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.
		[illegible]																	[illegible]
		[illegible] INDUSTRIES CINCINNA												.180					[illegible]
		[illegible] SHOP BOSTON MASS	.960														.920		[illegible]
		[illegible] DUCTS CO VERNON CA						[illegible]											[illegible]
		[illegible] HOME TX										2.30							[illegible]
		[illegible] CORP KANSAS CITY KS				[illegible]									1.84				[illegible]
		[illegible] INC CORP GRAND RAPIDS MI				[illegible]									.460				[illegible]
		[illegible] DIST. TOT-TENNECO INC HOU				[illegible]									2.30				[illegible]
		[illegible] CORP WILM MASS				2.30											2.30		[illegible]
		[illegible] EQUIPMENT TORRANCE CA		9.66															[illegible]
		[illegible] INC INDIANAPOLIS IN				[illegible]								.400					[illegible]
		[illegible] METALS HENDERSON NEV	10.0	12.2	[illegible]	[illegible]				1.38	1.84	1.38	3.68						[illegible]
		[illegible] VER CHEM TOMS RIVER NJ	6.00	.920	[illegible]	[illegible]													[illegible]
		[illegible] ARNIDE COR WHITING IND	4.60	24.9	[illegible]	[illegible]										16.6			[illegible]
		[illegible] CHEM CHICAGO IL	6.90	7.36	[illegible]	[illegible]	[illegible]	[illegible]			2.30		2.30			2.30			[illegible]
		[illegible] WHITN M PALM BEACH FL	9.00		[illegible]	[illegible]							9.20						[illegible]
		[illegible] [illegible]-FORD NJ				1.84												1.84	[illegible]
		[illegible] COMPANY DEER PARK TEXAS	40.0		[illegible]														[illegible]
		[illegible] VEHICLE - CHEM ST LOUIS MO				[illegible]			[illegible]	.46				.46					[illegible]
		[illegible] CHEM CHATTANOOGA TN		2.30		[illegible]	1.[illegible]			2.30				2.30					[illegible]
		[illegible] ENGINEERS PASADENA TX		.120		[illegible]													[illegible]
		[illegible] DIV EL MONTE CA				4.30		[illegible]	.460							.460		.460	[illegible]
		[illegible] PRO PATERSON NJ				[illegible]									.120				[illegible]
		[illegible] MFG WADESBORO NC				[illegible]							21.2						[illegible]
		[illegible] INC EAST ORANGE NJ	1.00	[illegible]	[illegible]	[illegible]												1.38	[illegible]
		[illegible] CO WEST BEND WI				[illegible]											4.6	12.4	[illegible]
		[illegible] HOUSE PITTSBURGH PA		.12[illegible]															[illegible]
		[illegible] COFFEE CO LANOVER MD	10.0		[illegible]														[illegible]
		[illegible] ADHESIVES SKOKIE IL				[illegible]											1.38		[illegible]
		[illegible] MARTIN PHILADELPHIA PA	1.80	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]			1.84		1.84		.92			[illegible]
		[illegible] WESTLEY JR CO CHICAGO IL	.920		[illegible]														[illegible]
		[illegible] LOBSTER NEW YORK		.920															[illegible]
		TOTAL PRODUCT * * * * * * * * * LB	1172	[illegible]	[illegible]	[illegible]	174	78	78	78	87	104	149	106	153	110	220	209	[illegible]
		[illegible] * * * * * * * * * $$	584	362	[illegible]	[illegible]	60.1	28.1	35.3	27.1	31.9	36.9	53.2	38.4	45.8	39.0	76.8	72.8	
		[illegible] THERMINOL 66 LB	1172	[illegible]	[illegible]	[illegible]	174	78	98	78	87	104	149	106	153	110	220	209	
		[illegible] $$	[illegible]	[illegible]	[illegible]	[illegible]	60.1	[illegible]	[illegible]	27.1	31.9	36.9	53.2	38.4	45.8	39.0	76.8	72.8	
		[illegible] THERMINOL 66															[illegible]		[illegible]
		[illegible] CORP BATON ROUGE LA	[illegible]																[illegible]
		[illegible] COMPANY INC VERONA PA				[illegible]							.575					.450	[illegible]

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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.
													.100						
													.350						
													.05						
																.100			
													.100						
															1.59	1.59			
																	2.65		
															1.59	1.59	2.65		
																	2.00		
												.100							
																	.100		
														.100					
												5.30					1.59		
													1.00						
																		1.00	
																		1.00	
											.15								
											.750								
													.500		.40				

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G21424

M G 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.-GRD.-GP.

G21429

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.
		[illegible]															003		[illegible]
		[illegible] PRODUCTS [illegible]	1.15	.150	[illegible]														[illegible]
		[illegible] ASGND FOR [illegible] THRU 1252	15.0		[illegible]														[illegible]
		[illegible] ASGND FOR [illegible] THRU 1111	10.0		[illegible]														[illegible]
		[illegible] ASGND FOR [illegible] THRU 1153	2.00		[illegible]														[illegible]
		[illegible] ASGND FOR [illegible] THRU 1932	10.0		[illegible]														[illegible]
		[illegible] ASGND FOR [illegible] THRU 1974	9.60		[illegible]														[illegible]
		[illegible] ASGND FOR [illegible] THRU 1865	4.50		[illegible]														[illegible]
		TOTAL PRODUCT [illegible] LB	103	.150	[illegible]	1.13							.675					.450	6421- [illegible]
		[illegible] SA [illegible]	32.8	.094	[illegible]	.705							.243					.102	
		[illegible]															003	5E	1040- [illegible]
		[illegible] SERVICE-[illegible] CO MC		22.5															[illegible]
		[illegible] ASGND FOR [illegible] THRU 1932	48.0		61.0														[illegible]
		TOTAL PRODUCT [illegible] LB	48.0	25.9	41.														1040- [illegible]
		[illegible] SA [illegible]	4.90	2.39	4.90														
		[illegible]															003	6E	1040-260-[illegible]
		[illegible] FIRE ARMS [illegible] VA		250															0008-095
		TOTAL PRODUCT [illegible] LB		250															1040-260-[illegible]
		[illegible] SA		38.1															
		[illegible] FACTOR GR															003	9A	4790-041-10
		[illegible] WIRE ORANGE CAL		8.34															10005469
		TOTAL PRODUCT [illegible] LB		8.34															4790-041-[illegible]
		[illegible]		.739															
		[illegible]															018	7A	[illegible]
		[illegible] ASGND FOR [illegible] THRU 1134	60.0		[illegible]														[illegible]
		[illegible] CO WESTBEND WI	134		[illegible]	[illegible]	[illegible]		[illegible]				24.0						[illegible]
		TOTAL PRODUCT [illegible] LB	194		[illegible]	[illegible]	[illegible]		[illegible]				24.0						[illegible]
		[illegible] SA [illegible]	66.1		[illegible]	3.	[illegible]		7.				7.20						
		[illegible] 71															038	9A	[illegible]
		[illegible] HEM PHILADELPHIA PA		[illegible]															[illegible]
		[illegible] TOTAL PROD WALTHAM [illegible]		[illegible]	[illegible]	[illegible]				[illegible]									[illegible]
		[illegible] HEM [illegible] FORDS NJ	.4	[illegible]	[illegible]	[illegible]							[illegible]						[illegible]
		[illegible] SON FOLCROFT PA				[illegible]										.7			[illegible]
		[illegible] SON HAMILTON [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]												[illegible]
		[illegible] [illegible] BLACK [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]									.7			[illegible]

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