-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-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD. GP.
		AROCLOR DIST-1232		1968		1969													1040-230-04
5828		.BENSON CHEMICAL SEATTLE WA	35.0	22.0	35.0	22.0		22.0											10009340
5109		.BORDEN CHEM CO MARIETTA GA		.550															10010489
5108		BORDEN CHEM CO BROOKLYN NY	40.0	2.75	40.0	.550			.550										10010543
5108		BORDEN BROOKLYN NY				.550									.550				10010721
		PARENT CUST. TOT-BORDEN NEW YORK	40.0	3.30	40.0	1.10			.550						.550				10010551
5605		.WESTERN SOLV - CH DETROIT MI	3.00		3.00														10088984
5612		ALLEG SOLV CARN-CORAOPLIS PA		1.77		2.20						2.20							10002095
5609		AMSCO SOLV CINCINNATI-CINCY		.100		.050											.050		10005361
5054		BUFFALO SOLV BUFF-TONAWANDANY	5.00	2.20	5.00	3.30		1.16		1.10	.24				1.10				10012384
5826		CENT SOL SANTA FE SPR-CA	25.0	18.2	25.0	9.40		1.10	3.85	1.10	1.10	.05			2.20				10015111
5715		CENTRAL SOL CHICAGO-CHICAGOIL	50.0	42.9	50.0	8.25						2.75		1.65		2.20	.55	1.10	10015138
5609		DIXIE SOL LOUISVILLE-LOUSVLE K	18.0	13.8	18.0	13.2	4.40	2.20				4.40					2.20		10022576
5822		MO SOLV ST LOUIS-ST LOUIS MO		.150		.150			.150										10053552
5612		OHIO SOLV CLEVELAND-CLEVEOH	20.0	18.2	20.0														10058953
5825		TEXAS SOL HOUSTON-HOUSTONTX	2.00	1.10	2.00														10079373
5625		W EATON SOL ROMULUS-DETROITMI				2.20					1.65							.55	10088925
5720		WISC SOLV MILWAUKEE-MILWAKE WI		13.8															10091012
5720		WISC SOLV MILWAUKEE-W ALLIS WI	50.0	48.7	50.0	47.2	7.2	2.8		13.8		1.7	5.5		5.5		5.5	5.5	10091039
5605		WESTERN SOLVENTS & DETROIT MI		3.30															00144843
		PARENT CUST. TOT-CENTRAL SOLVENT	173	161	173	86.1	11.6	7.2	4.0	16.0	2.5	11.1	5.5	1.7	8.8	2.2	8.3	7.2	10015138
5387		.COLONIAL CHEM DALTON GA				.050										.050			10017823
5054		.CONAP INC ALLEGANY NY		.050		.050						.050							10018307
5348		.TENN EASTMAN KINGSPORT TENN				.150						.050				.100			10078547
5307		.GLUE SPECIALTIES PHILADEL PA		.550															00121061
5724		.H E WISDOM FRANKLIN PK IL		.550															10091055
5822		.INMONT CORP ST LOUIS MO		1.10															10040639
5724		.JOHNS-MANVILLES CO CHICAGO IL	25.0	25.3	25.0														00126489
5724		JOHNS-MANVILLE CHICAGO ILL		3.30		47.3	3.9	3.3	9.9		5.0	6.6		3.9	14.9				00152900
5612		.JOHNSON PLASTIC AUBURN OH				3.30						3.30							10042992
5114		.KENRICH PETROCHEM BAYONNE NJ		.050		4.95		1.10			2.20	1.65							10043905
5605		.MICH CHROME & CHEM DETROIT MI		.050															00129909
5612		.MIDWEST RUBBER BARBERTON OHIO		.550		.550								.550					10052548
5724		.MINN MIN CHEMOLITE SIDING MN	10.0	4.45	10.0	3.30										3.30			10052971
5110		.MOBIL OIL DIV PHILADEL PA		.300															00130567
5003		.NASHUA CORPORATION NASHUA NH		1.10															10056055
5825		.U OF OKLA NORMAN OK		.700															00132187
5507		.PALMER PRO WORCESTER PA		1.20		5.50	5.50												10060400
5825		.PHILLIPS PET GREAT FALLS MT		1.10															10062640
5826		.POLY RESINS SUN VALLEY CA				.550			.550										10063906
5822		.QUAKER OIL CORP ST LOUIS MO	10.0	7.70															10065674

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