-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.
		PT BRASIL AC																	6758-000-11
2	53	.OLIN CORP BRANDENBURG KY				.226		.113				.113							10059232
1	32	OLIN CORP LAKE CHARLES LA		3.05-															10059186
1	32	.ORLANDO ARMATURE W TITUSVIL FL		.610															00132438
1	32	.ORLANDO UTIL TITUSVILLE FL	1.00	.610	1.00	.610									.610				10059569
1	32	.OWENS ILL VALDOSTA GA	3.00	1.83	3.00	3.05		1.83									1.22		10059909
1	34	OWENS ILLINOIS INC ALTON ILL				.780								.170				.610	00151610
1	32	OWENS ILL N ORLEANS LA		.170															10059925
1	31	OWENS ILL FAIRMONT W VA				1.22				.610	.610								00049298
		PARENT CUST. TOT-OWENS ILL TOLED	3.00	2.00	3.00	5.05		1.83		.61	.61			.17			1.22	.61	10059939
1	53	.OWENS-ILLINOIS GL CHARLOTTE MI				.610									.610				00215007
1	34	.OWENS ILLINOIS STREATOR IL		3.66		4.88	.61		1.22			.61	.61	.61		.61	.61		00155837
1	30	OWENS ILLINOIS BRIDGETON NJ				1.83								.61			1.22		00212202
1	34	OWENS ILLINOIS ILL STRASBUR IL		.610															00132500
		PARENT CUST. TOT-OWENS ILL TOLED		4.27		6.71	.61		1.22			.61	.61	1.22		.61	1.83		10059933
1	32	.PAN AM PET CRP POWELL WY		.610															00132756
1	32	.PANHANDLE EA PIPL DIVERNON ILL				.678								.678					00210323
1	32	.PANHANDLE EASTERN PAWNEE IL		.622															00132845
1	32	.PANHANDLE EASTERN BLUFFTON IN		1.70															00132853
1	32	.PANHANDLE ESTN PL PAOLA KA		1.81		1.81		.452	.452						.452		.452		00132888
1	32	.PANHANDLE EASTERN PIPE LIBE KS	5.00	2.09	5.00	2.15		.565	.904					.678					00132861
1	32	.PAN TEXAS LUBRICAN EDGEWOOD TX		.610															00132896
1	30	.PENN PUMP & COMP C EASTON PA		.113															00133183
1	36	.PENNWALT CORP TACOMA WA		.610		.610								.610					00133221
1	33	PENNWALT CORP WYANDOTTE MI		4.88		2.44					2.44								10061571
1	30	PENNWALT CORP WYANDOTTE MI				1.22	1.22												10061601
		PARENT CUST. TOT-PENNSALT CHEM P		5.49		4.27	1.22				2.44			.61					10061636
1	34	.PENN CONTROLS GOSHEN IN		.792		1.83	.610			.610					.610				10061407
1	32	.PETROLEUM DIST CO HOUSTON TX	481	156	481	270		40.6	40.3			40.2	.6	33.3	38.8	38.2		37.7	00093750
1	32	PETROLEUM DIST HOU HAUGHTON LA		.169															00133337
1	32	PETROLEUM DIST HOU SANDERSV MS		.170															00133345
1	32	PETROLEUM DIST HOU CORPUS C TX		48.8															00133353
1	32	PETROLEUM DIST HOU KENEDY TX		.113															00133361
		PARENT CUST. TOT-PETROLEUM DIST	481	206	481	270		40.6	40.3			40.2	.6	33.3	38.8	38.2		37.7	00093750
1	32	.PETROTOMICS CO CASPER WY		1.22															00133469
1	32	.PEVELY DAIRY ST LOUIS MO		.340		.332				.113			.112					.107	10062195
1	32	.CHAS PFIZER TERRE HAUTE IN	10.0	12.2	10.0	5.49					1.83		1.22	.61		1.22	.61		10062268

WATER_PCB-00042590