-IN THOUSANDS OF POUNDS AND DOLLARS-

MG R	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.-GRP.-GP.
		AROCLOR DIST-1248		1965		1969													1040-260-04
		.E I DUPONT WILMING BREVARD NC		.055															00116963
5302		E I DU PONT DE DEEP WATER NJ		12.0		5.40	6.00	2.40				1.80	3.60			3.60			10023823
5302		E I DU PONT DE NEMO PARLIN NJ	400	419	400	371	48.0		46.7		47.2	47.0		89.9		47.0	45.4		10023866
5302		E I DU PONT DE NEMO TOLEDO OH		18.6		6.00						1.80	1.80			2.40			10023955
5302		EI DUPONT DE NEM ANTIOCH CALIF				.060								.060					00210358
		PARENT CUST. TOT-E I DU PONT DE	400	450	400	383	42.0	2.4	46.7		47.2	50.6	5.4	90.0		53.0	45.4		10023564
5307		.E F HOUGHTON PHILA PA				.600	.600												10039010
5307		E F HOUGHTON PHILADELPHIA PA		.600															00094730
5825		.EAGLE PICHER JOPLIN MO		.010															00117188
5054		.DISTILLATION PRO ROCHESTER NY	15.0	10.8	15.0	4.20	4.20												10022509
5116		.ELAN CHEMICAL CO NEWARK NJ	2.00	1.20	2.00														00117471
5116		.ELAN CHEMICAL NEWARK NJ		4.80															00152692
5720		.FLEX-O-GLASS INC CHICAGO IL	2.00	1.20	2.00	1.80				.60			1.20						10028485
5116		.FLEXON CHEMICAL TRENTON NJ		.600															10028507
5307		.FRANKLIN INSTITUTE PHILADEL PA		.055															00119229
5724		.H B FULLER ST PAUL MINN		2.40															10030072
5116		.GERLIN MFG COMPANY NEWARK N J				.110								.110					00212342
5695		.GOODYEAR TIRE AKRON OH				.115	.060	.005			.060								10034698
5724		.W R GRACE CO CHICAGO IL	40.0	22.2	40.0	4.80					1.20			1.20		1.20	1.20		10035007
5822		W R GRACE OWENSBORO KY	5.00		5.00														10034981
5828		.GREAT WESTERN CHEM SEATTLE WA				.275			.275										10035546
5116		.GRIGNARD CHEM ELIZABETH NJ				1.80				1.20		.60							00176559
		.HALLETT CONSTRUCTION BOONE IA				.600										.600			00217069
5612		.HARSHAW CHEMICAL C ELYRIA OH		.180		.300												.300	00122610
5606		.HERCULES INC WASHINGTON PA				.600								.600					00123897
5118		.HERCULES PKGING CORP ALDEN NY		.055		.055		.055											10037530
5171		.HEXAGON LABORATORI BRONX NY												1.80	7.20				00123994
5927		.HOLZ RBR MFG LODI CA				.060							.060						10038502
5054		.HOOKER CHEM NIAGARA FALLS NY		.055															10038707
5822		HOOKER CHEMICAL COLUMBUS MISS				.600					.600								00197009
5825		.UNIV OF HOUSTON TX				.055										.055			10039053
5822		.INMONT CORP ST LOUIS MO	20.0	20.4	20.0														10040639
5822		.INTERCOASTAL F ST LOUIS IL		.660		.660					.600							.060	10040973
5307		.INTER COASTAL BALT MD		.055															10040981
5822		.INTERNATIONAL SHOE ST L MO				.600										.600			10041759
5118		.INTL BUS MACH POUGHKEEPSIE NY				.715	.055				.055		.275			.165	.165		10041112
5724		.JOHNS-MANVILLES CO CHICAGO IL		25.2	25.0														00126489
5724		JOHNS-MANVILLE CHICAGO ILL		3.00		26.4	3.00	3.00	3.00	3.00		3.00	3.60		7.80				00152900
5724		.JOSLYN MFG CO CHICAGO IL		.060															10043166
5604		.KOPPERS CO BRIDGEVILLE PA		.600															10044820
5612		.LORD CORP ERIE PA				.060				.060									10046955
5114		.MAGID CORPORATION LINDEN NJ		.550		1.21		.330		.275	.600								10048028

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