-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 1260																	1040-290-11
1136		.GREAT WESTERN CHE RICHMOND CA		1.32															10035473
1136		GREAT WESTERN CHEM SEATTLE WA		3.00															10035546
		PARENT CUST. TOT-GREAT WESTERN C		4.32															10035473
1132		.AM MINERAL SPIRITS TUCKER GA		6.00															10004551
1130		AM MIN SPIRITS CARTERET NJ		6.30															10004179
1130		AMER MIN SPIR CONSHOHOCKEN PA		6.00															10004241
		PARENT CUST. TOT-UNION OIL CO LO		18.3															00047155
1136		.U S NAVY PORT HUENEME CALIF		2.40															10084571
1136		.WYNN OIL CO AZUSA CALIFORNIA	4.00	5.40	4.00														10092434
		TOTAL PRODUCT * * * * * * * LB	4.12	113	4.12	.060							.060						1040-290-11
		* * * * * * * $$	.906	19.5	.906	.031							.031						
*		AROCLOR DIST 5460																	1040-480-11
1130		.BELRAY CO INC FARMINGDALE NJ				.300								.300					10009111
1134		.GEN ELEC MINNEAPOLIS MN				.050									.050				00119881
1131		.REPUBLIC PWD MTLS MEDIA OHIO				.100										.100			00164240
1130		.TITANINE INC UNION NJ				.100										.100			10080231
1136		.WYNN OIL CO AZUSA CALIFORNIA				24.0											24.0		10092434
		TOTAL PRODUCT * * * * * * * LB				24.6								.3	.1	.2	24.0		1040-480-11
		* * * * * * * $$				5.88								.06	.01	.05	5.76		
*		AROCLOR 6037																	1044-037-11
1132		.RADIATOR SPECIAL CHARLOTTE NC				42.9											42.9		10065968
		TOTAL PRODUCT * * * * * * * LB				42.9											42.9		1044-037-11
		* * * * * * * $$				7.73											7.73		
		CRESYL DIPHENYL PHOSPHATE																	7680-940-03
		.HENRY E SANSON BRISTOL PA				1.09		1.09											00185337
		TOTAL PRODUCT * * * * * * * LB				1.09		1.09											7680-940-03
		* * * * * * * $$				.382		.382											
*		MCS-874																	1040-262-11
1132		.FINDETT SERVICE CO SAINT CH MO	57.0	72.6	57.0	37.8			12.6			12.6		12.6					00118583
		TOTAL PRODUCT * * * * * * * LB	57.0	72.6	57.0	37.8			12.6			12.6		12.6					1040-262-11
		* * * * * * * $$	15.3	19.5	15.3	10.2			3.39			3.39		3.39					

WATER_PCB-00042654