

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G R	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. / MAJ.-GRD.-GP.
		PYORALL AC																	6758-000-11
1131		.ASHTABULA RUBBER CO ASHTABULA		.723															10006937
1132		.THE ATTALA CO KOSCIUSKO MS	1.00	.339															10007410
1134		.BARBER-COLMAN CO ROCKFORD IL		.113		.113		.113											10008220
1153		.A J BAXTER CO RIVER RD MI		.170															00111163
1153		.A J BAXTER CO HALLOCK MINN				.226												.226	00180726
1134		.BELTRIDGE OIL CO IMPERIAL CA		.556															00111406
1136		.BELTRIDGE OIL CO MCKITTRICK CA	9.00	9.20	9.00	10.4			1.22	1.22	1.22	1.22	.61	1.22	.61	1.22		1.03	10009138
1130		.BENDIX CORP UTICA N Y	12.0	7.32	12.0	9.99	2.67	2.44				2.44				2.44			10009197
1132		.BLACK SWALLS BRYSON TULSA OK				.610								.610					00213489
1132		.BLACK SWALLS & BRY KANSAS C MO		3.05															00111635
1134		.BOEING AIR TRANS SEATTLE WA		.779															10010209
1132		.BONDS WELDING SPLY MEMPHIS TN		.113															00111821
1132		.BORDEN CHEM DIV ILLIOPOLIS ILL				.226	.226												10010772
1130		.BOSSERT MFG UTICA NY		1.83		2.44	.610				.610				.610			.610	10010918
1130		.BROWN COMPANY BERLIN N H		.340		.170										.170			10011809
1132		.C R A INC SCOTTSBL NB		1.22															00112755
1132		.CABOT CORP PAMPAS TEXAS	2.00	.610	2.00														10012848
1132		.CANTON COTTON MILL CANTON GA	3.00		3.00														00188700
1134		.CATALINA DIVERS AVALON CA		.113															00113166
1132		.CELANESE CHEMICAL BISHOP TX		.057															00113298
1132		.CHAMPLIN REFINING CARTHAGE TX	1.00	.340															10015375
1153		.CHAMMIN PAPER GREEN BAY WISC				.610			.610										00113735
1134		.UNIVERSITY OF CHGO CHGO IL				.610	.610												10016584
1132		.CITIES SERV GAS GREENSBURG KS	1.00	.396	1.00														10016886
1132		.CITIES SERVICE HESTON KANSAS				.170				.170									00088846
1132		.CITIES SERVICE GAS LYONS KAN		.113															00086894
1132		.CITIES SERVICE GAS OTTAWA KS				.112						.112							10016894
1132		.CITIES SERVICE GAS ULYSSES KS		.226		.565				.226					.339				00087599
1132		.CITIES SERVICE GAS INDEPENKS		.113		.123	.010							.113					00158372
1132		.CITIES SER GAS CO EDMOND OK		.114															00151211
1132		.CITIES SERVICE GAS OKLAHOMA OK		.113		.113											.113		00150908
1132		.CITIES SERV GAS CO HIGGINS TX		.170		.226			.226										10016932
1134		.CITIES SERV OIL E CHGO IND				.113			.113										10016991
1132		.CITIES SERV OIL LAKE CHAS LA	18.0	12.2	18.0														10016967
1132		.TENN CORP US PHOS TAMPA FL	4.00	2.44	4.00	2.44	.610					.610			.610	.610			10078539
1132		.CITIES SERVICE GAS ARGONIA KS		.113															00114286
1132		.CITIES SERVICE GAS MATFIELD KS		.113															00114308
1132		.CITIES SERVICE GAS WELDA KS		.113															00114294
1132		.CITIES SERVICE GAS ALVA OK		.113															00114316
1132		.CITIES SERVICE GAS BLACKWEL OK		.283		.283												.283	00114324
1132		.CITIES SERVICE GAS MODRELAN OK		.113		.113									.113				00114332
1132		.CITEISSER GAS OKLAHOMA CTY OK				.283							.283						00208906
1132		.U S PHOSPHORIC EAST TAMPA FLA				.610				.610									00169080
		PARENT CUST. TOT-CITIES SERVICE	23.0	16.7	23.0	5.15	.62		.34	1.01		.72	.28	.11	1.06	.61	.11	.28	00045977