-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.
		AROCLOR 1254															00361A		1040-280-17
5301		.TENN EASTMAN KINGSPORT TENN		.240															10078547
5004		.ELECTRON IC COM BRIDGEPORT CT				27.0	27.0												10025796
5054		.ENDICOTT JOHNSON ENDICOTT NY		1.20															10026202
5726		.EPOXYLITE EL MONTE CA				.060			.060										00117927
5004		.EPPY CHARMS CO LEOMINSTER MA		.060															00185671
5726		.ESSEX CHEM LA MIRADA CA		5.40															10026709
5116		ESSEX CHEM SAYREVILLE NJ		52.8															10026687
		PARENT CUST. TOT-ESSEX CHEM BALT		58.2															10026679
5720		.EXACTO PRODUCTS ELKHART IN		3.00															00182621
5605		.EXOTIC RUB & PLA DETROIT MI		.600															00118192
5612		.FASSON PROD PAINESVILLE OH		.060															10027381
5605		.FORMAX MFG CORPOR DETROIT MI		.120															00179612
5724		.H B FULLER MEMPHIS TN		3.00															10030056
5724		.GARD IND ELK GROVE ILL		1.80															10030420
5612		.GEN ELEC COSHOCTON OH		38.4															10031923
5724		.GENERAL MILLS MINN MINN		.085															10032490
5722		.GEN TIRE - RUB COLUMBUS MS		.600															10033195
5387		.GENESCO INC NASHVILLE TN		.060															10033225
1133		.P D GEORGE COMPANY ST LOUIS MO		.060															10033276
5725		.GIVEN PT MFG EL PASO TX		.600															10033675
5725		.GLEAM CHEM PROD INC AUSTIN TX		.120															10033748
5602		.AMERIPOL INC INDEPENDENCE OH		.600															00183792
5602		B 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
5114		W R GRACE N BERGEN NJ		65.0															10034965
		PARENT CUST. TOT-W R GRACE NEW Y		259															00045489
5301		.GRANITEVILLE CO GRNTEVILLE SC		10.2															10035244
5726		.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 NSHUA NH		.531															10036658

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