-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																	1040-280-04
5695		GOODYEAR TIRE AKRON OH		.060		.120					.120								10034698
		PARENT CUST. TOT-GOODYEAR TIRE A		.660		.120					.120								10034698
5724		.W R GRACE CO CHICAGO IL	150	106	150	194			20			24	25	125					10035007
5110		W R GRACE N BERGEN NJ	40.0	65.5	40.0	65.0					32.1			32.9					10034965
		PARENT CUST. TOT-W R GRACE NEW Y	190	171	190	259			20		32	24	25	158					00045489
5301		.GRANITEVILLE CO GRNTEVILLE SC	4.00	6.60	4.00	10.2		1.80	3.60					4.80					10035244
5826		.GREAT WESTERN CHE RICHMOND CA	23.0	20.6	23.0	4.20		1.80	2.40										10035473
5828		GREAT WESTERN CHEM TIGARD OR	4.00	6.60	4.00	7.20		3.60						3.60					10035511
5828		GREAT WESTERN CHEM SEATTLE WA	20.0	27.6	20.0	9.60					7.20	2.40							10035546
5828		GREAT WESTERN CHEM HELENA MT		.060		.060					.060								00212024
		PARENT CUST. TOT-GREAT WESTERN C	47.0	54.9	47.0	21.1		5.40	2.40		7.26	2.40		3.60					10035473
5612		.GUYAN MACH CO PHICO W VA		.240															00156523
5822		.HADLEY ADHESIVES & SAINT LO MO		.060															00122149
5822		.HALLMARK CARDS K C MO		.240															10036445
5004		.HAMPSHIRE MFG CO NSHUA NH		.600		.531-	.531-												10036658
5116		.HARDMAN INC BELLEVILLE NJ	5.00	6.00	5.00	3.60			3.60										10036879
5116		.HARTIN PT - FILLER KEARNEY NJ		.060															10037018
5609		.PROTECTIVE TREATMENT DAYTON OH				6.00			3.00	3.00									10064937
5114		.HEMPELS MARINE PT NEW YORK NY		3.00		.600								.600					10037409
5724		.HIGH STRENGTH PLAST CHGO ILL	5.00	5.40	5.00														10037980
5609		.J I HOLCOMB INDIANAPOLIS IN	2.00																10038316
5387		.HOLLISTON MILLS KINGSPORT TN	2.00	1.20															10038464
5054		.HOOKER CHEM NIAGARA FALLS NY	1.00	.600	1.00														10038707
5605		.HOWMET WHITEHALL MI		.120		.240										.240			10039193
5826		.HUMBOLDT PAINT CO EUREKA CA				.060		.060											00184950
5724		.ILLINOIS ADHESIVE CHICAGO IL	50.0	51.6	50.0	79.2		19.2	9.6			38.4			12.0				10040019
5387		.INDURALL COATINGS BIRMINGH AL		.060		1.20			.600			.600							00125423
5387		.INDUSTRIES INC BRISTOL TN	3.00	1.80															00234095
5307		.INDUSTRIAL ROLL BALTIMORE MD		.060															00179795
5822		.IND SYNTHET ADH ST LOUIS MO				.060	.060												10040493
5301		.INERTECH SYSTEMS CLIFTON VA				1.56					.060			.900	.600				00226890
5724		. INLAND STEEL CO E CHICAGO IN	.400	.300	.400														10040566
5826		.INMONT CO ANAHEIM CA				.060					.060								10040914
5826		INMONT CORP LOS ANGELES CALIF		1.80		3.00	.600	.600		.600		.600		.600					00125660
5822		INMONT CORP ST LOUIS MO		9.60		10.2-	10.2-												10040639
5110		INMONT CORP ELIZABETH NJ	5.00	4.80	5.00	6.00			1.20	1.20			3.60						10040744
		PARENT CUST. TOT-INMONT CORP NYC	5.00	16.2	5.00	1.14-	9.60-	.60	1.20	1.80	.06	.60	3.60	.60					00044482
5826		.INTERNATL PAINT SO SAN F CA		.600															00125822

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