

-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.
		THERMINOL FR-1																	1040-245-10
1052		.CALLAHAN MINING HARBORSIDE ME		1.80															00181455
1032		.CAMPBELL SOUP VINCENTOWN N J	.500	1.20	.500														00169137
1032		.CARBORUNDUM HICKMAN KY	30.0	24.0	25.0	39.0	12.0				9.0	6.0	6.0				6.0		10013771
1031		CARBORUNDUM R-D DIV SANBORN NY		.220															00086886
		PARENT CUST. TOT-CARBORUNDUM NIA	30.0	24.2	25.0	39.0	12.0				9.0	6.0	6.0				6.0		10013763
1049		.CARGILL CARPENTERSVILLE ILL	6.00	16.8	6.00	17.4				12.0	3.0		6.0	1.2		7.2			10013887
1049		CARGILL INC DES MOINES IOWA	6.00	10.8	6.00	3.00					9.60			6.60					10013879
1032		CARGILL INC COM DE PENSACOLA FL	1.20	9.00	1.20	2.40					1.20						1.20		00215228
		PARENT CUST. TOT-CARGILL INC MIN	13.2	36.6	13.2	22.8				12.0	13.8		6.0	1.2	6.6	7.2	1.2		00047872
1036		.CARNATION RES VAN NUYS CA	28.0		28.0														10014050
1036		.CASCADE FIBER EUGENE ORE				.275										.275			00163031
1032		.CELANESE PLAS GREER SC				1.20												1.20	00245690
1052		.CELLUCRAFT INC NEW HYDE PRK NY	1.00	11.4	1.00	1.80								1.80					00176184
1050		.CENAC TOWING CO HOUMA LA				4.80					4.80								00226033
1053		.DIXIE SOL LOUISVILLE-LOUSVLE K		.600															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		.600															10022576
1053		.CHAMPION PAPERS HAMILTON OH	2.00	3.60	2.00	1.80			.600				.600	.600					10015308
1036		US PLYWOOD REDDING CA				.110										.110			00240958
		PARENT CUST. TOT-CHAMPION PAPER--	2.00	3.60	2.00	1.91			.600				.600	.600		.110			00047333
1032		.CHARLOTTE CAROTEK CHESTER S C	10.0	6.00	10.0														00168610
1036		.CHEFS BEST FOOD SACRAMENTO CA	1.00	6.00	1.00														00198765
1053		.CHEMETRON CORP HUNTINGTON W VA	18.0	15.0	18.0														10038359
1052		.CHEM FLEUR INC NEWARK N J	.500	.600	.500														00216550
1036		.CHEMICAL PROCESSORS SEATTLE WA				3.00									3.00				00235814
1032		.CLAYTON CHEM CO SAUGET ILL	1.20	1.97	1.20														10017165
1032		.CLAYTON CHEMICAL CLAYTON MO		.110															00212652
1050		.COASTAL CHEM CO ABBEVILLE IL				361			44			57	32			30	198		00187186
1053		.COCA COLA BOTTLING CO FLINT MI				.600				.600									00224677
1052		PORTSMOUTH COCA COLA PORTSMTHVA	.500		.500														00155152
		PARENT CUST. TOT-COCA COLA CO AT	.500		.500	.600				.600									10017491
1052		.COEN COMPANY CEMINTION NY				2.40		1.20			1.20								00185906
1036		COEN COMPANY KINGSTON NY				6.00								6.00					00235008
1052		COEN COMPANY RAVENA N Y				4.80	3.00				1.80								00180211
		PARENT CUST. TOT-COEN COMPANY RA				13.2	3.00	1.20			3.00			6.00					00180211