-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
1178		.POINT OF PURCHASE KETTERING OH				.600				.600									00198218
1252		.POLYCHEMICAL INTL BRONX N Y				.710					.710								00155144
1252		.POLYMER CORP READING PA	1.00	.600	1.00	1.20			.600			.600							10063949
1932		.PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00														00165484
1866		PPG TORRANCE CALIF				4.20	1.20								3.00				10063418
1178		PPG CIRCLEVIL OH	30.0		30.0	27.6				12.0			6.0	3.6	6.0				10063191
1131		PITTS PLATE GL PIT CREIGHTO PA	2.00	2.40	2.00														00134058
1131		PPG INDUST HARMARVILLE PA				1.20					1.20							2.40	00159123
1968		P P G IND INC CORPUS CHRISTITX	10.0	2.40	3.00	.600				.600									00169811
1968		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0														00156736
		PARENT CUST. TOT-PITTS PLATE GL	83.0	5.40	76.0	31.2	1.2			12.6	1.2		6.0	3.6	9.0			2.4	10063345
1252		.PRATT & WHITNEY E HARTFORD CT				2.40							1.20	1.20					00261688
1138		.PREMIX INC NO KINGSVIL OH		10.2		5.40		1.80			1.80					1.80			00134643
1836		.PRESERVATIVE PT SEATTLE WA	2.00	3.60	2.00														10064538
1252		.PRINCETON CH PRINCETON NJ				3.60								3.60					10064627
1252		PRINCETON CH ROCKY HILL NJ	1.00		1.00														10064635
		PARENT CUST. TOT-PRINCETON CH PR	1.00		1.00	3.60								3.60					10064627
1252		.PROCESSEQUIPENGBURLINGTON NJ				1.20	1.20												00247731
1866		.PROCESS SUPPLY CO ORANGE CA		.055															00242519
1178		.PROCTER AND GAMBLE CINN OH		.110		.165	.165												10064767
1178		PROCTER AND GAMBLE ROSS OH				.600						.600							10064775
		PARENT CUST. TOT-PROCTER AND GAM		.110		.765	.165					.600							10064767
1932		.PROCTOR CHEM SALISBURY NC	2.10		2.10														10064708
1133		.PROCTOR PRODUCTS ST LOUIS MO				1.80			1.80										00170577
1866		.PRYOR CABINET SHOP GROVER C CA				.110											.110		00269972
1133		.LANSON CHEM E ST LOUIS IL	21.0		21.0	.600										.600			10045401
1134		PUREX CORP CHGO IL		1.20															10065453
		PARENT CUST. TOT-PUREX CORP LAKE	21.0	1.20	21.0	.600										.600			00045780
1932		.QUAKER OATS MEMPHIS TN	2.40	4.80	2.40														10065666
1134		.QUAKER STATE OIL EMLENTON PA				.220				.220									00251550
1866		.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00	3.60						3.60							10066468
1178		.RCA CONSUMER ELECTRO INDIAN IN		.110															10065879
1866		.RED POINT CORP BURBANK CAS		.165		.110		.110											00206202
1976		.REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	13.2	8.40	2.40	2.40		2.40			2.40					00155225
1932		REIGHHOLD CH TUSCALOO AL	2.10		2.10	4.80		1.20		3.60									00135569
1134		REICHHOLD CHEMICAL MORRIS ILL	2.40	22.2	2.40														00220906

WATER_PCB-00042719