-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 1242																	1040-240-04
5724		H B FULLER ST PAUL MINN		1.80															10030072
		PARENT CUST. TOT-H B FULLER ST P	1.00	3.60	1.00														10030072
5155		.GEIGY CHEM ARDSLEY NY	.100	.055	.100														10030633
5054		.GEN ELEC PITTSFIELD MA		.110		10.9	4.32						6.60						10031761
5054		.GERMAIN CROSSMEN PITTSFOR NY				.330						.330							00115452
5307		.GILLETTE RESEARCH ROCKVILLE MD		.055															00213152
5612		.AMERIPOL INC INDEPENDENCE OH				.600					.600								00183792
5695		B F GOODRICH AVON LAKE OH				.055					.055								10034132
		PARENT CUST. TOT-B F GOODRICH AK				.655					.655								10034191
5828		.GREAT WESTERN CHEM SEATTLE WA				.600					.600								10035546
5609		.PROTECTIVE TREATMENT DAYTON OH				.055		.055											10064937
5609		.HILTON DAVIS CH CINCINNATI OH		.220															10038111
5822		.HONEYWELL TEST IN DV DENVER CO		.055															00209317
5307		.E F HOUGHTON PHILA PA		.600															10039010
5307		.HOWARD UNIVERSITY WASH D C		.440															10039126
5301		.INERTECH SYSTEMS CLIFTON VA				.655					.055			.600					00226890
5110		.INMONT CORP ELIZABETH NJ	1.00	.600	1.00														10040744
5110		INMONT CORP LODI NJ	.200	.110	.200	.110		.110											10040817
		PARENT CUST. TOT-INMONT CORP NYC	1.20	.710	1.20	.110		.110											00044482
5054		.JARD COMPANY INC BENNINGTON VT				40.8					40.8								00183830
5724		.JOSLYN MFG CO CHICAGO IL		.600		6.00		2.40			.60	.60		2.40					10043166
5612		.KOPPERS COMPANY NEWARK NJ		16.2		92.4	6.0			6.0	6.0		74.4						10044790
5612		KOPPERS COMPANY WESTFIELD NJ	2.00	3.00	2.00														10044812
		PARENT CUST. TOT-KOPPERS CO PITT	2.00	19.2	2.00	92.4	6.0			6.0	6.0		74.4						00044571
5307		.LIQUID NTRGN PROC THORNDALE PA				1.00			1.00										00208981
5114		.MAGID CORPORATION LINDEN NJ				.600							.600						10048028
5826		.MATTEL INC LONG BEACH CA				6.00						6.00							00214434
5609		.MEAD CORP CHILLICOTHE OH		.055		4.26			.06		.60		.60	3.00					10051258
5724		.MINN MIN - MFG ST PAUL MN		.110															10053013
5119		.MOBIL CHEMICAL CO EDISON NJ		.055		22.8+												22.8+	10053676
5612		MOBIL OIL CORP CLEVELAND OH	150	54.0	150														00179957
		PARENT CUST. TOT-MOBIL OIL CORP	150	54.1	150	22.8+												22.8+	10054443
5003		.NASHUA CORPORATION NASHUA NH	300	16.2	300	124			7.2	15.6			28.2	16.2			56.4		10056055
5609		.NATL CASH REGIS DAYTON OH	3130	2704	3130	2675	336	125	172	129	216	264	132	313	134	269	271	316	10056349

WATER_PCB-00042657