-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-0																	6145-000-10
1052		.ROHM - HAAS CO BRISTOL PA		.360															10068878
1052		.SCHENECTADY CHEM SCHE [illegible]		.060															10071135
1052		.SCHILDWACHTER OIL CO BRONX, [illegible]				12.0	12.0												00159190
1036		.SIEBEL AIR CO LOS ANGE CA		.060															00137898
1050		.SOUTHWEST POTASH VICKSBURG MS				.120										.120			00217328
1032		.SUN OIL CO TONKAWA OKLAHOMA		2.40															00156108
1032		SUNRAY D-X OIL TONKAWA OK		6.00															00139475
1050		SUNRAY D-X OIL FAIRFIELD TEX	10.0	4.80	10.0	1.20				1.20									10077028
		PARENT CUST. TOT-SUNRAY D-X OIL	10.0	13.2	10.0	1.20				1.20									10076994
1036		.TECHFORM LABORATOR PASADENA CA		.120															00139904
1036		.TECHFORM LAB VENICE CA		.120															10078075
1053		.TECUMSEH PRODUCTS MARION OHIO				5.40					5.40								00198099
1050		.TEXAS INSTRUMENTS DALLAS TEX				.165										.165			10079314
		.TEXSTREAM CORP HOUSTON TX				.600												.600	00181684
1050		.THERMON MANUFACT HOUSTON TEXAS				.180			.180										00169633
1333		.GOALS UNASGND FOR BK THRU 1333	10.0		10.0														00165514
1352		.GOALS UNASGND FOR BK THRU 1352	20.0		20.0														00165565
1531		.GOALS UNASGND FOR BK THRU 1531	10.0		10.0														00165581
1032		.UNION CARBIDE PADUCAH KY		.060															00141909
1032		UNION CAR - NUC OAKRIDGE TENN		11.5		16.9	16.8								.1				10081971
1031		.U S STEEL CLAIRTON PA		4.80		15.0		3.00	3.00			3.00				3.00	3.00		10085209
1049		.WELLS MFG WISC FOND DU WI				2.40							1.20		.60	.60			00144614
1031		.WESTON CHEM MORGANTOWN WV		.060															10090059
1036		.WEYERHAEUSER LONGVIEW WASH		2.40															10090148
		TOTAL PRODUCT * * * * * * * LB	70.0	44.8	50.0	101	30.8	3.0	4.6	1.4	8.6	3.0	1.2	6.0	1.9	3.2	10.8	24.6	6145-000-10
		* * * * * * * $$	20.3	13.4	14.5	30.9	9.29	.90	1.43	.46	2.64	.90	.38	1.85	.62	.99	3.47	7.16	
		THERMINOL FR-0 LOW																	6145-100-10
1052		.AIR PRODUCTS EMMAUS PA		.600		.710						.110					.600		00107190
1031		.UNIVERSITY OF AKRON AKRON OH		.330															00107557
1032		.CABOT CORP BILLERIC MA		.055															00112801
1032		.AB CHANCE COMPANY CENTRALIA MO				.055								.055					00209309
		.COEN COMPANY RAVENA N Y				3.00												3.00	00180211
1031		.B F GOODRICH AVON LAKE OH				1.20	.600											.600	10034132
1049		.IOWA STATE COLLEGE AMES IA				1.20	1.20												10041929
		.MONSANTO RESEARCH MIAMISBG OH				.165										.165			10095072
1049		.BLOCKSON DIV OL MATH JOLIET IL				2.40										2.40			00219096
1031		.PPG INDUST INC NEW MARTINV W V		1.20															00155853
1050		P P G CO LAKE CHARLES LA		3.00		3.60	1.20				1.20							1.20	00155098
1052		.POLAROID CORP CAMBRIDGE [illegible]		1.91		.330		.165	.165										00155136

WATER_PCB-00042581