-IN THOUSANDS OF POUNDS AND DOLLARS-

M 'O R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR.-GRD.-GP.
		AROCLOR DIST 1254		1968		1969													1040-280-04
5605		WESTERN SOLV - CH DETROIT MI	500		500														10088984
5612		**ALLEG SOLV CARNEGIE-CARNEGIE**				16.2										7.20		9.00	00107700
5612		ALLEG SOLV CARN-CORAOPLIS PA	100	82.9	100	60.0	10.8		6.6	9.0	12.0	7.8		6.0	7.2				10002095
5612		ALLEG SOLV CARNEGIE-PITTS PA		12.0															10002117
5609		**AMSCO SOLV CINCINNATI-CINCY**	50.0	48.6	50.0	37.2			1.80	7.20	3.00	3.60	2.40	3.00	9.00	9.00		3.00	10005361
5054		**BUFFALO SOLV BUFF-TONAWANDANY**	48.0	46.8	48.0	81.0	6.0	10.8		9.0	3.0	6.0		7.2	27.0	12.0			10012384
5826		CENTRAL SOLV HAYWARD-HAYWARD	30.0	18.6	45.0	32.0	1.20	8.40		.06	.06	.06	3.60		9.00	6.66		3.00	10015049
5826		CENT SOL S FE SP-LOS ANGLES CA				6.00									6.00				00113514
5826		CENT SOL S FE SP-SANTA CLARCA		33.0															00113522
5826		**CENT SOL SANTA FE SPR-CA**	365	272	365	364		3.0	60.6	42.0	75.0	25.8	6.0	16.2	36.0	24.0	63.0	12.0	10015111
5715		CENTRAL SOL CHICAGO-CHICAGOIL	240	319	240	393	36.2		36.2	37.3	36.3	36.3	38.2	36.4		35.8	36.6	63.3	10015138
5828		CENTR SOLV-PORTLAND-EUGENEOR		8.40															00113433
5828		CENTR SOLV-PORTLAND-PORTLAND O	30.0	14.4	30.0	37.2				7.8					10.2			19.2	10014980
5828		CENTR SOLV-PORTLAND-KENT WA		2.40															00113441
5828		CENTRAL SOLV KENT-KENT WA				2.40								2.40					00197475
5609		DIXIE SOL LOUISVILLE-LOUSVLE K	45.0	40.8	45.0	46.8	1.80	6.60	6.00	3.00	6.00	2.40	1.20	5.40	8.40		6.00		10022576
5609		HOOSR SOL NEW HAVEN-FT WAYNIN		3.60		5.40						5.40							10038774
5609		HOOSR SOL INDNAPLS-INDNAPLSIN	18.0	21.0	18.0	30.6		7.20	9.00			6.00			8.40				10038766
5822		MO SOLV KANSAS CTY-KNS CTYMO		48.1		6.06	.06						6.00						10053544
5822		MO SOLV ST LOUIS-ST LOUIS MO	100	89.0	100	129	17.4	10.3	27.0	27.1	9.6	16.8	9.0		6.0			6.0	10053552
5612		**OHIO SOLV CLEVELAND-CLEVEOH**	125	124	125	191	21.0	22.8	6	21.0	16.2	15.0		18.0	21.6	18.0	18.6	18.0	10058953
5822		TEXAS SOLV DALLAS-DALLASTX	70.0	51.6	70.0	26.4	6.6							10.8	9.0				10079411
5825		TEXAS SOLV DALLAS-HOUSTON TX		15.6		25.8		18.0	1.8							6.0			10079438
5825		**TEXAS SOL HOUSTON-HOUSTONTX**	120	113	120	194	18.0	21.0	9.0		37.2		24.0	6.0	15.0	9.0	15.0		10079373
5605		W EATON SOL ROMULUS-ROMULUSMI				1.57		40.3			38.7								00164879
5605		W EATON SOL ROMULUS-DETROITMI				451	6.2	9.1	39.5	49.7	70.9	79.7	36.0	35.8	80.0		44.5		10088925
5720		WISC SOLV MILWAUKEE-MNEAPLS MN		30.0		24.0	6.00			6.00		6.00			6.00				10090989
5720		**WISC SOLV MILWAUKEE-MILWAKE WI**		33.0															10091012
5720		**WISC SOLV MILWAUKEE-W ALLIS WI**	175	81.0	175	165	6.0		15.6	6.0	6.6	12.6	15.0	6.0	21.3	39.6	30.0	6.0	10091039
5605		WOLV SOLV GRND RAPIDS-GR RPMI	10.0	6.00	10.0	4.80		5.8	4.8				34.8						10091268
5605		WESTERN SOLVENTS & DETROIT MI		314															00144843
5609		**DIXIE SOL-LOUISVILLE-FRANKLIN**				.600							.600						00208566
5720		WISC SOLV MILWAUKEE-DULUTHMN		4.80		6.00								6.00					00145718
		PARENT CUST. TOT-CENTRAL SOLVENT	2080	1866	2095	2340	142	163	219	225	248	234	102	159	287	167	226	140	10015138
5825		.CENTURY LAB METAIRIE LA				.060	.060												00158119
5822		.CERTAIN-TEED SAINT KANS CITY K	9.00	6.60	9.00														10015235
5004		.CHAMPION FOILS AMESBURY MA				.060									.060				00214450
5003		.CHEM PROD CO E PROVIDENCE RI				1.20		1.20											10015693
5003		CHEM PROD CO RUMFORD RI	15.0	16.2	15.0	10.2		3.60				3.60					3.00		10015707
5822		.CHEMAGRO CORP KANSAS CITY MO		.120															00151173
5822		.CHEM SEALING KANS CTY MO		.120															10015766
5307		.CHEM SERVICE WEST CHE PA		.060															00113808

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