

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR-GRD-GP.
		AROCLOR 1221																	1040-225-04
5004		AM MIN SPIRITS PROVIDENCE RI				4.16			1.04							3.12			10004535
5387		AMER MINERAL SPR NASHVILLE TN				6.24										6.24			10004144
		PARENT CUST. TOT-UNION OIL CO LO	14.0	22.7	14.0	33.8			3.64			6.24			9.88	9.36	3.64	1.04	00047155
5114		.UNITED LACQUER MFG LINDEN NJ				1.04									1.04				10083524
5307		.UNITED STATES GOVT EDGEWOOD MD				.520							.520						00142492
5724		.VALSPAR CORP NUTLEY NJ	7.00		7.00	6.76	1.56		1.04		1.04				2.08		1.04		00151548
5612		.WESTINGHOUSE PITTSBURGH PA		.050															10089743
5724		.WILHOLD GLUES CHICAGO ILL		.100															00198749
5822		.BRUCE WILLIAMS LAB JOPLIN MO				.100											.100		00243302
		TOTAL PRODUCT * * * * * LB	51.8	50.6	41.8	1044	7	63	55	122	121	40	39	89	195	70	103	140	1040-225-04
		* * * * * \$	10.5	9.22	8.47	180	1.5	11.6	10.2	22.3	22.2	7.2	7.4	13.8	30.9	12.3	17.3	23.1	
		AROCLOR 1232																	1040-230-04
		.INVENTORY ADJUSTMENTS		.010															00197777
5822		.ADHESIVES MFG INDUS ST LOUIS M		.050															00158003
5119		.AIRCO CH - PLAST ELKTON MD	15.0	13.8	15.0	14.9		2.75		2.75	1.65		7.70						10001323
5612		.AIRCO CHEM CLEVELAND OH	40.0	40.2	40.0														10001404
		PARENT CUST. TOT-AIR REDUCTION C	55.0	54.0	55.0	14.9		2.75		2.75	1.65		7.70						00045020
5822		.WESTERN ELEC OMAHA NB	1.00	1.10	1.00														10088801
5822		WESTERN ELEC WECO NB		1.10		1.10		1.10											10088828
		PARENT CUST. TOT-AMER TEL AND TE	1.00	2.20	1.00	1.10		1.10											00045160
5612		.MOBAY CHEMICAL NATRIUM WV	2.00	2.20	2.00	1.10	.550				.550								10053692
5828		.BENSON CHEMICAL SEATTLE WA	30.0	22.0	30.0	22.0							22.0						10009340
5114		.BURDEN CHEM CO BROOKLYN NY		1.10		1.65		1.10		.55									10010543
5612		.ALLEG SOLV CARNEGIE-CARNEGIE	2.00		2.00														00107700
5612		ALLEG SOLV CARN-CORADPLIS PA		2.20		2.20							2.40	.20					10002095
		TOT P-T ALLEG SOLV CARN * POUNDS	2.00	2.20	2.00	2.20							2.40	.20					00107700
5609		AMSCO SOLV CINCINNATI-CINCY		.050		.100					.100								10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		.050		.100					.100								10005361
5054		BUFFALO SOLV BUFF-TONAWANDANY		3.30		2.30		1.10		.10		1.10							10012384
		TOT P-T BUFFALO SOLV BU * POUNDS		3.30		2.30		1.10		.10		1.10							10012368
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