TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN 67UICKEY

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR (1984)	THIS MONTH LAST YEAR (1983)	YEAR-TO-DATE THIS YEAR (1984)	YEAR-TO-DATE LAST YEAR (1983)
[redacted]							
52800	TYLER PIPE INDUSTRIES			1984	1983	1984	1983
		01-007-6058	EBONY CORE COMPOUND #1 10	.00	.00	2,463.46	.00
		01007 **	GROUP TOTAL	.00	.00	2,463.46	.00
		01-013-6902	SEACOAL D-4 100# BAGS	9,325.67	4,635.36	29,705.28	47,647.31
		01013 **	GROUP TOTAL	9,325.67	4,635.36	29,705.28	47,647.31
		01-023-6140	ECONOCOAT 520# DRUMS	.00	.00	.00	9,266.40
		01023 **	GROUP TOTAL	.00	.00	.00	9,266.40
		01-027-6144	SLIK BOX 2600# DRUMS	3,289.00	.00	3,289.00	.00
		01027 **	GROUP TOTAL	3,289.00	.00	3,289.00	.00
		01-051-6711	SEACOAL D-4 DUSTLESS 50#	.00	.00	4,595.40	.00
		01051 **	GROUP TOTAL	.00	.00	4,595.40	.00
		01 ***	TRANSACTION TOTAL	12,614.67	4,635.36	40,053.16	56,913.71
		02-001-0009	PALLET & PALLETIZING	16.00	.00	16.00	88.00
		02-001-0040	PALLET & PALLETIZING	576.00	288.00	2,176.00	2,944.00
		02001 **	GROUP TOTAL	592.00	288.00	2,192.00	3,032.00
		02 ***	TRANSACTION TOTAL	592.00	288.00	2,192.00	3,032.00

PLAINTIFF'S EXHIBIT
H&G-86

HG-000222

TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN 67DICKEY

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
		03-000-3644	EMULSION DC-HV 490 4400 D	2,349.60	.00	2,349.60	4,276.80
		03-000-3649	EMULSION DC-B 4400 DRUMS	1,566.40	.00	1,566.40	.00
		03000 **	GROUP TOTAL	3,916.00	.00	3,916.00	4,276.80
		03 ***	TRANSACTION TOTAL	3,916.00	.00	3,916.00	4,276.80
		05-000-0000	DIRECT SHIPMENT	.00	.00	.00	1,657.20
		05000 **	GROUP TOTAL	.00	.00	.00	1,657.20
		05-040-0000	FEDERAL ORE	.00	2,137.90	1,022.40	6,504.00
		05040 **	GROUP TOTAL	.00	2,137.90	1,022.40	6,504.00
		05 ***	TRANSACTION TOTAL	.00	2,137.90	1,022.40	8,161.20
		****	CUSTOMER TOTAL	17,122.67	7,061.26	47,183.56	72,383.71

[redacted]

HG-000223

000223

PRODUCT SALES BY CUSTOMER BY SALESMAN 67DICKEY

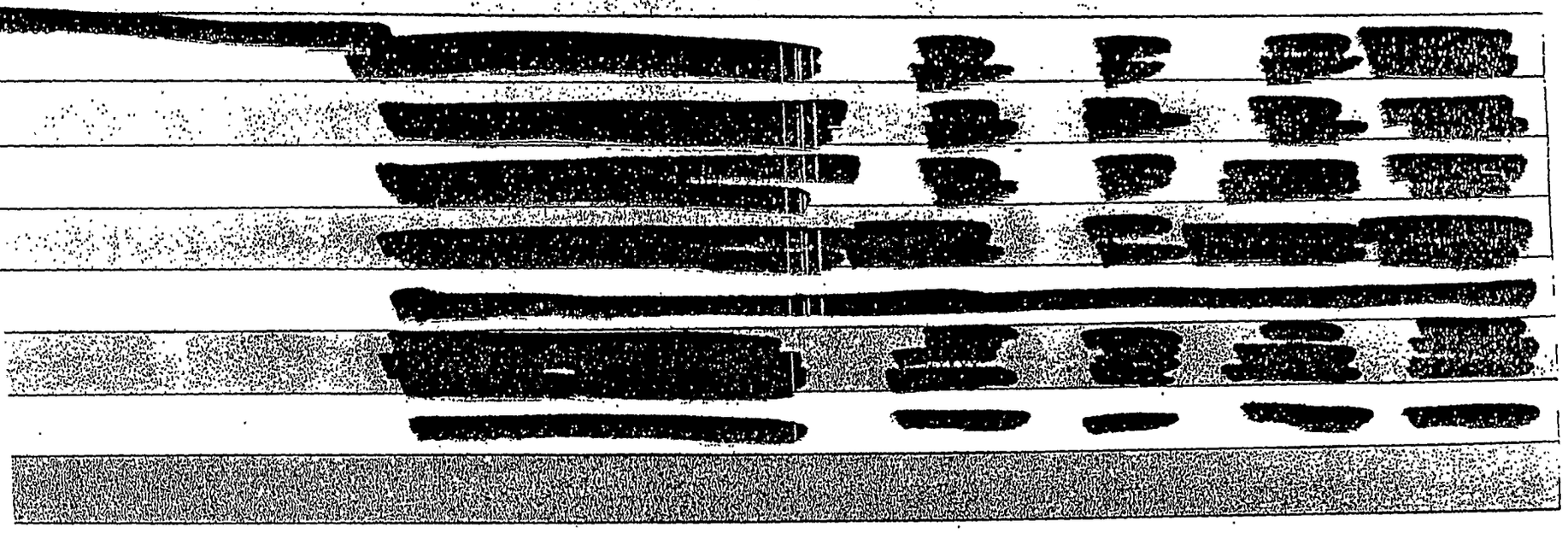
CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
[redacted]							
52800	TYLER PIPE INDUSTRIES					1985	1984
		01-007-6058	EBONY CORE COMPOUND #1 10'	.00	.00	2,737.20	10,418.62
		01007 **	GROUP TOTAL	.00	.00	2,737.20	10,418.62
		01-013-6902	SEACOAL 0-4 100# BAGS	.00	9,325.67	127,227.66	141,833.06
		01013 **	GROUP TOTAL	.00	9,325.67	127,227.66	141,833.06
		01-023-6140	ECONOCOAT 520# DRUMS	.00	.00	.00	6,528.88-
		01-023-6159	EZ DRY PLASTIC MOLD SPRAY	.00	.00	.00	19,806.00
		01023 **	GROUP TOTAL	.00	.00	.00	13,277.12
		01-027-6166	SILK BOX 260# DRUMS	.00	3,289.00	7,235.80	10,853.70
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	448.00	896.00
		01027 **	GROUP TOTAL	.00	3,289.00	7,683.80	11,749.70
		01-051-6701	SEACOAL 0-4 DUSTLESS 50#	.00	.00	.00	6,768.45
		01051 **	GROUP TOTAL	.00	.00	.00	6,768.45

HG-000224

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN 67DICKEY

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
		01-059-A785	TYLER PIPE BULK PREMIX	14,739.74	.00	96,918.78	.00
		01-059-6803	TYLER PIPE 100# BAGS PREM	.00	.00	10,481.59	.00
		01059 **	GROUP TOTAL	14,739.74	.00	107,400.37	.00
		01 ***	TRANSACTION TOTAL	14,739.74	12,614.67	245,049.03	184,046.95
		02-001-0009	PALLET & PALLETIZING	.00	16.00	.00	24.00-
		02-001-0040	PALLET & PALLETIZING	.00	576.00	8,376.00	9,120.00
		02001 **	GROUP TOTAL	.00	592.00	8,376.00	9,096.00
		02 ***	TRANSACTION TOTAL	.00	592.00	8,376.00	9,096.00
		03-000-3644	EMULSION DC-HV 490 440# D	.00	2,349.60	10,887.80	7,163.20
		03-000-3649	EMULSION DC-8 440# DRUMS	.00	1,566.40	1,566.40-	1,566.40
		03000 **	GROUP TOTAL	.00	3,916.00	9,321.40	8,729.60
		03 ***	TRANSACTION TOTAL	.00	3,916.00	9,321.40	8,729.60
		05-040-0000	FEDERAL ORE	.00	.00	1,123.20	6,369.40
		05040 **	GROUP TOTAL	.00	.00	1,123.20	6,369.40
		05-130-0000	MILWAUKEE CHAPLET & MFG.	.00	.00	3,944.02	.00
		05130 **	GROUP TOTAL	.00	.00	3,944.02	.00
		05 ***	TRANSACTION TOTAL	.00	.00	5,067.22	6,369.40
		****	CUSTOMER TOTAL	14,739.74	17,122.67	267,813.65	208,241.95



HG-000225

67DICKEY

CUST. NO.	CUSTOMER NAME	*PRODUCT**		******* THIS MONTH ******* '86 THIS YEAR	'85 LAST YEAR	****** YEAR-TO-DATE ****** '86 THIS YEAR	'85 LAST YEAR
[redacted]							
52300	TYLER PIPE INDUSTRIES			'86	85	'86	85
		01-007-6058	EBONY CORE COMPOUND #1 10	.00	.00	.00	2,737.20
		01007 **	GROUP TOTAL	.00	.00	.00	2,737.20
		01-013-6895	SEACOAL D-4 50# BAGS	.00	.00	999.00	.00
		01-013-6902	SEACOAL D-4 100# BAGS	9,129.17	.00	99,669.57	127,227.44
		01013 **	GROUP TOTAL	9,129.17	.00	100,668.57	127,227.44
		01-027-6166	SLIK BOX 260# DRUMS	.00	.00	17,102.80	7,235.80
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	448.00	462.00
		01027 **	GROUP TOTAL	.00	.00	17,550.80	7,697.80
		01-059-6785	TYLER PIPE BULK PREMIX	.00	14,739.74	81,924.91	95,918.78
		01-059-6803	TYLER PIPE 100# BAGS PREM	.00	.00	.00	11,481.59
		01059 **	GROUP TOTAL	.00	14,739.74	81,924.91	107,400.37
		01 ***	TRANSACTION TOTAL	9,129.17	14,739.74	200,144.28	245,049.03
		02-001-0009	PALLET & PALLETIZING	.00	.00	32.00	.00
		02-001-0040	PALLET & PALLETIZING	576.00	.00	6,360.00	8,376.00
		02001 **	GROUP TOTAL	576.00	.00	6,392.00	8,376.00
		02 ***	TRANSACTION TOTAL	576.00	.00	6,392.00	8,376.00
		03-000-3644	EMULSION DC-HV 490 440# D.	.00	.00	7,220.40	10,887.80
		03-000-3649	EMULSION DC-8 440# DRUMS	.00	.00	.00	1,566.40-
		03000 **	GROUP TOTAL	.00	.00	7,220.40	9,321.40
		03 ***	TRANSACTION TOTAL	.00	.00	7,220.40	9,321.40
		05-040-0000	FEDERAL ORE	.00	.00	.00	1,123.20
		05040 **	GROUP TOTAL	.00	.00	.00	1,123.20
		05-130-0000	MILWAUKEE CHAPLET & MFG.	1,793.94	.00	1,793.94	3,944.02
		05130 **	GROUP TOTAL	1,793.94	.00	1,793.94	3,944.02
		05 ***	TRANSACTION TOTAL	1,793.94	.00	1,793.94	5,067.22
		****	CUSTOMER TOTAL	11,499.11	14,739.74	215,550.62	267,813.65

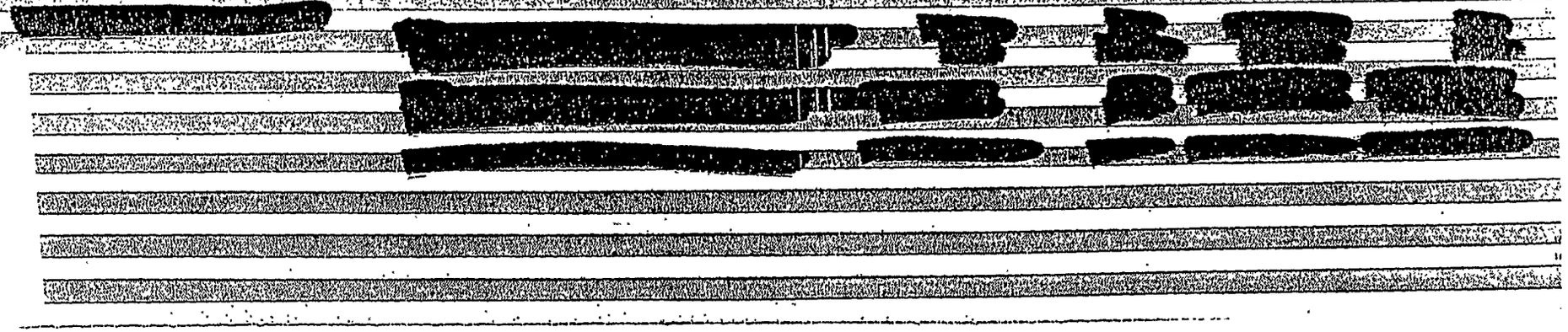
HG-0002226

TOP 200 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN

STOICKY

CUST. NO.	CUSTOMER NAME	*PRODUCT** NCR GP CODE	PRODUCT DESCRIPTION	****** THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
						1987	1986
52800	TYLER PIPE INDUSTRIES	01-007-6062	EBONY G CORE COMPOUND 50#	.00	.00	924.90	.00
		01007 **	GROUP TOTAL	.00	.00	924.90	.00
		01-013-6895	SEACOAL D-4-50# BAGS	.00	.00	.00	999.00
		01-013-6902	SEACOAL D-4-100# BAGS	.00	9,129.17	39,659.31	99,669.57
		01013 **	GROUP TOTAL	.00	9,129.17	39,659.31	100,668.57
		01-021-6918	SUPER SLIK LIQUID 55 GAL.	7,218.75	.00	8,181.25	.00
		01021 **	GROUP TOTAL	7,218.75	.00	8,181.25	.00
		01-027-6166	SLIK BOX 260# DRUMS	.00	.00	7,893.60	17,102.80
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	.00	446.80
		01027 **	GROUP TOTAL	.00	.00	7,893.60	17,550.80
		01-059-6785	TYLER PIPE BULK PREMIX	.00	.00	.00	81,924.91
		01-059-6803	TYLER PIPE 100# BAGS PREM	.00	.00	12,886.51	.00
		01059 **	GROUP TOTAL	.00	.00	12,886.51	81,924.91
		01 ***	TRANSACTION TOTAL	7,218.75	9,129.17	69,547.57	200,144.28
		02-001-0009	PALLET & PALLETIZING	128.00	.00	176.00	32.00
		02-001-0040	PALLET & PALLETIZING	.00	576.00	2,984.00	6,360.00
		02001 **	GROUP TOTAL	128.00	576.00	3,160.00	6,392.00
		02 ***	TRANSACTION TOTAL	128.00	576.00	3,160.00	6,392.00
		03-000-3644	EMULSION DC-HV 490 440# D	.00	.00	8,423.80	7,220.40
		03000 **	GROUP TOTAL	.00	.00	8,423.80	7,220.40
		03 ***	TRANSACTION TOTAL	.00	.00	8,423.80	7,220.40
		05-130-0000	MILWAUKEE CHARGE 8.1%	991.00	1,793.94	9,629.40	1,793.94
		05130 **	GROUP TOTAL	991.00	1,793.94	9,629.40	1,793.94
		05 ***	TRANSACTION TOTAL	991.00	1,793.94	9,629.40	1,793.94
		****	CUSTOMER TOTAL	8,337.75	11,499.11	90,760.77	215,550.62



HG-000227

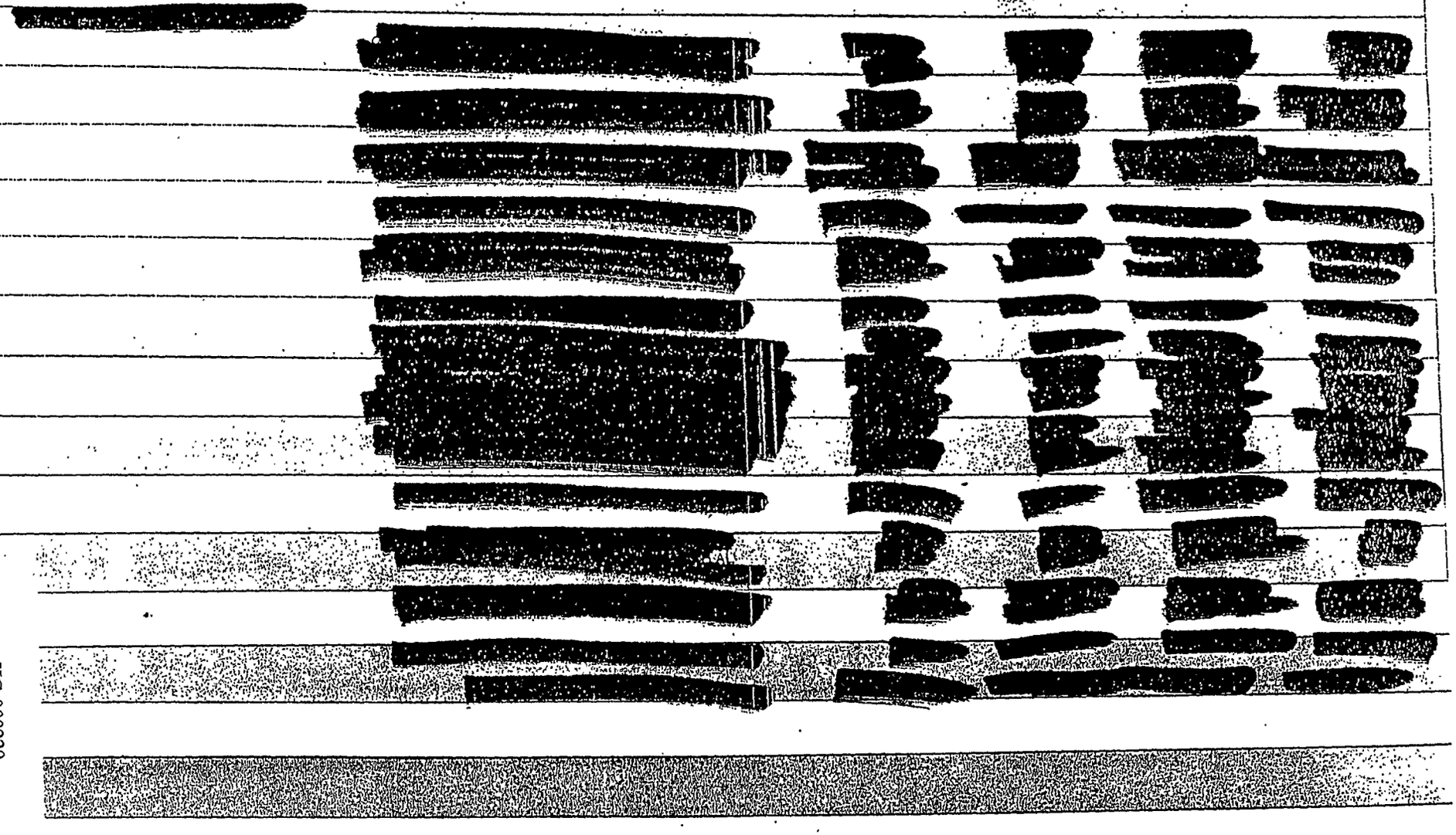
CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ******* THIS YEAR	******* THIS MONTH ******* LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	****** YEAR-TO-DATE ***** LAST YEAR
		[redacted]					
52800	TYLER PIPE INDUSTRIES					1988	1987
		01-007-6062	EBONY G CORE COMPOUND 50#	.00	.00	1,849.80	924.90
		01007 **	GROUP TOTAL	.00	.00	1,849.80	924.90
		01-013-6902	SEACOAL D-4 100# BAGS	.00	.00	9,966.23	39,659.31
		01013 **	GROUP TOTAL	.00	.00	9,966.23	39,659.31
		01-021-6918	SUPER SLIK LIQUID 55 GAL.	.00	7,218.75	30,800.00	8,181.25
		01021 **	GROUP TOTAL	.00	7,218.75	30,800.00	8,181.25
		01-027-6166	SLIK BOX 260# DRUMS	.00	.00	3,289.00	7,893.60
		01027 **	GROUP TOTAL	.00	.00	3,289.00	7,893.60
		01-059-6367	TYLER PIPE MOLD MASTER 8U	2,546.73	.00	20,450.76	.00
		01-059-6375	TYLER MOLD MASTER CARBONI	5,084.66	.00	29,492.83	.00
		01-059-6803	TYLER PIPE 100# BAGS PREM	.00	.00	16,139.42	12,888.51
		01-059-6807	TYLER MATCHMASTER 100# BA	5,496.65	.00	53,390.29	.00
		01059 **	GROUP TOTAL	13,128.04	.00	119,473.30	12,888.51
		01 ***	TRANSACTION TOTAL	13,128.04	7,218.75	165,378.33	69,547.57
		02-001-0009	PALLET & PALLETIZING	.00	128.00	723.00	176.00
		02-001-0040	PALLET & PALLETIZING	225.00	.00	3,680.00	2,984.00
		02001 **	GROUP TOTAL	225.00	128.00	4,403.00	3,160.00
		02 ***	TRANSACTION TOTAL	225.00	128.00	4,403.00	3,160.00
		03-000-3644	EMULSION DC-HV 490 440# D	.00	.00	.00	8,423.80
		03000 **	GROUP TOTAL	.00	.00	.00	8,423.80
		03 ***	TRANSACTION TOTAL	.00	.00	.00	8,423.80

HG-000228

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN 67DICKEY

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	******* THIS MONTH ****** LAST YEAR	******* YEAR-TO-DATE ***** THIS YEAR	******* YEAR-TO-DATE ***** LAST YEAR
		05-000-0000	DIRECT SHIPMENT	3,894.00	.00	4,867.50	.00
		05000 **	GROUP TOTAL	3,894.00	.00	4,867.50	.00
		05-130-0000	MILWAUKEE CHAPLET & MFG.	1,000.00	991.00	10,206.00	9,629.40
		05130 **	GROUP TOTAL	1,000.00	991.00	10,206.00	9,629.40
		05 ***	TRANSACTION TOTAL	4,894.00	991.00	15,073.50	9,629.40
		****	CUSTOMER TOTAL	18,247.04	8,337.75	184,854.83	90,760.77

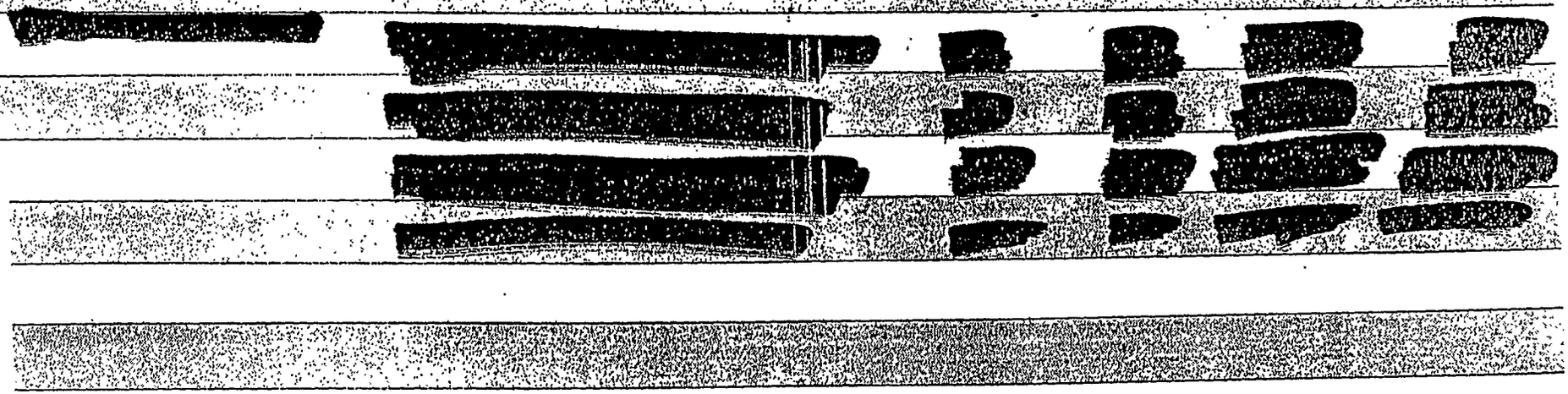


HG-000229

TOP 500 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN

67DICKEY

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	****** THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR 1989	LAST YEAR 1988
52800	TYLER PIPE INDUSTRIES						
		01-013-6902	SEACOAL D-4 100# BAGS	.00	.00	4,444.67	5,301.29
		01013 **	GROUP TOTAL	.00	.00	4,444.67	5,301.29
		01-021-6918	SUPER SLIK LIQUID 55 GAL.	.00	.00	7,700.00	.00
		01021 **	GROUP TOTAL	.00	.00	7,700.00	.00
		01-059-6375	TYLER MOLD MASTER CARBONI	.00	.00	33,641.91	.00
		01-059-6803	TYLER PIPE 100# BAGS PREM	.00	.00	.00	10,818.78
		01-059-6807	TYLER MATCHMASTER 100# BA	.00	.00	13,852.73	.00
		01059 **	GROUP TOTAL	.00	.00	47,494.64	10,818.78
		01 ***	TRANSACTION TOTAL	.00	.00	59,639.31	16,120.07
		02-001-0009	PALLET & PALLETIZING	.00	.00	200.00	.00
		02-001-0040	PALLET & PALLETIZING	.00	.00	945.00	784.00
		02001 **	GROUP TOTAL	.00	.00	1,145.00	784.00
		02 ***	TRANSACTION TOTAL	.00	.00	1,145.00	784.00
		03-000-3644	EMULSION DC-HV 490 440# D	.00	.00	4,813.60	.00
		03000 **	GROUP TOTAL	.00	.00	4,813.60	.00
		03 ***	TRANSACTION TOTAL	.00	.00	4,813.60	.00
		05-000-0000	DIRECT SHIPMENT	.00	.00	3,894.00	.00
		05000 **	GROUP TOTAL	.00	.00	3,894.00	.00
		05-130-0000	MILWAUKEE CHAPLET & MFG.	.00	.00	3,174.00	4,104.00
		05130 **	GROUP TOTAL	.00	.00	3,174.00	4,104.00
		05 ***	TRANSACTION TOTAL	.00	.00	7,068.00	4,104.00
		****	CUSTOMER TOTAL	.00	.00	72,466.91	21,008.07



HG-000230

12/31/72

THE HILL & GRIFFITH COMPANY
REPORT NO. 98
TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN

REEDY 17

CUST NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
[redacted]							
52800	TYLER PIPE INDUSTRIES						
		01-07-6058	CORE COMP. - NO. 1 EBONY			11,386.46	8,846.94
		01 07 **	GROUP TOTAL			11,386.46	8,846.94
		01-09-6635	CORE PASTE - RED CHIEF	188.00		2,182.75	1,489.91
		01 09 **	GROUP TOTAL	188.00		2,182.75	1,489.91
		01-13-6902	SEAL COAL NO. 04 - REG	2,088.46		13,949.89	
		01 13 **	GROUP TOTAL	2,088.46		13,949.89	
		01-23-6159	E - Z DRY MOLD SPRAY	2,298.40	764.40	24,294.71	12,896.00
		01 23 **	GROUP TOTAL	2,298.40	764.40	24,294.71	12,896.00
		01-27-6166	SLIK BOX 215-15-200			11,129.74	8,880.00
		01-27-6182	PYROSEAL REG MUD COMPOUND	780.00	585.00	7,120.41	5,973.24
		01 27 **	GROUP TOTAL	780.00	585.00	18,250.15	14,853.24
		01-53-6458	CORE COMPOUND - NO. 1	1,083.50		2,654.58	
		01 53 **	GROUP TOTAL	1,083.50		2,654.58	
		01 ***	TRANSACTION TOTAL	6,438.36	1,349.40	72,713.54	38,086.09
		03-00-2627	H & G WESTERN BENTONITE			1,744.81	
		03-00-3165	PURITE				1,605.00
		03-00-3357	80 ALBANY SAND			551.25	180.00
		03-00-3536	MOROC CORE PASTE WHITE			13.33	
		03 00 **	GROUP TOTAL			2,509.39	196.05
		03-05-3451	REZ BOND			60.50	
		03-05-3482	E Z BOND SPECIAL IN DRUMS				1,090.00
		03-05-3867	MAR CAN EZ BOND 50 TP IN			565.44	
		03 05 **	GROUP TOTAL			625.94	1,090.00

HG-000231

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TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN — REEDY — 17 JAN 79

CUST NO.	CUSTOMER NAME	TA GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
		03-08-3333	HEGY CLEANKAST-TIO	1,666.50		1,666.50	
		03 08 **	GROUP TOTAL	1,666.50		1,666.50	
		03 ***	TRANSACTION TOTAL	1,666.50		4,821.83	1,286.05
		05-00-0000	DIRECT SHIPMENT	826.13	1,700.00	29,718.88	68,710.46
		05 00 **	GROUP TOTAL	826.13	1,700.00	29,718.88	68,710.46
		05-05-0000	DIRECT SHIPMENT-PARCAN	6,482.10	6,890.05	87,117.45	66,373.26
		05 05 **	GROUP TOTAL	6,482.10	6,890.05	87,117.45	66,373.26
		05-07-0000	DIRECT SHIPMENT-ELECTRO			950.00	
		05 07 **	GROUP TOTAL			950.00	
		05-10-0000	DIRECT SHIPMENT	3,750.00		40,268.75	
		05 10 **	GROUP TOTAL	3,750.00		40,268.75	
		05-15-0000	DIRECT SHIPMENT			25.00	
		05 15 **	GROUP TOTAL			25.00	
		05 ***	TRANSACTION TOTAL	11,058.23	8,590.05	158,680.08	135,083.72
		21-01-0018	PALLETS			165.00	
		21-01-0041	PALLETS			160.00	10.00
		21 01 **	GROUP TOTAL			325.00	10.00
		21-02-0004	PALLETS			170.00	
		21-02-0018	PALLETS	265.00		1,115.00	
		21-02-0041	PALLETS			535.00	185.00
		21 02 **	GROUP TOTAL	265.00		1,820.00	185.00
		21 ***	TRANSACTION TOTAL	265.00		2,145.00	195.00
		91-00-0000	LOST & DAMAGED GOODS				101.25-
		91 00 **	GROUP TOTAL				101.25-
		91 ***	TRANSACTION TOTAL				101.25-
		****	CUSTOMER TOTAL	19,428.09	9,939.45	238,360.45	154,549.61
		*****	SALESMAN TOTAL	51,659.89	26,010.38	570,406.71	400,925.00

HG-000232

PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

CUST NO.	CUSTOMER NAME	PRODUCT YR GP. CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
[redacted]							
52800	TYLER PIPE INDUSTRIES I			1974	1973	1974	1973
		01-009-6835	CORE PASTE - REG CHIEF	.00	220.50	2,001.10	2,582.25
		01009 **	GROUP TOTAL	.00	220.50	2,001.10	2,582.25
		01-013-6902	SEA COAL NO 04 - REG	5,867.10	1,566.00	50,203.95	19,188.37
		01013 **	GROUP TOTAL	5,867.10	1,566.00	50,203.95	19,188.37
		01-015-6109	CHARBO H - CRUDE FURAG	.00	.00	2,709.88	.00
		01015 **	GROUP TOTAL	.00	.00	2,709.88	.00
		01-021-6912	PARTING SCOTCH LIQUID	.00	.00	665.50	222.20
		01021 **	GROUP TOTAL	.00	.00	665.50	222.20
		01-023-6159	E - Z DRY MOLD SPRAY	.00	4,784.00	47,132.28	28,984.80
		01023 **	GROUP TOTAL	.00	4,784.00	47,132.28	28,984.80
		01-027-6166	SLIK BOX 215-15-200	1,072.00	.00	14,106.00	11,867.00
		01-027-6182	PYROSEAL REG MUD COMPOUND	.00	643.50	11,391.90	7,078.50
		01-027-6185	EBONY MUDDING COMPOUND	.00	.00	241.88	.00
		01027 **	GROUP TOTAL	1,072.00	643.50	25,739.98	18,945.50
		01-053-6458	CORE COMPOUND - NO. 1	3,873.82	1,869.04	32,456.45	17,769.44
		01053 **	GROUP TOTAL	3,873.82	1,869.04	32,456.45	17,769.44
		01 ***	TRANSACTION TOTAL	10,812.92	9,083.04	160,908.94	87,692.56
		03-000-2627	BAGGING WESTERN BENTONITE	.00	.00	.00	3,462.15
		03-000-3068	MISC. DIRECT SHIP-ELECTRO	.00	.00	.00	910.00

HG-000233

PRODUCT SALES BY CUSTOMER BY SALESMAN

CUST. NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
		03-000-3351	#0 ALBANY SAND	.00	.00	298.00	252.00
		03-000-3644	DOW CORNING HV 490 440 LB	.00	.00	7,638.40	.00
		03-000-3751	YYY4 - #1 SOFT BRUSH	35.52	.00	35.52	.00
		03-000-4301	2 GA. INJECTOR MACHINE	.00	.00	.00	180.00
		03-000-4303	V-56 08-2100 115/60	.00	.00	.00	28.00
		03-000-4304	158 2AG ARROW REGULATOR	.00	.00	.00	12.00
		03-000-4305	2V8 SQUEEZIN SEWER STOPS	.00	.00	.00	10.00
		03-000-4306	1 PC 1-1/4 FLEXIBLE HOSE	.00	.00	.00	10.00
		03-000-5102	BAGGING WOOD FLOUR FROM B	.00	.00	684.00	1,575.00
		03000 **	GROUP TOTAL	35.52	.00	8,655.92	6,444.75
		03-005-3451	REZBOND IN DRUMS	.00	.00	326.60	960.25
		03-005-3482	EZ BOND SPECIAL IN DRUMS	2,452.50	.00	4,039.54	.00
		03-005-3488	MARCO SET #400	.00	.00	603.75	.00
		03-005-3872	ACTIVATOR NO. 3 IN DRUMS	.00	.00	408.75	.00
		03-005-3884	EZ BOND 485 IN DRUMS	.00	.00	434.91	.00
		03-005-3886	MAR CAM EZ BOND PREMIX 55	.00	.00	185.25	.00
		03005 **	GROUP TOTAL	2,452.50	.00	5,998.80	960.25
		03-007-3710	#300 LLS TERCOO CRUCIBLE	.00	.00	.00	258.52
		03007 **	GROUP TOTAL	.00	.00	.00	258.52
		03-008-3333	HCG KLEAN KAST-100	.00	.00	11,499.40	23,576.58
		03008 **	GROUP TOTAL	.00	.00	11,499.40	23,576.58
		03 ***	TRANSACTION TOTAL	2,488.02	.00	26,154.12	31,240.10
		05-000-0000	DIRECT SHIPMENT	262.15	2,481.30	40,116.71	45,492.01
		05000 **	GROUP TOTAL	262.15	2,481.30	40,116.71	45,492.01
		05-005-0000	DIRECT SHIPMENT-MARCAN	15,141.27	.00	152,129.60	109,526.52
		05005 **	GROUP TOTAL	15,141.27	.00	152,129.60	109,526.52
		05-008-0000	DIRECT SHIPMENT-KLEAN CAS	.00	.00	4,466.00	.00
		05008 **	GROUP TOTAL	.00	.00	4,466.00	.00
		05-010-0000	DIRECT SHIPMT-AMREN COLLO	.00	2,377.50	49,950.50	43,928.75
		05010 **	GROUP TOTAL	.00	2,377.50	49,950.50	43,928.75
		05-015-0000	DIRECT SHIPMT-BENNET & CL	.00	.00	.00	13.00
		05015 **	GROUP TOTAL	.00	.00	.00	13.00
		05 ***	TRANSACTION TOTAL	15,403.42	4,858.80	246,662.81	198,960.28
		07-000-2631	CONSIGNED STOCK-CHAPLETS	918.00	1,069.32	9,919.02	1,069.32
		07000 **	GROUP TOTAL	918.00	1,069.32	9,919.02	1,069.32
		07 ***	TRANSACTION TOTAL	918.00	1,069.32	9,919.02	1,069.32

CUSTOMER NAME / NO.	PRODUCT GR. CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
	21-001-0018	TYPE 18 PALLET-WILLIAMSON	112.00	84.00	1,372.00	372.00
	21-001-0041	PALLET 48 X 48	7.00	.00	7.00	.00
	21001 **	GROUP TOTAL	119.00	84.00	1,329.00	372.00
	21-002-0018	TYPE 18 PALLET-WILLIAMSON	469.00	174.00	2,112.00	2,761.00
	21002 **	GROUP TOTAL	469.00	174.00	2,112.00	2,761.00
21 ***		TRANSACTION TOTAL	588.00	258.00	4,441.00	3,133.00
****		CUSTOMER TOTAL	30,210.36	15,269.16	448,085.89	322,095.26
*****		SALESMAN TOTAL	57,106.82	54,860.02	985,610.75	736,110.09

CUST NO.	CUSTOMER NAME	PRODUCT TRNGP	CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR
			07-000-2831	CONSIGNED STOCK-CHAPLETS	.00	.00	1,227.55	893.00
		07000	**	GROUP TOTAL	.00	.00	1,227.55	893.00
		07	***	TRANSACTION TOTAL	.00	.00	1,227.55	893.00
			21-001-0018	TYPE 18 PALLET-WILLIAMSON	.00	245.00	2,919.00	3,255.00
			21-001-0019	42 X 52 NON REVERSIBLE PA	.00	.00	96.00	.00
			21-001-0021	PALLET	.00	.00	190.00	.00
			21-001-0041	PALLET 48 X 48	.00	119.00	72.00	126.00
			21-001-0046	TYPE 46 PALLETS	.00	.00	348.00	.00
			21-001-0055	48X42 DOUBLE FACE NON-REV	348.00	.00	1,368.00	.00
		21001	**	GROUP TOTAL	348.00	364.00	5,001.00	3,381.00
			21-002-0018	TYPE 18 PALLET-WILLIAMSON	.00	.00	.00	1,708.00
		21002	**	GROUP TOTAL	.00	.00	.00	1,708.00
		21	***	TRANSACTION TOTAL	348.00	364.00	5,001.00	5,089.00
			91-000-0000	FACTORY LOSS & DMGE MTRL	.00	.00	.00	1,662.50-
		91000	**	GROUP TOTAL	.00	.00	.00	1,662.50-
		91	***	TRANSACTION TOTAL	.00	.00	.00	1,662.50-
			93-000-0000	HOSE LOSS & DMGE MTRL	.00	.00	.00	645.34-
		93000	**	GROUP TOTAL	.00	.00	.00	645.34-
		93	***	TRANSACTION TOTAL	.00	.00	.00	645.34-
			****	CUSTOMER TOTAL	33,564.55	24,224.74	365,329.53	491,693.35
			*****	SALESMAN TOTAL	61,717.80	53,395.67	692,679.27	924,902.24

HG-000236

PRODUCT SALES BY CUSTOMER BY SALESMAN — REEDY — 17 — 1977 1976

CUST NO.	CUSTOMER NAME	PRODUCT TA GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR
52800	TYLER PIPE INDUSTRIES I						
		01-007-6058	100# BAGS NO. 1 EBONY COR	.00	.00	.00	8,069.89
		01007 **	GROUP TOTAL	.00	.00	.00	8,069.89
		01-013-6902	100# BAGS D-4 SEACOAL-REG	12,954.64	5,055.85	77,572.60	62,220.32
		01013 **	GROUP TOTAL	12,954.64	5,055.85	77,572.60	62,220.32
		01-023-6159	E-Z DRY MOLD SPRAY	2,698.80	2,496.00	37,493.40	27,264.80
		01023 **	GROUP TOTAL	2,698.80	2,496.00	37,493.40	27,264.80
		01-027-6166	200# DRUM SLIK BOX	538.40	.00	9,148.00	8,308.00
		01-027-6182	PYROSEAL MUDDING COMPOUND	904.80	1,339.80	6,559.80	6,053.75
		01027 **	GROUP TOTAL	1,443.20	1,339.80	15,707.80	14,361.75
		01-051-6451	100# BAGS D4 ECONOCOAL	1,709.10	.00	15,019.57	.00
		01051 **	GROUP TOTAL	1,709.10	.00	15,019.57	.00
		01-053-6458	100#BAGS DUSTLESS #1 EBON	.00	.00	15,774.50	11,762.99
		01053 **	GROUP TOTAL	.00	.00	15,774.50	11,762.99
		01 ***	TRANSACTION TOTAL	18,805.74	8,891.65	161,567.87	123,679.75
		02-001-0055	48X42 DOUBLE FACE NON REV	1,014.00	.00	1,014.00	.00
		02001 **	GROUP TOTAL	1,014.00	.00	1,014.00	.00
		02 ***	TRANSACTION TOTAL	1,014.00	.00	1,014.00	.00

HG-000237

PRODUCT SALES BY CUSTOMER BY SALESMAN

CUST. NO.	CUSTOMER NAME	*PRODUCT* TR GP	CODE	PRODUCT DESCRIPTIONS	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
			03-000-2627	1000 BAGS WESTERN BENTONI	.00	.00	.00	1,551.90
			03-000-3644	DOW CORNING HV 490 440 LB	.00	.00	10,859.20	5,772.80
			03-000-3742	HEXCEL 3133 RESIN 1 QT. C	.00	.00	242.40	.00
			03-000-3743	HEXCEL 3133 HARDENER 1/2	.00	.00	.00	.00
		03000	**	GROUP TOTAL	.00	.00	11,101.60	7,324.70
			03-005-3916	DRUM EZ BOND P50	.00	.00	.00	1,045.00
		03005	**	GROUP TOTAL	.00	.00	.00	1,045.00
			03-008-3333	HLG KLEAN KAST-100	.00	.00	.00	10,155.00
		03008	**	GROUP TOTAL	.00	.00	.00	10,155.00
		03	***	TRANSACTION TOTAL	.00	.00	11,101.60	18,524.70
			05-000-0000	DIRECT SHIPMENT	2,529.86	2,831.90	43,977.27	22,803.71
		05000	**	GROUP TOTAL	2,529.86	2,831.90	43,977.27	22,803.71
			05-005-0000	DIRECT SHIPMENT-HARCAN	.00	16,893.00	42,288.20	130,323.24
		05005	**	GROUP TOTAL	.00	16,893.00	42,288.20	130,323.24
			05-010-0000	DIRECT SHIPMT-AMAD POLCO	7,197.87	4,600.00	46,909.85	63,627.58
		05010	**	GROUP TOTAL	7,197.87	4,600.00	46,909.85	63,627.58
			05-040-0000	DIRECT SHIPMENT-FEDERAL D	.00	.00	.00	142.00
		05040	**	GROUP TOTAL	.00	.00	.00	142.00
		05	***	TRANSACTION TOTAL	9,727.73	24,324.90	133,175.32	216,896.53
			07-000-2831	CONSIGNED STOCK-CHAPLETS	.00	.00	.00	1,227.55
		07000	**	GROUP TOTAL	.00	.00	.00	1,227.55
		07	***	TRANSACTION TOTAL	.00	.00	.00	1,227.55
			21-001-0018	PALLET	.00	.00	.00	2,919.00
			21-001-0019	42 X 52 NON REVERSIBLE PA	.00	.00	.00	96.00
			21-001-0021	PALLET	.00	.00	.00	198.00
			21-001-0041	PALLET	.00	.00	36.00	72.00
			21-001-0046	TYPE 46 PALLETS	.00	.00	.00	348.00
			21-001-0055	48X42 DOUBLE FACE NON REV	.00	348.00	5,556.00	1,368.00
		21001	**	GROUP TOTAL	.00	348.00	5,592.00	5,001.00
		21	***	TRANSACTION TOTAL	.00	348.00	5,592.00	5,001.00
			****	CUSTOMER TOTAL	29,547.47	33,564.55	312,450.79	365,329.53
			*****	SALESMAN TOTAL	70,744.71	61,787.24	769,623.54	704,973.67

HG-000238

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY

CUST NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
		03-000-2621	100# BAGS WESTERN BENTONI	.00	.00	11,122.99	.00
		03-000-3644	DOW CORNING HV 490 440 LB	.00	.00	13,640.00	4,224.00
		03-000-3787	HEXCEL URALITE RESIN 8430	.00	.00	30.80	.00
		03-000-3788	HEXCEL URALITE HARDENER 8	.00	.00	.00	.00
		03-000-5102	50# BAGS H&G HARDWOOD FLO	.00	.00	3,994.30	.00
		03000 **	GROUP TOTAL	.00	.00	28,808.09	4,224.00
		03-005-3915	ACTIVATOR 04	.00	.00	.00	892.60
		03-005-3992	E Z BOND T	.00	.00	.00	2,289.00
		03005 **	GROUP TOTAL	.00	.00	.00	3,181.80
		03 ***	TRANSACTION TOTAL	.00	.00	28,808.09	1,042.20
		05-000-0000	DIRECT SHIPMENT	934.14	304.23	78,130.51	4,646.26
		05000 **	GROUP TOTAL	935.14	304.23	78,130.51	4,646.26
		05-005-0000	DIRECT SHIPMENT- MARCAM	.00	37,829.00	137,495.58	44,830.50
		05005 **	GROUP TOTAL	.00	37,829.00	137,495.58	44,830.50
		05-010-0000	DIRECT SHIPMENT- AMER COL	4,109.00	6,200.00	108,114.85	20,586.00
		05010 **	GROUP TOTAL	4,109.00	6,200.00	108,114.85	20,586.00
		05-040-0000	DIRECT SHIPMENT- FEDERAL	.00	.00	8,946.50	.00
		05040 **	GROUP TOTAL	.00	.00	8,946.50	.00
		05 ***	TRANSACTION TOTAL	5,043.14	44,333.23	332,687.44	70,062.76
		21-001-0041	PALLET	.00	.00	.00	.00
		21-001-0055	48 X 42 DOUBLE FACE NON R	.00	.00	.00	.00
		21001 **	GROUP TOTAL	.00	.00	.00	.00
		21 ***	TRANSACTION TOTAL	.00	.00	.00	.00
		93-000-0000	MOSE LOSS & DMGE MTRL	.00	.00	.00	327.00-
		93000 **	GROUP TOTAL	.00	.00	.00	327.00-
		93 ***	TRANSACTION TOTAL	.00	.00	.00	327.00-
		****	CUSTOMER TOTAL	28,619.33	32,624.33	737,133.50	122,789.73

[redacted]

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TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

CUST. NO.	CUSTOMER NAME	TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR
[redacted]							
52800	TYLER PIPE INDUSTRIES	01-013-6902	D-4 SEACOAL 100# BAGS	4,795.20	8,918.75	107,836.77	86,727.87
		01013 **	GROUP TOTAL	4,795.20	8,918.75	107,836.77	86,727.87
		01-015-6109	BAGS CHARBO N	.00	.00	.00	1,029.00
		01015 **	GROUP TOTAL	.00	.00	.00	1,029.00
		01-023-6159	F-7 DRY MOLD SPRAY-GRAP P	.00	.00	128,395.80	111,571.20
		01023 **	GROUP TOTAL	.00	.00	128,395.80	111,571.20
		01-027-6166	SLIK-BOX DRUMS	.00	.00	12,431.00	10,672.00
		01-027-6182	PYROSEAL MUDDING COMPOUND	.00	.00	6,169.80	3,868.80
		01027 **	GROUP TOTAL	.00	.00	18,600.80	14,540.80
		01-053-6458	#1 EBONY-CORE COMP COUSTLE	.00	.00	11,536.11	28,283.78
		01053 **	GROUP TOTAL	.00	.00	11,536.11	28,283.78

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TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN — PERIOD 12 — 1981

CUST NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR 1981	YEAR-TO-DATE LAST YEAR 1980
		01-059-5003	TYLER PIPE BAG PRINTX	.00	.00	83,843.14	2,309.51
		01059 **	GROUP TOTAL	.00	.00	61,845.14	2,309.51
		01 ***	TRANSACTION TOTAL	4,795.20	8,918.79	330,214.62	244,482.16
		02-001-0004	PALLET & PALLETIZING	.00	.00	.00	336.00
		02-001-0021	PALLETS 42 X 42	.00	.00	30.00	30.00
		02-001-0040	PALLETS 40 X 48	288.00	516.00	7,354.00	4,938.00
		02-001-0041	PALLETS 48 X 48	.00	.00	16.00	126.00
		02-001-0042	PALLET & PALLETIZING	.00	.00	2,584.00	144.00
		02-001-0055	PALLETS 42 X 48	.00	.00	12.00	312.00
		02001 **	GROUP TOTAL	288.00	516.00	9,996.00	5,886.00
		02 ***	TRANSACTION TOTAL	288.00	516.00	9,996.00	5,886.00
		03-000-1644	OC-HV490 EMULSION-DRUM	.00	.00	7,546.00	8,624.00
		03000 **	GROUP TOTAL	.00	.00	7,546.00	8,624.00
		03-005-3681	EL BOND 225 DRUMS	.00	.00	.00	2,067.00
		03-005-3915	ACTIVATOR 04-DRUM	.00	.00	.00	837.00
		03-005-3981	55 GAL DR. ACTIVATOR 100	.00	.00	.00	420.00
		03-005-3984	EL BOND 410-545 LB. DRUM	.00	.00	.00	1,167.88
		03005 **	GROUP TOTAL	.00	.00	.00	4,491.88
		03 ***	TRANSACTION TOTAL	.00	.00	7,546.00	13,115.88
		05-000-0000	DIRECT SHIPMENT	7,753.26	2,932.46	87,373.87	47,892.05
		05000 **	GROUP TOTAL	7,753.26	2,932.46	87,373.87	47,892.05
		05-010-0000	DIRECT SHIPMENT-AMER COL	2,230.00	.00	32,277.50	29,643.00
		05010 **	GROUP TOTAL	2,230.00	.00	32,277.50	29,643.00
		05-040-0000	DIRECT SHIPMENT-FEDERAL	6,641.25	8,576.50	110,538.20	22,622.50
		05040 **	GROUP TOTAL	6,641.25	8,576.50	110,538.20	22,622.50
		05 ***	TRANSACTION TOTAL	16,624.51	11,508.96	230,186.57	150,157.55
		****	CUSTOMER TOTAL	21,707.71	20,943.71	577,943.19	413,621.59
		*****	SALESMAN TOTAL	55,586.50	80,227.95	1,206,800.15	922,581.37

HG-000241

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REPORT NO. 90

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN 82 REDY 17 1982 1981

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ******* THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
52800	TYLER PIPE OF INDUSTRIES						
		01-007-6058	#1 EBONY CORE COMPOUND 10	.00	.00	392.05	.00
		01007 **	GROUP TOTAL	.00	.00	392.05	.00
		01-013-6907	O-4 SEACOAL 100# BAGS	11,683.30	4,795.20	160,255.62	107,836.77
		01013 **	GROUP TOTAL	11,683.30	4,795.20	160,255.62	107,836.77
		01-023-6159	E-7 DRY MOLD SPRAY-GRAP P	.00	.00	23,491.00	128,395.80
		01023 **	GROUP TOTAL	.00	.00	23,491.00	128,395.80
		01-027-6166	SLIK BOX	1,644.50	.00	13,251.20	12,431.00
		01-027-6182	PYROSEAL MUDDING COMPOUND	.00	.00	1,450.80	6,169.80
		01027 **	GROUP TOTAL	1,644.50	.00	14,702.00	18,600.80
		01-053-6458	#1 EBONY CORE COMP DUSTLE	.00	.00	.00	11,536.11
		01053 **	GROUP TOTAL	.00	.00	.00	11,536.11
		01-059-6803	TYLER PIPE BAG PREMIX	.00	.00	.00	63,845.14
		01059 **	GROUP TOTAL	.00	.00	.00	63,845.14
		01 ***	TRANSACTION TOTAL	13,327.80	4,795.20	198,840.67	330,214.62
		02-001-0009	TYPE 9 PALLETS	.00	.00	8.00	.00
		02-001-0020	PALLETS 42 X 42	.00	.00	32.00	.00
		02-001-0021	PALLETS 42 X 42	.00	.00	.00	30.00
		02-001-0040	PALLETS 40 X 48	720.00	288.00	9,816.00	7,354.00
		02-001-0041	PALLETS 46 X 48	.00	.00	.00	16.00
		02-001-0042	PALLET & PALLETIZING	.00	.00	.00	2,584.00
		02-001-0055	PALLETS 42 X 48	.00	.00	.00	12.00
		02001 **	GROUP TOTAL	720.00	288.00	9,856.00	9,996.00
		02 ***	TRANSACTION TOTAL	720.00	288.00	9,856.00	9,996.00
		03-000-3644	OC-HV490 EMULSION-DRUM	.00	.00	9,310.40	7,546.00
		03000 **	GROUP TOTAL	.00	.00	9,310.40	7,546.00
		03 ***	TRANSACTION TOTAL	.00	.00	9,310.40	7,546.00
		05-000-0000	DIRECT SHIPMENT	7,548.00	7,753.26	63,616.50	87,373.87
		05000 **	GROUP TOTAL	7,548.00	7,753.26	63,616.50	87,373.87
		05-010-0000	DIRECT SHIPMT-AMRCN COLLO	.00	2,230.00	2,230.00	32,214.50
		05010 **	GROUP TOTAL	.00	2,230.00	2,230.00	32,214.50
		05-040-0000	DIRECT SHIPMENT-FEDERAL O	.00	6,641.25	51,455.60	110,538.20
		05040 **	GROUP TOTAL	.00	6,641.25	51,455.60	110,538.20
		05 ***	TRANSACTION TOTAL	7,548.00	16,624.51	117,302.10	230,186.57
		****	CUSTOMER TOTAL	21,595.80	21,707.71	335,309.17	571,943.19

HG-000242

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN VACANT TERIT

CUST. NO.	CUSTOMER NAME	TR GP CODE	PRODUCT DESCRIPTION	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
				THIS MONTH		YEAR-TO-DATE	
		[redacted]					
52800	TYLER PIPE INDUSTRIES			1983	1982	1983	1982
		01-007-6058	EBONY CORE COMPOUND NO. 1	.00	.00	827.16	392.05
		01007 **	GROUP TOTAL	.00	.00	827.16	392.05
		01-013-6902	SEACOAL D-4 1000 BAGS	4,635.36	11,683.30	152,482.44	160,255.62
		01013 **	GROUP TOTAL	4,635.36	11,683.30	152,482.44	160,255.62
		01-023-6140	ECONOCOAT 5200 DRUMS	.00	.00	11,113.40	.00
		01-023-6159	EZ DRY PLASTIC MOLD SPRAY	.00	.00	.00	23,491.00
		01023 **	GROUP TOTAL	.00	.00	11,113.40	23,491.00
		01-027-6166	SLIK BOX 2600 DRUMS	.00	1,644.50	7,893.60	13,251.20
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	.00	1,450.80
		01027 **	GROUP TOTAL	.00	1,644.50	7,893.60	14,702.00
		01 ***	TRANSACTION TOTAL	4,635.36	13,327.80	172,316.60	198,840.67
		02-001-0009	PALLET & PALLETIZING	.00	.00	104.00	8.00
		02-001-0020	PALLETS 42 X 42	.00	.00	.00	[illegible]
		02-001-0031	PALLET & PALLETIZING	.00	.00	8.00	[illegible]
		02-001-0040	PALLET & PALLETIZING	288.00	720.00	9,549.00	[illegible]
		02001 **	GROUP TOTAL	288.00	720.00	9,661.00	9,856.00
		02 ***	TRANSACTION TOTAL	288.00	720.00	9,661.00	9,856.00
		03-000-3644	EMULSION OC-MV 4901 4400 D	.00	.00	8,932.00	9,310.40
		03-000-5102	H&G HARDWOOD FLOUR 500 BA	.00	.00	1,246.88	[illegible]
		03000 **	GROUP TOTAL	.00	.00	10,178.88	9,310.40
		03 ***	TRANSACTION TOTAL	.00	.00	10,178.88	9,310.40

HG-000243

000243

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN VACANT TERR

CUST NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR
		05-000-0000	DIRECT SHIPMENT	.00	7,548.00	1,657.20	63,616.50
		05000 **	GROUP TOTAL	.00	7,548.00	1,657.20	63,616.50
		05-010-0000	DIRECT SHIPMT-AMRCN COLLO	.00	.00	.00	2,230.00
		05010 **	GROUP TOTAL	.00	.00	.00	2,230.00
		05-040-0000	DIRECT SHIPMENT-FEDERAL	2,137.90	.00	7,668.50	51,455.60
		05040 **	GROUP TOTAL	2,137.90	.00	7,668.50	51,455.60
		05-130-0000	MILWAUKEE CHAPLET & MFG.	.00	.00	23,893.36	.00
		05130 **	GROUP TOTAL	.00	.00	23,893.36	.00
		05-160-0000	HOLLAND MFG. CORP.	.00	.00	322.60	.00
		05160 **	GROUP TOTAL	.00	.00	322.60	.00
		05 ***	TRANSACTION TOTAL	2,137.90	7,548.00	33,541.66	117,302.10
		****	CUSTOMER TOTAL	7,061.26	21,595.80	225,698.14	335,309.17
		*****	SALESMAN TOTAL	15,748.26	30,155.24	377,437.51	633,679.88

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TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR OP CODE	PRODUCT DESCRIPTION	******THIS MONTH****** THIS YEAR 184	LAST YEAR 183	******YEAR-TO-DATE****** THIS YEAR 184	LAST YEAR 183
52800	TYLER PIPE INDUSTRIES						
		01-007-6058	EBONY CORE COMPOUND #1 10	.00	.00	7,955.14	827.16
		01007 **	GROUP TOTAL	.00	.00	7,955.14	827.16
		01-013-6902	SEACOAL D-4 1000 BAGS	.00	.00	112,127.78	104,835.13
		01013 **	GROUP TOTAL	.00	.00	112,127.78	104,835.13
		01-023-6140	ECONOCOAT 5200 DRUMS	.00	.00	6,528.88-	1,847.00
		01-023-6159	82 DRY PLASTIC HOLD SPRAY	.00	.00	19,806.00	.00
		01023 **	GROUP TOTAL	.00	.00	13,277.12	1,847.00
		01-027-6166	SLIK BOX 2600 DRUMS	.00	.00	7,564.70	7,893.60
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	896.00	.00
		01027 **	GROUP TOTAL	.00	.00	8,460.70	7,893.60
		01-051-6711	SEACOAL D-4 DUSTLESS 500	.00	.00	2,173.05	.00
		01051 **	GROUP TOTAL	.00	.00	2,173.05	.00
		01 ***	TRANSACTION TOTAL	.00	.00	143,993.79	115,402.89
		02-001-0009	PALLET & PALLETIZING	.00	.00	40.00-	16.00
		02-001-0031	PALLET & PALLETIZING	.00	.00	.00	8.00
		02-001-0040	PALLET & PALLETIZING	.00	.00	6,944.00	6,605.00
		02001 **	GROUP TOTAL	.00	.00	6,904.00	6,629.00
		02 ***	TRANSACTION TOTAL	.00	.00	6,904.00	6,629.00
		03-000-3644	EMULSION DC-HV 490 4400 D	.00	.00	4,813.60	4,655.20
		03-000-3102	HARDWOOD FLOUR HEG 50# BA	.00	.00	.00	1,246.88
		03000 **	GROUP TOTAL	.00	.00	4,813.60	5,902.08
		03 ***	TRANSACTION TOTAL	.00	.00	4,813.60	5,902.08
		05-040-0000	FEDERAL ORE	.00	.00	5,347.00	1,164.50
		05040 **	GROUP TOTAL	.00	.00	5,347.00	1,164.50
		05-130-0000	MILWAUKEE CHAPLET & MFG.	.00	.00	.00	23,693.36
		05130 **	GROUP TOTAL	.00	.00	.00	23,893.36
		05-160-0000	HOLLAND MFG. CORP.	.00	.00	.00	322.60
		05160 **	GROUP TOTAL	.00	.00	.00	322.60
		05 ***	TRANSACTION TOTAL	.00	.00	5,347.00	25,380.46
		****	CUSTOMER TOTAL	.00	.00	161,058.39	152,314.42
		*****	SALESMAN TOTAL	.00	3,479.83	254,779.86	277,038.06

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REPORT NO. 98

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	*****THIS MONTH***** THIS YEAR	LAST YEAR	*****YEAR-TO-DATE***** THIS YEAR	LAST YEAR
[redacted]							
52800	TYLER PIPE INDUSTRIES L						
		01-07-6058	CORE COMP. - NO. 1 EBONY			11,386.46	8,846.94
		01 07 **	GROUP TOTAL			11,386.46	8,846.94
		01-09-6635	CORE PASTE - REG CHIEF	188.00		2,182.75	1,489.91
		01 09 **	GROUP TOTAL	188.00		2,182.75	1,489.91
		01-13-6902	SEA COAL NO04 - REG	2,088.46		13,944.89	
		01 13 **	GROUP TOTAL	2,088.46		13,944.89	
		01-23-6159	E - Z DRY MOLD SPRAY	2,298.40	764.40	24,294.71	12,896.00
		01 23 **	GROUP TOTAL	2,298.40	764.40	24,294.71	12,896.00
		01-27-6166	SLIK BOX 215-15-200			11,129.74	8,880.00
		01-27-6182	PYROSEAL REG MUD COMPOUND	780.00	585.00	7,120.41	5,973.24
		01 27 **	GROUP TOTAL	780.00	585.00	18,250.15	14,853.24
		01-53-6458	CORE COMPOUND - NO. 1	1,083.50		2,654.58	
		01 53 **	GROUP TOTAL	1,083.50		2,654.58	
		01 ***	TRANSACTION TOTAL	6,438.36	1,349.40	72,713.54	38,086.09
		03-00-2627	H & G WESTERN BENTONITE			1,944.81	
		03-00-3165	PURITE				16.05
		03-00-3357	#0 ALBANY SAND			951.25	180.00
		03-00-3536	MOROC CORE PASTE WHITE			13.33	
		03 00 **	GROUP TOTAL			2,509.39	196.05
		03-05-3451	REZ BOND			80.50	
		03-05-3482	E Z BOND SPECIAL IN DRUMS				1,090.00
		03-05-3867	MAR CAM EZ BOND 50 TP IN			565.44	
		03 05 **	GROUP TOTAL			645.94	1,090.00

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THE HILL & GR[illegible]
REPORT [illegible]
TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN

REEDY 17

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
		03-08-3333	H&G KLEAN KAST-100	1,666.50		1,666.50	
		03 08 **	GROUP TOTAL	1,666.50		1,666.50	
		03 ***	TRANSACTION TOTAL	1,666.50		4,821.83	1,286.05
		05-00-0000	DIRECT SHIPMENT	826.13	1,700.00	29,718.88	68,710.46
		05 00 **	GROUP TOTAL	826.13	1,700.00	29,718.88	68,710.46
		05-05-0000	DIRECT SHIPMENT-MARCAM	6,482.10	6,890.05	87,717.45	46,373.26
		05 05 **	GROUP TOTAL	6,482.10	6,890.05	87,717.45	46,373.26
		05-07-0000	DIRECT SHIPMENT-ELECTRO			950.00	
		05 07 **	GROUP TOTAL			950.00	
		05-10-0000	DIRECT SHIPMENT	3,750.00		40,268.75	
		05 10 **	GROUP TOTAL	3,750.00		40,268.75	
		05-15-0000	DIRECT SHIPMENT			25.00	
		05 15 **	GROUP TOTAL			25.00	
		05 ***	TRANSACTION TOTAL	11,058.23	8,590.05	158,680.08	115,083.72
		21-01-0018	PALLETS			165.00	
		21-01-0041	PALLETS			160.00	10.00
		21 01 **	GROUP TOTAL			325.00	10.00
		21-02-0004	PALLETS			170.00	
		21-02-0018	PALLETS	265.00		1,115.00	
		21-02-0041	PALLETS			535.00	185.00
		21 02 **	GROUP TOTAL	265.00		1,820.00	185.00
		21 ***	TRANSACTION TOTAL	265.00		2,145.00	195.00
		91-00-0000	LOST & DAMAGED GOODS				101.25-
		91 00 **	GROUP TOTAL				101.25-
		91 ***	TRANSACTION TOTAL				101.25-
		****	CUSTOMER TOTAL	19,428.09	9,939.45	238,360.45	154,549.61
		*****	SALESMAN TOTAL	51,659.89	26,010.38	570,406.71	400,925.00

ACCO

HG-000247

CUST. NO.	CUSTOMER NAME	*PRODUCT* TR GP CODE	PRODUCT DESCRIPTION	****** THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
				1974	1973	1974	1973
52800	TYLER PIPE INDUSTRIES I						
		01-009-6635	CORE PASTE - RED CHIEF	.00	220.50	2,001.10	2,582.25
		01009 **	GROUP TOTAL	.00	220.50	2,001.10	2,582.25
		01-013-6902	SEA COAL NO D4 - REG	5,867.10	1,566.00	50,203.95	19,188.37
		01013 **	GROUP TOTAL	5,867.10	1,566.00	50,203.95	19,188.37
		01-015-6109	CHARBOCH - CRUDE FURAG	.00	.00	2,709.88	.00
		01015 **	GROUP TOTAL	.00	.00	2,709.88	.00
		01-021-6912	PARTING SCOTCH LIQUID	.00	.00	665.50	222.20
		01021 **	GROUP TOTAL	.00	.00	665.50	222.20
		01-023-6159	E - Z DRY MOLD SPRAY	.00	4,784.00	47,132.28	28,984.80
		01023 **	GROUP TOTAL	.00	4,784.00	47,132.28	28,984.80
		01-027-6166	SLIK BOX 215-15-200	1,072.00	.00	14,106.00	11,867.00
		01-027-6182	PYROSEAL REG MUD COMPOUND	.00	643.50	11,391.90	7,078.50
		01-027-6185	EBONY MUDDING COMPOUND	.00	.00	241.88	.00
		01027 **	GROUP TOTAL	1,072.00	643.50	25,739.78	18,945.50
		01-053-6458	CORE COMPOUND - NO. 1	3,873.82	1,869.04	32,456.45	17,769.44
		01053 **	GROUP TOTAL	3,873.82	1,869.04	32,456.45	17,769.44
		01 ***	TRANSACTION TOTAL	10,812.92	9,083.04	160,908.94	87,692.56
		03-000-2627	BAGGING WESTERN BENTONITE	.00	.00	.00	3,462.75
		03-000-3088	MISC. DIRECT SHIP-ELECTRO	.00	.00	.00	515.00

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TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN — REEDY — 17

CUST. NO.	CUSTOMER NAME	*PRODUCT* TR GP CODE	PRODUCT DESCRIPTION	****** THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
		03-000-3357	#01 ALBANY SAND	.00	.00	298.00	252.00
		03-000-3644	DOW CORNING HV 490 440 LB	.00	.00	7,638.40	.00
		03-000-3751	7774 - #1 SOFT BRUSH	35.52	.00	35.52	.00
		03-000-4301	2 GA. INJECTOR MACHINE	.00	.00	.00	180.00
		03-000-4303	V-56 DB 2100 115/60	.00	.00	.00	28.00
		03-000-4304	158 2AG ARROW REGULATOR	.00	.00	.00	12.00
		03-000-4305	2V8 SQUEEZIN SEWER STOPS	.00	.00	.00	10.00
		03-000-4306	1 PC 1-1/4 FLEXIBLE HOSE	.00	.00	.00	10.00
		03-000-5102	BAGGING HOOD FLOUR FROM B	.00	.00	684.00	1,575.00
		03000 **	GROUP TOTAL	35.52	.00	8,655.92	6,444.75
		03-005-3451	REZBOND IN DRUMS	.00	.00	326.60	960.25
		03-005-3482	EZ BOND SPECIAL IN DRUMS	2,452.50	.00	4,039.54	.00
		03-005-3488	MARCO SET #400	.00	.00	603.75	.00
		03-005-3872	ACTIVATOR NO. 3 IN DRUMS	.00	.00	408.75	.00
		03-005-3884	EZ BOND 485 IN DRUMS	.00	.00	434.91	.00
		03-005-3886	MAR CAM EZ BOND PREMIX 55	.00	.00	185.25	.00
		03005 **	GROUP TOTAL	2,452.50	.00	5,998.80	960.25
		03-007-3710	#300 LLS TERCOD CRUCIBLE	.00	.00	.00	258.52
		03007 **	GROUP TOTAL	.00	.00	.00	258.52
		03-008-3333	H&G KLEAN KAST-100	.00	.00	11,499.40	23,576.58
		03008 **	GROUP TOTAL	.00	.00	11,499.40	23,576.58
		03 ***	TRANSACTION TOTAL	2,488.02	.00	26,154.12	31,240.10
		05-000-0000	DIRECT SHIPMENT	262.15	2,481.30	40,116.71	45,492.01
		05000 **	GROUP TOTAL	262.15	2,481.30	40,116.71	45,492.01
		05-005-0000	DIRECT SHIPMENT-MARCAM	15,141.27	.00	152,129.60	109,526.52
		05005 **	GROUP TOTAL	15,141.27	.00	152,129.60	109,526.52
		05-008-0000	DIRECT SHIPMENT-KLEAN KAS	.00	.00	4,466.00	.00
		05008 **	GROUP TOTAL	.00	.00	4,466.00	.00
		05-010-0000	DIRECT SHIPMT-ANRCN COLLO	.00	2,377.50	49,950.50	43,928.75
		05010 **	GROUP TOTAL	.00	2,377.50	49,950.50	43,928.75
		05-015-0000	DIRECT SHIPMT-BENNET & CL	.00	.00	.00	13.00
		05015 **	GROUP TOTAL	.00	.00	.00	13.00
		05 ***	TRANSACTION TOTAL	15,403.42	4,858.80	246,662.81	198,960.28
		07-000-2831	CONSIGNED STOCK-CHAPLETS	918.00	1,069.32	9,919.02	1,069.32
		07000 **	GROUP TOTAL	918.00	1,069.32	9,919.02	1,069.32
		07 ***	TRANSACTION TOTAL	918.00	1,069.32	9,919.02	1,069.32

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

CUST NO.	CUSTOMER NAME	*PRODUCT*** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
		21-001-0018	TYPE 18 PALLET-WILLIAMSON	112.00	84.00	1,322.00	372.00
		21-001-0041	PALLET 48 X 48	7.00	.00	7.00	.00
		21001 **	GROUP TOTAL	119.00	84.00	1,329.00	372.00
		21-002-0018	TYPE 18 PALLET-WILLIAMSON	469.00	174.00	3,112.00	2,761.00
		21002 **	GROUP TOTAL	469.00	174.00	3,112.00	2,761.00
		21 ***	TRANSACTION TOTAL	588.00	258.00	4,441.00	3,133.00
		****	CUSTOMER TOTAL	30,210.36	15,269.16	448,085.89	322,095.26
		*****	SALESMAN TOTAL	57,106.82	54,860.02	985,610.75	756,110.09

TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN 17VACANT-TERR.

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR OP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
52800	TYLER PIPE INDUSTRIES						
		01-007-6058	EBONY CORE COMPOUND #1 10	.00	.00	7,955.14	827.16
		01007 **	GROUP TOTAL	.00	.00	7,955.14	827.16
		01-013-6902	SEACOAL D-4 100# BAGS	.00	.00	112,127.78	104,835.13
		01013 **	GROUP TOTAL	.00	.00	112,127.78	104,835.13
		01-023-6140	ECONOCOAT 520# DRUMS	.00	.00	6,528.88-	1,847.00
		01-023-6159	EZ DRY PLASTIC MOLD SPRAY	.00	.00	19,806.00	.00
		01023 **	GROUP TOTAL	.00	.00	13,277.12	1,847.00
		01-027-6166	SLIK BOX 260# DRUMS	.00	.00	7,564.70	7,893.60
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	896.00	.00
		01027 **	GROUP TOTAL	.00	.00	8,460.70	7,893.60
		01-051-6711	SEACOAL D-4 DUSTLESS 50#	.00	.00	2,173.05	.00
		01051 **	GROUP TOTAL	.00	.00	2,173.05	.00
		01 ***	TRANSACTION TOTAL	.00	.00	143,993.79	115,402.89
		02-001-0009	PALLET & PALLETIZING	.00	.00	40.00-	16.00
		02-001-0031	PALLET & PALLETIZING	.00	.00	.00	8.00
		02-001-0040	PALLET & PALLETIZING	.00	.00	6,944.00	6,605.00
		02001 **	GROUP TOTAL	.00	.00	6,904.00	6,629.00
		02 ***	TRANSACTION TOTAL	.00	.00	6,904.00	6,629.00
		03-000-3644	EMULSION DC-HV 490 440# D	.00	.00	4,813.60	4,655.20
		03-000-5102	HARDWOOD FLOUR H&G 50# BA	.00	.00	.00	1,246.88
		03000 **	GROUP TOTAL	.00	.00	4,813.60	5,902.08
		03 ***	TRANSACTION TOTAL	.00	.00	4,813.60	5,902.08
		05-040-0000	FEDERAL ORE	.00	.00	5,347.00	1,164.50
		05040 **	GROUP TOTAL	.00	.00	5,347.00	1,164.50
		05-130-0000	MILWAUKEE CHAPLET & MFG.	.00	.00	.00	23,893.36
		05130 **	GROUP TOTAL	.00	.00	.00	23,893.36
		05-160-0000	HOLLAND MFG. CORP.	.00	.00	.00	322.60
		05160 **	GROUP TOTAL	.00	.00	.00	322.60
		05 ***	TRANSACTION TOTAL	.00	.00	5,347.00	25,380.46
		****	CUSTOMER TOTAL	.00	.00	161,058.39	153,314.43
		*****	SALESMAN TOTAL	.00	3,479.83	254,779.86	277,038.06

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TOP 300 CUSTOMERS PAGE 53

PRODUCT SALES BY CUSTOMER BY SALESMAN (VACANT-TERR)

CUST NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR
52800	TYLER PIPE INDUSTRIES			1983	1982	1983	1982
		01-007-6058	EBONY CORE COMPOUND NO. 1	.00	.00	827.16	392.05
		01007 **	GROUP TOTAL	.00	.00	827.16	392.05
		01-013-6902	SEACOAL D-4 100# BAGS	4,635.36	11,683.30	152,482.44	160,255.62
		01013 **	GROUP TOTAL	4,635.36	11,683.30	152,482.44	160,255.62
		01-023-6140	ECONOCOAT 520# DRUMS	.00	.00	11,113.40	.00
		01-023-6159	EZ DRY PLASTIC MOLD SPRAY	.00	.00	.00	23,491.00
		01023 **	GROUP TOTAL	.00	.00	11,113.40	23,491.00
		01-027-6166	SLIK BOX 260# DRUMS	.00	1,644.50	7,893.60	13,251.20
		01-027-6182	PYROSEAL MUDDING COMP 700	.00	.00	.00	1,450.80
		01027 **	GROUP TOTAL	.00	1,644.50	7,893.60	14,702.00
		01 ***	TRANSACTION TOTAL	4,635.36	13,327.80	172,316.60	198,840.67
		02-001-0009	PALLET & PALLETIZING	.00	.00	104.00	8.00
		02-001-0020	PALLETS 42 X 42	.00	.00	.00	32.00
		02-001-0031	PALLET & PALLETIZING	.00	.00	8.00	.00
		02-001-0040	PALLET & PALLETIZING	288.00	720.00	9,549.00	9,816.00
		02001 **	GROUP TOTAL	288.00	720.00	9,661.00	9,856.00
		02 ***	TRANSACTION TOTAL	288.00	720.00	9,661.00	9,856.00
		03-000-3644	EMULSION OO HV 490 440# D	.00	.00	8,932.00	9,310.40
		03-000-5102	HEG HARDWOOD FLOUR 50# BA	.00	.00	1,246.88	.00
		03000 **	GROUP TOTAL	.00	.00	10,178.88	9,310.40
		03 ***	TRANSACTION TOTAL	.00	.00	10,178.88	9,310.40

TOP 300 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN

VACANT-TER17

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
		05-000-0000	DIRECT SHIPMENT	.00	7,548.00	1,657.20	63,616.50
		05000 **	GROUP TOTAL	.00	7,548.00	1,657.20	63,616.50
		05-010-0000	DIRECT SHIPMT-AMRCN COLLO	.00	.00	.00	2,230.00
		05010 **	GROUP TOTAL	.00	.00	.00	2,230.00
		05-040-0000	DIRECT SHIPMENT-FEDERAL O	2,137.90	.00	7,668.50	51,455.60
		05040 **	GROUP TOTAL	2,137.90	.00	7,668.50	51,455.60
		05-130-0000	MILWAUKEE CHAPLET & MFG.	.00	.00	23,893.36	.00
		05130 **	GROUP TOTAL	.00	.00	23,893.36	.00
		05-160-0000	HOLLAND MFG. CORP.	.00	.00	322.60	.00
		05160 **	GROUP TOTAL	.00	.00	322.60	.00
		05 ***	TRANSACTION TOTAL	2,137.90	7,548.00	33,541.66	117,302.10
		****	CUSTOMER TOTAL	7,061.26	21,595.80	225,698.14	335,309.17
		*****	SALESMAN TOTAL	15,748.26	30,155.24	377,437.51	633,679.88

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12/31/82

THE HILL & GRIFFITH COMPANY
REPORT NO. 98
TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

1982 1981

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
52800	TYLER PIPE INDUSTRIES						
		01-007-6058	#1 EBONY CORE COMPOUND 10	.00	.00	392.05	.00
		01007 **	GROUP TOTAL	.00	.00	392.05	.00
		01-013-6902	D-4 SEACOAL 100 BAGS	11,683.30	4,795.20	160,255.62	107,836.77
		01013 **	GROUP TOTAL	11,683.30	4,795.20	160,255.62	107,836.77
		01-023-6159	F-7 DRY MOLD SPRAY-GRAP P	.00	.00	23,491.00	128,395.80
		01023 **	GROUP TOTAL	.00	.00	23,491.00	128,395.80
		01-027-6166	SLIK BOX	1,644.50	.00	13,251.20	12,431.00
		01-027-6182	PYROSEAL MUDDING COMPOUND	.00	.00	1,450.80	6,169.80
		01027 **	GROUP TOTAL	1,644.50	.00	14,702.00	18,600.80
		01-053-6458	#1 EBONY CORE COMP DUSTLE	.00	.00	.00	11,536.11
		01053 **	GROUP TOTAL	.00	.00	.00	11,536.11
		01-059-6803	TYLER PIPE BAG PREMIX	.00	.00	.00	63,845.14
		01059 **	GROUP TOTAL	.00	.00	.00	63,845.14
		01 ***	TRANSACTION TOTAL	13,327.80	4,795.20	198,840.67	330,214.62
		02-001-0009	TYPE 9 PALLETS	.00	.00	8.00	.00
		02-001-0020	PALLETS 42 X 42	.00	.00	32.00	.00
		02-001-0021	PALLETS 42 X 42	.00	.00	.00	30.00
		02-001-0040	PALLETS 40 X 48	720.00	288.00	9,816.00	7,354.00
		02-001-0041	PALLETS 48 X 48	.00	.00	.00	16.00
		02-001-0042	PALLET & PALLETIZING	.00	.00	.00	2,584.00
		02-001-0055	PALLETS 42 X 48	.00	.00	.00	12.00
		02001 **	GROUP TOTAL	720.00	288.00	9,856.00	9,996.00
		02 ***	TRANSACTION TOTAL	720.00	288.00	9,856.00	9,996.00
		03-000-3644	DC-HV490 EMULSION-DRUM	.00	.00	9,310.40	7,546.00
		03000 **	GROUP TOTAL	.00	.00	9,310.40	7,546.00
		03 ***	TRANSACTION TOTAL	.00	.00	9,310.40	7,546.00
		05-000-0000	DIRECT SHIPMENT	7,548.00	7,753.26	63,616.50	87,373.87
		05000 **	GROUP TOTAL	7,548.00	7,753.26	63,616.50	87,373.87
		05-010-0000	DIRECT SHIPMT-AMRCN COLLO	.00	2,230.00	2,230.00	32,274.50
		05010 **	GROUP TOTAL	.00	2,230.00	2,230.00	32,274.50
		05-040-0000	DIRECT SHIPMENT-FEDERAL C	.00	6,641.25	51,455.60	110,538.20
		05040 **	GROUP TOTAL	.00	6,641.25	51,455.60	110,538.20
		05 ***	TRANSACTION TOTAL	7,548.00	16,624.51	117,302.10	230,186.57
		****	CUSTOMER TOTAL	21,595.80	21,707.71	335,309.17	577,943.19

HG-000254

THE HILL & GRIFFITH COMPANY

REPORT NO. 98

TOP 100 CUSTOMERS

PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
	*****		SALESMAN TOTAL	730,155.24	55,586.50	633,679.88	1,206,800.15

HG-000255

CUST NO.	CUSTOMER NAME	TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR
52800	TYLER PIPE INDUSTRIES					1981	1980
		01-013-6902	D-4 SEACOAL 100# BAGS	4,795.20	8,918.75	107,836.77	86,727.87
		01013 **	GROUP TOTAL	4,795.20	8,918.75	107,836.77	86,727.87
		01-015-6109	BAGS-CHARBO-N	.00	.00	.00	1,029.00
		01015 **	GROUP TOTAL	.00	.00	.00	1,029.00
		01-023-6159	E-7 DRY MOLD SPRAY-GRAP P	.00	.00	128,395.80	111,571.20
		01023 **	GROUP TOTAL	.00	.00	128,395.80	111,571.20
		01-027-6166	SUK-DOX DRUMS	.00	.00	12,431.00	10,472.00
		01-027-6182	PYROSEAL MUDDING COMPOUND	.00	.00	6,169.80	3,868.80
		01027 **	GROUP TOTAL	.00	.00	18,600.80	14,540.80
		01-053-6156	61 EBONY GORE COMP BUSTLE	.00	.00	11,536.11	28,283.78
		01053 **	GROUP TOTAL	.00	.00	11,536.11	28,283.78

CUST. NO.	CUSTOMER NAME	PRODUCT TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR
		01-059-6803	TYLER PIPE DAO PREMIX	.00	.00	63,845.14	2,309.51
01059		**	GROUP TOTAL	.00	.00	63,845.14	2,309.51
		01	*** TRANSACTION TOTAL	1795.20	8,918.79	330,214.62	244,462.16
		02-001-0004	PALLET & PALLETIZING	.00	.00	.00	336.00
		02-001-0021	PALLETS 42 X 42	.00	.00	30.00	30.00
		02-001-0040	PALLETS 40 X 40	288.00	516.00	7,954.00	4,938.00
		02-001-0041	PALLETS 48 X 48	.00	.00	16.00	126.00
		02-001-0042	PALLETS & PALLETIZING	.00	.00	2,584.00	144.00
		02-001-0055	PALLETS 42 X 48	.00	.00	12.00	312.00
02001		**	GROUP TOTAL	288.00	516.00	9,996.00	5,886.00
		02	*** TRANSACTION TOTAL	288.00	516.00	9,996.00	5,886.00
		03-000-3644	DC-HV490 EMULSION DRUM	.00	.00	7,546.00	8,624.00
03000		**	GROUP TOTAL	.00	.00	7,546.00	8,624.00
		03-005-3681	E2 BOND 225 DRUMS	.00	.00	.00	2,067.00
		03-005-3915	ACTIVATOR 4 DRUM	.00	.00	.00	837.00
		03-005-3981	55 GAL DR ACTIVATOR 100	.00	.00	.00	1,420.00
		03-005-3984	E2 BOND 410-545 LB DRUM	.00	.00	.00	1,167.88
03005		**	GROUP TOTAL	.00	.00	.00	4,491.88
		03	*** TRANSACTION TOTAL	.00	.00	7,546.00	13,115.88
		05-000-0000	DIRECT SHIPMENT	7,753.26	2,932.46	87,373.87	47,892.05
05000		**	GROUP TOTAL	7,753.26	2,932.46	87,373.87	47,892.05
		05-010-0000	DIRECT SHIPMENT- AMER COL	2,230.00	.00	32,274.50	79,643.00
05010		**	GROUP TOTAL	2,230.00	.00	32,274.50	79,643.00
		05-040-0000	DIRECT SHIPMENT- FEDERAL	6,641.25	8,576.50	110,538.20	22,622.50
05040		**	GROUP TOTAL	6,641.25	8,576.50	110,538.20	22,622.50
		05	*** TRANSACTION TOTAL	16,624.51	11,508.96	230,186.57	150,157.55
			CUSTOMER TOTAL	21,707.71	20,943.71	577,943.19	413,621.59
			SALESMAN TOTAL	56,584.50	80,227.95	1,206,800.05	922,581.37

PRODUCT SALES BY CUSTOMER BY SALESMAN — REEDY — LT — 1977 1976 1977 1976

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GR CODE	PRODUCT DESCRIPTION	******* THIS MONTH ******* THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	LAST YEAR
		01-007-6058	100# BAGS NO. 1 EBONY COK	.00	.00	.00	8,069.89
		01007 **	GROUP TOTAL	.00	.00	.00	8,069.89
		01-013-6902	100# BAGS D-4 SEACOAL-REG	12,954.64	5,055.85	77,572.60	62,220.32
		01013 **	GROUP TOTAL	12,954.64	5,055.85	77,572.60	62,220.32
		01-023-6159	E-Z DRY MOLD SPRAY	2,698.80	2,496.00	37,493.40	27,264.80
		01023 **	GROUP TOTAL	2,698.80	2,496.00	37,493.40	27,264.80
		01-027-6166	200# DRUM SLIK BOX	538.40	.00	9,148.00	8,308.00
		01-027-6182	PYROSEAL MUDDING COMPOUND	904.80	1,339.80	6,559.80	6,053.75
		01027 **	GROUP TOTAL	1,443.20	1,339.80	15,707.80	14,361.75
		01-051-6451	100# BAGS 04 CONOCOAL	1,709.10	.00	15,019.57	.00
		01051 **	GROUP TOTAL	1,709.10	.00	15,019.57	.00
		01-053-6458	100#BAGS DUSTLESS #1 EBON	.00	.00	15,774.50	11,762.99
		01053 **	GROUP TOTAL	.00	.00	15,774.50	11,762.99
		01 ***	TRANSACTION TOTAL	18,805.74	8,891.65	161,567.87	123,679.75
		02-001-0055	48X42 DOUBLE FACE NON REV	1,014.00	.00	1,014.00	.00
		02001 **	GROUP TOTAL	1,014.00	.00	1,014.00	.00
		02 ***	TRANSACTION TOTAL	1,014.00	.00	1,014.00	.00

52800 TYLER PIPE INDUSTRIES,I

PRODUCT SALES BY CUSTOMER BY SALESMAN — REEDY — 17

CUST NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	****** THIS MONTH ****** THIS YEAR	****** THIS MONTH ****** LAST YEAR	****** YEAR-TO-DATE ***** THIS YEAR	****** YEAR-TO-DATE ***** LAST YEAR
		03-000-2627	100# BAGS WESTERN BENTONI	.00	.00	.00	1,551.90
		03-000-3644	DOW CORNING HV 490 440 LB	.00	.00	10,859.20	5,772.80
		03-000-3742	HEXCEL 3133 RESIN 1 QT. C	.00	.00	242.40	.00
		03-000-3743	HEXCEL 3133 HARDENER 1/2	.00	.00	.00	.00
		03000 **	GROUP TOTAL	.00	.00	11,101.60	7,324.70
		03-005-3916	DRUM EZ BOND P50	.00	.00	.00	1,045.00
		03005 **	GROUP TOTAL	.00	.00	.00	1,045.00
		03-008-3333	H&G-KLEAN-KAST-100	.00	.00	.00	10,155.00
		03008 **	GROUP TOTAL	.00	.00	.00	10,155.00
		03 ***	TRANSACTION TOTAL	.00	.00	11,101.60	18,524.70
		05-000-0000	DIRECT SHIPMENT	2,529.86	2,831.90	43,977.27	22,803.71
		05000 **	GROUP TOTAL	2,529.86	2,831.90	43,977.27	22,803.71
		05-005-0000	DIRECT SHIPMENT-MARCAM	.00	16,893.00	42,288.20	130,323.24
		05005 **	GROUP TOTAL	.00	16,893.00	42,288.20	130,323.24
		05-010-0000	DIRECT SHIPMT-AMRGN COLLO	7,197.87	4,600.00	46,909.85	63,627.58
		05010 **	GROUP TOTAL	7,197.87	4,600.00	46,909.85	63,627.58
		05-040-0000	DIRECT SHIPMENT-FEDERAL O	.00	.00	.00	142.00
		05040 **	GROUP TOTAL	.00	.00	.00	142.00
		05 ***	TRANSACTION TOTAL	9,727.73	24,324.90	133,175.32	216,896.53
		07-000-2831	CONSIGNED STOCK-CHAPLETS	.00	.00	.00	1,227.55
		07000 **	GROUP TOTAL	.00	.00	.00	1,227.55
		07 ***	TRANSACTION TOTAL	.00	.00	.00	1,227.55
		21-001-0018	PALLET	.00	.00	.00	2,919.00
		21-001-0019	42 X 52 NON REVERSIBLE PA	.00	.00	.00	96.00
		21-001-0021	PALLET	.00	.00	.00	198.00
		21-001-0041	PALLET	.00	.00	36.00	72.00
		21-001-0046	TYPE 46 PALLETS	.00	.00	.00	348.00
		21-001-0055	48X42 DOUBLE FACE NON REV	.00	348.00	5,556.00	1,368.00
		21001 **	GROUP TOTAL	.00	348.00	5,592.00	5,001.00
		21 ***	TRANSACTION TOTAL	.00	348.00	5,592.00	5,001.00
		****	CUSTOMER TOTAL	29,547.47	33,564.55	312,450.79	365,329.53
		*****	17 SALESMAN TOTAL	70,744.71	61,787.24	769,623.54	704,973.67

HG-000259

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	******* THIS MONTH ******* THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
[redacted]							
52800	TYLER PIPE INDUSTRIES						
		01-007-6058	100# BAGS NO. 1 EBONY COR	.00	.00	8,069.89	.00
		01007 **	GROUP TOTAL	.00	.00	8,069.89	.00
		01-009-6635	CORE PASTE - RED CHIEF	.00	.00	.00	432.00
		01009 **	GROUP TOTAL	.00	.00	.00	432.00
		01-013-6901	100# BAGS C-3 SEACOAL	.00	.00	.00	1,543.50
		01-013-6902	SEA COAL NO D4 - REG	5,055.85	3,362.07	62,220.32	48,586.62
		01013 **	GROUP TOTAL	5,055.85	3,362.07	62,220.32	50,130.12
		01-015-6109	CHARBOSH - CRUDE EURAG	.00	.00	.00	.00
		01015 **	GROUP TOTAL	.00	.00	.00	.00
		01-021-6912	PARTING SCOTCH LIQUID	.00	.00	.00	.00
		01021 **	GROUP TOTAL	.00	.00	.00	.00
		01-023-6159	E-Z DRY MOLD SPRAY	2,496.00	4,732.00	27,264.80	32,237.40
		01023 **	GROUP TOTAL	2,496.00	4,732.00	27,264.80	32,237.40
		01-027-6166	SLIK BOX 215-15-200	.00	1,584.00	8,308.00	12,036.00
		01-027-6182	PYROSEAL REG MUD COMPOUND	1,339.80	.00	6,053.75	4,391.40
		01-027-6185	EBONY MUDDYNG COMPOUND	.00	.00	.00	.00
		01027 **	GROUP TOTAL	1,339.80	1,584.00	14,361.75	16,427.40
		01-051-6402	SEA COAL NO D4 - DUSTLESS	.00	.00	.00	1,378.13
		01051 **	GROUP TOTAL	.00	.00	.00	1,378.13
		01-053-6458	CORE COMPOUND - NO. 1	.00	3,907.00	11,762.99	36,675.47
		01053 **	GROUP TOTAL	.00	3,907.00	11,762.99	36,675.47
		01 ***	TRANSACTION TOTAL	8,891.65	13,585.07	123,679.75	137,280.52
		03-000-2627	BAGGING WESTERN BENTONITE	.00	.00	1,551.90	.00
		03-000-3068	MISC DIRECT SHIP-ELECTRO	.00	.00	.00	2,160.00
		03-000-3357	#0 ALBANY SAND	.00	.00	.00	.00

HG-000260

12/31/76

THE HILL & GRIFFITH COMPANY
REPORT NO. 98
TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN

CUST. NO.	CUSTOMER NAME	*PRODUCT** TR GP CODE	PRODUCT DESCRIPTION	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YE
		03-000-3644	DOW CORNING HV 490 440 LB	.00	.00	5,772.80	3,184.20
		03-000-3751	7774 - #1 SOFT BRUSH	.00	.00	.00	.00
		03-000-4301	2 GA. INJECTOR MACHINE	.00	.00	.00	.00
		03-000-4303	V-56 08 2100 115/60	.00	.00	.00	.00
		03-000-4304	158 2AG ARROW REGULATOR	.00	.00	.00	.00
		03-000-4305	2VB SQUEEZIN SEWER STOPS	.00	.00	.00	.00
		03-000-4306	1 PC 1-1/4 FLEXIBLE HOSE	.00	.00	.00	.00
		03-000-5102	BAGGING WOOD FLOUR FROM B	.00	.00	.00	.00
		03000 **	GROUP TOTAL	.00	.00	7,324.70	5,344.20
		03-005-3451	REZBOND IN DRUMS	.00	.00	.00	.00
		03-005-3482	EZ BOND SPECIAL IN DRUMS	.00	.00	.00	.00
		03-005-3488	MARCO SET #400	.00	.00	.00	.00
		03-005-3857	SHUREBAKE	.00	.00	.00	326.70
		03-005-3872	ACTIVATOR NO. 3 IN DRUMS	.00	.00	.00	.00
		03-005-3873	DRUMS SHUREBAKE A	.00	.00	.00	1,960.20
		03-005-3884	EZ BOND 485 IN DRUMS	.00	.00	.00	.00
		03-005-3886	MAR CAM EZ BOND PREMIX 55	.00	.00	.00	.00
		03-005-3916	DRUM EZ BOND P50	.00	.00	1,045.00	.00
		03005 **	GROUP TOTAL	.00	.00	1,045.00	2,286.90
		03-007-3710	#300 LLS TERCOD CRUCIBLE	.00	.00	.00	.00
		03007 **	GROUP TOTAL	.00	.00	.00	.00
		03-008-3333	H&G KLEAN KAST-100	.00	3,700.95	10,155.00	24,371.93
		03008 **	GROUP TOTAL	.00	3,700.95	10,155.00	24,371.93
		03 ***	TRANSACTION TOTAL	.00	3,700.95	18,524.70	32,003.03
		05-000-0000	DIRECT SHIPMENT	2,831.90	2,374.72	22,803.71	26,922.64
		05000 **	GROUP TOTAL	2,831.90	2,374.72	22,803.71	26,922.64
		05-005-0000	DIRECT SHIPMENT-MARCAH	16,893.00	.00	130,323.24	243,513.00
		05005 **	GROUP TOTAL	16,893.00	.00	130,323.24	243,513.00
		05-008-0000	DIRECT SHIPMENT-KLEAN CAS	.00	.00	.00	.00
		05008 **	GROUP TOTAL	.00	.00	.00	.00
		05-010-0000	DIRECT SHIPMT-AMRGN COLLO	4,600.00	4,200.00	63,627.58	48,300.00
		05010 **	GROUP TOTAL	4,600.00	4,200.00	63,627.58	48,300.00
		05-015-0000	DIRECT SHIPMT-BENNET & CL	.00	.00	.00	.00
		05015 **	GROUP TOTAL	.00	.00	.00	.00
		05-040-0000	DIRECT SHIPMENT-FEDERAL O	.00	.00	142.00	.00
		05040 **	GROUP TOTAL	.00	.00	142.00	.00
		05 ***	TRANSACTION TOTAL	24,324.90	6,574.72	216,896.53	318,735.64

HG-000261

REPORT NO. 98
TOP 300 CUSTOMERS
PRODUCT SALES BY CUSTOMER BY SALESMAN REEDY 17

CUST NO.	CUSTOMER NAME	*PRODUCT* TR GP CODE	PRODUCT DESCRIPTION	****** THIS MONTH ****** THIS YEAR	LAST YEAR	****** YEAR-TO-DATE ****** THIS YEAR	LAST YEAR
		07-000-2831	CONSIGNED STOCK-CHAPLETS	.00	.00	1,227.55	893.00
		07000 **	GROUP TOTAL	.00	.00	1,227.55	893.00
		07 ***	TRANSACTION TOTAL	.00	.00	1,227.55	893.00
		21-001-0018	TYPE 18 PALLET-WILLIAMSON	.00	245.00	2,919.00	3,255.00
		21-001-0019	42 X 52 NON REVERSIBLE PA	.00	.00	96.00	.00
		21-001-0021	PALLET	.00	.00	198.00	.00
		21-001-0041	PALLET 48 X 48	.00	119.00	72.00	126.00
		21-001-0046	TYPE 46 PALLETS	.00	.00	348.00	.00
		21-001-0055	48X42 DOUBLE FACE NON REV	348.00	.00	1,368.00	.00
		21001 **	GROUP TOTAL	348.00	364.00	5,001.00	3,381.00
		21-002-0018	TYPE 18 PALLET-WILLIAMSON	.00	.00	.00	1,708.00
		21002 **	GROUP TOTAL	.00	.00	.00	1,708.00
		21 ***	TRANSACTION TOTAL	348.00	364.00	5,001.00	5,089.00
		91-000-0000	FACTORY LOSS & DMGE MTRL	.00	.00	.00	1,662.50-
		91000 **	GROUP TOTAL	.00	.00	.00	1,662.50-
		91 ***	TRANSACTION TOTAL	.00	.00	.00	1,662.50-
		93-000-0000	MDSE LOSS & DMGE MTRL	.00	.00	.00	645.34-
		93000 **	GROUP TOTAL	.00	.00	.00	645.34-
		93 ***	TRANSACTION TOTAL	.00	.00	.00	645.34-
		*****	CUSTOMER TOTAL	31,564.55	24,224.74	365,329.53	491,693.35
		*****	SALESMAN TOTAL	61,717.80	53,395.67	692,679.27	924,902.24

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