR - CH PROVIDENCE RI		.620														10024927
5001		TENN EASTMAN KINGSPORT TENN		.200														10078547
5009		G.M-INLAND DAYTON OH		.200														10032776
5024		GENERAL ELEC GUILDERLAN CTR NY		23.2														00215783
5045		CONTEX CORP CAMDNDLE PA		2.20														10033268
5722		KILLARK ELECTRIC ST LOUIS MO		.200														10044294
5245		L N P POLYMERS THORNDALE PA		3.60														00206981
5724		MINI MIN - MFG ST PAUL MN		21.5														10055013
5724		NASHUA-DUTCH BRAND CHICAGO IL		15.6														00152900
5116		SUNNEDORN BUILD BELLEVILLE NJ		67.0														10073804
5116		SUN CHEM CORP E RUTHERFORD NJ		4.60														10076552
5116		SUN CHEM PATTERSON NJ		.050														00139416
		PARENT CUST. TOT-SUN CHEMICAL CO		4.65														10076714
5725		UNIMAR INC HOUSTON TEXAS		8.00														00093793
5116		UNION CAR UC BOUND BROOK N J		.260														10081823
5007		UNION AMSCO CONSHOHOC PA		18.8														10004241
5003		UNION AMSCO PROVIDENCE RI		10.4														10004535
		PARENT CUST. TOT-UNION OIL CO LO		29.2														00047155
5720		UNIKROYAL MISHAWAKA INDIANA		15.0														10062684
5307		J S GOVERNMENT SILVER SPGS MO		.200														00142565
5004		AM E WRIGHT WEST WARREN MA		.025														00224553
		TOTAL PRODUCT * * * * *	LB	318														1040-340-17
		AROCLO CRUDE-2565														00446A		1040-390-17
5004		RAYBESTOS MANHA STRATFORD CT		14.1														10066409
5116		SUN CHEM CORP E RUTHERFORD NJ		5.00														10076552
		TOTAL PRODUCT * * * * *	LB	19.1														1040-390-17
		AROCLO 4465														00377A		1040-430-17
5004		AMERICAN OPTICAL KEENE NH		.050														00228745
5054		AMERICAN OPTICAL BUFFALO NY		.050														00109312
		PARENT CUST. TOT-AMER OPTICAL SO		.100														10004780
5612		BASE HYANDOTTE GEISMAR LA		.900														00146552
		DSW 012139																

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- IN THOUSANDS OF POUNDS AND DOLLARS -

M. C.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GPO GP
		AROCOR 4465															00377A	1040-430-1
5728		.CLEARPRINT MFG EMERYVILLE CA		65.1														10017173
5728		.DEUTCH BANNING BANNING CA		.050														00116136
5724		.DUBUQUE DENTAL LAB DUBUQUE IA		.050														00228397
5724		.EASTMAN KODAK CO ROCHESTER NY		2.55														10075125
5725		.TEXAS EASTMAN CO LONGVIEW TX		5.40														10079292
		PARENT CUST. TOT-EASTMAN KODAK C		7.95														10025125
5635		.ELECTRIC REFINING TOLEDO OH		.500														00193016
5612		.HASSON PROD PATNESVILLE OH		33.6														10027381
5607		.GENERAL PRINTING INK PHILA PA		.050														00179418
5607		.GENESCO INC NASHVILLE TN		.505														10033225
5725		.HART MANUFACT HOT SPRINGS AK		.200														00122629
5601		.HIT-STRAND CHEMICALS LENOIR NC		4.00														00213594
5612		.LAWSON ENTERPRISES AKRON OH		3.07														00184969
5724		.MAGIE BROS FRANKLIN PARK IL		3.00														10046036
5635		.MC CORMICK DENTAL DETROIT MI		.050														00128791
5724		.MINN MIN - MFG ST PAUL MN		1.60														10053013
5724		.NASHUA-DUTCH BRAND CHICAGO IL		6.25														00152900
5639		.JULIN CORP BRANDENBURG KY		14.0														10059232
5639		.PALM BROS CINN OHIO		.150														10060389
1256		.S B PENICK LYNDHURST NJ		26.8														10061350
5610		.NATL STARCH BLOOMFIELD NJ		5.00														10063221
5612		.PPG INDUST HARRARVILLE PA		.500														00159123
		PARENT CUST. TOT-PITTS PLATE GL		5.50														10063345
5616		.J C A PRINCETON NJ		.050														10065739
5725		.SHELL CHEM CO GEISMAR LA		8.00														00156859
5612		.ACHE QUALITY PIS DETROIT MI		1.04														10060599
5614		.SOLAR COMPOUNDS LINDEN NJ		5.00														10073766
5616		.SUN CHEM CORP E RUTHERFORD NJ		24.8														10076552
5645		.SUNULIN CHEM CO TWIN OAKS PA		6.50														00155667
5725		.TEXAS EASTERN TRAN LONGV TX		.600														10079284
5671		.TEMPIL CORP NEW YORK NY		.050														00135963
5610		.UNION CAR UC BOUND BROCK N J		.050														10081823
5603		.UNION AMSCO PALATINE IL		1.50														10004233
5614		.UNION AMSCO CARTERET NJ		2.50														10004179
5687		.UNION AMSCO NASHVILLE TN		2.00														10004144
		PARENT CUST. TOT-UNION OIL CO LO		6.00														00047155
5607		.U S GOVT WASHINGTON D C		1.00														10084733
5607		.U S GOVERNMENT SILVER SPGS MD		.050														00142565
		DSW 012141																

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Q	SIS REV	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SAL'S ANNUAL FOR CURR. YEAR	SAL'S CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ. GRD. GP.
		PARENT CUST. TOT-U S GOVT WASHIN		1.05															10084733
		ARJCLOR 4465															00377A		1040-430-17
5720		VALSPAR CORP FORT WAYNE IND		3.00		5.00	5.00												00236209
5724		YATES MFG CHICAGO ILLINOIS		46.0															10092531
		TOTAL PRODUCT * * * * *	LB	374															1040-430-17
		ARJCLOR 5060															00384A		1040-450-17
5003		ENGINEERED YARNS COVENTRY RI	5.00	1.00	5.00	3.00				1.00					1.00		1.00		10026318
5012		GIBSON HOBANS CO CLEVELAND OH		.050		.050	.050												10033535
5024		HIGHTEMP RESINS STANFORD CT		.050															00244163
5014		STD T CHEM INC STAT ISL NY	100	65.0	100	64.0	24.0	5.0			4.0	3.0	10.0	4.0		4.0	10.0		10075300
5016		RIEDEL PAPER RIEGELSVILLE NJ		10.0															10066207
5020		SHELL DEVELOPMT CO SALIDA CAL		.050															00197750
5014		SILCAR COMPOUNDS LINDEN NJ	75.0	42.0	75.0					.050									10073766
5007		FIBBALLS FLOORING ONEIDA IN				.050				.050									00251232
5014		UNION AMSCO NEW MILFORD CT				.100				.100									00255874
5007		UNION AMSCO CONSHOHOC PA		.300															10004241
		PARENT CUST. TOT-UNION OIL CO LO		.300		.100					.100								00047155
5724		VALSPAR CORP NUTLEY NJ	400	320	400	337	30.0	30.0	30.0	21.0	32.0	96.0	32.0			64.0		2.2	00151548
		TOTAL PRODUCT * * * * *	580	438	580	404	54.0	35.0	30.1	22.0	36.1	99.0	42.0	4.0	1.0	68.0	11.0	2.2	1040-450-17
		ARJCLOR 5442															00380A		1040-470-17
5145		ADHESIVES RESEARCH YORK PA				.700	.100		.200	.200								.200	00175141
5171		AMERICAN ADHESIVE MFG BRICK NY				.900		.450										.450	10003156
5092		ARMSTRONG CORK LANCASTER PA				1.35							1.35						10006430
5020		ADHESIVE ENG SAN CARLOS CA		.050															10000750
5014		R P CARGILLE CEDAR GROVE NJ				.050								.050					10013941
5012		ALLEG SOLV CARNEGIE CORAOP PA				1.80		.450			.450	.900							10002095
		TOT P-T ALLEG SOLV CARN * POUNDS				1.80		.450			.450	.900							00107700
5009		AMSCO SOLVENTS CINCINNATI OH	2.50	2.85	2.50	4.20		2.25			2.25					1.20	.90		10005361
		TOT P-T AMSCO SOLVENTS * POUNDS	2.50	2.85	2.50	4.20		2.25			2.25					1.20	.90		10005361
5054		BUFFALO SOLVENTS BUFFALO NY	50.0		50.0														10012368
5054		BUFFALO SOLVENTS TONAWANDA NY				.500	.050										.450		10012384
DSW 012142																			

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SALES CUST.	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. GRD. GP.
	TOT P-T BUFFALO SOLV BU * POUNDS	50.0		50.0	.500	.050											.450	10012368
	ARGCLOR 5442																.003	1040-470-1
5756	BUFFALO SOLVENTS DAGUSCAHON PA			.450	.450													00248118
5726	CENTRAL SOLV HAYWARD-HAYWARD		.900	3.60					.90			2.70						10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		.900	3.60					.90			2.70						10015049
5700	CENTRAL SOL CHICAGO-CHICAGO IL	60.0	13.1	60.0	22.4	9.00	1.80					6.00	4.60		3.50		4.50	10015138
	TOT P-T CENTRAL SOLVENT * POUNDS	60.0	13.1	60.0	22.4	9.00	1.80					6.00	4.60		3.50		4.50	10015138
5726	CENT SOL SANTA FE SPR-CA	50.0	4.75	50.0	21.6		.90		1.80	.90	2.25	6.75		9.00				10015111
	TOT P-T CENTRAL SOLV SA * POUNDS	50.0	4.75	50.0	21.6		.90		1.80	.90	2.25	6.75		9.00				10015111
5609	DIXIE SOL LOUISVILLE-LOUISVILLE KY			1.20									1.20					10022576
	TOT P-T DIXIE SOLVENTS * POUNDS			1.20									1.20					10022576
5609	HOOSIER SOL NEW HAVEN-FT WAYNIN		1.80															10038774
	TOT P-T HOOSIER SOL NEW * POUNDS		1.80															10038774
5722	MO SOLV ST LOUIS-ST LOUIS MO *		.450	17.6	.45	1.35	3.60	2.25	2.25			4.05	2.70				.90	10053552
	TOT P-T MO SOLV ST LOUIS * POUNDS		.450	17.6	.45	1.35	3.60	2.25	2.25			4.05	2.70				.90	10053552
	PARENT CUST. TOT-CENTRAL SOL CHI	163	20.3	163	73.3	10.0	6.8	3.6	5.0	5.9	3.2	19.5	8.5	9.0	4.7	1.4	5.4	10015138
5345	DELSEY SANITATION GARDEN NJ			.500											.050		.450	00246506
5445	E I DU PONT CE NEMO PARLIN NJ		.150															10023366
5024	EASTMAN KODAK CO ROCHESTER NY		.400															10025125
5012	TRASSON PROD PAINESVILLE OH	2.00	.350	2.00	2.10					.15	.60	1.35						10027381
5722	FERRO CORP CLEVELAND OH		.005															10027675
5724	H B FULLER CO PALATINE IL		.450								.100							10030153
5724	H B FULLER CO DETROIT MI			.100														10029945
	PARENT CUST. TOT-H B FULLER ST P		.450	.100							.100							10030072
5412	GEN ELEC COSHOCTON OH		.050															10031923
5445	GENTEX CORP CARBONDALE PA		.600															10033268
5722	GOLDEN STAR POL MO KAN CITY MO			.050										.050				10034027
	DSW 012143																	

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M.	G.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTE FOR CURR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID./ MAJR.GPD.GP
			AROCLOR 5442															00380A		1040-470-17
5726			.GREAT WESTERN CHEM SEATTLE WA				.050					.050								10035546
5724			.KENS UNITED CALUMET CITY ILL		.050															00158941
5034			.MARKEM MACHINE KEENE NH				.050			.050										00128619
5724			.MINN MIN - MFG ST PAUL MN		4.55		8.10	4.50								3.60				10053013
5724			.MINN MIN - MFG WHITE CITY OR		1.40															10053064
			PARENT CUST. TOT-MINN MIN - MFG		3.08		8.10	4.50								3.60				10053013
5118			.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
5729			.STANDARD T CHEMICAL DALLAS TX		.050															00139025
5720			.NILES CHEN PAINT NILES MI		.150															10057833
5722			.POLYCHEM CORP AFFTON MO		.005															00237698
5114			.NATL STARCH BLOOMFIELD NJ				1.20						.600				.600			10063221
5118			.PITTS PLATE E POINT GA				.450						.450							10063442
			PARENT CUST. TOT-PITTS PLATE GL				1.65						1.05				.60			10063345
5726			.PRODUCTS RESEARCH BURDANK CAL				.600					.600								00045756
5726			.PRODS RESEARCH GLENDALE CA		.600		.600				.600									10064856
5745			.PRODS RESEARCH GLOUCESTER NJ		27.9		6.00										6.00			10064864
			PARENT CUST. TOT-PRODUCTS RESEAR		28.5		7.20					1.20					6.00			00045756
5745			.G.P. ROESER LANASKA PA				2.50					.05		.45				9.00		10068800
5034			.ELLI SANDMAN CO WORCESTER MA				.100					.100								00228821
5729			.ST REGIS PAPER MIDDLETOWN OH		.120															10063341
5118			.SUN CHEM CARLSTADT NJ		.050															10076625
5303			.SUN CHEMICAL CO CHESTER SC		.900															00183873
			PARENT CUST. TOT-SUN CHEMICAL CO		.950															10076714
5745			.SUPER TIRE ENGIN CAMDEN NJ		.050		.450					.450								00241091
5701			.TAB CHEMICALS INC CHICAGO ILL		.050															10077842
5745			.TELEDYNE COAST PROSEAL PHED PA				12.0										12.0			00269646
5118			.THICKOL CHEM TRENTON NJ				.050	.050												10077799
5118			.UNION CAR UC BOUND BROOK NJ		.050															10081823
5114			.UNION AMSCO CARTERET NJ	100		100	13.1							1.35		4.50		2.70	4.50	10004179
5114			.UNION AMSCO LONG ISLA NY				.450						.450							00108847
5207			.UNION AMSCO CONSHOHOC PA		37.1		129		7.2	6.0	13.5	21.0		7.1	14.4	22.8	30.0	4.2	2.7	10004241
5207			.UNION AMSCO PHEGNIXVILLE PA				6.00								6.00					00263729
5003			.UNION AMSCO PROVIDENCE RI	50.0	3.15	50.0	4.50										4.50			10004535
			PARENT CUST. TOT-UNION OIL CO LO	150	40.2	150	153		7.2	6.0	13.5	21.0	.5	8.4	20.4	27.3	34.5	6.9	7.2	00047155
5003			.UPJOHN CO N HAVEN CONNECTICUT				.050										.050			10085705
DSW 012144																				

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NO.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOCAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD. GP.
		AROCOR 5442																00380A	1040-470-17
5635		USM CORP GIRDER DIV MARSHAL MI				.600						.600							00255254
5724		VALSPAR CORP EAST MOLINE IL		.100															00177792
5724		VALSPAR MINNEAPOLIS MN		.050															00230936
		PARENT CUST. TOT-VALSPAR MINNEAP		.150															00230936
5724		YATES MFG CHICAGO ILLINOIS	7.00	3.60	7.00	5.40						.90		.45	.45		3.60		10092531
		TOTAL PRODUCT * * * * *	322	99.0	322	277	14.6	14.4	9.9	18.7	28.8	6.9	31.1	29.4	40.4	48.6	11.9	22.7	1040-470-17
		AROCOR DIST 5460-HL SOL																00385A	1040-480-17
5612		ABCO INC IRWIN PA				.100					.100								10009143
5171		ADDELPHI PAINT OZONE PK LI NY				7.20			4.10	1.65	.60	.60	.25						10000734
5612		AIRCO SPEER ELECT BRADFORD PA	160	142	160	64.0							32.0					32.0	00086592
5114		ALCAS METAL POWDER UNION NJ				.100			.100										03107611
5517		ALLIED PAINT LANSDALE PA				.050	.050												10002575
1131		ALLIS CHALMERS PITTS PA				.500					.500								10002664
5207		ANCHER PRODUCTS PHILADELPH PA	35.0	30.0	35.0	50.0		10.0				10.0	10.0	10.0			10.0		00225282
5171		AMERICAN ADHESIVE MFG BROOK NY	20.0	10.0	20.0														10003156
5171		A & T CHEM HUNTINGTON NY	5.00	3.00	5.00														10047730
5720		AMERICAN CHEM SERV GRIFFITH IN				.050							.050						00180009
5003		AMERICAN ENKA WILLIAMTIC CONN		.050		.050								.050					00209405
5301		AMERICAN LACQUER TAMPA FL		.050		.050						.050							10004039
5612		AMERICAN PETRO CHEM WOOSTER OH		.500															00089350
5720		AMERCOAT CORP BREA CAL		11.4															10003121
5720		AMERSON BREA CA		3.00															00245992
5010		AMES RUBBER CO HANJURG NJ				4.70	.20					.50	.50	1.00	.50	1.00	1.00		10005116
5054		ANDERSON OIL & CHEM PRILAND CT				.100											.100		00186570
5012		ANCHER COMPANY PORTSMOUTH OHIO		2.00		1.00						.500				.500			10005973
5301		ANCHER PROD WINSTON SAL NC		.050															10006007
5116		JOHN L ARMITAGE KENARK NJ				.200				.200									10005287
5724		ARMOUR-DIAL MELROSE PARK IL				2.10	2.10												00245372
5424		ARMOUR-DIAL MEMPHIS TN	20.0	13.0	20.0	14.4	1.90	1.50			3.00		2.00	2.00	2.00		2.00		10006414
		PARENT CUST. TOT-ARMOUR CO CHICA	20.0	13.0	20.0	16.5	4.00	1.50			3.00		2.00	2.00	2.00		2.00		00161950
5724		ARMSTRONG CHEMCON CHICAGO IL		.200															10006546
5116		ARWOOD CORP GROTON CT	13.0	12.0	13.0	10.5	1.50	1.50		1.50		1.50				3.00		1.50	10003740
5116		ARWOOD CORP TILTON NH	13.0	12.0	13.0	11.0			3.50			1.50	2.00		2.00			2.00	10006759
5116		ARWOOD CORP ROCKLEIGH NJ	3.00	3.00	3.00														00089842
5116		ARWOOD CORP CLEVELAND OH	10.0	7.50	10.0	12.0	1.50		1.50	3.00				3.00		1.50		1.50	10006767
		PARENT CUST. TOT-ARWOOD CORP NEW	39.0	34.5	39.0	33.5	3.00	1.50	5.00	4.50		3.00	2.00	3.00	2.00	4.50		5.00	00046655
5237		ATLANTIC PAINT JACKSONVILLE FL		.400															00110523
		DSW 012145																	

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M C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QTR FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJ. GRD. GP.
	AROCOR DIST 5460-HI SOL																00385A	1040-480-17
5008	ATLANTIC VARNISH RICHMOND VA				.150								.150					00187925
5049	ATLAS CHEM IND ATLAS POINT DE	10.0	8.10	10.0	2.03							2.03						10007283
5114	BASE WYANDOTTE CARLSTADT NJ				.750							.500	.250					00233099
5124	BASE WYANDOTTE HACKENSACK NJ	5.00	3.00	5.00														00156345
	PARENT CUST. TOT-BASE WYANDOTTE	5.00	3.00	5.00	.750							.500	.250					10092302
5612	BOBBAY CHEMICAL NARIUM EV		.100															10053692
5624	FRYE MFG DES MOINE IA	100	17.4	100	.100	.100												00119296
5616	BEHRM CO INC FARMINGDALE NJ		.400		.300						.300							10009111
5626	ADHESIVE ENG SAN CARLOS CA		.050															10000750
5622	MORGAN ADHESIVES CO STON OH	.200	.100	.200	.100	.100												10055334
	PARENT CUST. TOT-BERIS CO MINNEA	.200	.150	.200	.100	.100												00045535
	BEST BROTHERS SINKING SPRGS PA				.150												.150	00273244
5618	BEIGSIA CORPORATION NEWARK N J		.100		.300												.300	00212345
5616	BIRNA PRODUCTS SAYREVILLE NJ				52.0								28.0			24.0		10040604
5604	BURDEN PEABODY MA	1000	.250		.500		.15		1.00	.05	.90			.20	.10			10010411
5645	B A BRUDER & SONS PHILADEL PA				.300				.300									10012007
5607	BROUING PAINT CO BALTIMORE MD		.100		2.10				.10						1.00	1.00		10012058
5608	BURL CHEM WEIRSDALE FLA	.500	.300	.500	.300		.300											10012406
5620	CADBY CORPORATION CHICAGO ILL				.100						.100							00259276
5678	CARROLL PROD FARMINGDALE LI NY				.800							.400		.400				10014220
5616	CASTROL OILS NEWARK N J		.800		1.05		.450	.600										10014433
5625	CATALPITE CORP JACKSON MS				.050					.050								00113190
5678	CELANESE COATINGS NEWARK NJ		.050		5.00								3.80	1.20				10014697
5678	CELANESE PLAS DIV NEWARK NJ																	12014778
	PARENT CUST. TOT-CELANESE CORP N		.050		5.00								3.80	1.20				00045926
5612	ALLEG SOLV CARNEGIE CARNEGI PA	40.0		40.0														00107700
5612	ALLEG SOLV CARNEGIE CORAOP PA		60.5		63.7	10.0			1.2	10.0	12.5	3.0				20.0	7.0	10002095
5612	ALLEG SOLV CARNEGIE PITTS PA																	10002117
	TOT P-T ALLEG SOLV CARN * POUNDS	40.0	60.5	40.0	63.7	10.0			1.2	10.0	12.5	3.0				20.0	7.0	00107700
5675	AMSCO SOLVENTS CINCINNATI OH	350	262	350	55.5	21.5				16.0	5.0				13.0			10005361
	TOT P-T AMSCO SOLVENTS * POUNDS	350	262	350	55.5	21.5				16.0	5.0				13.0			10005361
5654	BUFFALO SOLVENTS TONAWANDA NY	120	98.0	120	145					25.0			30.0	30.0	30.0	30.0		10012384
	TOT P-T BUFFALO SOLV BU * POUNDS	120	98.0	120	145					25.0			30.0	30.0	30.0	30.0		10012368
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5720	5720	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 / MAJOR CDD-GR.
		AROCLOP. DIST 5460-HI SOL															00385A		1040-480-17
5720		CENTRAL SOLV HAYWARD-HAYWARD	210	155	210	120		30.0		10.0			10.0		55.0			15.0	10015049
		TOT P-T CENTRAL SOLV HA * POUNDS	210	155	210	120		30.0		10.0			10.0		55.0			15.0	10015049
5700	5700	CENTRAL SOLV BEDFORD PARK IL		108		85.0	85.0												00245437
5700		CENTRAL SOL CHICAGO-CHICAGO IL	1700	1520	1700	1852	80	168	190	85	250	24	160	160	200	180	200	155	10015138
		TOT P-T CENTRAL SOLVENT * POUNDS	1700	1520	1700	1852	80	168	190	85	250	24	160	160	200	180	200	155	10015138
5720		CENTRAL SOLVENTS PORTLAND OR	90.0	65.5	90.0	178		15.0	32.5	30.0		20.0	20.0		20.0			40.0	00113425
		TOT P-T CENTRAL SOLVENT * POUNDS	90.0	65.5	90.0	178		15.0	32.5	30.0		20.0	20.0		20.0			40.0	00113425
5720	5720	CENTRAL SOLVENTS SPOKANE WA				1.00				1.00									00255092
5720		CENT SOL SANTA FE SPR-CA	900	604	900	904		52	53	138	80	65	127		155	20	25	190	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS	900	604	900	904		52	53	138	80	65	127		155	20	25	190	10015111
5609		DIXIE SOL LOUISVILLE-LOUSVLE K	90.0	50.0	90.0	172			12.0		30.5	27.0	36.0	36.5			30.0		10022576
		TOT P-T DIXIE SOLVENTS * POUNDS	90.0	50.0	90.0	172			12.0		30.5	27.0	36.0	36.5			30.0		10022576
5609	5609	HOOISR SOL NEW HAVEN-BERNE IN	5.00		5.00														00179280
5609		HOOISR SOL NEW HAVEN-ET LAYNIN		3.00															10038774
		TOT P-T HOOISR SOL NEW * POUNDS	5.00	3.00	5.00														10038774
5609	5609	HOOISR SOL INDIANAPLS-INDIANAPLS IN		35.0		18.0			8.0								10.0		10038766
5609		HOOISR SOLV & CHEM JASPER IN	50.0		50.0														00220834
		TOT P-T HOOISR SOL INDMA * POUNDS	50.0	35.0	50.0	18.0			8.0								10.0		10038766
5722	5722	MO SOLV KANSAS CTY-KNG CTYMO	30.0	20.0	30.0	10.0			10.0										10053544
5722		MO SOLV ST LOUIS-ST LOUIS MO *	25.0	29.3	25.0	28.0		1.00	2.00	2.00	8.00		5.00			5.00	5.00		10053552
		TOT P-T MO SOLV ST LOUI * POUNDS	25.0	29.3	25.0	28.0		1.00	2.00	2.00	8.00		5.00			5.00	5.00		10053552
5612		OHIO SOLV CLEVELAND-CLEVECH	300	265	300	220		30.0			30.0		50.0	30.0		30.0	30.0	20.0	10058953
		TOT P-T OHIO SOLVENTS - * POUNDS	300	265	300	220		30.0			30.0		50.0	30.0		30.0	30.0	20.0	10058953
5725		SOUTHERN NEW ORLEANS-N ORLELA	27.0	40.0	27.0	48.0		24.0									24.0		10074150
		TOT P-T SOUTHERN SOLV C * POUNDS	27.0	40.0	27.0	48.0		24.0									24.0		10074150
		DSW 012147																	

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QTY SHEETS	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. / MAJOR GRD. GP.
	AROCUR DIST 5460-HI SOL															00385A		1040-460-17
5725	TEXAS SOL HOUSTON-HOUSTONTX	200	126	200	195	27.5	32.0		30.0	32.5		23.0		17.3		33.0		10079373
	TOT P-T TEXAS SOLVENTS * POUNDS	200	126	200	195	27.5	32.0		30.0	32.5		23.0		17.3		33.0		10079373
5725	TEXAS SOLV DALLAS-DALLASTX	19.0	21.3	19.0	188			36.0	18.0		22.5	24.0			63.0	24.0		10079411
	TOT P-T TEXAS SOLVENTS * POUNDS	19.0	21.3	19.0	188			36.0	18.0		22.5	24.0			63.0	24.0		10079411
5605	TOLEDO SOLV TOLEDO-TOLEDOOH	18.0	25.0	18.0	15.0								15.0					10080339
	TOT P-T TOLEDO SOLV - C * POUNDS	18.0	25.0	18.0	15.0								15.0					10080339
5605	W EATON SOL ROMULUS-DETROITMI		21.0															10088925
5625	W EATON SOL ROMULUS-ROMULUSMI	40.0	25.0	40.0	30.0			10.0					10.0			10.0		00164879
	TOT P-T WESTERN EATON S * POUNDS	40.0	46.0	40.0	30.0			10.0					10.0			10.0		10038925
5720	WISC SOLV MILWAUKEE-MEAPLS MN		22.5		15.0			5.0			10.0							10090989
5720	WISC SOLV MILWAUKEE-ST PAULMN				5.00											5.00		10090997
5720	WISC SOLV MILWAUKEE-MILWAKE MI		5.00															10091012
5720	WISC SOLV MILWAUKEE-W ALLIS MI	100	96.5	100	263	15.0	7.5	25.0	12.6	62.5		20.0	30.0	45.0		40.0	5.0	10091039
	TOT P-T WISC SOLV MILWA * POUNDS	100	124	100	283	15.0	7.5	30.0	12.6	62.5	10.0	20.0	30.0	45.0		45.0	5.0	10091012
5605	WOLV SOLV GRND RAPIDS-GR RPMI	4.00	3.00	4.00	1.00							.500		.500				10091268
	TOT P-T WOLVERINE SOLV * POUNDS	4.00	3.00	4.00	1.00							.500		.500				10091268
	PARENT CUST. TOT-CENTRAL SOL CHI	4318	3681	4318	4610	208	391	383	327	545	186	478	312	523	341	486	432	10015138
5722	CHAPMAN CHEMICAL CO MEMPHIS TN	10.0	11.0	10.0	14.0	3.00	5.00		3.00	2.00						1.00		10015391
5713	CHEMICAL RESEARCH FT MEYERS NJ				.100						.100							00253103
5725	CHEMREX SPEC CTNGS EL PASO TX				.250								.250					00262641
5720	CHEM-TEX INC ANDERSON SC		.100		.150						.150							00214779
5725	CHRYSLER CORP TRENTON MI				8.55		8.55											10020735
5725	CINCINNATI MILACRON CINTI OH	20.0	17.5	20.0	17.5	2.50			2.50	2.50		2.50		2.50		5.00		10016827
5724	COATINGS & CHEM CHGO ILL		.400		.800	.100	.100	.200			.200			.200				10017440
5712	CODD MFG CORP LEETSDALE PA		.050															00237957
5624	COLUMBIA PRESS CLINTON MA	250	210	250	210	30.0		30.0		30.0	30.0		30.0		30.0	30.0		10017831
5711	COLOR RBN - CARB GLEN COVE NY				.050							.050						10018056
5714	COLUMBIA PAINT JERSEY CITY NJ				.400			.200			.200							00210684
5707	COMMERCIAL STEEL FOREST H MD		1.00															00114847
5722	CONCRETE CURE CHEM DENVER CO	1.00	1.00	1.00														00208442
5719	CON LUX PAINT PRUD EDISON NJ		.200		.400								.400					00114952
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IN THOUSANDS OF POUNDS AND DOLLARS																		
Q. 1	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. / MAJOR GRD. GP.
	AROCOR DIST 5460-HI SOL																00385A	1040-480-1
5724	CONTINENTAL CAN VAN WERT OH	500	17.3	.500	26.4		6.75	6.75	6.75	6.75	6.75	8.35		5.85			5.40	00220787
5722	CONTINENTAL CAN CO READING PA	500	13.5	.500	72.0				9.0		9.0	9.0	9.0	9.0		9.0	18.0	10018978
	PARENT CUST. TOT-CONTINENTAL CAN	1000	30.8	1000	98.4		6.8	6.8	2.3	6.8	2.3	17.4	9.0	14.9		9.0	23.4	00043167
5004	CONTINENTAL CHEM WAKEFIELD MA		.200															10019060
5722	COOK PAINT & VARN KANSAS C MO		.500		.500			.500										00115258
5722	COOK PAINT - VA N KAN CITY MO		.400		1.50			.50	1.00									10019494
	PARENT CUST. TOT-COOK PAINT - VA		.900		2.00			1.00	1.00									10019494
5345	COSDEN CHEM COATING BEVERLY NJ		.500															10019958
5316	CORT INDUSTRIES PARAMUS NJ		.050															00230545
5301	DAVIS PAINT MFG LYNCHBURG VA	.002	.150	.002	.750		.250				.500							00223214
5345	DELSEY SANITATION CAMDEN NJ				.100	.050			.050									00246506
5001	DENNIS MFG CHELSEA MA		.100															00227566
5003	DENVISON MFG FRAMINGHAM MA		2.00		.500										.500			10021782
5720	DEXTER CORP HAYWARD CA				.600							.600						00230347
5724	DEXTER CORP MAUREGAN ILLINOIS		.650															00223808
5214	DHARTE & CO INC MOUNTAIN PA		.200															00122637
5054	DUJOS CHEM NEW HAVEN CT		.100															10022606
5197	DUDDLEGGY BERRYVILLE VA		.050															10022754
5110	E A DREYFUS EDISON NJ		.254		.662			.84	.84	.89	160	80	80		.43	.43		00159417
5110	EMIPRINT FOILS NEWARK NJ		.200															00210587
5720	FRANK A DUNNE CO OAKLAND CA				.050								.050					00203613
5214	E I DUPONT WILMINGTON DE		.900		.750	.300							.400			.050		10023564
5345	E I DU PONT DE NEMO PARLIN NJ				.050	.050												10023066
5149	E I DU PONT DE NEMO PHILA PA				.050				.050									10023963
5245	E I DU PONT DE WASHINGTON NY	100	3.40	100														10024145
	PARENT CUST. TOT-E I DU PONT DE	100	4.30	100	.850	.350			.050				.400			.050		10023564
5004	EGRA COMMODITIES HARRISON NY				.050										.050			00266167
5307	EGYMASURF CHEM BALTIMORE MD				.150	.150												10024439
5004	EASTMAN KODAK CO ROCHESTER NY				.100								.050		.050			10025125
5301	TECN EASTMAN KINGSPORT TENN		.300		.200					.200								10078547
5725	TEXAS EASTMAN CO LONGVIEW TX	500	158	500	116	24.0			24.0		10.0				10.0	24.0	24.0	10079292
	PARENT CUST. TOT-EASTMAN KODAK C	500	158	500	116	24.0			24.0	.2	10.0		.1		10.1	24.0	24.0	10025125
5724	ELLIOT PT - VARN CHICAGO IL	50.0																10025982
5003	ENGINEERED YARNS COVENTRY RI		1.75															10026318
5722	ENTAR INC WICHITA KAN		.050															10026458
5724	ENTERPRIZE PAINT S PLAINFELD NJ				.500								.500					00261173

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W. S. G. E. S.	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 / MAJ. GPD. GP
	ANDCLOR DIST 5460-HI SOL																00355A	1040-480-17
5726	ESSEX CHEM LA MIRADA CA	15.0	17.0	15.0	19.0				4.00	5.00		5.00				5.00		10026709
5715	ESSEX CHEM SAYREVILLE NJ	10.0		10.0	.200											.100	.100	10026687
	PARENT CUST. TOT-ESSEX CHEM BALI	25.0	17.0	25.0	19.2				4.00	5.00		5.00				5.10	.10	10026679
5171	BITCO WIRE - CABLE BKLYN NY		.150															10026855
5409	EVANS ADHESIVES COLUMBUS OH	3.00	2.00	3.00	4.00				2.00						2.00			00211783
5424	EVINGREEN SPECIALTY DENVER CO	2.00	1.10	2.00														00225630
5367	FARDOL PT BALTIMORE MD				.050									.050				10027335
5012	FASSON PROD PAINESVILLE OH	2.00	.050	2.00	1.60			.10				1.50						10027381
5459	FEDERAL COLOR CINC OH		.050															10027470
5424	FINDRITE CORP MINN MN	10.0	9.50															10027713
5402	FINDLEY ADHESIVES LOUISVL KY	5.00																10027959
5402	FIRESTONE TIRE AKRON OH		.050															10028116
5401	UNIV OF FLORIDA GAINESVILLE FL				.050					.050								00250708
5424	FORD MOTOR CO LINCOLN PARK MI				.100					.100								00255800
5409	FORD PAINT AND VAR GRAND RA MI				.450						.200				.250			00118032
5404	FORESTRY ST COLLEGE SYRACUS NY				.050										.050			00269492
5725	FORM-EZE SYSTEMS ALBUQUERQUE NM			1.25						.500	.750							00250635
5412	FORT PITT CHEM PITTS PA	1.00	1.00	1.00	.500								.500					10029236
5424	FOX VALLEY MARK SYS BARTLET IL				3.65		1.65					1.00		1.00				00246084
5409	FRANKLIN GLUE COLUMBUS OH	10.0																10029449
5412	FREEMAN MANUFACTURING CLEVE OH			100					24.0				24.0			28.0	24.0	00238742
5724	H B FULLER SO SAN FRAN CA	20.0	27.5	20.0	57.5			12.5			5.0	5.0	5.0	5.0		5.0	20.0	10030005
5724	H B FULLER CO ATLANTA GA				240				30.0		30.0	30.0	30.0		30.0		90.0	10029937
5724	H B FULLER CO PALATINE IL	300	262	300	5.00						5.00							10030153
5724	H B FULLER HAITIAN MASS	25.0	35.3	25.0	32.0				2.0				30.0					10029988
5724	H B FULLER ST PAUL MINN	125	70.0	125	161	40.0					60.0				.5	20.0	40.0	10030072
5724	H B FULLER MEMPHIS TN	10.0	9.50	10.0	7.50			2.50	5.00									10030050
	PARENT CUST. TOT-H B FULLER ST P	480	404	480	503	40		15	37		100	35	65	5	31	25	150	10030072
5724	GARD INC ELK GROVE ILL	4.00	4.80	4.00	4.50		.50		.50			.50	.50	.50	.50	.50	1.00	10030420
5412	GE-PACKARD ELECTRIC WARREN OH		.050															10032881
5720	GEN ELEC DANVILLE IL				4.00						1.00				1.00		2.00	10031400
5404	GENERAL ELEC SELKIRK NY	75.0	.100	75.0														10031842
5412	GEN ELEC COSHOCTON OH	15.0	21.7	15.0	149	8.0	24.0			28.0	14.0	31.0		9.0		8.0	27.0	10031923
5412	GEN ELEC COLUMBIA TN				14.3							3.75				3.50	7.00	00252182
	PARENT CUST. TOT-GEN ELEC SCHENE	90.0	21.8	90.0	167	8.0	24.0			28.0	15.0	34.8		9.0	1.0	11.5	36.0	10031850
5404	GENL FORMULATIONS SPARTA MI				.100												.100	10032369
5724	GENERAL MILLS MINN MINN				.050				.050									10032490
5412	GENERAL PRINTING INK PHILA PA		.050		.050					.050								00179418
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	AROCOR DIST 5460-HI SOL																00385A	1040-480-17
5722	GEN TIRE - RUB COLUMBUS MS		1.50															10033195
5812	GEN TIRE - RUB JEANETTE PA		.400															10033160
	PARENT CUST. TOT-GENL TIRE - RUB		1.90															10033144
5545	SENTEX CORP CARBONDALE PA	1.00	.650	1.00	2.40		.600			.600			.600				.600	10033268
1133	P O GEORGE COMPANY ST LOUIS MO				.100				.050						.050			10033276
5100	GILLAN CONSTRUCT PERKSKILL NY				1.20			.400	.800									00224510
5502	AMERIPOL INC INDEPENDENCE OH		.450													.050		00183792
5005	B F GOODRICH AKRON OH				.050											.050		10034191
	PARENT CUST. TOT-B F GOODRICH AK		.450		.050											.050		10034191
5554	GOODYEAR TIRE NIAGARA FALLS NY		2.50		8.00		8.00											00148067
5114	W R GRACE LINDEN NJ				.350													10048753
5720	GREAT WESTERN CHEM RICHMOND CA		11.5		20.0		2.50	7.50			.350		2.50		2.50			10035473
5720	GREAT WESTERN CHEM TIGARD OR		4.00		17.8			2.0		2.0		2.3				3.0	10.5	10035511
5720	GREAT WESTERN CHEM SEATTLE WA		1.25		7.85						1.00			1.35	1.00	2.00	2.50	10035546
	PARENT CUST. TOT-GREAT WESTERN C		16.8		47.6		2.5	9.5		2.0	6.0	2.3	2.5	1.4	3.5	5.0	13.0	10035473
5115	SHILTON INDUSTRIES METUCHEN NJ				.250						.250							10036143
5006	BOYAN MACH CO LOGAN WV				.150									.050		.100		00248029
5407	ARMING ASSOCIATES COLUMBIA SC				.100							.100						00261645
5107	MASKELL CHEM RICHMOND VA				.050	.050												10037035
5002	PROTECTIVE TREATMENT DAYTON OH		.300															10064937
5455	HERCULES WILMINGTON DE		.050		.100											.100		10037557
5004	HIGHTHER RESINS STAMFORD CT		.050															00264163
5005	HURON RUBBER CO FT HURON MI				5.00								3.00			2.00		00252158
5724	ILLINOIS ADHESIVE CHICAGO IL	300	290	300	200		40.0			40.0			40.0		40.0		40.0	10040019
5720	ILL BRONZE POW LAKE ZURICH IL				5.00										5.00			10040035
5137	INDURALL COATINGS BIRMINGHAM AL		1.00		1.00									.500	.500	.500		00125423
5410	INDUST LATEX WALLINGTON NJ				.500								.500					10040308
5407	INTECH SYSTEMS CLIFTON VA				.050	.050												00226890
5720	INMONT CO ANAHEIM CA		.400															10040914
5106	ITT SUPREMANT CLINTON MASS				.250		.050	.200										00223239
5245	JAEGLER PT AND VAR CAMDEN NJ	2.00		2.00														10042305
5107	JAMESION FINISHES JAHSTH NY		3.00		.500				.500									10042313
5110	JET-SHAPES INC ROCKLEIGH NJ				3.00			1.50					1.50					00253162
5110	JOHNSON-JOHNSON NW BRUNSWICK NJ				.050										.050			10042933
5110	PERMACEL NEW BRUNSWICK NJ	5.00	4.50	5.00	12.3		1.50	1.50							5.50	2.00	2.00	10031946
	PARENT CUST. TOT-JOHNSON-JOHNSON N	5.00	4.50	5.00	12.6		1.50	1.50							5.55	2.00	2.00	10042933
5116	JOHNS MANVILLE MANVILLE NJ				.050						.050							10042895
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		ANUCLOR DIST 5460-HI SOL															00385A		1040-480-17
5724		JORDON PAINT FOREST PARK ILL		.100		1.00	1.00												00164755
5714		KEE LUX MFG ROCHESTER NY				.100	.100												00048925
5714		KENTILE FLOORS BROOKLYN NY		.100															10044006
5722		SARGE KOCH EVANSVILLE IN		.100															10044618
5722		MOHLER MCILISTER PT DENVER CO		.100															10044642
5612		KOPPERS COMPANY RICHMOND CA	20.0	14.0	20.0	31.0	4.00		5.00			5.00	5.00		6.00		6.00		10044758
5612		KOPPERS CO ST LOUIS MO		.450															10091675
5612		KOPPERS COMPANY NEWARK NJ	20.0	12.5	20.0	30.0		10.0			10.0				10.0				10044790
5612		KOPPERS COMPANY WESTFIELD NJ	1.00	11.4	1.00														10044812
5612		KOPPERS CO BRIDGEVILLE PA	20.0																10044820
		PARENT CUST. TOT-KOPPERS CO PITY	61.0	38.4	41.0	61.0	4.0	10.0	5.0		10.0	5.0	5.0		16.0		6.0		00044571
5712		L.N.P. POLYMERS THORNDALE PA		.050		13.7		.50			.50	2.00			2.70	2.00		6.00	00209931
5712		LUBRIZOL CORP WICKLIFFE OHIO				.100	.100												00088625
5712		LUDLOW PAPER WARE MASS		.700															10047382
5722		M.A. PLASTICS MARYLAND HTS MO				.500	.050			.250				.200					10047706
5710		MAAS & WALDSIEIN NEWARK NJ		.200		1.90							.40	1.50					00128252
5084		MCDERMID WATERBURY CONN				.050											.050		00086959
5724		MAGIE BROS FRANKLIN PARK IL				2.50				2.50									10043036
5737		MAIDA DEVELOPMENT HAMPTON VA	2.00	1.00	2.00														00123422
5724		RADIO MATLS-PR MALLORY CHIC IL		1.00															00227951
5724		RADIO MATLS ATTICA IN		.300															00235833
		PARENT CUST. TOT-MALLORY CAPACI		1.30															10048354
5725		MILTER INTL CORP GRETN LA				.500			.200		.300								00251850
5711		MINIATIAN ADHES BROOKLYN NY	250	138	250	164	22.8		24.0	21.5		24.0		24.0		24.0	24.0		10048419
5054		MINSTER BUILDERS BUFFALO NY	60.0	48.0	60.0	48.0			24.0									24.0	00128031
5707		MCCLOSKEY VARN PHIL PA	5.00	3.00	5.00	7.50	1.50				2.00				2.00			2.00	10049431
5034		METAL CLADDING N TONAWANDA NY		6.60		2.00	2.00												00228699
5724		MICLARO IND FIN WAUKEGAN IL		3.90															10052440
5724		M J G MILLIGAN KENOSHA WIS MI		.050															00234503
5724		MINN MIN - MFG WAYNE MI	15.0	15.0	15.0														10052963
5724		MINN MIN - MFG ST PAUL MN		.100															10053013
5724		MINN MIN - MFG SPRINGFIELD MO		7.50															10053021
5724		MINN MIN - MFG FREEHOLD NJ		.500		19.0	1.5			1.5		2.0		1.5		2.5	10.0		10053099
5724		MINN MIN - MFG BRISTOL PA	2.00	1.50	2.00	3.00		.50	.50			1.00				1.00			10053072
		PARENT CUST. TOT-MINN MIN - MFG	17.0	24.6	17.0	22.0	1.5	.5	.5	1.5		3.0		1.5		1.0	2.5	10.0	10053013
5612		MIRACLE ADHES NEW PHIL OH	2.00																10053293
5710		MOBIL CHEM KANKAKEE ILL	15.0	14.6	15.0	16.0	5.00				3.00			2.00	1.00	1.00	4.00		10053830
5718		MOBIL CHEMICAL CO EDISON NJ	50.0	50.0	50.0	38.0	8.00		5.00	5.00		5.00			5.00	2.50	7.50		10053676
		DSW 012152																	

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SALES GROSS	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 / MATERIAL GR.
	PARENT CUST. TOT-MOBIL OIL CORP	65.0	64.6	65.0	54.0	13.0		5.0	5.0	3.0	5.0		2.0	6.0	3.5	11.5		10054443
	ARCOLOR DIST 5460-HI SOL															00385A		1040-460-17
5720	SOUTHERN HANDI ALABASTER AL				100									100				00264059
5814	SFO T CHEM INC STAT ISL NY	200	106	200	133		19.0	24.0		26.0		10.0	20.0		20.0	14.0		10075300
5812	JOHN J. MOORE NEWARK NJ		4.50															10055180
5801	MONTGOMERY CORP FT MEYERS FL				.700									.700				00234512
5724	NASHUA-DUTCH BRAND CHICAGO IL	20.0	4.60	20.0	8.40						.60		2.80			1.00	4.00	00152900
5903	NASHUA CORPORATION NASHUA NH		.610															10056055
	PARENT CUST. TOT-NASHUA CORPORAT	20.0	5.21	20.0	8.40						.60		2.80			1.00	4.00	10056055
5724	NATL BRONZE PHDR FRANKLIN PK I				.400									.400				00182974
5807	NATIONAL CHE & PL BALTIMORE MD	.300	.300	.300	.300	.100			.100			.100						00210978
5820	NATL EXPANSION JOINT OAKLAND CA				3.42									1.60			1.80	00263907
5723	N L INDUSTRIES SAN FRANCISCO CA		2.00															10056532
5814	NATIONAL SPRAY CAN ELIZABET NJ		2.50															00131261
5815	NATL STARCH BOUND BROOK NJ	900	615	900	304	40	120	80					40		24			00086576
5818	NATL STARCH FINDERNE NJ				160											32	128	00269751
5813	NATL STARCH PLAINFIELD NJ	200	88.0	200	56.0											56.0		10056969
	PARENT CUST. TOT-NATL STARCH - C	1100	703	1100	520	40	120	80					40		24	88	128	00044814
5814	NEW YORK BRONZE ELIZABETH NJ		4.75		1.50										1.50			00216755
5824	NORTH AMER PKG CORP ADDISON I		.100															00225673
5801	NORTH AMER PAINT WANAQUASSA NJ				1.10							.050	.800			.250		00242276
5812	NORTH ELECTRIC GALLICH OH	2.00	2.20	2.00	2.10		.50			.60						1.00		10058155
5805	OWENS CORNING GRANVILLE OHIO		.100															00088609
5871	PARK NAME PLATE FLUSHING LI NY				.050									.050				00178098
5854	PIERCE - STEVENS KINGERION PA	143	147	143	180		30.0			30.0	30.0	30.0	30.0			30.0		10062926
5857	POLYCEL CORP BALTIMORE MD		.400															10063957
5845	POLYMERIC SYSTEMS POTTSWOWN PA				2.00											2.00		00270679
5814	POLYPLASTEX UNITED CHICO CA				.100									.100				00264369
5801	POLYPLASTEX UNITED PINELLAS FL	3.00	2.85	3.00	7.00	1.00					2.00		2.00				2.00	00134422
	PARENT CUST. TOT-POLY PLASTEX UN	3.00	2.85	3.00	7.10	1.00					2.00		2.00	.10			2.00	00134309
5814	POLYTECH CO ROCKAWAY NJ				3.00			1.00	1.00	1.00								00250759
5816	NATL STARCH BLOOMFIELD NJ		.200		4.60	1.0	27.0	25.0			1.0				.6			10063221
5812	PPG NEWARK NJ	1.00	1.00	1.00														10063434
5812	PPG SPRINGDALE PA	10.0																10063353
	PARENT CUST. TOT-PITTS PLATE GL	11.0	1.20	1.00	4.60	1.0	27.0	25.0			1.0				.6			10063345
5722	PROTEX INDUSTRIES DENVER CO				1.00				1.00									00255742
	DSW 012153																	

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G. S. REF.		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. GFD. GP	
		ARUCLOR DIST 5460-HI SOL															00385A		1040-480-17	
5724		PUREX CORP WILMINGTON CA		.200															10065445	
5727		PUREX CORP PHILA PA	1.00		1.00														10065436	
		PARENT CUST. TOT-PUREX CORP LAKE	1.00	.200	1.00														00045780	
5116		RANDOLPH PRODS CARLSTADT NJ		.500															10066301	
5124		KAYGESTOS MANHA STRATFORD CT		3.20		21.0		3.00	6.00		3.00	3.00				3.00	3.00		10066409	
5724		RAYCLAD TUBES WENLO PK CA				.050				.050									10066484	
5722		RED SPOT PAINT EVANSVILLE IN	3.00	1.80	3.00	1.80							.400		.600	.400		.400	10066727	
5727		REISLY TAR-OPEN INDIANAPOLIS I				5.50									5.50				00206547	
5114		REISS CO ELIZABETH NJ	5.00	6.25	5.00	6.00		1.50		1.50	1.50	1.50							00206693	
5725		RELIANCE UNIVERSAL N CHGO IL		1.50		1.50											1.50		10067308	
5725		RELIANCE UNIVERSAL CLINTON MS		.100															00157961	
		PARENT CUST. TOT-RELIANCE UNIV L		1.60		1.50											1.50		10067286	
5625		R E N PLASTICS INC LANSING MI		.050															00135798	
5612		REPUBLIC PHO HTLS MEDIA OHIO				.300		.100				.150		.050					00164240	
5724		RIGERFILL INC EVANSVILLE IN	40.0	40.0	40.0	68.0			24.0								8.0	12.0	24.0	10027748
5727		RICHARDSON PAINT PHILADE PA		.500															00224456	
5116		RIEGEL PAPER RIEGELSVILLE NJ		20.0															10068207	
5724		RUBBER RESEARCH MINNEAPOLIS MN		.400															00185205	
5727		RUMPSON PAINT RICHMOND VA				6.00				4.00								2.00	00251712	
5612		SLIDEN CO BALTIMORE MD	.600	1.20	.600	.600	.300	.300											10033810	
5722		SLIDEN CO ST LOUIS MO		.500															10033837	
5612		SLIDEN CO READING PA	7.00	5.00	7.00	1.55			.550		.400			.300		.300			10033888	
		PARENT CUST. TOT-S C M CORP CORT	7.60	6.70	7.60	2.15	.300	.300	.550		.400			.300		.300			00045454	
5727		S LABOARD CHEM TEXAS MO	3.00	2.45	3.00	.800					.100				.350		.350		10036887	
5724		JOE SUTO INC BERKELEY CA				5.00								5.00					10021871	
5724		JOE SUTO INC DES PLAINES IL				.050		.050											10021928	
		PARENT CUST. TOT-SEARS ROEBUCK C				5.05		.05						5.00					00045276	
5724		SHELL DEVELOPMT CO SALIDA CAL		.050															00197750	
5612		SHERWIN WILLIAMS LOS ANGE CA				.700					.300	.100		.200	.100				00137859	
5612		SHERWIN WILLIAMS CHGO IL				2.00	2.00												10072654	
5612		SHERWIN WILLIAMS GIBBSBURG NJ				.200			.100					.100					10072697	
5612		SHERWIN WILLIAMS KEPAK NJ	1.00		1.00														10072727	
5612		SHERWIN WILLIAMS CLEVELAND OH	15.0	16.0	15.0	29.0	2.0	2.0	4.0	3.0	8.0					10.0			10072794	
5612		SHERWIN WILLIAMS DAYTON OH		.300															00137847	
		PARENT CUST. TOT-SHERWIN WILLIAM	16.0	18.3	16.0	31.9	4.0	2.0	4.1	3.0	8.3	.1		.3	10.1				10072794	
5727		SMITH ALUM PT TERRE HAUTE IN				.225		.225											10073545	
		DSW 012154																		

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	ARJOLOR DIST 5460-HI SOL																00385A	1040-480-17
5116	SATTY CONST SUPPLY JONESBORO G				2.15	.050												00248894
5116	SOLLAR COMPOUNDS LINDEN NJ	100	53.0	100	131		35.0			33.0		33.0				30.0		10073766
5116	SOMNEBORN BUILD BELLEVILLE NJ		10.0		6.20									3.10	3.10			10073804
5725	SQUILAND CHEM SAN ANTONIO TX		.200		.100									.100				00232300
5107	SOUTHERN ADHES RICHMOND VA	10.0	3.65	10.0	6.00					6.00								10073979
5117	SOUTHWIRE CO CAROLTON GA		5.00															00156244
5116	SOVEREIGN CHEMICAL PATTERSON NJ				.500						.500							00255608
5004	SPRAGUE ELECTRIC NASHUA N HAMP		.150															00166226
5004	ST CLAIR RUBBER MARYSVILLE MI	61.0	48.0	60.0	60.0	5.0	5.0	5.0	5.0		15.0		5.0		5.0	5.0	10.0	10070244
5122	ST REGIS PAPER MIDDLETOWN OH		.115															10063841
5116	STALEY CHEMICAL HARRISON NJ				.050						.050							00257354
5728	STREYRON RES RICHMOND CALIF				.050		.050											10018401
5307	STISLEY PROD FINEST PARK GA				1.00						.500				.500			00234869
5116	STISLEY PROD EDISON NJ		6.00															00236772
5007	STANDARD BRND CHEM CHESWOLD DE	54.0	12.0	54.0														10041333
	PARENT CUST. TOT-STANLEY WARNER	54.0	18.0	54.0	1.00						.500				.500			00044733
5724	STAR CHEMICAL WESTCHESTER IL		.500		.700				.200			.500						00217956
5729	STAR CHEMICAL CO DALLAS TX		3.10		1.80								1.80					00211672
	PARENT CUST. TOT-STAR CHEMICAL W		3.60		2.50				.20			.50	1.80					00217956
5722	STEELCOTE MFG ST LOUIS MO	5.00	3.30	5.00														10075742
5722	STERLING LACQUER ST LOUIS MO		.500															10075920
5722	SULLIVAN CO MEMPHIS TENN	10.0	4.70	10.0	3.95		1.95							2.00				00211567
5116	SUN CHEM CARLSBAD N J		.050															10076625
5116	SUN CHEM CORP E RUTHERFORD NJ	4.00	7.00	4.00	2.40	.600	.600	.600	.600									10076552
	PARENT CUST. TOT-SUN CHEMICAL CO	4.00	7.05	4.00	2.40	.600	.600	.600	.600									10076714
5154	SUNFLO PAINT AMSTERDAM NY				.100	.100												00213748
5003	SUN OIL CO HARCUS HOOK PA		.450															10076838
5003	SUPERIOR LACQUER CO TUCCOGA GA		.100		.100			.100										00169854
5003	SUPERIOR VARNISH PENSACOLA N J		.050											.050				10077222
5722	SUTHERLORD CO MEMPHIS TN		2.00								2.00							00259349
5724	SWIFT - CO VERNON CALIFORNIA				32.0											32.0		10077400
5724	SWIFT - CO SKOKIE ILL	1000																10077354
	PARENT CUST. TOT-SWIFT - CO CHIC	1000			32.0											32.0		10077346
5702	TAB CHEMICALS INC CHICAGO ILL	6.00	25.0	6.00	32.5			2.5	1.0	3.0		3.0	4.0		10.0	9.0		10077842
5004	TAURUS CHEM AUBURN N Y				.150						.100	.050						10021065
5709	TEXAS EASTERN TRAN LNGVN TX				24.0		24.0											10079284
	DSW 012155																	

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	AROCOR DIST 5460-HI SOL																00385A	1040-480-17
5720	TECH COATINGS SANTA CLAR CA		2.00		.500				.500									10078091
5110	TECHNICAL TAPE CORP BEACON NY		1.90		1.00							.500	.500					10078199
5000	TERRELL CORP WILM MASS				.100								.100					10078911
5725	TEXAS HIGHWAY AUSTIN TX		.450															00183083
5207	TICBALS FLOORING ONEIDA TN				.300			.050				.100				.150		00251232
5114	TITANINE INC UNION NJ		.400		.100											.100		10080231
5424	T S I INC ST LOUIS MO		.050															00242098
5007	UNION CAMP CORP SAVANNAH GA				.500										.500			10081599
5115	UNION CARBIDE SD BRUNSWICK NJ				.150							.150						00260215
5210	UNION CARBIDE BOUND BROOK N J	2.00	1.35	2.00	.300							.100			.100	.050	.050	10081823
5412	UNION CARB CORP CLEVELAND OH				.050						.050							10081853
5110	UNION CARBIDE PLAS MARIETTA OH		.300															10081874
	PARENT CUST. TOT-UNION CARBIDE C	2.00	1.65	2.00	.350						.050	.100			.100	.050	.050	00045705
5227	UNION AMSCO TUCKER GA	250	140	250	138		32.5	35.0		20.0		30.0				20.0		10004551
5002	UNION AMSCO PALATINE IL		42.0		25.0			25.0										10004223
5107	UNION AMSCO BALTIMORE MD	30.0	23.0	30.0														10004204
5104	UNION AMSCO CHARLETT NC	100	84.0	100	60.0		35.0									25.0		10004152
5114	UNION AMSCO CARTERET NJ	700	186	700	235	16.0			36.0		24.0	20.0	30.0	22.0	10.0	46.9	50.0	10004177
5114	UNION AMSCO SAYREVILLE NJ				10.2				10.2									10004209
5114	UNION AMSCO MAMARONCK NY		240		330	30.0	30.0	30.0		30.0	30.0	30.0		60.0	30.0		60.0	00150401
5104	UNION AMSCO CONSHOHOCK PA	200	150	200	239		15.1	26.0	12.5	27.5		17.5	27.5	17.5		17.1	75.0	10004241
5000	UNION AMSCO E PROVID RI				10.0			10.0										00109134
5000	UNION AMSCO PROVIDENCE RI	125	71.5	125	49.0					5.0	10.0	11.5				12.5	10.0	10004525
5107	UNION AMSCO NASHVILLE TN		36.3		10.0											10.0		10004144
5207	UNION AMSCO RICHMOND VA				3.00											3.00		00209899
	PARENT CUST. TOT-UNION OIL CO LO	1405	973	1405	1108	40	113	126	59	83	64	109	58	100	20	135	198	00047155
5720	UNIROYAL MISHAWAKA INDIANA	10.0	2.50	10.0	17.5	2.0	1.5			2.0		2.0	10.0					10002684
5000	UNIROYAL DETROIT MICH		.100															10002705
	PARENT CUST. TOT-UNIROYAL NEW YO	10.0	2.60	10.0	17.5	2.0	1.5			2.0		2.0	10.0					00047325
5114	UNITED LACQUER MEG LINDEN NJ	2.00	1.55	2.00	1.05					.500	.550							10083524
5724	UNITED PAINT CO MEMPHIS TN				.300			.300										00177184
5114	UNITED RESIN PROD BROOKLYN NY	600	530	600	539	40.0	40.0	80.0	40.0		90.0	5.8	80.0	4.8	60.0	70.0	40.0	10083521
5000	UNITED SHOE MACHINE KENTON TN		8.00		15.0	15.0												10083554
5114	UNION CO N HAVEN CONNECTICUT				.100										.050	.050		10085705
5724	URECAL CORP EVANSTON IL		.500															00242330
5724	URECAL CORP MISHAWAKA IN		.200		1.50		.50		1.00									00238112
	PARENT CUST. TOT-URECAL CORP EVA		.700		1.50		.50		1.00									00242330
5720	J S GYPSUM NASHVILL TN	.500	.500	.500														00143022
	DSW 012156																	

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	AROCOR DIST 5460-HI SOL																00385A	1040-480-17
5007	USH CHEM DIV MIDDLETON MA	30.0	17.0	30.0	80.0				10.0	10.0	10.0	10.0	10.0	20.0		10.0		10081327
5007	USH CHEM DIV KENTON TN	145	87.0	145														10091335
	PARENT CUST. TOT-U S M COOP EAST	175	104	175	80.0				10.0	10.0	10.0	10.0	10.0	20.0		10.0		00154768
5724	VALSPAR CORP CHICAGO IL		.600															00242055
5724	VALSPAR CORP ROCKFORD IL				4.40	1.60					.80			1.50			.50	00143588
5724	VALSPAR CORP FORT WAYNE IND		.100															00236209
5724	VALSPAR MINNEAPOLIS MN		.800		1.10						.300	.400	.400					00230936
5724	VALSPAR CORP NUTLEY NJ	520	446	520	412	32.0	30.0	30.0	32.0	32.0	95.0	32.0			64.0	64.0		00151548
	PARENT CUST. TOT-VALSPAR MINNEAP	520	448	520	418	33.6	30.0	30.0	32.0	32.0	97.1	32.4	.4	1.5	64.0	64.0	.5	00230936
5012	VANILLA LAB INC ROCHESTER NY		24.0															10086132
5602	VIMASCO CORP NITRO W VA		.200		.250												.250	10086025
5217	VIRGINIA PAINT MFG NORFOLK VA		2.00															00217492
5700	WATERPROOF CHM REGWOOD CITY GA		.250															00230650
5705	WEST CHESTER CHEM WEST CHE PA		.050															00144649
5722	WINDSOR PLASTICS EVANSVILLE IN		.200															00181439
5702	JOHN H WHITE - SON BURLING IA		.800		1.90		.40			.50		1.00						10091195
5812	WOOSTER FINISHES WOOSTER OH	3.00																10092175
5707	WORLD CARPET DALTON GA				2.80	.50					1.50						.80	00249009
1008	WYNN OIL CO AZUSA CALIFORNIA				72.0							24.0		24.0			24.0	10092434
5724	YATES MFG CHICAGO ILLINOIS	725	653	725	658		55	66	126		54	56	114	82		106		10092531
5009	YENKIN MAJESTIC PT COLUMBUS OH		2.50															10092566
5724	ZENITH PROD SCHILLER PARK ILL	25.0	49.0	25.0	15.0	5.00							2.00	8.00				00167649
	TOTAL PRODUCT * * * * *	15318	9843	13207	11700	563	1003	1027	838	1012	939	1014	1040	853	771	1327	1308	1040-480-17
	AROCOR DIST 5460-LOW COLOR																00385B	1040-481-17
5724	FRYE MFG DES MOINE IA				6.60		.10	6.50										00119296
5700	CENTRAL SOLV BENFORD PARK IL		2.50															00245437
5700	CENTRAL SOL CHICAGO-CHICAGOIL		.500		2.00		2.00											10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		.500		2.00		2.00											10015138
	PARENT CUST. TOT-CENTRAL SOL CHI		3.00		2.00		2.00											10015138
5714	CHEMICAL RESEARCH BERNARDS NJ				.050			.050										00251003
5724	CONTINENTAL CAN CHICAGO ILL		.050															10018930
5714	ESSEX CHEM SAYREVILLE NJ				1.00				1.00									10026587
5724	H O FULLER WALTHAM MASS				1.50		.50	1.00										10029989
	DSW 012157																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -																		
SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CUR. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GEO. GP.
	ARUCLOR DIST 5460-LOW COLOR																003858	1040-481-17
5724	H B FULLER COMPANY EDISON NJ				.150			.150										10029996
	PARENT CUST. TOT-H B FULLER ST P				1.65		.50	1.15										10030072
5726	GREAT WESTERN CHE RICHMOND CA																	10035473
5171	MANHATTAN ADHES BROOKLYN NY		.500		4.10	2.50			1.60									10048419
5724	MINN MIN - MFG FREEHOLD NJ				2.20			2.20										10053099
5407	SEABOARD CHEM TEXAS MD				.050			.050										10036887
5612	SHERWIN WILLIAMS NEWARK NJ		1.25															10072727
5614	SOLAR COMPOUNDS LINDEN NJ		40.0															10073766
5118	SON CHEM CARLSTADT N J		.100															10076625
5729	TECHNICAL COATINGS LUBBOCK TX				.500	.500												00243614
5114	TITANINE INC UNION NJ		.100		.300	.300									.100	.100		10080231
5114	UNION AMSCO CARTERET NJ				17.3	5.80		7.50	4.00									10004179
5114	UNION AMSCO LINDEN NJ				.400	.400												00247723
5114	UNION AMSCO SAYREVILLE NJ		1.00															10004209
	PARENT CUST. TOT-UNION OIL CO LO		1.00		17.7	6.20		7.50	4.00									00047155
	TOTAL PRODUCT * * * * * LB		46.0		36.2	9.5	2.6	17.5	6.6						.1	.1		1040-481-17
	ARUCLOR 6090																01788A	1045-090-17
5612	ALLEG SOLV CARNEGIE CORAOP PA		.450		1.80			.45	1.35									10002095
5612	ALLEG SOLV CARNEGIE MANOR PA				.450				.450									00107719
	TOT P-T ALLEG SOLV CARN * POUNDS		.450		2.25			.45	.45	1.35								00107700
5726	CENTRAL SOLV HAYWARD-HAYWARD		.900															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		.900															10015049
5726	CENT SOL SANTA FE SPR-CA				3.60		.50	.85				.45		1.80				10015111
	TOT P-T CENTRAL SOLV SA * POUNDS				3.60		.50	.85				.45		1.80				10015111
	PARENT CUST. TOT-CENTRAL SOL CHI		1.35		5.85		.50	1.30	.45	1.35		.45		1.80				10015138
5612	FOUNDRY EQUIPMENT PROD MOSE PA				1.80							1.80						00252506
5609	FRANKLIN GLUE COLUMBUS OH				.600				.600									10029449
5724	JUSLYN MFG BEDFORD PARK IL				1.65											1.65		00270253
5724	JUSLYN MFG CO CHICAGO IL		.050		1.70	1.35		.35										10043166
	DSW 012158																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

W G	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COM- FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD GP.
		AROCLUR 6090																01738A	1045-090-1
5054		JOSLYN MFG & SUPPLY LIMA NY				1.35													00266074
5724		KENDALL CO BARRINGTON IL				.050	.050										1.35		10043794
5114		PAISLEY PRO CHICAGO ILL				.400	.200						.200						10060346
5114		UNION AMSCO CLIFTON NJ				.450	.450												00247898
5114		UNION AMSCO CARTERET NJ				15.8	6.75	2.25										6.75	10004179
5114		UNION AMSCO PORT HURR NJ				.450	.450												00245321
		PARENT CUST. TOT-UNION OIL CO LO				16.7	7.65	2.25										6.75	00047155
5720		VAL SPAN CORP FORT WAYNE IND		4.50		6.75					4.05						1.35	1.35	00236209
5724		YATES MFG CHICAGO ILLINOIS				42.3	5.40	4.05	4.05			8.10	4.05	3.15			9.00	4.50	10092531
		TOTAL PRODUCT * * * * * LB		5.90		79.1	9.1	8.4	5.7	5.1	5.4	8.1	6.5	3.2	1.8	2.7	9.0	14.3	1045-090-1
		SANTICIZER 336																02336A	7645-336-17
5110		INIOKOL CHEM TRENTON NJ				.050											.050		10079799
		TOTAL PRODUCT * * * * * LB				.050											.050		7645-336-17
		UJ TOT CLASS SOLID AROCLURS LB	16220	11144	14109	12497	650	1068	1090	890	1082	1053	1094	1077	896	890	1359	1347	
		HD-40																00397A	4790-040-17
5107		ABBOTT'S DAIRIES PHILA PA				.040		.040											00251097
5722		A & J MACH TOOL CO ST LOUIS MO				.040						.040							00252745
5116		ALDERNEY PURITAPERTH AMBOY NJ		.040															00223599
5722		ALTON BOX BOARD ALTON IL				.040	.040												10002737
5171		AMERICAN ADHESIVE MFG BROOK NY		.080															10003156
5344		AMERICAN CAN EASTON PA		.040		.460	.460												00225027
5720		AMERICAN CHEM LONG BEACH CA		.040															00229164
5728		AMP VOIT INC SANTA ANA CA		1.84		3.68		.40	.46							2.76			10007070
5723		SUNSHINE BIS K C KAN		1.38		1.38							.920		.460				10077079
5344		AMP INC HARRISBURG PA				.040											.040		10005310
5004		WARE CHEM BRIDGEPORT CT		.120															10007562
5720		ANACONDA WIRE ORANGE CAL	400	525	400	396	33.6	33.9	84.9	40.9	82.5	37.4	41.5	41.8					10005469
5116		ANACONDA WIRE WATKINSVILLE GA	425	422	425	444	66.7	16.5	66.7	83.7	42.1	44.2	41.4	83.2					10005477
		PARENT CUST. TOT-ANACONDA CO NEW	825	947	825	841	100	50	152	125	125	82	83	125					00045179
5171		ANDREWS PAP - CHEM PT WASH NY		.040															10005701
5301		ARCHER PROD GREENEVILLE TN				.500		.300											10006015
5724		ARGONNE MALT LABS ARGONNE ILL				.040			.040										00161268
		DSW 012159																	

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- IN THOUSANDS OF POUNDS AND DOLLARS -																			
M C G R	SIS REP	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.	CUM. 10. / MAJR. GRO. GP.
		XS-363															02227A		8970-363-17
1178		US PLYWOOD CHAM PA HAMILTON OH				3.08						3.08							00216518
		TOTAL PRODUCT * * * * *	LB			3.08						3.08							8970-363-17
		XS-370															02228A		8970-370-17
1178		US PLYWOOD CHAM PA HAMILTON OH				.900						.900							00216518
		TOTAL PRODUCT * * * * *	LB			.900						.900							8970-370-17
		XS-372															02212A		8970-372-17
1178		CHAMPION PAPERS HAMILTON OH				45.2							14.4	30.8					10015308
1178		US PLYWOOD CHAM PA HAMILTON OH				5.90					1.00	4.90							00216518
		PARENT CUST. TOT- U S PLYWOOD-CH				51.1					1.0	4.9	14.4	30.8					00047333
		TOTAL PRODUCT * * * * *	LB			51.1					1.0	4.9	14.4	30.8					8970-372-17
		85 TOT CLASS HB40 & BLENDS	LB	10120	6185	5170	3858	354	323	514	472	406	447	251	348	219	213	194	117
		MCS 1207															02312A		8972-207-17
1178		US PLYWOOD CHAM PA HAMILTON OH				5.43										5.43			00216518
		TOTAL PRODUCT * * * * *	LB			5.43										5.43			8972-207-17
		MCS 1208															02313A		8972-208-17
1178		US PLYWOOD CHAM PA HAMILTON OH				3.62										1.62	2.00		00216518
		TOTAL PRODUCT * * * * *	LB			3.62										1.62	2.00		8972-208-17
		MUNTAR 5															00382A		6405-005-17
5114		BORDEN MIDDLESEX NJ				137		24.2		29.2	23.0		29.4				31.4		10010802
5114		BORDEN NEW YORK NY		27.9															00111953
		PARENT CUST. TOT-BORDEN COLUMBUS		27.9		137		24.2		29.2	23.0		29.4				31.4		10010586
5114		NATL STARCH BLOOMFIELD NJ	125	159	125	161				41.5				40.0		40.0		39.3	10063221
5114		TALON ADHESIVES KEARNY NJ		.500															10077865
		TOTAL PRODUCT * * * * *	LB	125	187	125	298	24.2		70.7	23.0		29.4	40.0		40.0	31.4	39.3	6405-005-17

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ORGANIC DIVISION SPECIALTY PRODUCTS
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~~-IN THOUSANDS OF POUNDS AND DOLLARS-~~

- IN THOUSANDS OF POUNDS AND DOLLARS -																			
Q	SIS REP	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. / MAJ. GEO. GP.
		MONTAR 5 CRUSHED															00383A		6405-007-17
3054		.AIRCO SPEER NIAGARA NY		.375															00107409
5116		.PHILIP CAREY PTH AMBY NJ	130	158	130	90.0		30.0	30.0								30.0		10013860
5409		.PHILIP CAREY CINCINNATI OH		31.9															10013852
5619		.PHILIP CAREY LOCKLAND OH	100	128	100	176		31.9	31.9		31.9				40.1			40.1	00113042
		PARENT CUST. TOT-GLEN ALDEN NEW	230	317	230	266		61.9	61.9		31.9				40.1		30.0	40.1	00047228
5116		.DIRMA PRODUCTS SAYREVILLE NJ				1.13								.750			.375		10040604
5116		.PHILLIP CUREY CORP PERTH AM NJ				37.5								37.5					00262161
5720		.ST REGIS PAPER CORNELL WI	560																10070457
5003		.UNION AMSCO PALATINE IL		1.13															10004233
5114		.UNION AMSCO CARTERET NJ	10.0	4.13	10.0														10004179
		PARENT CUST. TOT-UNION OIL CO LO	10.0	5.25	10.0														00047155
		TOTAL PRODUCT * * * * * LB	800	323	240	305		61.9	61.9		31.9			38.3	40.1		30.4	40.1	6405-007-17
		MONTAR 9															00428A		6405-009-17
5322		.ARMSTRONG CORK PENSACOL FL	1000																00110078
		TOTAL PRODUCT * * * * * LB	1000																6405-009-17
		SANTOWAX R															00427B		7795-000-17
1134		.MICHIGAN CHEM ST LOUIS MI				.075								.075					10052068
5004		.RAYBESTOS MANHA STRATFORD CT	60.0	42.2	60.0														10066409
5114		.VIRKOTYPE PLAINFIELD NJ	5.00	5.63	5.00	7.88	.75	.75	.75		.75	1.13	1.13	.75	1.13		.75		10086965
5724		.YATES MFG CHICAGO ILLINOIS				.900											.900		10092531
		TOTAL PRGDUCT * * * * * LB	65.0	47.8	65.0	8.85	.75	.75	.75		.75	1.13	1.13	.75	1.20		1.65		7795-000-17
																	.002		
		90 TOT CLASS OTHER BI-TERPHEN LB	1990	558	430	620	.8	86.8	62.6	70.7	55.7	1.1	30.5	79.0	41.3	47.0	65.4	79.4	
		17 TOT PG PROCESS FLDS.DR.C.P LB		50130		39812		3325		3295		3386		3467		3540		3604	
			53783		32620		2690		4069		2642		3400		3126		3261		
			7827		5324		426		715		442		627		548		625		

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EXHIBIT G

DSW 012162

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M. G. P.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GRD. GP.
	INTERTEEN 70-30															00360A		1050-210-16
1974	GRAND RIVER DAM AUTH PRYOR OK		.360															00271497
1923	GRANITE CITY STEEL CR CITY IL		.674															10035236
1124	GRAYBAR ELECTRIC FOSSVILLE IL		.674															00269565
1124	GRAYBAR ELECTRIC JAMESVILLE WI			2.02	2.02													00273759
	PARENT CUST. TOT-GRAYBAR ELECTRI		.674	2.02	2.02													00232173
1923	GREAT LAKES CARBON ST LOUIS MO		.180															10035414
1124	G-W ELEC SPEC BLUE ISL IL		.360															10030293
1925	HEVI-DUTY ELEC HONOLULU HI			5.39				5.39										00275417
1925	HEVI-DUTY ELEC CLEVELAND OH	130	170	130	169	3.4	31.0	2.7	1.3	35.0	33.7	6.7	6.7	6.7		27.0	13.5	00287963
1926	INDLEC INC NEW ORLEANS LA			1.35		1.35												00274070
1170	INDIANA & MICHIGAN LAWRENCE IN		.360															00125385
1124	INTL HARVESTER CHICAGO IL		.720															00215929
1124	ITE CIRCUIT BREAKER CHICAGO IL			1.44							.720		.720					00126071
1227	ITE CIRCUIT BREAKER PHIL PA	2200	2189	2200	1689	200	192	301		96	195		98	195	105	199	107	10042054
1926	ITE IMPERIAL CLAY CA			.360								.360						00203517
1926	ITE IMPERIAL WILSON CO			1.35				.674	.674									00277746
1923	ITE IMPERIAL CORP EFFINGHAM IL			.360										.360				00287032
1227	ITE IMPERIAL KENNEBIC IL			.360													.360	00291951
1170	ITE IMPERIAL NEW CASTLE IND			.360											.360			00280144
1929	ITE IMPERIAL GULF PORT MS			.420						.420								00279641
1227	ITE IMPERIAL KENNY HILL NJ			.360												.360		00291196
1227	ITE IMPERIAL EAST SYRACUSE NY			.360							.360							00281352
1170	ITE IMPERIAL LUCASVILLE OH			.360								.360						00264025
1926	ITE IMPERIAL EVLETT WA			1.44								1.44						00264246
1972	ITE IMPERIAL SUPERIOR WI			.720								.720						00262495
1124	ITE IMPERIAL SUPERIOR WI			.720										.720				00286214
	PARENT CUST. TOT-ITE CIRCUIT BRE	2200	2189	2200	1697	200	192	302	1	96	196	3	99	196	106	199	108	10042054
1921	JA JONES CONST NORCROSS GA		4.04															00248466
1170	JELT LILLY INDIANAPOLIS IN		.360															10046315
1124	JONES & LAUGHLIN STEEL CLEV OH		1.35															00239356
1227	LUKENS STEEL COATESVILLE PA		.674															00239461
1227	LUNNUS CO BLOOMFIELD NJ		.720															00249491
1923	MALONEY ELECTRIC CHEN ST LOUIS MO		.240															10046311
1922	MILLS & LUPTON SUP CHATTANO TN	.500	.060	.500														00130192
1923	MOLONEY ELECTRIC ST LOUIS MO	200	112	200														10054931
1227	MOLONEY ELECTRIC QUANTICO VA		.360															00260940
	PARENT CUST. TOT-MOLONEY ELECTRI	200	113	200														10054931
1121	MUNOGAHELA POWER RIVERSVILLE WV		1.35															00262765
						</												

-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES YR	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 / MAJOR GRD GR
	INERTEEN 70-30																00360A	1053-210-16
1983	J. MOLONY ELECTRIC FERRISVILLE MO		1.35															00260732
1982	MOORE HANDLEY MONTGOMERY AL		.720															00254282
1982	MOORE-HANDLEY HARD SHEFFIELD AL		.480															00130786
	PARENT CUST. TOT-FLORE HANDLEY B		1.20															00046325
1212	PORT OF NEW YORK AUT NYC NY		2.70															00346085
1101	NIAGARA TRANSORP BUFFALO NY	400	393	400	398	47.9	50.1		48.7	49.0	49.6	54.8			49.4		49.0	10057744
1103	NORTHERN ELEC SOUTH BEND IND				.120	.120												00273430
1227	N W L TRANSFORMERS TRENTON NJ		7.41															00255721
1074	OKLAHOMA GAS OKLAHOMA CITY OK		3.37															00170180
1082	OLIMCOMP CHARLESTON IN		.180															00241539
1227	OPEN CENTRAL FACIL PA		13.5															00150663
1086	PH K PORTER BELMONT CA	50.0	60.7	50.0	36.4							20.2	6.7	6.1		3.4		10064155
1227	RESEARCH COTRE BOUND BROOK NJ	400	348	400	647	81		121	40	81	121	40	40		40	81		10067537
1104	REX CHAINBELT MILWAUKEE WI		.180															10067650
1073	REYNOLDS METALS GREGORY TX		.674															00270565
1103	ROYALITE COMPANY FLINT MICH		.674															00217204
1080	SANDIA CORP ALB N MEX				.674	.674												10070694
1227	SANDMAN ELEC BOSTON MA		.240															10070700
1080	SIERRA TRANSFORMER CERRITOS CA	100	91.0	100	25.6		25.6											00230668
1104	S-F SUPPLY BLACK RIV FALLS WI		.674															00271802
1227	SPALDING FIBRE CO NORTH RE NH		.054															00130045
1083	A L STALEY DECATUR IL		16.9															00214562
1104	SWITCHGEAR SERVICE OREGON WI		.674															00201491
1082	THE UNIV OF TENN KNOXVLE TN		1.35															10078857
1108	STO TRANSFORMER WARREN OH	350	490	350	434			105	98	30	47		148		51	49		10075319
1086	STANDARD TRANSFORMER MEDFORD OR	160	103	160														00216283
	PARENT CUST. TOT-TRANSCO CO CHIC	510	593	510	434			105	98	30	47		148		51	49		00090298
1227	TRANSFORMER SERV CONCORD NH		1.08															00243876
1103	TRANSFORMER SERV CHICAGO AKRON OH		3.37															00201815
1227	UNIV MACHINERY & EQUIP READING		.674															00233748
1227	UNIVERSAL VOLTAGE KRI KRI NY				6.74							6.74						00264297
1101	R E OPTIGRAFF MCG SCOTIDALE PA	100	146	100	98.5					49.8				49.1				10065713
1086	U S A F COLORADO SPRINGS CO		.674															10064474
1227	U S GOVT WASHINGTON D C		1.35															10064733
1124	U S GOVT FINANCE SAVANNA ILL		.360															00256617
1080	U S NAVY McFETT FIELD CALIF		.674															10064520
1700	U S NAVY PORT HENRI CALIF		12.8															10064571
1227	U S NAVY WASHINGTON D C		.674															10064296
	PARENT CUST. TOT-U S GOVT WASHIA		16.5															10064733
1982	U S STEEL FAIRFIELD ALABAMA		.674															10085357

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SALES	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SATISFACTION FOR CURR YEAR	SALES CTRP YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GRD. GP.
	INTERTECH 70-30															0036	JA	1050-210-16
1128	WESTINGHOUSE CLEV CLEVELAND OH				2.70			2.70										00277738
1129	WESTINGHOUSE E LANGE CLEVELAND OH				6.74											6.74		00291528
1178	WESTINGHOUSE DAYTON OHIO		.725															00261122
1227	WESTINGHOUSE PHILADELPHIA PA		35.7		77.5	2.0	4.0	10.8	9.4		16.9	2.7	15.5		12.8	3.4		10269727
1181	WESTINGHOUSE SPRINGFIELD PA				.725		.725											00176851
1188	WESTINGHOUSE SHARON PENN	10.0	13.5	10.0														10067751
1225	WESTINGHOUSE GAFFNEY SC		2.02															00261947
1222	WESTINGHOUSE CUMBERLAND CTY TN				1.35											1.35		00290920
1274	WESTINGHOUSE AMARILLO TX		1.44															00264202
1274	WESTINGHOUSE ELEC FT WORTH TX				.120								.120					00165131
1213	WESTINGHOUSE PITTS HUSTON TX				.674									.674				00145262
1227	WESTINGHOUSE SAN ANTONIO TX				.300										.300			00209582
1227	WESTINGHOUSE ELEC SOUTH BR VA		39.1															00145335
1226	WESTINGHOUSE ELE SEATTLE WASH				2.70					2.70								00264938
	PARENT CUST. TOT-WESTINGHOUSE EL	10.0	152	10.0	182	7.2	16.9	18.4	12.8	12.1	34.1	6.0	17.1	6.9	26.6	13.4	10.8	00047740
1226	WEYERHAEUSER KALAMATH FALLS CR		1.35															00265055
1123	WHITTAKER ELECT MUSKEGON MICH		.720															00196703
1108	YOUNGSTOWN ELEC YOUNGSTOWN OH		.674															00146625
	TOTAL PRODUCT * * * * *	5191	5432	5191	4637	497	370	701	299	355	415	236	345	426	330	452	211	1050-210-16
	INTERTECH 100-42															0035	4A	1050-215-16
1158	MARCO STEEL GAINESVILLE TX		1.20															00261718
1124	CENTRAL ILL PUBL SER MEREDU IL		1.80															00273287
1124	CHAMPION PNEUMATIC PRINCETON IL		1.20															00260428
1126	COLUMBIA ELECTRIC MOSES LA WA		.600															00261996
1123	DETROIT EDISON CO BATTLE RIV MI		.165															00246785
1128	DIAMOND SHAROCK C HOUSTON TX		.600															00116297
1227	DET DUPONT WILMINGTON DE		.255															00123564
1227	ELECTRIC SERV NEW BEDFORD MA		.770															00251542
1123	GM-CHEVY GREY TRUCK SAGINAW MI		.700															10032571
1126	BRUNSWICK P - P BRUNSWICK GA		.600															10012104
1122	MOORE HANLEY BIRMINGHAM AL		.600															00345325
1227	PAUL HOPKIN CO NEW CASTLE DEL		1.80															00262885
1227	SEATRAN SHIP BLDG BROCKEYLN NY		.600															00270377
1222	TEAN VALLEY AUTHER N CLMBER TN		1.80															00270318
1226	U S MAKING EL TERC CALIF				1.20	1.20												10084555
	PARENT CUST. TOT-U S GOVT WASHIN	1.80		1.20	1.20													10084733
1223	EVANTRAN ELECTRIC VANDALIA IL		43.8		120	12.0		18.0	5.4	21.0		24.0		18.0	6.0	24.0		10386256

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TABLE 2

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01131-A DIRECT #2
01/05/73

PROD SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

- IN THOUSANDS OF POUNDS AND DOLLARS -

Q	S	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 / MAJ. GPO. GP
		INTERTEEN 54201 CM															003548		1050-216-16
1983		WESTINGHOUSE CAPE GIRARDEAU MO				3.60				3.60									00278904
1983		WESTINGHOUSE BOSTON ST LOUIS MO				3.00		3.00											10089735
1227		WESTINGHOUSE DEFTIN NH				.600		.600											00276332
1207		WESTINGHOUSE HILLSIDE NJ		6.60															10089417
1227		WESTINGHOUSE TRENTON NJ				.200								.600					00285870
1206		WESTINGHOUSE LINA HENDERSO AV				.600		.600											00145114
1227		WESTINGHOUSE ASTORIA NY				12.0								6.00	6.00				00284998
1227		WESTINGHOUSE BEECHURST NY		.055															00257001
1227		WESTINGHOUSE BUFFALO NEW YORK				5.40									5.40				10089581
1207		WESTINGHOUSE COLLEGE PT NY				1.20		1.20											00275220
1227		WESTINGHOUSE CLEVELAND L IS NY		.600															00271934
1221		WESTINGHOUSE PAINTED POST NY				10.2						10.2							00262162
1227		WESTINGHOUSE ELEC UTICA NY		3.61		2.10				.655		.805	.640						10089150
1128		WESTINGHOUSE AKRON OH				.055						.055							00282464
1128		WESTINGHOUSE CLEVELAND OHIO		12.6		.320								.320					10089441
1226		WESTINGHOUSE EL PORTLAND OR		.320															10089123
1227		WESTINGHOUSE ELEC BRADDOCK PA		1.80															00257191
1121		WESTINGHOUSE ERIE PENN				16.2		15.0										1.2	10089220
1121		WESTINGHOUSE GLASSPORT PENN	10.0	12.6	10.0	12.6		1.20			1.80		2.40			3.00	3.60	.60	10089808
1121		WESTINGHOUSE JOHNSTOWN PA				.165	.165												00274534
1123		WESTINGHOUSE SHARON PENN	800	1200	800	.652			.90		.90	181	.90	.51		.89			10089751
1227		WESTINGHOUSE EL WILKES BARRE P				4.80		4.80											00169641
1922		WESTINGHOUSE CHATTANOOGA TN				2.60			1.80								1.80		00278351
1922		WESTINGHOUSE KINGSPORT TN		.600															00261831
1922		WESTINGHOUSE KNOXVILLE TN				.220								.220					00284777
1922		WESTINGHOUSE ELEC MASCOCT TN		.330															00271519
1974		WESTINGHOUSE ELEC FT WORTH TX	2.00	1.20	2.00	1.20		1.20											00165131
1226		WESTINGHOUSE SALT LAKE CITY UT				1.20					1.20								10089573
1227		WESTINGHOUSE EL RICHMOND VA				.800						.600							00179027
1207		WESTINGHOUSE ELEC SOUTH 80 VA	3586	4022	3586	3618	275	189	649	194	416	283	194	282	193	283	283	379	00145335
1986		WESTINGHOUSE ELEC SEATTLE WASH				1.30	1.20	.60											00206936
1124		WESTINGHOUSE MILWAUKEE WI		1.65		1.29							.970				.320		10089548
1121		WESTINGHOUSE FAIRMONT WV		2.40		6.60								1.20				5.40	10089913
1121		WESTINGHOUSE TRIAD DELPHIA W VA		1.20															00247669
		PARENT CUST. TOT-WESTINGHOUSE EL	4635	5477	4635	4639	281	260	749	245	522	493	340	437	205	429	289	390	00047740
		TOTAL PRODUCT * * * * * LB	4635	5477	4635	4645	281	260	749	245	522	493	340	437	211	429	285	390	1050-216-16
		INTERTEEN 54201 KA															003608		1050-212-16
1983		MOLONEY ELECTRIC ST LOUIS MO				16.2						16.2							10054931
		TOTAL PRODUCT * * * * * LB				16.2						16.2							1050-212-16
		DSW 012170																	

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IN THOUSANDS OF PHONES AND EQUIPMENT																			
M. G.	S.S. REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COM. FOR CURR. YEAR	SAT'S CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD GP
		PYRAMID A1381															01896A		1040-281-16
1222		JALCO MACHY & SUPPLY NYC NY		.120															00264008
1502		GEN ELEC HOME GA	1900	1416	1900	1530	502		202		98	99			207	108	207	107	10031281
1227		GEN ELEC PITTSFIELD MA	1000		1000	108												108	10031751
		PARENT COST. TOT-GEN ELEC SCFENE	2900	1416	2900	1638	502		202		98	99			207	108	207	215	10031850
		TOTAL PRODUCT * * * * *	2900	1416	2900	1638	502		202		98	99			207	108	207	215	1040-281-16
		INTERTECH PPC															00367A		1050-200-16
1227		JACPE ELECTRIC CUBA NEW YORK	50.0	60.0	50.0														00164658
1227		BALTIMORE G - ELEC BALTIMORE MD		2.04															10006166
1227		BOSTON EDISON DORCHESTER MA		10.2															00112011
1274		BROWN - ROLT DIERKS AR	2.00	1.35	2.00	.720		.720											00242543
1227		CENTRAL POWER CORPCHRISTIAN TX		2.40															00254460
1523		CENTRAL ILLINOIS COFFERIN IL		2.02															00270393
1523		CAB CHANCE WASHINGTON MO		2.14															00260280
1224		CHICAGO EXTRD MILS CICERO ILL		.674															00251453
1227		CONSOLIDATED EDISON ASTORIA NY		6.74															00152439
1522		DIAMOND SHARPOCK SHEPHERD ALA		2.70															10022134
1224		DOVLEN ELEC MACH MI VERREN IL	2.30	4.04	2.30	1.35								1.35					10023041
1227		ENGLISH ELECTRIC CAMBRIDGE MA		4.72															00251380
1523		GENL CABEE ST LOUIS MO		4.72															10030846
1528		GULF STATES BATON ROUGE LA		1.35															00254657
1228		HST-VOLTAGE SYSTEMS TOLEDO OH		.360															00246576
1528		HUGHES TOOL CO HOUSTON TX		.674															00124982
1123		INDON GENERAL ALPENA MI		.674															00125050
1173		INDIANA KENTUCKY EL MADISON IN		2.70															00227269
1574		INTERSTATE ELE FORT SMITH AR		6.74															10041856
1124		IRC-BURLINGTON BURLINGTON IA		.060															00228516
1124		ITT-H																	

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STLCOPCB4002096

-IN THOUSANDS OF POUNDS AND DOLLARS-

DSW 012172

- IN THOUSANDS OF POUNDS AND DOLLARS -

Q	SIS REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUANT FOR CURR YTD	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GRD. GP.
		TOTAL PRODUCT * * * * *	LB	399	262	399	19.6	1.3	14.8		.7	.8	3.4		1.3				1050-200-10
		TRANSFORMER INERTEN 54201 KA															02206A		1050-217-16
1151		LETICO WIRE - CABLE BKLYN NY																	10020065
1570		WESTINGHOUSE REPAIR D TANFA F				2.70												2.70	00292729
1178		WESTINGHOUSE INDIANAPOLIS INC		2.02															10089468
1227		WESTINGHOUSE PHILADELPHIA PA		7.41		9.44											1.35	8.09	10089727
1128		WESTINGHOUSE SHARON PENN				24.8						1.2		4.0	6.1		13.5		10089751
1257		WESTINGHOUSE ELEC SOUTH 80 VA		21.6		32.4				4.0	4.0			24.3					00145335
		PARENT COST. TOT-WESTINGHOUSE EL		31.0		69.3				4.0	4.0	1.2		28.3	6.1		14.8	10.8	00047740
		TOTAL PRODUCT * * * * *	LB	31.0		69.3				4.0	4.0	1.2		28.3	6.1		14.8	10.8	1050-217-16
		TRANSFORM PYRANOL A13030															00308A		1050-300-16
1123		JACE TRANSFORMER DETROIT MI	2.50	2.88	2.50														10000459
1574		JALLEN TRANSFORMER FT SMITH AR		6.75															00153680
1227		AMERICAN RECTIFIER COLLEGE NY		16.9															10004918
1570		WESTERN ELECTRIC PHOENIX ARIZ		.720															00221058
1227		ANCHOR HOOKING GLASS SALEM NJ		1.35															10005566
1227		ANCHOR HOOKING GLASS CANNES PA		2.63															10005582
		PARENT COST. TOT-ANCHOR HOOKING		3.98															10005574
1123		JAYVIEW ELECTRIC DETROIT MI		.120															00266329
1523		BENDIX CORP KAN CITY MO		2.70															10008219
1626		ROISE CASCADE SALEM CRE		1.35															10010306
1523		BROWN BOVERI NEW MADRID MO				1.35	1.35												00273856
1173		CAUDILL FEED & WARRI LUTSVL KY		.675															00248355
1522		CHATTANOOGA EL POW CHATTA TN		2.02															10015499
1124		COMMONWEALTH ELEC MAYROD IL	15.0	30.7	15.0														00114855
1826		CONSOL ELEC DISTR CONCORD CA		.100															00180031
1123		COTTER RICHARDSON ROYALCEK MI		.850															00256195
1227		DACUMIN ELEC HARRISBURG PA		.180															00269433
1227		DECEPATER OPER PENNSVILLE NJ		.360															00253383
1124		DINGS COMPANY MILWAUKEE WI	15.0	12.2	15.0														10022460
1500		*DOW CHEM FREEPORT TEXAS *		.360															10022932
1121		ERSTMAN KOLAK CO ROCHESTER NY		.360		.720	.720												10025125
1124		ELECTRICAL ENGINEE DES MOIN IA				.675	.675												00117566
1124		ELECTRICAL ENGINEE ICMA CITY I		5.40															00261009
1826		ELEC MOTOR & SUPPLY FRESNO CA		5.40															00233781
1227		ELECTRIC SERV HARTMAN NJ				.675	.675												10025737
		DSW 012173																	

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DSW 012174

- IN THOUSANDS OF POUNDS AND DOLLARS -

N G	SLS CIT	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	REVENUE FOR CURR. YEAR	SALTY CURP. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR.GRD.GF.
		TRANSFORM PYRAMID ALB088															00368A		1050-300-10
1975		GEN ELEC NEW ORLEANS LA	14.0	8.78	14.5	2.13			.68	1.35									10031370
1207		GEN ELEC NEEDHAM MA		12.8		2.70				2.70									10031877
1207		GEN ELEC PITTSFIELD MA	235	479	239	231	181		100										10031701
1207		GEN ELEC BALTIMORE MD		6.12		5.40					5.40								10031249
1207		GEN ELEC BALTI MARYLAND				6.12		6.12											10031067
1103		GEN ELEC BENTON HARBOR MI	5.00	3.60	5.00														00254932
1103		GEN ELEC CO RIVERVIEW MI				4.05	3.38	.68											00273546
1103		GEN ELEC SUPPLY WYANDOTE MI	5.00	4.05	5.00														00252271
1872		GEN ELEC HOPKINS MN				.360				.360									00278041
1872		GEN ELEC MINNEAPOLIS MN				.360			.360										00119881
1903		GEN ELEC KANSAS CITY MO				6.75		2.70	4.05										00120049
1903		GEN ELEC ST LOUIS MO		11.5															10031085
1806		GEN ELEC BUTTE MT				2.39				1.04	.68	.68							00278254
1905		GEN ELEC CHARLOTTE NC	9.50	12.7	9.50	4.32	4.32												10031672
1207		GEN ELEC NO BERGEN NJ		11.5		13.5				13.5									10031532
1207		GEN ELEC ALBANY NY		5.40															10031958
1207		GEN ELEC CORTNY NY		2.34		.240	.240												00237388
1207		GEN ELEC OLD BETHPAGE NY		3.38															00246387
1207		GEN ELEC PAINTED POST NY				.675							.675						00260231
1207		GEN ELEC SYRACUSE NY		4.05		2.16		2.16											00119873
1207		GEN ELEC SCHENECTADY NY		.720															10031850
1101		GENERAL ELECTRIC TONAWANDA N Y				.720						.720							00180879
1178		GEN ELEC COLUMBUS OH				.360	.360												00119970
1178		G E AIRCRAFT-JET CINCINNATI OH		12.5															10031435
1806		GEN ELEC EUGENE OR		2.03		1.35					1.35								00232904
1000		GEN ELEC PORTLAND OR	20.0	10.5	20.0														10031516
1207		GEN ELEC ALLCENTOWN PA		.675		.675	.675												10031508
1101		GEN ELEC ERIE PA	3.00		3.00														10031654
1101		GEN ELEC JOHNSTOWN PA	3.00		3.00														00231231
1101		GEN ELEC W WIFFLIN PA	5.00	31.7	5.00	6.75				6.75									10031109
1207		GEN ELEC PALLI PA				6.75				6.75									00278165
1207		GEN ELEC PHIL PA	50.0	43.2	50.0														10031206
1207		GEN ELEC WASHINGTONVILLE PA		.300															00263042
1207		GEN ELEC YORK PA		.675															00154172
1902		GENERAL ELECTRIC KNOXVILLE TN				2.03	1.35	1.35				.68							00159433
1902		GEN ELEC MEMPHIS TN	4.00	5.40	4.00														00227897
1908		GEN ELEC CORPUS CHRISTI TX		3.38															10031044
1974		GEN ELEC DALLAS TX		4.46															10030994
1909		GEN ELECTRIC SLP FREEPORT TX		6.75															00120111
1908		GENE ELECTRIC HOUSTON TEXAS		4.64															00150983
1903		GEN ELEC MIDLAND TEXAS		2.03		.675					.675								00185035
1908		GENERAL ELECT SLP TEXAS CITY T		.720															00209155
1806		GEN ELEC SALT LAKE CITY UTAH		10.1															10031192
1207		GEN ELEC INGRAM RICHMOND VA		7.20		3.60	3.60												10031621

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STLCOPCB4002100

-IN THOUSANDS OF POUNDS AND DOLLARS-

IN THOUSANDS OF POUNDS AND DOLLARS																			
SA C REP	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 / MAJOR GPO CP	
	TRANSFORM PYRANOL A13038															00368A		1050-300-10	
1178	GEN ELEC KENT WA				2.70						2.70							00281476	
1225	GEN ELEC SEATTLE WA		5.40		2.70							1.35		1.35				10031935	
1272	GEN ELEC MENASHA WISC				.675	.675												00273716	
1124	GEN ELEC MILWAUKEE WI	5.00	1.04	5.00														10031168	
1151	GEN ELEC CHARLESTON WV	5.00	8.10	5.00														10031478	
1522	G E SER SHOP CHAMBLEE GA	15.0	10.1	15.0	6.75			6.75										10031222	
1158	G E SERVICE CLEVELAND OH	10.0	6.08	10.0	2.70	1.35				1.35								10031389	
1227	G E SERV SHOP PHILA PA		41.3		31.1	1.35	8.10			9.45	5.40	2.70		3.38		.68		10032156	
1216	GEN ELEC SUPPLY OAKLAND CA		5.45															10032058	
1257	GEN ELEC SUPPLY BLADENBURG MD		4.50															00255920	
1287	GEN ELEC SUPPLY PHIL PA		1.80		16.9			4.05		8.78				4.05				10032113	
1320	GEN ELEC SUPPLY SPOKANE WA				3.50					2.70	.68			.12				10032121	
	PARENT CUST. TOT-GEN ELEC SCHEME	452	907	482	474	144	24	143	66	66	12	8	9	1	1	1		10031850	
1128	GOODYEAR ATOMIC SARGENTS OH		8.10															10034507	
1774	GRAND RIVER DAF MOUTH PRYOR OK		.360															00271497	
1820	GRAYBAR ELECTRIC BAKERSFIELD CA		.675															00250783	
1124	GRAYBAR ELECTRIC MARIEN IL				.360	.360												00274143	
	PARENT CUST. TOT-GRAYBAR ELECTRIC		.675		.360	.360												00232173	
1504	GREAT LAKES CTR EL DEGRADO ARK		.675															00214787	
1974	GREENVILLE MILL GREENVILLE MS				.120	.120												00228230	
1104	HARRON ELECTRIC CIGERC ILL		3.60															00269239	
1124	INDIANA GENERAL CUDAHY WI		16.2															10040205	
1225	INDUSTRIAL ELECTRIC ARCATA CA		.360															00198609	
1866	INDUSTRIAL ELECTRIC MCCLUC CA		.360															00269556	
	PARENT CUST. TOT-INDUSTRIAL ELEC		.720															00198609	
1866	INDUSTRIAL WHSL ELEC LOS AN CA		.675															00263397	
1124	INLAND STEEL SCISSOR IL		2.03															00251520	
1866	INIL RECTIFIER CORP ELSEG CAL		.130															00154040	
1104	JOLLYN MFG CO CHICAGO IL		.680															10043168	
1423	KANSAS GAS AND EL WICHITA KS				.300	.300												10043468	
1522	KEELCO CORP COCKSVILLE TENN	.300	.360	.300														00217100	
1225	KENNECOTT COPPER HAYDEN AZ		2.03															00191612	
1123	KOCHTZ WAGNER ELEC S BEND IND	5.00	3.96	5.00														10044715	
1574	KOHLMAN ELEC CRYSTAL SPR MS	180	258	180	146	24.3	30.4			30.4	60.8							00127204	
1070	KR-REST WESTMINSTER CA		.130															00255939	
1866	LARSEN HODGE LOS ANGELES CA		5.40															10045444	
1227	LEEDS - NORTHROP W WALES PA		.130															10045785	
1125	MARTIN MARIETTA LEWISPORT KY		.675															10037034	

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ГВР 654 4714

-IN THOUSANDS OF POUNDS AND COLLARS-

IN THOUSANDS OF POUNDS AND DOLLARS																			
Q.	SUB Q.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CREDIT GP
		TRANSFORM PYRAMID ALB38															00368A		1050-303-16
1184		.METROPOLITAN SANIT CHICAGO IL		.600															10051932
1176		.MIL-OHIO ELECTRIC COLUMBUS OH		7.43															00130044
1122		.MICCER SEDON ELEC TR DETROIT MI		4.66															00196304
1192		.MILLS & LUPTON SUP CHATTANO TN	.200	.120	.200														00130192
1172		.MINN MIN - FFG ST PAUL MN		.975															10053313
1181		.MORHEAD MACH CARDALE PA		.875															00228710
1155		.MUSKIE CHEM DIV DEER PARK TX	3.50	2.00	3.50														00240800
1113		.NATL STEEL DETROIT MI		5.40															10056985
1181		.NATIONAL STEEL WERTEN WV		4.73															00239372
		PARENT COST. TOT-NATIONAL STEEL		10.1															00044622
1237		.PORT OF NY AUTH JAMAICA KY		3.38															10057531
1172		.NORTHEAST STATES POWER MPLS MN		1.44		2.52	2.52												10058309
1101		.NORTHWEST ELECTRIC TRIE PA		1.35															00261661
1124		.NORTHWESTERN STEEL STEALING IL		2.70															00131814
1155		.NORTHWEST TRANSFER EVERSON WA		.675															10058503
1237		.OCTAGON PROCESS EDGEWATER NJ		20.3															10058656
1166		.OHIO POWER CO GEVERLY OHIO		2.70															00270555
1170		.ORLANDO ARMATURE ORLANDO FL	2.70	6.75	2.70														10059550
1116		.PACIFIC ELEC MOT OAKLAND CA		4.05															10060125
1136		.PACIFIC PWR - LT PORTLAND OR		2.40															10060222
1227		.PENN CENTRAL WILFINGTON DE		6.10															00177970
1227		.PENN CENTRAL PACLI PA		6.75															00156663
1227		.PENN RR INOLA PA		1.35															10061490
		PARENT COST. TOT-PENN RR PHILADE		10.2															10061504
1150		.P G & E CO HEALDSBURG CA		1.35															00272295
1174		.PHILLIPS PET JARGER TX		.360															10062675
1158		.PHILLIPS PROD ELGER TX		.720															00133787
		PARENT COST. TOT-PHILLIPS PET BA		1.08															10062659
1136		.PITTS & CONNEACT CONNEACT CH				5.40	5.40												00243175
1186		.H K PORTER BELMONT CA				2.70							2.70						10064155
1237		.H K PORTER PHILADELPHIA PA		.130															10064112
		PARENT COST. TOT-H K PORTER CC P		.130		2.70							2.70						00345012
1102		.PRECISION ROR LEBANON TN		.120															10064422
1103		.PRECTER-GAMBLE KAN CITY KS		.675															10064740
1123		.PRECTER AND GAMBLE ST LOUIS MO		.360															00158534
		PARENT COST. TOT-PRECTER AND GAP		1.04															10064767
						</													

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES YTD	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 / MAJOR GRD GR.
	TRANSFORM PYRANOL A13338																G0308A	1000-300-10
1527	REPUBLIC STEEL ALABAMA CTY AL		1.35															10067421
1277	RESOURCE CONTROL WESTHAVEN CT		2.27															00262226
1657	RESOURCE CONTROL SILVER OAK TX		1.20															00265756
1257	RESOURCE CONTROL PORT JEFFER NY				.675	.675												00273767
1527	REYNOLDS MET SHEFF LISTERHI AL		1.35															00135992
1257	REYNOLDS METALS MESSENA NY		4.73															10067790
	PARENT CUST. TOT-REYNOLDS METALS		6.08															10067782
1128	REMANOFF ELEC FCT DEFIANCE OH		.660															00240762
1250	SACRAMENTO MONIC SACRAMENTO CA		4.05															00170136
1528	SAN ANGELO ELEC SAN ANGELO TX	3.50	5.40	3.50														00389591
1257	SCOTT W A ENG PHILADELPHIA PA		1.35															00253006
1124	SECRIGHT IND SCHILLER PARK IL		4.05															00254746
1125	SHARON STEEL FARRELL PA		.360															10072166
1505	SOUTH CAROL PUBLIC WORKS CO SC		1.35															00263702
1574	SOUTHWEST ELEC LREA CITY OK		5.40															10074339
1226	SPOKANE TRANSFER SEATTLE WA		1.35															00138738
1226	SPOKANE TRANSFER SPOKANE WA	25.0	23.6	25.0	3.38	3.38												10074754
	PARENT CUST. TOT-SPOKANE TRANSFER	25.0	25.0	25.0	3.38	3.38												10074754
1575	CHEVRON OIL PANAMA CITY FL		.120															00270954
1572	STA-RITE IND BARABOO WI		3.38		1.35				1.35									00261696
1576	HUSCH PULP-PAP PALATKA FL	1.50	1.44	1.50														10039274
1124	J A STUART OIL CHIC ILL		.360															10076501
1257	TAPPAN ZEE ELECT W NYACK NY		2.70															00251291
1526	TELEDYNE-GLEN PACIFIC OAKLA CA				6.08				1.35			4.73						00278300
1522	TENNESSEE ARM EL KNOXVILLE TEN		.720															00223131
1522	TENN TRANSFORM CHATTANOOGA TN		6.08		4.05		4.05											00186910
1504	TEXAS ELEC SER WICH FALLS TX		.360															00271837
1526	TIMKEN-ROCK COLORADO SPRGS CO		.120															00270571
1123	TOLTOC EDISON CO TELEDC OH		2.52															00272949
1124	TORRANCE ELECTRIC CO ROCK I IL		.240															00259357
1122	TOWNSON BUTTER PEABODY MI		.675															00246908
1506	TREESHEET PRODUCTS FT PIERCE FL		.675															00269395
1124	TRI-STATE ELEC WESTVILLE IN		5.00															00260479
1576	TURNER ELEC WKS JACKSONVILLE F	24.0	24.3	24.0														10081246
1576	UNION CARBIDE CORP JK THRU 1866	39.0		39.0														00166170
1522	UNION CAR - NUC OAKRIDGE TENN		14.3															10081971
1523	UNION CARBIDE TEXAS CITY TEX	9.00	5.40	9.00														10081734
	PARENT CUST. TOT-UNION CARBIDE C	9.00	19.7	9.00														00045705

DSW 012178

- IN THOUSANDS OF DOLLARS AND CENTS -

Q	S	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 / MAJOR CDD GP
		TRANSFORM PYRANCL A13838															00368A		1050-300-16
1963		UNION ELECTRIC ST LOUIS MO		3.38															00141925
1963		UNION OIL CO LOS ANGELES CA		.130															00047135
1963		UNION OIL WILFINGTON CALIF		.315															10082188
		PARENT CUST. TOT-UNION OIL CO IL		.445															00047135
1964		UNIONVAL JULIET ARS JULIET ILL		.360															00386703
1963		U S ARMY NEW CUMBERLAND PA		.120															00259632
1967		U S ARMY PHILADELPHIA PA		2.03															00207578
1966		U S MARINE BARSTON CA		1.20															00257230
1966		U S NAVY OAKLAND CALIF		2.70															10084288
1966		U S NAVY SAN FRANCISCO CALIF				1.30	1.30												10084164
		PARENT CUST. TOT-U S GOVT WASHIN		6.05		1.30	1.30												10064733
1973		VAN NESS CO PCTSDAM NY		.675															00265039
1963		VANTRAM ELECTRIC VANDALIA IL	140	80.3	140														10086256
1961		VIR ELEC POW MOUNT STORM N V		1.35		1.35	1.35												10086957
1964		WELDTX CORP PEORIA ILL		.180															10014867
1966		WESTINGHOUSE LOS ANGELES CA				.120					.120								00280313
1963		WESTINGHOUSE SHEFFPORT IA		.675															00270792
1963		WESTINGHOUSE NORFOLK VA				.675	.675												00275948
		PARENT CUST. TOT-WESTINGHOUSE EL		.675		.795	.675				.120								00047740
1963		WEYERHAEUSER KALAMATH FALLS CR				2.70	2.70												00265055
1963		WOODARD BROS WALLA WALLA WA		.675															00230219
		TOTAL PRODUCT * * * * *	983	1686	973	650	195	51	143	96	127	12	13	12	1	1	1		1050-300-16
		TRANSFORMER PYRANCL A13838-2															02402A		1050-301-16
1962		GEN ELEC MOBILE AL				.675					.675								00281506
1963		GEN ELEC OAKLAND CA		.675											.675				10031397
1963		GEN ELEC DENVER CO		4.05								4.05							10032148
1967		GEN ELEC STAMFORD CT		1.35												1.35			00284327
1967		GEN ELEC WILMINGTON DE		12.2											6.75		5.40		00278270
1975		GEN ELEC JACKSONVILLE FL		.675							.675								10031176
1975		GEN ELEC TAMPA FLA		3.20									2.16				1.04		10030943
1962		GEN ELEC ROME GA		35.0						51.0	51.0	17.4	61.0	45.3	40.5	43.4			10031281
1964		GEN ELEC SER BETTENDORF IA		1.35										1.35					00178350
1964		GEN ELEC CHICAGO IL		6.75							4.05						2.70		10031346
		DSW 012179																	

M. G. I.D.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES YEAR FOR CURR YEAR	SALES CURR YTD.	IN THOUSANDS OF DOLLARS												CUST ID / MAJOR GPO GP
						JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
	TRANSFORMER PYRAMCL A1383B-2															024	2A	1050-301-16
1174	GEN ELEC INSTANTPOLIS IN				8.10								2.70				5.40	10031028
1174	GEN ELEC LOUISVILLE KY				7.43								6.08	1.35				10031915
1207	GEN ELEC MEDFORD MA				4.05											4.05		10031077
1207	GEN ELEC PITTSFIELD MA				3.15									105		210		10031761
1207	GEN ELEC JALTI PARYLAND				2.16								2.16					10032067
1113	GEN ELEC DEARBORN MI				20.9								20.9					00285900
1113	GEN ELEC CO RIVERVIEW MI				2.03								2.03					00273546
1072	GEN ELEC MINNEAPOLIS MN				1.80											1.08	.72	00119881
1033	GEN ELEC KANSAS CITY MO				4.05									4.05				00120549
1033	GEN ELEC ST LOUIS MO				6.32						.24	4.73	.68				.68	10031885
1207	GEN ELEC BERTH NY				.120						.120							00237388
1207	GEN ELEC SYRACUSE NY				3.38							3.38						00119873
1111	GENERAL ELECTRIC TOMAHAWKA N Y				10.30												1.80	00186099
1170	GEN ELEC COLUMBUS OH				1.44								1.44					00119970
1002	GEN ELEC-ROME COLUMBUS OH				6.84					6.84								00281107
1170	G E SERVICE SHOP CINCINNATI OH				2.70									2.70				10031591
1100	GEN ELEC MILES CH				.675								.675					00284602
1030	GEN ELEC EUGENE OR				2.03										2.03			00232904
1030	GEN ELEC ROSEBURG OR				4.05											4.05		00292028
1027	GEN ELEC ALLENTOWN PA				20.0						22.3						.7	10031508
1101	GEN ELEC W WIFFLIN PA				10.7								9.45				2.75	10031109
1207	GEN ELEC PAULI PA				10.0										6.75		6.75	00278165
1002	GEN ELEC REPHITS IN				4.05										4.05			00227897
1074	GEN ELEC DALLAS TX				6.26								6.26					10030974
1030	GEN ELECTRIC HOUSTON TEXAS				10.2					10.8	1.8	1.1	2.5					00150983
1030	GEN ELEC MIDLAND TEXAS				.675							.675						00105035
1024	GENERAL ELECT SUP TEXAS CITY T				.720										.720			00209155
1207	GEN ELEC INGRAM RICHMOND VA																	

DSW 012180

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G. NAME OF PRODUCT/CUSTOMER		POTENTIAL	LAST YEAR SALES	SALES COM FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD GP
1227	TRANSFORMER PYRAMCL A1383B-2															024	2A	1050-301-16
1227	WESTINGHOUSE KANSAS CITY MC				.915								.915					00285129
	PARENT COST. TOT-WESTINGHOUSE EL				22.7					7.62	3.30		9.74	2.03				00047740
	TOTAL PRODUCT * * * * * LB				1212					80	139	130	141	244	93	324	63	1050-301-16
	TOT CLASS TRANSFORMER FLUJ LB	14418	15112	14408	13038	1497	806	1817	661	1318	1151	962	1078	1237	1082	1332	698	
1227	ARGCLUR 1016															022	0A	1040-216-18
1227	AEROVOX CORP NEW BEDFORD MA	1069	284	1069	1663	175	93	264	92	93	84	92	184	91	204	105	186	10001013
1227	ALBANY FELT CO ALBANY NY		.165															10001811
1227	CAPACITOR SPECIST ESCORDIDC CA				18.0										6.60	8.40	3.60	00181374
1227	ELECTRONIC COMPONENTS CORP NEW BEDFORD MA		.100															10023688
1227	ELECTRO MAGNET FI PALO ALTO CA				.600								.600					00287040
1227	ELECTRICAL UTILTY LA SALLE IL	1000	87.2	1000	600	43	44	128	86	43	42		43		43	86	43	10025745
1227	UNIV MFG CORP BRIDGEPORT CT	1500	362	1500	1093	175		181		181	90		93	88	93	94	95	10025796
1227	UNIV MFG CORP TOTOWA NJ		187		825	57	182	67			91		90	94		93	93	00165018
	PARENT COST. TOT-ELECTRON IC CMP	1500	549	1500	1918	275	182	268		181	181		183	182	93	187	187	10025796
1227	CORNELL DDB ELEC K BEDFORD MAS	2000	371	2000	1612	177	173	166	92	174	91	184	54	91	92	184	93	00088740
1227	FILTRON CO INC FLUSHING NY				9.00								6.00				3.00	10027801
1227	GEN ELEC PITTSFIELD MA				1.20			1.20										10031761
1227	GEN ELEC FORT EDWARDS NY				5790	500	378	663	663	573	286	285	571	285	473	478	576	00249467
1227	GEN ELEC HUDSON FALLS NY	6000	1324	6000	2091	377	190	284	189	96	287		151	97	96	193	93	10031931
	PARENT COST. TOT-GEN ELEC SCHEME	6000	1324	6000	7882	937	567	945	851	668	573	285	762	381	569	671	669	10031850
1227	GUTEMAN CO CHICAGO ILL	15.0	4.80	15.0	2.40	2.40												10035937
1227	HERCULES WILMINGTON DE		.600															10037557
1227	HERCULES INC TERRE HAUTE IN		.600															00153958
	PARENT COST. TOT-HERCULES WILMIN		1.20															10037557
1227	HIGH ENERGY INC ESCORDIDC CA</																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

Q	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. ID / MAJOR GPO CP
	ARCCLOR 1016															02250A		1040-016-16
1124	2ND CHG SHIPMENTS SPECIALTY PRO		.055															00271020
1124	.PLASTIC CAPACITORS CHICAGO ILL	7.30		7.30														00208418
1125	.STANDARD ELEC PICKENS SC	800	290	800	729		96.5	52.9		86.1	96.7	88.9	89.9	94.1		84.1		10070703
1127	.SPRAGUE ELEC N ACAMS MA	1500	187	1500	1092	264		179	186				94	185		92	92	10074770
1127	.STEVENS PAPER S FAOLEY FALL MA		.600															00139236
1127	STEVENS PA MILLS WESTFIELD MA		.600		.600	.600												10076137
	PARENT CUST. TOT-STEVENS PAP MIL		1.20		.600	.600												00139246
1178	.WESTINGHOUSE BLOOMINGTON IND		286		1717	189	287	95	95	95		96	96	285	190	193	96	10089786
1178	.WESTINGHOUSE TERRE HAUTE IN				1.85							1.20				.60		00283058
1178	.WESTINGHOUSE DETROIT MICHIGAN				.165		.165											10089404
1178	.WESTINGHOUSE CLEVELAND CHIC	82.0	8.40	82.0	49.8		5.40		3.00	6.00	3.00	3.60	3.60	5.40	5.40	7.20	7.20	10089441
1181	.WESTINGHOUSE PITTSBURGH PA		1.19															10089743
	PARENT CUST. TOT-WESTINGHOUSE EL	82.0	296	82.0	1769	189	293	95	98	101	3	101	99	291	196	201	103	00047740
1127	.YORK CAPACITOR CORP BRKLYN NY	100	26.4	100	103	25.2		25.2	26.4		26.4							10092590
	TOTAL PRODUCT * * * * * LB	16673	4138	16673	20517	2356	1676	2580	1608	1718	1191	1037	1933	1504	1394	1855	1666	1040-016-16
	ARCCLOR DIST 1232															00345C		1040-230-16
1178	.WESTINGHOUSE BLOOMINGTON IND	300		300														10089786
	TOTAL PRODUCT * * * * * LB	300		300														1040-230-16
	ARCCLOR 1242															00349C		1040-240-16
1227	.AEROVOX CORP NEW BEDFORD MA		568															10001013
1227	.ALBANY FELT CO ALBANY NY		.165															10001811
1227	.ANDERSON ELECTRIC LEEDS AL	2.00	1.20	2.00														10005655
1227	.CAPACITOR SPECIALT ESCANOTOE CA		30.8		8.40	8.40												00181374
1227	.CONDENSER PROD ORLOKSVILLE FL		.600		.600	.600												00257036
1227	.ELECTRO MAG MOUNT VIER CA		1.20															00250895
1227	.ELECTRICAL UTILIT LA SALLE IL		732															10025745
1227	.UNIV MFG CORP BRIDGEPORT CT		384															10025798
1227	.UNIV MFG CORP TOTLWA NJ		286															00165018
	PARENT CUST. TOT-ELECTRICAL IC CCM		671															10025796
1227	.ESSEX CHEM SAYREVILLE NJ		12.0															10026687
1227	.CORNEILL DOD ELEC N BEDFORD MAS		845															00080746
1227	.CARLOCK PALMYRA NY		.055															10030498
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IN THOUSANDS OF POUNDS AND DOLLARS																		
Q. G. #	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.	CUSTOMER / MAJOR GEO. GP
	THERMINOL FR-1																00350A	1040-245-17
1525	.COLMAC TOWING CO FLOUDA LA		1.20															00226533
1526	.CHAMPION INTL ANDERSON CA		.110															10084946
1526	.CHANDLER WESTERN OIL FELLOWS CA		6.40															00227838
1227	.CIBA GEIGY CORP CRANSTON RI		1.20															10030666
1525	.CLAYTON CHEM CO SAUDET ILL		.800															10017165
1528	.COASTAL CHEM CO ABOVILLE LA		.174															00107106
1222	.COLD SPRING CO YARDEY PA		13.8															00255556
1222	.COLLINS & AIKMAN ASHAWAY RI		3.00															00262331
1222	.COLLEGIO CHEM CEDAR KNOLLS NJ		.620															10017777
1222	.COLONIAL SAND KINGSTON NY		10.8															00262358
1520	.COLONIAL OIL CO ROCK SPR NY		3.00															00114685
1178	.COLORPAC INC FRANKLYN CH		1.80															10017963
1616	.COMMOD. PASTEURIZING STOCKTON CA		1.20															00227544
1528	.CONSOLIDATED ALUM LAKE CHAR LA		24.0															00235024
1824	.CONT. CORP OF AM KENTON WA		.800															10018625
1524	.CONTINENTAL CAN CO ROGERS ARK		1.20															00215066
1520	.CONTINENTAL CAN CO LOS ANGELES CA		.800															00252174
1227	.CONTINENTAL CAN CO READING PA		1.20															10016978
	PARENT CUST. TOT-CONTINENTAL CAN		3.00															00046167
1128	.CROWN FIBER & GLAS ORRVILLE CH		1.80															00232197
1520	.CROWN ZELLERBACH LOS ANGELES CA		.400															00237752
1522	.CROWN ZELLERBACH DORAVILLE GA		1.20															00115576
	PARENT CUST. TOT-CROWN ZELLERBACH		1.80															00046221
1523	.CURTIS MFG ST LOUIS MO		1.80															10020522
1525	.COZ- INC SAN LUIS OBISPO CA		3.00															00249145
1128	.DANA CORP CHICAGO IL		7.80															00178187
1227	.DEKATON MFG GREENSFORD MA		1.20															00227366
1222	.DUCK RESINS LINDEN NJ		.330															00150432
1222	.DODGE DAY HANOVER PA		.600															

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DSW 012188

STLCOPCB4002113

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	QTY	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 / MAJOR CPO GP
		THEMINOL FR-1															0035	CA	1040-245-17
1166		GEN ELEC BUSALL FT WAYNE IN		1.20															10031683
1170		GEN ELEC MT VERNON IN		12.6															10031141
1175		GEN ELEC MADISONVILLE KY		24.0															00247839
		PARENT COST. TOT-GEN ELEC SCFEKE		38.4															10031850
1203		GENERAL PORTLAND TAMPA FL		5.40															00240893
1222		GEN TIRE - RUB LAWRENCE MA		30.0															10033179
1232		GEN TIRE & RUB NEW SHREWSBURY NJ		3.00															00270490
1123		GEN TIRE - RUB TOLDO OH		4.80															10033187
1121		GEN TIRE - RUB JEANETTE PA		6.00															10033160
		PARENT COST. TOT-GEN TIRE - RUB		43.8															10033144
1124		GLDIE INDUSTRIES INC LOWELL IN		5.40															00230529
1123		GLYCO CHEM PAINESVILLE OH		1.80															00244015
1123		GOODYEAR TIRE AKRON OH		7.80															10034098
1126		GOODYEAR TIRE APPLINGROVE W VA		202		518		42	38	40	125			40	94	138			00089095
		PARENT COST. TOT-GOODYEAR TIRE A		290		518		42	38	40	125			40	94	138			10034698
1226		GRANT - ROTH HILLSBORO OREGON		1.65															00159468
1220		GRANT LARKS GARDEN KESAMOND CA		18.0															00183022
1222		GRUMMAN AEROSPACE GETHPAGE NY		26.0															10035895
1222		HALL CARBONS HICKENSACK NJ		2.40															10036461
1222		HAMILTON MFG RICHMOND VA		6.00															10036526
1123		HARRIGAN KETO DETROIT MI																	00237775
1222		J F H HARTMAN PT ELIZABETH NJ		6.60															00251402
1222		J F H HARTMAN PORT WASHINGTON NJ		1.80															00262404
1123		CHEMETRON CORP HOLLAND MI		7.20															00196428
1173		CHEMETRON CORP HUNTINGTON W VA		31.8															10038359
		PARENT COST. TOT-FARRICK AKRON C		39.0															00123218
1123		HAZEN RESEARCH GLENN CO		3.11															00260363
1121		HEAT EXCHANG PITTS CARNEGIE PA		2.75															00257311
1222		HERKEL INC ROSEKEN NJ		1.18															00222100
1124		STANLEY H HOLMES CHICAGO IL		6.00															00251623
1123		HICKER CHEMICAL MONTAGUE MI		9.00															00154024
1121		HICKER CHEM NIAGARA FALLS NY		78.6															10038707
1123		ODYLITE CORP WARREN MICH		2.40															10081343
		PARENT COST. TOT-HICKER CHEM KIA		90.0															10038707
1123		HODDATTLE INC LANCASTER OH		6.00															00249750
		DSW 012189																	

	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 / MAJOR CPO CP.
	THERMINOL PR-1																0035CA	1090-245-1A
1282	.EAST ALCO ALU FREDERICK MD		46.8															00219763
1086	.INTALCO ALUM FERNDLE WA		28.8															10040612
	PARENT CUST. TOT-HCMET CORP NEW		65.6															00046469
1282	.J M HUBER EDISON NJ		1.80															00124907
1282	.TOT AMERICA INC DIGHTON MA		1.20															10039908
1178	.IMPERIAL ADHES GINN OHIO		2.40															10740124
1287	.CRAWFORD MFG RICHMOND VA		4.80															10020085
1178	.IMPORT CORP DATA CINCINNATI OH		5.40															10049736
1188	.IMPORT CORP TELECOM BRIT		6.00															10040876
	PARENT CUST. TOT-IMPORT CORP NYC		11.4															00044482
1287	.INTRA-RGTG RICHMOND VA		.600															00256994
1286	.INTERPAGE IONE CA		1.80															10004055
1282	.INTER POLYMER CORP FARMINGDA NJ		2.40															00255813
1287	.INTER ROYAL NEW BEDFORD MASS		6.60															00256927
1282	.INTIL FLAVORS UNION DEACH NJ		15.6															10041244
1184	.INTL HARVESTER WALKERSHA WI		.600															00196657
1585	.INTL NIKEL WRIGHTSVILLE OH NC		.110															00232513
1574	.INTL PAPER CAMDEN AR		2.40															00125946
1575	.INTL PAPER SPRINGVILLE LA		.600															10041643
1282	.INTL PAPER NO TONAWANDA NY		.275															10041538
	PARENT CUST. TOT-INTL PAPER CO A		3.28															00044504
1872	.INTERPLASTIC MINNEAPOLIS MA		1.80															00088897
1184	.ITT CONTE CARTRIDGE MILWAUKEE WI		.600															00177940
1282	.GEORGE JENKINS COM BRIDGEVA PA		.600															00126314
1582	.JACKSON INC SHELBYVILLE TN		.455															00256633
1886	.JERSEY NAID PK LOS ANGELES CA		.600															00198781
1886	.JERSEY NUCLEAR CO RICHMOND VA		1.20															00237825
1585	.JEFFRY MFG GRANITE FLS A C		2.40															10042739
1585	.JEFFRY MFG HIGH PT NC		3.60															10042734
1282	.JEFFRY MFG HILLSIDE N J		5.40															10042720
1282	.JEFFRY MFG HANOVER PA		4.20															00126446
1886	.JEFFRY PACKAGING LA MIRADA CA		8.40															00170518
	PARENT CUST. TOT-JEFFRY MANUF BRI		24.0															00048003
1282	.JOHNSEN-JOHNSON NW BRUNSWICK NJ		4.80															10042933
1872	.LES JOHNSON CABMT IRON MT MI		.110															

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-IN THOUSANDS OF POUNDS AND DOLLARS-

IN THOUSANDS OF POUNDS AND DOLLARS														COST TO MAINT. GRD GP					
Q	SUS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR	SUSPENSE FOR CURR YEAR	SUSPENSE CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
		THEMELO PR-1															00350A		1040-245-17
1184		THE S. MANUFACTURING FREEPORT IL		1.10															00126075
1222		THE S. MANUFACTURING FREEPORT IL		6.58															00244821
1583		THE S. MANUFACTURING FREEPORT IL		1.00															10045948
1222		THE S. MANUFACTURING FREEPORT IL		1.20															10044006
1222		THE S. MANUFACTURING FREEPORT IL		2.35															00255335
1183		THE S. MANUFACTURING FREEPORT IL		1.80															10045231
1181		THE S. MANUFACTURING FREEPORT IL		3.00															10045525
1222		THE S. MANUFACTURING FREEPORT IL		1.20															10046254
1183		THE S. MANUFACTURING FREEPORT IL		1.00															10046327
1222		THE S. MANUFACTURING FREEPORT IL		1.65															00242357
1222		THE S. MANUFACTURING FREEPORT IL		1.00															00265837
1582		THE S. MANUFACTURING FREEPORT IL		27.6															10046750
1183		THE S. MANUFACTURING FREEPORT IL		19.8															10047277
1016		THE S. MANUFACTURING FREEPORT IL		1.80															10047900
1222		THE S. MANUFACTURING FREEPORT IL		1.20															10048265
1016		THE S. MANUFACTURING FREEPORT IL		6.60															10037050
1222		THE S. MANUFACTURING FREEPORT IL	1.00	1.65	1.00														10049195
1178		THE S. MANUFACTURING FREEPORT IL		1.97															10049253
1583		THE S. MANUFACTURING FREEPORT IL		1.65															10049571
1582		THE S. MANUFACTURING FREEPORT IL		1.20															10051355
1582		THE S. MANUFACTURING FREEPORT IL		1.80															00244384
1583		THE S. MANUFACTURING FREEPORT IL		1.60															10055792
		PARENT COST. TOT-MEAD CORP DAYT		4.60															00344695
1222		MILLMASTER BERKELEY HGTS NJ		5.40															10052769
1222		ONYX CHEM JERSEY CITY		1.20															10059380
		PARENT COST. TOT-MILLMASTER CHEM		6.60															00344705
1184		STOY CHEM CHICAGO IL		1.00															10075270
1086		BENJ MOORE LOS ANGELES CA		2.40															10055121
1222		BENJ MOORE NEWARK NJ		19.2			12.0	12.0											10055180
		PARENT COST. TOT-BENJAMIN MOORE		21.6			12.0	12.0											00347848
1574		THE S. MANUFACTURING FREEPORT IL		1.00															00254363
1222		NATIONAL CAN CORP DANBURY CT		9.00															00151380
1183		NATIONAL HOMES CO LAFAYETTE IN		1.65															00223506
1184		NATL STARCH - CHEM CHICAGO IL		2.40															10056518
1222		NATL STARCH PLAINFIELD NJ		1.20															10056589
		PARENT COST. TOT-NATL STARCH - C		3.60															00344814
1184		NATIONAL TEA CO CHICAGO IL		3.60															10057000
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M. G.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	IN THOUSANDS OF POUNDS AND DOLLARS		JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRP GP.
				SALES CORR FOR CURR YEAR	SALES CORR YTD													
	THERMINOL FR-1																00350A	1040-245-17
1523	INCAPACLO VERONA NC		1.20															00183849
1273	NIAGARA MOHAWK CHEGO NY		1.80															00131548
1222	HALDEEN NICOL FAKTHORNE N J		.000															00161091
1252	N L INDUSTRIES SAYREVILLE NJ		9.80															10056705
1273	NORTON CO TROY NY		4.80															00154725
1153	OLINKRAFT OHIOSSC MI		.165															00132314
1273	OLIN RATHIESON NEW HAVEN CT		.110															00132268
1252	OLIN RESEARCH NEW HAVEN CT		.110															10059291
	PARENT CUST. TOT-CLIN CORP NYC N		.385															00044865
1836	OREGON METALLURGIC ALBANY OR		2.40															00152899
1153	ORMET CORP CHAL CH		6.00															10055585
1582	OUTSIDE CARPETS INC HOME GA		2.40															10059720
1583	OWENS CORNING K C KANSAS		2.40															10059852
1583	OWENS CORNING ANDERSON SC		3.00															10059880
	PARENT CUST. TOT-OWENS CORNING T		5.40															00044881
1860	OWENS ILLINOIS LOS ANGELES CA		1.20															10059879
1583	OWENS ILLINOIS INC AETON ILL		.600															00151610
1583	OWENS ILLINOIS DURHAM NC		.600															00249033
1200	OWENS ILLINOIS BRIDGETON NJ		.275															00212202
1121	OWENS ILLINOIS BROOKPORT NY		.600															00244554
1183	OWENS ILL TELECOM CH		.110															10059933
	PARENT CUST. TOT-OWENS ILL TELECOM		3.39															10059933
1222	PARALL CORP GLEN COVE NY		.165															10060370
1153	PARAGON WAYNE FT WAYNE IND		.220															00257273
1576	PARSON CORP FT LAUDERDALE FLA		1.80															00208485
1252	PEABODY & LANE INC BOSTON MA		6.00															00245595
1124	PELASTOMER INC RENSSEVILLE IL		1.20															10071887
1153	PELASTOMER INC FARMINGTON MI		.110															10083656
	PARENT CUST. TOT-PENN REFINERY G		1.3															

DSW 012192

STLCOPCB4002117

SA C #	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SATIS FOR CURR YEAR	SATIS CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GEO GR
	1. THERM-INUL FR-1																00350A	1040-245-1
1222	2. PIONEER PLASTIC AUBURN ME		13.2															10063094
1184	3. PIPELINE SER FRANKLIN PARK ILL		1.20															00207330
1252	4. PITT-CORSGE CHEM NEWARK NJ		13.2															00133930
1016	5. PLASTIC - RUBBER ONTARIO CA		18.6															00155101
1103	6. PLASTIC TOPS LIVERIA RI		.110															10063071
1173	7. POINT OF PURCHASE KETTERING OH		.600															00198210
1222	8. POLYMERICAL INTL BRONX NY		.710															00155144
1252	9. POLYMER CORP READING PA		1.20															10063949
1850	10. PPG TORRANCE CALIF		4.20															10063418
1176	11. PPG CIRCLEVILLE OH		27.6															10063191
1151	12. PPG HARRISVILLE PA		1.20															00155123
1953	13. PPG CORPUS CHRISTI TX		.600															00167011
	PARENT CUST. TOT-PPG PITTSBURGH		31.2															10063345
1252	14. PRATT & WHITNEY E HARTFORD CT		2.40															00201688
1123	15. PREMIX INC MO KINGSVILLE CH		5.40															00134043
1252	16. PRINCETON CH PRINCETON NJ		3.60															10064627
1252	17. PROCESS EQUIP ENG BURLINGTON NJ		1.20															00247731
1173	18. PROCTER AND GAMBLE CINCINN CH		.165															10064767
1176	19. PROCTER AND GAMBLE TOSS CH		.600															10064775
	PARENT CUST. TOT-PROCTER AND GAM		.765															10064767
1953	20. PROCTOR PRODUCTS ST LOUIS MO		1.80															00170577
1060	21. PRYOR CABINET SHOP GROVER C CA		.110															00269972
1953	22. RANSON CHEM E ST LOUIS IL		.600															10045401
1124	23. QUAKER STATE OIL EMMENTON PA		.220															00251550
1855	24. RAYCHEM CORP PLANO PR CA		3.60															10060468
1856	25. RED POINT CORP BURNBANK CAS		.110															00200202
1922	26. REICHHOLD CHEM TUSCALOOSA AL		4.80															00135569
1970	27. REICHHOLD CHEM JACKSONVILLE FL		13.2															00155225
1252	28. REICHHOLD CHEM FORDS NJ																	

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[illegible]

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CUST ID / MAJOR CPT/CP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	DAILY/DAILY TOP CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CPT/CP
	THERMINOL FR-1																00350A	1040-245-17
	U S GYPSUM SOUTHEAST CAL		6.00															10084806
	U S GYPSUM JERSEY CITY NJ		17.4															10084741
	PARENT CUST. TOT-U S GYPSUM CHIC		24.6															00047341
	AVAIL RUBBER WORKS ST JOSEPH MI		6.00															10085799
	EVAN WATERS - R ALBUQUERQUE, N		8.40															10086221
	VELSICOL CHEM ALPHIS TEAN		10.8															10086442
	EVANS BAKERY DIV EL MONTE CA		2.20															10087120
	WARWICK ELECTRIC FURREST CTY A		4.80															00240664
	WAYLAND CHEM CO LINCOLN RI		2.40															10087996
	FRED WEBER CONST ST LOUIS MO		3.00															00260576
	WEST CO MIDDLEVILLE NJ		4.20															10088445
	WESTFIELD SHI MTL KENILWTH NJ		1.80															00252824
	WESTINGHOUSE MUNCIE INDIANA		3.00															10089409
	WESTVACO CORP BALTIMORE MD		6.00															00154806
	WESTVACO CORP DETROIT MI		6.00															00144703
	WESTVACO NORTH CHARLESTON SC		1.20															10088577
	PARENT CUST. TOT-WA PULP-PAPER		2.40															00047589
	WHITE RUGGERS CO ST LOUIS MO		6.55															10090350
	WILLIAMSON ADHESIVES CINA IN		1.37															00260290
	WILCO CHEM BROOKLYN NY		7.20															00189916
	WITCO CHEM CHICAGO ILLINOIS		3.60															10091098
	WITCO CHEM PERTH AMBOY NJ		8.40															10091128
	PARENT CUST. TOT-WITCO CHEM NYC		19.2															00047686
	XEROX WEBSTER NEW YORK		1.20															10092450
	ZINCO ELECT PROD LOS ANG CA		1.80															10052760
	TOTAL PRODUCT * * * * *	LB	3.50	2520	3.50	746	124	42	38	280	125			40	94	138		1040-245-17
	5 TOT CLASS PCB RT FLUIDS	LB	3.50	2520	3.50	746	124	42	38	280	125			40	94	138		
	AROCUR 6037																01824A	1044-037-17
	RADIATOR SPECIAL CHARLOTTE NC	310	48															

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M. G.	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 / MAJOR GRD GP
	SANTOVAC 2																01815A	6776-002-17
1121	.LITTON INC WILLIAMSPORT PA		.060															0024428
1252	.MCCORMICK CORP PARAHULUCK NY		.660															0026385
1257	.MELCO WIRE PROD GLENDALE CA		.120															0025270
1123	.MICHIGAN PLAS GRAND HAVEN MICH		.060															0019759
1072	.MORVER OF MINN MINNEAPOLIS MN		.060															00227613
1123	.MODEL PRODUCTS FT CLEMENS MI		.360															00272663
1253	.NATE DRUG SWIFTWATER PA		.060															00255777
1170	.N L INDUSTRIES FERNALD CHIC		.060															00244716
1184	.N K KOBLE & CO CHICAGO ILL		.120															00263915
1124	.OWENS ILLINOIS ST CHARLES IL		1.68															10059807
1273	.PAEL CORP CORTLAND NY		.060															00272434
1273	.PEAN ST UNIV ST COLLEGE PA		.240															00263303
1809	.PENNACT CORP CITY OF INDIAN CA		.950															00253472
1126	.PENNACT CORP MINERVA OH		.900															00253287
1212	.PENNACT CORP PHILADELPHIA PA		12.2															10061636
	PARENT COST. TOT-PENNACT CORP P		14.1															10061636
1988	.PETROLEUM DIST CO HOUSTON TX		.180															00093750
1121	.THE PFAUDLER CO ROCHESTER NY		.180															00087998
1207	.PFIZER INC CANAAN CT		.300															00244724
1422	.PIEDMONT METAL PROD LAWRENCE GA		.060															00259926
1252	.PLASTIC ARTS BROOKLYN NY		.060															00255343
1574	.PLASTICS RES FT SMITH AR		.060															10063655
1252	.PREMIER VACUUM PROD MASPETH NY		.300															00134627
1124	.RAY VAN PLASTICS BIG ROCK IL		.180															00249254
1123	.REGAL FINISH BENTON HARBOR MI		.060															00178500
1025	.RENET CORP LONG BEACH CA		.000															00269220
1009	.RENET CORP CITY OF INDIAN CA		.900															00263460
1025	.RENET CORP LA MIRADA CA		1.20															00264377
1809	.RENET CORP LOS ANGELES CA		.120	</														

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MCC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAP GPO CP
	SANTIVAC 2																01815A	6776-002-17
1123	INTERICA STUDIO GR RAPIDS MI		.120		.120	.120												00140694
1277	TIMEX CORP MIDDLEBURY CT		.660															00250300
5222	TIP TOP PROD CHAMPAIGN IL		.180															10080215
1184	TROY SPECIALTIES E TROY MI		.120															00240433
1185	TRK INC MINERVA OH		.600															00141267
1902	UNION CAR - NUC LAKESIDE TENN		4.80		.600	.600												10081971
1576	PRATT - WHITN W PALM BEACH FL		.720															10064376
1522	UNITED PLASTIC BAINBRIDGE GA		.360															00250465
1181	UNIVERSAL CYCLOPS BRIDGE PA		.600															00271713
1181	UPSON COMPANY LOCKPORT NY		.240															00206474
1277	U S GOVT WATERLOO MASS		.180															00203362
1849	U S GOVT KIRTLAND AFB NM		.060															00263902
1525	U S MARINE CHERRY POINT NC		.240															10084385
	PARENT CUST. TOT-U S GOVT WASHIN		.480															10084733
1282	VACUUMET INC BROOKLYN NY		.180															00249106
1672	VACUUM PLATER INC MAUSTON MI		.360															00271942
1273	VARIAN VACUUM INC NEWTON MASS		.120															00256226
1282	VENNEN SPECIAL A TARRYTOWN NY		.300															10086582
1287	WARNER EMBERT PFA ROBERTS P NJ		.360															00144282
1183	WELSH INDUSTRIES INC VASSAR MI		.600															00249440
1183	WILLIAMS RSCOR WALLEO LAKE MI		.600															00145510
1183	WILLIS CARBIDE DETROIT MI		.600															00266386
1523	WINDSOR PLASTICS EVANSVILLE IN		.300															00131436
1184	WISC CENTRIFUGAL WAUKESHA WI		.600															00256404
	TOTAL PRODUCT * * * * * L8		119		9.00	9.06												6776-002-17
	PYCRAUL F-9 A																01771A	4556-009-17
1272	ABEX CORP ST PAUL MN	.222	.545	.222														00136771
1121	ABEX CORP MEADVILLE PA	1.38		1.38														10000386
	PARENT CUST. TOT-ABEX CORP NEW Y	1.60	.545	1.60														00046531
1285	AB1 FOUNDRY OAKLAND CA				.200	.200												00274518
1124	ACRO WELDER MFG MILWAUKEE WI	.250		.250														10007637
1285	AIRCO VACUUM MET BERKELEY CA	9.00	22.1	9.00	8.18	2.73				5.45								00243345
1183	ASMA FORG-CAST FERNDALE MI	.125		.125	.545			.545										10001676
1525	ALLIED CHEM IRMO SC		.552															00170372
1576	ALLIED MARINE CORP MIAMI FLA	1.00																00165183
1124	ALLIS CHALMERS & ALLIS WI	.750		.750														10002648
1584	ALUMINUM CO BACITE AR		.102															00236764
	DSW 012200																	

STLCOPCB4002125

CUST ID / MAJOR GRD GP		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 / MAJOR GRD GP
		HYDRAUL F-9 A															01771A		4550-009-17
1899		ALUMINUM CO CORONA CA		1.09		1.09	1.09												00222082
1124		ALUMINUM CO VERNIA CA	18.0	51.8	18.0	19.1	6.54	3.27	3.27	6.00	3.27	3.27							00247332
1124		ALUMINUM CO RIVERDALE IA	30.0	133	30.0	69.8	17.4	31.1	21.3										10002818
1124		ALUMINUM CO LAFAYETTE IN	5.00	23.0	5.00	18.5	4.36		7.09										10002788
1124		ALUMINUM CO BATH IN		4.94		1.09				1.09									10002842
1124		ALUMINUM CO CLEVELAND OH	12.0	41.1	12.0	27.8		7.6	9.3	10.9									10002850
1124		ALUMINUM CO CRESSKOP PA	5.00	19.8	5.00	1.09		2.18		0.72									10002877
1124		ALUMINUM CO NEW KENSINGTON PA		4.36		2.18			2.18										10002885
1124		ALUMINUM CO ALCOA TN		26.2		8.72	4.36			4.36									10002893
1124		ALUMINUM CO POINT COMFORT TX		35.5		3.27					3.27								10002907
1124		ALUMINUM CO SANGER TX		17.5		6.00	1.09	.55	2.73	1.64									10002923
		PARENT COST: TOT-ALUMINUM CO PIT	70.0	355	70.0	168	34.9	44.7	45.8	39.8	6.5	3.3							00543063
1124		AMERICAN CAN WASHINGTON NJ	4.00	8.76	4.00	1.64			1.64										10003628
1124		AMERICAN CHAIN & CABLE AKRA OH		.102															00261769
1124		AMERICAN MFG CO GREENBURG IN		.202															00264113
1124		AMERICAN METER CO FULLERTON CA				.300		.150	.150										00100537
1124		AMERICAN MOTOR CORP DETROIT MI		.545															00109207
1124		NASSAU SMELTING STATION ISLAND NY	5.00	3.27		3.27	2.18	1.09											00184276
1124		AMETER STRAZZA EL CAJON CALIF		.552															00256848
1124		AMERICAN STEEL FOUND GARY IL	8.50	28.4	8.50	6.72		4.36	4.36										10005927
1124		ANCHOR COUPLING CO LIBERTY IL		.050															00109685
1124		ANHEUSER BUSCH MIAMI FLA		1.00															00109711
1124		ANHEUSER BUSCH PASSAIGRAIL BE FL	.600																00209112
1124		ANHEUSER BUSCH ST PETER FL		1.02															00109738
1124		ANHEUSER BUSCH QUINCY MA		.500															00263589
		PARENT COST: TOT-ANHEUSER BUSCH	.600	2.52															10005760
1124		ARMCO STEEL TORRENCE CAL	.222	.590		.222													10006163
1124		ARMCO STEEL ASHLAND KY	8.75		8.75														10006171
1124		ARMCO STEEL MIDDLETOWN OH	35.0	116	35.0	15.2	15.2												10006228
1124		ARMCO STEEL BUTLER PA	6.50	33.3	6.50	12.5				12.5									10006260
		PARENT COST: TOT-ARMCO STEEL MID	50.5	150	50.5	27.8	15.2			12.5									10006228
1124		ARROW DIECAST LOS ANGELES CA		.545															10006678
1124		BARFORDHEAD BRASS FR LOS ANGE CA	.180	1.51	.180														00111175
1124		BATHENS FOUNDRY ELK GROVE VIL IL		2.73															00257451
1124		BATHENS FOUNDRY BATHENS PA		2.73		1.09				1.09									00262293
1124		ATLANTIC RICHFIELD RICHLAND WA		.411															00262587
1124		ATLAS SYSTEMS ST LOUIS MO				.350			.300	.050									00276427
1124		ATLAS SYSTEMS SPOKANE WA		.545															00271470
DSW 012201																			

DSW 012201

STLCOPCB4002126

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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- IN THOUSANDS OF POUNDS AND DOLLARS -

Q	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GROWTH FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GTO GP
		HYDRAUL F-9 A																01771A	4550-019-17
1170		.BROOK IND SALES DAYTON OH		1.10															00244700
1222		.CITY OF BEACON BEACON NY	1.00	1.10	1.00	2.18	1.09		1.09										00229007
1303		.BENHATT IND E L'S ANGELES CA		.545															00265091
128		.BLAKE MARINE MONTVALE N J		.215															00183414
1124		.BLAW KNUX CO ROCKFORD IL	1.48		1.48														00229460
1121		.BLAW KNUX CO WARWOOD WV	.750	2.21	.750														00111643
		PARENT CUST. TOT-BLAW KNUX CO BL	2.23	2.21	2.23														10010047
1922		.BOUNTY SHOES CARTERSVILLE GA		.545															00112038
1153		.BOUNTING BRASS BRONZE TELEDC CH	.250	1.10	.250														00229792
1153		.CALHOUN FOUNDRY CO HOMER MICH	.250	1.10	.250				.545										00217123
1835		.UNIV OF CALIF MERCURY NV			6.54							6.54							00281247
1513		.CAPSTONE IND CORPUS CHRISTI TX		1.64	2.15		.55	.55		1.09									00236454
1255		.CARPENTER TECHNOLOGY READING PA		.545	1.09	.545				.545									00231207
1121		.CARRIER CORP DELITT NY		1.10															00249008
1123		.CE REFRACTORIES VANDALIA IL		1.00															00219374
1120		.CLEVELAND CRANE WICKLIFFE CH		.100															00257443
1124		.CONSOL ACQUATINC MADISON IL	.475	2.18	.475														00255088
121		.CONTINENTAL CAN CHICAGO ILL			.300		.300												10018900
1124		.CONTINENTAL CAN EER GROVE IL	1.75	3.82	1.75														00234050
1923		.CONTINENTAL CAN LENEXA KS		1.64															00270246
128		.CONTINENTAL CAN BALTIMORE MD	1.00	1.09	1.00														00235385
128		.CONTINENTAL CAN MILLTOWN NJ																	00235318
1173		.CONTINENTAL CAN CINCINNATI OH		.545															00261471
1124		.CONTINENTAL CAN DUNELINGTON WI		1.64															00273155
		PARENT CUST. TOT-CONTINENTAL CAN	2.75	8.72	2.75	.300	.300												00046167
1128		.COTTON CLUB BTLG CLEVELAND CH		.545		.545	.545												00273600
1574		.CRANE COMPANY JENESSOR AR		.545	1.09	.545	.545												00115420
1523		.CURTIS MFG ST LOUIS MO		2.18	1.04	1.09		.55											10020522
1123		.DACA COMPANY MARYSVILLE MICH	1.00	1.23	1.00														00152536
1072		.DAIRYLAND POWER GLENCA WI		1.09															00115754
1171		.DAYTON MALLEABLE IRON CROUP CH	.750	10.2	.750	2.73	2.73												10021219
1170		.DAYTON MALLEABLE IRON IRATA CH	6.25	17.5	6.25	10.4	7.63	2.73											10021227
1120		.DAYTON MALLEABLE CLEVELAND CH		2.18															00177563
		PARENT CUST. TOT-DAYTON MALLEABLE	7.00	29.9	7.00	13.1	7.63	5.45											00046604
1222		.DE LAVAL TURBINE PLOUGHKEE NY		1.09															00115940
1528		.DISPACHOS DEL NORTE LAREDO TX			1.09		1.09												00275247
1257		.DRAVO CORP READING PA		.545															00238333
1121		.DRESSER INDUSTRIES DEPEW NY	1.25	7.63	1.25														00239305
		DSW 012202																	

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CO.	SLS REF	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 / MAJOR GRD GP
		HYDRAUL F-9 A															017	1A	4553-009-17
1181		E I DUPONT W FAIRFIELD CT		1.05															10023521
1181		E I DU PONT DE PARKERSBURG WV		1.06															10024137
1181		E I DU PONT DE WASHINGTON WV		1.522															10024145
		PARENT CUST. TOT-E I DUPONT WILM		2.22															10023564
1183		TEEN EASTMAN KINGSPOUT TENN		2.73															10078547
1183		BEATON CORP CLEVELAND OHIO		1.545															00252972
1183		WEHART CORP BERLIN CT			1.100	1.100													00274009
1183		ELKTON DIECASTING ELKTON KY	2.50	18.2	2.50	7.09	1.64	1.64	3.27	.55									10025923
1183		EMPIRE PLOW CO CLEVELAND OH	1.500	1.65	1.500														00117072
1183		BERIE MINING HCYLAKES MN		2.18															10026547
1183		ESSEX INTL ROCKFORD IL		1.545															00270873
1183		ESSEX INTL THREE RIVERS MI	.750	2.74	.750	1.09		1.09											00116001
		PARENT CUST. TOT-ESSEX INTL FT W	.750	3.28	.750	1.09		1.09											10026733
1183		FEDERAL MOUL ANN ARBOR MI			1.100	1.100													10027489
1183		GM-DECO RADIO ROCKFORD IN		1.05															10032052
1183		GM-NEW DEPARTURE SANDUSKY CH	5.00	6.58	5.00														00218146
		PARENT CUST. TOT-GENERAL FILTERS	5.00	7.67	5.00														00157279
1183		GENAL CABLE CORP THRUSSDALE PD		1.05															00254431
1183		GEN ELEC LOUISVILLE KY		1.05															10031915
1183		GEN ELEC ALLENTOWN PA		1.64															10031508
		PARENT CUST. TOT-GEN ELEC SCENE		2.73															10031850
1183		BERARD METAL CRAFTSM GARDENA CA		.545		3.27				3.27									00190266
1183		GRAND HAVEN BRASS GR HAVEN MI	1.500	1.88	1.500	1.09	.545			.545									10035198
1183		GRANITE CITY STEEL GR CITY IL	3.00																10035236
1183		GULF OIL CO ORANGE TX		1.09															00121800
1183		WARREN PET MAYSVILLE CK	2.00	.552		.545	.545												10087643
		PARENT CUST. TOT-GULF OIL CORP P	2.00	1.64		.545	.545												

DSW 012203

STLCOPCB4002128

M. C. #		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD. GP.
		HYDRAUL F-9 A															017	1A	4553-0.9-17
1184		WILL LOCK CO WHEELING IL		.545															00048836
1170		INDIANA & MICHIGAN LAWRENCE IN				.545		.545											00125385
1220		INDUCTOTHERM CORP BOYERSTON PA		1.09															00260150
1128		INGRAM-RICHARDSON FRANKFUR IN		.303		.100				.100									00125520
1153		INTERLAKES ENG RT CLEMENS MI	3.50	9.40	3.50														00250376
1185		ITT FED SUPPORT RICHLAND WA	.180	.702	.180														10042151
1270		ITT GRINNELL DIV CRANSTON RI	2.00	1.66	2.00														00250902
		PARENT COST. TOT-ITT NEW YORK NY	2.18	2.36	2.18														00044512
1207		JETCO INC NEW KENSINGTON PA				.545		.545											00277800
1201		JEN JOHNSON READING PA		1.10					.500										00240223
1978		JONES BOAT YARD MIAMI FL				.500		.500											10043093
1974		J AND S FOUNDRY DUNWY CK	5.00																10042259
1103		KASPER FOUNDRY CO ELYRIA OH	.375	4.45	.375	1.09				1.09									10043522
1952		KAMMER JUNGSCHEID GA		.545															10043565
1101		KENNAMETAL INC GREENSBURG PA		.545															00263205
1231		KUNNECOTT REF CORP BALI MD	20.0		4.00														10043891
1154		KEYSTONE STEEL PEORIA IL	40.0	83.2	40.0														10044251
1983		LACLEDE STEEL CO ALTON IL	43.6	85.8	43.6														10045088
1172		LEISY GREENS TOLDO OH	1.00	2.74	1.00														10046230
1134		LESL STEEL HENNEPIN IL	6.25		6.25														00235771
1125		LEGGANSPORT MACH LEGGANSPORT IN		1.09															00229849
1250		LYNCHBURG FOUNDRY RADFORD VA	2.00	7.11	2.00	2.18	2.18												10047552
1175		MAGNUS METAL CO CINCINNATI OH		1.09															00263346
1124		MARCO MFG CO BRADLEY IL		1.29		.545		.545											10048397
1123		MARION BRONZE COMPANY MARION C	.375		.375	1.09	1.09												10048842
1256		MCDONNELL DOUGLAS SANTA ANA CA		.545					.545										00210595
1973		MCDONNELL DOUGLAS AIRC ST L MO	2.50	13.1	2.50														

DSW 012204

STLCOPCB4002129

PL	SLS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	1971 YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CPO GP
		HYDRAUL F-4 A															01771A		4550-009-17
1953		CITY NEW MADRID NEW MADRID MO		.200															00225676
1953		IN L INDUSTRIES ST LOUIS MO		1.64															00151599
1953		MONKANA ALUM NEW MADRID MO		.100															00230934
1953		PHIL AMER ROCKWELL EL SEGUN CA	.720	2.18	.720														10258066
1953		NORTHERN PACKAC ROCHESTER NY		.100															10350267
1953		OIL STATES RUBBER ARLINGTON TX		.100															00228672
1953		OREGON STEEL MILLS PORTLAND OR	25.0	70.2	25.0	14.2	3.27	3.27	7.63										10059461
1953		OVERMYER CORPORATION WINCH TX		1.09															00255594
1953		VERTON FOUNDRY SC GATE CA	.220	.552	.220														10059771
1953		PERKINS CO. CALVERT CTY KY		1.09		1.09		1.09											10361644
1953		CO P FLEGER NEW PORT BEACH CA	.180	.420	.180	.100			.100										00235741
1953		PHILIPS DODGE LAUREL HILL NY	3.00																10062454
1953		PHILIPS DODGE EL PASO TX		15.3															10062470
1953		PHILIPS DODGE COPPER EL PASO TX		84.8		12.0	6.54	5.45											00168491
		PARENT COST. TOT-PHELPS DODGE CO	3.00	100		12.0	6.54	5.45											00044939
1953		POMONA DIECAST POMONA CA		.207		.100			.100										00247286
1953		WILLIAM POWELL CO CINCINN OH		.552		.545		.545											10064295
1953		PPG KRESTLINE OH	2.00	6.04	2.00	3.27	1.09	1.09		1.09									10063329
1953		PPG TIPTON PA	1.25	4.39	1.25	2.18				2.18									10063361
		PARENT COST. TOT-PPG PITTSBURGH	3.25	10.4	3.25	5.45	1.09	1.09		3.27									10063345
1953		PRECISION SHEET METAL LA CA		.552		.545	.545												00261785
1953		RACINE HYDRAUL ZANESVILLE OH	.500	5.46	.500														10365925
1953		TRITCO ASHTABULA OH		.316															10066654
1953		RENCO HYDRAULICS WILLITS CALIF				1.64			1.09	.55									00181501
1953		REX CHAINBELT FARMER CHICAGO IL		.645		.350	.100	.150	.100										00274275
1953		GREYLOCK METALS MC CORMICK ILL	13.6	54.1	13.6	10.9	10.9												10136712
1953		RIDGE FOUNDRY SAN LEANDRO CA				.545				.545									00209791
1953		EL S ROCKEFELLER BROWN NY	1.00	.832	1.00														10068169
1953		ROCKFORD CLUTCH ROCKFORD ILL		.545															00263672
1953		SALLEN MASTICS INC CLEVELAND OH		1.64															00137065
1953		SANDVIK STEEL INC FAIRLAWN NJ	1.00	.552	1.00														

DSW 012205

STLCOPCB4002130

SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES YTD FOR CURR. YTD	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CRO GP
	HYDRAUL F-5 A															0177	1A	4550-009-17
1227	INSTAUFFER CHEM COBBS FERRY KY		.150															10075602
1128	TAYLOR WINFIELD CORP WARREN CH		.545															10078032
1124	THOMAS IND SPEEDWAY WISC	.500	3.83	.500	.545		.545											10079837
1123	TURKINS-JOHNSON JACKSON MI	.500	3.83	.500	1.09	1.09												10080355
1229	TUOLU RESEARCH WESTLICK ILS A CA				2.95	2.95												00272804
1125	TRANSUE -WMS STEEL ALLIANCE CH		1.09															10080386
1126	TU BRAND CORP ASHLAND CH	.500	7.10	.500	1.64	1.64												10082048
1422	TUOALS UNASGND FOR BK THRU 1932	5.00		5.00														00165654
1511	TUOALS UNASGND FOR BK THRU 1974	20.0		20.0														00165657
1523	TUOALS UNASGND FOR BK THRU 1966	17.0		17.0														00165665
1523	UNION CARBIDE PALUDAH KY	2.50	8.76	2.50	1.64		1.64											00141905
1523	UNION CARBIDE BLOOM BROCK 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
1526	COLLIER CARBON CHEM ARROYO CA				.545	.545												00276178
1121	UNITED ENG - FOUNDRY PITT PA		1.64															10083400
1121	UNITED ENG VANDERGRIFT PA	.500	1.18	.500														10083419
	PARENT CUST. TOT-UNITED ENG - FC	.500	2.82	.500														10083400
1227	U S PIPE BURLINGTON NJ	3.00	2.73	3.00														10084881
1227	U S GOVT HILL AFB UT				.545		.545											00142846
1227	U S NAVY BOSTON MASS		.545															00262749
	PARENT CUST. TOT-U S GOVT WASHIN		.545		.545		.545											10084733
1227	U S METALS REFINING CARTERE NJ		.545		.545		.545											00207667
1120	U S STEEL YOUNGSTOWN OHIO	10.0	3.20															10085217
1227	U S STEEL FAIRLESS HILLS PA	9.00																00143227
1121	U S STEEL IRVING PENNSYLVANIA		10.9		10.9		10.9											10085268
1121	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	U S STEEL OF AMERICA ELLENVILLE NY	1.00	.545	1.00														00256102
1227	U S STEEL OF AMERICA ELLENVILLE NY		.545															00262714
1123	U S STEEL OF AMERICA ELLENVILLE NY		1.09															00265128
1124	U S STEEL OF AMERICA ELLENVILLE NY		2.41															10087757
1272	U S STEEL OF AMERICA ELLENVILLE NY		1.09		2.73		1.64		1.09									0

DSW 012206

STLCOPCB4002131

-IN THOUSANDS OF DOLLARS AND DOLLARS-

Q	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GEO GP
	HYDRAUL F-9 A																01771A	4550-009-17
1521	WICHTA FLS ENDRY WICHTA FLS TX		.545															00220019
1221	WILEY CORK WILMINGTON DE	1.00	1.10	1.00														00251009
1856	WILLIAMS AIR CONTROL TIGARD OR				1.64		.55			1.09								10090687
1953	WILSON SUPPLY HULSTON TX				.545				.545									10090830
	TOTAL PRODUCT * * * * *	437	1275	382	351	104	89	70	69	15	3							4550-009-17
	5 TOT MAJOR HYDRAUL F-9A	437	1275	382	351	104	89	70	69	15	3							
	\$4	144	477	126	121	38.1	33.5	26.5	25.7	5.5	1.4							
	HYDRAUL 150-A																01899A	4591-151-17
1889	AIR-HYDRAULICS CO ALBUQUERQUE				1.52	1.52												00274186
1922	AIR & HYDRAULICS BIRMINGHAM AL				1.01	1.01												00270057
1922	ALUMINUM CO ALCOA TN		21.3		5.50	3.03			2.53									10002893
1925	ALUMINUM CO POINT COMFORT TX		11.2		5.05	1.01	1.52			2.53								10002707
1880	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
1856	AMERICAN SMELT & REF SAN FR CA	.320	.470	.320	.235			.235										10004969
1134	ANCHOR COUPLING CO LIBERTY IL		.047															00109065
1910	ANNEUSER BUSCH MIAMI FLA		.470															00109711
1103	ARMCO STEEL ASHLAND KY	1.75	4.07	1.75														100036171
1023	ARMCO STEEL KANSAS CITY MO	2.50	79.6	2.50	42.9	7.6	10.1	25.3										10006198
1106	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
1528	ASHLAND CHEM CO FRANKLIN LA		1.53															00162833
1928	ASHLAND CHEM CO UNITED LA		.505															10083265
	PARENT CUST. TOT-ASHLAND CIL ASH		2.03															00046094
1522	ATLANTIC STEEL CO ATLANTA GA		.505															10007232
1807	BALL BEARS EL MONTE CA				.505		.505											10008123
1805	BETHLEHEM STEEL SEATTLE WA	11.0	26.9	11.0	5.05		2.53	2.53										10009596
1574	BLACKWELL ZINC BLACKWELL OKLA		10.1		5.05			5.05										10009974
1855	BOEING CO AIRP DIV EVERETT WAS	.720		.720														00158356
1107	BUCYROS-EXTR CO S MILWAUKEE WI	2.50	3.04	2.50	4.04		1.52	2.53										10012244
1123	CARBONUM NEW CARLISLE IA	10.0																00233366
1103	CONTINENTAL STEEL KOKOMO MO		2.03		5.05	1.01	4.04											10019338
1575	WALT DISNEY WORLD BAY LAKE FL				1.52			.51		1.01								00277436
1220	DUKACORP READING PA		.505															00236333
	DSW 012207																	

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 / MAJOR CPO GP
	HYDRAUL 15-A															0189A		4591-151-17
1178	E I DUPONT DE LOUISVILLE KY		.235															10023726
1945	E I DUPONT LUGOFF SC		1.91		.505			.505										00272345
1923	E I DUPONT DE BEAUMONT TX		1.94															10024021
1980	E I DUPONT DENEMCO LA PORTE TX		3.05															00152528
	PARENT CUST. TOT-E I DUPONT WILP		1.72		.505			.505										10023564
1101	DUQUESNE LIGHT GREENSBORO PA		.141															10024226
1528	GEORGE & CO INC ALBUQUERQUE NM		.505															00265330
1153	FEDERAL SCREWS WKS DETROIT MI	2.50	8.61	2.50	1.01				1.01									00118435
1153	FEDERAL SCREWS WKS RONGEUS MI	1.25	3.03	1.25														00118443
	PARENT CUST. TOT-FEDERAL SCREWS	3.75	11.6	3.75	1.01				1.01									00118435
1124	FOOTE MINERAL CO KECROUK IA	3.25	14.2	3.25	2.02			2.02										10028949
1123	FORD MOTOR DEARBORN MICH		1.01															00118990
1153	FORD MOTOR STEEL DEARBORN MI	1.25	3.05	1.25														10029015
1922	FORD MOTOR NASHVILLE TN		3.03		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
1576	FURNEX CO DI HUYCK GREENVLL TN		1.01															00219495
1175	GARDNER DENVER CO CLEVELAND OH		.282															00272752
1926	GARDNER DENVER CO DALLAS TX		.235															00262684
	PARENT CUST. TOT-GARDNER DENVER		.517															00227730
1000	LABOJET LIG ROCK SACRAMENTO CA				.505		.505											00230421
1928	LEGONAL SUPPLY HOLSTON TX		5.07		2.02		1.01		1.01									00219800
1903	GRANITE CITY STEEL GR CITY IL	50.0																10035236
1923	GREAT LAKES CARBON ST LOUIS MO	1.25	3.05	1.25	2.02	2.02												10035414
1920	A P GREEN REFRACTORIES SLLPH TX		.094															00183520
1220	HOFCOLES INC RADFORD VA		.141															00123919
1124	ISLAND STL I COLD STRP E CH IN	50.0	64.8	50.0	24.2	24.2												10040566
1124	INTERLAKE STEEL RIVERDALE IL	3.00	9.84	3.00	2.02	2.02												10041007
1809	INTERMARINE SERVICES CPMRC CA																	

STLCOPCB4002133

IN THOUSANDS OF POUNDS AND DOLLARS																		
Q. G. E. #	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 / MAJOR CDD-CP
	HYDRAUL 150-A																01899A	4591-151-17
1184	KEYSTONE STEEL PEORIA IL	20.0	94.3	20.0	24.2			24.2										10044251
1923	LACLEDE GAS CO ST LOUIS MO		.470															10045661
1903	LACLEDE STEEL CO ALTON IL		12.7															10045688
1960	M & H SYSTEMS HOLSTON TX				1.52				1.52									00272698
1104	MASTEN CORP ARLINGTON FTS IL				.505				.505									10049156
1961	MOBIL OIL DIV BEAC TEXAS		28.3		5.09	3.03			4.55	1.52								10049451
1121	MONTGOMERY ELEVAT MERWIN PA		1.02															00232297
1124	NEFCO FILTER STOUTON WI		.094															00248975
1175	NOVAMONT CORP KENOVA WV	.250	2.03	.250														10056597
0943	ODDGO INC NEW ORLEANS LA				3.03				3.03									00235776
1176	OMIG ENERGY SYSTEMS COLUMBO OH		.094															00266132
1120	OPNET CORP OMAH CH	1.25	9.61	1.25	3.03		3.03											10059585
1933	OWENS INDUSTRIES KANSAS CITY MO		.505		1.01	.505			.505									00254829
1966	PETROLEUM DIST CO BEAUMONT TX		1.52															00247650
1222	PHILIPS DODGE LAUREL HILL NY	2.00	1.02	2.00														10062454
1222	PHILIPS DODGE MASPETH NY	1.00	.509	1.00														10062462
	PARENT CUST. TOT-PHELPS DODGE CO	3.00	1.53	3.00														00044989
1123	PRICE BRKS CLARKSON MI		5.58															10064589
1103	QUALITY CASTINGS CRRVILLE OH	.250	2.03	.250														00134966
1027	QUIC CONTROL LAB LOS ANGELES CA		1.02															00255367
1124	RAILSON PORTINA OTTUMWA IA		2.03		1.01			1.01										00259284
1124	REPUBLIC STEEL CORP SO CHGO IL	48.0	177	48.0	22.0		22.0											10067456
1121	REPUBLIC STEEL BUFFALO NY		.505															10067464
1129	REPUBLIC STEEL CLAP CLEVE OH		3.05															10067480
1129	REPUBLIC STEEL YOUNGSTOWN OH	1.50	4.06	1.50	1.52				1.52									10067502
0687	REPUBLIC SUPPL LONG BEACH CA	1.10	1.52	1.10	.505			.505										00176230
	PARENT CUST. TOT-REPUBLIC STEEL	50.6	186	50.6	24.1		22.0	.5	1.5									100

DSW 012209

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YR	QTR	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	Sales CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GND GP
		PYERHUL 150-A																01699A	4591-151-1
1978		SHAFER TOOL WORKS HOUSTON TX				2.53	2.53												00237426
		PARENT CUST. TOT-SHAFFER TOOL WC		5.56		2.53	2.53												00235288
1979		SPILL OIL CO DOMINGUEZ CALIF		1.02															00155640
1978		HOPBLE OIL DAYTON TEXAS		8.12															10339495
1972		STAUFFER CHEM MT PLEASANT TEN		2.53		1.52			.51		1.01								10375645
1978		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															00140481
1977		THICKOL CHEM THICKOL UTAH		.505		1.01		1.01											00269780
1972		GOALS UNASOND FOR BK THRU 1932	10.0		10.0														00165854
1974		GOALS UNASOND FOR BK THRU 1974	6.00		6.00														00165897
1978		GOALS UNASOND FOR BK THRU 1968	24.0		24.0														00166065
1972		UNION CARBIDE NOC CARTRIDGE TEAK		1.01															10081971
1971		UNION ELEC STEEL BURGETTSTN PA		.505															00272205
1972		UNION ARSCO CARTERET NJ																	10054175
1972		UNION OIL BIRMINGHAM AL		24.2															00262526
		PARENT CUST. TOT-UNION OIL CC LC		24.2															00347155
1972		U S PIPE BESSEMER AL		33.4		5.05		5.05											10384903
1972		U S PIPE DORLINGTON NJ	13.0	8.08	13.0														10064861
		PARENT CUST. TOT-U S FOUNDRY BIR	13.0	39.5	13.0	5.05		5.05											10084865
1978		TENNESSEE VALLEY DRAKESBURG KY				1.52				1.52									00164461
1972		U S GOVT HAMPTON VA		1.52															00142581
		PARENT CUST. TOT-U S GOVT WASHIN		1.52		1.52				1.52									10084733
1972		U S STEEL FAIRFIELD ALABAMA		2.03															10085357
1974		U S STEEL JOETET IL	1.78	4.58	1.78	.505			.505										00143197
1972		U S STEEL STEELTON MN		.505															00143219
1978		U S STEEL YOUNGSTOWN OHIO	10.0	2.04		2.02			2.02										10065217
1978		U S STEEL FAIRLESS HILLS PA	9.00	5.09	9.00														00143227
1971		U S STEEL HUNTSHEAD PA				1.01				1.01									10065345
1979		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									00347724
1978		WACCO CORP RICHLAND WASH	1.10	3.03	1.10														00264431
1978		WESTERN GEAR CORP EVERETT WA		.325															10068652
1978		WILSON SUPPLY HOUSTON TX				3.03		3.03											10090830
																			</

SALES REP.	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 GRD GP
	PYDRAUL 150-A																01899A	4591-151-17
1980	ZAPATA OFFSHORE CO HOUSTON TX		16.2															00231924
	TOTAL PRODUCT * * * * *	310	887	240	238	84.2	60.4	74.0	8.6	10.6								4591-151-17
	TOT MAJOR PYDRAUL 150A	LB	310	887	240	238	84.2	60.4	74.0	8.6	10.6							
	PYDRAUL A-200B																01828A	4555-300-17
1121	ADDEX CORP READVILLE PA	5.50	4.87	5.50	3.25			1.08	1.08	1.08								10000386
1128	ALUMINUM CO LAFAYETTE IN	40.0	31.9	40.0	18.9		8.1		10.8									10002788
1225	ALUMINUM CO CRESSKOP PA	4.00	10.8	4.00	28.5	2.7	3.2		8.7	11.9								10002877
1806	ALUMINUM CO MALAGA WA	.720	.541	.720	.541	.541												10002958
1826	ALUMINUM CO VANCOUVER WA	12.5	33.5	12.5	13.0		6.49			6.49								10002986
	PARENT COST. TOT-ALUMINUM CO PIT	57.2	76.8	57.2	59.0	3.2	17.9		15.5	18.4								00345063
1178	AMERICAN MFG CO GREENBURG IN		.100															00264113
1880	AMERICAN SMELT & REF TACOMA WA				.541			.541										00276774
1104	ANCHOR COUPLING CO LIBERTY IL		.350															00109685
1170	ARMCO STEEL ASHLAND KY	35.0	16.2	35.0	10.8	5.41		5.41										10006171
1179	ARMCO STEEL RIDGETOWN OH	140	80.0	140	13.0	13.0												10006228
	PARENT COST. TOT-ARMCO STEEL MID	175	96.2	175	23.8	18.4		5.4										10006228
1272	BARBER DIE & TOOL OSHKOSH WI		2.71															00268353
1809	BARON-BLAKESLEE SANTA FE SP CA		.200															00262633
1200	BENDIX CORP WRIGHT-PAT AFB OH				7.57		7.57											00275492
1131	BENDIX CORP ROCHESTER NY		13.3		.541				.541									00111430
1222	BENDIX CORP SIDNEY NY	5.00	21.6	5.00														10009278
	PARENT COST. TOT-BENDIX CORP DET	5.00	34.9	5.00	8.12		7.57		.54									00345551
1906	BERMILPHEN STEEL SEATTLE WA	5.40	8.11	5.40														10009596
1229	BLACK AND DECKER LANCASTER PA	1.00	5.40	1.00	1.08		1.08											10009936
1100	BOLLY-CONTROLEUR D'INDUSTRIE MICH	1.00	4.34	1.00	2.16	2.16												00178578
1988	CONSOLIDATED ALUM LARE CHAR LA	40.0	24.3	40.0	5.41			5.41										

DSW 012211

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C. S. NAME		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GROWTH FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD GP
		HYDRAUL A-20.0																01828A	4555-300-17
1123		FORD MOTOR DEARBORN MICH		.541															00118990
1123		GM-PROVIDING GROUNDS MILFORD MI	.250	3.79	.250														10032141
1121		GM-CHEVROLET BUFFALO NY		57.3		10.0	5.41	5.41											10032849
1121		GM-DELCO PRODUCTS ROCHESTER NY		25.9															00239313
1273		GM-CHEVROLET ROCHESTER NY	44.0	51.5	44.0	50.9	28.1		28.1	34.6									10032717
1121		GM-CHEVROLET TONAWANDA NY	6.25	51.4	6.25	8.12	5.12												10032733
		PARENT CUST. TOT-GENERAL MOTORS	50.5	653	50.5	110	41.7	5.4	28.1	34.6									00157279
1252		GENERAL CAST JEFFERSON VALLEYA	1.00	4.33	1.00	.541				.541									00156973
1250		HANNA NICKLE SMOET RIDDLE OH	16.2	50.3	16.2	3.25					3.25								10030747
1227		HILLIARD CORP ELMIRA NY		.050															10038065
1974		HOCKER CHEMICAL COLUMBUS MISS		.541		.541		.541											00197009
1270		IRTEL EQUIP NEEDHAM HEIGHTS MA				.150	.150												10041228
1980		KATSER ALUM & CHEM PLEASANTON CA		.541		.090		.090											00213047
1298		KATSER ALUM-CHEM TACOMA WASH	8.00																00154296
1220		KATSER ALUM TRENTWOOD WA	15.0	5.41		3.25			3.25										10043336
		PARENT CUST. TOT-KATSER INDUST P	23.0	5.55		3.34		.09	3.25										00045616
1220		KRAECKT CHEM WENAT WASH	.360	1.09	.360														10043557
1123		LESTER ENGINEERING CLEV OH		2.16															10046068
1259		L & F MACHINE CO BOSTON MA				.541	.541												00274461
1124		LOOVEN DIV FAIRFIELD IA		.400		.250			.250										00127930
1227		MACOM COPPER SAN MANUEL ARIZ	1.10	3.75	1.10														00256603
1124		MANCO MFG CO BRADLEY IL		.645															10048397
1983		MCGRAW EDISON JEFF CITY MO	3.75	16.2	3.75														10045628
1974		MCGRAW EDISON TULPELO MS	1.00	1.08	1.00														00250449
		PARENT CUST. TOT-MCGRAW EDISON C	4.75	17.3	4.75														00044687
1155		UNITCAST COMPANY TOLEDO OH	2.50	6.50	2.50	1.08			1.08										

DSW 012212

STLCOPCB4002137

-IN THOUSANDS OF POUNDS AND DOLLARS-

QTY #	QTY #	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP. FOR CURR. YR/2P	SALES CURR. YR	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GRD GP
		PARENT COST. TOT-CLIBOARD MARINE	309	1013	309	433	107	50	115	78	43	35							00344873
		HYDRAUL A-2000															01828A		4555-300-17
1184		.PERFECTION HEAT TREAT CHICA IL		1.62		.541	.541												00262754
1185		.PERFECTION TOOL CHICAGO IL		.541															10761903
1086		.THOMPSON-HAYWARD FRESNO CA		.541															00140783
1083		.SEALRITE CO INC KAN CITY KS		.541															10071704
1574		.PRESCOLITE-ITCO EL DORADO AR	1.00	.543	1.00														10040507
1207		.READING METALS READING PA	1.00	2.24	1.00	1.08	1.08												00252220
1101		.ROCKWELL AFG CO BCIS PA		.540															00130352
1939		.SANDARD ELEC & UNION SC	3.00	8.66	3.00	7.57	3.25		2.16	2.16									10077791
1982		.SIMSCO BUZZ INC CENTERVILLE AL				.541			.541										00242918
1982		.SIMSCO INC COLOMBIANA AL				.541	.541												10073111
		PARENT COST. TOT-SIMSCO INC CCEU				1.08	.541		.541										10073111
1155		.STANCO DIVISION NEW DREHAN CH		2.71		.541	1.08		1.62										00257265
1252		.SKINGLINE LONG ISL CITY NY		1.08		1.08			1.08										10077591
1273		.SYRACUSE DIE CAST SYRACUSE NY		.541		.541	.541												10077761
1922		.GOALS UNASGND FOR BK THRU 1932	9.00		9.00														00165054
1974		.GOALS UNASGND FOR BK THRU 1974	9.00		9.00														00165697
1968		.GOALS UNASGND FOR BK THRU 1968	9.00		9.00														00166265
1923		.GOALS UNASGND FOR BK THRU 1935	7.00		7.00														00260749
1252		.UPJOHN CO N HAVEN CONNECTICUT		.059															10085705
1101		.WEST PENN POWER SPRINGDALE PA	1.25	0.66	1.25	4.33	1.08	2.16	1.08										10086496
1976		.WESTINGHOUSE TAMPA FL		.541															00266140
1101		.WESTINGHOUSE PITTSBURGH PA				.250	.250												10085743
		PARENT COST. TOT-WESTINGHOUSE EL		.541		.250	.250												00047740
		TOTAL PRODUCT * * * * * LB	746	2084	723	674	185	84	162	141	67	35							4555-300-17
		IS TOT MAJOR HYDRAUL A-2000 LB	746	2084	723	674	185	84	162	141	67	35							
		34	201	636	195	206	56.0	26.5	50.1	42.5	20.0	10.3							
		HYDRAUL AC-A															01740A		6756-000-17
1121		.AIR PRODUCTS CREIGHTON PA		8.24															00178039
1080		.ALASKAN COPPER SEATTLE WA				.108		.108											00275921
1089		.ARNOLD ENGINEER FULLERTON CA	.144	.494	.144														00110124
1576		.BALTON ROX BOARD JACKSONVILLE FL		3.53		3.52	1.76		1.76										10002745
1626		.AMERICAN CAN MCGESTO CA	.036	.110	.036	.378	.108	.108		.108	.054								10003601
1626		.AMERICAN CHEM LONG BEACH CA		.586															00229164
		DSW 012213																	

M G		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	RATES GOAL FOR CURR YEAR	Sales CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COST ID / MAJOR QTY CP
		HYDRAUL AC-A																017-0A	6756-005-1
1191		COLUMBIA GAS HUNTINGTON WV		.590		.016						.570				.586			00248096
1191		COLUMBIA GAS KERMIT WV		.108															00243620
1191		COLUMBIA GAS PATHIAS WV		.108															00272140
1191		COLUMBIA GAS TRANS TLEKE AL WV		.586															00269379
1191		COLUMBIA GAS TRACKER WV				.108			.108										00276936
1178		KY HYDROCARBON FAYTOWN KY		.210															10044022
1198		ORIG FUEL GAS CO SUGAR GR CH		1.17															00132071
		PARENT CUST. TOT-COLUMBIA GAS NY	.050	4.82	.050	.470		.162	.324			.570				.586			00047456
1126		COMMONWEALTH EDISC KAYWOOD IL		.108															00114855
1121		DUPLOCKWAY GLASS CLARKSBURG WV	10.0	2.93															00180025
1548		DIAMOND METALS ALLOY HEUSTENTX		.586															00116122
1252		DIVE SHOP BAYSHORE NY		.116															00255238
1123		DOCK CHEM MIDLAND MICH	4.00																10022003
1983		ELECTRIC ENERGY JCPFA I	2.50	2.36	2.50														00165418
1970		EL PASO NATURAL GAS MOAB UT		.162		.162		.162											10025557
1836		EL PASO NATURAL GAS SUPAS WA		.324															10025567
1836		EL PASO NATURAL GA OPAL KY		.324															00117455
		PARENT CUST. TOT-EL PASO NATURAL		.810		.162		.162											10025532
1974		EMM STEEL INC MOSKOGEE OKLA		.109															00179574
1974		GLEN DYNAMICS FT WORTH TX	10.0																10030916
1273		GLEN ELEC UTICA NY	1.00	.586	1.00														10031907
1120		GLEN-GERY CORP EASTCANTON OHIO		.586															00214949
1229		GODFREY AIRCRAFT LITCH PK AZ		.108															10034493
1178		H R GRACE LEWISPORT KY		.654															10034981
1952		H R GRACE WOODSTOCK TN		10.9		6.84		6.84											10034949
		PARENT CUST. TOT-H R GRACE NEW Y		19.8		6.84		6.84											00045485
1153		GREAT LAKES GAS CLARE MI		.108															00121517
1572		GREAT LAKES GAS FALLOCH																	

DSW 012215

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	YR	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES DOLLARS FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CRO. CP
		HYDRAUL AC-A																01740A	6756-000-17
1225		GETTY OIL CO LOS A CEALINGA CA	.180	.444	.180														00120820
1226		GETTY OIL CO TRACY CA		.818															00120871
1227		GETTY OIL CO VENTURA CA	.360	1.18	.360														00120898
		PARENT COST. TOT-IPC CO SKOKIE IL	.540	2.44	.540														00094277
1228		LAKEVIEW CO CUDAHY WISC		.108		.054	.054												00272108
1229		CITY OF LAKEVIEW LAKEVIEW FL		1.76		1.17		1.17											00211834
1230		CITY OF LAKEVIEW & PARK LA CA				.054		.054											00217255
1231		MANATHON OIL CO DETROIT MI	30.0	96.1	30.0	46.1				1.6		49.7							00151564
1232		MCDONNELL DOUG HORTON BLACH CA		.590															00186058
1233		MCDONNELL DOUGLAS SANTA MONICA CA		.590		.586			.586										00210595
		PARENT COST. TOT-MCDONNELL DOUGL		1.18		.586			.586										10049571
1234		METROPOLITAN EDISON PORTLAND P	3.00	3.53	3.00														10051924
1235		MICHIGAN WISCONSIN PIPELINE IA				.324			.324										00129968
1236		MICH WISC PIPELINE ST JOHN IND		.328															00186384
1237		MICH WISC PIPELINE GREENSBORO KS		.218															10052173
1238		MICH WISC PIPELINE BIG RAP MI		.540															10052211
1239		MICHIGAN WISC PIPE DETROIT MI	.050	.109	.050														00047533
1240		MICH WISC PIPELINE MAITLAND NC		.108															10052262
1241		MICH WISC PIPELINE GREENVILLE NC		.108															00094833
1242		MICH WISC PIPELINE SARDIS MS		.216															10052294
1243		MICHIGAN WISC PIPELINE GUYMON OKL				.108			.108										00182575
		PARENT COST. TOT-MICHIGAN WISC P	.050	1.83	.050	.432			.432										00047538
1244		SKEELLY OIL SKEELLYTOWN TX		.270															10073383
1245		MOBIL OIL BROOKLYN NY		.055															10054222
1246		MONSANTO INDIANAPOLIS SPRGS IN	.360		.360														00094234
1247		MONTANA POWER CO BANK MT		.108															10055083
1248		WALK MURKINS NEEDLESHA KS		.586															00266507
1249		NAIL CO-OP MC PHERSON KS	.750	4.69	.750	1.17		1.17											10056411
1250		NAT GAS PIPELINE CARROLL AR		.108															10056535
1251		NAT GAS PIPELINE BIGGER AR		.110															00264067
1252		NAT GAS PIPELINE Searcy AR		.217															00229253
1253		NAT GAS PIPELINE EMERSON IOWA				.108	.108												00274062
1254		NAT GAS PIPELINE CLAIRBORN IL		.183															00247995
1255		NAT GAS PIPELINE GENESEE IL		.382															00247987
1256		NAT GAS PIPELINE HARMOND IL		.108															10057078
1257		NAT GAS PIPELINE GLASSCO KS		.270															00270326
1258		NAT GAS PIPELINE FRITCH TX		.586															10057086
1259		NAT GAS PIPELINE LUFKIN TX		.108															00261203
		DSW 012216																	

- IN THOUSANDS OF POUNDS AND DOLLARS -

YR	QTR	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 / MAJOR CPO CP
		HYDRAUL AC-A																01740A	6756-000-17
1974		NAT GAS PIPELINE PERRYTON TX				.540	.540												00274054
1974		NAT GAS PIPELINE STINNETT TX		.586															10057094
		PARENT CUST. TOT-NAT GAS PIPE LI		2.53		.648	.648												00047570
1989		MCC FOOD CORP SAN JOSE CA				.108		.108											00276375
1989		INOTHRUP COR EL TE ANAHEIM CA		.162															00213209
1974		ORLANDO UTIL TITUSVILLE FL		.586															10059569
1976		OWENS ILL VALDOSTA GA		3.52															10059909
1986		OWENS ILLINOIS CURLEY ID		1.77															00148083
1983		OWENS ILLINOIS INC ALTON ILL		2.93		1.17		1.17											00151610
1984		OWENS ILLINOIS STREATOR IL	2.00	4.70	2.00														00155837
1983		OWENS ILLINOIS CAS CITY IN		.586															00240559
1983		OWENS ILLINOIS CHARLOTTE MI	1.00	.586	1.00														00215007
1983		OWENS ILLINOIS BRIDGETON NJ	2.00	7.71	2.00														00212202
1974		OWENS ILLINOIS WACO TX		1.18		.586		.586											00258556
		PARENT CUST. TOT-OWENS ILL TCLED	5.00	23.0	5.00	1.76		1.76											10059933
1983		PANHANDLE EASTERN PIPE LIBE KS		.820		.594	.275	.324											00132861
1983		PENNY CONTROLS GOSFEN IN	.375	1.18	.375														10061457
1983		PENNYWALT CORP WYANDOTTE MI	1.25	4.70	1.25	1.17	.586	.586											10061571
1986		PENNYWALT CORP TACOMA WA	.365	1.25	.365														00133221
		PARENT CUST. TOT-PENNYWALT CORP P	1.61	5.90	1.61	1.17	.586	.586											10061638
1988		PETROLEUM DIST CO HOUSTON TX	23.0	78.4	23.0	34.8	34.8												00093750
1988		PETROLEUM DIST CO GRESSA TX		39.4		39.2	39.2												00229393
		PARENT CUST. TOT-PETROLEUM DIST	23.0	117	23.0	74.0	34.8	39.2											00093750
1983		PEVELLY DAIRY ST LOUIS MO		.434		.324		.162	.162										10062195
1983		PETZER INC TERRE HAUTE IN	2.50	11.2	2.50	1.17		1.17											10062268
1974		PHILLIPS PET SMACK AK		.108															00252441
1974		PHILLIPS PET STAMPS ARK		1.17															00263664
1974		PHILLIPS PET ST JOSEPH LA		.110															00261568
1987		PHILLIPS PET CRANFORD NY				1.13		.540	.586										00276189
1985		PHILLIPS PET SPARTANBURG SC		.108															00270288
1986		PHILLIPS PET GAFER TX		4.12															10062675
1986		PHILLIPS PET ETTER TX		5.89															10062683
1986		PHILLIPS PROD BURGESS TX		2.34															00133787
		PARENT CUST. TOT-PHILLIPS PET BA		13.8		1.13		.540	.586										10062659
1989		CHARMIN PAPER MCHUOPANY PA		3.52															00162558
		DSW 012217																	

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M O		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD GP
		HYDRAUL AG-A																0170A	6756-000-17
1889		STD OIL LA HABRA CA				.586			.586										00138940
		PARENT CUST. TOT-STAND OIL CALIF	1.80	6.46	1.80	1.76	1.76												00046906
1574		AMERICAN OIL CO ELDORADO ARK	50.0																10004675
1184		AMOCO CHEM JOLIET ILL				2.93		2.34		.59									10005248
		PARENT CUST. TOT-STANDARD OIL CF	50.0			2.93		2.34		.59									00046965
1928		SUN OIL CO SNYDER TX		1.18															10077036
1753		SWEDISH CRUCIBLE DETROIT MI	.750	1.18	.750														10077503
2178		TECHNICAL DEVEL CO DAYTON OH		.379															00224391
1222		TENN GAS PIPE LINE MASSAG NY	.500		.500														10076555
1528		TENN GAS TRANS CARROLLTON CH		.586		.586				.586									10078741
		PARENT CUST. TGT-TENNECO INC HCU	.500	.586	.500	.586				.586									10078504
1928		TEXAS EASTERN JACKSON LA		.108															10079209
1528		TEXAS EASTERN LAMBERT NJ		.586															00263788
1928		TEXAS EASTERN BALLY PA		.272															00220477
1928		TEXAS EASTERN CRESSON PA		.586															00266191
		PARENT CUST. TOT-TEXAS EASTERN T		1.55															00348186
1928		TRANSCON GAS GILLES LA		.055															00141115
1928		UNIVERSAL MATCH ST LOUIS MO		.108															10085551
1889		UNION OIL COALINGA CA		1.18															00141984
8200		UNION OIL CAT CANYON CA				.586				.586									00270343
1825		UNION OIL CASTAIC CALIF		.175															10082110
1825		UNION OIL KODOL CA	1.80	5.35	1.80	5.01	2.34	.11	.11	2.45									10082153
1825		UNION OIL SANTA MARIA CALIF	.400	.590	.400														10082161
1825		UNION OIL WILMINGTON CALIF	9.00	21.8	9.00	5.86		5.86											10082188
1825		UNION OIL CO FORT MADISON MO		.182															00263737
1825		UNION OIL MORLAND WY		.110															10082323
		PARENT CUST. TGT-UNION OIL CO LC	11.2	29.4	11.2	11.5	2.34	5.97	.11	3.04									

DSW 012219

**MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT**

FOR DEC 1972

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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DSW 012220

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-IN THOUSANDS OF POUNDS AND DOLLARS-

YR	NAME OF PRODUCT/CUSTOMER	POTENTIAL	PAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GND CP
	HYDRAUL 625-A																01685A	4594-626-17
1222	ALCO MACHY & SUPPLY NYC NY		.110															00264008
1134	ALCOIS ALLIS CO MILWAUKEE WIS			1.15			1.15											00388604
1234	ALUMINUM CO VERREN CA																	00247332
1138	ALUMINUM CO LAFAYETTE IN	.250	.395	.250														10002768
1273	ALUMINUM CO MASSENA NY	25.0	25.1	7.00	8.05					8.05								10002834
1532	ALUMINUM CO ALCOA TN		5.19		2.30	2.30												10002893
	PARENT CUST. TOT-ALUMINUM CO PIT	20.3	30.9	7.25	10.4	2.30				8.05								00045063
1820	ALCO PRODUCTION RIVERTON NY				.575	.575												00274395
1134	ANCHOR COUPLING CO EUGENE IL		.005															00135665
1829	ATLANTIC RICHFIELD NEWCLYMA CA	5.40	14.2	5.40														00251259
1829	ATLANTIC RICHFIELD TUPPER CA		5.24															00110574
	PARENT CUST. TOT-ATLANTIC RICHFI	5.40	19.4	5.40														10007178
1531	CENTURY ELEC ST LOUIS MO	70.0	76.5	70.0	50.6	12.7	13.8	18.4	5.8									10015162
1532	CENTURY ELEC HUMBOLDT TN		5.36															00187240
	PARENT CUST. TOT-CENTURY ELEC ST	70.0	81.8	70.0	50.6	12.7	13.8	18.4	5.8									10015162
1131	COLUMBIA GAS CHARLES WV		1.10															00348240
1809	CORCAT WEST SUG CO JOHNSTOWN CO		.114															00253707
1232	JOIT KAYONIER INC HOQUIAM WA		.055															00126144
1974	JOHN P AIR CO VIAN OKLA		.114															00244392
1922	JOE MARSHALL FLT CNTR HUNTSV AL		8.81															00261963
1230	MARTIN MARIETTA LALLES CR		.575															10037042
1039	MOBIL OIL BELRIDGE CA	1.44	7.02	1.44	5.75		3.45			2.30								10053943
1829	MOBIL OIL DIV LOS ANGELES CA	7.20	14.3	7.20														10054044
1829	MOBIL OIL EAST HILLS CA	3.60	11.8	3.60	1.73				1.73									10054052
1824	MOBIL OIL MARTINOSA CA	7.20	23.1	7.20	6.93		6.90											10055936
1829	MOBIL OIL SAN ARDO CA	1.10	2.98	1.10														10054079
	PARENT CUST. TOT-MOBIL OIL CORP	20.5	64.2	20.5	14.4		10.4		1.7	2.3								10054443
1923	PANHANDLE EASTERN PIPE LINE KS		.275		.701		.330			.371								00132861
1923	PETROLEUM DIST CO JOPLA IL		.550															00263667
1920	PETROLEUM DIST CO HOUSTON TX		.285		2.47	2.47												00093750
	PARENT CUST. TOT-PETROLEUM DIST		.835		2.47	2.47												00093750
1872	NORTHWEST PAP CLEQUET WA		.279															10058457
1222	PRATT & WHITNEY E HARTFORD CT		.347															00261588
1903	PRUDEN-GAMBLE KAN CITY KS		.102															10064740
	DSW 012221																	

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER ID / MAJOR CUD GP
	HYDRAUL 025-A																01655A	4594-626-17
1022	STANDARD OIL LOS ANG CALIF		.575															00158275
1022	GOALS DRASGD FOR BK THRU 1932	11.0		11.0														00165054
1022	TENNESSEE VALLEY TUSCUMBIA ALA		2.30															00180548
1178	TENNESSEE VALLEY DRAKESBORO KY	2.50	18.0	2.50														00164761
1022	TENN VALLEY AUTHCR CHATTAKE TN		7.10															00160279
1022	TENN VALLEY AUTHCR MEMPHIS TEN		8.26		4.03		2.30	1.73										00186414
1173	U S A F WRIGHT PATTERSON OHIO		.275															10083907
1022	U S GOVT HUNTSVILLE AL		4.76		5.75				5.75									10084725
1252	U S GOVT AERO HAMPTON VA		2.86		2.86		2.88											00263893
	PARENT COST. TOT-C S GOVT WASHIN	2.50	44.2	2.57	12.70		5.18	1.73	5.75									10084733
1252	WESTINGHOUSE PHILADELPHIA PA		.114															10089727
	TOTAL PRODUCT * * * * * LB	130	308	117	110	23.9	30.8	25.5	19.0	10.7								4594-626-17
	20 TOT MAJOR MISCELLANEOUS LB	325	822	238	311	75.5	92.9	54.2	27.8	11.2	50.3							
	11 TOT SUB-CL FIRST GEN PYCRA LB	1819	5068	1504	1574	445	327	360	247	104	88							
	HYDRAUL 312-A																01857A	6761-313-17
1027	CUSTOMER ID NOT IN MASTER FILE				7.41		1.00		6.41									00000108
1281	A & A DIE CASTING LOS ANGELES CA	45.00																00190061
1281	ACADEMY DIE CASTING EDISON NJ	3.00	10.5	3.00	3.50		1.50			1.00	1.00							00185566
1020	JACME MACHINE WORKS SPOKANE WA	.000																00234915
1283	ACTION MFG CO PHILADELPHIA PA		1.00															00215341
1128	EQUIPMENT CORP VAN WERT CHIC				.133			.138										00158338
1859	AIR-DRAGLICS CO PHOENIX AZ	1.80		1.80														00270865
1859	AIR-DRAGLICS CO TUCSON AZ				.184		.092	.276										00275522
	PARENT COST. TOT-AIR-DRAGLICS CO	1.80		1.80	.184		.092	.276										00275865
1093	AIRTEX INC FAIRFIELD ILLINOIS	5.00	2.50															00221457
1029	AJAX PK MFG CITY INDUSTRY CA	7.20	10.0	7.20	4.50		2.00			2.50								00230243
1029	ANNOLD ENGINEER FULLERTON CA		.184		.133				.138									00110124
1029	ALLOY DIE CASTING BUENA PK CAL	25.0																00187569
1213	ALPHA INC LOGANSPORT IN		10.0		6.00		3.00			3.00								00108154
1275	ALCAN ALUMINUM CORP DRASGD NY	15.0	30.0	15.0	20.0	10.0				10.0								00143199
1029	ALUMINUM DIE LOS ANGELES CALIF	.220		.220														00108197
1029	ALUMINUM FORGE SANTA ANA CALIF	2.50																00148156
1029	AMURIT INC GLENDALE CA	.900	1.00	.900	1.50		.500		.500	.500								10003059
	DSW 012222																	

- IN THOUSANDS OF FLUACS AND COLLARS-

SA	AS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR. YEAR	SCIT. FOR CURR. YEAR	SCIT. CAGR YTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	CUSTOMER / MAJOR C&D GP
		HYDRAUL 312-A		5.00	1.07	5.00	5.00		2.50		2.50							01857A		6761-313-17
1114		AMERICAN ALUM WEBSTER CITY IA	1.07	5.00	1.07	5.00	5.00		2.50		2.50									00181358
1115		AMERICAN CHAIN YORK PA					1.00				1.00									0010J413
1116		AMERICAN PORTABLE EUGENE OR	25.0	3.00		3.00	5.00													00004837
1117		AMERICAN SPLIT & REP CLOVER MO	5.00	30.0	6.25	30.0	22.5		7.50		7.50									00100017
1118		AMERUCK CORP DES PLAINES IL	6.25	30.0	6.25	30.0	22.5		7.50		7.50									00274348
1119		AMERUCK CORP ROCKFORD IL	6.25	30.0	6.25	30.0	22.5		7.50		7.50									00109517
		PARENT CUST. TOT-AMERUCK CCRF RC	6.25	30.0	6.25	30.0	22.5		7.50		7.50									00109517
1119		ARMCO STEEL BILKANDA CA	18.0	37.4	10.0	30.0	30.0		5.0		5.0	5.0								00190142
1120		ARMCO ALUM TERRE HAUTE IN		6.00																00105390
1121		ANCHOR COUPLING CO LIBERTY IL		6.46																00109665
1122		ANCHOR POST PROD KARRISIN AR					4.50		4.50											00275115
1123		ANSEN AUTOMOTIVE GARDENA CA	1.44	4.00	1.44	1.00	1.00		1.00											00190614
1124		ARMCO STEEL MARTIN OH	55.0	80.0	85.0	30.0	30.0		10.0		10.0	10.0								00275046
1125		ARMCO STEEL MIDDLETOWN OH	50.0	142	50.0	90.0	90.0		30.0		30.0	15.0								00275046
1126		ARMCO STEEL AMBROSIO PA		48.0			24.0				24.0									10006228
1127		ARMCO STEEL BUTLER PA		5.00																10006228
		PARENT CUST. TOT-ARMCO STEEL MID	145	275	135	144	144		40.0		64.0	25.0								10006228
1128		ARMCO ACME WEBSTER CITY IA	.750	4.00	.750	1.50	1.50		1.00		1.00									10006635
1129		ARMCO ALUM CAST AVON LAKE OH		5.00		1.00	1.00				1.00									10006635
1130		ARMCO ALUM CAST CLEVELAND OH		4.50																10006635
		PARENT CUST. TOT-ARMCO ALUM CAST		9.50			1.00				1.00									10006635
1131		ARMCO DIECAST LLS ANGLES CA	.900	4.50	.900															10006678
1132		ARMCO DIECAST LLS ANGLES CA		5.00			2.50					2.50								00187100
1133		BADGER OIL CAST MILWAUKEE WI	2.50	10.0	2.50		1.00													00007941
1134		BADGER OIL CAST MILWAUKEE WI					1.00													00009433
1135		BADGER OIL CAST MILWAUKEE WI					5.00			2.50										10006409
1136		BASIC ALUM CAST CLEVELAND OH	20.0	20.0	1.00															00222259
1137		BASIC ALUM CAST CLEVELAND OH	1.00	4.00	1.00															00222259
1138		BASIC ALUM CAST CLEVELAND OH	8.75	30.0	8.75	20.0	20.0		5.00		5.00	5.00								10009049
1139		BELL & HOWELL CO CHICAGO IL		3.00																00257168
1140		BELL & HOWELL CO CHICAGO IL		48.0																00175035
1141		BETHLEHEM STEEL STEELTON PA	70.0	48.0	20.0															00345578
1142		BETHLEHEM STEEL STEELTON PA	20.0	20.0	20.0															00345578
1143		BETHLEHEM STEEL BURNS HA IN	6.25	6.00	6.25		5.00		5.00											00111401
		PARENT CUST. TOT-BETHLEHEM STEEL	96.3	94.0	46.3	5.00	5.00		5.00											00045578
1124		BLAW KNUX CO ROCKFORD IL																		00229466
1121		BLAW KNUX CO ROCKFORD IL	.750	3.00	.750															00111643
		PARENT CUST. TOT-BLAW KNUX CO BL	.750	3.00	.750															10010047
																				</

MSD 012223

M. C. #	SIS #	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS YEAR	SALES PER FTE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COST TO / MAJOR CRO GP
		HYDRAUL 312-A																01857A	6761-313-17
1125		.BOEING CO SEATTLE WASH	1CC																00045802
1123		.UNIV AMER BORRN DIV AUBURN MI	4.00	1.00		3.50		1.00		2.50									00161586
1124		.BRACKETT STRIPPING TOPEKA KS		.138															10011078
1124		.BPIGGS-STATION MILWAUKEE WI	60.0	173	61.0	96.0		24.0	24.0	24.0	24.0								10011442
1128		.BRUSH WELLMAN ELKRE OH		4.00															00151114
1170		.BUCKEYE STEEL CAST COLUMBUS OH	5.00		5.00														00224448
1124		.BUDD CO GARY IND	27.15	7.00	2.15	1.50			.50		1.00								10012325
1123		.BUDD CO DETROIT MI	2.50	10.0	2.50	10.0	5.00	5.00											00151122
1207		.BUDD CO PHILADELPHIA PA	30.0	26.5	30.0	31.0		8.0	5.0	3.0	15.0								10012287
		PARENT COST. TOT-BUDD CO PHILA P	34.7	37.0	34.7	42.5	5.0	13.0	5.5	3.0	16.0								10012267
1128		.C & H DYE CASTING TERPLE TX				4.00			2.50	1.50									00241768
1120		.CALOTT STELLITE CIV KOKOMO IN	10.0	7.00	10.0	3.00		3.00											10081785
1125		.CANTON DROP FORGING CANTON CH			.230			.230											00276537
1127		.CARPENTER TECHNOLOGY READING PA	8.00	12.5	8.00	14.5		5.00			9.50								00231207
1123		.CARTER CARBURETOR ST LOUIS MO	25.0	56.5	25.0	29.8		15.6			16.3								10014263
1123		.CAST FORGE CO HOUGHTON LAKE MI		5.00															00177679
1123		.CAST FORGE HOWELL MI	25.0	70.0	25.0	12.5	5.00	7.50											00214000
		PARENT COST. TOT-CAST FORGE CO L	25.0	75.0	25.0	12.5	5.00	7.50											00088919
1124		.CATERPILLER TR MAPLETON ILL	42.5	144	42.5	72.0			72.0										00162531
1124		.CENTRAL DIECASTING CHIC IL	6.25	10.0	6.25	10.0		5.00			5.00								10014948
1122		.CENTURY ELEC ST LOUIS MO	5.00	15.0	5.00	12.0	3.00	6.00	3.00										10015162
1122		.CENTURY ELEC HUMOLDT IN		.500															00167240
		PARENT COST. TOT-CENTURY ELEC ST	5.00	14.5	5.00	12.0	3.00	6.00	3.00										10015162
1122		.CENRO METAL PROD NEWARK CA	.540	2.00	.540	1.50			1.00		.50								10015227
1122		.CHAR-LYNN CO EDEN PRAIRIE MN	.250	.500	.250														10015456
1124		.CHICAGO MHT METAL CA CHICAG IL		1.50		1.50				1.50									00140385
1108		.CHRYSLER INDIANAP IN		2.50															00114235
1120		.CITIES SERVICE COPPERHILL IN				5.00				5.00									00278690
1120		.CLARK BRAKES CAST CLEVELAND CA	2.50	6.00	2.50	.500		.500											00153761
1128		.CLUB PRODUCTS CLEVELAND CHIC		5.00		5.00	2.50					2.50							10054974
1124		.CULLEN RADIO CECAP RA IA		2.50															00114642
1178		.OHIO FUEL GAS COLUMBUS OH		.141															10058910
1129		.COMMERCIAL DYE CASTING LA CA	10.00																00114782
1122		.CONSOL ALUMINUM JACKSON TN		8.00															10018455
1122		.CONSOL ALUMINUM NK JOHNSVL TN		16.0															10018453
		PARENT COST. TOT-CONSOL ALUMINUM		24.0															10018455
DSW 012224																			

DSW 012224

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- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	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.	COST ID / MAJOR GRD GP
	HYDRAUL 312-A															01857A		6761-313-17
1125	CONTINENTAL CAN SANTA ANA CA		.500															00242268
1126	CONTINENTAL CAN ELK GROVE IL																	00234850
1127	CONTINENTAL CAN MILITOWN NJ	2.00	.500	2.00														00235318
1128	CONTINENTAL CAN CLEVELAND OH	.250	.184	.250														00235334
	PARENT COST. TOT-CONTINENTAL CAN	2.25	1.18	2.25														00046167
1128	CONTINENTAL STEEL KOKOMO IND	1.63	4.00	1.63														10019338
1128	COPPERFIELD STEEL SHELBY OH	.500	1.50	.500	2.50			1.00		1.50								10019702
1129	L M COX MANUFACTUR SANTA ANA CA	.540	.500	.540	.500			.500										00115401
1128	COYARCO INDUSTRIES CLEVELAND OH		1.00															10026719
1974	DAISY HEDDEN ROGERS AR		2.00		2.00				2.00									00115762
1974	DALLAS DIE CASTING DALLAS TX		1.55		1.00		.500	.500										10020905
1176	DANA CORP RICHMOND IN	.500	1.50	.500														00115797
1176	DAYTON MALLEABLE IRON IRONTA OH	1.25	2.00	1.25	1.50	.50			1.00									10021227
1176	G H K FOUNDRY DIV DAYTON OH	7.50	30.0	7.50	12.0		3.00	0.00		3.00								10030277
1128	IRONTON MALLEABLE CLEVELAND OH		.500															00177563
1124	META MOLO ALUM CEDARBURG WI	1.13	3.00	1.13	1.50				1.50									10051827
	PARENT COST. TOT-DAYTON MALLEABL	9.88	35.5	9.88	15.0	.50	3.00	6.00	2.50	3.00								00046604
1835	DELMAR DIE CAST GARDENA CALIF	.360		.360	.500				.500									00170054
1124	DEETA DIE CASTING ADDISON IL		1.00															10021650
1926	DIAMOND METALS ALLOY HILSTON TX		1.00		1.50			.50		1.00								00116122
1124	DIECAST CORP SHEBOYGAN WI	12.5		12.5														10022371
1974	DOCK CHEM RUSSELLVILLE AR		8.00		4.00	2.50		1.50										00182729
1835	DOCK CHEM TOLSON CA	1.10	3.00	1.10	1.00								1.00					10022843
1835	DOCK CHEM ROCKY CO	5.00																10022959
	PARENT COST. TOT-DOCK CHEM MIDLAN	6.10	11.0	1.10	3.00	2.50		1.50					1.00					10022908
1121	DREISSER INDUSTRIES DEPEW NY		2.00		3.00		3.00											00239305
1835	DORNBACHER TOOL & DIE TOJUGNA	.500		.500														00234192
1926	E I DUPONT DENMOU LA PORTE TX				7.10			2.00		5.00								00152528
1926	E I DUPONT NEWBORG STRANG TX		2.00															10024072
	PARENT COST. TOT-E I DUPONT WILF		2.00		7.00			2.00		5.00								10023564
1933	DYNAMIC FORCE CORP OXFORD MS		.500															00198714
1872	EATON CORP EDEN PRAIRIE MN		1.00		1.00	1.00												00263834
1176	ELEARD CORP XENIA OH	.250		.250														00177463
1273	ELECTROLUX OLD GREENWICH CT	20.0	45.5	20.0	16.0				16.0									10025818
	DSW 012225																	

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PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M. G. DATE		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALE GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GPO GP
		HYDRAUL 312-A																01857A	6761-313-17
1295		ELECTROCOX BRISTOL VA				5.00				5.00									00245917
		PARENT CUST. TOT-ELECTROCOX CLC	20.0	45.5	20.0	21.0				21.0									10025818
1121		.JELLYOTT COMPANY JEANETTE PA		5.00															00260908
1128		.ELWELL PARKER ELEC CLEVELAND OH		5.00															10026040
1124		.HENDERSON ELECTRIC RACINE WISC	6.25	2.00	6.25	3.00	1.50			1.50									00216881
1123		.EMPIRE DIE CASTING CLEVELAND OH	12.5	31.5	12.5	6.00	1.00			2.00	5.00								10026156
1072		.JEFFERSON GROUP MINNEAPOLIS MN		5.00															00255106
1126		.FARRELL CHEEK ST SANDUSKY CH				1.00		1.00											10027365
1503		.FLUM PRODUCTS INC TOLA KANSAS		5.00		5.78		.22		6.00									00271859
1872		.FIBERITE CORP WINONA MN		2.50															10027713
1976		.FLORIDA STEEL TAMPA FL	100	171	100	8.00			8.00										10028760
1123		.FORD MOTOR DEARBORN MICH		6.50															00118990
1123		.FORD TRON FOUNDRY DEARBORN MI	500	460															00215112
1123		.FORD MICH CAST CRT FLT ROCK MI	31.3		31.3														00268868
1922		.FORD MOTOR NASHVILLE TN		4.00		3.50	1.00			2.50									10029023
		PARENT CUST. TOT-FORD MOTOR DEAR	531	565	31.3	3.50	1.00			2.50									00118990
1124		.J L FRENCH DES PLAINES IL				3.00			3.00										00153478
1124		.J L FRENCH SHEBOYGAN WIS	5.00	10.0	5.00	6.50	2.50		6.00										00090042
1270		.GENEY ELEC CO TERRYPVILLE CONN		4.00		2.50	2.50												00225379
1825		.GM-DELCO BATTERY ANAHEIM CA	7.20	18.0	7.20	12.0			6.00		6.00								10032911
1128		.GM-DECCO REMY ANDERSON IN	50.00	25.5	50.00														10032631
1128		.GM-GUIDELAMP ANDERSON IN	.500		.500														10032644
1128		.GM-CENTRAL FOUNDRY BEDFORD IN	119	458	119	311	75.2	37.1	38.5	37.9	57.4	64.5							10032792
1128		.GM-DELCO RADIC KOKOMO IN	10.0	18.5	10.0	10.0	5.00	5.00											10032652
1128		.GM-DELCO BATTERY MONTE IN	5.00	33.5	5.00														10032628
1123		.GM-CHEVROLET DAY CITY MI	150	365	150	25.0	25.0												00164542
1123		.GM-QUICK PLINT MI	50.0	182	50.0	85.5	37.5	24.0		24.0									10032555
1220		.GM CENTRAL FOUNDRY HOLLAND MI		10.0															10032709
1123		.GM-PREVING GROUNDS MILFORD MI							5.00				5.00						10032741
1123		.GM-PONTIAC PONTIAC MI	62.5	129	62.5	28.0	8.00	8.00	8.00		4.00								10032962
1123		.GM-CHEVY CRYE FROM SAGINAW MI	62.5	294	62.5	150	30.0	30.0	60.0	30.0									10032571
1123		.GM-CENTRAL FOUNDRY SAGINAW MI	7.00	62.0	7.50	95.0	20.0	15.0	30.0	15.0	15.0								10032814
1200		.GM-NEW DEPARTURE CLARK NJ	5.00	20.0	5.00	15.0		5.0											10032857
1128		.GM-CENTRAL FOUNDRY DEFIANCE OH	11.3	33.5	11.3	12.0	6.00		6.00										10032822
		PARENT CUST. TOT-GENERAL MOTORS	445	1648	445	743	217	124	145	107	82	65	1						00157279
1829		.GENERAL CASTINGS CARDENA CALIF				1.50				1.50									00217476
1974		.GENE DYNAMICS BEARBROCK TX	2.00	4.50	2.00														00231363
1974		.GEN DYNAMICS FT WORTH TX	50.0																10030919

DSW 012226

STLCOPCB4002151

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR TOP CORR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GPO GP
	PARENT CUST. TOT-GEN DYNAMICS FT	52.0	4.50	2.00														10030919
	HYDRAUL 312-A															01857A		8761-313-17
1974	GENAL ELEC FORT SMITH AR	5.00	2.00	5.00														10031583
1178	GEN ELEC LUSALL FT WAYNE IN	25.0	4.50	25.0	1.00			1.00										10031680
1178	GENERAL ELE APPR LOUISVILLE KY		106		31.5	31.5												00214914
1178	GEN ELEC LOUISVILLE KY	25.0	22.7	25.0														10031915
1922	GENERAL ELEC HENDERSONVILLE TN	.500	100	.500	5.00	3.00		2.00										00186880
	PARENT CUST. TOT-GER ELEC SCENE	55.5	236	55.5	37.5	34.5		3.0										10031850
1985	GEORGETOWN STEEL GEORGETOWN SC	10.0		10.0														00221821
1168	GERITY SCHOETZ CORP TOLEDO OH	20.0	64.3	20.0														00164429
1222	GIM METAL PROD CANLE PLACE NY	5.00	15.0	5.00	3.50		1.00	2.50										00198323
1121	GOULD PUMPS INC - SENECA F NY		1.00															00121266
1123	GOULD INC TECH CE CLEVELAND OH		1.00		1.00				1.00									00211591
1229	GRINNELL CORP COLLEGETA PA	50.0	7.50	10.0	20.0		5.0	5.0	10.0									00239534
1928	GULF STATE TUBE RISENBERG TX	24.0	22.0	24.0	6.00	2.50	1.50		2.00									10036127
1933	GRADENBERGER INC EVANSVILLE IN		.500															00269999
1121	HARCO DIV KAYEX ROCHESTER NY		.135															00227749
1827	HARVILL MACHINE LYNNWOOD CA		3.00															00264156
1829	HARVILL MACHINE FERRIS CA	1.80		1.80														01170461
	PARENT CUST. TOT-HARVILL MACHINE	1.80	3.00	1.80														00170461
1153	HAVENLY PRODUCTS CO DETROIT MI	1.25	4.00	1.25	3.00	.50	.50	1.00		1.00								10037190
1826	HENNETT-PROCKARD PALM ALTE CA	1.80	5.00	1.80	1.50	1.50												00153974
1227	HILLIARD CORP ELKIRA N Y		.046															10038065
1872	HITCHCOCK INDUST PITTSBURGH PA				.500			.500										00231908
1974	HOT SPRING BR EFC HOT SPRING A	3.00	2.50	3.00	3.00	3.00												00211052
1227	HUFF HUGHTON PHILADELPHIA PA		.500															10039010
1829	HUBBELL LIGHTING LV BURBANK CA	.720	7.00	.720	1.00					1.00								10072577
1829	HYATT DIE CASTING - ENG CYPR CA	4.50	7.50	4.50	6.50	1.50	2.50	2.50										00151378
1829	HYDRO CONDUIT CLERNA CALIF		4.50															00256781
1129	ILLINOIS BRICK CO BLUE IS IL	.250	1.00	.250														10040327
1129	INDUSTRIAL CASTINGS CLEV OH	1.38	5.00	1.38	2.00				2.00									10040272
1829	INIL CAST PROD GARDENA CA	3.20	3.50	3.20	3.00	1.50			1.50									10041171
1975	INTL PAP SG KRAFT MOBILE AL		.500															10041619
1826	IRACO INDUSTRIES EUGENE OR	11.0	15.0	11.0	26.5	2.5	24.0											00243426
1222	ISLIP TOWN OF HELLBROCK NY		2.00															00238366
1129	JADAX MAGNETHERMIL WARREN OH		1.00															00158046
1829	ITT CANNON ELE SANTA ANA CA	2.50	5.00	2.90	7.50	2.50		2.50		2.50								10042127
1829	ITT CONTROLS GLENDALE CA	24.2	33.1	24.2	32.9			32.9										10042100
1270	ITT GRINNELL DIV CRANSTON RI		5.00															00250902
	DSW 012227																	

- IN THOUSANDS OF POUNDS AND DOLLARS -

SALES C. KEY	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SAT. QUANT. FOR CURR. YEAR	SAT. CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MFG. GRD. GP.
	PARENT CUST. TOT-III NEW YORK NY	27.1	44.1	27.1	40.4	2.5		35.4		2.5								00J44512
	HYDRAUL 312-A																01857A	6761-313-17
1829	JURGENSON STEEL SEATTLE WA	10.0	.500															00221951
1124	JAMIN DIECASTING CHICAGO IL	6.25	2.50	6.25	1.50		1.50											00283379
2273	KASON HARDWARE JINGHAMTON NY		1.00		1.00			1.00										00190436
1124	KELSEY HAYES CO ROCKFORD IL				24.0				24.0									10043751
1123	KELSEY HAYES CO DETROIT MI	15.0	70.0	15.0	80.5	43.0	13.0	12.0		12.0	.5							00212032
1120	KELSEY-HAYES CO FREEMONT OH	.750	5.00	.750														00254673
	PARENT CUST. TOT-KELSEY HAYES CO	15.8	75.0	15.8	105	43.0	13.0	12.0	24.0	12.0	.5							00212032
1123	KCHASE BRASS-COPPER CLEVELAND OH	10.0	.414															00048593
1574	KERR-MCGEE HAMILTON MISS		.273		.138	.138												00254681
1101	KEYSTONE BRASS WORKS ERIE PA	.250	2.00	.250														10044197
1120	KITCHEN-QUIP WATERLOO IN	.950	2.00	.950	1.00			1.00										10044448
1121	ELECTROMET CORP PITTSBURGH PA		.230															00253766
1120	LESTER INDUSTRIES CALHOUN GA		3.00															00269700
1120	LESTER INDUSTRIES INC BEDFORD	35.0	110	35.0	108	10.0	24.0	24.0	24.0	24.0								10046033
	PARENT CUST. TOT-LESTER INDUSTRIES	35.0	113	35.0	108	10.0	24.0	24.0	24.0	24.0								10046033
1829	LOS ANGELES DIE LOS ANGELES CA	4.00	7.50	4.00	5.50		3.00		2.50									00127906
1155	LYONS DIECASTING HOLLAND MI				2.50					2.50								00120112
1983	LYONS DIECASTING BUCKNER MO	50.0	14.0	50.0	9.00	4.00				3.00	2.00							10047625
	PARENT CUST. TOT-LYONS DIECASTING	50.0	14.0	50.0	11.5	4.00				5.50	2.00							10047625
1154	MADISON-KIPP MADISON WI	15.0	37.7	15.0	18.7	18.7												10047994
1277	MAGNESIUM CASTING H P PA		20.0		2.50		2.50											10048079
1039	MARTIN MARIETTA TORRANCE CA	11.0	7.50	5.40	2.50				2.50									10037050
1170	MARTIN MARIETTA LEWISPORT KY	3.75	35.0	3.75	15.0	5.00	5.00			5.00								10037034
1035	MARTIN MARIETTA CALLES CR	.380	1.00	.380														10037042
1006	MARTIN MARIETTA CLIFFS WA	1.80	27.5	1.80	20.0	10.0		7.5	2.5									00252577
	PARENT CUST. TOT-MARTIN MARIETTA	16.9	71.0	11.3	37.5	15.0	5.0	7.5	5.0	5.0								00044652
1829	MCCULLOCH CORP LOS ANGE CA		8.00		5.50		2.00	2.00			1.50							00126805
1134	MCGRAW EDISON SOUTH MI MI	3.75	13.0	3.75	6.00			4.00	4.00									00126910
1277	METALART BUCKLE PROVIDENCE RI		1.00		2.00				.50	1.50								00251917
1170	MIDLAND ROSS CLEVELAND OH		3.00															10052475
1982	MIDLAND ROSS AFFENS IN		1.00		2.00		2.00											00272116
	PARENT CUST. TOT-MIDLAND ROSS PA		4.00		2.00		2.00											00046337
1153	MIDWEST FOUNDRY COLDWATER MI	3.75	2.50	3.75														00220175
	DSW 012228																	

SALES NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES COMP. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIL GRD GP
	HYDRAUL 312-A															01857A	6761-313-12	
1153	.HIGHEST FLOID POWER TOCCOO CH		184															00256854
1154	.MILLER TOOL-DIE CO JACKSON MI	3.75	3.50	3.75														00249378
1154	.MILWAUKEE DIE CAST MILWAUKEE W	10.00	36.77	10.00														10052823
1153	.MISSOURI RUGERS JOPLIN MO	.500	3.50	.500	2.50		1.00		1.50									10055526
1152	.MOBILE DIE BROCKLYN NY		135															10054222
1154	.MODERN DIE CASTING CHGO IL		2.50		1.00		1.00											10054524
1154	.MODERN EQUIPT PORT WASHINGTON WI		7.00															00269468
1154	.MODEN MACH WKS SANTA FE SPGS CA				2.00			1.00	1.00									00185515
1153	.M & J MOLDER ST LOUIS MO		1.00		.500	.500												10055660
1152	.T C MURPHY OBERLIN OHIO		.500															00269794
1156	.NATIONAL MACHINERY TIFFIN OH		.500															00251755
1155	.NAIL METALLURG SPRINGFIELD GR	1.44	3.00	1.44	1.50	1.00		.50										00224472
1178	.NATE ALUMINUM FAMESVILLE KY	2.50	11.0	2.50	1.50					1.50								00235199
1154	.NO CHG SHIPMENTS SPECIALTY PRO		.500															00271120
1153	.NUSCHNITZ ENG LOS ANGE CA	1.44	1.50	1.44	5.00	1.50	2.50			1.00								00131458
1153	.CITY NEW MADRID NEW MADRID MO	7.50	17.0	7.50														00235878
1153	.NORANDA ALUM NEW MADRID MO		9.55		10.0		10.0											00235878
1153	.C A NORRIS CO LITTLETON CO				2.00		2.00											00275549
1153	.NORTH AMEX FRERY ST PETERS MO		1.00															00212040
1153	.NYLUFLEX MFG CO MOBILE AL				1.00				1.00									00270025
1153	.OHIO BRASS MANSFIELD OH	2.50	11.5	2.50	7.00	3.00				4.00								00046805
1154	.OLIN CORP OMAH OH		9.00		2.00				2.00									10059178
1153	.OSAGE CASTING OSAGE NY	6.00	7.50	6.00	.500	.500												10059674
1154	.CALE PROD CO CALESBURG IL		30.0								12.5	12.5						10030531
1153	.OWENS ALUMINUM FANNING CHIO		2.00															00250809
1153	.OWENS CORNING ANDERSON SC		.092															10039860
1153	.OWENS ILLINOIS INC ALTON ILL		.500		1.00			.500		.500								00151010
1153	.PARKER HANNIFIN OLSO MICH	1.25	2.00	1.25	2.00		1.00		1.00									00088005
1153	.PEASELY PCCO STRATFORD CT		2.00		2.00			1.00	1.00									100581237
1153	.PECU MFG CO INC PORTLAND OR	2.50	6.00	2.90														00220575
1154	.PERMIT CONTROLS INC WATERTON WI		3.00		2.00	1.00		1.00										00133124
1154	.PERMANENT CASTING HOT SPRING AR	6.00	11.5	6.00	5.00			5.00										00161071
1154	.PHILLIPS DODGE EL PASO TX		5.00															10062470
1154	.POWERS REGULATORS SKOKIE ILL	.500	1.50	.500														10064325
1153	.PRESSURE CASTINGS CLEVELAND OH	2.50	3.50	2.50	3.00		1.50		1.50									00094500
1153	.PRESTOLITE-WILL W. SPRINGFIELD	5.00	17.5	5.00	14.5	5.00		5.00	9.50									00134094
1153	.CHARMIN PAPER GREEN BAY WISC	2.50	1.50	2.50	.500	.500												00216127
1153	.RALSTON PURINA LINCOLN NB				3.00			3.00										10066018
1153	.RALSTON PURINA GENZALE TX		2.50															00266396
	PARENT COST. TOT=RALSTON PURINA		2.50		3.00			3.00										10066107
1153	.RANGER DIE CAST LYNWOOD CA	1.25		1.25	2.50			1.00	1.50									10066336
1153	.R M I CO ASHTABULA OH	1.25	2.50	1.25														10066054

DSW 012229

STLCOPCB4002154

Q	Q	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR YEAR	SAYS CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRP CP
		HYDRAUL 312-A															0187A		6761-313-1
1221		READING IND ELLIP READING PA	10.0	6.00	10.0														10366670
1222		READING METALS READING PA		5.50		2.50	2.50												00252220
1129		REPUBLIC STEEL CORP CLEVELAND OH	1.88		1.88														10367180
1123		REPUBLIC STEEL PASSILLON OH	5.00	21.0	5.00	5.00			5.00										10367499
		PARENT CUST. TOT-REPUBLIC STEEL	6.88	21.0	6.88	5.00			5.00										10367480
1974		REYNOLDS METALS PHILADELPHIA AR	3.00	4.00	3.00	1.50			1.50										10367847
1270		RICO CASTING CO CENT FALLS RI	2.00	2.00	2.00														10368150
1178		ROCKWELL MFG KESSELVILLE KY	16.3	32.0	16.3	25.0	15.0		5.0		5.0								10368702
1102		ROPER CORP MT GILEAD OH		11.0															00240584
1120		GEORGE D ROPER NEWARK OH	20.0	24.0	20.0	24.0		12.0		12.0									10369333
		PARENT CUST. TOT-GEORGE D ROPER	20.0	35.0	20.0	24.0		12.0		12.0									10369033
1222		ROTATING COMPON EAY SHORE NY	.800	.500	.800														10369459
1923		SARGENT ELEC SPRINGFIELD IL		4.00		2.00		2.00											10370775
1128		SHARON STEEL PARKERSBURG PA	75.0	18.0	75.0														10372166
1222		SILENT HOIST & CHAIN BROOKLYN NY	.200	.273	.200														00253243
1220		SINGER CO ELIZ NJ	10.0	31.5	10.0	18.0	6.00	2.00	8.00		2.00								10373294
1220		SINGER CO SCHMIDTVILLE NJ				1.00	1.00												00155322
		PARENT CUST. TOT-SINGER CO NYC N	10.0	31.5	10.0	19.0	7.00	2.00	8.00		2.00								00345330
1128		SKRL DIECASTING IN EASTLAKE OH	3.00	5.50	3.00	1.00				1.00									00130185
1120		SKRL TOOL EASTLAKE OH				2.00		1.00	1.00										10373405
		PARENT CUST. TOT-SKRL TOOL EASTL	3.00	5.50	3.00	3.00		1.00	1.00	1.00									10373405
1820		S K S CASTING CO BERKELEY CAL	.360		.360	1.00	1.00												00193031
1227		SCOLE STEEL CO LONG BEACH CA	3.60		3.60														00136401
1974		SOUTHWESTERN DIE CAST FT SMITH AR		2.50		3.00			1.50		1.50								00244006
1178		SOUTHWIRE ALUM HAWESVILLE KY		2.50															00210552
1829		SPARTAN CASTINGS BUENA PARK CA	.540		.540														00236964
1974		SPRINGZA INC RUSSELLVILLE AR		.270															00251143
1221		SPRAUF WILSON MUNCY PA	1.88	3.00	1.88	2.00		2.00											10374800
1923		ST LOUIS DIECAST BRIDGETON MO	2.50	8.00	2.50	10.00	5.00		1.00	1.00	3.00								00217115
1124		STAUFFER CHEM BUCKS AL		24.0															

DSW 012230

STLCOPCB4002155

IN THE CENTS OF DOLLARS		IN THE CENTS OF DOLLARS												IN THE CENTS OF DOLLARS		IN THE CENTS OF DOLLARS			
Q	Q	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YR	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR CDD CP
		HYDRAUL 312-A															018574		6761-313-17
1974		.SYRATOFLEX FORT WORTH TX		184															10076374
1184		.STICH DIE CAST MILWAUKEE WI	4.50	13.0	4.50	2.50		2.50											10076455
1184		.SUNSTANDARD AVIATION ARES IA				500			500										00277711
1183		.SUNSTRAN CO MADISON HTS MI		1.00															00253588
1183		.SUNLUCCEL DRESSLER ST LOUIS MO				3.50	2.50	.50			.50								00273190
1181		.TANER MFG CO ERIE PA		1.00		2.50		.50	2.00										00139831
1574		.TAYLOR MFG CO GARLAND TX		1.50															00245488
1180		.TAYLOR WINFIELD CORP WARREN CH				2.00	2.00												10078532
1974		.TENNESSEE FORG STEEL NEWPT AR	25.0																00247456
1522		.TENN METALLURG CORP KIMBLE TN	4.00	4.00	4.00														00168122
1183		.TERRACONT DIE ST JOSEPH MICH	10.0	27.0	10.0	5.00	5.00												00148316
1178		.THE DEE PRODUCTS INC DAYTON CH	25.0		25.0														10080134
1183		.TIKEM ROLLER BEAR CANTON OH	6:25	20:0	6:25	11.0				5.00	3.00	3.00							10080193
1089		.U S STEEL TORRANCE CALIFORNIA	22.0	11.0	16.0	9.00	3.00	3.00		3.00									00220965
1184		.U S STEEL SOUTH CHICAGO IL		11.00															00210935
1872		.U S STEEL CULUTH MN		.500															00210129
1872		.U S STEEL STEELTON MN		1.00															00143219
1121		.U S STEEL GREENSBORO PA	12.5	18.0	12.5	5.00						5.00							10085381
1181		.U S STEEL IRVINE PENNSYLVANIA		5.00		5.00						5.00							10085268
1121		.U S STEEL MCKEESPORT PA	100																00143162
1809		.U S STEEL HORSE CANYON UT	37.60	11.0	3.65														00196161
		PARENT COST. TOT-U S STEEL NEW Y	138	47.5	32.1	9.00	3.00	3.00		3.00									00347724
1181		.VICTOR ROOT INC ALTOONA PA	20.0	14.00	20.0	7.00				3.50	3.50								10086396
1184		.VIKING CHEMICAL CO ROCKFORD IL		.500															10086809
1181		.WEINMAY PUMP CO'S PITTSBURGH PA		1.00															10088077
1820		.WESTINGHOUSE																	

DSW 012231

STLCOPCB4002156

-IN THOUSANDS OF POUNDS AND DOLLARS-

IN TENSANS OF POUNDS AND DOLLARS																		
Q	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 / MAJOR CPO-CP
	PYDRAUL 312-A															01857A	5761-313-17	
	25 TON MAJOR PYDRAUL 312A LB	18	2886	4712	1845	2180	455	435	453	423	309	68	1	1				
	PYDRAUL 230-A															01857A	4597-231-17	
1184	ANCHOR COUPLING CO LIBERTY IL		.047															00159665
1213	BETHLEHEM STEEL BETHLEHEM PA	6.00	6.11	6.00	2.04		2.04											10005580
1184	CALUMET STEEL CHIC HTS IL	15.0	4.56		3.56			3.56										10013194
1076	CANNERS OF E ARK N MEMPHIS ARK		.509															00272493
1200	CIBA PHARMACEUTIC SUMMERSET NJ		.141															00269875
1195	CUSTOM DEVCOAN CHARLOTTE NC		1.53															00255408
1121	UNIVERSAL CYCLOPS ST TITUSV PA		1.02															00228656
1222	DEPT DUPONT SEAFORD DE		.047															00181013
1974	JEAN STEEL INC MLSKOGEE OKLA				.188			.188										00179574
1976	FLORIDA STEEL INDIANTOWN FL		50.8		24.4		24.4											00227809
1180	JEBO MOTOR CO CANTON OH	.250	1.02	.250														00255950
1181	GM-CHEVROLET TERRACONDA NY	400																10032733
1953	A P GREEN REFACTORIES MEXIC MC		.141															00150711
1223	THE POLULES INC RADFORD VA				1.02		1.02											00123919
1184	INLAND STL 1 COLD STRP E CH IN		1.02															10040566
1923	M W KELLOGG DEANAH NB		.047															00126802
1124	KELSEY HAYES CO ROCKFORD IL	37.5	124	37.5	33.1	8.7	24.4											10043751
1153	SHVERN UP CO DETROIT MI		.507															00262498
1184	SHENAGO COMPANY CLEVEL OHIO		3.06															00214565
1184	STEVENSON SALES DAVENPORT IA		2.04		1.02		1.02											00254797
1955	TELLEBYNE ALLVAC FORGE NC		3.06															00242047
1966	GOALS UNASGND FOR BK THRU 1968	4.00		4.00														00168065
1975	GOALS UNASGND FOR BK THRU 1976	4.00		4.00														00166081
1955	GOALS UNASGND FOR BK THRU 1955	1.00		1.00														00266949
1966	U S STEEL BAYTOWN TX		15.3		23.9		8.1	15.8										00218049
	TOTAL PRODUCT * * * * * LB	468	261	52.8	85.2	8.7	57.0	19.5										4597-231-17
	25 TON MAJOR PYDRAUL 230A LB	18	468	261	52.8	85.2	8.7	57.0	19.5									
	PYDRAUL 135-A															01898A	4592-136-17	
1129	ALLIANCE MACHINE C ALLIANCE CH				1.05		1.05											00107743
1124	ANCHOR COUPLING CO LIBERTY IL		.049															00109665
1179	ARMCO STEEL ASHLAND KY		19.5		5.27		5.27											10006171
1923	ARMCO STEEL KANSAS CITY MO		21.1		10.5			10.5										10006198
1179	ARMCO STEEL MIDDLETOWN CH	7.50	54.8	7.50	10.5	5.27				5.27								10006228
1923	ARMCO STEEL HCCSTON TX		57.0															10006279
	PARENT COST. TOT-ARMCO STEEL MID	7.30	192	7.30	20.4	5.3	5.3	10.5		5.3								10006228
	DSW 012232																	

[illegible]

DSW 012233

STLCOPCB4002158

Q	S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	AIR CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GPO GP
		PYDPAUL 135-A															01898A		4592-136-17
1120		REPUBLIC STEEL CORP CLEVELAND OH	15.0	18.6	15.0	21.1	5.27		5.27	5.27	5.27								10067480
1120		REPUBLIC STEEL MASSILLON OH	3.75	2.64	3.75														10067499
1120		REPUBLIC STEEL WARREN OHIO	5.00	18.4	5.00	7.91	7.91												00221619
		PARENT COST. TOT-REPUBLIC STEEL	106	227	120	151	44.8	23.7	36.5	40.6	5.3								10067480
1122		REYNOLDS MET SHEFF LISTERH AL		17.4															00135992
1123		REYNOLDS METALS MESSINA NY	25.0	13.2	25.0	5.27	5.27												10067790
		PARENT COST. TOT-REYNOLDS METALS	25.0	30.6	25.0	5.27	5.27												10067782
1124		CHERRY BURRELL CEDAR RAPIDS IA		1.32		.392			.392										00150886
1124		CHERRY BURRELL CHICAGO IL		.343															00256730
		PARENT COST. TOT-ROBERTSHAW COOK		1.86		.392			.392										00045322
1120		SARATOGA HYDRALICS HOLLISTON TX		.294		.030	.030												00272507
1120		SHARON STEEL FARRELL PA	2.00	0.43	2.00	4.22			2.11	2.11									10072166
1120		SHOBER DIC REF BERTICA CA	11.0	23.2	11.0	5.49			6.32	3.18									00165379
1122		STAUFFER CHEM COBBS FERRY NY		.156															10075602
1122		STEWART MACHINE BIRMINGHAM AL		2.64															00257184
1128		TINKEN KELLER BEAR CANTON OH	17.5	63.5	17.5	26.4			13.2		13.2								10080193
1120		TUSCON ENTRY UNICK NJ		.527															00269352
1122		UDALS UNASGND FOR BK THRU 1932	7.00		7.00														00165654
1124		UDALS UNASGND FOR BK THRU 1974	3.00		3.00														00165697
1128		UDALS UNASGND FOR BK THRU 1968	40.0		40.0														00166065
1124		U S STEEL GARY INDIANA	450	87.0	200	39.0		15.8		15.8	7.4								10085233
1121		U S STEEL DRAVOSBURG PA	7.50		7.50														00244635
1121		U S STEEL IRVINE PENNSYLVANIA		15.8		1.05						1.05							10085268
1121		US STEEL JOHNSTOWN PA		3.69		2.11	1.05		1.05										00152048
		PARENT COST. TOT-U S STEEL NEW Y	456	106	208	40.1	1.1	15.8	1.1	15.8	7.4	1.1							00047724
1120		WARNER & SHASEY NEW PHILADE OH		3.60															00266213
1120		WASTE CNIFE SYSTEM HOLLISTON TX		.527		1.05	.927		.527										00232572
1121		WHEELING STEEL STEUBENVILLE OH	18.8	31.6	18.8														00094005
		TOTAL PRODUCT * * * * *	814	886	564	393	93	106	56	70	32	3							4592-136-17
		TS TOT MAJOR PYDPAUL 135A LB	814	886	564	393	93												

DSW 012234

STLCOPCB4002159

- IN THOUSANDS OF POUNDS AND DOLLARS -

PA C G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	Sales YTD FOR CUR YEAR	SALES CUR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAP GPO GP
	PYDRAUL 540B																01895A	6127-541-17
1124	ARCHON COUPLING CO LIBERTY IL		1.47															00109665
1574	DOCK CHEM RUSSELLVILLE AR	5.00	11.0	5.00	18.7					18.7								00182729
1855	DOCK CHEM AUFORA CO	7.20	15.4	7.20														00183369
	PARENT CUST. TOT-DOCK CHEM AUFORA	12.2	12.6	12.2	18.7					18.7								10022908
1122	GRAPHITE PRODUCTS BROOKFIELD CH				1.89	1.88												00273813
1222	READING METALS READING PA	3.00	2.02	3.00														00252220
1124	CONROYAL SOCIETY ARS JULIET ILL		1.06															00086703
	TOTAL PRODUCT * * * * *	15.2	127	15.2	18.9	.2				18.7								6127-541-17
	40 TOT MAJOR MISCELLANEOUS LE	15.2	127	15.2	18.9	.2				18.7								
	21 TOT SUB-CL SECOND GEN PYDR LB	4124	5580	2477	2602	601	598	568	494	355	65	1	1					
	TUREINCL-153																00531A	6124-000-17
1178	COLUMBIA GULF TRANS STANTON KY		21.2															00236438
1580	COLUMBIA GULF TRANS ALLXAND LA		15.1															00265144
1582	COLUMBIA GULF TRANS DELHI LA		24.2		1.82	1.82												00265152
1588	COLUMBIA GULF TRANS TVERNES FS		35.1		16.5											16.9		00265160
	PARENT CUST. TOT-COLUMBIA GAS KY		55.6		18.8	1.8										16.9		00047406
1583	GARDNER DENVER CO QUINCY IL		1.05															00227730
1250	POB SERV LLC - GAS LINDEN NJ		1.20															10065046
1588	TEXAS EASTERN CARVILLE KY		22.9															10079195
1586	TEXAS EASTERN LA ROSA LA		48.4															00157017
1588	TEXAS EASTERN WHITE CASTLE LA		12.1															00140333
1586	TEXAS EASTERN KOSCIUSKO MS		24.2															10079217
1580	TEXAS EASTERN YAZOO MS		21.6															00151831
1583	TEXAS EASTERN ALPUGH PA		29.3															00264393
1588	TEXAS EASTERN BECHTELSTOWN PA		10.5															10079233
1121	TEXAS EASTERN EAST WATERFORD P		10.3															10079241
1588	TEXAS EASTERN GREENSBURG PA		6.00															00155381
1583	TEXAS EASTERN GRANTVILLE PA		3.03															10079268
1580	TEXAS EASTERN SPEARMAN CALE PA		21.8															00155403
1580	TEXAS EASTERN LEBANON TN		12.1															00181951
1588	TEXAS EASTERN TRANS HOUSTON TX	50.0		50.0														00048186
1588	TEXAS EASTERN NEW WAVERLY TX		12.1															00233587
	PARENT CUST. TOT-TEXAS EASTERN T	50.0	244	50.0														00048186
	TOTAL PRODUCT * * * * *	50.0	342	50.0	18.8	1.8											16.9	6124-000-17
	DSW 012235																	

-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES C. 972	NAME OF PRODUCT/CUSTOMER	POTENTIAL	EAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GRD. GP.
	TURBINGL-153																0051A	6124-000-17
	41 TOT SUB-CL TURBINE LUBRICA LB	50.0	342	50.0	18.8	1.6											16.9	
	10 TOT CLASS PCB-PCY PYDRAULS LB	6437	12078	4496	4447	1057	979	1009	753	475	153	1	1			1	17	
	ARCCLOR 1221																00343B	1040-225-11
1983	DAARDAHL OIL ST LOUIS MO	20.0	9.36															00211915
	*WESTERN EATON SELVEN GETRCHIC		10.4															10088925
1287	SCIPA GEIGY CORP CRANSTON RI		10.0															10033008
1289	JE I DU PONT DE NEMO PARLIN NJ		0.50															10023866
1290	DR W HOLLINGSHEAD CAMDEN NJ		1.04															10030391
5200	NORTH AVER FAINT WAMAMASSA NJ		0.50															00242276
1270	NOFTON COMPANY WORCESTER MA		0.50															10050562
1280	PHOTOLASTIC INC PALVERA PA		0.50															10062602
1983	QUAKER OIL CORP ST LOUIS MO		7.80															10065674
	TOTAL PRODUCT * * * * * LB	20.0	44.3															1040-225-11
	ARCCLOR 1221B																01884A	1040-226-17
5200	JACOB CHEM INSUL NEW HAVEN CT		0.50		0.50	0.50												10001521
5200	WESTERN ELEC WECCT NJ				0.50	0.50												10000820
5200	JAMES RUBBER CO HAMBURG NJ		1.04		1.56	1.56												10005116
5200	KANSAS TECH IND DATESVILLE AR		20.8		11.4	11.4												00230086
5200	MUDAY CHEMICAL NATHRIUM WV		0.50		1.04	1.04	1.04											10053692
5200	STIPA PRODUCTS SAYREVILLE NJ				5.20	5.20												10040604
5200	BURDEN CARSON CALIF				0.50			0.50										10010403
5200	CELANESE COATINGS RIVERSIDE CA		0.50															10014689
5200	CELANESE CTGS LCLISVILLE KY		5.20		6.24	6.24												10014700
5200	CELANESE COATINGS NEWARK NJ		0.50		1.56	1.56												10014697
	PARENT COST. TOT-CELANESE CORP K		5.77		7.00	6.24	1.56											00045926
5200	*WALLED SOLV CARNEGIE CARNEGIE P				0.50	0.50												00127700
5200	*CLINT SOL SANTA FE SPR-CA		5.25		6.86		6.34	0.52										10015111
5200	CENTRAL SOL CHICAGO-CHICAGO IL		4.78		13.0		13.0											10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		4.78		13.0	13.0												10015138
5200	DIXIE SOL LOUISVILLE-LCLSVLE K				7.80	1.04	1.56	5.20										10022576
	TOT P-T DIXIE SOLVENTS * POUNDS				7.80	1.04	1.56	5.20										10022576
	DSW 012236																	

-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES CUST	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 / MAJOR GRP GP
	AKUCLOR 1221B																01884A	1040-226-17
5200	TEXAS SOLV CLEVELAND-CLEVELAND				1.04		1.04											10058953
5200	TEXAS SOL HOUSTON-HOUSTONTX																	10079373
	TOT P-T TEXAS SOLVENTS * POUNDS																	10079373
5200	TEXAS SOLV DALLAS-DALLASTX		4.16		2.08	2.08												10079411
	TOT P-T TEXAS SOLVENTS * POUNDS		4.16		2.08	2.08												10079411
5200	WESTERN EATON SOLVEN DETROIT		5.20		2.60		2.60											10088925
	PARENT CUST. TOT-CENTRAL SCL CHI		19.4		33.9	3.6	24.5	5.7										10015138
5200	CHEMICAL PRODUCT E PATERSON NJ		10.4		12.0	12.0												00217581
5200	CIBA GEIGY CORP DAYTON NJ		.500															00213926
5200	CIBA GEIGY CORP GRANSTON RI	380	20.0	380	15.0												15.0	10030668
	PARENT CUST. TOT-CIBA GEIGY CORP	380	20.5	380	15.0												15.0	10030633
5200	CONSTRUCTION ADRES PATERSON NJ		3.64		3.12	3.12												00115010
5200	COURTIS-YOUNG CORP PENSACOLA NJ		.520		.520	.520												10020530
5200	EATON ALLEN CORP BKLYN NY		1.04		1.34	.520	.520											10025141
5200	GEN LLC CONSTRUCTION OR		30.2															10031923
5200	GREAT WESTERN CHEM RICHMOND CA		5.20															10035473
5200	HARGREAVE INC BELLEVILLE NJ		.520		.520	.520												10036879
5200	J G CHEMISTS MURRAY KY		.520															00262935
5200	WALTER RAGUIRE PECKSKILL NY				.520		.520											00261823
5200	MANHATTAN ADRES BROOKLYN NY		1.04		1.34	1.04												10040419
5200	NORTH ABER PAINT RAMAPASSA NJ				.570	.570												00242276
5200	ORE-LUBE CORP COLLEGE PT NY				2.08	2.08												10059496
5200	POLYTECH CO ROCKAWAY NJ				.520	.520												00250759
1975	RADIATION SPECIAL CHARLOTTE NC				30.2					30.2								10065968
5200	SFERWIN MILLIAMS LOS ANGELES CA				.520	.520												00137839
5200	TELETYPE COAST PROSEAL COMP CA		.520															00263141
5200	UNION AMSCO TAMPA FL		.520		1.04	1.04												10004136
5200	UNION AMSCO TUCKER GA		10.9															10004551
5200	UNION AMSCO CARTERET NJ		7.80		10.4			10.4										10004179
5200	UNION AMSCO CONSHOHOC PA		1.56		4.16	4.16												10004241
5200	UNION AMSCO PROVIDENCE RI		2.08		1.04	1.04												10004535
	PARENT CUST. TOT-UNION OIL CO LLC		22.5		16.6	4.2	2.1	10.4										00047155
1700	U S GOVT GAITHERSBURG MD				.520		.520											10064121
5200	VALSPAR CORP NUTLEY NJ		2.60		2.08	2.08												00151548
	TOTAL PRODUCT * * * * * LB	380	147	380	119	52.6	34.4	16.6		30.2							15.0	1040-226-17
	DSW 012237																	

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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.	CUSTOMER / MAJOR CDD CP
1923	ARECLOR 1232																003458	1040-230-11
	.FINDETT SERVICE CO SAINT CH MO		51.2															00118583
	TOTAL PRODUCT * * * * *		51.2															1040-230-11
	ARECLOR DIST-1248																00356E	1040-260-11
1120	.INFONT CORP ST LOUIS MO																	10040639
1230	.ARACO INC DELAWARE OH		11.0															00250198
	.KODUMONT PRO FORT JENSON VAL PA		9.60															10052116
	TOTAL PRODUCT * * * * *		9.71															1040-260-11
	ARECLOR DIST 1262																003738	1040-300-11
1929	.SODYECO SODYECO MO		1.80															10074037
	TOTAL PRODUCT * * * * *		1.80															1040-300-11
	ARECLOR 5432-102 TOLUGL																01946A	1040-461-17
5220	.MO SOLV KANSAS CTY-KNS CTYMC		11.0															10053544
5220	.MO SOLV ST LOUIS-ST LOUIS MO *				2.75			2.75										10053552
	TOT P-T MO SOLV ST LOUIS * POUNDS				2.75			2.75										10053552
	PARENT CUST. TOT-CENTRAL SOL CHI		11.0		2.75			2.75										10015138
5220	.GEN ELEC CONSTRUCTION OH		57.9		340	30	30	30	77	173								10031923
	TOTAL PRODUCT * * * * *		109		343	30	30	33	77	173								1040-461-17
	ARECLOR DIST 5460																00385C	1040-480-11
1856	.ACENT SOL SANTA FE SPR-CAL																	10015111
5722	.MO SOLV KANSAS CTY-KNS CTYMC		20.0															10053544
	PARENT CUST. TOT-CENTRAL SOL CHI		20.0															10015138
1982	.CHAPMAN CHEMICAL CO MEMPHIS TN	1.50	3.00	1.50														10015391
1277	.COMMERCIAL STE FOREST HILL PA		1.500															00388927
1128	.NORTH ELECTRIC GALION OH		1.800															10058155
1220	.POLYMER CORP BALTIMORE MD		1.200															10063957
1856	.WYNN OIL CO AZUSA CALIFORNIA		49.4															10092434
	TOTAL PRODUCT * * * * *	1.50	73.7	1.50														1040-480-11
	DSW 012238																	

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DSW 012239

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Q	SIS REF	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 / MAJOR GRD GP
		DISC PCB PGT															02442J		9998-500-17
1262		.AMERICAN HYDROTRIP & WOODSTK CT		2.40															00237493
5200		.AMERICAN LACQUER TAMPA FL		2.00															10004039
5200		.ARF VOIT INC SANTA ANNA CA		2.50															10087590
5200		.AMERICAN METAL SEAL CARLSTD NJ		2.40															10004101
5200		.WESTERN ELEC CICEPS ILL		7.90															10068755
1170		.WESTERN ELEC IND INO		7.50															10068768
5200		.WESTERN ELEC WELLS ND		1.04															10088028
		PARENT COST. TOT-AMERICAN TEL &		5.33															00045160
1124		.ARMCO CORP ROCKFORD IL		7.50															00109517
1134		.ARMON STEEL ETIKANDA CA		10.5															00196142
5200		.ARNES RUBBER CO HAMBURG NJ	2.00	8.34	2.00	2.00	1.00	1.00											10005116
1933		.ARACLOA ALUM TERRE HALTE IN		10.0															10005346
5200		.ANDERSON OIL & CHEM PRILEANE CT		1.00		.050	.050												00186570
5200		.ANCHEM COMPANY PORTSMOUTH CHIC		1.00		.500	.500												10005573
5200		.A J K MILLER WINSTON SALEM NC		1.80															10006007
5200		.H AUGUESU & CO MANAFONECK NY				335				36	112	187							00278500
5200		.ARKANSAS TECH INC GATESVILLE AR		12.5															00236686
1174		.ARMCO STEEL ASHLAND KY		6.45															10006171
1933		.ARMCO STEEL KANSAS CITY MO		4.22															10006198
1134		.ARMCO STEEL MARION OH		10.0															00275646
1170		.ARMCO STEEL MIDDLETOWN OH		72.4															10006228
1121		.ARMCO STEEL BUTLER PA		2.50															10006280
1933		.ARMCO STEEL HOUSTON TX		40.1															10006279
		PARENT COST. TOT-ARMCO STEEL MID		136															10006228
5200		.JOHN L ARMSTRONG NEWARK NJ		2.00															10006287
5200		.ARMOUR-DIAL MELROSE PARK IL		2.10															00245372
5200		.ARMOUR-DIAL MEMPHIS TN		14.4		12.0			12.0										10006414
		PARENT COST. TOT-ARMOUR CC CRICA		16.5		12.0			12.0										00161950
1262		.ARMSTRONG CORR LANCASTER PA		1.35															10006430
1124		.ARROW ACME WEBSTER CITY IA		1.00															10006635
5200		.ARWOOD CORP GROTON CT		10.5		18.1	1.50	1.50		7.10	4.00	4.00							10006740
5200		.ARWOOD CORP TILTON NH		11.0		12.0			1.50	4.50	3.00	3.00							10006759

DSW 012240

STLCOPCB4002165

Q	S	P	C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	PAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CPO CO
				DISC PCH PUT															G24428		9998-00J-17
0200				.ATLANTIC VARNISH RICHMOND VA		.200															00187925
0200				.BASE HYANDUITE CARLSBAD NJ		.750		.400		.400											00233099
0200				.BASIC ALUM CAST CLEVELAND OH		7.50															10018409
0200				.MIDWAY CHEMICAL KATHLEEN WV		2.08															10053692
0200				.BERNARDSEY PAPER DIV CHICAGO IL		2.50															10000603
0200				.BELL & HOWELL CO CHICAGO IL		10.0															10009040
0200				.FRYE COPYSYSTEM DES MOINES IA		8.70															00119296
0200				.BELKAY CO INC FARMINGDALE NJ		3.30		12.0	12.0												10009111
0200				.MORGAN ADHESIVES CO STON GH		.100															10055334
0200				.BEST BROTHERS SINKING SPRGS PA		.150															00273244
0200				.BETHLEHEM STEEL BETHLEHEM PA		12.7															10009568
0200				.BETHLEHEM STEEL SEATTLE WA		4.66															10009596
				PARENT COST. TOT-BETHLEHEM STEEL		17.6															00045578
0200				.DETOSIA CORPORATION NEWARK N J		.300															00212385
0200				.SIGMA PRODUCTS SAYREVILLE NJ		80.9		65.0	24.0	41.0											10040604
0200				.CLAMP PROCESS TALLMADGE OHIO		.050															00216577
0200				.BURTON ARTH BOHRN DIV ADRIAN MI		2.00															00181586
0200				.BURDEN PEABODY MA		.600															10010411
0200				.BERGEN RIDGEMEX NJ		.137		46.3		46.3											10010602
0200				.BURDEN BROOKLYN NY		1.04															10010543
				PARENT COST. TOT-BURDEN COLUMBUS		139		46.3		46.3											10010586
0200				.CALUMET STEEL CHIC HTS IL		11.7															10013194
0200				.DRIGGS STRATTON MILWAUKEE WI		48.0															10011442
0200				.BROOKS BLUE CORP CANICA MA		.520															00235935
0200				.IN A BRIDER & SONS PHILADEL PA		.300															10012057
0200				.BRUNING PAINT CO BALTIMORE MD		2.10		1.00	1.00												10012058
0200				.DRESCH WELLMAN ELFORE OH		1.50															00151114
0200				.BOUD CO GARY IND		5.00															10012325
0200				.BOUD CO DETROIT MI		10.0															00151122
0200				.BOUD CO FORT WASHINGTON PA		.500															10012260
0200				.BOUD CO PHILADELPHIA PA																	

DSW 012241

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DSW 012242

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DSW 012243

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NO.	CUST	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GROWTH FOR CURR YEAR	SALES COMP YTD	IN THOUSANDS OF DOLLARS												COST TO MAINTAIN C/P
							JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
		DISC PCB PCY														024428	9998-000-17		
12E7		.DIEA GETTY CORP CRANSTON RI		665													10018668		
1173		.CARLISLE CH-CINTI MIL CINTI CH		39.3													10018984		
1178		.CINCINNATI MILACRON CINTI CH		148		5.00			5.00								10018827		
		PARENT COST. TOT-CINCINNATI MILA		187		5.00			5.00								10018827		
11E3		.CLIFF CONTROLLER DETROIT MICH		2.65													00178578		
5210		.CLIFF CO CICERO IL		.100													00240425		
10E6		.CLON BRAKES CAST CLOVERDALE CA		3.00													00153761		
11E3		.CLON PRODUCTS CLEVELAND OHIO		2.50													10054974		
19E3		.CLYDE EQUIPMENT CO ST LOUIS MO		.118													10017327		
52E3		.COATINGS & CHEM CHGO ILL		.800		.100		.100									10017440		
12E2		.CODEN COMPANY THOMPSON ME		3.00													00240478		
12E2		.COLLOID CHEM CEDAR KNOLLS NJ		.220													10017777		
52E3		.COGNINE PRESS CLINTON MA		210		90.0	30.0	30.0	30.0								10017831		
12E2		.COLONIAL SAND KINGSTON NY		13.2													00262358		
1277		.COOSEN CO SHERVILLE MA		.320													00243523		
1178		.CULT INDUST ELIZABETHTOWN KY		2.40													00218308		
52E3		.COLUMBIA PAINT JERSEY CITY NJ		2400													00210684		
52E3		.COLUMBIA KON & CARON GLEN C NY		.650													10018056		
52E3		.CORNELY CORPORATION TULSA OK		1.17													10018390		
52E3		.CON LUX PAINT PROD EDISON NJ		.400		.200	.200										00114952		
19E3		.CONSOLIDATED ALUM LAKE CHAR LA		12.2													00235024		
19E2		.CONSOL ALUMINUM JACKSON TN		8.00													10018455		
19E2		.CONSOL ALUMINUM JR JOHNSVL TN		25.0													10018463		
		PARENT COST. TOT=CONSOL ALUMINUM		45.2													10018455		
52E2		.CONSULTANTED EDISON ASTORIA NY		5.16													00152439		
52E3		.CONSTRUCTION ACRES PATERSON NJ		2.08													00115010		
11E4		.CONTINENTAL CAN ELK GROVE IL		1.50													00234850		
12E3		.CONTINENTAL CAN MILLTOWN NJ		1.00													00235318		
11E8		.CONTINENTAL CAN CLEVELAND OH		2400													00235304		
52E3		.CONTINENTAL CAN VAN WERT OH		20.4		25.0	25.0										00220787		
12E3		.CONTINENTAL CAN CO READING PA		12.0		35.0		18.0	17.0								10018978		

STLCOPCB4002169

01131-A: DIRECT #2
01/05/73

MICO SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

- IN THOUSANDS OF POUNDS AND DOLLARS -

NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAP QAO GP
	DISC PCB PCT															0244	28	9998-000-17
0200	CONSUM WHEEL INC WASHINGTON IL		.600															00244585
0201	CONDO LABS CHICAGO IL		.100															00254584
0202	CRIST MACHINERY ALBUQUERQUE NM		.588															00251311
0203	CRUCIBLE STEEL SYRACUSE NY		1.20															10020387
0204	CURTIS MFG ST LOUIS MO		.200															10020522
0205	CURTIS-YOUNG CORP PENSACOLA FL		1.04															10020530
0206	CUSTOM BEVECAN CHARLOTTE NC		1.05															00255408
0207	UNIVERSAL CYCLOPS ST TITUS PA		1.20															00228056
0208	DAISY HEDDEN ROGERS AR		4.00															00115762
0209	DALLAS DIE CASTING DALLAS TX		2.00															10020905
0210	DAVIS PAINT MFG LYNCHBURG VA		.750		.200	.200												00226214
0211	DAYTON MALLEABLE IRON IANTA CH		.500															10021227
0212	G R T FOUNDRY DIV DAYTON OH		.500															10030277
0213	META HOLD ALUM CEDARBURG WI		1.50															10051827
	PARENT COST. TOT-DAYTON MALLEABL		11.0															00046634
0214	DEL PAINT - MFG CKLA CITY CK		.600		.600	.600												10021303
0215	DELMAN DIE CAST GARDENA CALIF		.990															00170354
0216	DELSEY SANITATION GARDEN NJ		.600															00246506
0217	DELTA DIE CASTING ADDISON IL	4.00	1.29	4.00														10021650
0218	DENNISON MFG FRAMINGHAM MA		.500		.150	.150												10021782
0219	DEXTER CORP HAYWARD CA		4.20															00230847
0220	DEXTER CHLM FIDLAND ROCKY H CT		3.60															10015596
0221	DILCAST MFG SOUTH EL MONTE CA		.490															00220116
0222	DOW BASISCH ANDERSON SC		.120															00116572
0223	DOW CHEM RUSSELLVILLE AR		24.3															00182729
0224	DOW CHEM TURRANCE CA		3.00															10022843
0225	DOW CHEM ACRORA CO		5.34															00183569
0226	*DOW CHEM FREEPORT TEXAS *		.110															10022932
0227	DOW CURNING REVECK MI		1.20															00225096
	PARENT COST. TOT-DOW CHEM FIDLAN		33.9															10022908
0228	E A DREYFUS ELISON NJ		.662															00159417
0229	DRIVER-HARRIS CO HARRISON NJ		.800															10023262
0230	DUNHAMSTEEN TOOL & DIE TUCUONA		.500															00234112
0231	FRANK W DORNE CO CARLAND CC		.050															00263613
0232	E I DUPONT NEWPORT DE				.590	.590												10023556
0233	E I DUPONT WILMINGTON DE		4.00															10023564
0234	E I DU PONT DE DEEP WATER NJ		10.6															10023823
0235	E I DU PONT DE NEMO PARLIN NJ		.250															10023866
0236	E I DU PONT DE NEMO PHILA PA		.050															10023963
0237	E I DU PONT DE NEMO ORANGE TX		16.8															10024064
	DSW 012245																	

STLCOPCB4002170

-IN THOUSANDS OF DOLLARS AND CENTS-

SALES G.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR CDO GP
	DISC PCB PCT															024	28	9998-000-17
5200	E I DUPONT MEMORS STRANG TX		3.00															10024072
	PARENT COST. TOT-E I DUPONT WILM		20.7		.590	.590												10023564
5210	DURA COMMODITIES HARRISON NY		.050															00266167
5178	DUPIRON COMPANY DAYTON OHIO		.360															10024307
5200	DURKEE ATWOOD MPLS MN		2.08															10024315
1866	DURUM INSTRUMENTS PALMISTO CA		.177															00254878
1816	DUVAL STEERITA SARASOTA AZ		6.00															00186945
1903	DYNAMIC FORGE CORP OXFORD NH		3.00															00130714
5200	DYNASOL CHEM BALTIMORE MD		.150															10024437
1121	EASTMAN KODAK CO RUCHESTER NY		.100		.600			.600										10025125
5200	TENN EASTMAN KINGSPORT TENN		.200															10078547
5200	TEXAS EASTMAN CO LONGVIEW TX		.116															10079292
	PARENT COST. TOT-EASTMAN KODAK C		.116		.600			.600										10025125
5210	EATON ALLEN CORP BKLYN NY		5.44															10025141
1123	EATON YALE - TOWNE BTL CRK MI	.500	.845	.500														10025168
5200	ECA CORP HICKORY NC		.520															00264865
1101	EDWARDS HIGH VACUUM GRAND T NY																	00117412
1178	ELAND CORP XENIA OH		.500															00117463
5200	ELECTROLEX OIL GREENRICH CT		7.50															10025818
5210	ENVIV MFG CORP BRIDGEPORT CT		27.0															10025796
1866	ELM MONTIC CHLM PASADENA CA		.600															00253286
5200	BEAUNIT FIBERS CHILDERSBURGH AL		1.94															10008070
5100	ELWELL PARKER ELLC CLEVEL OH		2.50															10026040
5200	EMERSONOGRAPH PROCESS BKLYN NY		.600															10026059
5200	EMERSON CORNING INC CANTON MA		1.80		2.40	2.40												00047171
5184	EMERSON ELECTRIC RACINE WISC		2.00															00216801
5100	EMPIRE DIE CASTING CLEVEL OH		.800															10026156
5200	ENGICOTT JOHNSON ENGICOTT NY		.600															10026202
5200	ENGLEHARD INDUSTRIES NEWARK NJ		.600															00117706
5200	ENGINEERED YARNS COVENTRY RI		3.00		1.00	1.00												10026318
5200	ENTERPRISE LITTLE ROCK AR		.550		1.05	1.10		.55										00117900
5200	ENTERPRISE PAINTS PLAINFIELD NJ		.500		.250		.250											00261173
5210	ENVIROCHEMICS CO PARAPMONT CA		.850															00249645
5200	ENVAIR INC GAKERSFIELD CA		.250		.050	.050												00260819
5200	EPXYLETTE EL MONTE CA		.060															00117927
1806	ESCO CORP PORTLAND OR		.500															00248509
5200	ESSEX CHEM CO MIRAMON CA		20.2		5.00	5.00												10026709
5200	ESSEX CHEM SAYREVILLE NJ		39.5		25.2		25.2											10026687
	PARENT COST. TOT-ESSEX CHEM BALT		59.7		30.8	5.6	25.2											10026679
5200	EVANS ADHESIVES COLUMBUS OH		4.00		2.20	2.20												00211788
	DSW 012246																	

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DSW 012247

STLCOPCB4002172

M. G. #		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJOR GRD. GP
		DISC PLU PCT																	9998-COC-17
5200		H B FULLER COMPANY EDISON NJ		.150															10029996
5200		H B FULLER MEMPHIS TN		7.50															10030056
5200		H B FULLER CO CINCINNATI OH				2.25				2.25									00214302
		PARENT COST. TOT-H B FULLER ST P		905		177	30	31	114	2									10030072
1178		POSITIVE CORP CINCINNATI OH		700															00235938
5200		GARD IND ELK GROVE ILL		4.50		1.50		1.50											10030420
1180		GM-DELCO BATTERY ANAHEIM CA		6.00															10032911
1180		GM-DELCO Remy ANDERSON IN		6.00															10032601
1178		GM-CENTRAL FOUNDRY DEERFIELD IN		147															10032792
1180		GM-DELCO RADIC KICKING IN		20.00															10032852
1180		GM-DELCO BATTERY MUNCIE IN		8.00															10032828
1183		GM-CHEVROLET DAY CITY MI		121															00164542
1183		GM-AC SPARK PLUG FLINT MI		26.0															00246794
1183		GM-QUICK FLINT MI		59.0															10032555
1183		GM-PONTIAC PONTIAC MI		88.0															10032562
1183		GM-CHEVY GREY IRON SAGINAW MI		48.0															10032571
1183		GM-CENTRAL FOUNDRY SAGINAW MI		1.00															10032814
1200		GM-NEK DEPARTURE CLARK NJ		10.0															10032357
1181		GM-CHEVROLET BUFFALO NY	18.8	8.95	18.8														10032849
1181		GM-CHEVROLET TENAWANDA NY		3.23															10032733
1180		GM-CENTRAL FOUNDRY DEPTANCE OH		15.0															10032822
		PARENT COST. TOT-GENERAL MOTORS	18.8	571	18.8														00157279
5204		GENL ELEC FORT SMITH AR		1.00															10031583
5200		GEN ELEC DANVILLE IL		4.00		2.00	2.00												10031403
1183		GEN ELEC EDSALL FT WAYNE IN		1.00															10031685
5200		GEN ELEC CHELSEA MA		.600															10031540
1925		GEN ELEC HENDERSONVILLE NC																	10031414
5200		GEN ELEC FORT EDWARDS NY		8.32	</														

STLCOPCB4002173

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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 / MAJOR CPO GP
	DISC PCB PCT															024428		9998-000-17
5203	SCIENTEX CORP CARBONDALE PA		2.40		1.60	1.00	.60											10033268
5200	AP D GEORGE COMPANY ST LOUIS MO		2.27		1.80	.60	1.20											10033276
5200	GEORGIA INST-TECH ATLANTA GA		.520															00246492
1189	GERITY SCHULTZ CORP TOLEDO OH		37.5															00166429
5200	GIBSON HOFMAN CO CLEVELAND OH		.350															10033535
5200	GILBERT SPRUANCE PHILA PA		.600															100374819
1183	GILMORE IND INC CLEVELAND OH		4.30															00244775
1252	GIM METAL PROD CARLE PLACE NY		4.00															00190323
1026	IN C GINTHER GAS PLT GILLETE NY		1.80															00232815
5200	GOLDEN STAR POL NO KAN CITY MO		.050															10034027
5200	B F GOODRICH AVON LAKE OH		.600															10034132
5200	B F GOODRICH AKRON OH		.050															10034191
5200	B F GOODRICH PORT NECHES TX		16.2															00231177
	PARENT COST. TOT-B F GOODRICH AK		16.5															10034191
5200	GOODYEAR TIRE NIAGARA FALLS NY		8.00															00148067
1188	GOODYEAR TIRE AKRON OH		.600		3.60		3.60											10034698
5200	GOODYEAR TIRE ST MARYS OH		.100		.550	.050												10034728
	PARENT COST. TOT-GOODYEAR TIRE A		8.90		3.65	.05	3.60											10034696
1170	GOUDIS CHEMICALS SHARONVIL OH		.800															00115785
1252	W R GRACE PARCO CHEM FORDS NJ		10.5															10035066
5200	W R GRACE PARCO LINDEN NJ		.350															10048753
5200	W R GRACE N BERGEN NJ		36.0		6.00		6.00											10034965
5200	W R GRACE HOLSTON TX		12.0															00260665
	PARENT COST. TOT-W R GRACE NEW Y		59.5		6.00		6.00											00045489
5200	GREAT WESTERN CHEM OAKLAND CA		1.50															10035485
5200	GREAT WESTERN CHEM RICHMOND CA		22.1		2.50	2.50												10035473
5200	GREAT WESTERN CHEM TIGARD OR		54.0															10035511
5200	GREAT WESTERN CHEM SEATTLE WA		6.15		8.00		3.50	4.50										10035546
	PARENT COST. TOT-GREAT WESTERN C		83.7		10.5	2.50	3.50	4.50										00276022
5200	GUDEMAN CO CHICAGO ILL		2.40															10035937
1013	GULF STATE TUBE ROSENBERG TX		9.50															10036127
5200	GULTON INDUSTRIES METUCHEN NJ		.250															10036143
5200	GUYAN RACH CO LEGAN NY		.150															00246029
5200	HAMRE ASSOCIATES COLUMBIA SC		.100															00261845
1016	HANNA NICKLE SPECT RIDDLE CR		15.5															10036747
5200	HARDMAN INC BELLEVILLE NJ		10.1		4.13	4.13												10036879
	DSW 012249																	

IN THOUSANDS OF POUNDS AND DOLLARS																			
PAGE	SIC CODE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GPO GP
		DISC PUB PCT															0244	28	9998-000-17
621	1889	HARTIN PT - FILLER KEARNEY NJ		.750		.050			.050										10037018
		HARVILL MACHINE CORONA CA		1.00															00253995
		HARVILL MACHINE PEARIS CA		2.50															00170461
		PARENT CUST. TOT-HARVILL PACIFIC		3.50															00170461
621	1113	HASKELL CHEM RICHMOND VA		.050															10037085
		HAVENLY PRODUCTS CO DETROIT MI		1.50															10037190
		HAYS MFG ERIE PA		1.00	1.00														00123692
		HEAKEL INC HOBOKEN NJ		.000															00222100
621	1220	HERCULES WILKINGTON DE		.100															10037557
		HERCULES INC RADFORD VA		1.05															00123919
		PARENT CUST. TOT-HERCULES WILMIN		1.15															10037557
1887		HONEYWELL INC GARDENA CA		4.00															10038529
1872		HONEYWELL INC FOPKINS FINN		10.00															00157317
		HONEYWELL NEW BRIGHTON MA		15.0															10038561
		PARENT CUST. TOT-HONEYWELL INC S		29.0															00046450
1222		HOOKER CHEM HICKSVILLE NY		3.60															10038677
1974		HOT SPRING JR SPD HOT SPRING A		1.00															00211052
1280		HOWMET CORP DOVER NJ		3.60															00251976
1829		HUBBELL LIGHTING CO BURBANK CA		2.00															10037277
6200		HURON RUBBER CO PT HUREN MI		5.00	2.50	2.50													00262188
1829		HUYATT DIE CASTING - ENG CYPR CA		4.19															00151378
1253		HYDRAULIC SERVICE CHELTENHP FA		1.00															00236675
6211		IET AMERICA INC ATLAS POINT LE		2.03															10037283
6211		ILLINOIS ADHESIVE CHICAGO IL		206	63.0	43.0	20.0												10040319
6200		ILLI BRONZE POW LAKE ZURISH IL		5.00	2.50	2.50													10040335
6201		INDURALL COATINGS BIRMINGHAM AL		1.00	.500	.500													00125423
1125		INDUSTRIAL CASTINGS CLEV OH		3.00															10040272
6200		INDUST LATEX WALLINGTON NJ		.50															

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SIS REF	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 / MAJOR GRD GP
		DISC PLS PCT															02442B		9998-000-17
1239		INTL CAST PROD GARDENA CA		4.98															10041171
1271		INTL FUELING BEDFORD MA		1.20															00260614
1124		INTL HARVESTER CHICAGO IL		43.50															00215929
5200		SOLAR DIV INTL FAK SAN DIEG CA		.100		.050		.050											00136363
		PARENT CUST. TOT-INTL HARVESTER		43.1		.050		.050											10041279
5211		STRESEN-REUTER BENSENVILLE, ILL		.180		.150			.150										10076420
1252		INTL PAPER SOMERVILLE MA		2.00															00170496
5200		UNIVERSITY OF IOWA IA CITY IA		.050															00197513
1000		STRECO INDUSTRIES EUGENE OR		16.5															00243420
1252		ISLIP TOWN OF HOLBROOK NY		6.00															00238308
1889		ITT CANNON FEE SANTA ANA CA		2.50															10042127
5200		ITT SUPRENT CLINTON MASS		.250															00223239
		PARENT CUST. TOT-ITT NEW YORK NY		2.75															00044512
5200		JAMESTOWN FINISHES JAMSTN NY		6.50															10042313
1121		JEFFREY MANF FALLETIMBER PA		4.84															00243351
5200		JET-SHAPES INC ROCKLEIGH NJ		3.00	1.50	1.50													00253162
5200		JTG CHEMISTS MURRAY KY		.520															00262935
1252		JOHNSON-JOHNSON NA BRUNSWICK NJ		.350															10042533
5211		PERMACEL NEW BRUNSWICK NJ		12.5	9.50	4.75		4.75											100361946
		PARENT CUST. TOT-JOHNSON-JOHNSON NA		12.6	9.50	4.75		4.75											10042933
5200		JOHNS MANVILLE PARKVILLE NJ		.550															10042895
5200		JORDON PAINT FOREST PARK ILL		1.00															00164755
5200		JOSLYN MFG DEERFIELD PARK IL		1.65	3.00	3.00													00270253
5211		JOSLYN MFG CO CHICAGO IL		1.70															10043166
5200		JOSLYN MFG & SUPPLY ELFA NY		1.35	.900	.900													00260094
1000		KAISER ALUM & CH PLEASANTON CA		1.29															00213047
1000		KAISER ALUM-CHEM TACOMA WASH		1.25															00154256
5200		KAISER GYPSUM ANTIPOCH CALIF		.100															00263257
		PARENT CUST. TOT-KAISER INDUST P		2.68															00045610
5200		KANSAS PT - COLOR WICHITA KS		.600															10043476
2222		KANECKT BERYLCO BOYERTOWN PA																	10043549
5200		KEE LUX MFG ROCHESTER NY		.100															00048925
5200		KELLEY CHEMICAL CO TRENTON NJ		.050															00197789
1124		KELSEY HAYSE CO ROCKFORD IL		42.0															10043751
1123		KELSEY HAYSE CO DETROIT MI		10.0															00212032
		PARENT CUST. TOT-KELSEY HAYSE CO		52.0															00212032
		DSW 012251																	

SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	DATE YTD FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAG. GFD. GP
	DISC PCS PCT																024428	9998-000-17
5214	.KENDALL CO BARRINGTON IL		.200															10043794
5203	.KENT PLASTICS EVANSVILLE IN		.600															10043748
5153	.KIEFSTROM INC GRAND RAPIDS MI		.500															00244157
5200	.KUEHLER MCCLISTER PT DENVER CO		1.83															10044842
5154	.KUPAREK-GREAVES ROSEMONT IL		.138															00244759
5208	.KUPPERS COMPANY RICHMOND CA		31.0															10044753
5200	.KUPPERS COMPANY NEWARK NJ		30.0		9.00	9.00												10044790
5202	.KUPPERS CO BRIDGEVILLE PA		3.60															10044820
	PARENT CUST. TOT-KOPPLRS CO PITT		64.6		9.00	9.00												00044571
5209	.KRISTAL KRAFT INC PALMETTO FL		4.16															00237981
5184	.KUX MACH DES PLAINES ILL		1.00															10044995
5202	.LAMB COMPANY ALTAVISTA VA		4.27															10045383
5184	.LAVA CORP CHICAGO IL				22.0					22.0								00127385
5181	.ELECTROMELT CORP PITTSBURG PA		.184															00253768
5094	.LEE METAL PROD ARLINGTON TX		.600															00257000
5183	.LESTER INDUSTRIES INC BEDFORD C		40.0															10046033
5200	.L'ECL WHITE METALS CARLSTADT NJ		1.00															00215538
5200	.L N P POLYMERS TECHNOLOG PA		13.7		11.5	11.5												00200981
5207	.LOS ANGELES DIE LOS ANGELES CA		6.95															00127906
5207	.LUDRIZOL CORP WICKLIFFE CHIC		.100															00080825
5100	.LYONS DIECASTING HOLLAND MI		2.00															00128112
5083	.LYONS DIECASTING BUCKNER MO		5.00															10047625
	PARENT CUST. TOT-LYONS DIECASTIN		7.00															10047625
5200	.MAAS & WALDSTEIN NEWARK NJ		3.59															00120252
5200	.MACOMERID WATERBURY CON		.050															00186959
5200	.MAEIE CROS FRANKLIN PARK IL		2.50															10048036
5277	.MAGNESTON CASTING H P MA		9.00															10048075
5200	.WALTER MACUIRE PEESKILL NY		1.72		.200	.200												00261323
5082	.MALLORY CAPACITOR WAYNESBOR TN		44.7															

DSW 012252

STLCOPCB4002177

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DSW 012253

STLCOPCB4002178

SALES OFFICE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	PAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MFG GP/ CP
	DISC PCB PCT															024428		9998-000-17
1823	MOTOROLA INC PEECENIX AZ		12.7															10055571
5200	M R PLASTICS MARYLAND HTS MD		.500															10047708
5210	MUNTERS CORP FT MEYERS FL		.700		3.00			3.00										00264512
1124	MURPHY OIL EL BURAOU AR		12.7															00049220
1872	MURPHY OIL CORP RHINE WISC		12.0															00220914
	PARENT CUST. TOT-MURPHY OIL EL D		24.7															00049220
5213	NASHUA-DUTCH BRAND CHICAGO IL		13.6															00152900
1277	NASHUA CORP MERRIMAC NH		256		44.0	50.2		6.2										00245240
	PARENT CUST. TOT-NASHUA CORPCRAI		272		44.0	50.2		6.2										10056055
5200	NATL BRONZE POWR FRANKLIN PK I		.400		.200			.200										00182974
1176	NATL CASH REGIS DAYTON OH		.347															10050349
1178	NATL CASH REG CO PORTAGE WI		.506															00094145
	PARENT CUST. TOT-NATL CASH REGIS		.853															10056349
5200	NATIONAL CHE & PL BALTIMORE MD		.300															00210978
1123	POLYMER DISP FAIRPORT MORTCH				.050			.050										10063922
1178	U S IND CHEM DIV CINCINNATI OH		.050															00143365
	PARENT CUST. TOT-NATL DISTILLERS		.050		.050			.050										00044702
5200	NATL EXPANSION JOINT OAKLAND CA		3.40		1.80	1.80												00263907
1826	NATL METALLURG SPRINGFIELD CR		1.00															00224472
5200	NATL STARCH BOUND BROOK NJ		.304															00086976
5113	NATL STARCH FINDERNE NJ		.100		128	64.0	32.0	32.0										00269751
1252	NATL STARCH PLAINFIELD NJ		56.0															10056969
	PARENT CUST. TOT-NATL STARCH - C		520		128	64.0	32.0	32.0										00044814
5200	NAZAR RUBBER CO TOLLEDO OH		7.20		1.80		1.20	.60										10057140
1253	NEUSCHWITZ ENG LOS ANGE CA		1.00															00131458
1252	NEW ENGLAND PETROL KINGSTON NY		46.4															00255068
5200	NEW YORK BRONZE LEIZASSER NJ		1.50															00216755
5200	NORTH AMER PAINT WANAAMASSA NJ		1.62		.450	.450												00242276
5200	NORTH ELECTRIC CATION CH		2.10		.500	.500												10050153
1872	NORTHERN HALL IRON ST PAUL MN	.650	1.29	.650														10056279
5200	NOVI CO KENNETT SC PA		.38.5		21.0	21.0												10055903
1859	OAK MFG LOS ANGELES CA		.645															10058775

DSW 012254

STLCOPCB4002179

-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES C.G.	POTENTIAL	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES/DOLLAR FOR CASH YEAR	SALES CURR YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR PROD GR
		DISC PCB PCT															0244	28	9998-000-17
1128		JOHN CRASS HANSFIELD OH		4.00															00146809
1124		CLIN CORP JULIET IL		3.00															00243604
1128		CLIN CORP CHAL GF		1.50															10059178
		PARENT COST. TOT-CLIN CORP NYC N		4.50															00044865
5213		JOE-LONE CORP COLLEGE PT NY		8.84															10059496
1273		OSWEGO CASTING OSWEGO NY		1.29															10059674
1124		GALE PROD CO GALESBURG IL		34.7															10050331
1124		JOHNSON MOTORS MAUREGAN IL		78.7															10042976
		PARENT COST. TOT-CLTBOARD MARINE		113															00044873
1813		OWENS ILLINOIS LOS ANGELES CA		1.20															10059879
1128		OWENS ILL TCECO CH		1.38															10059933
		PARENT COST. TOT-OWENS ILL TCECO		1.34															10059933
1574		DOZARK MARONING TULSA OK		1.65															00257338
1123		PARKER HANNIFIN CISEGO MICH		2.00															00080005
5200		PARK-RIME PLATE FLUSHING LI NY		1.050															00178398
1128		PARK-UNIT IND CLEV CLEVELAN CH		3.00															00132942
1277		PEASELEY PROD STRATFORD CT		1.00															10081237
1605		PECO MFG CO INC PORTLAND OR		2.00															00228575
5207		PERM REFINERY CLEVELAND OH		3.30															10061520
1222		PENNAULT CO KING OF PRUSSIA PA		1.80															10061547
1613		PERITO LAY CO LOS ANGELES CA		1.000															10029606
1574		PERMANENT CASING HOT SPRING AR		1.500															00161071
1000		PHILLIPS OIL SANITATE SPRING CA		1.500															00244104
1574		PHILLIPS PET BARTLESVILLE OK		1.100															10062659
5200		PILGER - STEVENS KIMBERTON PA		1.80		90.0		60.0	30.0										10062926
1222		PITT-CONSUL CHEM NEWARK NJ		1.80															00133930
1222		POLAKOID CORP CAMBRIDGE MA		1.180															00155136
5207		POLYANNA CORP BUTLER PA		1.600															00260159
1222		POLYMER CORP READING PA		1.360															10063949
5200		POLYMERIC SYSTEMS POTTSTOWN PA		2.59															00270679
5200		POLYMER INDUSTRIES STAMFORD CT																	00183563
5200		POLYPLASTEX UNITED CHICO CA		1.100															00264365
5200		POLYPLASTEX UNITED PINELLAS FL		7.00		2.00	2.00												00134422
		PARENT COST. TOT-POLY PLASTEX UN		7.10		2.00	2.00												00134309
5200		POLYTECH CO RECKAWAY NJ		4.56		1.00		1.00											00250759
5200		PUTTER CO WESSON MS		1.80															10064287
		DSW 012255																	

M	G	SYS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YR.	SALES CUM YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD. GP.
			LISC PCB PCT															024428		9998-000-17
1124			.POWERS REGULATORS SKOKIE ILL		500															10064325
5213			.NATL STARCH BLOOMFIELD NJ		172		63.1				63.1									10063221
5215			.PPG EAST POINT CA		1.04															10063442
1528			.PPG LAKE CHARLES LA		1.80															00281697
			PARENT COST. TOT-PPG PITTSBURGH		175		63.1				62.1									10063345
5217			.PRECISION CAST PARTS PORTLAN C				54.0				54.0									00227080
1974			.PRESCOTTITE-TTCO EL DORADO AR		245															10041507
1270			.PRESTOLITE-WICO W. SPRINGFIELD		2.50															00134094
1252			.PRINCETON CH PRINCETON NJ		590		590	590												10024627
1110			.PROCESS EQUIP ENG TIPP CITY OH		500															00230950
1072			.PFAFFIN PAPER GREEN BAY WISC		500															00216127
5216			.PRODUCTS RESEARCH BURBANK CAL		1.78															00045756
5215			.PRODS RESEARCH GLENDALE CA		625		24.8		24.8											10064058
5215			.PRODS RESEARCH GLUCESTER NJ		107		171	70.8	99.7											10064864
			PARENT COST. TOT-PRODUCTS RESEAR		171		195	71	124											00045756
5215			.PROTEX INDUSTRIES DENVER CO		1.00															00255742
5207			.PURTX CORP WILMINGTON CA				050	050												10065445
5365			.QUALITY COMPONENTS RIDGWAY PA				950			.950										00270588
1525			.RADIATOR SPECIAL CHARLOTTE NC				54.6					54.6								10065788
1287			.RALSTON PURINA MECHANICSBURG PA		1.08															00209997
1285			.RANGER DIE CAST LYNNWOOD CA		2.00															10066336
5200			.RAYBESTOS MANHA STRATFORD CT		21.0		6.00	0.00												10066409
5200			.RAYCLAU TOGES MERID PK CA		050															10066484
1128			.R & I CO NILES OH		5.38															00135437
1201			.RAPADINO AND EQUIP READING PA		2.12															10066703
5214			.RED SPOT PAINT EVANSVILLE IN		3.00		1.30	1.30												10066727
1500			.REICHHELD CHEM JACKSONVILLE FL		240															00155225
1222			.REICHHELD CHEM ELIZABETH NJ		1.20															10067081
1151			.REICHHELD CHEM NIAGRA FALLS NY		1.20															10067197
			PARENT COST. TOT-REICHHELD CHEM		4.80															00045713
5200			.REILLY TAX-CHEM INDIANAPOLIS I		5.50															00206547
5200			.I REISS CO EL																	

DSW 012256

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MICO SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES GROSS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GEO. GP
	DISC PCB PCT																024428	9998-000-17
5210	REPUBLIC PRO MILS MEDIA OHIO		700		.200		.200											00164240
1124	REPUBLIC STEEL CORP SU CHGO IL		48.2															10067456
1121	REPUBLIC STEEL BUFFALO NY		1.61															10067464
1128	REPUBLIC STEEL CANTON OH		10.1															10067472
1126	REPUBLIC STEEL CORP CLEVEL OH		12.4															10067480
1123	REPUBLIC STEEL MASSILLON OH		7.69															10067499
1128	REPUBLIC STEEL WARREN OHIO		5.38															00221619
	PARENT COST. TOT-REPUBLIC STEEL		91.4															10067480
5203	FILERFILL INC EVANSVILLE IN		88.0		22.0			22.0										10027748
1504	REYNOLDS METALS CLM SPGS AR		2.00															10067855
1273	REYNOLDS METALS MESSENA NY		25.5															10067790
	PARENT COST. TOT-REYNOLDS METALS		27.5															10067782
5205	RICHARDSON PAINT PHILADE PA		1.80		1.20	1.20												00224450
1273	RIDCO CASTING CO GEN FALLS RI		1.50															10058150
1124	SCHERRY BURRELL CEDAR RAPIDS IA		4.09															00150806
1273	ROBERTSHAW CONTAIL MILFORD CT		.275															00136239
	PARENT COST. TOT-ROBERTSHAW CCNT		4.37															00045322
1178	ROCKWELL MFG RUSSELVILLE KY		28.0															10068762
5205	G P ROESER CARPASKA PA		5.55															10068800
1123	ROPER CORP MT GILEAD OH		9.00															00248584
1128	GEORGE D ROPER NEWARK OH		34.0															10069033
	PARENT COST. TOT-GEORGE D ROPER		43.0															10069033
5210	RUBBER MILLERS BALTIMORE MD		.125															00250341
5210	SAMPSON PAINT RICHMOND VA		6.00		1.00		1.00											00251712
5210	SELT SANDMAN CO WORCESTER MA		.100		.050	.050												00220621
5210	SARGAND ELEC PICKENS SC		1.07															10070783
5210	SCHWELER CO NORTH FELD PA		.150															10071216
5210	SCHWARTZ CH LONG ISL CTY NY		.520															00137375
5210	GEIDODEN CO BALTIMORE MD		.600		.150	.150												10033810
5210	GLIDODEN CO READING PA		3.05															10033886
	PARENT COST. TOT-S C M CORP CCRT		3.65		.150	.150												00045454
5210	SEAGUARD CHEM TEXAS MD		.850		.350		.350											10030887
5210	DE SOTO INC BERKELEY CA		5.00															10021871
5210	DE SOTO INC DES PLAINES IL		.050															10021928
	DSW 012257																	

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-IN THOUSANDS OF DOLLARS-

SALES CUST ID	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 / MAJOR GRD GP
	PARENT CUST. TOT-SEARS ROEBUCK C		5.05															00045276
	DISC PCB PCT															024428		9998-000-17
5200	SHALLCROSS CO PHIL PA		.050		.050		.050											10072093
1158	SHIMMEL STEEL PARKELL PA		6.15															10072168
5200	SHERWIN WILLIAMS LOS ANGE CA		1.22															00137839
1184	SHERWIN WILLIAMS CHGO IL		2.00															10072654
5200	SHERWIN WILLIAMS GIBBSBURG NJ		.200		.050	.050												10072697
5200	SHERWIN WILLIAMS CLEVELAND OH		62.4		6.00	6.00												10072794
	PARENT CUST. TOT-SHERWIN WILLIAMS		65.8		6.05	6.05												10072794
5200	ARTHUR C STAS WILTON CT		.050		.050	.050												00263931
1866	AIKRESEARCH MFG CO TURKANCE CAL		7.20															10001501
5200	SILIGOND PRO ARLINGTON MA		.800															10072999
5200	SIMPLIX WIRE CABL N BERNICK ME		.050															00230316
1200	SINGER CO ELIZ NJ		15.0															10073294
1200	SINGER CO SOMMERVILLE NJ		1.00															00155322
	PARENT CUST. TOT-SINGER CO NYC N		16.0															00045330
1128	SKRL DIECASTING IN EASTLAKE CH		4.00															00138185
1863	SK K S CASTING CO BERKELEY CAL		1.00															00193631
5200	SMITH ALSUP PT TERRE HAUTE IN		.225															10073545
5200	SMITHS CONST SUPPLY CONESSE GA		2.15		1.00	1.00												00240894
5200	SOLAR COMPOUNDS LINDEN NJ		131		31.5	31.5												10073766
5200	SCHNEIDER DIELO BELLEVILLE NJ		6.20															10073804
1227	SOUTHERN ALPHES RICHMOND VA		6.00															10073975
1222	SOUTHERN CONT COR DEER PARK NY		.600															00168084
1953	SOUTHERN MFG CO AURORA MO		.645															00244341
5200	SOUTHEAST CHEM SAN ANTONIO TX		.100															00232300
1574	SOUTHWESTERN DIE CAST FT SMTH AR		1.50															00244406
1178	SOUTHWIRE ALUM HANESVILLE KY		1.00															00216552
5200	SOVEREIGN CHEMICAL PATTERSON NJ		.500															00259608
1259	SPARTAN CASTINGS GUERN PARK CA		1.00															00230969
5200	SPECIALTY COAT CO ELKGRV VI IL		.690															10074584
1574	SPINDAZ INC RUSSELLVILLE AR		.500															00251143
1200	SPRAUT WALDRON MUNCY PA		2.00															10074800
5200	ST CLAIR RUBBER MARYSVILLE MI		.600		15.0	12.5	2.5											10075244
5200	ST REGIS PAPER RIDGETOWN CH				.600	.600												10063841
5200	STACKPOLE CARBON ST MARYS PA				24.0				15.0		9.0							10074843
5200	A E STALEY HARRISON NJ		.050															00257354
5200	CHEVRON RES RICHMOND CALIF		.100															10016401
1866	HUMBLE OIL REF BENICIA CA		10.2															00165379
	DSW 012258																	

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DSW 012259

STLCOPCB4002184

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SUBSTANTIAL FOR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAP GPO
		DISC PCB PCT																024428	9998-100-17
1100		TELCO SERVICE CLEVELAND OH		.538															00251429
5200		TELEDYNE COAST PROSEAL COMF CA		.520															00263141
5200		TELEDYNE COAST PROSEAL PHEC PA		12.0															00269648
5200		TELEDYNE ALLVAC MUNKIE NC		2.63															00242047
1500		TERA METALLURG CORP KIMBLE TN		2.00															00160122
1200		TERRELL CORP WILM MASS		1.90															10078411
5200		TEXAS EASTERN LONGVIEW TX		24.0															10079284
1500		TEXAS INSTRUMENTS DALLAS TEX		.230															10079314
5200		TEXTORE EXACTO ECKHART IND		1.20															00262501
1100		PARAMOUNT DIE ST JOSEPH MICH		7.00															00148016
5200		THIOLCH CHEM TRENTON NJ		.150															10075799
5200		THIOLCH CHEM WAYNESBORO VA		.200															00225940
		PARENT COST. TOT-THIOLCH CHEM CO		.350															00046981
5200		TIGERALS FLOORING ONEIDA TN		.350															00251232
1100		TIT DEE PRODUCTS INC DAYTON OH		1.50															10080134
1100		TITKEN HULLER BEAR CANTON CH		4.00															10080193
5200		TITANITE INC UNION NJ		.400															10080231
1500		TOLU INC SANTA ANA CA		.645															00140910
5200		TRANSPARENT-WAX TITUSVILLE PA		.600															00251240
5200		TRENCO MFG CLEVELAND OH		31.9		9.00	9.00												10080940
1100		TREX INC MINERVA CH		1.20															00141267
5200		ULTRA CHEM INC WILMINGTON DELA		.700		.000	.600												00162914
1500		UNION CARB CORP SAVANNAH GA		1.10															10080199
5200		UNION CARBIDE SC BRUNSWICK NJ		.150															00260215
5200		UNION CARBIDE TRFT LOUISIANA		3.12															00080665
5200		UNION CARBIDE BOARD BROCK NJ		.500		.050	.050												10081823
5200		UNION CARB CORP TARRYTOW NY		.050															00141763
5200		UNION CARB CORP CLEVELAND OH		.050															10081653
5200		UNION CARBIDE SISTERSV KY		2.40															00141652
		PARENT COST. TOT-UNION CARBIDE C		5.92		.050	.050												00045705
5200		UNION AMSCO MIAMI FL		1.56															10084160
5200		UNION AMSCO TAMPA FL		1.64															10084136
5200		UNION AMSCO TUCKER GA		.128		35.0	25.0	10.0											10084551
5200		UNION AMSCO PALATINE IL		15.4															10084233
5200		UNION AMSCO CHARLETT NC		57.6		15.0	15.0												10084152
5200		UNION AMSCO CLIFTON NJ		.451															00247898
5200		UNION AMSCO CARESTADT NJ		2.40															00256358
5200		UNION AMSCO CARTERET NJ		685		351	60	99	192										10084179
5200		UNION AMSCO CONSHOHOCK PA		502		207	97.2	33.9	76.3										10084241
5200		UNION AMSCO PROVIDENCE RI		167		84.5		59.7		24.8									10084535
		DSW 012260																	

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DSW 012261

STLCOPCB4002186

PA. G.		SIS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR TOP CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAP GPD GP
			DISC PCB PCT															024	28	9998-000-17
222			WESTVACO CORPORATION OH		600															0025635
222			WHEELING CORRUGAT JAMESBURG NJ		300															00217409
111			WHEELING STEEL STEUBENVILLE OH		17.2															00094005
			PARENT COST. TOT-WHEELING STEEL		14.2															00047082
100			PEAT DIV-WHITTAKER NORWALK CA		5.48															00193089
020			BURGE WILLIAMS LAB JOPLIN MO		550															00243302
100			WILSON DIECASTING GRAIN VEV MO		1.10															00232041
100			WINDSOR PLASTICS EVANSVILLE IN				050	050												00161439
222			WITCO CHEM PERTH AMBOY NJ		1.80															10091126
100			WITHROW DIE CAST N HOLLYWOOD CA		2.50															00094012
020			WUHN H KITTE - SCH BURLINGTON IA		1.90		500	500												10091195
222			WORCESTER POLYTECH WORCESTER MA		110															00256382
020			WORELO CARPET DALTON GA		2.80															00249005
100			WYNN OIL CO AZUSA CALIFORNIA		72.0		63.6	63.6												10092434
020			WYNN OIL CO CINCINNATI OH		6.80															00275407
			PARENT COST. TOT-WYNN OIL CO AZO		78.6		63.6	63.6												10092434
100			YER NICKERATIC HOLLAND MI		300															00089877
020			YATES MFG CHICAGO ILLINOIS		707		736	133	74	74	156	298								10092531
020			ZENITH PROD SCHILLER PARK ILL		15.0		5.00	5.00												00167049
			TOTAL PRODUCT * * * * * LB	272	20846	46.9	6769	1477	1866	1878	534	430	585							9998-000-17
			20 TCT CLASS PCT PLASTICIZERS LB	673	21283	428	7231	1560	1931	1927	611	632	585					15		
			17 TOT PG PCB/PCT DR.C.PATCH LE	7114	35881	4928	12424	2645	2952	2975	1644	1232	737	1	39	94	138	17	15	

DSM 012262

DSW 012262

STLCOPCB4002187

EXHIBIT H

DSW 012263

STLCOPCB4002188

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G #		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. ID / MAJ. C&D GP
		W. UTIL-ELECTRICS C. PATCH																	
		ARTICULAR 1016															02250A		1040-016-10
1270		ALROVUX-BELLVIL NEW BELFORD MA	1500	1840	1500	1915	129	222	180	156	203	172	90	314	90	181	91	85	00294438
1231		ALSTERN ELECTRIC ALLENTOWN PA		.055															00269638
1232		BALDOR ELEC RIDGEVILLE SC		1.80															00298581
1233		CAPACITOR SPECIST ESCONDIDO CA	75.0	81.6	75.0	101	10.8	7.2	7.2	14.4	9.6	9.6	4.8	9.6	9.6	12.0	4.2	1.8	00181374
1234		CAROLINA CAPACITOR RIDGEVILL SC	50.0		50.0														00309826
1270		TOBE DEUTSCHMAN LABS CANTON MA				1.80											1.80		00335568
1234		ELECTRICAL UTILIT LA SALLE IL	1000	1250	1000	986	162	44	85	124	84	82	42	85	86	129	42		10025745
1232		UNIV MFG CORP BRIDGEPORT CT	1400	1361	1400	1080	193	91		178	92	89	83	90		182		92	10025796
1237		UNIV MFG CORP TOWSON NJ	1100	913	1100	870	93.3		89.8	76.6	78.7	91.5	77.2	89.9	90.8	90.6	91.3		00165018
PARENT CUST. TOT-ELECTRICAL COR			2500	2274	2500	1950	276	91	90	255	171	181	160	180	91	273	91	92	10025796
1235		ELECTRO MAGNET FT PALM ALTC CA	1.20	1.20	1.20	1.20				.600				.600					00287040
1270		CORNELL DUB ELEC N BEDFORD MAS	1400	1423	1400	1536	92	213	91	167	170	175	91	176	90	91	182		00086746
1232		GEN ELEC ROME GA				.600				.600									10031281
1273		GEN ELEC FORT EDWARDS NY		6763		6418	857	579	664	569	626	569	564	469	474	376	479	192	00249467
1273		GEN ELEC HUDSON FALLS NY	9700	2471	9700	2280	188	192	191	191	191	284	381	1	191	189	188	94	10031931
PARENT CUST. TOT-GEN ELEC SCFREC			9700	5234	9700	8699	1045	770	856	761	817	853	945	470	665	564	668	287	10559474
1134		COLEMAN CO CHICAGO ILL		2.40															10035937
1000		HIGH ENERGY INC SAN DIEGO CA		6.00															00295892
1237		HIGH ENERGY HALVERK PA	300	175	300	129		41.6			42.4							45.4	10037964
1232		JARD COMPANY INC BENNINGTON VT	900	563	900	677	84		169	81	80	90		90		82			00183830
1232		MALCOLM CAPACITOR WAYNESBOR TH	1200	1548	1200	1003	191	90	95	181	169		89		96			92	00216143
1233		MCGRAW EDISON PWR FERNDALE MI		10.8		7.20		1.20						6.00					00302279
1237		MCGRAW EDISON GREENWICH SC	700	467	700	791	181	92	45	44	91	218	52	91	89	90		86	00240696
MONSANTO LOS ANGELES CA																			00148822
MONSANTO-SPEC-LOS ANGELES CA																			00309362
PARENT CUST. TOT-MONSANTO CORP S																			00047147
1277		SANDERS ASSOC WASHUA NH		.600															00046701
1257		SANDAMO ELEC PICKENS SC	900	632	900	717		95.6	44.0	64.6	90.1	44.8	89.9		94.1		97.5	96.4	10070783
1252		SPRAGUE ELEC N ADAMS MA	1200	1275	1200	902	93		92	80	79	115	81	184	87			92	10074770
1250		WESTINGHOUSE ELEC BENICIA CA		.600		.600			.600										00319406
1270		WESTINGHOUSE BLOOMINGTON IND	2500	2143	2500	2420	93	192	92	256	180	284	184	284	190	180	194	290	10089786
1233		WESTINGHOUSE TERRE HAUTE IN		2.40		1.20		.600						.600					00283096
1239		WESTINGHOUSE-LIGHT-DIV CLEV OH	150	65.4	150	12.0					12.0								10089441
1232		WESTINGHOUSE RESEARCH PITTS PA		1.20		.600									.600				00252433
PARENT CUST. TOT-WESTINGHOUSE EL			2650	2212	2650	2411	93	193	93	256	168	284	184	285	191	180	194	290	00047740
DSW 012264																			

DSW 012264

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1974

PAGE 211

-IN THOUSANDS OF POUNDS AND DOLLARS-

Q R	S R	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 / MAJOR CDD. GP.
		AROCUR 1016															02250A		1040-016-16
1234		YORK CAPACITOR CORP BRKLYN NY UNMATCHED FREIGHT	100	132	100	132	26.4		26.4		26.4		26.4				26.4		10092590 99999999
		TOTAL PRODUCT * * * * * LB	24176	23531	24176	21941	2384	1676	1873	2185	2200	2223	1753	1890	1587	1603	1396	1171	1040-016-16
		02250A * * * * *																	
		AROCUR 1242															00349C		1040-240-16
1270		CORNELL DUB ELEC N BEDFORD MAS		91.1															00086746
1272		GEN ELEC FORT EDWARDS NY		288															00249467
1273		GEN ELEC HOUSON FALLS NY		96.6															10031931
		PARENT CUST. TOT-GEN ELEC SCHNEC		384															10599474
1274		RAYTHEON CO CANTON MASS		3.00		1.80								1.80					00299006
1275		SPRAGUE ELEC N ADAMS MA		92.3															10074770
1276		WESTINGHOUSE BLOOMINGTON IND UNMATCHED FREIGHT		95.7															10089786 99999999
		TOTAL PRODUCT * * * * * LB		666		1.80								1.80					1040-240-16
		00349C * * * * *																	
		AROCUR 1254															00351C		1040-280-16
1270		AEROVOX-BELLVIL NEW BEDFORD MA		7.20		16.8		3.60			2.40				3.60		3.60	3.60	00294438
1271		WESTERN ELECTRIC ALLENTOWN PA		0.60															00269638
1272		AXEL ELECTRONICS JAMAICA NY		7.20		3.60									2.40		1.20		10007739
1270		CORNELL DUB ELEC N BEDFORD MAS		12.0		12.0	6.00		6.00										00086746
1274		FILTRON CO INC FLUSHING NY	20.0		20.0														10027861
1275		GEN ELEC PITTSFIELD MA		2.58															10031761
1277		HIGH ENERGY MALVERN PA		6.00		6.00			6.00										10037964
1277		LITE CIRCUIT BREAKER PHIL PA				.120											.120		10042054
1277		MCGRAW EDISON GREENWICH SC		1.80		3.60								3.60					00250896
1277		R F INTERIMICS BAYSHORE LI NY		9.00		15.0				1.20	3.60	1.20	2.40	3.60			3.00		00335673
1277		SARGENT ELEC PICKENS SC UNMATCHED FREIGHT	75.0	70.2	75.0	15.6	5.40		5.40			1.20			1.20			2.40	10070783 99999999
		TOTAL PRODUCT * * * * * LB	95.0	116	95.0	72.7	11.4	3.6	17.4	1.2	6.0	2.4	2.4	7.2	7.2		7.9	6.0	1040-280-16
		00351C * * * * *																	
		CAPACITOR 21															00343C		1040-225-16
1273		GEN ELEC FORT EDWARDS NY	30.0	35.4	30.0	57.2	5.2	5.2	10.4		7.3		8.3	5.2	5.2			10.4	00249467
		TOTAL PRODUCT * * * * * LB	30.0	35.4	30.0	57.2	5.2	5.2	10.4		7.3		8.3	5.2	5.2			10.4	1040-225-16
		00343C * * * * *																	
		DSW 012265																	

- IN THOUSANDS OF POUNDS AND DOLLARS -

W	SLS	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 / MAJOR GR. GP.
		CAPACITOR ARCOLLOR 1489															02586A		1040-017-16
1230		CAPACITOR SPECIALT ESCUNDIDO CA				2.95		.59						.59			1.18	.59	00181374
1234		ELECTRICAL UTILIT LA SALLE IL				8.65						8.85							10025745
1273		GEN ELEC HUDSON FALLS NY				.590										.590			10031931
1257		SANGAMO ELEC PICKENS SC		.590															10070783
		TOTAL PRODUCT * * * * * LB		.590		12.4		.59				8.85		.59		.59	1.18	.59	1040-017-16
		02586A * * * * *																	
		INERTEEN 54201 KJ															02283A		1050-218-16
1178		WESTINGHOUSE BLOOMINGTON IND		25.9															10089786
		TOTAL PRODUCT * * * * * LB		25.9															1050-218-16
		02283A * * * * *		6.59															
		DS TOT MAJOR ARCOLLOR LB	24301	24375	24301	22085	2400	1685	1901	2186	2213	2234	1763	1905	1600	1603	1405	1188	
		CAPACITOR FLUID 1475															02585A		1040-018-16
1230		CAPACITOR SPECIALT ESCUNDIDO CA				.448		.448											00181374
1234		MALLORY CAPACITOR WAYNESBOR TN				8.96											8.96		00216143
		TOTAL PRODUCT * * * * * LB				9.41		.45										8.96	1040-018-16
		02585A * * * * *																	
		CAPACITOR FLUID 1588															02622A		1040-019-16
1232		UNIV AFC CORP BRIDGEPORT CT				.470										.470			10025796
1270		CORNELL DUB ELEC N BELFORD MAS				.470											.470		00086746
1237		PIER CAPACITORS PASSAIC NJ				.045								.045					00329606
1234		INDUSTRIAL CONDENSER CHICAGO IL				.090							.090						00327719
		TOTAL PRODUCT * * * * * LB				1.08							.090	.045		.470		.470	1040-019-16
		02602A * * * * *																	
		DS TOT CLASS CAPACITOR FLUID LB	24301	24375	24301	22095	2400	1686	1901	2186	2213	2234	1763	1905	1600	1604	1405	1197	
		INERTEEN 70-30															00360A		1050-210-16
1233		MALLIS-CHALMERS SPRINGFIELD IL				1.35	1.35												00315486
1237		JOEEL DIV ENVIROTECH LEGAN PA	500	448	500	249	127		27	48								47	00255489
1234		CATERPILLAR TRACTOR MORTON IL																	00295744
1234		CATERPILLAR TRACT E PEORIA IL																	10014530
		PARENT COST. TOT-CATERPILLAR TRA																	10014549
1050		AYDIN ENERGY SYS PALO ALTO CA	1.30	13.5	1.30	110						55.9	8.8	45.2					10026253
		DSW 012266																	

A C C T		SIS REP	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.	CUSTOMER / MAJOR GRD GP.
			INTERTEEN 70-30															003	50A	1050-210-14
1	34		SESSEX ELEC ENG BENSENVILLE IL		14.8															00299987
1	237		FEDERAL PAC ELEC NEWARK NJ		.360															10027527
1	353		FEDERAL PACIFIC EL MILPITAS CA				4.04	4.04												00153389
			PARENT CUST. TOT-FED PAC ELEC NE		.360		4.04	4.04												10027527
1	353		GEN ELECTRIC SACRAMENTO CA		1.35															10031451
1	222		GLN ELEC SUPPLY NEW BEDFORD MA				2.70											2.70		00338249
			PARENT CUST. TOT-GEN ELEC SCHREC		1.35		2.70											2.70		10599474
1	353		GLENN CO PACHECO CA				12.1		1.3		10.8									00320404
1	237		HAZELTINE CORP GREENLAWN LI NY																	00287229
1	324		HELENA CORP HELENA AL		75.5		130		27.0					20.2	14.8		37.7	30.3		00308757
1	353		HEVI-DUTY ELEC COLOSORO NC	200	354	200	358	53.9	27.0	50.2		33.3	29.2	29.7		23.6	32.0	30.5	52.8	00087963
1	237		ITE IMPERIAL HANCOCKS BRDG NJ		.720															00294640
1	237		ITE CIRCUIT BREAKER PHIL PA		660		1.35											1.35		10042054
			PARENT CUST. TOT-ITE CIRCUIT BRE		661		1.35											1.35		10042054
1	74		ITE IMPERIAL OKLAHOMA CITY OK		2.70		2.70	2.70												00308196
1	237		ITE IMPERIAL LOS ANGELES CA		1.44															00301116
1	74		ITE IMPERIAL JACKSONVILLE FL		2.60															00306134
1	353		ITE IMPERIAL HONOLULU HAWAII		1.80															00296163
1	354		ITE IMPERIAL MORRIS IL		.360															00300314
1	78		ITE IMPERIAL BARDSTOWN KY		.360															00296120
1	237		ITE IMPERIAL CORP TRENTON NJ				3.37				3.37									00323381
1	232		ITE IMPERIAL STATES ISL NY				1.35											1.35		00336823
1	74		ITE IMPERIAL TORONTO ONT				.674			.674										00284025
1	353		ITE IMPERIAL DEER PARK TX		4.72															00305669
			PARENT CUST. TOT-ITE CIRCUIT BRE		12.3		5.39				.67	3.37							1.35	10042054
1	7																			

DSW 012267

M.	C.	SLS REP	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 / MAJOR GP-GR.
			INTERTECH 70-30															00360A		1050-210-16
1980			H K PORTER BELMONT CA	50.0	71.4	50.0	130	7.4	3.4	1.3	3.4	2.7	31.7	49.2	8.1	6.1	7.4	5.4	4.0	10064155
1981			H K PORTER CO LYNCHBURG VA		13.5															00311065
			H K PORTER CHIPPEWA FALLS WI				4.72										.67	4.04		00334456
			PARENT CUST. TOT-H K PORTER PITT	50.0	84.9	50.0	135	7.4	3.4	1.3	3.4	2.7	31.7	49.2	8.1	6.1	8.1	9.4	4.0	00045012
1982			RESEARCH CUTTLE BOUND BROCK NJ	800	566	800	610	40			40	138		98			86		207	10067537
1983			KRANE CO LACROSSE WISC																	00326534
1984			STANDARD TRANSF CO MELZONI MS		27.0		6.74				6.74									00295280
1985			STD TRANSFORMER WARREN CH	400	208	400	204					55.7			50.0		49.4	48.4		10075319
1986			STANDARD TRANSFORMER REDFORD OR	50.0	62.5	50.0	260				10.1	49.7	99.7		50.3				50.5	00216283
			PARENT CUST. TOT-TRANSCO CO CHIC	450	417	450	471				17	105	100		100		49	48	51	00090298
1987			UNIVERSAL VOLTRONICS MT KRI NY		14.8															00284297
1988			H E OPTIGRAFF MFG SCOTTDALE PA	150	49.6	150	60.8				10.8				50.0					10085713
1989			WESTINGHOUSE BOX 6098-BIRMINGHAM AL				.074									.674				00332887
1990			WESTINGHOUSE ELECT MOBILE AL				2.02				2.02									00223047
1991			WESTINGHOUSE EL SCOTTSBORO AL				.060									.060				00332360
1992			WESTINGHOUSE EL HOT SPRGS AR		.674															00308706
1993			WESTINGHOUSE EL JACKSONVILLE AR				7.41						7.41							00326558
1994			WESTINGHOUSE PHOENIX ARIZONA		13.5		13.5			13.5										10089367
1995			WESTINGHOUSE ELEC OCEANOGRAPHY CA	10.0	2.70	10.0	3.37					3.37								00145076
1996			WESTINGHOUSE ELE SUP CAMINO CA		1.35															00295671
1997			WESTINGHOUSE ELE SUP DAVIS CA		.360															00293555
1998			WESTINGHOUSE EMERYVILLE CALIF	5.00	3.37	5.00	11.1			.12			9.44	.18			1.35	1.35	1.35	10089921
1999			WESTINGHOUSE ELE HEALDSBURG CA		3.72		3.48					2.40	1.08							00306851
2000			WESTINGHOUSE LOS ANGELES CA	2.00	.674	2.00														00280313
2001			WESTINGHOUSE ELEC KIRKUS CA		.674															00301655
2002			WESTINGHOUSE RIVERSIDE CA		.120		.360			.360										00312428
2003			WESTINGHOUSE SAN FRANCISCO CAL		7.41		.674								.674					00185603
2004			WESTINGHOUSE-ELE STOCKTON CA		2.70															00307785
2005			WESTINGHOUSE SAN JOSE CA				.120</													

DSW 012268

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IN G.	SS REP	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. / MAJ. GRD. GP.
		INCREAS 70-30															00360A	1050-210-18	
1275		WESTINGHOUSE ELEC PENSACOLA FL		2.70														00295876	
1276		WESTINGHOUSE TAMPA FL				2.70						2.70						00266140	
1277		WESTINGHOUSE W ATL ATLANTA GA				20.9		9.44	1.35		4.04		2.02	4.04				00145157	
1278		WESTINGHOUSE-ATLANTA-KENNE GA				2.70								2.70				00276243	
1279		WESTINGHOUSE ELE SAVANNAH GA		2.16		13.5	4.04	2.70			6.74							00308692	
1280		WESTINGHOUSE ELEC CHARLES CY I				1.35							1.35					00328022	
1281		WESTINGHOUSE ELEC CENEA ID				3.37									3.37			00334669	
1282		WESTINGHOUSE EL SODA SPRGS ID				4.70						.66		4.04				00326348	
1283		WESTINGHOUSE BEARDSTOWN IL		.674														00295337	
1284		WESTINGHOUSE BELVIDERE IL		.720														00300551	
1285		WESTINGHOUSE CHICAGO IL		.674		3.37							3.37					00276480	
1286		WESTINGHOUSE CHICAGO ILLINOIS		10.1		8.76			.67		4.04			4.04				10089611	
1287		WESTINGHOUSE DECATUR ILL				10.1					6.74				3.37			00323594	
1288		WESTINGHOUSE MAYWOOD IL		20.7		26.0	4.80	3.06		2.34		6.84					9.00	00279927	
1289		WESTINGHOUSE ELECT MORRIS IL				1.35	1.35											00316865	
1290		WESTINGHOUSE QUINCY IL		.674														00308102	
1291		WESTINGHOUSE TUSCULA ILL		2.02		2.02					.67	1.35						00262560	
1292		WESTINGHOUSE ELEC WAUKEGAN IL				.674					.674							00324574	
1293		WESTINGHOUSE ELE GARY IN		1.08		.360					.360							00306185	
1294		WESTINGHOUSE INDIANAPOLIS IND		.674		1.35						1.35						10069468	
1295		WESTINGHOUSE ELE TOPEKA KS		.120														00305723	
1296		WESTINGHOUSE ELE HAWESVILLE KY				2.70			2.70									00323586	
1297		WESTINGHOUSE EL BATON ROUGE LA		2.02		1.35							1.35					00316358	
1298		WESTINGHOUSE EL LK CHARLES LA				.674										.674		00333859	
1299		WESTINGHOUSE NEW ORLEANS LA		.720														00285234	
1300		WESTINGHOUSE ELE NEW IBERIA LA				.674											.674	00336890	
1301		WESTINGHOUSE ELEC OAKDALE LA				.240					.240							00325198	
1302		WESTINGHOUSE																	

DSW 012269

STLCOPCB4002194

M C Y	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	IN THOUSANDS OF DOLLARS				IN THOUSANDS OF POUNDS AND DOLLARS												CUST. ID / MAJR. GPD. GP
				LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.		
		INTERTECH 70-30														00360A	1050-210-16			
1933		WESTINGHOUSE APPL REP KC MO		2.70													10089603			
1933		WESTINGHOUSE ST LO ST LOUIS MO		13.3		.360						.360					00287571			
1933		WESTINGHOUSE ELECTRIC TAYLORVILLE MS		.074													00314099			
1933		WESTINGHOUSE ELECT CHAMPAIGN IL				.674						.674					00330612			
1933		WESTINGHOUSE EL SUP BUTNER NC				.240		.240									00318353			
1933		WESTINGHOUSE CHARLOTTE NC		7.77		19.5		1.3		11.5		6.1			.7		00145319			
1933		WESTINGHOUSE ELE GREENSBORO NC		1.35													00304581			
1933		WESTINGHOUSE EL HIGH POINT NC				.120			.120								00321818			
1933		WESTINGHOUSE EL PORTSMOUTH NH				4.72		4.72									00319325			
1933		WESTINGHOUSE HILLSIDE NJ		4.72		.854			.854								10089417			
1933		WESTINGHOUSE ELE BRIDGEPORT NY		.120													00304018			
1933		WESTINGHOUSE HILLSIDE COLLEGE PT NY		16.9													00283126			
1933		WESTINGHOUSE ELEC CUBA NY		9.44		2.02		2.02									00312320			
1933		WESTINGHOUSE EL LOCKPORT NY				1.35								1.35			00333794			
1933		WESTINGHOUSE ELECTRIC NYC NY		2.70													00047740			
1933		WESTINGHOUSE-CHGO-NEW YORK NY				6.74				6.74							00322350			
1933		WESTINGHOUSE EL COLUMBUS OH		.674		2.02					2.02						00314218			
1933		WESTINGHOUSE CINCINNATI OHIO		5.39		5.39		2.02				3.37					10089425			
1933		WESTINGHOUSE DAYTON OHIO		.720													00261122			
1933		WESTINGHOUSE ELEC MARIETTA OH		.240													00301108			
1933		WESTINGHOUSE ENG SANDUSKY OH				.720		.720									00320471			
1933		WESTINGHOUSE ELEC TOLEDO OH				2.70								2.70			00334626			
1933		WESTINGHOUSE ELEC TULSA OK		.674											.674		00338114			
1933		WESTINGHOUSE-REPAIR-PORTLAND OR				4.72							2.70			2.02	00332178			
1933		WESTINGHOUSE EL PORTLAND OR				5.39				.67				4.72			10089123			
1933		WESTINGHOUSE ELEC RAINIER OR		7.41													00301812			
1933		WESTINGHOUSE EL BRIDGEFALL PA				2.10		1.20								.90	00319368			
1933		WESTINGHOUSE EL FLEETWOOD PA		.300													00314277			
1933		WESTINGHOUSE-WILKS BR-PHILA PA		</																

DSW 012270

STLCOPCB4002195

M C		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRD CP
		INERTEEN 70-30															003	0A	1050-210-16
1	31	WESTINGHOUSE FAIRMONT WV		1.35															10089913
1	32	WESTINGHOUSE ELEC SUP GARY IN				.300											.300		00335436
1	33	WESTINGHOUSE EL HUNTINGTON WV				.150			.180										00321486
1	34	WESTINGHOUSE ELEC PURSGLOVE WV				1.35	1.35												00316997
1	35	WESTINGHOUSE WEIRTON W VA				13.5					13.5								00323918
		PARENT COST. TOT-WESTINGHOUSE EL	412	211	412	339	15.6	45.0	37.9	20.3	51.2	47.5	24.4	39.5	36.3	19.7	29.7	22.2	00047740
		UNMATCHED FREIGHT																	99999999
		CLAIM ACCOUNT																	00156361
		CUSTOMER UNKNOWN																	99999985
		TOTAL PRODUCT * * * * * LB	3533	3426	3533	3339	338	157	200	215	435	340	300	243	131	285	206	468	1050-210-16
		00300A * * * * *																	
		INERTEEN 100-42															003	54A	1050-215-16
1	31	AR E UPTGRAFF MFG SCOTSDALE PA		91.9															10085713
1	32	AVANTIAN ELECTRIC VANDALIA IL	150	120	150	82.2				10.2		24.0		24.0				24.0	10086256
1	33	WESTINGHOUSE BIRMINGHAM ALA				5.13		3.06				.60						1.48	10089875
1	34	WESTINGHOUSE ELEC FT SMITH AR				3.60									3.60				00331678
1	35	WESTINGHOUSE ELEC COMPTON CA				.055								.055					00145076
1	36	WESTINGHOUSE DOWNEY CA		3.60															00315370
1	37	WESTINGHOUSE ELEC VERNON CA				4.20										4.20			00330914
1	38	WESTINGHOUSE ELEC DENVER COLO	10.0	14.1	10.0	4.20		1.80								2.40			00159271
1	39	WESTINGHOUSE-UTAH-DENVER CO				6.00							6.60						00329827
1	40	WESTINGHOUSE ELEC DAVENPORT IA				.035											.055		00338281
1	41	WESTINGHOUSE ALTON IL				.600						.600							00263125
1	42	WESTINGHOUSE BATON ROUGE LA		.220															10089395
1	43	WESTINGHOUSE-REPAIR-SPRGFLC MA				8.40						4.80				3.60			00302805
1	44	WESTINGHOUSE-REPAIR-BALTIMOR M		9.00		22.2		6.60				2.40	2.40				1.80	9.00	00282235
1	45																		

DSW 012271

STLCOPCB4002196

-IN THOUSANDS OF POUNDS AND DOLLARS-

QTY	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 / MAJ. GRD. GP.
	INERTEN 10J-42																00354A	1050-215-16
1900	WESTINGHOUSE PITTS HCCSTON TX				.600												.600	00145262
1900	WESTINGHOUSE SAN ANTONIO TX		1.20															00289582
1900	WESTINGHOUSE CORP SHELDON TX		3.00		.600			.600										00313920
1000	WESTINGHOUSE ELEC HILL AFB UT				.110									.110				00331252
1237	WESTINGHOUSE EL RICHMOND VA				1.20	1.20												00179027
1900	WESTINGHOUSE ELEC SCUTH BO VA				72.0							72.0						00145335
1234	WESTINGHOUSE MILWAUKEE WI				1.80			.60									1.20	10089948
	PARENT CUST. TOT-WESTINGHOUSE EL	10.0	37.5	10.0	197	11.4	18.1	9.0	4.8	1.2	8.4	92.3	12.7	11.0	11.4	4.2	12.9	00047740
	TOTAL PRODUCT * * * * * LB	160	249	160	280	11.4	18.1	9.0	15.0	1.2	32.4	92.3	36.7	11.0	11.4	4.2	36.5	1050-215-16
	00354A * * * * *																	
	INERTEN 54201 CF CAPACITOR																02256A	1050-219-16
	UNMATCHED FREIGHT																	99999999
	TOTAL PRODUCT * * * * * LB																	1050-219-16
	02256A * * * * *																	
	INERTEN 54201 CM																00354B	1050-216-16
1900	WESTINGHOUSE BIRMINGHAM ALA		1.80															10089875
1900	WESTINGHOUSE WILSON DAM ALA		.800															00293237
2000	WESTINGHOUSE PHOENIX ARIZONA	270	273	270	269	45.4		44.0		44.6		45.0		45.1		44.7		10089387
1277	WESTINGHOUSE ELEC KERTON PASS		5.40															00293245
1277	WESTINGHOUSE-REPAIR-SPRGFLD MA		6.60															00302805
1207	WESTINGHOUSE-REPAIR-BALTIMOR M		2.40															00282235
1277	WESTINGHOUSE ELE AUGUSTA MAINE		10.6															00280438
1000	WESTINGHOUSE-FORD-DEARBORN MI		32.4															00307491
1100	WESTINGHOUSE DETROIT MICHIGAN		4.28															10089484
1100	WESTINGHOUSE TRENTON MI		2.40															00245275
1200	WESTINGHOUSE ASTORIA NY		6.00															00284398
1213	WESTINGHOUSE BUFFALO NEW YORK		23.8															10089581
1237	WESTINGHOUSE ELEC DEPOSIT NY		1.26															00299901
1237	WESTINGHOUSE ELEC UTICA NY		2.40															10089158
1000	WESTINGHOUSE CLEV CLEVELAND OH		4.80															00277738
1000	WESTINGHOUSE-4600-CLEVELAND OH		4.20															00299294
1100	WESTINGHOUSE-LIGHT-CIV CLEV OH		4.20															10089441
1100	WESTINGHOUSE GLASSPORT PENN		19.8															10089808
1100	WESTINGHOUSE SHARON PENN	1100	930	1100	951			94		97			96	287	85	195	97	10089751
1237	WESTINGHOUSE EL WILKES BARRE P		2.40															00159541
1900	WESTINGHOUSE CHATTANOOGA TN		6.00															00278351
1900	WESTINGHOUSE ELEC JACKSON TN		.000															00309117
1900	WESTINGHOUSE EL NEW DAISY TN		1.20															00313572
	DSW 012272																	

STLCOPCB4002198

M	G	SLS REP	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 / MAJOR CPO GP.
			TRANSFORMER PYKANOL A13038-2															02402A		1050-301-16
1974	1974		JOINGS COMPANY MILWAUKEE WI		12.2															10022460
1974	1974		GEN ELEC MOBILE AL		.360															00281506
1974	1974		GEN ELECTRIC PHOENIX AZ		4.73															00300883
1974	1974		GENL ELECTRIC TUCSON AZ	2.00	6.75	2.00														00273570
1974	1974		GEN CO LOS ANGELES ANAHEIM CA	5.00	8.10	5.00														00120006
1974	1974		GENL ELECT MARTELL CA		2.03															00307874
1974	1974		GEN ELEC-SERV SHOP-OAKLAND CA	2.00	5.40	2.00	6.75		1.35				5.40							10031397
1974	1974		GEN ELEC OAKLAND CA		.120															10032008
1974	1974		GEN ELEC PALMDALE CALIF		2.03															00298425
1974	1974		GEN ELEC SAN DIEGO CA	1.20	1.20	1.20														00252263
1974	1974		GEN ELEC TRANS VALLEJO CA		1.35															00311586
1974	1974		GEN ELEC DENVER CO	2.00	8.10	2.00														10032148
1974	1974		GEN ELEC PLANTSVILLE CT		11.5															10030951
1974	1974		GEN ELEC STAMFORD CT		2.70															00284327
1974	1974		GEN ELEC WILMINGTON DE		9.45															00278270
1974	1974		GEN ELEC HIALEAH FL		4.68															10031133
1974	1974		GENL ELEC CO TAMPA FL		1.35															00304735
1974	1974		GEN ELEC SUPPLY CO TAMPA FL		2.16															10030943
1974	1974		GEN SER SHOP CHAMBLEE GA		7.28															10031222
1974	1974		GEN ELEC HOME GA	200	271	200	.120			.120										10031281
1974	1974		GEN ELEC SER BETTENDORF IA		5.40															00176850
1974	1974		GEN ELEC SERV SHOP HEYBURN ID		.675															00259553
1974	1974		GEN ELEC CHICAGO IL		20.3															10031346
1974	1974		GEN ELEC CO MCCOOK IL		1.35															00295515
1974	1974		GEN ELEC SERV SP EVANSVILLE IN		1.04															00304441
1974	1974		GEN ELEC EDSALL FT WAYNE IN		2.03															10031680
1974	1974		GEN ELEC INDIANAPOLIS IN		2.03															10031028
1974	1974		GEN ELEC SERV SHOP BATON ROUGE LA		1.80															00151009
1974	1974		GEN ELEC NEW ORLEANS LA		5.40															10031370
1974	1974		GEN ELEC MEDFORD MA		2.70															10031877
1974	1974																			

STLCOPCB4002199

Q. QTR.		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 / MAJOR CDD GP.
		TRANSFORMER PYRANOL A1383B-2															02402A		1050-301-16
1275		GEN ELEC SYRACUSE NY		6.02															00119873
1151		GENERAL ELECTRIC TONAWANDA N Y		24.3															00186899
1118		GEN ELEC COLUMBUS OH		9.72															00119970
1135		G E SERVICE CLEVELAND OH		2.03															10031389
1170		G E SERVICE SHOP CINCINNATI OH		4.05															10031591
1036		GEN ELEC EUGENE OR	2.00		2.00														00232904
1030		GEN ELEC-SERVICE-PORTLAND OR		4.05															10031516
1237		GEN ELEC ALLENTOWN PA		2.03															10031508
1237		GEN ELECTRIC SUPPLY ENCLA PA		1.35		2.70										2.70			00311383
1132		GEN ELEC W HIFFLIN PA		8.37															10021109
1237		GEN ELEC NORTH WALES PA		.120															00313416
1237		GEN ELEC PADLI PA		6.75															00278165
1237		GEN ELEC SUPPLY PHIL PA		4.64															10032113
1237		G E SERV SHOP PHILA PA		85.6		4.91	3.56	1.35											10032156
1237		GEN ELEC WASHINGTONVILLE PA		2.03															00263842
1237		GEN ELEC YORK PA		6.17															00154172
1237		GER ELI-SKVS SHCP-GREENVILL SC		.120															00306096
1174		GEN ELEC MEMPHIS TN		1.35															00227897
1150		GENELEC SERV SHP KASHVILL TN		.980															00312622
1152		GEN ELEC CORPUS CHRISTI TX		14.2															10031044
1171		GEN ELEC DALLAS TX		6.12															10030954
1150		GLN ELECTRIC HOUSTON TEXAS		20.0															00150983
1150		GENERAL ELECT SUP TEXAS CITY TX		1.44															00209155
1237		GEN ELEC INGRAM RICHMOND VA		9.59															10031621
1150		GEN ELEC KENT WA		2.03															00281476
1036		GEN ELEC SUPPLY SPOKANE WA	20.0	12.8	20.0	2.70						2.70							10032121
1072		GEN ELEC MENASHA WISC		9.45															00273716
1134		GEN ELEC SERV SHOP MILWKEE WI		10.1															

STLCOPCB4002200

IN THOUSANDS OF POUNDS AND DOLLARS														CUST. ID / MAJOR GRD. GP.					
YR	QTR	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.	
		TRANSFORMER PYRANOL A13B3B-2															02402A		1050-301-16
		CLAIM ACCOUNT																	00156361
		TOTAL PRODUCT * * * * *	242	1421	242	17.2	3.56	2.70	.12			5.40	2.70			2.70			1050-301-16
		02402A * * * * *																	
		TRANSFORMER PYRANOL A13B3B-2															02574A		1050-302-16
1974		DUINS COMPANY MILWAUKEE WI		6.08		12.2			12.2										10022460
1974		ELECTRO ENG WKS SAN LEANDRO CA				5.40	2.70										2.70		10025753
1974		GENL ELEC SERV GLENDALE AZ				.360						.360							00326968
1974		GENL ELECTRIC TUCSON AZ		2.03		4.73			2.70				2.03						00273570
1974		G E CO LOS ANGELES ANAHEIM CA				14.9			2.03		6.08				6.75				00120006
1974		GENL ELECT CO CALVERTON CA				1.35											1.35		00335479
1974		GENL ELECTRIC EL MONTE CA				.675			.675										00320005
1974		GEN ELEC-SERV SHIP-OAKLAND CA				15.0						3.38	3.38	6.08			2.15		10031397
1974		GEN ELEC OAKLAND CA				2.03			.68								1.35		10032008
1974		GEN ELEC SAN DIEGO CA				.780										.600		.180	00252263
1974		GEN ELE SAN DIEGO SAN DIEGO LA				.240						.240							00326619
1974		GEN ELEC DENVER CO				13.5			.68	7.43			1.35		4.05				10032148
1974		GENL ELECTRIC SUP NEW HAVEN C				4.05							4.05						00328030
1974		GEN ELEC PLANTVILLE CT				16.2	7.43	1.35					3.38			4.05			10030951
1974		GEN ELEC WILMINGTON DE	20.0	6.75	20.0														00278270
1974		GEN ELEC HIALEAH FL				2.03				2.03									10031133
1974		GENL ELECT JACKSONVILLE FL				5.40											5.40		00336270
1974		GENL ELEC CO TAMPA FL				.675				.675									00304735
1974		G E SER SHOP CHAMBLEE GA		6.08		40.5		7.4		4.1	16.9				1.4	4.7		6.1	10031222
1974		GEN ELEC ROME GA		69.2		28.2	60.8	55.4	6.0	25.0	48.8	6.0				6.0	54.9	18.9	10031281
1974		GENL ELEC SERV SHP SAVANNAH GA				.675	.675												00317225
1974		GEN ELEC SER BETTENDORF IA				2.70		</											

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M. G. REP.		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. / MAJOR GPO GP.
		TRANSFORMER PYRANOL A13R38-2															02574A		1050-302-16
1973		GENL ELEC DAY ST LOUIS MS				8.10	8.10												00315163
1973		GENL ELECTRIC GULF PORT MS				2.70			2.70										00320439
1973		GEN ELEC CHARLOTTE NC				24.3													10031672
1973		GENL ELEC SUPPLY HOBOKEN NJ				.675		.675				8.10				8.10			00318183
1973		GEN ELEC NO BERGEN NJ				8.10							4.05			4.05			10031532
1973		GEN ELEC APP SV ALBUQUERQUE NM		.675															00295396
1973		GEN ELEC ALBANY NY				10.8	7.43							2.03			1.35		10031958
1973		GEN ELEC SYRACUSE NY				1.35			1.35										00119873
1973		GENERAL ELECTRIC YONKAWANDA N Y				9.45						9.45							00136899
1973		GEN ELEC COLUMBUS OH				8.78	3.38			2.70						2.70			00119970
1973		W E SERVICE CLEVELAND OH				2.70	.58						.68			1.35			10031389
1973		W E SERVICE SHOP CINCINNATI OH				4.73			2.03	2.70									10031591
1973		GENL ELECTRIC FINDLAY OH				.675						.675							00325546
1973		GENL ELECTRIC TOLEDO OH		2.03		6.75												6.75	00314870
1973		GENERAL ELECTRIC TOLSA OK				4.73												4.73	00336777
1973		GEN ELEC EUGENE OR				7.43				3.38					1.35	2.70			00232904
1973		GEN ELEC W HITFLIN PA				2.70	2.70												10031109
1973		GEN ELEC PACLI PA				6.08											6.08		00279165
1973		GEN ELEC SUPPLY PHIL PA				.300								.300					10032113
1973		W E SERV SHUP PHILA PA	80.0		80.0	44.2		3.38	2.03	4.73	6.08	5.40	6.08	6.75	2.70		4.41	2.70	10032156
1973		GEN ELEC YORK PA				6.75						3.38	3.38						00154172
1973		GENL ELE CHARLESTON FEIGHTS SC				10.6							4.05		4.73	2.03			00329223
1973		GEN ELEC MEMPHIS TN		2.70		19.6						12.2			7.4				00227897
1973		GENLELEC SERV SHP NASHVILLE TN				.120								.120					00312622
1973		GEN ELEC CORPUS CHRISTI TX				4.05	4.05												10031044
1973		GEN ELEC DALLAS TX				17.6	4.05	4.05	4.73					4.73				</	

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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EXHIBIT I

DSW 012279

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DOMESTIC
SALES

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR YEAR 1975

-IN THOUSANDS OF DOLLARS AND DOLLARS-

Q G	S R	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. / MAJ. GRD. GP.
		16 DIELECTRICS C. PATIN																	
		ARMELON 1016															022	0A	1040-016-16
12/74		ARMELON-BELLVILLE NEW BEDFORD MA		1-15	1500	36.5		91	90	91	91		90	314	90	181	91	39	00294458
12/74		WESTERN ELECTRIC ALLENTOWN PA				.110		.110											00262638
12/74		CAPACITOR SPECIALT SCOTTSDALE CA	120	101	120	18.0	1.8	1.8	5.4	3.6	3.6	1.8	4.8	9.6	9.6	12.0	4.2	1.8	00181574
12/74		CAPACITOR RICHMOND SC	100		50.0	1.80						1.80							00309026
12/74		JOHN DEUTSCHMAN LABS CANTON MA		1.80		.606		.60									1.80		00355558
12/74		INDUSTRIAL UTILIT LA SALLE IL	1250	966	800	2.8		42	42	85		79	42	85	86	129	42		10025785
12/74		GENIV MFG CORP BRIDGEPORT CT		1080	100	269		92			89	88	83	90		182		92	10025785
12/74		GENIV MFG CORP YONKRA NJ		878	900	452	94.0	89.2		90.9	89.1	89.2	77.2	89.9	90.8	90.8	91.3		00165018
		PARENT COST. TOT-ELECTRON IC COM		1950	1700	721	94	101		91	176	177	169	160	91	273	91	92	10025785
12/74		RESCIPRO MAGNET FT PALM ALTH CA	1.00	1.20	1.80									.600					00287040
12/74		GEN ELEC BUS ELEC N BEDFORD MAS		1933	1000	657	82	92	83	90	90		91	178	90	91	182		00016746
12/74		GEN ELEC BUREAU CA		.800															10031201
12/74		GEN ELEC FORT EDWARDS NY		4416	4000	1706	383	287	379	191	180	780	564	469	474	376	479	192	00245467
12/74		GEN ELEC HUDSON FALLS NY		2288	1872	1132	285	96	287	188	262	1	361	1	191	189	188	94	10031231
		PARENT COST. TOT-GEN ELEC SCHNEC		8659	5872	2837	668	583	661	379	469	279	945	476	665	564	668	287	10039974
12/74		AMER ENERGY MALVERN PA		129	160													45.4	10037964
12/74		JOHN COMPANY INC BUNTINGTON VT		677	600	90.5		90.5						90.5		82.4			00135130
12/74		MALLORY CAPACITOR DAYTON OH	1200	1003	750	230		45.0	45.7	44.8	54.5		89.2		96.0			91.8	00216143
12/74		MUGRAH EDISON PWR FENSDALE MI		7.20										6.00					00302279
12/74		MUGRAH EDISON BRIDGEPORT SC	600	791	600	434	90	87		88	169		52	91	89	90		86	10029056
		PARENT COST. TOT-MUGRAH EDISON C	800	795	600	434	90	87		88	169		52	97	89	90		86	00044687
		MINISANTO LOS ANGELES CA																	00143622
		MINISANTO-SPEC-LOS ANGELES CA																	00305362
		PARENT COST. TOT-MINISANTO CORP S																	00047147
12/74		SARGANT ELEC PICKERS ST	700	717	700	475	96.1	94.9	96.3		93.3	94.3	89.9		94.1		97.5	96.4	10070703
12/74		SARGANT ELEC N ADAMS MA		902	700	182			92	90			81	184	87		92		10074770
12/74		WESTINGHOUSE ELEC BENICIA CA		.600															00318406
12/74		WESTINGHOUSE ALUMINUM INO	2200	2421	2100	561	94	187	95		97	97	184	284	190	180	194	290	10018760
12/74		WESTINGHOUSE TENSE HAMIL IN		1.20		1.20	1.20							.60					00283026
12/74		WESTINGHOUSE-LIGHT-GEN CLIV OH		12.00															10089441
12/74		WESTINGHOUSE RESEARCH PITTS PA		.600											.600				00252433
		PARENT COST. TOT-WESTINGHOUSE EL	2200	2411	2100	561	95	187	95		92	92	184	285	191	180	194	290	00047740
12/74		YORK CAPACITOR CORP BRKLYN NY		152	76.0	26.4			26.4				26.4				26.4		10092590
		DSW 012280																	

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SALESMICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR JUNE 1975

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-IN THOUSANDS OF POUNDS AND DOLLARS-

- IN TENSANDS OF DOLLARS -																				
Q G P	SIS REP	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. / MAJ. GRD. GP.	
		ARTICLOR 1016															02250A		1040-016-16	
		UNMATCHED FREIGHT					/												99999999	
		TOTAL PRODUCT * * * * *	LB	6371	21941	16971	6625	1127	1296	1238	962	1280	724	1793	1890	1587	1603	1396	1171	1040-016-16
		ARTICLOR 1232															00345D		1040-230-16	
		UNMATCHED FREIGHT																	99999999	
		TOTAL PRODUCT * * * * *	LB																	1040-230-16
		ARTICLOR 1242															00349C		1040-240-16	
1277		RAYTHEON CO CANTON MASS		1.80										1.80						00299006
		UNMATCHED FREIGHT																		99999999
		TOTAL PRODUCT * * * * *	LB	1.80										1.80						1040-240-16
		ARTICLOR 1254															00341C		1040-250-16	
1270		ALUMINUM-BELLVILLE NEW BEDFORD MA		16.1	8.00										3.60		3.60	3.60		00294436
1272		SAGE ELECTRONICS JAMAICA NY		9.60	17.0	9.00	1.00		2.40	3.60	1.20				2.40		1.20			10007759
1270		CONNELL DUB ELEC N BEDFORD MAS		12.0	24.0	6.00	6.00													00006746
1277		SHIG ENERGY MALVERB PA		6.00	7.00															10057564
1277		ITE CIRCUIT BREAKER PHIL PA		.120													.120			10042054
1277		MOUSICAL DESIGN GREENBERG SC		3.60		1.50			1.80					3.60						00290758
1272		RF ELECTRONICS SAYBROOK LI NY		15.0		4.20	2.00	2.40					2.40	3.60			3.00			00335673
1277		SANGAM ELEC PICKENS SC		15.0		4.20	2.40	1.80							1.20			2.40		10070755
		UNMATCHED FREIGHT																		99999999
		TOTAL PRODUCT * * * * *	LB	72.7	56.0	25.2	12.0	4.2	2.4	5.4	1.2		2.4	7.2	7.2		7.9	6.0		1040-260-16
		CAPACITOR 21															00343C		1040-225-16	
1277		GEN ELEC FORT EDWARDS NY		57.2		10.4	5.2	5.2					8.3	5.2	5.2			10.4		00245467
		TOTAL PRODUCT * * * * *	LB	57.2		10.4	5.2	5.2					8.3	5.2	5.2			10.4		1040-225-16
		CAPACITOR ARTICLOR 1499															02506A		1040-017-16	
1272		CAPACITOR SPICEST COLUMBIA CA		2.30		3.45		1.09		1.18		1.18		.59			1.18			00181574
1272		ELECTRICAL UTILIT LA SALLE IL		6.85																10021745
1272		UNIV NEW CORP GREENSBORO CT			100															10025156
1272		GEN ELEC FORT EDWARDS NY		.590												.590				10031931
1277		SANGAM ELEC PICKENS SC				1.77			1.77											10070763

DSW 012281

STLCOPCB4002206

SEATING AND SUNDAY AD SUPPLEMENT

MSD 012282

MILL SPECIALTY PRODUCTS
FACT/CUSTOMER SALES REPORT

WINE TIME

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DSW 012284

STLCOPCB4002209

**MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT**

-IN THOUSANDS OF POUNDS AND DOLLARS-

QTY	UNIT	NAME OF PRODUCT/CUSTOMER	POTENTIAL	YEAR	FOR QUOTE	CURS	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	QTY. LD. / MAY. QTY. OP.
		ENCLOSURE 70-50																	1000-210-10
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	200	100	100									1.35	.60				00304852
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00300919
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00303042
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00142203
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200140
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00142127
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00304303
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200243
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00300092
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00300022
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00304753
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00304669
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200348
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200312
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200410
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200323
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														10004011
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00302954
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00209977
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00301005
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200212
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00200260
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00304071
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00302454
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00300185
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00204252
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														10009214
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00307037
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00219270
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00427298
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00304071
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00302351
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00293261
100	100	WESTINGHOUSE SUPPLY-ASHUTON DC	100	100	100														00314511

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LOVE 47A

-IN THOUSANDS OF POUNDS AND DOLLARS-

SIS REP	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. / MAUR-GRD-CP
	IN. KILLEN 70-50															0030	0A	1050-310-10
10-7	WESTINGHOUSE THOMPSON MO		.480		1.20					1.20						.48		00269963
10-7	WESTINGHOUSE EL LAUDIE MICHIGAN		15.2		2.70						2.7		1.3	3.4		10.8	.7	1000484
10-7	WESTINGHOUSE NEWARK NJ		5.35														5.35	00337009
10-7	WESTINGHOUSE ELEC POLSKOY MI		5.09									6.74						00303518
10-7	WESTINGHOUSE MINNEAPOLIS MINN	5.00	.500	5.00														00205862
10-7	WESTINGHOUSE KANSAS CITY MO	6.00	18.4	6.00	3.37		.67		2.70				2.70			.67	9.44	00205129
10-7	WESTINGHOUSE ST LOUIS ST LOUIS MO		.360										.360					00207571
10-7	WESTINGHOUSE ELIOT IDAHO ID		.674										.674					00230612
10-7	WESTINGHOUSE EL SOP FOTNER NC		.240															00519355
10-7	WESTINGHOUSE CHARLOTTE NC		19.5													.674		00145519
10-7	WESTINGHOUSE ELGIN CHARLOTTE NC				.674						.674							00148554
10-7	WESTINGHOUSE EL HIGH POINT NC		.120															00321018
10-7	WESTINGHOUSE EL PUTTSHAM PA		4.72	24.0														00319325
10-7	WESTINGHOUSE-SUP-CLIZAGUTH NJ				27.0					27.0								00346187
10-7	WESTINGHOUSE HILLSDALE NJ		.854		4.72	4.72												10007417
10-7	WESTINGHOUSE ELEC LUNA NY		2.02															00312320
10-7	WESTINGHOUSE EL LIVERPORT NY		1.35												1.35			00335754
10-7	WESTINGHOUSE-CORP-NEW YORK NY		.674															00322320
10-7	WESTINGHOUSE EL STATEN ISL NY				.734				.734									00345293
10-7	WESTINGHOUSE EL COLUMBUS OH		2.02															00314218
10-7	WESTINGHOUSE CINCINNATI OHIO		5.39									3.37						10007425
10-7	WESTINGHOUSE DAYTON OHIO	10.0		10.0														00261122
10-7	WESTINGHOUSE ELEC SANDUSKY OH		.720															00304711
10-7	WESTINGHOUSE ELEC TOLEDO OH		2.70												2.70			00344075
10-7	WESTINGHOUSE ELEC TULSA OK		.674													.674		00361114
10-7	WESTINGHOUSE-REPAIR-PORTLAND U		4.72		1.35	1.35								2.70			2.02	00382174
10-7	WESTINGHOUSE EL PORTLAND OR		5.39											4.72				10007123
10-7	WESTINGHOUSE ELEC RAINIER OR	4.00		4.00														00304612
10-7	WESTINGHOUSE ELEC BRIDGEMALL PA				.360					.360								00340721
10-7	WESTINGHOUSE EL BRIDGEMALL PA		2.10	15.0												.500		00319363
10-7	WESTINGHOUSE MIDDLETOWN PA				.674				.674									00345415
10-7	WESTINGHOUSE-WILKS BR-PHILA PA		3.37	10.0														00320706
10-7	WESTINGHOUSE-WESCO-PITTSBUR PA		2.70		.674					6.74		2.70						00326936
10-7	WESTINGHOUSE PHILADELPHIA PA		33.7	50.0	12.1	4.0		4.0	4.0				17.5	8.1	2.7	3.4	2.0	10007727
10-7	WESTINGHOUSE EL WILKS BARRE P		5.37															00107041
10-7	WESTINGHOUSE KNOXVILLE TN		.674															00294777
10-7	WESTINGHOUSE EL MT PLEASANT TN	1.00	.674	1.00														00325136
10-7	WESTINGHOUSE AMARILLO TX			1.00														00264202
10-7	WESTINGHOUSE EL DIBELL TX				.069			.060										00345605
10-7	WESTINGHOUSE PITTS HOUSTON TX		33.1	14.6	10.2	8.76	2.02	1.35			4.04			8.76	.12	1.35		00145262
10-7	WESTINGHOUSE ELEC ROSENBERG TX		.674										.674					00391525
10-7	WESTINGHOUSE CORP SEELING TX				1.35						1.35							00313920
10-7	WESTINGHOUSE SALT LAKE CTY UT	1.00		1.00	.674					.674								10005575
10-7	WESTINGHOUSE EL OVENTICO VA		.120															00320771
									</									

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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PRODUCT/CUSTOMER SALES REPORT

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DOMESTIC
SALES

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR JUNE 1975

-IN THOUSANDS OF POUNDS AND DOLLARS-

Q	SIS REP	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. GRD. GP.
		PYRANOL A1301															0189	6A	1040-281-10
1252		GEN ELEC TUNE CA	2000	1713	2000	144	201	297	98	201		97		211	97	98	207	204	10031281
1252		GEN ELEC PATTSFIELD MA		1170	1045	131	100	109	211	206	206		90	190	107	93		99	10031761
		PARENT CUST. TOT-GEN ELEC SCHNEC	2000	2883	3045	1724	301	405	308	407	206	97	90	401	204	191	207	303	10599474
		UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * *	2000	2883	3045	1724	301	405	308	407	206	97	90	401	204	191	207	303	1040-281-10
		INTERTEEN PPU															0030	7A	1050-200-10
		UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * *																	1050-200-10
		TRANSFORMER INTERTEEN 54201 KA															0220	6A	1050-217-10
1237		WESTINGHOUSE PHILADELPHIA PA		70.8									8.70						10084727
1119		WESTINGHOUSE SHARON PA		20.2													20.2		10084751
1102		WESTINGHOUSE ELEC SOUTH 80 VA		69.4		15.5		10.8	.7	4.0		7.4	3.4	12.8					00155335
		PARENT CUST. TOT-WESTINGHOUSE EL		160		15.5		10.8	.7	4.0		16.2	3.4	12.8			20.2		00047740
		UNMATCHED FREIGHT																	99999999
		CUSTOMER UNKNOWN				.200						.200							99999985
		TOTAL PRODUCT * * * * *		160		15.7		10.8	.7	4.0		.2	16.2	3.4	12.8		20.2		1050-217-10
		TRANSFORMER PYRANOL A1303B-2															0240	2A	1050-301-10
1250		GEN ELEC-SERV SHOP-CHICAGO CA		6.75															10031397
1250		GEN ELEC ROME CA		.120															10031281
1250		GEN ELECTRIC SUPPLY ENOLA PA		2.70												2.70			00311383
1250		G E SERV SHOP PHILA PA		4.91															10032156
1250		GEN ELEC SUPPLY SPIKANE MA		2.70									2.70						10032121
		PARENT CUST. TOT-GEN ELEC SCHNEC		17.2									2.70			2.70			10599474
		UNMATCHED FREIGHT																	99999999
		CLAIM ACCOUNT																	00156361
		TOTAL PRODUCT * * * * *		17.2									2.70			2.70			1050-301-10
		DSW 012289																	

STLCOPCB4002214

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.	SLS REP	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 / MAJL. GRD. GP.
		TRANSFEROR PYRAMID A1893-3															02574A		1000-302-1c
11	74	DINNS COMPANY MILWAUKEE WI	20.0	12.2	20.0	6.00			0.08										10022400
11	74	ELECTRIC LTD HRS SAN LEANDRO CA	5.00	5.40	5.00	1.35					1.35						2.70		10022703
11	74	GENL ELECTRIC ISHERING NJ				27.0	27.0												00330532
11	74	GENL ELECTRIC SUP ANDOVER MA AK				1.44						1.44							00340708
11	74	GENL ELEC SERV PHOENIX AZ		.300															00340908
11	74	GENL ELECTRIC TUCSON AZ	10.0	4.73	10.0								2.03						00340970
11	74	G & C LOS ANGELES ANAHEIM CA	2.00	14.9	2.00	2.70		2.70							6.75				00120006
11	74	GENL ELEC SERV SHIP ANTIOCH CA				.675					.675								00340155
11	74	GENL ELECT CO CALISTO CA		1.35													1.35		00335479
11	74	GENL ELECTRIC EL DORTO CA	2.00	.675	2.00														00320005
11	74	GEN ELEC-SERV SHIP-FREUND CA		15.0		.675					.68		3.30	3.30	6.08		2.15		10031397
11	74	GEN ELEC OAKLAND CA	1.00	2.03	1.00	.000						.06					1.35		10032603
11	74	GEN ELEC SAN DIEGO CA		.780		.120		.120									.600	.180	00252263
11	74	GEN ELEC SAN JOSE SAN JOSE CA		.200															00320815
11	74	GENERAL ELEC SUP SAN JOSE CA				.240						.240							00347659
11	74	GEN ELEC INVER CA	20.0	13.5	20.0	1.8	2.03	3.30	3.36			4.05	1.35		4.05				10032108
11	74	GENL ELECTRIC SUP NEW HAVEN CT		4.05									4.05						00340050
11	74	GEN ELEC PLAINFIELD CT		16.2	30.0								3.30			4.05			10030521
11	74	GEN ELEC WILMINGTON DE			40.0														00278270
11	74	GEN ELEC WILKES FL	6.10	2.03	6.10														10031153
11	74	GENL ELECT JACKSONVILLE FL		5.40		1.35	.68			.68							5.40		00336270
11	74	GENL ELEC CU TAMPA FL	2.00	.675	2.00	2.03		2.03											00204735
11	74	G & S SRV SHIP CHARLESTON GA		40.5		15.1	.2	11.5		2.7		1.4			1.4	4.7	6.1		10031222
11	74	GEN ELEC ROME GA	200	232	200	96.6	37.6	54.6	4.9							6.0	54.5	18.9	10031201
11	74	GENL ELEC SERV SHIP SAVANNAH GA	2.00	.675	2.00														00317225
11	74	GEN ELEC SER BELLEVILLE IA		2.70											.675				00170550
11	74	GEN ELEC SUPPLY SCRIVILLE IO		.300													.360		00330548
11	74	GEN ELEC CHICAGO IL		15.5													15.5		10031246
11	74	GEN ELEC SERV SP EVANSVILLE IN		1.35												1.35			00209441
11	74	GEN ELEC LUDWIG ST MAYNE IN				2.03						2.03							10031030
11	74	GENERAL ELEC APPR LOUISVILLE KY		.675															00214914
11	74	GEN ELEC SERV SHIP DAFIN ROTLA	10.0	3.30	10.0														00151009
11	74	GENL ELECT SERV DUNSTON CITY LA				4.73		4.73											00341230
11	74	GEN ELEC SUPPLY HOVLINS LA		2.03		6.75		6.75						2.03					00330043
11	74	GEN ELEC NEW ORLEANS LA	30.0	29.0	14.3											13.5	1.4		10031370
11	74	GEN ELEC HUNFORD MA		5.60	30.0										2.70				10031377
11	74	GENL ELECTRIC LOCHBURN MA		.675		.675					.675						.675		00237021
11	74	GEN ELEC PITTSFIELE MA		4.4	100	507	105		194	110	98					94	99	49	10031701
11	74	GEN ELEC SPRINGFIELD MA		3.30												3.30			00335200
11	74	GEN ELEC BALTI MARYLAND		18.2		3.30				2.26			2.70	3.30	5.40			4.05	10032007
11	74	GENL ELECTRIC SUP HAWAASKA ME				4.05						4.05							00347527
11	74	GENERAL ELEC ONTARIO MICH				18.2					18.2								00345989
11	74	GENL ELEC CU RIVERVVIEW MI	30.0	29.4	30.0	38.5		6.8		27.0	4.7			12.0					00275546
11	74	GEN ELEC MINNEAPOLIS MN				.600				.300									00119181
11	74	GEN ELEC KANSAS CITY MO		18.9		6.75						6.8	10.1						00120049

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DOMESTIC SALES

PRODUCT/CUSTOMER SALES REPORT

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W. H. R. 1990

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G		NAME OF PRODUCT/CUSTOMER	POTENTIAL	IN THE YEAR		IN THE MONTHS AND WEEKS												CUST. ID / MAJ. GRD. GP.	
SIS REP	LAST YEAR SALES			SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.		
		TRANSFORMER PYRAMID ALBANY-3													0257	4A	1000-30K-10		
1973		GENL ELEC-IESU-ST LOUIS MO				.915											00344230		
1973		GEN ELEC ST LOUIS MO		4.00		2.70				2.70		2.70		1.35			10031005		
1973		GENL ELEC RAY ST LOUIS MS	24.0	8.10	2.70												00315160		
1973		GENL ELECTRIC GALE PORT MS	3.00	2.70	8.00												00320459		
1973		GEN ELEC CHARLOTT NC		2.23		.675								8.10			10031072		
1973		GENL ELEC SUPPLY BROOKEN NJ		.075		.675											00310183		
1973		GEN ELEC NY BELDEN NJ		8.10		4.05			4.05		4.05			4.05			10031532		
1973		GEN ELEC ALBANY NY		10.8	10.0							2.03			1.35		10031958		
1973		GEN ELEC SYRACUSE NY		1.35	10.0	.675					.675						00119373		
1973		CENTRAL ELECTRIC TONAWANDA N Y		9.45													00186309		
1973		GEN ELEC COLUMB OS OH		8.75		.675											00119570		
1973		G E SERVICE CLEVELAND OH		2.70		.675	.60					.60		2.70	1.35		10031509		
1973		G E SERVICE SHOP CINCINNATI OH	50.0	4.75	50.0												10031591		
1973		GENL ELECTRIC FINDLAY OH		.675													00325546		
1973		GENL ELECTRIC HILLOH OH		.675													00314870		
1973		CENTRAL ELECTRIC TULSA OK		4.73		4.05	4.05									6.75	00336777		
															4.73				
1973		GEN ELEC EUGENE OR	10.0	7.43	10.0	2.70			.60	2.05				1.35	2.70		00325504		
1973		GEN ELEC-SERVICE-PORTLAND OR				7.43		4.73				2.70					10031516		
1973		GEN ELEC ALLENTOWN PA						6.08									10031508		
1973		GENL ELEC SUP HARRISBURG PA				1.45			1.35								00340092		
1973		GEN ELEC N RIFLEIN PA	25.0	2.70	25.0												10031139		
1973		GEN ELEC PAOLI PA		6.00		19.9		6.08	6.08	6.75					6.00		00278165		
1973		GEN ELEC SUPPLY PHIL PA		.500									.300				10032113		
1973		G E SERV SHOP PHILA PA		44.2	80.0	31.8	7.43	.4	5.1	12.4		2.0	6.1	6.8	2.7	4.4	2.7	10032156	
1973		GEN ELEC YORK PA		.675		4.05				2.03	2.03		3.58				00154172		
1973		GENL ELE CHARLESTON HEIGHTS SC		10.8									4.05		4.73	2.03	00329223		
1973		GENL ELECTRIC KNOXVILLE TN				2.70	2.70										00329334		
1973		GEN ELEC MEMPHIS TN		19.6										7.43			00227197		
1973		GENELEC SERV SHP NASHVILLE TN		.120									.120				00312622		
1973		GEN ELEC CUMPOS CHRISTI TX		4.00		3.38		3.38									10031044		
1973		GEN ELEC DALLAS TX		17.6	45.0								4.73				10030994		
1973		GEN ELECTRIC HOUSTON TEXAS	10.0	31.7	10.0	4.38					3.4	12.2			4.7		00150553		
1973		GENL ELEC SERV ODessa TX				2.70			2.70								00344005		
1973		GENL ELEC HILL AIRFIRCE BS UT		2.15								.17	2.03				00329444		
1973		GEN ELEC SALT LAKE CITY UTAH		.240													10031192		
1973		GEN ELEC INGRAM RICHMOND VA				3.38	3.38							.240			10031621		
1973		GEN ELEC KENT WA				4.05		4.05									00281476		
1973		GENL ELEC SUPPLY MOSIS LAKE WA		.240										.240			00331502		
1973		GENL ELECTRIC RICHLAND WA		1.35										1.35			00332606		
1973		GEN ELEC SUPPLY SPOKANE WA		12.2												12.2	10032121		
1973		GEN EL SERV SHOP LA CROSSE WI		.180											.180		00334073		
1973		GEN ELEC SERV SHOP MILWAUKEE WI	50.0	13.5	50.0										7.43		00285108		
1973		GEN ELEC CHARLESTON WV				4.05	4.05										10031476		
		PARENT CUST. TOT-GEN ELEC SCHNEC	492	1246	800	855	187	106	230	175	128	29	60	38	46	161	177	120	10099474

DSW 012291

STLCOPCB4002216

B1131-A DIRECT #2
06/30/75

DOMESTIC
SALES

**MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT**

FOR JUNE 1975

PAGE 197

-IN THOUSANDS OF POUNDS AND DOLLARS-

[illegible]

DSW 012292

STLCOPCB4002217

EXHIBIT J

DSW 012293

2

PRODUCTS CONTAINING POLYCHLORINATED

BIPHENYLS AND/OR POLYCHLORINATED

TERPHENYLS

MONSANTO COMPANY USAGE

1971

<u>Product</u>	<u>Amount</u> (Pounds)	<u>Source</u>
Interteen 54201KA	700	Sauget, Ill.
Pydraul AC	200	St. Louis, Mo.
Pydraul AC-A	5300	St. Louis, Mo.
Pydraul 135	900	St. Louis, Mo.
Pydraul 150	2000	St. Louis, Mo.
Pydraul 150A	1500	St. Louis, Mo.
Therminol FR-O (Low Temp.)	45600	Sauget, Ill.
Therminol FR-0	2400	Sauget, Ill.
Therminol FR-1	13400	Sauget, Ill.

1972

Pydraul 135A	3700	St. Louis, Mo.
Therminol FR-1	1200	Sauget, Ill.

No Monsanto Company usage in 1973, 1974 or 1975.

DSW 012294

STLCOPCB4002219

EXHIBIT K

DSW 012295

PCB CONTAMINATED WASTE DISPOSED

(Thousands of Pounds)
Total Weight Basis

MONSANTO KRUMMRICH PLANT, SAUGET, ILLINOIS

<u>Origin</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>	<u>1975</u>	<u>Total</u>
Customer Returns, records exist	1701	5100	1826	1745	1109	11483
Customer Returns, records do not exist	1105	--	1552	--	--	2657
Monsanto, records do not exist	634	603	223	--	--	1460
Krummrich, records do not exist	400	400	--	--	--	800
Krummrich, records exist	--	--	210	520	322	1052
Total Receipts	3840	6105	3811	2265	1431	17452
Destroyed by Incineration	1303	3386	4838	2902	2808	15237
Difference						2215
Inventory 11/1/75						2199
Landfilled Solid Waste (estimated, no records)	150	140	110	--	--	400

MONSANTO ANNISTON, ALABAMA PLANT

Chlorinated terphenyls landfilled (no records)	3932	1658				5590
PCB Solid Waste landfilled	150	24	0	0	0	<u>174</u>
						5764

TEXAS ECOLOGISTS, P. O. BOX 307, ROBSTOWN, TEXAS 78380

PCB Solid Waste (Landfilled)	--	--	--	--	110	110
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DSM 012296

STLCOPCB4002221

EXHIBIT L

DSW 012297

STLCOPCB4002222

PCB WASTE RETURNS

1971

<u>Vendor</u>	<u>Pounds</u>
Ace Transformer (Livonia, Michigan)	8,775
Alabama Kraft Company (Mahrt Russell Co., Alabama)	2,208
Alcoa (Los Angeles, California)	3,400
Arkansas River & Light Company (Little Rock, Arkansas)	3,000
Armstrong Cork Co. (Lancaster, Pennsylvania)	622
City of Austin (P.O. G 11294 Austin, Texas)	2,739
Axel Electronics, Inc. (Jamacia, New York)	1,800
Bagcraft Corp. of America Chicago, Illinois	1,870
Chevrolet (GMC)	83,300
Champion Pneumatic (Princeton, Illinois)	5,505
A.B. Chance (Washington, Mo.)	9,570
Columbus Coated Fabrics (Columbus, Ohio)	11,400
Container Corp. of America (Brewton, Alabama Seattle, Washington)	2,700 <u>460</u>
Cornell-Dubilier Electronics (New Bedford, Mass.)	84,000

DSW 012298

STLCOPCB4002223

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Delmarva Power & Light Corp. (Salisbury, Md.)		2,040
Detroit Deisel-Allison Div. (Indianapolis, Indiana)		11,826
Douglas United Nuclear, Inc. (Richland, Wash.)		718
Dow Chemical (Cleveland, Ohio)		17,500
DuPont Experimental Station (977H Wilmington, Del.)		4,050
Eastman Kodak Co. (1910 Rochester, N.Y.)		1,110
(Edison)		
Commonwealth Edison (Maywood, Ill.)		39,683
Detroit Edison Co. (Bell River, Mich.)		1,646
McGraw Edison (Milwaukee, Wisconsin)		99,462
Potomac Edison, Co. (Hagerstrom, Pa.)		1,200
Florida Power & Light (Daytona Beach, Fla.)		1,650
(Miami, Fla.)		9,264
Fulton Boiler, Inc. (Pulaski, N.Y.)		5,020
Fiberboard Corp. (South Gate, Calif.)		1,200

DSW 012299

STLCOPCB4002224

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
General Electric (Allentown, Pa.)		7,425
(Chicago, Ill.)		14,143
(Charlotte, N.C.)		5,135
(Corpus Christi, Texas)		2,016
(Erie, Pa.)		333
(Medford, Mass.)		3,354
(Morrison, Ill.)		1,916
(Petersboro, Ontario)		51,500
(Pittsfield, Mass.)		520
(Oakland, Cal)		6,500
Geigy Chem. Corp. (Cranston, R.I.)		1,794
General Motors (Swartz Creek, Mich.)		1,605
Glyco Chemicals, Inc. (Painesville, Ohio)		6,086
Great Lakes Steel (Ecorse, Mich.)		6,180
Hamilton Mfg. Co. (Richmond, Va.)		5,370
Hercules, Inc. (Terre Haute, Ind.)		1,924
Hevi-Duty Elect. (Goldsboro, N.C.)		29,988
Hexagon Labs, Inc. (Bronx, N.Y.)		7,200
High Energy, Inc. (Malverli, Pa.)		1,800
Iceland Food Terminal, Inc. (Camp Hill, Pa.)		1,840
International Paper Co. (Camden, Ark.)		1,185

DSW 012300

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Wilson Jones Co.		1,106
Menasha Corp. (Tacoma, Wash.)		750
Milprint Inc. (Milwaukee, Wis.)		1,912
National Way Co. (Skokie, Ill.)		586
Nefco, Inc. (Chicago, Ill.)		14,000
Niagara Transfer Corp. (Buffalo, N.Y.)		10,747
Northern States Power Co. (Minneapolis, Minn.)		2,352
Omaha Power (Omaha, Neb.)		3,250
Owensboro Municipal Utilities (Owensboro, Kentucky)		3,000
P & G (Ross, Ohio)		1,200
PPG Ind. Glass Res. Center (Hormaville, Pa.)		2,710
Products Research & Chem. Corp. (Burbank, Cal.)		600
Public Service of Colorado (Denver, Colo.)		3,410
Raytheon Co. (Waltham, Mass.)		1,200
Research--Cottrell, Inc. (Bound Brook, N.J.)		5,101
Reynolds Metal (Massena, N.Y.)		7,655
(Longview, Wash.)		3,370

DSW 012301

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Sangamo Elect. Co. (Pickens, S.C.)		66,547
Seal Company (Washington D.C.)		5,392
Sprague Elect. Co. (North Adams, Mass.)		90,000
Southwest Forest Ind. (Sante Fe Springs, Calif.)		1,125
Southwestern Elect. Power (Shreveport, La.)		3,900
Texaco (San Ardo, Calif.)		786
Union Electric (St. Louis, Mo.)		4,782
Union Camp Corp. (Moviston, Tenn.)		2,750
Union Carbide (South Charleston, W. Va.)		57,880
Waterloo Corp. (Waterloo, Iowa)		1,790
Westinghouse Elect. (Bloomington, Ind.)		135,167
(North Carolina)		16,600
(Philadelphia, Pa)		18,822
(South Boston, Va.)		75,800
Weston Steel Div. (Weiston, W. Va.)		7,425
Weyerhaeuser Co. (Paperboard Div.) (Springfield, Oregon)		16,484

DSW 012302

STLCOPCB4002227

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Wheeling Co. (James Borough, N.J.)		914
Youngstown Sheet & Tube (Indiana Harbor, Ind.)		5,000
1971 TOTAL		<u>1,149,645 lbs.</u>

DSW 012303

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
A.E. Staley Decatur, Ill.		26,950
Alabama Kraft Co. Phenix City, Ala.		2,200
American Cyanamid Co. Dace, Fla.		372
Arco Chemical Co. Houston, Texas		10,783
Argus Chemical Co. Brooklyn, N.Y.		1,828
Aro. Inc. A.F.S. Tenn.		628
Ashland Chemical Co. Mapleton, Ill.		756
Atlantic Richfield Richland, Washington		502
Babcock and Wilcox Alliance, Ohio		600
Baltimore Gas & Electric Baltimore, Maryland		2,560
Batesville Casket Batesville, Ind.		304
B.C. Transformer No. Burnaby, B.C.		4,983
Bendix Kansas City, Mo.		58,820
Board of Water & Light Lansing, Mich.		700
Borden Chemical Cicero, Ill.		291
Borden Chemical Dominguez, Calif.		119

DSW 012304

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Borden Chemical Fremont, Calif.		546
Borden Chemical St. Louis, Mo.		448
Borden Chemical Brooklyn, N.Y.		2,041
Borden Inc. Northfield, Ill.		3,400
Buell Div. of Envirotech Lebanon, Pa.		2,550
Buick Motor Flint, Mich.		3,698
General Motor Corp., Flint, Mich.		40,281
Butler Mfg. Kansas City, Mo.		435
Campbell Soup Napoleon, Ohio		16,613
Canadian Cellulose Co. Ltd. Castlegar B.C., Canada		9,375
Canadian Steel Foundry Montreal, Quebec		55
Carrier Syracuse, N.Y.		425
Celanese Fibers Rome, Ga.		1,440
C.E. Lummus Co. Wilmington, Del.		540
Central Foundry Defiance, Ohio		3,500
Central Ill. Public Service Meredosia, Ill.		1,503

DSW 012305

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Chev. Flint Eng. Flint, Mich.		550
Chevrolet Motor Co. Buffalo, N.Y.		4,435
Chevrolet Motor Div. Saginaw, Mich.		107,814
Chevron Oil Venice, La.		3,150
Cities Service Camden, N.J.		5,958
Cities Service Tulsa, Okla.		1,612
Commonwealth Edison Maywood, Ill.		22,950
Consumer Power Co. Grand Rapids, Mich.		465
Columbus & Southern Ohio Elec. Columbus, Ohio		600
Cornell Dubilier Electronics New Bedford, Mass.		115,400
Crown Zeller Bach Wauna, Oregon		390
Delco Electric Kokomo, Ind.		498
Detroit Edison Belle River, Mich.		376
Dow Chemical Golden, Colorado		975
Dow Chemical Midland, Mich.		13,665
Duke Power Co. Charlotte, N.C.		825

DSW 012306

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
DuPont Chicago, Illinois		545
Duvall Sierrita Corp. Sahuarita, Ariz.		12,145
Eastex Inc. Evandale, Texas		300
Eastman Kodak Rochester, N.Y.		2,517
E.I. Dupont Clinton, Iowa		1,000
E.I. Dupont Experimental Sta. 977H Wilmington, Del.		1,800
E.I. Dupont Exp. Sta. Wilmington, Del.		2,250
E.I. Dupont Wilmington, Del.		4,850
Fagen Electric Little Rock, Ark.		2,463
Filtron Co. Flushing, N.Y.		39,020
Florida Power & Light Daytona, Fla.		670
Florida Power & Light Miami, Fla.		9,300
Florida Power & Light Sarasota, Fla.		745
Ford Motor Nashville, Tenn.		465
Franklin Glue Columbus, Ohio		1,270
Fred Sanders Detroit, Mich.		480

DSW 012307

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
General Dynamics Fort Worth, Texas		500
General Electric Anaheim, California		6,710
General Electric Birmingham, Ala.		6,800
General Electric Charlotte, N.C.		3,050
General Electric Charleston, W. Va.		11,820
General Electric Columbus, Ohio		6,000
General Electric Dallas, Texas		982
General Electric Jax, Fla.		793
General Electric Kansas City, Mo.		32,400
General Electric Knoxville, Tenn.		3,400
General Electric Louisville, Ky.		8,400
General Electric Madisonville, Ky.		13,326
General Electric Mt. Vernon, Ind.		1,350
General Electric Rome, Ga.		61,300
General Electric Salisbury, N.C.		5,704
General Electric St. Louis, Mo.		807
General Motor Eng. Staff Milford, Mich.		2,342

DSW 012308

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
General Dynamics Fort Worth, Texas		500
General Electric Anaheim, California		6,710
General Electric Birmingham, Ala.		6,800
General Electric Charlotte, N.C.		3,050
General Electric Charleston, W. Va.		11,820
General Electric Columbus, Ohio		6,000
General Electric Dallas, Texas		982
General Electric Jax, Fla.		793
General Electric Kansas City, Mo.		32,400
General Electric Knoxville, Tenn.		3,400
General Electric Louisville, Ky.		8,400
General Electric Madisonville, Ky.		13,326
General Electric Mt. Vernon, Ind.		1,350
General Electric Rome, Ga.		61,300
General Electric Salisbury, N.C.	DSW 012309	5,704
General Electric St. Louis, Mo.		807
General Motor Eng. Staff Milford, Mich.		2,342

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
General Printing & Ink Co. East Rutherford, N.J.		1,523
General Printing & Ink Elgin, So. Carolina		15,385
General Tire & Rubber Co. Jeanette, Pa. 15644		470
Georgia Power Co. Atlanta, Ga.		5,702
Griffin Steel Foundry St. Hyancianthe, Quebec		632
Hart Electric Bluefield, W. Va.		9,580
Heavy Duty Electronics Goldboro, N.C.		56,450
Hercules Inc. Terre Haute, Ind.		3,572
Hexagon Labs Bronx, N.Y.		1,615
High Energy Inc. Malvern, Pa.		1,100
HNG Petro Chemicals Sonora, Texas		3,520
Howmet Corp. Muskegon, Mich.		98
I.C.I. America Dighton, Mass.		5,834
Inmont Corp. Anaheim, Calif.		39,972
Jard Co., Inc. Bennington, Vt.		9,350
J.A. Soto Brownsville, Texas		507

DSW 012310

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Kawecki Berylco Boyertown, Pa.		1,189
Kennecott Copper Hayden, Ariz.		1,583
Kennedy Space Center Titusville, Fla.		700
Keat Plastics Evansville, Ind.		295
Knox Utilities Knoxville, Tenn.		4,586
Laclede Steel Alton, Ill.		880
Lever Bros. Baltimore, Maryland		33,093
Lever Bros. Hammond, Ind.		11,070
Liberty Machine Patterson, N.J.		1,280
Lone Star Steel Lone Star, Texas		230
Lubrizol Deer Park, Texas		39,067
Macmillan Bloedel Vancouver, B.C.		580
Mallory Capacitors Waynesboro, Tenn.		53,637
McGraw-Edison Milwaukee, Wisc.		126,142
Mead Containers Louisville, Ky.		1,650
Merck & Co. Danville, Pa.		8,050

DSW 012311

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Mobil Chemical Co. Plainfield, N.J.		1,204
Monsanto Co. Springfield, Mass.		1,240
Monsanto - Del. River Bridgeport, N.J.		48,400
Monsanto Electronics St. Peters, Mo.		67,760
Monsanto Ned. Chesterfield, Mo.		800
Monsanto Org. Div. Detroit, Mich.		490
Monsanto - Queeny St. Louis, Mo.		5,400
Morristown Power Morristown, Tenn.		1,147
Mystic Tape Division Borden Chemical Co. Northfield, Ill.		2,962
3-M Company St. Paul, Minn.		16,150
Narragusett Elect. Providence, R.I.		550
Northern Central Gas Kingston, Ontario, Canada		2,842
Norfolk Naval Shipyard Portsmouth, Va.		1,800
Northern State Power Co. Minneapolis, Minn.		9,590
Northern State Power Co. St. Peters, Mo.		
Nowment Co. Dover, N.J.		5,830

DSW 012312

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Olin Conductors Sedalia, Mo.		1,000
Owen-Ill. Durham, N.C.		1,118
Owen-Ill., Inc. Glass Container Div. Toledo, Ohio		588
Oxford Paper Rumford, Me.		4,131
Phelps Dodge Copper So. Bruns, N.J.		1,783
Pittsburg & Conneaut Dock Co. Conneaut, Ohio		1,918
Pfizer Groton, Conn.		1,952
Potomac Edison Hagertown, Md.		1,500
PPG Industries Natrium, W. Va.		3,850
PPG Industries Pittsburgh, Pa.		2,750
Pratt Whitney E. Hartford, Conn.		2,269
Proctor & Gamble Chicago, Ill.		950
Proctor & Gamble Cincinnati, Ohio		1,742
Proctor & Gamble Port Ivory, S.I.		700
Public Service Denver, Colorado		1,950
Public Service Elect. Elizabeth, N.J.		579
Quaker Oats Danville, Ill.		800

DSW 012313
E1E210 MSQ

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u> (Freight only)
Ralston Purina Mechanicsburg, Pa.		
Ralston Purina Battle Creek, Mich.		460
Reichhold Chemical Co. Tacoma, Washington		625
Republic Steel Warrene, Ohio		450
Reynold Metal Co. Messena, New York		4,800
Rohm and Haas Bristol, Pa.		18,283
Rohm and Haas Louisville, Ky.		4,425
Sangamon Electric Greenville, S.C.		32,940
Sangamon Electric Picken, S.C.		35,500
Schenectedy Chem. Schenectedy, N.Y.		3,995
Sprague Electric North Adams, Mass.		87,500
St. Arnoud & Bergevin Montreal, Quebec		700
STM Chemical Hichsville, Ohio		323
Sun Chemical E. Rutherford, N.J.		2,045
Tenneco Oil Intercoastal City, La.		24,200
The West Bend Co. West Bend, Wisc.	DSW 012314	1,100
Turner Electric Jacksonville, Fla.		3,950

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Union 76 Amasco Atlanta, Ga.		4,209
Union Carbide Long Reach, W. Va.		10,600
Union Electric Maryland Hgts., Mo.		3,015
Uniroyal Chemical Co. Middlebury, Conn.		6,840
Uniroyal Chemical Naugatuck, Conn.		1,420
University of Oklahoma Norman, Oklahoma		400
U.S. Steel San Francisco, Calif.		2,200
Western Electric Chicago, Illinois		580
Westinghouse Elec. Corp. Baton Rouge, La.		7,250
Westinghouse Electric Bloomington, Ind.		83,706
Westinghouse Elec. Corp. Charlotte, N.C.		3,011
Westinghouse Electric Cincinnati, Ohio		14,750
Westinghouse Electric Cleveland, Ohio		6,600
Westinghouse Electric Glassport, Pa.		9,755
Westinghouse Elect. Corp. Houston, Texas		5,630
	DSW 012315	
Westinghouse Elect. Corp. Kansas City, Mo.		11,170
Westinghouse Electric Philadelphia, Pa.		39,740

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Westinghouse Electric Pittsburgh, Pa.		7,015
Westinghouse Electric South Boston, Va.		33,100
Westinghouse Electric Trenton, Mich.		51,750
Westinghouse Electric Wilkes Barge, Pa.		4,200
Westvaco Covington, Ky.		535
Wisconsin Electric Milwaukee, Wisc.		16,850
Zia Co. Los Alamos, N.M.		<u>7,131</u>
Total - <u>1972</u>		211,237 pounds

DSW 012316

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Abbott Laboratories N. Chicago, Ill.		2,784
Acme Visible Records Croquet, Va.		4,281
Alcoa Cressona, Pa.		4,198
Allied Chemical Buffalo, N.Y.		7,241
A&P Coffee Landover, Md.		14,369
Argus Chemical Taft, Ala.		2,136
Balco Maintenance Boston, Mass.		7,625
Baltimore Gas & Electric Baltimore, Md.		7,893
Bethehem Steel East Boston, Mass.		801
Blackstone Valley Electric Lincoln, R.I.		2,508
Board of Power & Light Lansing, Mich.		3,600
Borden Chemical Bainbridge, N.Y.		10,106
Borg Warner Des Plaines, Ill.		900
Bureau of Engraving & Prtg. Washington, D.C.		357
Carrier Air Conditioning Co. Syracuse, N.Y.		495
Celotex Corp. Deposit, N.Y.		1,400
Center for Disease Control Atlanta, Ga.		430

DSW 012317

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Central Foundry Defiance, Ohio		9,000
Danville, Ill.		3,250
Champion Paper Hamilton, Ohio		22,800
Chevrolet Motors Flint, Mich.		26,500
Saginaw, Mich.		217,626
Tunawanda, N.Y.		3,246
Cities Service E. Chicago, Ill.		6,300
City of Palo Alto Palo Alto, Calif.		1,148
Cleveland Electric Illuminating Cleveland, Ohio		4,420
Columbus & Southern Ohio Electric Columbus, Ohio		1,308
Commonwealth Edison Maywood, Ill.		40,620
Compo Industries Mansfield, Mass.		4,169
Con Edison Astoria, N.Y.		26,100
Consumer's Power Grand Rapids, Mich.		4,930
Delco Electric Kokomo, Ind.		19,770
Dow Chemical Cleveland, Ohio		1,123
Golden, Colo.		10,464
Dow Corning Midland, Mich.		112,344
Trumbull, Conn.		446
Dowzer Electric Mt. Vernon, Ill.		663

DSW 012318

STLCOPCB4002243

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Duriron Co. Dayton, Ohio		508
Eastman Kodak Rochester, N.Y.		3,500
E.I. DuPont Louisville, Ky.		907
Electric Power Board Chattanooga, Tenn.		6,280
Esprey Mfg. Saratoga Springs, N.Y.		6,048
Ethyl Corp. Baton Rouge, La.		3,865
Findett Service Co. St. Charles, Mo.		4,305
Firestone Rubber & Latex Akron, Ohio		1,600
Franklin Glue Columbus, Ohio		600
Florida Power & Light Miami, Fla.		3,200
Ford Motor Co. Cleveland, Ohio		3,857
Dearborn, Mich.		1,580
Mr. Clemens, Mich.		35,570
General Electric Anaheim, Calif.		4,500
Charleston, W. Va.		343
Chicago, Ill.		14,625
Cincinnati, Ohio		1,280
Columbus, Ohio		3,200
Corpus Christi, Texas		10,150
Coshocton, Ohio		25,550
Dallas, Texas		2,058
Denver, Colo.		7,885
Kansas City, Mo.		24,000
Milwaukee, Wis.		11,450
Memphis, Tenn.		5,431
Oakland, Calif.		2,150
Spokane, Wash.		7,800
St. Louis, Mo.		5,093

DSW 012319

STLCOPCB4002244

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
General Motors		
Jonesville, Wisc.		1,950
Mansfield, Ohio		540
Warrne, Mich.		800
G.M. Proving Grounds		2,808
Milford, Mich.		
General Tire & Rubber		14,300
Jeanette, Pa.		
Goodyear Tire & Rubber		
Akron, Ohio		7,400
Lincoln, Nebr.		430
St. Mary's, Ohio		5,043
Hart Electric		16,470
Bluefield, W. Va.		
Henderson's Portion Pak		2,800
Coral Gables, Fla.		
Hercules Inc.		3,252
Terre Haute, Ind.		
H & H. Testing Inc.		2,796
Lutherville, Md.		
High Vacuum Mfg.		1,669
Passaic, N.J.		
Hooker Chemical		3,181
Hicksville, N.Y.		
Huron Cement		442
Alpena, Mich.		
Illinois Milling Co.		6,985
Bensenville, Ill.		
International Paper		1,750
Gifford, Ark.		
Interstate Brands		2,218
Chicago, Ill.		
Jard Inv.		53,050
Bennington, Vt.		
Jiffy Mfg. Co.		6,370
Hillside, N.J.		

DSW 012320

STLCOPCB4002245

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
J.R. Grace & Co. Owensboro, Ky.		13,720
Lockmeed Georgia Co. Marietta, Ga.		17,160
Longview Fibre Longview, Wash.		896
Mallory Capacitors Waynesboro, Tenn.		103,620
Malstrum A.F.B. Malstrum A.F.B., Mont.		730
McDonnell Aircraft St. Louis, Mo.		9,260
McGraw Edison Milwaukee, Wisc.		91,670
Memphis Light-Gas-Water Memphis, Tenn.		1,305
Michigan Standard Alloys Benton Harbor, Mich.		1,408
3-M Company Bedford, Ill.		6,970
Missouri Public Service Co. Sibley, Mo.		1,300
Monsanto Company Bridgeport, N.J.		2,460
Sharonville, Ohio		3,650
St. Louis, Mo.		13,383
Motorola Inc. Phoenix, Ariz.		18,755
National Cash Register Middletown, Ohio		175
Northern Indianan Public Service Gary, Ind.		350
Northern States Power Minneapolis, Minn.		13,203

DSW 012321

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Owens Corning Anderson, S.C. Toledo, Ohio		9,084 12,705
Owens Illinois Lakeland, Fla. Los Angeles, Calif.		445 350
Oxford Paper Rumford, Maine		3,525
Petroleum Dist. Co. Houston, Texas		7,740
Polymer Corp. Reading, Pa.		590
Potash Co. of America Saskatoon, Saskatchewan, Canada		386
Potomac Edison Hagerstown, Md.		2,145
PPG Ind. Pittsburgh, Pa.		1,875
Proctor & Gamble St. Louis, Mo.		415
Reichhold Chemical Jacksonville, Fla.		11,372
Revere Copper Scottsboro, Ala.		10,150
Sangamo Electric Greenville, S.C.		37,400
S.C. Johnson & Son Racine, Wisc.		1,100
Shell Oil Morgan City, La.		42,790
Sherwin Williams Oakland, Calif.		2,792
Southwest Electric Oklahoma City, Okla.		2,700

DSW 012322

STLCOPCB4002247

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Standard Oil of California Solootna, Alaska		10,625
Standard Supply Maysville, Ky.		1,967
Sun Chemical Cincinnati, Ohio		2,000
Northlake, Ill.		1,796
Target Stores Duluth, Minn.		5,640
Thermoking Corp. Minneapolis, Minn.		485
Toledo Edison Toledo, Ohio		13,371
Transformer Consultants Akron, Ohio		450
Union Carbide Chicago, Ill.		1,226
Oakridge, Tenn.		4,497
South Charlestown, W. Va.		2,400
Union Electric Maryland Hgts, Mo.		2,377
Uniroyal Tire Co. Ardmore, Okla.		2,300
University of California Berkeley, Calif.		4,750
USS Chemicals Neville Island, Pa.		6,990
Velsicol Chemical Memphis, Tenn.		15,548
Western Electric Chicago, Ill.		551
Norcross, Ga.		7,000
West Bend West Bend, Wisc.		1,716

DSW 012323

STLCOPCB4002248

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Westinghouse Electric		
Birmingham, Ala.		6,878
Bloomington, Ind.		229,070
Chicago, Ill.		11,760
Cincinnati, Ohio		15,353
Decatur, Ala.		9,900
Glassport, Pa.		12,500
Hillside, N.J.		20,650
Kansas City, Mo.		1,248
Livonia, Mich.		1,865
Minneapolis, Minn.		2,250
Muncie, Ind.		15,085
Philadelphia, Pa.		24,372
Pittsburgh, Pa.		1,050
Richmond, Va.		2,850
Wilkes Barre, Pa.		2,172
West Penn Power		1,652
Connellsville, Pa.		
Weyerhaeuser Co.		
Fitchburg, Mass.		550
Springfield, Ore.		1,450
Wisconsin Electric		4,163
Milwaukee, Wisc.		
1973 TOTAL		1,817,026

DSW 012324

STLCOPCB4002249

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Alderson Research Stanford, Conn.		60
A.O. Smith Little Rock, Ark.		1,905
Aro Inc. Arnold AFB, Tenn.		25
ATI Continental Filling Danville, Ill.		4,230
Balco Miantenance Boston, Mass.		1,465
Baltimore Gas & Electric Baltimore, Md.		3,460
Bell Labs Whippany, N.J.		3,390
Bendix Corp. Kansas City, Mo.		59,955
Bethlehem Steel Boston, Mass.		325
Broadway Electric Svc. Knoxville, Tenn.		608
Buell Envirochem Lebanon, Va.		197
Campbell Soup Co. Napoleon, Ohio		5,370
Cirrier Corp. Syracuse, N.Y.		370
Central California Farms Ontario, Calif.		2,022
Chevrolet Motors Flint, Mich.		23,873
Chrysler Corp. Belvidere, Ill.		30
Cities Service W. Lake Charles, La.		10,350

DSW 012325

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Clearprint Paper Emeryville, Ca.		38,996
Cleveland Electric Cleveland, Ohio		5,300
Climax Molybdenum Co. Climax, Colo.		6,200
Columbus & Southern Ohio Electric Columbus, Ohio		1,322
Commonwealth Edison Maywood, Ill.		54,700
Compo Ind. Waltham, Mass.		2,505
Continental Can Augusta, Ga.		125
Corning Glass Corning, N.Y.		627
C & T Refinery Charlotte, N.C.		6,650
Delco Rem Y Anaheim, Ca.		19,903
Delvara Power Salisbury, Md.		1,835
Detroit Edison Detroit, Mich.		1,350
Dow Chemical Rocky Flats, Colo.		96
DuPhate Canada Ltd. Hawkesburg, Ontario, Canada		1,385
DuQuense Light Co. Pittsburgh, Pa.		3,560
E.I. DuPont Clinton, Ind.		260
Electrical Utilities LaSalle, Ill.		33,750

DSW 012326

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Emerson Electric St. Louis, Mo.		344
Eaststeel Inc. Muskogee, Okla.		648
Fiber Industries Salisbury, N.C.		50
Findett St. Charles, Mo.		38,680
Florida Power & Light Daytona Beach, Fla.		11,273
Fred Sanders Detroit, Mich.		352
Gardner Denver Quincy, Ill.		470
General Dynamics San Diego, Ca.		141
General Electric Anaheim, Ca.		14,042
Charlestown Hgts., S.C.		10,659
Charlotte, N.C.		13,150
Chicago, Ill.		25,250
Cincinnati, Ohio		735
Columbus, Ohio		8,900
Dallas, Texas		14,009
Fort Wayne, Ind.		1,800
Kansas City, Mo.		24,000
Medford, Mass.		4,595
Memphis, Tenn.		9,375
Milwaukee, Wisc.		9,970
Oakland, Ca.		20,850
St. Louis, Mo.		9,450
Utica, N.Y.		1,186
General Tire & Rubber Jeanette, Pa.		8,652
Giddings & Lewis Fond Du Lac, Wisc.		1,650
Glyco Chemical Plainesville, Ohio		789

DSW 012327

STLCOPCB4002252

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
G.M. Assembly St. Louis, Mo.		1,100
G.M. Proving Grounds Milford, Mich.		496
Graniteville Co. Graniteville, S.C.		4,237
Grumman Aerospace Beth Page, N.Y.		117,130
Hart Electric Bluefield, W. Va.		9,150
Helena Corp. Helena, Ala.		18,150
Hercules Corp. Terre Haute, Ind.		2,536
Hevi Duty Electric Goldsboro, N.C.		103,130
High Energy Malvern, Pa.		3,850
H.K. Porter Lynchburg, Va.		12,446
Hooker Chemical Hicksville, N.Y.		9,602
Honeywell Inc. Minneapolis, Minn.		29,822
Howmet Corp. Dover, N.J.		6,816
Jard Co. Bennington, Vt.		42,900
Kaiser Aluminum Pleasanttown, Ca.		133
Malmstrom AFB Malmstrom AFB, Mont.		705
Martin Marietta Cement Thomastown, Maine		9,820

DSW 012328

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
McDonnell Douglas St. Louis, Mo.		900
McGraw Edison Franksville, Wisc. Greenwood, S.C.		500 103,381
MoBay Chemical Natrium, W. Va.		823
Mobil Chemical Highpoint, N.C. Planfield, N.J.		91 452
Monsanto Montreal, Canada Cleveland, Ohio Santa Clara, Ca. Sauget, Ill. St. Louis, Mo. Texas City, Texas		37,780 450 654 519,800 10,240 565
Motorola Inc. Phoenix, Ariz.		450
Narragansett Electric Providence, R.I.		1,480
National Electric Coil W. Caldwell, N.J.		4,050
National Tea Chicago, Ill.		58,080
Naval Const. Btl. Port Hueneme, Ca.		252
Norfold Naval Shipyard Portsmouth, Va.		1,800
Northern States Power Minneapolis, Minn.		17,970
O'Neal Electric Gulfport, Miss.		2,712
Parkson Corp. Ft. Lauderdale, Fla.		5,035
Patrick AFB Patrick AFB, Fla.		4,291

DSW 012329

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Pelron Corp. Lyons, Ill.		4,240
Pfister CUemical Bridgefield, N.J.		1,259
PPG Industries Natrium, W. Va.		245
Potomac Edison Co. Hagarstown, Md.		1,500
Pratt & Whitney W. Palm Beach, Fla.		633
Proctor Products, Inc. St. Louis, Mo.		985
Proctor & Gamble Chicago, Ill.		100
Long Beach, Ca.		10
Quaker State Chattanooga, Tenn.		120
RCA Svc. Co. Cape Canaveral, Fla.		550
Reichhold CXemical Jacksonville, Fla.		11,372
Revere Copper Scottsboro, Ala.		9,600
Rohr Corp. Riverside, Ca.		55
Sangamo Electric Pickens, S.C.		34,000
Shakespeare Co. Columbia, S.C.		19,458
Southwestern Public Svc. Amarillo, Texas		4,040
St. Regis Paper Middletown, Ohio		1,950
S. West Grease & Oil Compton, Ca.		1,130

DSW 012330

STLCOPCB4002255

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Systems Printers Santa Fe, Cal.		430
Tecumseh Products Marion, Ohio		7,740
Tilden Mining Co. Ishpeming, Mich.		26,600
Transformer Consultants Akron, Ohio		250
Richmond, Va.		185
UCLA Los Alamos, N.M.		2,360
Union Electric Maryland Hgts, Mo.		5,523
St. Louis, Mo.		3,919
Universal Voltronics Mt. Kisco, N.Y.		6,600
University of Calif. Los Alamos, N.M.		2,132
U.S. Steel McKeesport, Pa.		2,270
Warwick Electric Forest City, Ark.		7,815
Western Electric Baltimore, Md.		3,210
Omaha, Nebr.		1,105
Western Kraft Albany, N.Y.		53

DSW 012331

STLCOPCB4002256

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Westinghouse Electric		
Augusta, Maine		6,802
Baltimore, Md.		35,345
Baton Rouge, La.		7,678
Birmingham, Ala.		6,864
Bloomington, Ind.		189,050
Charlotte, N.C.		6,228
Chicago, Ill.		14,850
Glassport, Pa.		3,850
Houston, Texas		28,475
Indianapolis, Ind.		420
Kansas City, Mo.		10,476
Menasha, Wisc.		450
Mobile, Ala.		1,681
Muncie, Ind.		30,847
Needham, Mass.		7,150
Philadelphia, Pa.		57,360
Pittsburgh, Pa.		6,923
Savanna, Ga.		5,616
Wilkes Barre, Pa.		4,441
West Penn Power		400
Connellville, Pa.		
Windsor Plastics		134
Evansville, Ind.		
Wisconsin Electric		3,800
Milwaukee, Wisc.		
Witco Chemical		2,752
Chicago, Ill.		
1974 TOTAL		3,018,041

DSW 012332

STLCOPCB4002257

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
A.E. Staley Decatur, Ill.		2,640
American Enka Lowland, Tenn.		27,196
Armco Steel Kansas City, Mo.		3,600
Axel Electronics Jamacia, N.Y.		3,090
Babcox & Wilcox Brunswick, Ga.		4,483
Balco Maintenance Medford, Mass.		7,678
Baltimore Gas & Electric Baltimore, Md.		5,785
Beaver Electric Burnaby, B.C.		4,825
Bendix Corp. Kansas City, Mo.		119,880
Bethlehem Steel East Boston, Mass.		320
Brennan & Co. Laredo, Texas		6,990
Carpenter Technology Corp. Reading, Pa.		950
C.F. Braun Alhambra, Ca.		1,122
Columbus & Southern Ohio Electric Columbus, Ohio		1,240
Commonwealth Edison Maywood, Ill.		21,964
Consumers Power Co. Grand Rapids, Mich.		1,225
Delmarva Power Salisbury, Mo.		770

DSW 012333

STLCOPCB4002258

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Duke Power Co. Charlotte, N.C.		6,238
Electric Svc. Co. Cincinnati, Ohio		3,125
Emery Industries Cincinnati, Ohio		2,920
Exxon Co. Bayonne, N.J.		12,316
Florida Power & Light Miami, Fla.		19,445
Ford Motor Dearborn, Mich. Nashville, Tenn.		2,400 64
General Electric Anaheim, Ca.		3,629
Bettendorf, Iowa		22,010
Bossier City, La.		3,700
Charleston Hgts, W. Va.		2,162
Chicago, Ill.		17,700
Cleveland, Ohio		4,000
Columbus, Ohio		2,500
Denver, Colo.		39,367
Green Bay, Wisc.		208
Kansas City, Mo.		15,000
Milwaukee, Wisc.		4,908
Oakland, Ca.		17,050
Rome, Ga.		85,734
George Mann & Co. Stoneham, Mass.		17,589
Gulf Power Chattahoochee, Fla.		1,215
Hammermill Papers Erie, Pa.		3,600
Hawaiian Electric Honolulu, Hawaii		1,515
Helena Corp. Helena, Ala.		14,300

DSW 012334

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Hercules Inc. Terre Haute, Ind.		1,468
Hevi-Duty Electric Goldsboro, N.C.		31,150
High Energy Malvern, Pa.		1,650
Huron Cement Alpena, Mich.		450
Idaho Sugar Idaho Falls, Colo.		300
Indiana & Michigan Electric Ft. Wayne, Ind.		14,626
John Zink Tulsa, Okla.		446
Joy Svc. Center Bluefield, W. Va.		6,710
Kansas City Power & Light Kansas City, Mo.		1,382
Keystone Steel & Wire Peoria, Ill.		2,664
Louisville Gas & Electric Louisville, Ky.		8,036
McGraw Edison Greenwood, S.C.		110,729
Franksville, Wisc.		900
McWane East Iron Pipe Co. Birmingham, Ala.		380
Menasha Corp. Lakeville, Minn.		1,320
Minnesota Mining & Mfg. Wayne, Mich.		2,522
Monongahela Power Parkerville, Pa.		205
Monsanto Sauget, Ill.		322,000

DSW 012335

STLCOPCB4002260

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Naval Const. Btl. Port Hueneme, Ca.		1,604
Noranda Aluminum New Madrid, Mo.		82,660
No. Indiana Public Svc. Gfry, Ind.		380
Northern States Power Minneapolis, Minn.		4,138
Okonite Co. No. Brunswick, N.J.		4,350
Owens Illinois Streator, Ill.		415
Parkson Corp. Ft. Lauderdale, Fla.		1,300
Proctor & Gamble Chicago, Ill.		200
Reichhold Chemical Fox, Ala.		660
Rems Corp. Lima, Ohio		930
Reynolds Metals Brookfield, Ill.		290
Rubatex Corp. Bedford, Va.		1,316
Sangamo Electric Pickens, S.C.		69,900
S.D. Myers Akron, Ohio		450
Bakersfield, Ca.		71
Shrake Electric Topeka, Kansas		330
Stearns Rogers Hayden, Colo.	DSW 012336	55
St. Regis Paper Monticello, Miss.		65

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Transformer Consultants		
Albany, N.Y.		195
Cuyahoga, Ohio		200
Hobbs, N.M.		150
Lincoln, R.I.		120
Ft. Worth, Texas		300
San Diego, Ca.		60
Upjohn		598
North Haven, Conn.		
Union Carbide		690
Portland, Ore.		
Weiss Construction Co.		45,950
Farmington, Mich.		
Western Electric		215
Baltimore, Md.		
Westinghouse Electric		
Ashdown, Ark.		1,650
Birmingham, Ala.		9,049
Chicago, Ill.		23,700
Cincinnati, Ohio		11,970
Cleveland, Ohio		25,950
Coffeen, Ill.		3,600
Detroit, Mich.		4,270
Ft. Worth, Texas		2,440
Gary, Ind.		200
Glassport, Pa.		7,700
Houston, Texas		11,525
Milwaukee, Wisc.		850
Minneapolis, Minn.		3,330
Muncie, Ind.		8,710
Peoria, Ill.		4,800
Philadelphia, Pa.		6,700
Pittsburgh, Pa.		38,593
Richmond, Va.		7,100
St. Louis, Mo.		6,050
Wilkes Barre, Pa.		6,200
Whittaker Electric		3,300
Grand Rapids, Mich.		
Windsor Plastics		133
Evansville, Ind.		

DSW 012337

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Wisconsin Electric Milwaukee, Wisc.		2,250
Wisconsin Power & Light N. Beloit, Wisc.		500
1975 YTD TOTAL		2,081,430

DSW 012338

STLCOPCB4002263

EXHIBIT M

DSW 012339

DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM	DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM
1/4/71	0.390	8000	7/1/71	0.122	8000
1/7/71	0.392	8000	7/4/71	--	8000
1/11/71	0.475	8000	7/8/71	0.176	8000
1/14/71	0.737	8000	7/11/71	--	8000
1/18/71	0.586	8000	7/15/71	0.132	8000
1/21/71	0.332	8000	7/18/71	2.544	8000
1/28/71	0.336	8000	7/22/71	0.084	8000
2/1/71	0.184	8000	7/25/71	0.783	8000
2/4/71	0.304	8000	7/29/71	0.081	8000
2/8/71	0.131	8000	8/1/71	0.066	8000
2/11/71	0.217	8000	8/5/71	0.201	8000
2/14/71	0.332	8000	8/8/71	0.201	8000
2/18/71	0.077	8000	8/11/71	0.033	8000
2/21/71	0.302	8000	8/15/71	0.192	8000
2/25/71	0.190	8000	8/18/71	0.100	8000
2/28/71	0.234	8000	8/22/71	0.112	8000
3/4/71	0.358	8000	8/25/71	0.175	8000
3/7/71	0.164	8000	8/29/71	0.108	8000
3/11/71	0.303	8000	9/8/71	0.051	8000
3/14/71	0.150	8000	9/12/71	0.053	8000
3/18/71	0.147	8000	9/15/71	0.078	8000
3/21/71	0.187	8000	9/19/71	0.044	8000
3/25/71	0.255	8000	9/22/71	0.033	8000
3/28/71	0.420	8000	9/26/71	0.060	8000
4/1/71	1.046	8000	9/29/71	0.047	8000
4/4/71	0.336	8000	10/3/71	0.061	8000
4/9/71	0.292	8000	10/6/71	0.069	8000
4/11/71	0.230	8000	10/10/71	0.044	8000
4/15/71	0.145	8000	10/13/71	0.041	8000
4/18/71	--	--	10/17/71	0.041	8000
4/22/71	0.219	8000	10/20/71	0.030	8000
4/25/71	--	--	10/24/71	0.172	8000
4/30/71	0.223	8000	10/27/71	0.090	8000
5/2/71	0.162	8000	10/31/71	0.042	8000
5/6/71	0.144	8000	11/3/71	0.287	8000
5/9/71	0.144	8000	11/7/71	0.225	8000
5/13/71	0.175	8000	11/10/71	0.162	8000
5/16/71	0.122	8000	11/14/71	0.337	8000
5/20/71	0.168	8000	11/17/71	0.074	8000
5/23/71	0.720	8000	11/21/71	0.051	8000
5/27/71	0.181	8000	11/25/71	0.053	8000
5/30/71	0.158	8000	11/28/71	0.095	8000
6/3/71	0.163	8000	12/1/71	0.010	8000
6/6/71	0.164	8000	12/5/71	0.165	8000
6/10/71	0.218	8000	12/8/71	0.077	8000
6/13/71	0.137	8000	12/12/71	0.101	8000
6/17/71	0.106	8000	12/15/71	0.017	8000
6/20/71	0.204	8000	12/19/71	0.024	8000
6/24/71	0.189	8000	12/22/71	0.058	8000
6/27/71	0.164	8000	12/26/71	0.070	8000
			12/29/71	0.040	8000

DSW 012340

DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM	DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM
1/2/72	.082	7300	6/28/72	--	--
1/5	.049	6300	7/2/72	--	--
1/9	.012	7300	7/5	--	--
1/12	--	--	7/9	--	--
1/16	--	--	7/12	--	--
1/19	--	--	7/16	--	--
1/23	--	--	7/19	--	--
1/25	.018	7300	7/23	--	--
			7/27	--	--
1/26	--	--	7/31	--	--
2/2/72	--	--	8/2/72	--	--
2/6	--	--	8/6	--	--
2/13	--	--	8/9	--	--
2/16	--	--	8/13	--	--
2/20	--	--	8/16	--	--
2/23	--	--	8/20	--	--
2/27	--	--	8/23	--	--
3/1/72	--	--	8/27	--	--
3/5	--	--	8/30	--	--
3/8	--	--	9/3/72	--	--
3/12	--	--	9/6	--	--
3/15	--	--	9/10	--	--
3/19	--	--	9/13	--	--
3/22	--	--	9/17	--	--
3/24	--	--	9/21	--	--
3/26	--	--	9/24	--	--
3/29	--	--	9/27	--	--
4/2/72	--	--	10/1/72	--	--
4/5	--	--	10/4	--	--
4/9	--	--	10/8	--	--
4/12	--	--	10/11	--	--
4/16	--	--	10/15	--	--
4/19	--	--	10/17	--	--
4/23	--	--	10/22	--	--
4/26	--	--	10/25	--	--
4/30	--	--	10/29	--	--
5/3/72	--	--	11/1/72	--	--
5/7	--	--	11/5	--	--
5/10	--	--	11/8	--	--
5/14	--	--	11/12	--	--
5/17	--	--	11/15	--	--
5/24	--	--	11/19	--	--
5/28	--	--	11/23	--	--
5/31	--	--	11/26	--	--
6/4/72	--	--	11/29	--	--
6/7	--	--	12/4/72	--	--
6/11	--	--	12/7	--	--
6/14	--	--	12/10	--	--
6/18	--	--	12/14	--	--
6/21	--	--	12/17	--	--
6/25	--	--	12/20	--	--

DSW 012341

DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM	DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM
12/23/72	--	--	6/17/73	--	--
12/27	--	--	6/20	--	--
1/1/73	--	--	6/24	--	--
1/3	--	--	6/27	--	--
1/7	--	--	7/1/73	--	--
1/10	--	--	7/5	00	00
1/14	--	--	7/8	--	--
1/17	--	--	7/11	--	--
1/21	--	--	7/16	--	--
1/24	--	--	7/18	--	--
1/28	--	--	7/22	--	--
1/31	--	--	7/29	--	--
2/4/73	--	--	8/2/73	--	--
2/7	--	--	8/5/73	--	--
2/11	--	--	8/8	--	--
2/14	--	--	8/12	--	--
2/18	--	--	8/16	--	--
2/21	--	--	8/19	--	--
2/25	--	--	8/22	--	--
3/1/73	--	--	8/26	--	--
3/4	--	--	8/29	--	--
3/7	--	--	9/3/73	--	--
3/11	--	--	9/5	--	--
3/14	--	--	9/9	--	--
3/18	--	--	9/12	--	--
3/21	--	--	9/16	--	--
3/25	.286	6000	9/19	--	--
3/28	.088	6000	9/23	--	--
4/1/73	.053	6000	9/26	--	--
4/4	--	--	9/28	--	--
4/8	--	--	10/4/73	--	--
4/11	--	--	10/8	--	--
4/15	--	--	10/10	--	--
4/18	--	--	10/14	--	--
4/22	--	--	10/17	.047	600
4/25	--	--	10/21	.025	600
4/29	--	--	10/24	.020	600
5/2/73	--	--	10/28	.080	600
5/6	--	--	10/31	.085	600
5/9	--	--	11/4/73	.020	600
5/13	--	--	11/7	.033	600
5/16	--	--	11/11	.121	600
5/20	--	--	11/14	.188	600
5/23	--	--	11/18	.027	600
5/27	--	--	11/22	.021	600
5/30	--	--	11/25	.020	600
6/3/73	--	--	11/28	.051	600
6/6	--	--	12/2/73	--	--
6/10	--	--	12/5	.118	600
6/13	--	--	12/9	.400	600
			12/12	.126	600

DSW 012342

DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM	DATE	TOTAL PLANT Conc ⁿ mg/l	TOTAL PLANT FLOW - GPM
12/16/73	---	--	6/2/74	--	--
12/19	.087	6000	6/5	--	--
12/23	.099	6000	6/9	--	--
12/26	.042	6000	6/12	--	--
12/30	.078	6000	6/16	--	--
1/2/74	.159	6000	6/19	--	--
1/6	.023	6000	6/23	--	--
1/9	.029	6000	6/26	--	--
1/13	3.360	6000	6/30	--	--
1/16	.483	6000	7/4/74	--	--
1/20	.511	6000	7/7	--	--
1/23	.199	6000	7/10	--	--
1/27	.063	6000	7/14	<.01	5750
1/30	.107	6000	7/17	<.01	5750
2/3/74	.150	6000	7/21	<.01	5750
2/6	.096	6000	7/24	<.01	5750
2/10	.094	6000	7/28	<.01	5750
2/13	.168	6000	7/31	<.01	5750
2/17	.085	6000	8/4/74	<.01	5750
2/20	.147	6000	8/7	.015	5750
2/24	.121	6000	8/11	<.01	5750
2/27	.117	6000	8/14	.015	5750
3/3/74	.109	6000	8/18	<.01	5750
3/6	.041	6000	8/21	<.01	5750
3/10	.096	6000	8/25	<.01	5750
3/13	---	---	8/28	<.01	5750
3/17	---	---			
3/20	---	---			
3/24	---	---			
3/27	---	---			
3/31	---	---			
4/3/74	---	---			
4/7	---	---			
4/10	---	---			
4/14	---	---			
4/17	---	---			
4/21	---	---			
4/24	---	---			
4/28	---	---			
5/1/74	---	---			
5/5	---	---			
5/8	---	---			
5/12	---	---			
5/15	---	---			
5/19	---	---			
5/22	---	---			
5/26	---	---			
5/29	---	---			

DSW 012343

DATE	TOTAL PLANT Conc PPM	TOTAL PLANT FLOW - GPM	DATE	TOTAL PLANT Conc PPM	TOTAL PLANT FLOW - GPM
9/1/74	<.01	5750	1/1/75	.033	5550
9/4	<.01	5750	1/5	.037	5550
9/8	<.01	5750	1/8	.051	5550
9/11	.027	5750	1/12	.027	5550
9/15	<.01	5750	1/15	.047	5550
9/18	.043	5750	1/19	.015	5550
9/22	<.01	5750	1/23	.017	5550
9/25	<.01	5750	1/26	.013	5550
9/29	.017	5750	1/29	.019	5550
Average	<.016	5750	Average	.039	5550
10/2/74	<.01	5750	2/2/75	.01	5550
10/6	<.01	5750	2/5	.021	5550
10/9	<.01	5750	2/9	.015	5550
10/13	.029	5750	2/12	.018	5550
10/16	<.01	5750	2/16	.032	5550
10/20	.041	5750	2/19	.028	5550
10/23	.135	5750	2/23	.010	5550
10/27	.038	5750	2/26	.014	5550
10/28	.118	5750	Average	.019	5550
10/30	.384	5750	3/2/75	.046	5100
Average	.087	5750	3/5	.023	5100
11/3/74	.052	5750	3/9	.024	5100
11/6	.021	5750	3/12	.048	5100
11/10	.092	5750	3/16	.033	5100
11/13	.02	5750	3/19	.015	5550
11/17	.013	5750	3/23	.033	5550
11/20	.024	5750	3/26	.014	5550
11/24	.041	5750	3/30	.01	5550
11/28	.025	5750	Average	.027	5300
Average	.036	5750	4/2/75	.03	5550
12/1/74	--	5750	4/6	.011	5550
12/4	.091	5750	4/9	.028	5550
12/8	.024	5750	4/13	.087	5700
12/11	.034	5750	4/16	.033	5700
12/15	.03	5750	4/20	.061	5700
12/18	.061	5750	4/23	.065	5700
12/22	.018	5550	4/27	.025	5700
12/25	.032	5550	4/30	.025	5700
12/29	.032	5550	Average	.041	5650
Average	.040	5683	5/4/75	.022	5700
			5/7	.046	5700
			5/11	.026	5700
			5/15	.017	5700
			5/18	.025	5550
			5/21	.042	5550
			5/25	.106	5550
			5/28	.06	5550
			Average	.043	5620

DSW 012344

DATE	TOTAL PLANT	
	Conc.	PPM
		TOTAL PLANT FLOW - GPM
6/1/75	.028	5550
6/4	.044	5550
6/8	.067	5550
6/11	.061	5550
6/15	<.01	5550
6/18	.021	5550
6/22	.044	5550
6/25	.042	5550
6/29	.053	5550
7/2/75	.016	5550
7/6	.023	5550
7/9	.025	5550
7/13	.041	5550
7/16	.032	5550
7/20	.016	5550
7/23	.025	5550
7/27	.016	5550
7/30	.016	5700
8/3/75	.06	5700
8/6	.038	5700
8/10	.027	5700
8/13	.029	5700
8/17	.081	5700
8/20	.032	5700
8/24	.024	5300
8/27	.018	5300
8/30	.046	5300
9/3/75	<.01	5300
9/7	.014	5300
9/11	.142	5300
9/14	.101	5300
9/18	.016	5300
9/21	<.01	5300
9/24	.046	5300
9/28	.088	5300

DSW 012345

EXHIBIT N

DSW 012346

STLCOPCB4002271



IRA L. MYERS, M. D.
CHAIRMAN
STATE HEALTH OFFICER

CLAUDE D. KELLEY
VICE CHAIRMAN
COMMISSIONER, DEPARTMENT OF
CONSERVATION AND NATURAL RESOURCES

JOHN M. BOLTON, JR.
CHIEF ADMINISTRATIVE OFFICER

749 STATE OFFICE BUILDING

MONTGOMERY, ALABAMA 36104

TELEPHONE 269-7971

November 13, 1972

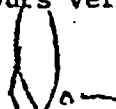
Mr. Gene L. Jessee
Plant Manager
Monsanto Company
Anniston, Alabama

Dear Mr. Jessee:

Per your recent telephone conversation with Charles Horn, it is understood that all polychlorinated biphenyl related manufacturing ceased on May 1, 1972. Your plant may, therefore, discontinue monthly monitoring of polychlorinated biphenyl losses to Snows Creek. Officials of the Environmental Protection Agency have been consulted and have indicated their agreement with this office.

Should you return to this process in the future, please advise, so that the monitoring program may be reinstated.

Yours very truly,


Daniel E. Cooper
Assistant Sanitary Engineer
Water Improvement Commission

DEC/sm

DSW 012347

COMMISSION MEMBERS

MARVIN G. BERGLIN
FAYETTE

DR. ROBERT BUCHER
MOBILE

LOUIS GRAUENSTEDER
HUNTSVILLE

HENRY LESLIE
MONTGOMERY

ROBERT T. WRIGHT
CALEDON

AROCLOR LOSSES January, 1971

Location: Plant Effluent
Factor: _____

Location: Limestone Pit Inf.
Factor: _____

Location: Limestone Pit Eff.
Factor: _____

Date	PPB	Flow (GPM)	#/Day	Date	PPB	Flow (GPM)	#/Day	Date	PPB	Flow (GPM)	#/Day
1	146	462	0.81	1				1			
2	104	397	0.50	2				2			
3	275	397	1.31	3	112	397	0.53	3	160	397	0.7
4	303	533	1.94	4				4			
5	444	462	2.46	5				5			
* 6	215	397	1.02	6				6			
7	293	397	1.40	7				7			
8	23	397	0.11	8				8			
9	43	397	0.20	9				9			
10	40	338	0.16	10	86	338	0.35	10	32	338	0.13
11	228	284	0.78	11				11			
12	102	397	0.49	12				12			
13	105	397	0.50	13				13			
14	113	397	0.54	14				14			
15	124	397	0.59	15				15			
16	84	397	0.40	16				16			
** 17	1337	397	6.37	17	24	338	0.10	17	27	338	0.11
18	8	397	0.04	18				18			
*** 19	1660	397	7.91	19				19			
*** 20	2234	462	12.39	20				20			
21	49	533	0.31	21				21			
22	23	533	0.15	22				22			
23	24	533	0.15	23				23			
24	41	880	0.43	24				24			
25	43	694	0.36	25				25			
26	50	880	0.53	26				26			
27	84	694	0.70	27				27			
28	130	694	1.08	28				28			
29	392	694	3.26	29				29			
30	392	694	3.26	30				30			
31	392	694	3.26	31				31			

* Cleaning with detergent

** Sampler not working properly--
small amount of sample in bottle

*** Grouting sewers -
samples had large amount of white solids

PLANT EFF.

Average PPB 307

Average #/Day 1.72

DSW 012348

STLCOPCB4002273

AROCLOR LOSSES January, 1971

Location: Sump
Factor: _____

Location: HCl Sewers
Factor: _____

Location: Limestone Pit Eff.
Factor: _____

Date	PPB	Flow (GPM)	#/Day	Date	PPB	Flow (GPM)	#/Day	Date	PPB	Flow (GPM)	#/Day
1				1				1			
2				2				2			
3	995	236	2.82	3	2200	100	2.64	3			
4				4				4			
5				5				5			
6				6				6			
7				7				7			
8				8				8			
9	43	193	0.10	9				9			
10	120	193	0.28	10	1120	123	1.65	10			
11				11				11			
12				12				12			
13				13				13			
14				14				14			
15				15				15			
16				16				16			
17				17	4700	123	6.94	17			
18				18				18			
19				19				19			
20				20				20			
21				21				21			
22				22				22			
23				23				23			
24				24				24			
25				25				25			
26				26				26			
27				27				27			
28				28				28			
29				29				29			
30				30				30			
31				31				31			

DSW 012349

AROCOR LOSSES February, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	694	314	2.61	120	1.00	Grab sample (repla
2	694	177	1.47	97	0.81	
* 3	694	2140	17.82	1470	12.24	Recheck-2180
4	880	136	1.44	65	0.69	
5	880	105	1.11	53	0.56	
6	1094	51	0.67	22	0.29	
7	1094	178	2.34	82	1.08	
8	694	94	0.78	54	0.45	
9	694	106	0.88	52	0.43	
10	1094	125	1.64	55	0.72	
11	694	8	0.07	5	0.04	
12	1094	105	1.38	10	0.13	Grab Sample
13	1094	66	0.87	25	0.33	Grab Sample
14	1094	108	1.42	15	0.20	Grab Sample
15	880	27	0.29	13	0.14	
16	533	159	1.02	83	0.53	
17	694	74	0.62	26	0.22	
18	610	78	0.57	23	0.17	
19	694	52	0.43	23	0.19	
20	1912	84	1.93	36	0.83	
21	1094	117	1.54	57	0.75	
22	984	79	0.93	50	0.59	
23	694	128	1.07	48	0.40	
24	880	560	5.91	330	3.48	
25	880	21	0.22	21	0.22	
26	880	6	0.06	6	0.06	
27	880	8	0.08	8	0.08	
28	880	9	0.10	6	0.06	
29						
30						
31						

Average Flow 892

Average PPB (Total) 182

Average #/day (Total) 1.95

Average PPB (A-1242 & A-1254) 102

Average #/day (A-1242 & A-1254) 1.09

*2-3-71 added 3 truckloads limestone to pit
while in operation

2-3-71 Limestone pit inf. 99 ppb; Pit Eff. 1400 ppb

DSW 012350

STLCOPCB4002275

AROCOR LOSSES March, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	69	0.73	39	0.41	
2	1094	248	3.26	248	3.26	
3	880	241	2.54	163	1.72	
4	694	76	0.63	14	0.12	
* 5	694	330	2.75	156	1.30	56 ppb A-1260
* 6	880	11,460	121.02	10,260	108.35	6400 ppb A-1260
* 7	1094	590	7.75	590	7.75	300 ppb A-1260
* 8	1094	160	2.10	98	1.29	40 ppb A-1260
* 9	1094	51	0.67	29	0.38	10 ppb A-1260
10	1094	800	10.50	460	6.04	
11	694	1000	8.33	620	5.16	
12	1094	4	0.05	4	0.05	
13	1094	1	0.01	1	0.01	
14	1094	1	0.01	1	0.01	
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						

Average Flow _____

Average PPB (Total) _____

Average #/day (Total) _____

Average PPB (A-1242 & A-1254) _____

Average #/day (A-1242 & A-1254) _____

* Cleaned warehouse sump 3/3/71
A-1260 was found in these samples.

DSW 012351

AROCLOR LOSSES March, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	69	0.73	39	0.41	
2	1094	248	3.26	248	3.26	
3	880	241	2.54	163	1.72	
4	694	76	0.63	14	0.12	
* 5	694	300	2.75	156	1.30	56 ppb A-1260
* 6	880	11,460	121.02	10,260	108.35	6400 ppb A-1260
* 7	1094	590	7.75	590	7.75	300 ppb A-1260
* 8	1094	160	2.10	98	1.29	40 ppb A-1260
* 9	1094	51	0.67	29	0.38	10 ppb A-1260
10	1094	800	10.50	460	6.04	
11	694	1000	8.33	620	5.16	
12	1094	4	0.05	4	0.05	
13	1094	1	0.01	1	0.01	
14	1094	1	0.01	1	0.01	
15	694	177	1.47	132	1.10	
16	694	34	0.28	4	0.03	
*17	694	325	2.66	320	2.66	120 ppb A-1260
*18	694	35	0.29	12	0.10	3 ppb A-1260
19	694	11	0.09	3	0.02	
20	694	40	0.33	10	0.08	
21	694	15	0.12	4	0.03	
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						

Average Flow _____

Average PPB (Total) _____

Average #/day (Total) _____

Average PPB (A-1242 & A-1254) _____

Average #/day (A-1242 & A-1254) _____

* Cleaned warehouse sump 3/3/71
A-1260 was found in these samples.

DSW 012352

STLCOPCB4002277

AROCLOR LOSSES March, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	69	0.73	39	0.41	
2	1094	248	3.26	248	3.26	
3	880	241	2.54	163	1.72	
4	694	76	0.63	14	0.12	
* 5	694	300	2.75	156	1.30	56 ppb A-1260
* 6	880	11,460	121.02	10,260	108.35	6400 ppb A-1260
* 7	1094	590	7.75	590	7.75	300 ppb A-1260
* 8	1094	160	2.10	98	1.29	40 ppb A-1260
* 9	1094	51	0.67	29	0.38	10 ppb A-1260
10	1094	800	10.50	460	6.04	
11	694	1,000	8.33	620	5.16	
12	1094	4	0.05	4	0.05	
13	1094	1	0.01	1	0.01	
14	1094	1	0.01	1	0.01	
15	694	177	1.47	132	1.10	
16	694	34	0.28	4	0.03	
* 17	694	320	2.66	320	2.66	120 ppb A-1260
* 18	694	35	0.29	12	0.10	3 ppb A-1260
19	694	11	0.09	3	0.02	
20	694	40	0.33	10	0.08	
21	694	15	0.12	4	0.03	
22	694	23	0.19	6	0.05	
23	694	57	0.47	7	0.06	
24	880	78	0.82	11	0.12	
25	880	69	0.73	5	0.05	
26	880	5	0.05	4	0.04	
27	880	8	0.08	6	0.06	
28	880	7	0.07	5	0.05	
29	694	9	0.07	6	0.05	
30	694	11	0.09	4	0.03	
31	694	39	0.32	13	0.11	

Average Flow 845

Average PPB (Total) 515

Average #/day (Total) 5.22

Average PPB (A-1242 & A-1254) 427

Average #/day (A-1242 & A-1254) 4.33

* Cleaned warehouse sump 3/3/71
A-1260 was found in these samples.

DSW 012353

STLCOPCB4002278

AROCOR LOSSES April, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	27	0.29	13	0.14	
* 2	694	30	0.25	10	0.08	
* 3	694	30	0.25	10	0.08	
* 4	694	30	0.25	10	0.08	
5	880	72	0.76	23	0.24	
6	694	70	0.58	18	0.15	
7	694	85	0.71	40	0.33	
8	694	124	1.03	48	0.40	
9	694	46	0.38	18	0.15	
10	694	8	0.07	4	0.03	
11	694	13	0.11	7	0.06	
12	694	121	1.01	50	0.42	
13	694	88	0.73	28	0.23	
14	694	54	0.45	20	0.17	
15	533	20	0.13	4	0.03	
16	694	78	0.65	42	0.35	
17	694	82	0.68	15	0.12	
18	694	78	0.65	10	0.08	
19	694	96	0.80	28	0.23	
20	1094	117	1.54	55	0.72	
21	694	230	1.92	30	0.25	
22	1337	132	2.12	44	0.71	
23	1094	4	0.05	4	0.05	
24	1094	15	0.20	4	0.05	
25	694	9	0.07	5	0.04	
26	694	30	0.25	11	0.09	
27	694	32	0.27	12	0.10	
28	694	106	0.88	60	0.50	
29	694	228	1.90	168	1.40	
30	694	70	0.38	26	0.22	
31	694	--	--	--	--	

Average Flow 762

Average PPB (Total) 71

Average #/day (Total) 0.65

Average PPB (A-1242 & A-1254) 27

Average #/day (A-1242 & A-1254) 0.25

* 3 day composite

DSW 012354

STLCOPCB4002279

AROCOR LOSSES May, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	694	94	0.78	45	0.37	
2	694	103	0.86	11	0.09	
3	694	117	0.97	46	0.38	
4	694	18	0.15	7	0.06	
5	533	176	1.13	86	0.55	
6	694	29	0.24	6	0.05	
7	694	16	0.13	3	0.02	
8	694	10	0.08	2	0.02	
9	694	5	0.04	2	0.02	
10	880	22	0.23	8	0.08	
11	694	146	1.22	42	0.35	
12	880	92	0.97	30	0.32	
13	694	72	0.60	40	0.33	
14	694	88	0.73	58	0.48	
15	694	87	0.72	39	0.32	
16	880	155	1.64	73	0.77	
17	610	129	0.94	51	0.37	
18	694	256	2.13	160	1.33	Solids in sample
19	694	14	0.12	2	0.92	
20	784	23	0.22	3	0.03	
21	694	56	0.47	34	0.28	
22	694	18	0.15	8	0.07	
23	694	51	0.42	22	0.18	
24	880	12	0.13	4	0.04	
25	694	10	0.08	3	0.02	
26	880	109	1.15	51	0.54	
27	699	21	0.17	9	0.07	
28	610	18	0.13	8	0.06	
29	694	77	0.64	25	0.21	
30	610	36	0.26	11	0.08	
31	694	147	1.22	65	0.54	Solids in sample

Average Flow 714 GPM

Average PPB (Total) 71

Average #/day (Total) .60

Average PPB (A-1242 & A-1254) 31

Average #/day (A-1242 & A-1254) .26

DSW 012355

STLCOPCB4002280

AROCOR LOSSES June, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	694	22	0.18	8	0.07	
2	694	8	0.02	NDA	0.00	
3	694	27	0.22	13	0.11	
4	694	2	0.02	1	0.01	
5	694	11	0.09	10	0.08	
6	694	3	0.02	1	0.01	
7	694	8	0.07	1	0.01	
8	694	86	0.72	50	0.42	
9	610	127	0.93	54	0.40	
10	533	8	0.05	1	0.01	
11	610	20	0.15	10	0.07	
12	533	25	0.16	12	0.08	
13	694	155	1.29	57	0.47	
14	533	20	0.13	5	0.03	
15	533	20	0.13	10	0.06	
16	694	51	0.42	33	0.27	
17	533	29	0.19	15	0.10	
18	880	8	0.08	4	0.04	
19	694	5	0.04	3	0.02	
20	694	9	0.07	5	0.04	
21	694	141	1.17	56	0.47	
22	694	124	1.03	60	0.50	
23	694	134	1.12	47	0.47	
24	694	13	0.10	7	0.06	
25	694	107	0.89	63	0.52	
26	533	360	2.30	168	1.07	*
27	880	1830	19.32	730	7.71	*
28	880	49	0.52	19	0.20	
29	880	117	1.24	45	0.48	
30	880	157	1.66	85	0.90	
31						

Average Flow 687 GPM

Average PPB (Total) 122

Average #/day (Total) 1.01

Average PPB (A-1242 & A-1254) 53

Average #/day (A-1242 & A-1254) 0.44

*6/26/71, 6/27/71 (1) Digging in Limestone Pit
(2) Rain
(3) Acid sewerd

DSW 012356

STLCOPCB4002281

AROCOR LOSSES July, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	112	1.18	86	0.91	
2	694	18	0.15	7	0.06	
3	880	15	0.16	6	0.06	
4	880	1395	14.73	195	2.06	Acid lost
5	880	294	3.10	24	0.25	
6	880	1700	19.95	1000	10.56	Rain; solids in sample
7	880	172	1.82	124	1.31	Added limestone to pi
8	694	110	0.92	62	0.52	
9	694	154	1.28	80	0.67	
10	694	171	1.42	77	0.64	
11	694	85	0.71	20	0.17	
12	694	75	0.62	9	0.07	
13	533	109	0.70	49	0.31	
14	694	149	1.24	62	0.51	
15	694	82	0.68	32	0.27	
16	1337	30	0.48	30	0.48	
17	694	22	0.18	19	0.16	
18	694	16	0.13	10	0.08	
19	694	47	0.39	9	0.07	
20	694	274	2.28	98	0.82	Grab sample-pump down
21	694	13	0.11	4	0.03	
22	694	15	0.12	NDA	0.0	
23	694	225	1.87	110	0.92	Grab sample-pump down
24	533	1380	8.83	520	3.33	Grab sample-pump down
25	610	128	1.06	88	0.73	
26	984	183	1.72	77	0.72	
27	694	165	1.37	53	0.44	
28	694	139	1.16	52	0.43	
29	694	96	0.80	33	0.27	
30	694	26	0.22	10	0.08	
31	694	49	0.41	21	0.17	

Average Flow 743 GPM

Average PPB (Total) 240

Average #/day (Total) 2.14

Average PPB (A-1242 & A-1254) 96

Average #/day (A-1242 & A-1254) 0.85

DSW 012357

STLCOPCB4002282

AROCLOR LOSSES August, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	100	1.06	27	0.28	
2	610	44	0.37	13	0.11	
3	1094	13	0.17	4	0.05	
4	694	25	0.21	7	0.06	
5	880	10	0.10	4	0.04	Charged Limestone Pit
6	694	10	0.08	2	0.02	
7	694	0	0.0	0	0.0	
8	880	40	0.42	18	0.19	
9	880	24	0.25	14	0.15	
10	694	25	0.21	13	0.11	
11	880	24	0.25	8	0.08	
12	694	6	0.05	4	0.03	
13	694	10	0.08	5	0.04	
14	880	5	0.05	2	0.02	
15	694	10	0.08	4	0.03	
16	694	8	0.06	5	0.04	
17	533	20	0.13	10	0.06	
18	*800	196	1.88	144	1.38	* EPA Visit
19	880	37	0.39	5	0.05	
20	610	21	0.17	7	0.06	
21	610	7	0.05	5	0.04	
22	610	0	0.0	0	0.0	
23	694	9	0.07	4	0.03	
24	610	0	0.0	0	0.0	
25	694	46	0.38	46	0.38	
26	610	112	0.82	23	0.17	Grab sample--pump cu
27	610	17	0.12	7	0.05	
28	694	72	0.60	16	0.13	
29	694	20	0.17	6	0.05	
30	610	3	0.02	3	0.02	
31	610	86	0.63	36	0.26	

Average Flow 728 GPM

Average PPB (Total) 32

Average #/day (Total) 0.28

Average PPB (A-1242 & A-1254) 14

Average #/day (A-1242 & A-1254) 0.12

* Flow increased while collecting special samples.

DSW 012358

STLCOPCB4002283

AROCOR LOSSES September, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	610	12	0.09	4	0.03	
2	694	5	0.04	2	0.02	
3	610	14	0.10	10	0.07	
4	610	3	0.02	2	0.01	
5	650	93	0.72	18	0.14	
6	610	9	0.06	9	0.06	
7	694					
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						

Average Flow _____

Average PPB (Total) _____

Average #/day (Total) _____

Average PPB (A-1242 & A-1254) _____

Average #/day (A-1242 & A-1254) _____

DSW 012359

STLCOPCB4002284

AROCOR LOSSES September, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	610	12	0.09	4	0.03	
2	694	5	0.04	2	0.02	
3	610	14	0.10	10	0.07	
4	610	3	0.02	2	0.01	
5	650	93	0.22	18	0.14	
6	610	9	0.06	9	0.06	
7	694	304	2.53	154	1.28	
8	610	168	1.23	100	0.73	
9	694	25	0.21	17	0.14	
10	687	65	0.54	47	0.39	
11	687	12	0.10	12	0.10	
12	610	198	2.09	127	1.34	
13	784	51	0.48	31	0.29	
14	533	142	0.91	93	0.59	
15	984	21	0.20	8	0.07	
16	810	15	0.11	5	0.04	
17	610	136	0.99	90	0.66	
18	820	34	0.36	14	0.15	
19	413	98	0.63	62	0.40	
20	462					
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						

Average Flow _____

Average PPB (Total) _____

Average #/day (Total) _____

Average PPB (A-1242 & A-1254) _____

Average #/day (A-1242 & A-1254) _____

DSW 012360

STLCOPCB4002285

AROCLOR LOSSES Sept., 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	610	12	0.09	4	0.03	
2	694	5	0.04	2	0.02	
3	610	14	0.10	10	0.07	
4	610	3	0.02	2	0.01	
5	650	93	0.22	18	0.14	
6	610	9	0.06	9	0.06	
7	694	304	2.53	154	1.28	
8	610	168	1.23	100	0.73	
9	694	25	0.21	17	0.14	
10	694	65	0.54	47	0.39	
11	694	12	0.10	12	0.10	
12	694	198	2.09	127	1.34	
13	784	51	0.48	31	0.29	
14	533	142	0.91	93	0.59	
15	694	21	0.20	8	0.07	
16	610	15	0.11	5	0.04	
17	880	34	0.36	14	0.15	
18	533	98	0.63	62	0.40	
19	462	270	1.50	200	1.11	
20	397	94	0.45	94	0.45	
21	533	108	0.69	82	0.52	
22	984	20	0.24	8	0.09	
23	684	0	0.0	0	0.0	
24	784	36	0.34	15	0.14	
25	784	66	0.55	27	0.22	
26	694	47	0.39	21	0.17	
27	694	0	0.0	0	0.0	
28	694	67	0.53	34	0.28	
29	694	67	0.53	34	0.28	
30	462	28	0.15	28	0.15	
31	---	--	---	--	---	

Average Flow 663 GPM

Average PPB (Total) 71

Average #/day (Total) 0.56

Average PPB (A-1242 & A-1254) 44

Average #/day (A-1242 & A-1254) 0.35

Limestone Pit	Aroclor
Eff.	Sump

DSW 012361

9/22/71	23 ppb	732 ppb
9/28/71	2 ppb	36 ppb

AROCOR LOSSES October, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	610	2	0.01	2	0.01	Sump--20 ppb
2	610	166	1.21	119	0.87	Sump--900 ppb
3	412	258	1.43	196	1.09	
4	533	85	0.54	63	0.40	HCl Sewer--4 ppb
5	468	6	0.03	2	0.01	
6	532	58	0.37	26	0.17	
7	533	8	0.05	2	0.01	
8	610	10	0.07	6	0.04	HCl Sewer--11 ppb
9	610	60	0.44	43	0.31	HCl Sewer--21 ppb
10	610	6	0.04	6	0.04	
11	533	9	0.06	9	0.06	
12	610	0	0.0	0	0.0	
13	694	0	0.0	0	0.0	
14	610	38	0.28	38	0.28	
15	533	9	0.06	9	0.06	
16	684	166	1.38	98	0.82	
17	694	2	0.02	2	0.02	
18	610	180	1.32	100	0.73	
19	533	211	1.35	158	1.01	
20	533	161	1.03	161	1.03	
21	694	54	0.45	31	0.26	
22	694	9	0.07	9	0.07	
* 23	694	9	0.07	9	0.07	
24	610	13	0.09	13	0.09	
25	694	12	0.10	12	0.10	
26	610	69	0.50	40	0.29	Pit Eff NDA-HCl 94
27	610	14	0.10	2	0.01	Pit Inf. 11 ppb
28	610	9	0.07	3	0.02	
29	583	190	1.21	104	0.66	
30	610	95	0.70	36	0.26	
31	610	14	0.10	8	0.06	

Average Flow 600 GPM

Average PPB (Total) 62

Average #/day (Total) 0.45

Average PPB (A-1242 & A-1254) 42

Average #/day (A-1242 & A-1254) 0.30

*Two day composite. No sample taken 10/22/71.

DSW 012362

AROCLOR LOSSES November, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments	Sump
* 1	610	662	4.85	462	3.38	HCl-17 Pit Eff. 118	
2	634	0	0.0	0	0.0	Sump 43 Pit E. 13	
3	784	17	0.15	8	0.07		
4	694	0	0.0	0	0.0		
5	694	8	0.05	3	0.02		
6	610	10	0.07	2	0.01		
7	610	31	0.23	11	0.08		
8	533	16	0.10	6	0.04		
9	610	46	0.34	14	0.10	Sump 90 Pit E. 88	
10	533	262	1.67	62	0.40		
11	784	6	0.06	0	0.0		
12	610	2	0.01	0	0.0		
13	610	4	0.03	1	0.01		
14	533	0	0.0	0	0.0		
15	610	24	0.18	24	0.18		
16	694	6	0.05	3	0.02		
17	610	0	0.0	0	0.0		
18	694	0	0.0	0	0.0		
19	694	26	0.22	26	0.22		
20	610	51	0.37	51	0.37		
21	610	3	0.02	3	0.02		
22	610	6	0.04	3	0.02		
23	610	0	0.0	0	0.0		
24	784	0	0.0	0	0.0		
25	694	3	0.02	3	0.02		
26	694	3	0.02	3	0.02		
27	784	0	0.0	0	0.0		
28	784	55	0.51	40	0.37		
29	784	0	0.0	0	0.0		
30	694	0	0.0	0	0.0		
31							

Average Flow 662 G.P.M.

Average PPB (Total) 41

Average #/day (Total) 0.32

Average PPB (A-1242 & A-1254) 24

Average #/day (A-1242 & A-1254) 0.19

*Using high pressure water blaster - sample had solids.
Recheck of duplicate sample - 530 ppb.

DSW 012363

STLCOPCB4002288

AROCOR LOSSES December, 1971

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	604	0	0.0	0	0.0	
2	784	0	0.0	0	0.0	
3	1337	0	0.0	0	0.0	
4	984	0	0.0	0	0.0	
5	784	5	0.05	5	0.05	
6	784	0	0.0	0	0.0	
7	880	0	0.0	0	0.0	
8	880	0	0.0	0	0.0	
9	784	78	0.73	32	0.30	Changed limestone
10	784	88	0.83	40	0.38	
11	784	85	0.81	30	0.28	
12	880	77	0.72	25	0.23	
13	880	48	0.51	18	0.19	
14	694	41	0.34	7	0.06	
15	604	22	0.18	22	0.18	
16	880	80	0.84	46	0.48	
17	1212	15	0.22	8	0.12	
18	604	12	0.10	6	0.05	
19	784	4	0.04	4	0.04	
20	784	0	0.0	0	0.0	
21	880	158	1.67	90	0.95	
22	784	159	1.50	85	0.80	
23	880	155	1.64	76	0.80	
24	784	410	3.86	230	2.16	
25	784	670	6.30	360	3.39	
26	604	85	0.71	12	0.35	
27	784	14	0.13	6	0.06	
28	880	20	0.21	9	0.09	
29	784	12	0.11	5	0.05	
30	880	4	0.04	4	0.04	
31	694	5	0.04	5	0.04	

Average Flow 829 G.P.M.

Average PPB (Total) 73

Average #/day (Total) 0.73

Average PPB (A-1242 & A-1254) 37

Average #/day (A-1242 & A-1254) 0.37

DSW 012364

STLCOPCB4002289

AROCLOL LOSSES January, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	604	85	0.22	26	0.22	
2	784	77	0.72	38	0.36	
3	784	30	0.28	14	0.13	
4	1212	66	0.96	32	0.46	
5	984	178	2.10	86	1.02	
6	880	206	2.17	96	1.01	
7	880	118	1.25	62	0.65	
8	880	124	1.31	48	0.51	
9	880	33	0.35	16	0.17	
10	1094	11	0.14	5	0.07	
11	1094	26	0.34	12	0.16	
12	880	45	0.48	21	0.22	
13	880	17	0.18	8	0.08	
14	880	5	0.05	2	0.02	
15	784	3	0.03	3	0.03	
16	880	14	0.15	5	0.05	
17	880	312	3.29	166	1.75	
18	1094	318	4.17	154	2.02	
19	880	31	0.33	12	0.13	
20	880	28	0.30	12	0.13	
21	784	25	0.23	14	0.13	
22	880	188	1.98	100	1.06	
23	784	142	1.35	72	0.68	
24	880	5	0.05	5	0.05	
25	984	13	0.15	6	0.07	
26	880	112	1.18	50	0.53	
27	880	910	9.61	910	9.61	
28	984	880	10.39	880	10.39	
29	1094	60	0.79	60	0.79	
30	984	32	0.32	32	0.38	
31	984	60	0.71	23	0.27	

Average Flow 914

Average PPB (Total) 132

Average #/day (Total) 1.45

Average PPB (A-1242 & A-1254) 96

Average #/day (A-1242 & A-1254) 1.05

DSW 012365

AROCOR LOSSES February, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	880	64	0.67	31	0.33	
2	880	87	0.92	53	0.56	
3	884	81	0.96	43	0.51	
4	884	296	3.49	152	1.79	
5	880	182	1.92	104	1.10	
6	880	64	0.67	64	0.67	
7	880	160	1.69	90	0.95	
8	880	128	1.35	82	0.86	
9	880	8	0.08	8	0.08	
10	784	26	0.24	26	0.24	
11	784	8	0.07	4	0.04	
12	880	53	0.36	30	0.32	
13	880	11	0.12	6	0.06	
14	880	13	0.14	13	0.14	
15	610	83	0.17	23	0.17	
16	694	12	0.10	12	0.10	
17	694	10	0.08	10	0.08	
18	694	10	0.08	6	0.05	
19	694	74	0.62	46	0.38	
20	610	19	0.14	13	0.09	
21	694	13	0.11	7	0.06	
22	694	11	0.09	7	0.06	
23	694	2	0.02	2	0.02	
24	610	15	0.11	15	0.11	
25	610	13	0.09	13	0.09	
26	610	43	0.31	26	0.19	
27	533	16	0.10	9	0.06	
28	533	11	0.07	5	0.03	
29	533	25	0.16	13	0.08	
30						
31						

Average Flow 753 G.P.M.

Average PPB (Total) 51

Average #/day (Total) 0.46

Average PPB (A-1242 & A-1254) 31

Average #/day (A-1242 & A-1254) 0.28

DSW 012366

STLCOPCB4002291

AROCLOR LOSSES March, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	610	9	0.06	9	0.06	
2	984	70	0.66	28	0.26	
3	694	15	0.12	9	0.07	
4	784	71	0.67	40	0.37	
5	691	55	0.46	32	0.26	
6	694	66	0.55	36	0.29	
7	694	375	3.12	190	1.58	
8	694	143	1.19	96	0.63	
9	610	53	0.39	31	0.22	
10	533	55	0.35	33	0.21	
11	533	86	0.55	52	0.33	
12	533	122	0.78	70	0.44	
13	533	85	0.54	55	0.35	
14	880	89	0.94	52	0.54	
15	880	92	0.97	60	0.63	
16	984	39	0.46	22	0.25	
17	784	95	0.89	57	0.53	
18	784	68	0.63	37	0.34	
19	784	113	1.06	62	0.58	
20	784	125	1.18	69	0.64	
21	694	125	1.04	71	0.59	
22	784	233	2.19	125	1.17	
23	784	16	0.15	9	0.08	
24	784	17	0.15	10	0.09	
25	984	22	0.25	12	0.14	
26	784	6	0.05	3	0.02	
27	784	23	0.21	14	0.13	
28	694	38	0.31	24	0.19	
29	694	48	0.39	28	0.23	
30	694	83	0.69	43	0.35	
31	784	107	1.00	58	0.54	

Average Flow 733 G.P.M.

Average PPB (Total) 82

Average #/day (Total) 0.72

Average PPB (A-1242 & A-1254) 46

Average #/day (A-1242 & A-1254) 0.40

DSW 012367

AROCOR LOSSES April, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	694	74	0.61	40	0.33	
2	610	102	0.74	50	0.36	
3	610	122	0.89	74	0.54	
4	784	116	1.09	60	0.56	
5	694	5	0.04	5	0.04	
6	694	46	0.38	22	0.18	
7	694	55	0.45	32	0.26	
8	880	8	0.08	5	0.05	
9	784	9	0.08	6	0.05	
10	694	39	0.32	22	0.18	
11	694	54	0.45	30	0.30	
12	694	72	0.60	40	0.33	
13	694	162	1.35	84	0.70	
14	694	43	0.36	43	0.36	
15	694	83	0.69	45	0.37	
16	784	32	0.30	32	0.30	
17	694	585	4.87	315	2.62	Solids in sample
18	694	175	1.46	175	1.46	"
19	694	110	0.92	110	0.92	"
20	694	28	0.23	14	0.12	Grab sample (clear)
21	694	83	0.69	50	0.42	
22	784	76	0.72	44	0.41	
23	694	14	0.12	5	0.04	
24	694	48	0.40	27	0.22	
25	694	25	0.21	14	0.11	
26	694	45	0.37	25	0.20	
27	694	30	0.24	18	0.14	
28	387	17	0.08	11	0.05	
29	397	26	0.12	13	0.06	
30	533	12	0.07	5	0.03	
31						

Average Flow 681 G.P.M.

Average PPB (Total) 77

Average #/day (Total) 0.62

Average PPB (A-1242 & A-1254) 47

Average #/day (A-1242 & A-1254) 0.38

DSW 012368

AROCLOR LOSSES June, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	533	13	0.08	18	0.08	
2	533	11	0.07	11	0.07	
3	338	0	0	0	0	
4	387	0	0	0	0	
5	397	0	0.03	7	0.03	
6	533	0	0	0	0	
7	397	6	0.03	6	0.03	
8	533	50	0.32	50	0.32	
9	397	6	0.03	6	0.03	
10	397	0	0	0	0	
11	533	21	0.13	21	0.13	
12	533	23	0.15	23	0.15	
13	533	33	0.21	33	0.21	
14	397	42	0.20	42	0.20	
15	397	5	0.02	5	0.02	
16	397	38	0.18	38	0.18	
17	462	80	0.11	20	0.11	
18	533	26	0.17	26	0.17	
19	397	17	0.08	17	0.08	
20	1097	42.0	5.51	42.0	5.51	Rain
21	397	98	0.47	98	0.47	
22	397	72	0.34	72	0.34	
23	237	0	0	0	0	
24	533	0	0	0	0	
25	610	0	0.06	0	0.06	
26	533	13	0.08	13	0.08	
27	619	17	0.14	12	0.14	
28		9	0.03		0.03	
29	397	6	0.03	6	0.03	
30	397	10	0.05	10	0.05	
31						

Average Flow 475 G.P.M.

Average PPB (Total) 32

Average #/day (Total) 0.18

Average PPB (A-1242 & A-1254) 32

Average #/day (A-1242 & A-1254) 0.18

DSW 012369

STLCOPCB4002294

AROCOR LOSSES July, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	533	22	0.14	88	0.14	
2	462	36	0.20	36	0.20	
3	307	5	0.03	6	0.03	
4	694	0	0	0	0	
5	533	12	0.08	12	0.08	
6	307	0	0	0	0	
7	377	5	0.02	5	0.02	
8	307	0	0	0	0	
9	307	0	0	0	0	
10	307	18	0.08	18	0.08	
11	533	0	0	0	0	
12	307	0	0	0	0	
13	307	0	0	0	0	
14	307	0	0	0	0	
15	307					No sample-pump down
16	307					" "
17	307	0	0	0	0	" "
18	533	0	0	0	0	
19	307	0	0	0	0	
20	307	0	0	0	0	
21	307	0	0	0	0	
22	307	0	0	0	0	
23	307	0	0	0	0	
24	307	0	0	0	0	
25	307	0	0	0	0	
26	482	0	0	0	0	
27	307	0	0	0	0	
28	307	0	0	0	0	
29	307	0	0	0	0	
30	307	0	0	0	0	
31	307	0	0	0	0	

Average Flow 435 G.P.M.

Average PPB (Total) 3

Average #/day (Total) 0.02

Average PPB (A-1242 & A-1254) 3

Average #/day (A-1242 & A-1254) 0.02

DSW 012370

AROCOR LOSSES August, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	397	0	0			
2	397	0	0			
3	397	0	0			
4	397	0	0			
5	397	0	0			
6	333	0	0			
7	397	0	0			
8	397	0	0			
9	397	0	0			
10	533	0	0			
11	397	0	0			
12	468	0	0			
13	397	0	0			
14	397	0	0			
15	397	0	0			
16	397	0	0			
17	397	0	0			
18	533	0	0			
19	462	0	0			
20	433	0	0			
21	397	0	0			
22	397	0	0			
23	397	0	0			
24	462	0	0			
25	462	0	0			
26	533	0	0			
27	462	0	0			
28	533	0	0			
29	533	0	0			
30	397	0	0			
31	397	0	0			

Average Flow 443 G.P.M.

Average PPB (Total) 0.0

Average #/day (Total) 0.000

Average PPB (A-1242 & A-1254) _____

Average #/day (A-1242 & A-1254) _____

DSW 012371

STLCOPCB4002296

AROCOR LOSSES Sept. 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	397	0	0			
2	397	0	0			
3	397	0	0			
4	397	0	0			
5	880	8	0.08	8	0.08	Rain*
6	387	16	0.08	16	0.08	*
7	397	0	0			
8	397	0	0			
9	397	0	0			
10	397	0	0			
11	397	0	0			
12	397	0	0			
13	397	0	0			
14	397	0	0			
15	338	0	0			
16	397	0	0			
17	397	42	0.14	42	0.14	Rain
18	397	24	0.11	24	0.11	Rain-Digging S.P.
19	397	0	0			
20	397	0	0			
21	284	0	0			
22	397	0	0			
23	284	0	0			
24	284	0	0			
25	284	0	0			
26	284	36	0.12	36	0.12	
27	284	12	0.04	12	0.04	
28	284	0	0			
29	284	0	0			
30	338	0	0			
31						

Average Flow 372 GPM

Average PPB (Total) 5

Average #/day (Total) 0.02

Average PPB (A-1242 & A-1254) 5

Average #/day (A-1242 & A-1254) 0.02

*Grab sample - pump down

DSW 012372

STLCOPCB4002297

AROCOR LOSSES October 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	284	0	0			
2	284	0	0			
3	284	0	0			
4	284	0	0			
5	284	0	0			
6	284	0	0			
7	397	0	0			
8	462	0	0			
9	284	0	0			
10	397	0	0			
11	397	0	0			
12	284	0	0			
13	284	0	0			
14	284	0	0			
15	75	0	0			
16	75	0	0			
17	75	0	0			
18	284	0	0			
19	533	0	0			Rain
20	193	0	0			
21	284	0	0			
22	338	0	0			
23	784	0	0			
24	284	0	0			
25	284	0	0			
26	284	0	0			
27	880	0	0			Rain
28	284	0	0			
29	284	0	0			
30	284	0	0			
31	284	0	0			

Average Flow 323 G.P.M.

Average PPB (Total) 0

Average #/day (Total) 0

Average PPB (A-1242 & A-1254) 0

Average #/day (A-1242 & A-1254) 0

DSW 012373

STLCOPCB4002298

AROCLOR LOSSES November, 1972

LOCATION Plant Effluent

Date	Flow	Total PPB	Total #/day	PPB A-1242 & A-1254	#/day A-1242 & A-1254	Comments
1	397	7	0.03	7	0.03	
2	397	83	0.39	49	0.23	
3	462	182	1.00	140	0.77	95 PPB A-1254
4	462	860	4.76	460	2.55	
5						No sample
6						No sample
7						No sample
8	397	710	3.38	400	1.90	
9	397	179	0.85	138	0.65	64 PPB A-1254
10	397	181	0.86	131	0.62	52 PPB A-1254
11	397	44	0.20	34	0.16	19 PPB A-1254
12						No sample
13						No sample
14	533	470	3.00	300	1.91	
15	533	25	0.15	17	0.10	
16	694	222	1.84	134	1.11	
17	397	94	0.44	94	0.44	
18	284	150	0.51	90	0.30	
19	284	69	0.23	97	0.16	
20	284	200	0.68	136	0.46	
21	284	72	0.24	40	0.13	
22	694	134	1.11	54	0.44	
23	694	27	0.22	11	0.09	
24	397	0	0.0	0	0.0	
25	397	2	0.01	2	0.01	
26	533	0	0.0	0	0.0	
27	397	0	0.0	0	0.0	
28	533	0	0.0	0	0.0	
29	397	0	0.0	0	0.0	
30	533	0	0.0	0	0.0	
31	533	5	0.03	5	0.03	

Average Flow 450 G.P.M.

Average PPB (Total) 143

Average #/day (Total) 0.77

Average PPB (A-1242 & A-1254) 88

Average #/day (A-1242 & A-1254) 0.48

DSW 012374

EXHIBIT 0

DSW 012375

PCB CONCENTRATIONS IN ATMOSPHERE

SAUGET, ILLINOIS FACILITY

Concentration in the atmosphere in the manufacturing department battery limits as measured in October, 1975.

<u>Date</u>	<u>Location</u>	<u>mg/m³</u>
10/4/75	12 ft. operating level at batch chlorinator	0.022
10/9/75	12 ft. operating level at continuous chlorinator	0.012
10/13/75	12 ft. operating level at batch chlorinator	0.057
10/13/75	12 ft. operating level at continuous chlorinator	0.058
10/14/75	Ground floor operating level	0.006
10/16/75	Ground floor, scrubber discharge area	0.338

Concentrations in the stack gases from the incinerator are:

PCB to Atmosphere from Incinerator

Measurements made in 1971 were determination of concentration only and flow was assumed to be 2,000 Standard cubic feet per minute or 56.6 cubic meters per minute at 21.1°C and 760 mm Hg. Concentration of PCB is expressed in milligrams per cubic meter at 21.1°C and 760 mm Hg.

<u>Date</u>	<u>mg/m³</u>	<u>Date</u>	<u>mg/m³</u>
5/27/71	.030	9/3/71	.012
5/29/71	.040	9/4/71	.005
6/16/71	.015	9/6/71	.001
6/17/71	.060	9/7/71	.001
6/18/71	.020	9/8/71	.060
6/19/71	.075	9/9/71	.015
6/20/71	.005	9/10/71	.030
6/21/71	.055	9/11/71	.020
6/22/71	.010	9/12/71	.160
6/23/71	.015	9/13/71	.045

DSW 012376

PCB to Atmosphere from Incinerator

<u>Date</u>	<u>mg/m³</u>	<u>Date</u>	<u>mg/m³</u>
9/14/71	.090	11/17/71	.525
9/15/71	.015	11/18/71	.055
9/16/71	.070	11/19/71	.010
9/17/71	.005	11/23/71	.080
9/20/71	.005	11/25/71	.010
9/21/71	.005	11/26/71	.025
9/22/71	.005	11/27/71	.040
9/25/71	.005	11/29/71	.005
9/26/71	.001	11/30/71	ND
9/27/71	.010		
9/28/71	.005	12/1/71	.005
		12/2/71	.005
		12/3/71	.003
		12/6/71	.005
		12/8/71	.025
		12/9/71	.010
		12/10/71	.003

The following tests were made using a modification of Illinois EPA Method 5 and both flow and concentrations were determined.

<u>Date</u>	<u>PCB concⁿ in mg/m³</u>	<u>Flow m³/min.</u>
7/25/73	0.0063	63.5
8/7/73	0.0167	94.8
8/16/73	0.0176	106.5
8/24/73	0.0166	106.8
10/26/73	0.0077	48.3
11/7/73	0.0056	58.1
11/20/73	0.0119	63.8
11/28/73	0.0013	66.7
8/23/74	0.0149	71.1
9/12/74	0.0289	51.1
5/23/75	0.0300	44.5
10/1/75	0.0182	92.2

DSW 012377

EXHIBIT P

DSW 012378

STLCOPCB4002303

TRANSPORTERS - PCB COMPOUNDS AND MIXTURES

AIR FREIGHT FORWARDER

C. F. Air Freight, Inc.
3055 Clearview Way
San Mateo, Calif.

FREIGHT FORWARDER

Springmeier Shipping Company, Inc.
1123 Hadley Street
St. Louis, Mo. 63101

RAILROADS GENERAL OFFICES

Alton & Southern Railway Company
1000 South Second Street
East St. Louis, Illinois 62202

Boston and Maine Corporation
150 Causeway Street
Boston, Massachusetts 02114

The Central Railroad Company of New Jersey
1100 Raymond Boulevard
Newark, New Jersey 07102

Canadian Pacific Railway
Windsor Station
Montreal, Quebec

Canadian National Railways
935 LaGauchetiere St. West
P. O. Box 8100
Montreal, Quebec

Central Vermont Railway, Inc.
St. Albans, Vt. 05478

Chessie System

(a) Chesapeake and Ohio Railway
The Terminal Tower
Cleveland, Ohio 44101

(b) Baltimore and Ohio Railway
Two North Charles Street
Baltimore, Maryland 21201

Delaware and Hudson Railway Company
The Delaware and Hudson Building
Albany, New York 12207

Erie Lackawanna Railway
Midland Building
Cleveland, Ohio 44115

DSW 012379

RAILROADS GENERAL OFFICES (con't)

Grand Trunk Western Railroad
131 West Lafayette Boulevard
Detroit, Mich. 48226

Illinois Central Gulf Railroad
233 N. Michigan Avenue
Chicago, Illinois 60601

Lehigh Valley Railroad
415 Brighton Street
Bethlehem, Pa. 18015-

Louisville and Nashville Railroad
908 W. Broadway
P.O. Box 1198
Louisville, Ky. 40201

Missouri Pacific Railroad Company
Missouri Pacific Building
210 North 13th Street
St. Louis, Missouri 63103

Norfolk and Western Railway Co.
8 North Jefferson Street
Roanoke, Va. 24042

Penn Central Transportation Co.
6 Penn Center Plaza
Philadelphia, Pa. 19104

Reading Railway System
Reading Terminal
Philadelphia, Pa. 19107

St. Louis Southwestern Railway Co.
Pierce Building
112 N. 4th Street
St. Louis, Mo. 63102

Southern Pacific Lines
One Market Street
San Francisco, Calif. 94105

DSW 012380

RAILROADS GENERAL OFFICES (con't)

Southern Railway System
920 15th Street N. W.
P. O. Box 1808
Washington, D. C. 20013

Terminal Railroad Association of St. Louis
906 Olive Street
St. Louis, Mo. 63101

The Texas and Pacific Railway Co.
505 N. Industrial Blvd.
Dallas, Texas 65207

TRUCK LINES - HOME OFFICES

A & H Truck Line, Inc.
1111 E. Louisiana Street
Evansville, Ind. 47717

Arkansas-Best Freight System, Inc.
301 S. 11th St.
Fort Smith, Ark. 72901

Bee Line Trucking Co.
718 South Seventh Street
St. Louis, Mo. 63101

Chandler Transportation
217 Washington Avenue
Carlstadt, N. J. 07072

Checker Express Co.
6801 S. 13th St.
Milwaukee, Wis. 53221

CW Transport, Inc.
610 High Street
Wisconsin Rapids, Wis. 55494

Churchill Truck Lines, Inc.
P.O. Box 250
Chillicothe, Mo. 64601

Garrett Freight Lines, Inc.
2055 Garrett Way
P.O. Box 4048
Pocatello, Idaho 83201

Gordons Transports, Inc.
185 W. McLemore
Memphis, Tenn. 38101

DSW 012381

TRUCK LINES - HOME OFFICES (con't)

Jones Motor
Bridge St. and Schuylkill Road
Spring City, Pa. 19475

Lovelace Truck Service, Inc.
P. O. Box 1019
2225 Wabash Avenue
Terre Haute, Ind. 47807

Maislin Transport LTD
7401 Newman Blvd.
Montreal, Que. Canada

Morrison Motor Freight, Inc.
1100 E. Jenkins Blvd.
Akron, Ohio 44306

Pacific Intermountain Express Co.
P.I.E. Building
14th and Clay Streets
Oakland, California 94604

R.C.A. Truck Lines, Inc.
105 S. Callahan
Rome, Ga. 30161

Ringsby United
5773 S. Prince St.
P.O. Box 192
Littleton, Colo. 80120

Roadway Express, Inc.
1077 Gorge Blvd.
Akron, Ohio 44309

Ryder Truck Lines, Inc.
2050 Kings Road
Jacksonville, Fla. 32203

Smith's Transfer Corporation
P.O. Box 1000
U.S. Hwy. 11, North
Staunton, Va. 24401

Southwestern Transportation Co.
7600 South Central Expressway
Dallas, Texas 75216

DSW 012382

Sterling Transit Company, Inc.
833 S. Maple Avenue
Montebello, Calif. 90640

Strickland Transportation Co., Inc.
3011 Gulden Avenue
Dallas, Texas 75222

TRUCK LINES - HOME OFFICES (con't)

Sunrise Freight Line
4250 Williams Road
San Jose, California 95129

Texas Oklahoma Express, Inc.
P.O. Box 47112
Dallas, Texas 75247

Trans Cal Motor Express
P.O. Box 77104
San Francisco, Calif. 94107

Transamerican Freight Lines, Inc.
5650 Foremost Drive, S. E.
Grand Rapids, Michigan 49506

Wilson Freight Company
3636 Follett Avenue
Cincinnati, Ohio 45223

Yellow Freight System, Inc.
10990 Roe Avenue
Overland Park, Kansas 66207

CUSTOMER PICKUP (BULK)

Electrical Utilities
2427 St. Vincent
LaSalle, Illinois 61301

Kuhlman Electric Company
198 Porter St.
Crystal Springs, Mississippi 39059

Hevi Duty Electric
Highway 117 South
Goldsboro, North Carolina 27530

CUSTOMER PICKUP (DRUMS)

Capacitor Specialists, Inc.
P.O. Box 2052
Escondido, California 92025

Central Illinois Public Service
Coffeen Power Station
Coffeen, Illinois

DSW 012383

CUSTOMER PICKUP (DRUMS) (Con't)

Van Tram Electric Corp.
1505 Van Tram Ave.
Route 40
Vandalia, Illinois 62471

Westinghouse Canada Ltd.
Plant 11, Huron St. at Clarkes
London, Ontario, Canada

DSW 012384

DEC 24 1975

December 22, 1975

Mr. Earl J. Stephenson
Director, Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108

Dear Mr. Stephenson:

I have carefully reviewed the information I forwarded to you on December 11 and have the following corrections, additions and comments to offer.

- 1(a) Exhibit C which was sent to you was not complete. A revision is attached.
- 1(c) Note that Exhibit I is for the period ending June, 1975. All quantities shown for the months July thru December in this report are for 1974.
- 2(a) In Exhibit A, I grouped the PCB products by application. I did not intend to imply that the materials listed under Base Products were not distributed "as is" to these applications.

Base Products were sold directly to the following uses:

Transformer and Capacitor Fluids

Aroclor 1016
Aroclor 1242
Aroclor 1254
Aroclor 1260

DSW 012385

STLCOPCB4002310

Plasticizer Applications

Aroclor 1221
Aroclor 1232
Aroclor 1242
Aroclor 1248
Aroclor 1254
Aroclor 1260
Aroclor 1262
Aroclor 5060
Aroclor 5432
Aroclor 5442
Aroclor 5460

- 2(d) Products distributed thru Monsanto's Anniston, Alabama unit included the Aroclor 6000 series as well as those shown on Exhibit D.
- 2(e) See comment 1(c) above regarding Exhibit I. See comment 2(d) above regarding products from the Anniston, Alabama facility.
- 5(b) Exhibit K has been revised to correctly reflect proper breakdown. Totals are not changed.
- 5(d) Exhibit L has been revised to show accurate totals.
- 7(a) Water effluent from the Sauget, Ill. facility is discharged to the Municipal Treatment Plant.
- 8(a) The majority of the PWB components or mixtures and the products we make using PCB components or mixtures are liquids and are transported in bulk or in steel drums as I indicated previously. Bulk shipments are made in railroad tank cars and tank trucks in every case. Tank truck deliveries involved customer pickup. Two products which we formerly manufactured were solids. These were Aroclor 5460 and Montar 5. Aroclor 5460 was shipped in 100# multiwall paper bags. Montar 5 was shipped in 40 gallon fiber drums.

I hope you find this information helpful. If I can be of further service, please let me know.

Sincerely,

W. B. Papageorge
Manager, Product Acceptability
Process Chemicals Division

CC: Mr. Stanley W. Legro
U. S. Environmental Protection Agency
401 "M" Street, SW
Wa Washington, D.C. 20460

DSW 012386

EXHIBIT C

(REVISED)

DSW 012387

PRODUCTS CONTAINING POLYCHLORINATED

BIPHENYLS AND/OR POLYCHLORINATED

TERPHENYLS

PRODUCTION

(Thousands of Pounds)

<u>Product</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>	<u>YTD Thru Sept. 1975</u>
Aroclor 1016	6299	22334	27159	25085	10350
Aroclor 1221	2781	403	52	79	-
Aroclor 1232	237	-	-	-	-
Aroclor 1242	23700	7228	6039	6925	5120
Aroclor 1248	1139	-	64	-	-
Aroclor 1254	8782	9171	8864	8029	6980
Aroclor 1260	2479	3	-	-	-
Aroclor 5060	387	-	-	-	-
Aroclor 5432	6220	1272	-	-	-
Aroclor 5460	13983	6861	-	-	-
Montar 5	<u>4905</u>	<u>1879</u>	<u>-</u>	<u>-</u>	<u>-</u>
	70912	49151	42178	40118	22450

DSW 012388

STLCOPCB4002313

EXHIBIT K

(REVISED)

DSW 012389

PCB CONTAMINATED WASTE DISPOSED

(Thousands of Pounds)
Total Weight Basis

MONSANTO KRUMMRICH PLANT, SAUGET, ILLINOIS

<u>Origin</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>	<u>1974</u>	<u>Total</u>
Customer Returns, records exist	1149	3071	3214	1695	1109	10246
Customer Returns, records do not exist (quantities estimated)	1564	1709	170	--	--	3435
Monsanto, records do not exist (quantities estimated)	1034	1003	359	--	--	2396
Monsanto, records exist	93	320	68	570	322	1373
Total receipts	3840	6105	3811	2265	1431	17452
Destroyed by Incineration	1303	3386	4838	2902	2808	15237
Difference						2215
Inventory 11/1/75						2199
Landfilled Solid Waste (estimated, no records)	150	140	110	--	--	400

MONSANTO ANNISTON, ALABAMA PLANT

Chlorinated terphenyls landfilled (no records)	3932	1658				5590
PCB Solid Waste Landfilled	150	24	0	0	0	174

TEXAS ECONOGISTS, P. O. BOX 307, ROBSTOWN, TEXAS 78380

PCB Solid Waste (Landfilled)	--	--	--	--	110	110
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DSM 012390

STLCOPCB4002315

EXHIBIT L

(REVISED)

DSW 012391

STLCOPCB4002316

PCB WASTE RETURNS

1971

<u>Vendor</u>	<u>Pounds</u>
Ace Transformer (Livonia, Michigan)	8,775
Alabama Kraft Company (Mahrt Russell Co., Alabama)	2,208
Alcoa (Los Angeles, California)	3,400
Arkansas River & Light Company (Little Rock, Arkansas)	3,000
Armstrong Cork Co. (Lancaster, Pennsylvania)	622
City of Austin (P.O. G 11294 Austin, Texas)	2,739
Axel Electronics, Inc. (Jamacia, New York)	1,800
Bagcraft Corp. of America Chicago, Illinois	1,870
Chevrolet (GMC)	83,300
Champion Pneumatic (Princeton, Illinois)	5,505
A.B. Chance (Washington, Mo.)	9,570
Columbus Coated Fabrics (Columbus, Ohio)	11,400
Container Corp. of America (Brewton, Alabama Seattle, Washington)	2,700 <u>460</u>
Cornell-Dubilier Electronics (New Bedford, Mass.)	84,000

DSW 012392

STLCOPCB4002317

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Delmarva Power & Light Corp. (Salisbury, Md.)		2,040
Detroit Deisel-Allison Div. (Indianapolis, Indiana)		11,826
Douglas United Nuclear, Inc. (Richland, Wash.)		718
Dow Chemical (Cleveland, Ohio)		17,500
DuPont Experimental Station (977H Wilmington, Del.)		4,050
Eastman Kodak Co. (1910 Rochester, N.Y.)		1,110
(Edison)		
Commonwealth Edison (Maywood, Ill.)		39,683
Detroit Edison Co. (Bell River, Mich.)		1,646
McGraw Edison (Milwaukee, Wisconsin)		99,462
Potomac Edison, Co. (Hagerstrom, Pa.)		1,200
Florida Power & Light (Daytona Beach, Fla.)		1,650
(Miami, Fla.)		9,264
Fulton Boiler, Inc. (Pulaski, N.Y.)		5,020
Fiberboard Corp. (South Gate, Calif.)		1,200

DSW 012393

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
General Electric		
(Allerton, Pa.)		7,425
(Chicago, Ill.)		14,143
(Charlotte, N.C.)		5,135
(Corpus Christi, Texas)		2,016
(Erie, Pa.)		333
(Medford, Mass.)		3,354
(Morrison, Ill.)		1,916
(Petersboro, Ontario)		51,500
(Pittsfield, Mass.)		520
(Oakland, Cal)		6,500
Geigy Chem. Corp.		1,794
(Cranston, R.I.)		
General Motors		
(Swartz Creek, Mich.)		1,605
Glyco Chemicals, Inc.		6,086
(Painesville, Ohio)		
Great Lakes Steel		6,180
(Ecorse, Mich.)		
Hamilton Mfg. Co.		5,370
(Richmond, Va.)		
Hercules, Inc.		1,924
(Terre Haute, Ind.)		
Hevi-Duty Elect.		29,988
(Goldsboro, N.C.)		
Hexagon Labs, Inc.		7,200
(Bronx, N.Y.)		
High Energy, Inc.		1,800
(Malver, Pa.)		
Iceland Food Terminal, Inc.		1,840
(Camp Hill, Pa.)		
International Paper Co.		1,185
(Camden, Ark.)		

DSW 012394

STLCOPCB4002319

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Wilson Jones Co.		1,106
Menasha Corp. (Tacoma, Wash.)		750
Milprint Inc. (Milwaukee, Wis.)		1,912
National Way Co. (Skokie, Ill.)		586
Nefco, Inc. (Chicago, Ill.)		14,000
Niagara Transfer Corp. (Buffalo, N.Y.)		10,747
Northern States Power Co. (Minneapolis, Minn.)		2,352
Omaha Power (Omaha, Neb.)		3,250
Owensboro Municipal Utilities (Owensboro, Kentucky)		3,000
P & G (Ross, Ohio)		1,200
PPG Ind. Glass Res. Center (Hormaville, Pa.)		2,710
Products Research & Chem. Corp. (Burbank, Cal.)		600
Public Service of Colorado (Denver, Colo.)		3,410
Raytheon Co. (Waltham, Mass.)		1,200
Research--Cottrell, Inc. (Bound Brook, N.J.)		5,101
Reynolds Metal (Massena, N.Y.)		7,655
(Longview, Wash.)		3,370

DSW 012395

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Sangamo Elect. Co. (Pickens, S.C.)		66,547
Seal Company (Washington D.C.)		5,392
Sprague Elect. Co. (North Adams, Mass.)		90,000
Southwest Forest Ind. (Sante Fe Springs, Calif.)		1,125
Southwestern Elect. Power (Shreveport, La.)		3,900
Texaco (San Ardo, Calif.)		786
Union Electric (St. Louis, Mo.)		4,782
Union Camp Corp. (Moviston, Tenn.)		2,750
Union Carbide (South Charleston, W. Va.)		57,880
Waterloo Corp. (Waterloo, Iowa)		1,790
Westinghouse Elect. (Bloomington, Ind.)		135,167
(North Carolina)		16,600
(Philadelphia, Pa)		18,822
(South Boston, Va.)		75,800
Weston Steel Div. (Weiston, W. Va.)		7,425
Weyerhaeuser Co. (Paperboard Div.) (Springfield, Oregon)		16,484

DSW 012396

STLCOPCB4002321

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1971</u>	<u>Pounds</u>
Wheeling Co. (James Borough, N.J.)		914
Youngstown Sheet & Tube (Indiana Harbor, Ind.)		5,000
Monsanto Company J.F. Queeny Plant		<u>93,300</u>
1971 Total		1,242,945

DSW 012397

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
A.E. Staley Decatur, Ill.		26,950
Alabama Kraft Co. Phenix City, Ala.		2,200
American Cyanamid Co. Dace, Fla.		372
Arco Chemical Co. Houston, Texas		10,783
Argus Chemical Co. Brooklyn, N.Y.		1,828
Aro. Inc. A.F.S. Tenn.		628
Ashland Chemical Co. Mapleton, Ill.		756
Atlantic Richfield Richland, Washington		502
Babcock and Wilcox Alliance, Ohio		600
Baltimore Gas & Electric Baltimore, Maryland		2,560
Batesville Casket Batesville, Ind.		304
B.C. Transformer No. Burnaby, B.C.		4,983
Bendix Kansas City, Mo.		58,820
Board of Water & Light Lansing, Mich.		700
Borden Chemical Cicero, Ill.		291
Borden Chemical Dominguez, Calif.		119

DSW 012398

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Borden Chemical Fremont, Calif.		546
Borden Chemical St. Louis, Mo.		448
Borden Chemical Brooklyn, N.Y.		2,041
Borden Inc. Northfield, Ill.		3,400
Buell Div. of Envirotech Lebanon, Pa.		2,550
Buick Motor Flint, Mich. General Motor Corp., Flint, Mich.		3,698 40,281
Butler Mfg. Kansas City, Mo.		435
Campbell Soup Napoleon, Ohio		16,613
Canadian Cellulose Co. Ltd. Castlegar B.C., Canada		9,375
Canadian Steel Foundry Montreal, Quebec		55
Carrier Syracuse, N.Y.		425
Celanese Fibers Rome, Ga.		1,440
C.E. Lummus Co. Wilmington, Del.		540
Central Foundry Defiance, Ohio		3,500
Central Ill. Public Service Meredosia, Ill.		1,503

DSW 012399

STLCOPCB4002324

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Chev. Flint Eng. Flint, Mich.		550
Chevrolet Motor Co. Buffalo, N.Y.		4,435
Chevrolet Motor Div. Saginaw, Mich.		107,814
Chevron Oil Venice, La.		3,150
Cities Service Camden, N.J.		5,958
Cities Service Tulsa, Okla.		1,612
Commonwealth Edison Maywood, Ill.		22,950
Consumer Power Co. Grand Rapids, Mich.		465
Columbus & Southern Ohio Elec. Columbus, Ohio		600
Cornell Dubilier Electronics New Bedford, Mass.		115,400
Crown Zeller Bach Wauna, Oregon		390
Delco Electric Kokomo, Ind.		498
Detroit Edison Belle River, Mich.		376
Dow Chemical Golden, Colorado		975
Dow Chemical Midland, Mich.		13,665
Duke Power Co. Charlotte, N.C.		825

DSW 012400

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
DuPont Chicago, Illinois		545
Duvall Sierrita Corp. Sahuarita, Ariz.		12,145
Eastex Inc. Evandale, Texas		300
Eastman Kodak Rochester, N.Y.		2,517
E.I. Dupont Clinton, Iowa		1,000
E.I. Dupont Experimental Sta. 977H Wilmington, Del.		1,800
E.I. Dupont Exp. Sta. Wilmington, Del.		2,250
E.I. Dupont Wilmington, Del.		4,850
Fagen Electric Little Rock, Ark.		2,463
Filtron Co. Flushing, N.Y.		39,020
Florida Power & Light Daytona, Fla.		670
Florida Power & Light Miami, Fla.		9,300
Florida Power & Light Sarasota, Fla.		745
Ford Motor Nashville, Tenn.		465
Franklin Glue Columbus, Ohio		1,270
Fred Sanders Detroit, Mich.		480

DSW 012401

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
General Dynamics Fort Worth, Texas		500
General Electric Anaheim, California		6,710
General Electric Birmingham, Ala.		6,800
General Electric Charlotte, N.C.		3,050
General Electric Charleston, W. Va.		11,820
General Electric Columbus, Ohio		6,000
General Electric Dallas, Texas		982
General Electric Jax, Fla.		793
General Electric Kansas City, Mo.		32,400
General Electric Knoxville, Tenn.		3,400
General Electric Louisville, Ky.		8,400
General Electric Madisonville, Ky.		13,326
General Electric Mt. Vernon, Ind.		1,350
General Electric Rome, Ga.		61,300
General Electric Salisbury, N.C.		5,704
General Electric St. Louis, Mo.		807
General Motor Eng. Staff Milford, Mich.		2,342

DSW 012402

STLCOPCB4002327

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
General Printing & Ink Co. East Rutherford, N.J.		1,523
General Printing & Ink Elgin, So. Carolina		15,385
General Tire & Rubber Co. Jeanette, Pa. 15644		470
Georgia Power Co. Atlanta, Ga.		5,702
Griffin Steel Foundry St. Hyancianthe, Quebec		632
Hart Electric Bluefield, W. Va.		9,580
Heavy Duty Electronics Goldboro, N.C.		56,450
Hercules Inc. Terre Haute, Ind.		3,572
Hexagon Labs Bronx, N.Y.		1,615
High Energy Inc. Malvern, Pa.		1,100
HNG Petro Chemicals Sonora, Texas		3,520
Howmet Corp. Muskegon, Mich.		98
I.C.I. America Dighton, Mass.		5,834
Inmont Corp. Anaheim, Calif.		39,972
Jard Co., Inc. Bennington, Vt.		9,350
J.A. Soto Brownsville, Texas		507

DSW 012403

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Kawecki Berylco Boyertown, Pa.		1,189
Kennecott Copper Hayden, Ariz.		1,583
Kennedy Space Center Titusville, Fla.		700
Keat Plastics Evansville, Ind.		295
Knox Utilities Knoxville, Tenn.		4,586
Laclede Steel Alton, Ill.		880
Lever Bros. Baltimore, Maryland		33,093
Lever Bros. Hammond, Ind.		11,070
Liberty Machine Patterson, N.J.		1,280
Lone Star Steel Lone Star, Texas		230
Lubrizol Deer Park, Texas		39,067
Macmillan Bloedel Vancouver, B.C.		580
Mallory Capacitors Waynesboro, Tenn.		53,637
McGraw-Edison Milwaukee, Wisc.		126,142
Mead Containers Louisville, Ky.		1,650
Merck & Co. Danville, Pa.		8,050

DSW 012404

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Mobil Chemical Co. Plainfield, N.J.		1,204
Monsanto Co. Springfield, Mass.		1,240
Monsanto - Del. River Bridgeport, N.J.		48,400
Monsanto Electronics St. Peters, Mo.		67,760
Monsanto Ned. Chesterfield, Mo.		800
Monsanto Org. Div. Detroit, Mich.		490
Monsanto - Queeny St. Louis, Mo.		5,400
Morristown Power Morristown, Tenn.		1,147
Mystic Tape Division Borden Chemical Co. Northfield, Ill.		2,962
3-M Company St. Paul, Minn.		16,150
Narragusett Elect. Providence, R.I.		550
Northern Central Gas Kingston, Ontario, Canada		2,842
Norfold Naval Shipyard Portsmouth, Va.		1,800
Northern State Power Co. Minneapolis, Minn.		9,590
Northern State Power Co. St. Peters, Mo.		
Nowment Co. Dover, N.J.		5,830

DSW 012405

STLCOPCB4002330

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Olin Conductors Sedalia, Mo.		1,000
Owen-Ill. Durham, N.C.		1,118
Owen-Ill., Inc. Glass Container Div. Toledo, Ohio		588
Oxford Paper Rumford, Me.		4,131
Phelps Dodge Copper So. Bruns, N.J.		1,783
Pittsburg & Conneaut Dock Co. Conneaut, Ohio		1,918
Plizer Groton, Conn.		1,952
Potomac Edison Hagertown, Md.		1,500
PPG Industries Natrium, W. Va.		3,850
PPG Industries Pittsburgh, Pa.		2,750
Pratt Whitney E. Hartford, Conn.		2,269
Proctor & Gamble Chicago, Ill.		950
Proctor & Gamble Cincinnati, Ohio		1,742
Proctor & Gamble Port Ivory, S.I.		700
Public Service Denver, Colorado		1,950
Public Service Elect. Elizabeth, N.J.		579
Quaker Oats Danville, Ill.		800

DSW 012406

STLCOPCB4002331

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u> (Freight only)
Ralston Purina Mechanicsburg, Pa.		
Ralston Purina Battle Creek, Mich.		460
Reichhold Chemical Co. Tacoma, Washington		625
Republic Steel Warne, Ohio		450
Reynold Metal Co. Messena, New York		4,800
Rohm and Haas Bristol, Pa.		18,283
Rohm and Haas Louisville, Ky.		4,425
Sangamon Electric Greenville, S.C.		32,940
Sangamon Electric Picken, S.C.		35,500
Schenectedy Chem. Schenectedy, N.Y.		3,995
Sprague Electric North Adams, Mass.		87,500
St. Arnoud & Bergevin Montreal, Quebec		700
STM Chemical Hichsville, Ohio		323
Sun Chemical E. Rutherford, N.J.		2,045
Tenneco Oil Intercoastal City, La.		24,200
The West Bend Co. West Bend, Wisc.		1,100
Turner Electric Jacksonville, Fla.		3,950

DSW 012407

STLCOPCB4002332

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Union 76 Amasco Atlanta, Ga.		4,209
Union Carbide Long Reach, W. Va.		10,600
Union Electric Maryland Hgts., Mo.		3,015
Uniroyal Chemical Co. Middlebury, Conn.		6,840
Uniroyal Chemical Naugatuck, Conn.		1,420
University of Oklahoma Norman, Oklahoma		400
U.S. Steel San Francisco, Calif.		2,200
Western Electric CHicago, Illinois		580
Westinghouse Elec. Corp. Baton Rouge, La.		7,250
Westinghouse Electric Bloomington, Ind.		83,706
Westinghouse Elec. Corp. Charlotte, N.C.		3,011
Westinghouse Electric Cincinnati, Ohio		14,750
Westinghouse Electric Cleveland, Ohio		6,600
Westinghouse Electric Glassport, Pa.		9,755
Westinghouse Elect. Corp. Houston, Texas		5,630
Westinghouse Elect. Corp. Kansas City, Mo.		11,170
Westinghouse Electric Philadelphia, Pa.		39,740

DSW 012408

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1972</u>	<u>Pounds</u>
Westinghouse Electric Pittsburgh, Pa.		7,015
Westinghouse Electric South Boston, Va.		33,100
Westinghouse Electric Trenton, Mich.		51,750
Westinghouse Electric Wilkes Barge, Pa.		4,200
Westvaco Covington, Ky.		535
Wisconsin Electric Milwaukee, Wisc.		16,850
Zia Co. Los Alamos, N.M.		7,131
Monsanto Co.	196,300	
PPG	32,800	
Murphy Oil	16,360	
Firestone	18,220	
Theide Kocln	45,780	
Dana Corp.	28,180	
Armstrong Cork	36,580	
Chemigro	9,340	
FMC	79,600	
Cons. Oil	29,020	
Cons. Alum Co.	64,580	
Lubrizol	82,570	
Rohr	181,700	
Jiffy Fry Co.	32,480	

DSW 012409

-Continued-

PCB WASTE RETURNS

1972

Vendor	Pounds
Cabot Titanium Co.	99,400
G.E.	64,000
Reynolds	238,900
Westinghouse	38,100
Hudson Cement Co.	75,700
Goodyear	<u>110,200</u>
1972 Total	3,391,053

DSW 012410

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Abbott Laboratories N. Chicago, Ill.		2,784
Acme Visible Records Croquet, Va.		4,281
Alcoa Cressona, Pa.		4,198
Allied Chemical Buffalo, N.Y.		7,241
A&P Coffee Landover, Md.		14,369
Argus Chemical Taft, Ala.		2,136
Balco Maintenance Boston, Mass.		7,625
Baltimore Gas & Electric Baltimore, Md.		7,893
Bethlehem Steel East Boston, Mass.		801
Blackstone Valley Electric Lincoln, R.I.		2,508
Board of Power & Light Lansing, Mich.		3,600
Borden Chemical Bainbridge, N.Y.		10,106
Borg Warner Des Plaines, Ill.		900
Bureau of Engraving & Prtg. Washington, D.C.		357
Carrier Air Conditioning Co. Syracuse, N.Y.		495
Celotex Corp. Deposit, N.Y.		1,400
Center for Disease Control Atlanta, Ga.		430

DSW 012411

STLCOPCB4002336

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Central Foundry		
Defiance, Ohio		9,000
Danville, Ill.		3,250
Champion Paper		22,800
Hamilton, Ohio		
Chevrolet Motors		
Flint, Mich.		26,500
Saginaw, Mich.		217,626
Tunawanda, N.Y.		3,246
Cities Service		6,300
E. Chicago, Ill.		
City of Palo Alto		1,148
Palo Alto, Calif.		
Cleveland Electric Illuminating		4,420
Cleveland, Ohio		
Columbus & Southern Ohio Electric		1,308
Columbus, Ohio		
Commonwealth Edison		40,620
Maywood, Ill.		
Compo Industries		4,169
Mansfield, Mass.		
Con Edison		26,100
Astoria, N.Y.		
Consumer's Power		4,930
Grand Rapids, Mich.		
Delco Electric		19,770
Kokomo, Ind.		
Dow Chemical		
Cleveland, Ohio		1,123
Golden, Colo.		10,464
Dow Corning		
Midland, Mich.		112,344
Trumbull, Conn.		446
Dowzer Electric		663
Mt. Vernon, Ill.		

DSW 012412

STLCOPCB4002337

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Duriron Co. Dayton, Ohio		508
Eastman Kodak Rochester, N.Y.		3,500
E.I. DuPont Louisville, Ky.		907
Electric Power Board Chattanooga, Tenn.		6,280
Esprey Mfg. Saratoga Springs, N.Y.		6,048
Ethyl Corp. Baton Rouge, La.		3,865
Findett Service Co. St. Charles, Mo.		4,305
Firestone Rubber & Latex Akron, Ohio		1,600
Franklin Glue Columbus, Ohio		600
Florida Power & Light Miami, Fla.		3,200
Ford Motor Co. Cleveland, Ohio		3,857
Dearborn, Mich.		1,580
Mr. Clemens, Mich.		35,570
General Electric Anaheim, Calif.		4,500
Charleston, W. Va.		343
Chicago, Ill.		14,625
Cincinnati, Ohio		1,280
Columbus, Ohio		3,200
Corpus Christi, Texas		10,150
Coshocton, Ohio		25,550
Dallas, Texas		2,058
Denver, Colo.		7,885
Kansas City, Mo.		24,000
Milwaukee, Wis.		11,450
Memphis, Tenn.		5,431
Oakland, Calif.		2,150
Spokane, Wash.		7,800
St. Louis, Mo.		5,093

DSW 012413

STLCOPCB4002338

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
General Motors		
Jonesville, Wisc.		1,950
Mansfield, Ohio		540
Warrne, Mich.		800
G.M. Proving Grounds		2,808
Milford, Mich.		
General Tire & Rubber		14,300
Jeanette, Pa.		
Goodyear Tire & Rubber		
Akron, Ohio		7,400
Lincoln, Nebr.		430
St. Mary's, Ohio		5,043
Hart Electric		16,470
Bluefield, W. Va.		
Henderson's Portion Pak		2,800
Coral Gables, Fla.		
Hercules Inc.		3,252
Terre Haute, Ind.		
H & H. Testing Inc.		2,796
Lutherville, Md.		
High Vacuum Mfg.		1,669
Passaic, N.J.		
Hooker Chemical		3,181
Hicksville, N.Y.		
Huron Cement		442
Alpena, Mich.		
Illinois Milling Co.		6,985
Bensenville, Ill.		
International Paper		1,750
Gifford, Ark.		
Interstate Brands		2,218
Chicago, Ill.		
Jard Inv.		53,050
Bennington, Vt.		
Jiffy Mfg. Co.		6,370
Hillside, N.J.		

DSW 012414

STLCOPCB4002339

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
J.R. Grace & Co. Gwensboro, Ky.		13,720
Lockmeed Georgia Co. Marietta, Ga.		17,160
Longview Fibre Longview, Wash.		896
Mallory Capacitors Waynesboro, Tenn.		103,620
Malstrum A.F.B. Malstrum A.F.B., Mont.		730
McDonnell Aircraft St. Louis, Mo.		9,260
McGraw Edison Milwaukee, Wisc.		91,670
Memphis Light-Gas-Water Memphis, Tenn.		1,305
Michigan Standard Alloys Benton Harbor, Mich.		1,408
3-M Company Bedford, Ill.		6,970
Missouri Public Service Co. Sibley, Mo.		1,300
Monsanto Company Bridgeport, N.J.		2,460
Sharonville, Ohio		3,650
St. Louis, Mo.		13,383
Motorola Inc. Phoenix, Ariz.		18,755
National Cash Register Middletown, Ohio		175
Northern Indianan Public Service Gary, Ind.		350
Northern States Power Minneapolis, Minn.		13,203

DSW 012415

STLCOPCB4002340

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Owens Corning Anderson, S.C. Toledo, Ohio		9,084 12,705
Owens Illinois Lakeland, Fla. Los Angeles, Calif.		445 350
Oxford Paper Rumford, Maine		3,525
Petroleum Dist. Co. Houston, Texas		7,740
Polymer Corp. Reading, Pa.		590
Potash Co. of America Saskatoon, Saskatchewan, Canada		386
Potomac Edison Hagerstown, Md.		2,145
PPG Ind. Pittsburgh, Pa.		1,875
Proctor & Gamble St. Louis, Mo.		415
Reichhold Chemical Jacksonville, Fla.		11,372
Revere Copper Scottsboro, Ala.		10,150
Sangamo Electric Greenville, S.C.		37,400
S.C. Johnson & Son Racine, Wisc.		1,100
Shell Oil Morgan City, La.		42,790
Sherwin Williams Oakland, Calif.		2,792
Southwest Electric Oklahoma City, Okla.		2,700

DSW 012416

STLCOPCB4002341

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Standard Oil of California Solootna, Alaska		10,625
Standard Supply Maysville, Ky.		1,967
Sun Chemical Cincinnati, Ohio		2,000
Northlake, Ill.		1,796
Target Stores Duluth, Minn.		5,640
Thermoking Corp. Minneapolis, Minn.		485
Toledo Edison Toledo, Ohio		13,371
Transformer Consultants Akron, Ohio		450
Union Carbide Chicago, Ill.		1,226
Oakridge, Tenn.		4,497
South Charlestown, W. Va.		2,400
Union Electric Maryland Hgts, Mo.		2,377
Uniroyal Tire Co. Ardmore, Okla.		2,300
University of California Berkeley, Calif.		4,750
USS Chemicals Neville Island, Pa.		6,990
Velsicol Chemical Memphis, Tenn.		15,548
Western Electric Chicago, Ill.		551
Norcross, Ga.		7,000
West Bend West Bend, Wisc.		1,716

DSW 012417

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1973</u>	<u>Pounds</u>
Westinghouse Electric		
Birmingham, Ala.		6,878
Bloomington, Ind.		229,070
Chicago, Ill.		11,760
Cincinnati, Ohio		15,353
Decatur, Ala.		9,900
Glassport, Pa.		12,500
Hillside, N.J.		20,650
Kansas City, Mo.		1,248
Livonia, Mich.		1,865
Minneapolis, Minn.		2,250
Muncie, Ind.		15,085
Philadelphia, Pa.		24,372
Pittsburgh, Pa.		1,050
Richmond, Va.		2,850
Wilkes Barre, Pa.		2,172
 West Penn Power		 1,652
Connellsville, Pa.		
 Weyerhaeuser Co.		 550
Fitchburg, Mass.		1,450
Springfield, Ore.		
 Wisconsin Electric		 4,163
Milwaukee, Wisc.		
 Westinghouse		 36,320
 Findett		 331,610
 Dow Corning		 51,600
 Goodyear		 997,400
 Monsanto		 <u>48,230</u>
 1973 Total		 3,281,186

DSW 012418

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Alderson Research Stanford, Conn.		60
A.O. Smith Little Rock, Ark.		1,905
Aro Inc. Arnold AFB, Tenn.		25
ATI Continental Filling Danville, Ill.		4,230
Balco Miantenance Boston, Mass.		1,465
Baltimore Gas & Electric Baltimore, Md.		3,460
Bell Labs Whippany, N.J.		3,390
Bendix Corp. Kansas City, Mo.		59,955
Bethlehem Steel Boston, Mass.		325
Broadway Electric Svc. Knoxville, Tenn.		608
Buell Envirochem Lebanon, Va.		197
Campbell Soup Co. Napoleon, Ohio		5,370
Carrier Corp. Syracuse, N.Y.		370
Central California Farms Ontario, Calif.		2,022
Chevrolet Motors Flint, Mich.		23,873
Chrysler Corp. Belvidere, Ill.		30
Cities Service W. Lake Charles, La.		10,350

DSW 012419

STLCOPCB4002344

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Clearprint Paper Emeryville, Ca.		38,996
Cleveland Electric Cleveland, Ohio		5,300
Climax Molybdenum Co. Climax, Colo.		6,200
Columbus & Southern Ohio Electric Columbus, Ohio		1,322
Commonwealth Edison Maywood, Ill.		54,700
Compo Ind. Waltham, Mass.		2,505
Continental Can Augusta, Ga.		125
Corning Glass Corning, N.Y.		627
C & T Refinery Charlotte, N.C.		6,650
Delco Rem Y Anaheim, Ca.		19,903
Delvara Power Salisbury, Md.		1,835
Detroit Edison Detroit, Mich.		1,350
Dow Chemical Rocky Flats, Colo.		96
DuPhate Canada Ltd. Hawkesburg, Ontario, Canada		1,385
DuQuense Light Co. Pittsburgh, Pa.		3,560
E.I. DuPont Clinton, Ind.		260
Electrical Utilities LaSalle, Ill.		33,750

DSW 012420

STLCOPCB4002345

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Emerson Electric St. Louis, Mo.		344
Fansteel Inc. Muskogee, Okla.		648
Fiber Industries Salisbury, N.C.		50
Findett St. Charles, Mo.		38,680
Florida Power & Light Daytona Beach, Fla.		11,273
Fred Sanders Detroit, Mich.		352
Gardner Denver Quincy, Ill.		470
General Dynamics San Diego, Ca.		141
General Electric Anaheim, Ca.		14,042
Charlestown Hgts., S.C.		10,659
Charlotte, N.C.		13,150
Chicago, Ill.		25,250
Cincinnati, Ohio		735
Columbus, Ohio		8,900
Dallas, Texas		14,009
Fort Wayne, Ind.		1,800
Kansas City, Mo.		24,000
Medford, Mass.		4,595
Memphis, Tenn.		9,375
Milwaukee, Wisc.		9,970
Oakland, Ca.		20,850
St. Louis, Mo.		9,450
Utica, N.Y.		1,186
General Tire & Rubber Jeanette, Pa.		8,652
Giddings & Lewis Fond Du Lac, Wisc.		1,650
Glyco Chemical Plainesville, Ohio		789

DSW 012421

STLCOPCB4002346

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
G.M. Assembly St. Louis, Mo.		1,100
G.M. Proving Grounds Milford, Mich.		496
Graniteville Co. Graniteville, S.C.		4,237
Grumman Aerospace Beth Page, N.Y.		117,130
Hart Electric Bluefield, W. Va.		9,150
Helena Corp. Helena, Ala.		18,150
Hercules Corp. Terre Haute, Ind.		2,536
Hevi Duty Electric Goldsboro, N.C.		103,130
High Energy Malvern, Pa.		3,850
H.K. Porter Lynchburg, Va.		12,446
Hooker Chemical Hicksville, N.Y.		9,602
Honeywell Inc. Minneapolis, Minn.		29,822
Howmet Corp. Dover, N.J.		6,816
Jard Co. Bennington, Vt.		42,900
Kaiser Aluminum Pleasanttown, Ca.		133
Malmstrom AFB Malmstrom AFB, Mont.		705
Martin Marietta Cement Thomastown, Maine		9,820

DSW 012422

STLCOPCB4002347

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
McDonnell Douglas St. Louis, Mo.		900
McGraw Edison Franksville, Wisc. Greenwood, S.C.		500 103,381
MoBay Chemical Natrium, W. Va.		823
Mobil Chemical Highpoint, N.C. Planfield, N.J.		91 452
Monsanto Montreal, Canada Cleveland, Ohio Santa Clara, Ca. Sauget, Ill. St. Louis, Mo. Texas City, Texas		37,780 450 654 519,800 10,240 565
Motorola Inc. Phoenix, Ariz.		450
Narragansett Electric Providence, R.I.		1,480
National Electric Coil W. Caldwell, N.J.		4,050
National Tea Chicago, Ill.		58,080
Naval Const. Btl. Port Hueneme, Ca.		252
Norfold Naval Shipyard Portsmouth, Va.		1,800
Northern States Power Minneapolis, Minn.		17,970
O'Neal Electric Gulfport, Miss.		2,712
Parkson Corp. Ft. Lauderdale, Fla.		5,035
Patrick AFB Patrick AFB, Fla.	DSW 012423	4,291

STLCOPCB4002348

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Pelron Corp. Lyons, Ill.		4,240
Pfister CUemical Ridgefield, N.J.		1,259
PPG Industries Natrium, W. Va.		245
Potomac Edison Co. Hagarstown, Md.		1,500
Pratt & Whitney W. Palm Beach, Fla.		633
Proctor Products, Inc. St. Louis, Mo.		985
Proctor & Gamble Chicago, Ill. Long Beach, Ca.		100 10
Quaker State Chattanooga, Tenn.		120
RCA Svc. Co. Cape Canaveral, Fla.		550
Reichhold CXemical Jacksonville, Fla.		11,372
Revere Copper Scottsboro, Ala.		9,600
Rohr Corp. Riverside, Ca.		55
Sangamo Electric Pickens, S.C.		34,000
Shakespeare Co. Columbia, S.C.		19,458
Southwestern Public Svc. Amarillo, Texas		4,040
St. Regis Paper Middletown, Ohio		1,950
S. West Grease & Oil Compton, Ca.		1,130

DSW 012424

STLCOPCB4002349

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Systems Printers Santa Fe, Cal.		430
Tecumseh Products Marion, Ohio		7,740
Tilden Mining Co. Ishpeming, Mich.		26,600
Transformer Consultants Akron, Ohio		250
Richmond, Va.		185
UCLA Los Alamos, N.M.		2,360
Union Electric Maryland Hgts, Mo.		5,523
St. Louis, Mo.		3,919
Universal Voltronics Mt. Kisco, N.Y.		6,600
University of Calif. Los Alamos, N.M.		2,132
U.S. Steel McKeesport, Pa.		2,270
Warwick Electric Forest City, Ark.		7,815
Western Electric Baltimore, Md.		3,210
Omaha, Nebr.		1,105
Western Kraft Albany, N.Y.		53

DSW 012425

STLCOPCB4002350

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1974</u>	<u>Pounds</u>
Westinghouse Electric		
Augusta, Maine		6,802
Baltimore, Md.		35,345
Baton Rouge, La.		7,678
Birmingham, Ala.		6,864
Bloomington, Ind.		189,050
Charlotte, N.C.		6,228
Chicago, Ill.		14,850
Glassport, Pa.		3,850
Houston, Texas		28,475
Indianapolis, Ind.		420
Kansas City, Mo.		10,476
Menasha, Wisc.		450
Mobile, Ala.		1,681
Muncie, Ind.		30,847
Needham, Mass.		7,150
Philadelphia, Pa.		57,360
Pittsburgh, Pa.		6,923
Savanna, Ga.		5,616
Wilkes Barre, Pa.		4,441
 West Penn Power		400
Connellville, Pa.		
 Windsor Plastics		134
Evansville, Ind.		
 Wisconsin Electric		3,800
Milwaukee, Wisc.		
 Witco Chemical		2,752
Chicago, Ill.		
 1974 TOTAL		2,264,571

DSW 012426

STLCOPCB4002351

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
A.E. Staley Decatur, Ill.		2,640
American Enka Lowland, Tenn.		27,196
Armco Steel Kansas City, Mo.		3,600
Axel Electronics Jamacia, N.Y.		3,090
Babcox & Wilcox Brunswick, Ga.		4,483
Balco Maintenance Medford, Mass.		7,678
Baltimore Gas & Electric Baltimore, Md.		5,785
Beaver Electric Burnaby, B.C.		4,825
Bendix Corp. Kansas City, Mo.		119,880
Bethlehem Steel East Boston, Mass.		320
Brennan & Co. Laredo, Texas		6,990
Carpenter Technology Corp. Reading, Pa.		950
C.F. Braun Alhambra, Ca.		1,122
Columbus & Southern Ohio Electric Columbus, Ohio		1,240
Commonwealth Edison Maywood, Ill.		21,964
Consumers Power Co. Grand Rapids, Mich.		1,225
Delmarva Power Salisbury, Mo.		770

DSW 012427

STLCOPCB4002352

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Duke Power Co. Charlotte, N.C.		6,238
Electric Svc. Co. Cincinnati, Ohio		3,125
Emery Industries Cincinnati, Ohio		2,920
Exxon Co. Bayonne, N.J.		12,316
Florida Power & Light Miami, Fla.		19,445
Ford Motor Dearborn, Mich. Nashville, Tenn.		2,400 64
General Electric Anaheim, Ca. Bettendorf, Iowa Bossier City, La. Charleston Hgts, W. Va. Chicago, Ill. Cleveland, Ohio Columbus, Ohio Denver, Colo. Green Bay, Wisc. Kansas City, Mo. Milwaukee, Wisc. Oakland, Ca. Rome, Ga.		3,629 22,010 3,700 2,162 17,700 4,000 2,500 39,367 208 15,000 4,908 17,050 85,734
George Mann & Co. Stoneham, Mass.		17,589
Gulf Power Chattahoochee, Fla.		1,215
Hammermill Papers Erie, Pa.		3,600
Hawaiian Electric Honolulu, Hawaii		1,515
Helena Corp. Helena, Ala.		14,300

DSW 012428

STLCOPCB4002353

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Hercules Inc. Terre Haute, Ind.		1,468
Hevi-Duty Electric Goldsboro, N.C.		31,150
High Energy Malvern, Pa.		1,650
Huron Cement Alpena, Mich.		450
Idaho Sugar Idaho Falls, Colo.		300
Indiana & Michigan Electric Ft. Wayne, Ind.		14,626
John Zink Tulsa, Okla.		446
Joy Svc. Center Bluefield, W. Va.		6,710
Kansas City Power & Light Kansas City, Mo.		1,382
Keystone Steel & Wire Peoria, Ill.		2,664
Louisville Gas & Electric Louisville, Ky.		8,036
McGraw Edison Greenwood, S.C.		110,729
Franksville, Wisc.		900
McWane East Iron Pipe Co. Birmingham, Ala.		380
Menasha Corp. Lakeville, Minn.		1,320
Minnesota Mining & Mfg. Wayne, Mich.		2,522
Monongahela Power Parkerville, Pa.		205
Monsanto Sauget, Ill.		322,000
	DSW	012429

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Naval Const. Btl. Port Hueneme, Ca.		1,604
Noranda Aluminum New Madrid, Mo.		82,660
No. Indiana Public Svc. Gfry, Ind.		380
Northern States Power Minneapolis, Minn.		4,138
Okonite Co. No. Brunswick, N.J.		4,350
Owens Illinois Streator, Ill.		415
Parkson Corp. Ft. Lauderdale, Fla.		1,300
Proctor & Gamble Chicago, Ill.		200
Reichhold Chemical Fox, Ala.		660
Rems Corp. Lima, Ohio		930
Reynolds Metals Brookfield, Ill.		290
Rubatex Corp. Bedford, Va.		1,316
Sangamo Electric Pickens, S.C.		69,900
S.D. Myers Akron, Ohio		450
Bakersfield, Ca.		71
Shrake Electric Topeka, Kansas		330
Stearns Rogers Hayden, Colo.		55
St. Regis Paper Monticello, Miss.		65

DSW 012430

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Transformer Consultants		
Albany, N.Y.		195
Cuyahoga, Ohio		200
Hobbs, N.M.		150
Lincoln, R.I.		120
Ft. Worth, Texas		300
San Diego, Ca.		60
Upjohn		598
North Haven, Conn.		
Union Carbide		690
Portland, Ore.		
Weiss Construction Co.		45,950
Farmington, Mich.		
Western Electric		215
Baltimore, Md.		
Westinghouse Electric		
Ashdown, Ark.		1,650
Birmingham, Ala.		9,049
Chicago, Ill.		23,700
Cincinnati, Ohio		11,970
Cleveland, Ohio		25,950
Coffeen, Ill.		3,600
Detroit, Mich.		4,270
Ft. Worth, Texas		2,440
Gary, Ind.		200
Glassport, Pa.		7,700
Houston, Texas		11,525
Milwaukee, Wisc.		850
Minneapolis, Minn.		3,330
Muncie, Ind.		8,710
Peoria, Ill.		4,800
Philadelphia, Pa.		6,700
Pittsburgh, Pa.		38,593
Richmond, Va.		7,100
St. Louis, Mo.		6,050
Wilkes Barre, Pa.		6,200
Whittaker Electric		3,300
Grand Rapids, Mich.		
Windsor Plastics		133
Evansville, Ind.		

DSW 012431

-Continued-

PCB WASTE RETURNS

<u>Vendor</u>	<u>1975</u>	<u>Pounds</u>
Wisconsin Electric Milwaukee, Wisc.		2,250
Wisconsin Power & Light N. Beloit, Wisc.		500
1975 YTD TOTAL		1,431,555

DSW 012432

STLCOPCB4002357