-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR. GRD.-GP.
		ANDCLOR DIST 1284 -		1968		1969													1040-280-04
5171		.AMSTERDAM COLOR WORKS BRONX NY				.600					.600								00197696
5118		.ANACONDA WIRE HAST ON HUD NY				1.80					1.80								10005507
5118		ANACONDA WIRE HAST NEW YORK	2.00	1.20	2.00														00109657
5171		.ANDREWS PAP - CHEM PT WASH NY				.060									.060				10005701
5392		.ARMSTRONG CORK LANCASTER PA				.060										.060			10006430
5724		.ARMSTRONG PT - VN CHICAGO IL	3.00	7.20	3.00	6.00				2.40				3.60					10006546
5307		.ASSOC RUBBER COLLINGDALE PA	2.00		2.00														10006961
5054		ASTRO CHEM BALLSTON LAKE NY		.060															10006988
5171		.ATLAN GUMMED PPR BROOKLYN NY		.600															10007151
5391		.ATLANTIC PAINT JACKSONV FL				.600						.600							00110529
5822		.AVIATION FLUIDS SAINT LO MO		.120															00110728
5612		.BABCOCK & WILCOX ALLIANCE OHIO				.060		.060											00164410
5724		.BARKER CHEM CO DOLTON IL				.060										.060			10008263
5828		.J H BAXTER EUGENE OR		.060															00048542
5826		.ADHESIVE ENG SAN CARLOS CA	2.00																10000750
5307		.BENJAMINE FOSTER CHGO IL				.600						.600							10029252
5119		.BENJ MOORE NEWARK NJ	5.00		5.00	2.40				1.20				1.20					10055180
5171		.BERCO IND CORP WESTBURY LI NY		2.40															10009405
5609		.BORDEN NEWARK CAL		1.44															10010578
5108		BORDEN CHEM CO MARIETTA GA		.600		3.00	.600				.600	.600	.600		.600				10010489
5724		**BORDEN CICERO ILL -**		3.60															10010616
5609		BORDEN COLUMBUS OHIO	8.00	6.00	8.00	6.60	1.80				1.20			1.80			1.80		10010586
5724		BORDEN CHEM CO DELAWARE OH	30.0	24.0	30.0	2.40							2.40						10010519
		PARENT CUST. TOT-BORDEN NEW YORK	38.0	35.6	38.0	12.0	2.40				1.80	.60	3.00	1.80	.60		1.80		10010551
5612		.MARBON CHEM WASHINGTON W V				.060			.060										10048702
5640		MARBON CHEM DIV GARY IN		.180															00128562
5114		.BORNE CHEM CO ELIZABETH NJ				.060						.060							10010888
5822		.BROD DUGAN PAINT CO ST LOUIS M		.600															10011639
5119		.BROOKLINE WALL DECOR BROOK NY	1.00		1.00														10011655
5307		.BRUNING PAINT CO BALTIMORE MD	2.00		2.00														10012058
5387		.GEORGE N BRUNT INC CALHOUN GA		.600															10012139
5612		.BRUSH BERYLLIUM CLEVELAND OH				.240		.240											10012147
5321		.BUDD CO NEWARK DELAWARE		.600															10012295
5321		BUDD CO BRIDGEPORT PA	30.0	49.8	30.0	70.2		9.0		15.0	9.0	9.0	9.0	15.0			4.2		10012309
5822		.BUTLER MFG CO GRANDVIEW MO				.060									.060				00215023
		.ULTRAMAR CHEM CO NAWILIWILI HI				.060	.060												10081483
5605		.C D SPARLING DETROIT MI		.180															10074509
5825		.CAPROCK PAINT CO LUBBOCK TX				.060					.060								00179779
5822		.CARDINAL PAINT ST LOUIS MO				.600	.600												00157414
5118		.CELANESE COATINGS NEWARK NJ	12.0	9.66	12.0	4.80	1.20				1.80				1.80				10014697
5825		.SOUTHERN NEW ORLEANS-N ORLEA	50.0	31.2	50.0	40.2	4.2				7.2	10.2			6.6		12.0		10074150
5829		CENTRAL SOLV KENT WASH	4.00	4.20	4.00	3.60					3.60								10015006

WATER_PCB-00042625