-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															00360A		1040-245-10
1252		REICHHOLD CHEM INC FORDS NJ				.600		.600											00248134
1836		REICHHOLD CHEM TACOMA WA		1.80		3.00					3.00								10067170
		PARENT CUST. TOT-REICHHOLD CHEM	17.9	24.0	17.9	21.6	8.40	4.20	2.40	3.60	5.40			2.40					00045713
1932		. REPUBLIC MILL ROME GA	.600	.600	.600														00232289
1138		.REPUBLIC STEEL NILES OHIO		8.40															00218189
1252		.REYNOLDS METALS MESSENA NY				12.0			12.0										10067790
1252		REYNOLDS METALS PITTSBURGH PA				.600				.600									00253863
1237		REYNOLDS METALS GROTTOE VA	2.00	9.60	2.00	2.40					2.40								10067804
		PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								10067782
1836		.RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60						1.20	3.60		1.20	00152277
1133		.RIEGEL PAPER CORP HAZELWOOD MO				.600				.600									00185531
1866		.RIETZ MFG SANTA ROSA CA		.600		.600											.600		00231789
1252		.ROGERS CORP E WOODSTOCK CONN				1.20										1.20			00151769
1178		.ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	5.40			3.00									2.40	00151777
1252		ROHM - HAAS CO BRISTOL PA				30.0			28.8		1.2								10068878
		PARENT CUST. TOT-ROHM - HAAS CO	1.00	21.0	1.00	35.4			31.8		1.2							2.4	10068886
1866		.ROHR CORP RIVERSIDE CA	5.00		5.00														10068924
1252		.RONSUN METALS CO NEWARK NJ				.220				.220									10069009
1976		. ROESEL BRADENTON FL		.165															00232262
1134		.ROTARY SEAL CORP CHICAGO IL				.110				.110									00255467
1866		.MITCHELL DIV ROYAL IND LA CA		.275															10053587
1866		ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						10069602
		PARENT CUST. TOT-ROYAL INDUST SA		1.50		.820				.220			.600						10069602
1237		.RUBATEX CORP BEDFORD VA				1.20				2.40		1.20							10069653
1252		.SANDOZ PHARM HANOVER NJ				.275		.275											10070724
1976		.SAV A STOP JACKSONVILLE FL		.600															00231657
1252		SAV A STOP SALEM VA	1.00	.600	1.00														00231770
		PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														00231657
1252		.SCHENECTADY CH ROTTERDAM NY		.110		7.80						4.80	3.00						10071127
1976		.GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00	3.00											3.00		00165239
1230		GLIDDEN CO READING PA		1.80															10033888
		PARENT CUST. TOT-S C M CORP CORT	3.00	1.80	3.00	3.00											3.00		00045454
1968		.SCOTT WISE POLYMERS CROWLEY LA	1.20	7.80	1.20														10071569

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