-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.
		THERMINOL FR-1															00350A		1040-245-10
1252		.F W HARTMAN PORT WASHINGTON NJ				1.80								1.80					00262404
1866		.HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20							3.00			10037050
1153		.CHEMETRON CORP HOLLAND MI	9.00		9.00	7.20		3.60		3.60									00196428
1133		CHEMETRON CORP ST LOUIS M	.600		.600														00184608
1178		CHEMETRON CORP HUNTINGTON W VA	6.00		6.00	31.8				7.20			4.80	3.00	8.40	2.40		6.00	10038359
		PARENT CUST. TOT-HARWICK AKRON O	15.6		15.6	39.0		3.6		10.8			4.8	3.0	8.4	2.4		6.0	00123218
1133		.HAZEN RESEARCH GOLDEN CO				3.11							1.20	.71	.60	.60			00260363
1131		.HEAT EXCHANG PITTS CARNEGIE PA				.275						.275							00257311
1976		.HENDERSON PORT CORAL GABLES FL	5.00	4.20	5.00														10037417
1252		.HEXAGON LABORATORI BRONX NY	2.00	7.80	2.00														00123994
1252		.HIGH VACUUM METALS PASSAIC NJ	1.50	1.80	1.50														10038006
1134		.HODAG CHEM SKOKIE IL	1.20	.600	1.20														00124133
1866		.HOFFMEISTER CABINE LAS VEGA NV		.165															00124168
1134		.STANLEY H HOLMES CHICAGO IL				.600				.600									00251623
1153		.HOLY CROSS HOSPITAL DETROIT MI	1.00		1.00														00214515
1134		.HONEYMEAD PRODUCTS MANKATO MN		24.0															00223050
1178		.HOOKER CHEM CO SOUTH SHORE KY		.165															00154032
1968		HOOKER CHEM TAFT LA	.500		.500														10038693
1153		HOOKER CHEMICAL MONTAGUE MI	3.60	15.0	3.60	9.00												9.00	00154024
1252		HOOKER CHEM HICKSVILLE NY	1.00	1.20	1.00														10038677
1131		HOOKER CHEM NIAGARA FALLS NY	100	215	100	78.6			39.6								39.0		10038707
1153		UDYLITE CORP WARREN MICH				2.40									2.40				10081343
		PARENT CUST. TOT-HOOKER CHEM NIA	105	232	105	90.0			39.6						2.4		39.0	9.0	10038707
1178		.HOUDAILLE IND LANCASTER OH				6.00		6.00											00249750
1252		.EAST ALCO ALU FREDERICK MD	10.0	27.0	10.0	40.8					10.8	12.0		6.0			12.0		00219703
1836		INTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
		PARENT CUST. TOT-HOWMET CORP NEW	15.0	27.0	15.0	69.6					25.2	12.0		6.0	14.4		12.0		00046469
1252		.J M HUBER EDISON NJ				1.80							1.20				.60		00124907
1252		.ICI AMERICA INC DIGHTON MA				1.20								1.20					10039908
1178		.IMPERIAL ADHES CINN OHIO	1.00	2.40	1.00	2.40			2.40										10040124
1932		.IMPERIAL FABRICATING PORTLD TN		3.60															00235687
1134		.INCA INKS INC NORTHBROOK ILL	.600		.600														10040175
1230		.CRAWFORD MFG RICHMOND VA				4.80									4.80				10020085
1866		.INMONT CO ANAHEIM CA	2.00		2.00														10040914
1153		INMONT CORP DETROIT MICH	15.0	30.0	15.0														10040922
1178		INMONT CORP CINCINNATI OHIO	9.00	6.00	9.00	5.40			1.20	1.80							2.40		10040736
1153		INMONT CORP TOLEDO OHIO	3.00		3.00	6.00						6.00							10040876
		PARENT CUST. TOT-INMONT CORP NYC	29.0	36.0	29.0	11.4			1.20	1.80		6.00					2.40		00044482

WATER_PCB-00042716