-IN THOUSANDS OF POUNDS AND DOLLARS-

| MGR | SLS REP | NAME OF PRODUCT/CUSTOMER | POTENTIAL | LAST YEAR SALES | SALES GOAL FOR CURR. YEAR | SALES CURR. Y-T-D. | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. | CUST. I.D. / MAJR.-GRD.-GP. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | THERMINOL FR-1 | | | | | | | | | | | | | | | 00350A | | 1040-245-10 |
| 1866 | | .MACLIN CO LOS ANGELES CA | | .600 | | 1.80 | | | .600 | | | | | | .600 | | | .600 | 10047900 |
| 1252 | | .MALCOLM NICOL HAWTHORNE N J | 4.00 | 3.33 | 4.00 | .600 | .600 | | | | | | | | | | | | 00161691 |
| 1252 | | .MALDEN MILLS LAWRENCE MA | | | | 1.20 | | | | | | | | | | 1.20 | | | 10048265 |
| 1153 | | .MARATHON OIL CORP DETROIT MI | 2.00 | | 2.00 | | | | | | | | | | | | | | 00151564 |
| 1932 | | .SOUTHERN DYESTUFF SODYCCO NC | 2.00 | 1.80 | 2.00 | | | | | | | | | | | | | | 10074037 |
| 1252 | | .MASTER ETCHING MACH AMBLER PA | 1.00 | .880 | 1.00 | .165 | | | | | | .165 | | | | | | | 10049199 |
| 1178 | | .MCB MFG CHEMISTS NORWOOD OH | | | | 1.97 | .165 | | | | .600 | .600 | | .600 | | | | | 10049253 |
| 1133 | | .MCDONNELL DOUGLAS ST L MO | | | | .165 | .165 | | | | | | | | | | | | 10049571 |
| 1932 | | .MEAD PKG DIV MEAD ATLANTA GA | | | | 1.20 | | | | | 1.20 | | | | | | | | 10051355 |
| 1134 | | MEAD CONTAINERS WATERLOO IA | 1.20 | 1.20 | 1.20 | | | | | | | | | | | | | | 00225789 |
| 1178 | | MEAD CONTAINERS WASH COU OH | 1.00 | | 1.00 | | | | | | | | | | | | | | 00129615 |
| 1932 | | MEAD CORPORATION MEMPHIS TENN | | | | 1.80 | 1.80 | | | | | | | | | | | | 00244384 |
| 1968 | | MURRAY RUBBER CO HOUSTON TX | | | | 1.80 | | | | .600 | .600 | | | | | .600 | | | 10055792 |
| | | PARENT CUST. TOT-MEAD CORP DAYT | 2.20 | 1.20 | 2.20 | 4.80 | 1.80 | | | .60 | 1.80 | | | | | .60 | | | 00044695 |
| 1836 | | .MENASHA CORP TACOMA WA | | 2.40 | | | | | | | | | | | | | | | 00186228 |
| 1252 | | .MERCK - CO DANVILLE PA | | 3.60 | | | | | | | | | | | | | | | 10051665 |
| 1134 | | .MIDLAND IND FIN WAUKEGAN IL | 1.20 | | 1.20 | | | | | | | | | | | | | | 10052440 |
| 1134 | | .MIDWEST WAX PAP FT MADISON IA | 1.20 | .710 | 1.20 | | | | | | | | | | | | | | 00229180 |
| 1252 | | .MILLMASTER BERKELEY HGTS NJ | | | | 5.40 | | | | | | | | 4.20 | | 1.20 | | | 10052769 |
| 1252 | | ONYX CHEM JERSEY CITY | | | | 1.20 | | | | 1.20 | | | | | | | | | 10059380 |
| | | PARENT CUST. TOT-MILLMASTER CHEM | | | | 6.60 | | | | 1.20 | | | | 4.20 | | 1.20 | | | 00044709 |
| 1252 | | .MILROSS CONTROL SOUTHAMPTON PA | 1.00 | | 1.00 | | | | | | | | | | | | | | 00214868 |
| 1134 | | .MINN MIN-MFG HUTCHINSON MN | 1.20 | | 1.20 | | | | | | | | | | | | | | 00222674 |
| 1133 | | .MONSANTO EPC DIV ST PETERS MO | 6.50 | | 6.50 | | | | | | | | | | | | | | 00153265 |
| 1866 | | .MONTGOMERY BROS LOS ANGELES CA | | .220 | | | | | | | | | | | | | | | 00186651 |
| 1134 | | .STD T CHEM CHICAGO IL | 2.40 | | 2.40 | .600 | | | | | | | | | | | .600 | | 10075270 |
| 1866 | | .BENJ MOORE LOS ANGELES CA | 2.00 | 1.20 | 2.00 | 2.40 | | .600 | .600 | | | | .600 | .600 | | | | | 10055121 |
| 1133 | | BENJ MOORE DENVER COLO | | 1.20 | | | | | | | | | | | | | | | 10055148 |
| 1134 | | BENJ MOORE MELROSE PARK IL | 3.60 | 10.2 | 3.60 | | | | | | | | | | | | | | 10055156 |
| 1252 | | BENJ MOORE NEWARK NJ | | 3.00 | | 19.2 | 3.00 | | 3.00 | 9.00 | | 4.20 | | | | | | | 10055180 |
| | | PARENT CUST. TOT-BENJAMIN MOORE | 5.60 | 15.6 | 5.60 | 21.6 | 3.00 | .60 | 3.60 | 9.00 | | 4.20 | .60 | .60 | | | | | 00047848 |
| 1134 | | .NALCO CHEMICAL CO CHICAGO IL | 1.20 | 6.00 | 1.20 | | | | | | | | | | | | | | 00131075 |
| 1133 | | .C E NATCO CO TULSA OK | | | | .600 | | | | | | .600 | | | | | | | 00254363 |
| 1133 | | .NATL BY PRODUCTS MASON CITY IL | | .600 | | | | | | | | | | | | | | | 00089389 |
| 1252 | | .NATIONAL CAN CORP DANBURY CT | 4.00 | 5.40 | 4.00 | 9.00 | | 7.20 | | | 1.80 | | | | | | | | 00151580 |
| 1178 | | .U S IND CHEM DIV CINCINNATI OH | 1.00 | | 1.00 | | | | | | | | | | | | | | 00143065 |
| 1932 | | .NATIONAL FIBRIT SPRINGFIELD TN | 4.80 | | | | | | | | | | | | | | | | 00210986 |
| 1932 | | .NATL FLOOR FLORENCE AL | 6.30 | 1.80 | | | | | | | | | | | | | | | 10056500 |

WATER_PCB-00042718