IN THOUSANDS OF POUNDS AND DOLLARS

NAME OF PRODUCER/CUSTOMER	FORECAST	CURRENT YEAR SALES	PREVIOUS FOR EQUIV YEAR	YEAR TO DATE CUMULATIVE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTRACT NUMBER
10 HEAT TRANSFER DR.C.PATON																	
FABRICATE FR=0															003.7A		6145-383-11
.ALCAN ALUMINUM FAIRMONT W VA				1.20	1.20												03183553
.BRUNER CORP CHICAGO IL		.120															10013864
.CHEM FLOW CORP LITTLE FALLS NJ		.160															00239361
.CHICK COMPANY THOMASTON ME		8.40		3.00						3.00							00249970
.COLONIAL GULF TRANS HAMLIN TX	25.0	4.20	3.00														00233478
.CON ROTISSERIE ANDERSON SC				.120											120		6314-973
.DOW CORNING MIDLAND MI	3.00	42.4	3.00	1.20							1.20						00275775
.E I DU PONT DE NEMO ORANGE TX				16.8						16.8							10025554
.GOODRICH COMPANY DAYTON OHIO		.480		.360		.120				.240							10024317
.GOSSELINK INDUSTRIES NEWARK NJ	.900	.600	.900	.600		.600											00211736
.GAC CORPORATION LEWISTOWN PA	1.00		1.00	36.0							24.0			12.0			10024892
.GNC CORP FRONT ROYAL VA	10.0	61.8	10.0	15.3			5.72		4.80				2.40			2.40	10329314
PARENT CUST. TOT-GNC CORP SAN JO	11.0	61.8	11.0	51.3			5.7		4.8		24.0		2.4	12.0		2.4	10329322
.FOWLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														00212296
.GATE FUELING BEDFORD MA				1.20							1.20						00263614
.LANE COMPANY ALTAVISTA VA	1.00	7.20	1.00	4.27				1.27		1.00				1.20			10346363
.LEE METAL PROD ARLINGTON TX				.600						.600							00257000
.MINNESOTA MIN & MA ROSEVEL MN	.240	.240	.240														03182559
.ELMERSTRAND KES CTR DURHAM NC				.120						.120							10015379
.MURPHY OIL EL DORADO AR				12.7			12.7										00065225
.MURPHY OIL CORP RHINE WISC	4.80		4.80	12.0					6.30			6.00					00220914
PARENT CUST. TOT-MURPHY OIL EL D	4.80		4.80	24.7			12.7		6.0			6.0					00065225
.PENNSALT CO KING OF PRUSSIA PA				1.80									.600	.600	.600		10361547
.PIKING & BACON RHINELANDER WI		33.9				12.7	12.7										00238511
.POLYMER CORP READING PA		.480		.120		.240								.120			10363343
.REICHHOLD CHEM ELIZABETH NJ	1.00	2.40	1.00	1.20											1.20		10367331
.SCHILD-MACHTER OIL CO BRONX NY	5.00		5.00														10371857
.SHARESEARCH PEC CO TORRANCE CAL				7.20	7.20												10331961
.SUN OIL CO TONKAWA OKLAHOMA	2.00	3.60	2.00	3.60											3.60		00151105
SUN OIL CO FAIRFIELD TX	.600	1.20	.600	.635			.635										10077028
PARENT CUST. TOT-SUN OIL COMP PH	2.60	4.80	2.60	4.24			.64								3.60		00245563
.TECUMSEH PRODUCTS PARTON OHIO	1.00	2.40	1.00	5.40						2.40			1.20			1.80	00198369
.TRANS LINE INC CHANUTE KS		1.32															00227404
.SEALS UNASGND FOR OK THRU 1252	20.0		20.0														03165565
.SEALS UNASGND FOR OK THRU 1151	20.0		20.0														00164501

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TOWOLDMON0058222

11/12/72 PRODUCT/CUSTOMER SALES REPORT

- IN THOUSANDS OF POUNDS AND DOLLARS -

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	UNCLASSIFIED FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
	THERMINOL FR-O															003	7A	6145-000-1
1153	.GOALS UNASGND FOR BK THRU 1153	20.0		20.0														00165645
1932	.GOALS UNASGND FOR BK THRU 1932	10.0		10.0														00[illegible]
1866	.GOALS UNASGND FOR BK THRU 1866	10.0		10.0														00156170
1932	.UNION CAR - NUC OAKRIDGE TENN	25.0																10061971
1131	UNION CARBIDE SISTERSV WV				2.40									2.40				00141052
	PARENT CUST. TOT-UNION CARBIDE C	25.0			2.40									2.40				00045705
1131	.U S STEEL CLAIRTON PA				2.40	2.40												10385209
1134	.WELLS MFG FUND DU LAC WI	4.80	4.20	4.80														00144614
	TOTAL PRODUCT * * * * * * * LB	175	182	130	130	10.8	13.7	6.4	1.3	10.8	25.0	26.4	6.0	6.6	13.9	5.5	4.2	6145-000-1
	THERMINOL FR-LO TEMP															003	1A	6145-100-1
1252	.ALPHA PORTLAND CE CEMENTON NY	4.00	4.80	4.00	6.00		3.00		3.00									00225592
1252	.ATLANTIC CEMENT CO RAVENA NY	2.70	6.00	2.70	3.00						3.00							00225753
1176	.BELGEN CORP RICHMOND IND		.600															10069712
1068	.UNIV OF CALIF LIVERMORE CA				.060							.060						10083171
1258	.CARRIER AIR COND SYRACUSE NY		1.20		.600			.600										00176175
1133	.AB CHARGE COMPANY CENTRALIA MO	.100	.110	.100														00[illegible]
1252	.COEN COMPANY CENTRALIA NY		12.0															00185[illegible]
1252	COEN COMPANY RAVENA N Y		3.00															00185211
	PARENT CUST. TOT-COEN COMPANY RA		15.0															00185211
1252	.CONTINTAL SAND KINGSTON NY				13.2									7.20	6.00			00262351
1252	.DEXTER CHEM MIDLAND ROCKY H CT				3.60		3.00	.60										10015936
1268	.DOW CHEM FREEPORT TEXAS *				.110				.110									10022932
1252	.E I DU PONT DE DEEP WATER NJ				10.8						10.8							10023523
1251	.EL PASO PRODUCTS ODESSA TEXAS	.500		.500														10025513
1153	.FED MOGUL ANN ARBOR MI		.110															10027439
1131	.B F GOODRICH AVON LAKE OH		1.20		.600							.600						10034132
1176	.MARTIN MARIETTA CORP DENVER CO				.120						.120							00170535
1170	.MONSANTO RESEARCH MIAMISBG OH		.605															10055075
1068	.MOTOROLA INC PHOENIX AZ				12.6			6.60	3.60		1.20			1.20				10055575
1252	.NEW ENGLAND PETROL KINGSTON NY				46.4				46.4									00255058
1130	.BLOCKSON DIV OL MAIN JOLIET IL	1.20	1.20	1.20														00219095
1130	OLIN CORP JOLIET IL		1.20		3.00	1.20							1.80					00243604
	PARENT CUST. TOT-OLIN CORP NYC N	1.20	2.40	1.20	3.00	1.20							1.80					00044865
1174	.OZARK MAHONING TULSA OK				.165						.165							00257338
1252	.POLAROID CORP CAMBRIDGE MA				.180							.180						00155136

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TOWOLDMON0058223

01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	U	NAME OF PRODUCT/CUSTOMER	PONYMAN	LAST YEAR SALES	THIS CLOSE YEAR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NUMBER
		THERMINOL FR-LO TEMP															883814		6145-1
1760		.P P G CO LAKE CHARLES LA	.500			1.80		1.20		.60									C0155
1810		.PUREX CORP CHGO IL		3.60															00155
1830		.REICHHOLD CHEM SEWICKLEY PA		1.80															00173
1850		.UNIROYAL OIL NEW PORT NEWS VIRG		18.0															00422
1870		.TEXAS INSTRUMENTS DALLAS TEX				.230					.110		.120						10337
1950		.TEXASTEAN CORP HOUSTON TX		.210															00181
1252		.GOALS UNASGND FOR OK THRU 1252	10.0		10.0														00165
1131		.GOALS UNASGND FOR OK THRU 1131	10.0		10.0														00165
1134		.GOALS UNASGND FOR OK THRU 1134	10.0		10.0														00165
1153		.GOALS UNASGND FOR OK THRU 1153	11.0		11.0														00165
1974		.GOALS UNASGND FOR OK THRU 1974	10.0		10.0														00165
1950		.UNITED TECH CEN SUNNYVALE CA		2.40															10795
1650		.WAKEFIELD ENGINEER DENVER CO		.220															00238
		TOTAL PRODUCT * * * * * * * LB	60.0	58.8	59.3	103	1.2	7.2	7.8	53.8	.1	19.3	1.0	1.8	8.4	8.0			8145-1
		THERMINOL FR-1															883824		1050-2
1139		.ABBOTT LABS NO CHICAGO IL		.165															00204
1140		.ACTIVATED METAL SEYMOURVILLE IN				3.00					3.00								00733
1153		.ACROSUIP CORP BARRINGTON ILL				.110				.110									00157
1275		.AERO VAC CORP TROY NY				.110				.110									00265
1134		.AIR CARGO EQUIP DES PLAINES IL				4.20		4.20											00197
1156		.ALLIED CHEM HOPKINSVILLE KY				30.0		9.0									21.0		10773
1237		.ALMON-HIGGINS RICHMOND VA	.800	.165	.800														00231
1250		.ALPHA PORTLAND CE GENERTON NY	4.00	6.00	4.00	4.20			1.80						2.40				00225
1151		.ALCAN ALUMINUM FAIRMONT W VA	1.00		1.00	.600			.600										00183
1151		.ALUMINUM CO NEW KENSINGTON PA				1.20	1.20												10552
1130		.ALS MAGNET WIRE FT WAYNE IND				.600											.600		00367
1130		.RLA MAGNET WIRE LAFAYETTE IN				4.80			4.80										10065
		PARENT CUST. TOT-ALUMINUM CO OF				6.60	1.20		4.80								.60		00045
1153		.AMERICAN BAKERIES DETROIT MI				.630				.600			.275						10553
1152		.AMERICAN BAKERIES BROOKLYN N Y				.275													00087
		PARENT CUST. TOT-AMERICAN BAKERI				.875				.600			.275						00044
1179		.AMERICAN CYANAMID MOBILE AL	3.00		3.00														10051
1184		.AMERICAN DECALCOMANIA CHIC IL	.630		.600														10077
1251		.AMERICAN HYDROTAM E WOODSTK CT				4.80					2.40		2.40						00237
1153		AMERICAN HYDROTHERM KC MO		83.0		2.40		2.40											00227
		PARENT CUST. TOT-AMER HYDROTHERM		83.0		7.20		2.40			2.40		2.40						10053
1152		.REVERE COPPER BRASS SCOTSB AL	16.0		16.0	26.4		6.0					14.4			3.0	3.0		00227

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0480330

TOWOLDMON0058224

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	PERIOD	LAST YEAR SALES	LAST YEAR SALES FOR CURR YTD	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST/PROD
	THERMINOL FR-1															00350A		1C40-2
	.ANDERSONITE INC NEW CASTLE IN				.110		.110											100595
	.WESTERN ELEC SHREVEPORT LA	2.00	8.40	2.00														001447
	.AMERICAN THERAPEUTIC BOUNDBR NJ	.700	2.40	.700	1.00	1.20						.60						100350
	.JACK PLASTICS ROCKWAY NJ		1.80		.600	.600												002631
	.ANSCO CHARLOTTE NC	6.60		6.60														002210
	.ANSTEK/WEST PL HAPAKENEIA OH				.600	.600												001076
	.ANADARKO PROD LIBERAL KS	3.00	3.00	3.00	7.20								3.60	3.60				100355
	.TONY ANGELO CENTRT DETHOLT NJ				1.20							1.20						002648
	.ANSLEY CORP PERKASIE PA		1.20															002424
	.ANSLEY EAST CORP DOYLESTOWN PA				1.20	1.20												001872
	.ANTLEM LONDER PONCA CITY OK				1.20					1.20								092566
	.ARGONNE NAT LABS ARGONNE ILL	1.20		1.20														001612
	.ARIZONA CHEM PANAMA CITY FL	.600		.600														100301
	.ARMCO STEEL MIDDLETOWN OH		3.00		3.00							3.00						100302
	.ARMOUR INDUSTRIAL NC COOK IL	6.00		6.00	4.80			1.20			3.60							100264
	.ARMSTRONG CORK MACON GEORGIA	3.00		3.00	13.2	3.00		3.00					3.60				3.00	025801
	ARMSTRONG CORK LANCASTER PA.				3.00				.600	.600			.600			.600	.600	100304
	PARENT CUST. TOT-ARMSTRONG CORK	3.00		3.00	16.2	3.00		3.00	.60	.60			4.20			.60	4.20	100304
	.ARSYNCO INC CARLSTADT N J		21.0															002111
	.ARTCRAFT INDUST TURLOCK CA				.110		.110											002350
	.ASHTABULA RUB CO ASHTABULA OH		.220															100360
	.ATPOL MFG BUINES NC				1.20	.600								.600				100370
	.ATLANTIC CEMENT CO HAVENA NY	3.60	6.60	3.60	3.00						3.00							002247
	.ATLANTIC RESEARCH ALEXANDER VA	1.00		1.00	.275	.275												001125
	.ATLANTIC RICHFIELD E CHIC IN		9.00		3.00				6.00						2.40			100721
	ATLANTIC RICHFIELD DALLAS TX	20.0		20.0														002220
	ATLANTIC RICHFIELD HOUSTON TX				3.60												3.60	100732
	SINCLAIR REFAD CHANNELVIEW TX	1.00	10.8	1.00														100731
	PARENT CUST. TOT-ATLANTIC RICHFI	21.0	19.8	21.0	3.20				6.00						2.40		3.60	100071
	.AUTOMATIC LIFT CO CHICAGO IL	1.20		1.20														001175
	.BABCOCK & WILCOX ALLIANCE OHIO				.600				.600									001177
	.BADGER NY PROD MILWAUKEE WISC	2.40		2.40														001553
	.BAGCRAFT CORP OF AM CHICAGO IL	1.20		1.20	5.60	.600	.600	.600	.600	.600	.600							100571
	.BASIC CERAMICS INC MAIRLAND PA	.600	.275	.600														002330
	.F BAUMGARTNER ST PETERSBURG FL	.260	.165	.200														001674
	.BECHTOLD ENG FT LAUDERDALE FL	.600	1.20	.600														100067
	.BAYE MFG DES MOINE IA	.600	1.20	.600	.600			.600										001127
	.AGNESEVE ENG SAN CARLOS CA				3.00							3.00						100035
	.BENDIX CORP AEROSPCE S BEND IN				3.60					3.60								100091
	BENDIX CORP KAN CITY MO	40.0	49.8	40.0														1000921

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TOWOLDMON0058225

PRODUCT/CUSTOMER SALES REPORT

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	ESTIMATED FOR CURR YEAR	CURR TYD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	
	THERMINOL FR-1															003	00A-	1040-24
1254	BENDIX CORP SIDNEY NY	4.50	3.00	4.50	6.00	1.20		1.20		1.80					1.80			1000
1253	BENDIX CORP TROY NY	.460	2.40	.460	4.20		3.00									1.20		1003
1252	BENDIX CORP UTICA N Y		3.00															1000
	PARENT CUST. TOT-BENDIX CORP DET	45.0	58.2	45.0	13.8	1.20	3.00	1.20		5.40					1.80	1.20		000455
1242	DEIZ LAB PHILA PA	.500		.500														1600
1133	BOISE CASCADE HAZELWOOD MO				2.15	.11		.11			1.97							002
1266	BORDEN FREMONT CALIF		2.40		10.2		1.20				1.80			7.20				1001
1254	BORDEN MIDDLESEX NJ	1.80	1.20	1.80	.600						.600							1001
1252	BORDEN BAINBRIDGE NY	3.60	10.8	3.60														1001
1274	BORDEN COLUMBUS OHIO		19.0		33.4	20.4	7.2		4.8									1001
1132	BORDEN SEATTLE WA		1.80															002
	PARENT CUST. TOT-BORDEN COLUMBUS	5.40	36.0	5.40	43.2	20.4	8.4		4.8		2.4			7.2				1001
1134	BRADLEY UNIVERSITY PEORIA IL	.600		.600														001
1266	C F BRAUN ALHAMBRA CALIF	20.0		10.0														001
1273	BRISTOL LAB INC E SYRACUSE NY		6.80		1.20		1.20											1001
1266	BROWN BROS PLASTIC NAPA CALIF		.110															002
1274	B S P CORP MASON CITY IL	3.60		3.60														001
1250	B S P CORPORATION BRISBANE CA				.600			.600										002
1134	B & P CORPORATION PALATINE IL	.600	.600	.600														001
	PARENT CUST. TOT-B S P CORPORATI	4.20	.600	4.20	.600			.600										001
1132	BURLINGTON IND GREENSBORO NC				6.60	6.60												1001
1272	BURLINGTON IND CHERAW SC	5.00		5.00	19.2			3.60	1.80	7.20		3.60			3.00			001
1132	BURLINGTON IND ALTAVISTA VA	6.00		6.00	3.60								3.60					1001
	PARENT CUST. TOT-BURLINGTON IND	11.0		11.0	29.4	6.60		3.60	1.80	7.20		3.60	3.60		3.00			1001
1138	CABOT TITANIA INC ASHTABULA OH	30.0	21.2	30.0	26.4							26.0						1000
1254	CAL ROAD INDUST N HOLLYWOOD CA		1.20															002
1133	CANNON MUSKEGON MUSKEGON MI				1.20	1.20												1001
1133	CARBORUNDUM HICKMAN KY	25.0	39.0	25.0	24.0			6.00			6.00		6.00		6.00			1001
1131	CARBORUNDUM R-D DIV SANDORN NY				.22	.22												000
	PARENT CUST. TOT-CARBORUNDUM NIA	25.0	39.0	25.0	24.2	.22		6.00			6.00		6.00		6.00			1001
1274	CARGILL INC PENSACOLA FL	11.20	2.40	1.20														1002
1134	CARGILL INC DES MOINES IOWA		3.00															1001
1134	CARGILL INC CARPENTERSVILLE IL	6.00	17.4	6.00	15.0											15.0		1001
	PARENT CUST. TOT-CARGILL INC NIA	17.20	22.8	7.20	15.0											15.0		1001

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TOWOLDMON0058226

	NAME OF PRODUCT/CUSTOMER	FORMULA	TAX YEAR SALES	CONTRACT FOR CURR YEAR	CURR YTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	[illegible]
	THERMINOL FR-1															0035	0A	1040-245-10
1036	.CASCADE FIBER EUGENE ORE		.275															00163031
1153	.CASWELL INDUSTRI ANN ARBOR MI				.165		.165											00227011
1932	.CELANESE PLAS GREER SC		1.20		1.20						1.20							00245530
1952	.CELLUCRAFT INC NEW HYDE PRK NY	2.70	1.80	2.70	2.40							2.40						00176154
1956	.CERAC TUNING CO HOUMA LA	.700	4.00	.700	1.20							1.20						00226033
1170	.CHAMPION PAPERS HAMILTON OH	2.00	1.80	2.00														10015308
1160	US PLYWOOD ANDERSON CALIF				.110				.110									10004946
1160	US PLYWOOD REDDING CA		.110															00240958
	PARENT CUST. TOT- U S PLYWOOD-CH	2.00	1.91	2.00	.110				.110									00047333
1056	.CHANSLOR WESTERN OIL FELLOWS C	1.00		1.00	8.40	2.40				6.00								00227838
1252	.CHEM FLEUR INC NEWARK N J	.500		.500														00216555
1036	.CHEMICAL PROCESSORS SEATTLE WA		3.00															00235814
1956	.CITIES SERVICE CO HOUSTON TX	10.0		10.0														00221996
1153	.CLAYTON CHEM CO SAUGET ILL	1.20		1.20	.600	.600												10017165
1956	.COASTAL CHEM CO ABBEVILLE LA	70.0	361	70.0	174	68.9	78.0			27.0								03187185
1153	.COCA COLA BOTTLING CO FLINT MI	.500	.600	.500														00224677
1252	.COEN COMPANY CERRITTON NY		2.40															00155726
1252	COEN COMPANY KINGSTON NY	20.0	6.00	20.0														00235008
1252	COEN COMPANY RAVENA N Y		4.80															00180211
	PARENT CUST. TOT-COEN COMPANY RA	20.0	13.2	20.0														00180211
1252	.COLD SPRING CO YARDLEY PA				13.8				13.8									00255556
1252	.COLLINS & AIKMAN ASHAWAY RI				3.00								3.00					00262331
1134	.COLLIN RADIO CEDAR RA IA		.600															03114642
1252	.COLLOID CHEM CEDAR KNOLLS NJ				.020										.020			10017777
1252	.COLONIAL SAND KINGSTON NY				10.8								3.60	7.20				00262355
1056	.COLORADO OIL CO ROCK SPR WY		2.40		3.00						.60		1.20		1.20			03114685
1176	.COLORPAC INC FRANKLYN OH	1.20		1.20	1.80		.60		1.20									10017763
1974	.COMBUSTION ENGINE IN TULSA OK		3.00															00243183
1160	.COMMOD.PASTEURIZING STOCTCK CA	1.00	1.80	1.00	1.20	1.20												00227544
1156	.CONTAINER CORP LOS ANGELES CA		1.80															00213163
1154	CINA CORP OF AM SIOUX CITY IA	.600	.165	.600														10016935
1036	CONT CORP OF AM RENTON WA				.600								.600					10016625
	PARENT CUST. TOT-CONTAINER CORP	.600	1.97	.600	.600								.600					10018617
1974	.CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							00215068
1056	CONTINENTAL CAN LOS ANGELES CA				.600						.600							00252174
1156	CONTINENTAL CAN MT VERNON OH		.600															10018951

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0480333

- IN THOUSANDS OF POUNDS AND DOLLARS -

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
THERMINOL FR-1															003	0A	1040-245
CONTINENTAL CAN VAN WERT OH	5.00	5.40															
CONTINENTAL CAN CO READING PA		4.20		1.20					1.20								0022970 1C01627
PARENT CUST. TOT-CONTINENTAL CAN	6.50	1.80	1.50	3.00					1.20	1.80							0034616
CONTINENTAL OIL NEW ORLEANS LA	10.0		1.00														0022117
CONTINENTAL ROR WKS ERIE PA	30.0																1001331
CONTOUR LAMINATES SEATTLE WA		.600															0011922
COTTER CORP NSL CANON CITY COL	5.00	3.60	5.00														0018135
CROWN FIBER & GLAS DARVILLE GA	.600	.600	.600														1002387
CROWN ZELLERBACH LOS ANGEL CA		1.80		1.80			.600			.600				.600			0023009
CROWN ZELLERBACH DORAVILL GA		1.20		.600			.600										0023773
		1.20		1.20					1.20								0011557
PARENT CUST. TOT-CROWN ZELLERBAC		2.40		1.80			.60		1.20								0006622
CURTIS MFG ST LOUIS MO	2.50		2.50	1.80			.600	.600	.600								1002552
CUEN INC SAN LUIS OBISPO CA				3.00		2.40	.60								1.60		0023414
DANA CORPORATION CHATTANOOGA TN	2.00		2.00	7.00	1.20		1.20				1.60		1.60		1.60		0017010
DO G SALES & DEC CERRITOS CA		.165															0023417
DEE BEAN SANTA FE SPRINGS CALF		.600															0016435
DEERING MILLIKEN ANDERVILLE SC	40.0	1.20	1.00														0016372
DENNISON - SONS LONG ISLAND NY	.500		.500														1002779
DENNISON MFG CHELMSFORD MA				1.20								.600		.600			0022730
DIP SEAL PLASTICS ROCKFORD IL	1.20		1.20														0018020
DOLK RESINS LINDEN NJ	.200		.200	.330					.330								C015971
DULLY MADISON CARES LOS ANG CA		.220															1002263
DUQUESNAY HANOVER PA				.600			.600										1002276
DUQUESNAY UTD NUCLEAR RICHLND		.600															0023609
DUVER CORP ELK GROVE VILLGE IL	1.20		1.20														0018157
DOW CHEM MIDLAND MICH.	1.00	1.20	1.00	1.80					1.80								1002496
DOW CHEM CO CLEVELAND OHIO	4.50	7.60	4.50	1.80			1.20	.60									1C22565
DOW CORNING CORP TROUSDALE CONN	1.00	.600	1.00														0021558
DOW CORNING MIDLAND MICH.	3.00		3.00	2746		1.18	.6			13.2						12.0	1C02290
PARENT CUST. TOT-DOW CHEM MIDLAN	9.50	9.60	9.50	3112		1.18	1.18	.60	1.18	13.2						12.0	1002292
DRAKE-BUSH INC WEST.MAR CT		.165															0611693
E I DUPONT NEWPORT DE				3.60	.60	.60	1.20			1.20							1002355
E I DUPONT WILMINGTON DE				.330			1330										1C22355
E I DU PONT DE NEMOUR CHCO ILL	.600		.600	.600							.600						1002352
E I DUPONT GRAINGER NC				.440					.440								1C02309
E I DU PONT DE DEEP WATER NJ	2.70	12.6	2.70	8.40		.60			3.60				1.20				1002352
E I DU PONT DE CINCLEVILLE OH		1.20		3.00				120	.60							1.20	1002394

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0480334

TOWOLDMON0058228

	TYPE OF PRODUCT/CUSTOMER	PORTION	YEAR SALES	FOREIGN YEAR	CUM. LAB.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	THERMINOL FR-1															40360A		1040-245-1
1252	E I DU PONT DE NEMOU PHILA PA	1.80	1.20	1.80														10023963
1257	E I DU PONT DE NEM TOWANDA PA		1.00		.600		.600											10023971
1237	E I DU PONT DE NE RICHMOND VA	.900	6.60	.900	12.0	1.80			3.00				1.80		2.40		3.00	10024099
	PARENT CUST. TOT-E I DU PONT DE	6.00	23.4	6.00	29.0	2.40	4.80	1.53	4.20	4.64	1.20	.60	1.80	1.20	2.40		4.20	10023564
1256	.DUVAL SIERRITA SAHUARITA AZ	10.0	65.4	10.0	97.8	9.6		33.0	18.0			18.6	18.6					00186945
1257	.EAST COAST TERML WILMINGTON NC		1.80		9.40					5.80	3.60							00234117
1258	.EASTERN DIV LAB HAMDEN CT		1.20															10025001
1131	.DISTILLATION PRO ROCHESTER NY		1.20															10022509
1131	EASTMAN KODAK CO ROCHESTER NY				1.80												1.80	10025125
	PARENT CUST. TOT-EASTMAN KODAK C		1.20		1.80												1.80	10025125
1252	.ECOLOGY INC BROOKLYN NY				15.2			9.00		1.80	.60	.60					1.20	00251356
1252	.EDWARDS ENG POMPTON PLAINS NJ				.600					.600								00250714
1252	.ELAN CHEMICAL NEWARK NJ		.600		.600			.600										00152092
1253	.EMERSON ELEC ST LOUIS MO	.100	.110	.100														10026031
1252	.EAGELHARD INDUSTRIES NEWARK NJ				.110			.110										00117706
1254	.ETHYL CORP BATON ROUGE LA				3.71				1.80	.11	1.80							10026830
1253	.FABRI KAL CORP KALAMAZOO MICH				.165				.165									00164690
1253	.FARM CREST BAKERIES DETROIT MI		.600															00242527
1254	.FEDERAL COLOR CINN OH		1.20															10027470
1253	.FED MOGUL ANN ARBOR MI		.330		.985			.110	.165		.110	.600						10027439
1256	.FEDERAL PAP BD LOS ANGELES CA		.440															00244940
1258	.FIBREBOARD CORP SOUTH GATE CA	5.00		5.00														00166475
1252	.FINE ORGANICS INC LODI NJ	4.00	5.40	4.00	3.00					3.00								10027985
1134	.FIRESTONE NOBLESVILLE IN	10.0	5.40	10.0	15.6		4.80	3.60					3.60			3.60		10020051
1134	FIRESTONE TIRE AKRON OH		1.80															10028116
1134	FIRESTONE LATEX DIV AKRON OH				.110			.110										10020124
	PARENT CUST. TOT-FIRESTONE TIRE	10.0	7.20	10.0	15.7		4.80	3.71					3.60			3.60		10028116
1134	.FLEX-O-GLASS INC CHICAGO IL	1.20	1.80	1.20														10020495
1134	.FLEXAN CORP CHICAGO IL		.220															10020442
1153	.FLINT CHEM COATING FLINT MI		9.00		10.2			1.20		3.00			1.20		4.80			00235512
1134	.FLORIDA CORROGATING WILDWD FL				.600							.600						00260339
1153	.FORD MOTOR DEARBORN MICH	20.0		20.0														00110990
1153	FORD MOTOR CO MT CLEMENS MI	30.0	9.60	30.0	14.4		6.00		2.40	2.40	2.40						1.20	10029058
	PARENT CUST. TOT-FORD MOTOR DEAR	50.0	9.60	50.0	14.4		6.00		2.40	2.40	2.40						1.20	00118990
1134	.JIFFY FRY CORRKSTON MN		9.00															00241598
1153	MCKESSON CHEM CO NEW ORLEAN LA				13.8					6.00	3.00	4.80						10049806

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0480335

(IN THOUSANDS OF POUNDS AND DOLLARS)

TYPE	NAME OF PRODUCT/CUSTOMER	POSITION	LAST YEAR SALES	PROJECTION FOR CURR YEAR	CURR CUMU TOT	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER NUMBER
	THERMINOL FR-1															00350A		1040-245-1
1136	GEN TIRE - RUB AKRON OH	20.0																10033144
1137	GEN TIRE - RUB TOLEDO OH	10.0	72.9	10.0	4.80											2.40	2.40	10033141
1138	GEN TIRE - RUB JEANETTE PA	3.00		3.00	6.00										6.00			10033180
	PARENT CUST. TOT-GENL TIRE - RUB	42.2	91.0	22.2	43.8		6.00	6.00	6.00					6.00	6.00	5.40	8.40	10033144
1133	.P D GEORGE COMPANY ST LOUIS MO		12.0															10033276
1132	.GILMAN BROTHERS GILMAN CT	.500	1.20	.500														00120936
1135	.W C GINTHER GAS PET GILLETTE WY	10.0	1.20	10.0														00232615
1131	.GLOBE ALBANY CO BUFFALO NY		4.60															00234937
1134	.GLOBE INDUSTRIES INC LOWELL IN	1.20	6.60	1.20	5.40		.60				.60	3.00	1.20					00230529
1137	.GLYCOL CHEMICAL CO CLEVELND OH	10.0																00222186
1139	GLYCO CHEM PAINESVILLE OH		7.20		1.80										1.80			00244315
	PARENT CUST. TOT-GLYCO CHEM PAR	10.0	7.20		1.80										1.80			00243057
1136	.GOODYEAR TIRE AKRON OH		.600		7.00		3.60		.60			2.40	.60			.60		10034698
1131	.GOODYEAR TIRE MYLECHOVE W VA	.240	167	240	282			41.2			41.1	40.5	40.0		80.0		39.4	00389095
	PARENT CUST. TOT-GOODYEAR TIRE A	240	168	240	290		3.6	41.2	.6		41.1	42.9	40.6		80.0	.6	39.4	10034698
1137	.W R GRACE OWENSBORO KY	3.00	1.80	3.00														10034701
1252	W R GRACE LINDEN NJ	4.00	13.2	4.00														10348755
1150	MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.00														10048046
	PARENT CUST. TOT-W R GRACE NEW Y	8.00	15.6	8.00														00045489
1131	.GANT - BOTH WILLSBORO OREGON				.165	.055			.110									00159468
1140	.GREAT LAKES CARBON RUSSMORD CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00170822
1144	.GREENRAY PACKAGING WAUSAU WISC	.600		.600														00207616
1142	.GROENDYKE DODLE INC TROY NY		8.40															00245934
1143	.GRUMMAN AEROSPACE BETHPAGE NY	5.00	25.2	5.00	36.0	7.2					14.4			14.4				10035699
1140	.GULF COAST ALUMINUM LK CHAS LA	2.00	35.6	2.00	24.0									12.0		12.0		00215024
1139	.GP HALL CHICAGO IL	2.40		2.40														00122173
1145	.HESS CARPETS HACKENSACK NJ				2.40					2.40								10036655
1142	.HAMILTON MFG RICHMOND VA				.600							.600						10036576
1144	.HAMILTON STD WINDSOR LOCKS CT		.600															10036562
1142	.EL HARLEY CO BROOKLYN NEW YORK	.500		.500														00212423
1153	.HARRIGAN REID DETROIT MI		25.3															00237779
1132	.HARSAW CHEM LOWELL NC	1.00	1.20	1.00														00162308
1136	HARSHAW CHEMICAL C ELYRIA OH		.165															00122610
1134	LAKE CHEMICAL CO CHICAGO IL	.600		.600														10045207
	PARENT CUST. TOT-HARSHAW CHEM CL	1.60	1.37	1.60														10036968
1142	.P H HARTMAN PT ELIZABETH NJ				6.60				4.20				2.40					00251402

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0480337

TOWOLDMON0058231

IN THOUSANDS OF POUNDS AND DOLLARS

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	LAST YEAR FOR CURR YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
	THERMINOL FR-1															003	0A	1040-245-1
1252	.F W HARTMAN PORT WASHINGTON NJ				1.00								1.80					00262404
1256	.HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20							3.00			10337050
1153	.CHEMETRON CORP HOLLAND MI	9.00		9.00	7.20		3.60		3.60									00145428
1133	CHEMETRON CORP ST LOUIS M	.600		.600														03136938
1170	CHEMETRON CORP HUNTINGTON W VA	6.00		6.00	81.8				7.20			4.00	3.00	8.40	2.40		6.00	10036359
	PARENT CUST. TOT-HARVICK AKRON O	15.6		15.6	39.0		3.6		10.8			4.8	3.0	8.4	2.4		6.0	00123218
1133	.HAVEN RESEARCH GOLDEN CO				3.11							1.20	.71	.60	.60			00260353
1131	.HEAT EXCHNG PITTS CARNEGIE PA				.275						.275							00257311
1172	.HENDERSON PORT CANAL CABLES FL	5.00	4.20	5.00														10337617
1154	.HERAGON LABORATORY BRONX NY	2.00	1.80	2.00														00123694
1152	.HIGH VACUUM METALS PASSAIC NJ	1.50	1.40	1.50														10034006
1134	.HIJAG CHEM SKOKIE IL	1.20	.600	1.20														03124133
1160	.HOFFMEISTER CABINE LAS VEGA NV		.165															00124164
1130	.STANLEY H HOLMES CHICAGO IL				.600				.600									00251623
1155	.HOLY CROSS HOSPITAL DETROIT MI	1.00		1.00														00216515
1174	.HONEYWEAD PRODUCTS MANKATO MN		24.0															00273053
1176	.HOOKER CHEM CO SOUTH SHORE KY		.165															00150032
1160	.HOOKER CHEM TAFT LA	.500		.500														10033693
1149	.HOOKER CHEMICAL MONTAGUE MI	3.60	15.0	3.60	9.00												9.00	00150025
1147	.HOOKER CHEM HICKSVELLE NY	1.00	1.20	1.00														10038677
1151	.HOOKER CHEM NIAGARA FALLS NY	100	215	100	78.6			39.6								39.0		10038707
1153	.HOVLITE CORP MARAEN MICH				2.40									2.40				10081343
	PARENT CUST. TOT-HOOKER CHEM NIA	105	232	105	90.0			39.6						2.4		39.0	9.0	10038707
1178	.HUNDAILLE IND LANCASTER OH				6.00		6.00											00749759
1174	.EAST ALCO ALU FREDERICK MD	10.0	27.0	10.0	40.8					10.8	12.0		6.0			12.0		00215763
1136	ENTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
	PARENT CUST. TOT-HOWMET CORP NEW	15.0	27.0	15.0	69.6					25.2	12.0		6.0	14.4		12.0		00046469
1178	.H H HUBER EDISON NJ				1.80							1.20				.60		00124707
1142	.HUT AMERICA INC DIGHTON MA				1.20								1.20					10039063
1182	.IMPERIAL ADHES CINN OHIO	1.00	2.40	1.00	2.40			2.40										10040124
1184	.IMPERIAL FABRICATING PURIFD TN		3.60															00235867
1184	.INCA INKS INC NORTHBROOK ILL	.600		.600														10040175
1180	.INCARFORD REG RICHMOND VA				4.80									4.80				10032035
1150	.INMONT CO ANAHEIM CA	2.00		2.00														10040914
1164	INMONT CORP DETROIT MICH	15.0	30.0	15.0														10040922
1172	INMONT CORP CINCINNATI OHIO	9.00	6.00	9.00	9.40			1.20	1.80							2.40		10040734
1159	INMONT CORP TOLEDO OHIO	3.00		3.00	6.00						6.00							10040876
	PARENT CUST. TOT-INMONT CORP NYC	29.0	36.0	29.0	11.4			1.20	1.80		6.00					2.40		00044982

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0480338

TOWOLDMON0058232

	NAME OF PRODUCT/CUSTOMER	FEDERAL	STATE	LOCAL	CODE	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
	TREASTHOL TR-1															003	00A	10040-245-1
1230	.INTA-ROTO RICHMOND VA				.600							.600						00250734
1234	.INTERFACE IRVINE CA	10.0		10.0	1.80			1.80										10034355
1236	.INTERFACE MANHATO KANSAS	1.00		1.00														03133477
1242	.INTER POLYMER CORP FARMINGD NJ				2.40			1.80	.60									00255211
1240	.INTER ROYAL NEW BEDFORD MASS				6.60					6.60								00237727
1252	.INTL FLAVORS UNION BEACH NJ	1.80	3.00	1.00	10.8			3.60			3.60	3.60						10041244
1134	.INTL HARVESTER WAUKESHA WI	1.20		1.20	.600					.600								00196697
1257	.INTL NICKEL BRIGHTSVILLE OH NC				.110							.110						00232513
1274	.INTL PAPER CAMDEN AR	1.50	1.20	1.50	2.40		1.20			1.20								00123946
1275	INTL PAPER SPRINGHILL LA				.600					.600								10041643
1252	INTL PAPER WATERVILLE NY				.275		.275											10041533
1134	INTL PAPER POND DU LACK WI	.600		.600														00215331
	*AGENT CUST. TOT-INTL PAPER CO M	2.10	1.20	2.10	3.28		1.48			1.80								00044504
1134	.INTERPLASTIC MINNEAPOLIS MN	2.40		2.40	1.80			1.80										00998497
1134	.J H ISABELLA MADISON WI	.600		.600														00350333
1134	.JIT CONTL BAKING MILWAUKEE WI				.600					.600								00177445
1133	.JASPEN RUB JASPEN IND	40.0		40.0														10042355
1202	.JEANCO LAMINATES ANITYVILLE NY		.165															00234152
1252	.JEANGE JENKINS CUM BRIDGEWA MA	3.60	2.40	3.60	.600	.600												00126114
1134	.JENOS INC DULUTH MN	1.20		1.20														00126322
1252	.JENSEN INC SHELBYVILLE IN				.495					.220						.275		03236731
1200	.JERSEY MAID PK LOS ANGELES CA		6.00		.600							.600						00171731
1252	.JERSEY NUCLEAR CO RICHLAND WA		1.20		1.20								1.20					00217025
1202	.JIFFY MFG GRANITE FLS N C	1.00	1.80	1.00	2.40	1.20							1.20					10042739
1252	JIFFY MFG HIGH PT NC	1.00	0.60	1.00	3.60			1.80		1.80								10042734
1252	JIFFY MFG HILLSIDE N J	2.00	1.20	2.00	5.40				1.80	1.20	1.20				1.20			10042720
1252	JIFFY MFG MARWICK PK				4.20	3.00							1.20					00126556
1200	JIFFY PACKAGING LA MIRADA CA	8.00	7.80	8.00	8.40	1.20	1.20		1.20	1.20		1.20	1.20	1.20	1.20		1.20	00170511
	*AGENT CUST. TOT-JIFFY MANUF DRI	12.0	17.4	12.0	24.0	5.40	1.20	1.80	3.00	4.20	1.20	1.20	3.60	1.20	2.40		1.20	00048031
1134	.JOHNSON-JOHNSN NW BRUNSWICK NJ	2.00	15.6	2.00	4.80				2.40	2.40								10342711
1134	.LES JOHNSON CABOT IRON MI MI				.110					.055	.056							00256711
1274	.WESTECT PRECIP LOS ANGELES CA				1.20	1.20												10044093
1134	.K C S MANUFACTURIN FREEPORT IL				.110	.110												03126675
1170	.K & H PRODUCTS BLOOMINGTON IN		3.60															00234261
1200	.KAISER ALUM PERMAN PERMANEN CA		2.40															00126085
1200	KAISER ALUM C CH PLEASANTON CA		.275															00213546
1200	KAISER FOUNDATION LOS ANGLS CA	50.0																00220735
1134	KAISER INDUST PAR OAKLAND CAL	25.0		25.0														00045610

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0480339

TOWOLDMON0058233

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES/QUAT FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTID / MAT GRP
	PARENT CUST. TOT-KAISER INDUST P	75.0	2.68	25.0														00045516
	THERMINOL FR-1															003	DA	1040-245-1
	.KASEY CHEMICAL CO GLENDALE CA		1.59															00227771
	.THE M W KELLOGG CO OMAHA NB	.600		.600														00120402
	.KENDALL CO ATHENS GA		3.60		6.58	1.20	.60	1.20	3.58									00244821
	KENDALL CO FRANKLIN NY	1.00	23.6	1.00														10043805
	PARENT CUST. TOT-KENDALL CORP BO	1.00	27.2	1.00	6.58	1.20	.60	1.20	3.58									00046434
	.KENT PLASTICS EVANSVILLE IN	1.20	.110	1.20	.600			.600										10043945
	.KENTILE FLOORS BROOKLYN NY	6.00	7.20	6.00	1.20									1.20				10044225
	.KESTER SOLDER CO CHICAGO IL	.165	.110	.165														00185018
	.KING INDUSTRIES LAFAYETTE LA		.600															00235033
	.KINGS ELEC SERV HAMMOND LA		.110															00238031
	.KIWI SHOE POLISH PATTSTOWN PA				2.35					2.08			.28					00255335
	.KNOLLS ATOMIC SCHENECTADY NY		4.20															00041733
	.KOPPERS CO BRIDGEVILLE PA	5.00		5.00														10044825
	KOPPERS CO BRISTOL TN	.800	1.20	.800														00225906
	KOPPERS CO BRISTOL VA		1.20															00231043
	PARENT CUST. TOT-KOPPERS CO PITT	5.80	2.40	5.80														00044571
	.LAKEHAY CHEM MUSKEGON MI				1.80	1.80												10045231
	.LANGE CO BROOMFIELD COLORADO		3.60															00185591
	.LATROBE STEEL CO LATROBE PA	5.00	12.0	5.00	3.00				3.00									10045525
	.LEE METAL PROD PHILIPSBURG PA		.110															00187151
	.LESLI MANUFACTURIN LEBANON TN	.600		.600														00127531
	.LIBERTY MACH PATERSON NJ				1.20				.600							.600		10045254
	.ELI LILLY LAFAYETTE IN				.600	.600												10046327
	.LIQUID DYNAMICS SOUTHAMPTON PA		.110		.165						.165							00242357
	.HEWITT ROBINS BUFFALO NY	2.00	9.00	2.00														10037833
	HEWITT ROBINS NIAGARA FALLS NY		6.00															00235714
	LITTON SYSTEMS W HARTFORD CT				.600									.600				00265237
	PARENT CUST. TOT-LITTON IND BEVE	2.00	15.0	2.00	.600									.600				00044520
	.LOCKHEED-GEORGIA MARIETTA GA	10.5	27.0	10.5	27.6	2.40	3.00		6.00	2.40		3.00	3.00	7.80				10046750
	.LUBRIZOL SALES PAINESVILLE OH				19.8				12.6		7.2							10047277
	LUBRIZOL DEER PARK TX	65.0	34.3	25.0														10047293
	PARENT CUST. TOT-LUBRIZOL CORP C	65.0	34.3	25.0	19.8				12.6		7.2							00044628
	.M R PLASTICS MARYLAND HTS MO	1.20		1.20														10047706

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TOWOLDMON0058234

PRODUCT/CUSTOMER SALES REPORT

	NAME OF PRODUCT/CUSTOMER	POSITION	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT	OCT	NOV	DEC	
	CONTINUE FR-1															003	0A	1343-24
	.MICHELIN CO LOS ANGELES CA		.600		1.80			.600						.600			.600	10064
	.MILLCREEK RECLG WATERBURY N J	4.00	3.33	4.00	.600	.600												03161
	.MILLER MILLS LAWRENCE MA				1.20										1.20			10346
	.MOBILMOBIL OIL CORP DETROIT MI	2.00		2.00														03150
	.SOUTHERN DYESTUFF SUDYCCO NC	2.00	1.80	2.00														10374
	.MYSTER LIGHTNG MACH AKRON PA	1.00	.880	1.00	.165						.165							10493
	.NCO MFG CHEMISTS NORWOOD OH				1.97	.165				.600	.600		.600					10345
	.MCDONNELL DOUGLAS ST L MO				.165	.165												10347
	.NEAD PKG DIV NEAD ATLANTA GA				1.20					1.20								10351
	.NEAD CONTAINERS HATFIELD IA	1.20	1.20	1.20														03125
	NEAD CONTAINERS WASH COU OH	1.00		1.00														03125
	.NEAD CORPORATION MEMPHIS TENN				1.80	1.80												03244
	.MURRAY RUBBER CO HOUSTON TX				1.80				.600	.600					.600			10355
	PARENT CUST. TOT-NEAD CORP DAYT	2.20	1.20	2.20	4.80	1.80			.60	1.80					.60			00044
	.NCNASHA CORP TACOMA WA		2.40															00105
	.NCOCK & CO DANVILLE PA		3.60															10351
	.NIDLAND IND FIN WAUKEGAN IL	1.20		1.20														10352
	.NIDWEST WAX PAP FT MADISON IA	1.20	.710	1.20														00227
	.MILLMASTER BIRKELEY HGTS NJ				5.40								4.20		1.20			10352
	ONYX CHEM JERSEY CITY				1.20				1.20									10359
	PARENT CUST. TOT-MILLMASTER CHEM				6.60				1.20				4.20		1.20			00044
	.MELROSS CONTROL SOUTHAMPTON PA	1.00		1.00														03214
	.MGN MIN-MFG HUTCHINSON MN	1.20		1.20														00222
	.MONSANTO EPC DIV ST PETERS MO	6.50		6.50														03153
	.MONTGOMERY BROS LOS ANGELES CA		.220															03140
	.STD I CHEM CHICAGO IL	2.40		2.40	.600											.600		10375
	.BENJ MOORE LOS ANGELES CA	2.00	1.20	2.00	2.40		.600	.600				.600	.600					10055
	BENJ MOORE DENVER COLO		1.20															10055
	BENJ MOORE MELROSE PARK IL	3.60	10.2	3.60														10055
	BENJ MOORE NEWARK NJ		3.00		19.2	3.00		3.00	9.00		4.20							10055
	PARENT CUST. TOT-BENJAMIN MOORE	5.60	15.6	5.60	21.6	3.00	.60	3.60	9.00		4.20	.60	.60					00047
	.NALCO CHEMICAL CO CHICAGO IL	1.20	6.00	1.20														00131
	.C E NATCO CO TULSA OK				.600						.600							00254
	.NATL BY PRODUCTS MASON CITY IL		.600															00038
	.NATIONAL CAN CORP DANBURY CT	4.00	5.40	4.00	9.00		7.20			1.80								00151
	.S TRD CHEM DIV CINCINNATI OH	1.00		1.00														00141
	.NATIONAL FINNIT SPRINGFIELD TN	4.00																00210
	.NATL FLOOR FLORENCE AL	6.30	1.80															10056

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TOWOLDMON0058235

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FOR CURR YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	THERMINOL FR-1															00350A		1040-245-1
1134	.NATIONAL HOMES CO LAFAYETTE IN	.330	.275	.330	.165	.155												00223525
1252	.N L INDUSTRIES SAYREVILLE NJ				9.60		9.60											10056735
1134	.NATL STARCH - CHEM CHICAGO IL	2.40	3.00	2.40	2.40		1.20				1.20							10033918
1252	NATL STARCH PLAINFIELD NJ	1.00	1.20	1.00	1.20			1.20										10056559
1252	NATL STARCH - CHEM NYC NY		1.20															00044814
	PARENT CUST. TOT-NATL STARCH - C	3.40	5.40	3.40	3.60		1.20	1.20			1.20							00044814
1134	.NATIONAL TEA CO CHICAGO IL	21.0		21.0	3.60	3.60												10057000
1134	.NATIONAL WAX SKOKIE ILLINOIS	.600		.600														00195592
1133	.NEPACCO VERONA MO	2.20	6.60	2.20	1.20							1.20						03183[illegible]
1133	.CITY NEW MADRID NEW MADRID MO		81.0															00225870
1273	.NIAGARA MOHAWK OSWEGO NY				1.80							1.80						00131578
1133	.NORANDA MINES NEW MADRID MO	9.00		9.00														00220949
1133	.NORANDA ALUM NEW MADRID MO		6.00															00236934
1176	.NORTH AMERICAN ROCKWL COLUM OH	.300		.300														10058942
1252	.NORTON CO TROY NY		.600		4.80	2.40								2.40				00154725
1252	.OIL BASE INC HOUSTON TEXAS	.800	6.00	.800														00221228
1133	.OLINKRAFT OWOSSO MI		.110		.165			.165										00132314
1252	OLIN MATHIESON NEW HAVE CT				.110			.110										00132268
1252	OLIN RESEARCH NEW HAVEN CT				.110											.110		10059291
	PARENT CUST. TOT-OLIN CORP NYC N		.110		.385			.275								.110		00044865
1136	.OREGON METTALLURGIC ALBANY OR	5.00	20.4	5.00	2.40		2.4	12.6							12.6			00192899
1136	.ORMET CORP OMAL OH	9.00	10.0	9.00	6.00				6.00									10059535
1932	.OUTSIDE CARPETS INC ROME GA				2.40					1.00		.60						10059720
1133	.OWENS CORNING K C KANSAS		.600		2.40						1.20		.60		.60			10059352
1136	OWENS CORNING GRANVILLE OHIO		4.37															00088659
1932	OWENS CORNING ANDERSN SC	10.0	18.0	10.0	3.00					3.00								10059360
	PARENT CUST. TOT-OWENS CORNING T	10.0	23.0	10.0	5.40					3.00	1.20		.60		.60			00044801
1136	.OWENS ILLINOIS LOS ANGELES CA				1.20					.600		.600						10059879
1133	OWENS ILLINOIS INC ALTON ILL				.600	.600												00151610
1932	OWENS ILLINOIS DURHAM NC				.600	.600												00249033
1252	OWENS ILLINOIS BRIDGETON NJ				.275	.165						.110						00212202
1131	OWENS ILLINOIS BROCKPORT NY				.600		.600											00244554
1133	OWENS ILL TOLEDO OH				.110			.110										10059933
	PARENT CUST. TOT-OWENS ILL TOLED				3.39	1.37	.60	.11		.60		.71						10059933
1252	.PALL CORP GLEN COVE NY				.165			.165										10060370
1252	.PANELFORM CORP MINEOLA NY		.275															10060702

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TOWOLDMON0058236

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CUM FOR CUM YTD	SALES CUM YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUST PO / MAT CODE
	THERMINOL FR-1															00350A		1040-245
1134	.PAPER CONVERTING CHICAGO ILL	.600		.600														0017859
1130	.PARAGON WAYNE FT WAYNE IND				.220						.220							0025727
1153	.PARKE DAVIS - CO HOLLAND MI	2.40		2.40														1006083
1153	.PARKER COMPANY DETROIT MI		.165															1006031
1274	.PARKSON CORP FT LAUDERDALE FLA				1.80		1.80											0020[illegible]
1133	.PATCO PRODUCTS GRANDVIEW MO	.500		.500														0016935
1252	.MRS PAULS KITCHENS DOYLESTO PA		9.00															0013333
1252	MRS PAULS KITCHENS CHRISFLD MO		1.20															0017023
1252	MRS PAULS KITCHENS BRADDOCK PA		3.00															0017013
1252	MRS PAULS KITCHENS PHILA PA		1.20															0021235
	PARENT CUST. TOT-MRS PAULS KITCH		14.4															0021285
1252	.PEABODY & LANE INC BOSTON MA				6.00		6.00											0024959
1932	.PEE DEE FABRICS CO CHERAW SC	2.30	13.2	2.30														0022559
1134	.PELRON CORP LYONS ILL	3.60		3.60														0015495
1134	.SELASTOMER INC BENSENVILLE IL	1.20		1.20	1.20						1.20							1037108
1153	SELASTOMER INC FARMINGTON MI				.110		.110											1008365
	PARENT CUST. TOT-PENN REFINERY G	1.20		1.20	1.31		.11				1.20							0009027
1252	.PENNWALT CORP PHILADELPHIA PA		2.40															1005151
1131	.PERMAPORA CO NEW KENSINGTON PA		.055		.110						.110							0021[illegible]
1131	.PERRY PLASTICS ERIE PA		.600															0004932
1131	.THE PEAUDLER CO ROCHESTER NY				.165			.165										0008797
1252	.PEISTER CHEM RIDGEFIELD NJ	5.00	2.40	5.00														1006221
1252	.PFIZER INC GROTON CT	1.50	1.20	1.50	2.40	2.40												1006223
1252	.PHILMONT MFG CO ENGLEWOOD NJ				.110		.110											0024926
1252	.PHOTOCIRCUITS GLEN COVE NY		.600															1006279
1932	.PILLSBURY FARMS GAINESVILLE GA	.275		.275														0018552
1133	PILLSBURY TERRE HAUTE IN	2.00		2.00	13.8	10.8				3.0								1006301
	PARENT CUST. TOT-PILLSBURY CO MP	2.28		2.28	13.8	10.8				3.0								1006296
1150	.PIMA MINING CO TUCSON AZ	2.00	3.60	2.00	6.00		6.00											1006303
1932	.PIONEER PLASTIC ATLANTA GA	.500	.440	.500														0013392
1252	PIONEER PLASTIC AUBURN ME				13.2	7.20					6.00							1006309
	PARENT CUST. TOT-PIONEER PLASTIC	.500	.440	.500	13.2	7.20					6.00							0004530
1134	.PIPELINE SER FRANKLIN PARK ILL	3.00		3.00	1.20			1.20										002073[illegible]
1252	.PITT-CONSOL CHEM NEWARK NJ		1.20		13.2	1.20	7.20	1.80	1.20			1.80						0013393
1156	.PLASTIC - RUBBER ONTARIO CA	20.0	26.4	20.0	18.6	2.40	2.40	1.20	1.20	1.20	1.80	1.90	3.00	1.80		1.80		0013513
1153	.PLASTIC TOPS LIVONIA MI				.110								.110					1006367

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES SAME PERIOD FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		THANOL FR-1															00350A		1040-245
1178		.POINT OF PURCHASE KETTERING OH				.600				.600									0019621
1052		.POLYCHEMICAL INTL BRONX N Y				.710					.710								0315514
1252		.POLYMER COMP READING PA	1.00	.600	1.00	1.20			.600			.600							1036354
1022		.PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00														0218500
1050		PPG TORRANCE CALIF				4.20	1.20								3.00				1035351
1174		PPG CINCLEVEL OH	30.0		30.0	27.6				12.0			6.0	3.6	6.0				1006319
1031		PITTS PLATE GL PIT CREIGHTO PA	2.00	2.40	2.00														0013655
1031		PPG INDUST HARMARVILLE PA				1.20					1.20							2.40	0015512
1460		P P G IND INC CORPUS CHRISTITX	10.0	2.40	3.00	.600				.600									0036491
1960		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0														0015673
		PARENT CUST. YOY-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	1006334
1252		.PRATT & WHITNEY E HARTFORD CT				2.40							1.20	1.20					0026158
1034		.PREMIX INC NO KINGSVIL OH		10.2		5.40		1.80			1.80					1.80			0213424
1030		.PRESERVATIVE PT SEATTLE WA	2.00	3.60	2.00														1036453
1252		.PRINCETON CH PRINCETON NJ				3.60								3.60					1036052
1252		PRINCETON CH ROCKY HILL NJ	1.00		1.00														1035463
		PARENT CUST. YOY-PRINCETON CH PR	1.00		1.00	3.60								3.60					1006462
1252		.PROCESSEQUIPENGBURLINGTON NJ				1.20	1.20												0026773
1536		.PROCESS SUPPLY CO ORANGE CA		.054															0027251
1078		.PROCTER AND GAMBLE CINN OH		.110		.165	.165												1036476
1078		PROCTER AND GAMBLE ROSS OH				.600						.600							1006477
		PARENT CUST. YOY-PROCTER AND GAM		.110		.765	.165					.600							1006476
1052		.PROCTOR CHEM SALESBURY NC	2.10		2.10														1006730
1034		.PROCTOR PRODUCTS ST LOUIS MO				1.80			1.80										0017057
1060		.PRYOR CABINET SHOP DROVER C CA				.110										.110			0026097
1035		.QUAKER CHEM CO ST LOUIS IL	21.0		21.0	.600										.600			1006544
1114		.QUAKER OATS CHGO IL		1.20															1035035
		PARENT CUST. YOY-QUAKER OATS CO	21.0	1.20	21.0	.600										.600			0014577
1034		.QUAKER OATS MEMPHIS TN	2.40	4.80	2.40														0156652
1054		.QUAKER STATE OIL EMLENTON PA				.220				.220									0025815
1030		.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00	3.60						3.60							1036644
1110		.RCA CONSUMER ELECTRO INDIAN IN		.110															1036531
1500		.RED POINT CORP DUNCAN OKLA		.165		.110		.110											0020225
1210		.REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	13.2	8.40	2.40	2.40		2.40			2.40					0015527
1034		.REICHHOLD CH TUSCALOOSA AL	2.10		2.10	4.80		1.20		3.60									0013952
1134		REICHHOLD CHEMICAL MORRIS ILL	2.40	22.2	2.40														0222695

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TOWOLDMON0058238

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-IN THOUSANDS OF POUNDS AND DOLLARS-

C.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	SALE YEAR SALES	SALES CUSTOMER FOR CURR YEAR	SALES CUSTOMER YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	THERMINOL FR-1															00350A		1049-245
1238	REICHHOLD CHEM INC FORDS NJ				.600		.600											0024[illegible]
1238	REICHHOLD CHEM TACOMA WA		1.80		3.00					3.00								1004717
	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					0004571
1232	REPUBLIC MILL ROME GA	.600	.600	.600														002322
1231	REPUBLIC STEEL MILES OHIO		8.40															002151
1252	REYNOLDS METALS MESSENA NY				12.0			12.0										100677
1232	REYNOLDS METALS PITTSBURGH PA				.600				.600									002535
1237	REYNOLDS METALS GROTTOE VA	2.00	9.60	2.00	2.40					2.40								100575
	PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								100577
1239	RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60						1.20	3.60		1.20	001522
1233	RIEGEL PAPER CORP HAZELWOOD MO				.600				.600									002333
1239	RIETZ MFG SANTA ROSA CA		.600		.600											.600		002377
1252	ROBERS CORP E WOODSTOCK CONN				1.20										1.20			002377
1273	ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	5.40			3.00									2.40	001517
1252	ROHM - HAAS CO BRISTOL PA				30.0			28.8		1.2								100583
	PARENT CUST. TOT-ROHM - HAAS CO.	1.00	21.0	1.00	35.4			31.8		1.2							2.4	100633
1260	ROHR CORP RIVERSIDE CA	5.00		5.00														100639
1252	RONSON METALS CO NEWARK NJ				.220				.220									100[illegible]
1276	ROUSSEL BRADENTON FL		.165															002322
1234	ROTARY SEAL CORP CHICAGO IL				.110				.110									002534
1260	MITCHELL DIV ROYAL IND. LA CA		.275															100535
1260	ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						100696
	PARENT CUST. TOT-ROYAL INDUST. SA		1.50		.820				.220			.600						100696
1237	RUBATEX CORP BEDFORD VA				1.20				2.40		1.20							100496
1252	SANDOZ PHARM HANOVER NJ				.275		.275											100737
1275	SAV A STOP JACKSONVILLE FL		.600															002316
1252	SAV A STOP SALEM VA	1.00	.600	1.00														002317
	PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														002316
1252	SCHENECTADY CH ROTTERDAM NY		.110		7.80						4.80	3.00						100711
1270	GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00	3.00											3.00		001552
1230	GLIDDEN CO READING PA		1.80															100338
	PARENT CUST. TOT-S C M CORP CORT	3.00	1.80	3.00	3.00											3.00		000454
1238	SCOTT WISE POLYMERS CROWLEY LA	1.20	7.80	1.20														100715

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TOWOLDMON0058239

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	CURRENT FORECAST YEAR	YEAR TO DATE CUMULATIVE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / PART NUMBER
TALLAMINOL FR-1															00350A		LG45-245-1
.SEA PASS CORP ST LOUIS MO		1.20															10071763
.DESOTO INC CHICAGO IL	1.20		1.20														10321355
DE SOTO INC CHICAGO HEIGHTS IL	6.00	6.00	6.00	2.40		2.40											10321078
DE SOTO INC GARLAND TX	.600	.600	.600														10321901
PARENT CUST. TOT-SEARS ROEBUCK C	7.80	6.60	7.80	2.40		2.40											00045276
.ALLIED PROCESSING CHICAGO ILL	.165		.165														00176401
SHELL CHEM DEER PK TX	1.20	.600	1.20														10072301
SHELL OIL GOLETA CAL	3.00		3.00	3.00									3.00				10072522
SHELL OIL CO MORGAN CITY LA	10.0	24.6	10.0														00186635
PARENT CUST. TOT-SHELL OIL NYC N	19.4	25.2	19.4	3.00									3.00				00065286
.C E SHEPHERD HOUSTON TX		.220		.530					.275		.275						00216741
.SHERWIN WILLIAMS CLEVELAND CA				7.20									7.20				10072633
SHERWIN WILLIAMS CHGO IL	3.60		3.60														10072554
SHERWIN WILLIAMS CINCINNATI OH	2.00	3.60	2.00														00050324
PARENT CUST. TOT-SHERWIN WILLIAM	5.60	3.60	5.60	7.20									7.20				10072794
.SIERRA ENGIN SIERRA MADRE CA		.600															10277921
.AEROSEARCH MFG CO TORRANCE CAL	6.00		6.00	.110					.110								10015151
.J O SMITH INDIANA LITTLEROK AR	2.00	.600	2.00	1.20							.600			.600			00132266
.SHERRY F SMITH CO MEMPHIS TN	.100	.110	.100														00225715
.SOU VALLEY CO COLUMBIA SC	3.00	2.40	3.00														10073537
.SOU TEX CHEM MT HOLLY N C	1.20		1.20	.600						.600							00073866
.SOUTHERN ADHES RICHMOND VA				6.60		6.60											10073979
.SOUTHERN NATURAL GAS ARLETA LA				9.00												9.00	00272051
SOUTHERN NATL GAS MORGAN CY LA				14.4								6.00	9.00	.60			00062761
SOUTHERN NATURAL GAS HOUSTN TX	60.0		60.0														00222034
PARENT CUST. TOT-SOUTHERN NATH G	60.0		60.0	23.4								6.00	9.00	.60		9.00	00181129
.SOUTHERN BAKERY CO ATLANTA GA	.600		.600														00104660
.SOUTHERN ALUM HARRISVILLE KY	20.0	94.8	20.0	129	9.0	12.0	7.2		14.4	28.8		28.8	28.8				00215552
.SOUTHWEST FOREST SANTA FE CA	1.00	.875	1.00														00135614
.SPECIALTY PAPER DAYTON OH	4.80	4.80	4.80	16.2			1.20	6.00			9.00						00074514
.SPECTRACON INC SANTA ANA CALIF		.165															00135573
.ST VINCENTES HOSPITAL LOS AN C	70.0																00222143
.STD CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														00175574
STD CHEMICAL PRD HOBOKEN NJ				1.18					.56			1.20	.60				00222100
PARENT CUST. TOT-STD CHEMICAL PR	.500	.600	.500	1.18					.56			1.20	.60				00222100
.STANDARD FELT ALHAMBRA CA		.165		.600				.600									00241903

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TOWOLDMON0058240

01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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.	CUSTOMER NUMBER
THERMINOL FR-1															00350A		1040-245-
.CHEVRON OIL CO LLEVILLE LA	12.0	6.00	12.0														00217044
CHEVRON OIL MORGAN CITY LA				4.20									4.2				00265705
.CHEVRON OIL CO NEW ORLEANS LA	20.0		20.0														00150127
STAND OIL CALIF STANSON REV AK				49.2						12.0			19.2		4.8	13.2	00252021
STD OIL OF CAL CAMPTERIA CA				3.00									3.00				10075122
STD OIL OF CAL GAVIOTA CALIF	2.00		2.00	5.40			2.40						3.00				10073430
STD OIL LA HABRA CA				5.40							2.40			1.20	1.80		00134940
STANDARD OIL TAFT CALIF				.110		.110											00197858
PARENT CUST. TOT-STAND OIL CALIF	34.0	6.00	34.0	67.3		.1	2.4			12.0	2.4		29.4	1.2	6.6	13.2	00346906
.AMOCO CHEM DECATUR ALA				16.8			9.00		7.80								10005221
.ESSO RESEARCH - EN BAYTOWN TX	20.0		20.0														10026305
.STANDARD PACKAGIN CRANBURY NJ				6.00				1.20		2.40		1.20		1.20			10075173
.STANDARD SUPPLY MAYSVILLE KY	.500	.220	.500														00156025
.STANLEY WORKS NEW BRITAIN CT				6.00	1.20			1.20	1.20				1.20		1.20		10075394
.STAUFFER CHEM RICHMOND CALIF		.600															10075521
.STAUFFER CHEM LOUISVILLE KY		1.81															10075564
.STAUFFER CHEMICAL EDISON NJ				6.00							6.00						00210706
.STAUFFER CHEMICAL PASSAIC N J		.600															10075513
.STAUFFER CALLIPOLIS FERRY WV				1.80								1.80					10075637
PARENT CUST. TOT-STAUFFER CHEM N		.600		7.80							6.00	1.80					00046608
.STEDFAST RUBBER EASTON MA				1.80			1.80										10075718
.STONE CONTAINERCORP CHIC ILL	2.40		2.40														10076210
.STRESSKIN PRO CO SANTA ANA CA		4.80		1.20			.600						.600				00230710
.SUN CHEMICAL CO CHESTER SC	1.00	3.60	1.00	37.2	6.60	3.00		3.00	5.40	2.40		4.80	2.40	4.80		4.80	00133071
.SUN OIL CO MORGAN CITY		1.20															00210725
SUN OIL CO FRANKLIN LA	3.00		3.00														00139467
SUN OIL CO BISHOP TX	.600	3.00	.600														00227315
SUN OIL COMPANY PREMONT TEXAS	1.20		1.20														00179078
PARENT CUST. TOT-SUN OIL COMP PH	4.00	4.20	4.80														00346663
.SYLVAN CHEM CO INMAN SC				.600	.600												00135718
.SYSTEMS PRINTERS SANTA FE CA				.220									.220				00139742
.TELEDYNE READCO YORK PA				.600										.600			00269263
.TENNECO INC INTRACOASTAL CI LA				1.80				1.80									00132659
TENNECO OIL MORGAN CITY LA	50.0		20.0	12.0											12.0		00271667
TENNECO COLORS DIV READING PA	1.00	1.20	1.00														00274589
TENNECO CHEMICALS LODECO SC				3.00	3.00												10074512
PARENT CUST. TOT-TENNECO INC HOU	51.0	1.20	21.0	16.8	3.0			1.8							12.0		00155365
																	10074556

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IN THOUSANDS OF POUNDS AND DOLLARS

C	N	NAME OF PRODUCT/CUSTOMER	PERIOD	LAST YEAR SALES	SALES FORECAST	SALES CUM YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
		THERMINOL FR-1															003904		1040-245-
1496		.JEFFERSON CHEM CO INC AUSTINTX	1.20	3.00	1.20	.600			.600										00151416
1496		TEXACO INC MORGAN CITY LA	20.0	48.6	10.0														00231134
		PARENT CUST. TOT-TEXACO NEW YORK	21.2	51.6	11.2	.600			.600										00346647
1274		.TEXAS-REFINING FORT WORTH TX		1.20															00140642
1332		.THAYER COGGINS INC HI POINT NC	7.20		7.20														00180341
1274		.THIOKOL/JET INC JACKSON MISS				1.20							.600	.600					00261793
1478		.THERMOLATOR INC INDIANAPOLISIN	1.00	.666	1.00	.330			.330										00146643
1335		.THERMO-D-DISC MANSFIELD OH		.055		.110		.110											00228037
1332		.THIELE KAOLIN SANDERSVILLE GA	8.30		0.30	11.4			11.4										10079765
1333		.TOPCO LAMINATES FORT SCOTT KS	.165		4.165														00217339
1332		TOPCO LAMINATES ST JOHNS MO		.165															03222836
		PARENT CUST. TOT-TOPCO LAMINATES	.165	.165	.165														03222836
1952		.TRADE WINDS NO 2 BROWNSVILLE TX		1.20		.600						.600							00226501
1333		.TRANSPLASTICS CORNEAUT OH		.600		2.40						.600			.600	.600	.600		00217113
1334		.TRANSTEL COMPOUND LK GENEVA WI	2.40		2.40	.600											.600		10031044
1252		.GOALS UNASGND FOR BK THRU 1252	361		361														00165365
1331		.GOALS UNASGND FOR BK THRU 1331	308		308														00165391
1134		.GOALS UNASGND FOR BK THRU 1134	52.0		52.0														00165311
1153		.GOALS UNASGND FOR BK THRU 1153	353		350														00165344
1932		.GOALS UNASGND FOR BK THRU 1932	223		223														00165354
1574		.GOALS UNASGND FOR BK THRU 1574	76.0		76.0														00165477
1866		.GOALS UNASGND FOR BK THRU 1866	278		278														00166170
1350		.LEVLA BROTHERS CO LOS ANGE CA	10.0	21.8	10.0														00127550
1252		LEVER BROTHERS BALTIMORE MD		1.20		3.00						3.00							10046092
		PARENT CUST. TOT-UNILEVER BAKCOP	10.0	23.0	10.0	3.00						3.00							00026298
1475		.UNION CAMP CORP DECATUR ALA	2.00		2.00														00214019
1476		UNION CAMP CORP LAKELAND FLA	1.90		1.90	1.80	.60		1.20										10331364
1335		UNION CAMP CORP DOVER OH	2.00		2.00														00276133
1475		UNION CAMP CORP HARTSTOWN TN	.600		.600														00177336
		PARENT CUST. TOT-UNIONCAMP CORP	6.10		6.10	1.80	.60		1.20										00047093
1332		.UNION CAR UC PLAS PERRYSBURG OH	1.00		1.00														10081376
1332		UNION CAR - NUC OAKRIDGE TENN	15.5		15.5														10081971
1331		UNION CARBIDE SISTERSV KY				1.20										1.20			00141652
1331		UNION CARBIDE S CHARLESTON W V				73.1		73.1											10081777

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TOWOLDMON0058242

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRIVATE LABEL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAILING CODE
	PARENT CUST. TOT-UNION CARBIDE C	16.5		16.5	74.3		73.1								1.2			00045705
	THERMINOL FR-1															00350A		10405245[illegible]
1932	UNION AMSCO LAMIRADA CA				6.00	6.00												00242322
1932	UNION AMSCO TUCKER GA	4.20	7.20	4.20														10004551
1936	UNION OIL RICHMOND CALIF		12.0															10002145
	PARENT CUST. TOT-UNION OIL CO LO	4.20	19.2	4.20	6.00	6.00												00047155
1252	UNIROYAL CHEM NAUGATUCK CT	2.00	6.00	2.00	7.00	3.60					3.60					.60		10082417
1252	UNIROYAL FIBER NAUGATUCK CT		1.00															10082781
	PARENT CUST. TOT-UNIROYAL NEW YO	2.00	7.80	2.00	7.80	3.60					3.60					60		00047535
1252	PRATT & WHITNEY SO WINDSOR CT				.110		.110											00249807
1252	UNT AIRCRAFT CORP FARMINGTN CT		.600															00243264
	PARENT CUST. TOT-UNT AIRCRAFT CO		.600		.110		.110											00152005
1252	UJP E RUTHERFORD NJ		3.60		2.40				2.40									10085585
1270	UPJOHN CO N HAVEN CONNECTICUT				2.40									2.40				10085705
1[illegible]	UPJOHN COMPANY LA PORTE TX		1.20		2.40			2.40										00161241
	PARENT CUST. TOT-UPJOHN KALAMAZO		1.20		4.80			2.40						2.40				10085675
1101	UPSON COMPANY LOCKPORT N Y		1.20															00206474
1104	UNITED STATES ADHESIVE CHGO IL	1.20	1.20	1.20	.600				.600									10083072
1124	U S GEAR CORP CHICAGO IL	.600	.600	.600														00232131
1232	U S GOVT ORDN HUNTSVILLE ALA				.600			.600										10084725
1237	U S GOVT LORING AFB ME				.600				.600									00251618
1239	U S NAVAL AMMUNITION CRANE IND	6.00		6.00														00155[illegible]
	PARENT CUST. TOT-U S GOVT WASHIN	6.00		6.00	1.20			.600	.600									10084733
1256	U S GYPSUM SANTA FE SPRINGS CA				1.20					1.20								00253596
1256	U S GYPSUM SOUTHGATE CAL	5.00	13.2	5.00	6.00	.60			3.00					1.20			1.20	10084056
1252	U S GYPSUM JERSEY CITY NJ	12.0	22.8	12.0	17.4	3.00				1.20		2.40	3.60		3.60	1.80	1.80	10084741
	PARENT CUST. TOT-UNITED STATES G	17.0	36.0	17.0	24.6	3.60			3.00	2.40		2.40	3.60	1.20	3.60	1.80	3.00	00047341
1324	U S MOVIYONE CHICAGO ILL	1.20		1.20														00143073
1[illegible]	VAIL RUBBER WORKS ST JOSEPH MI				.600								.600					10085759
1252	VAN DYK AND CO BELLEVILLE NJ	5.00	5.40	5.00														10080086
1[illegible]	VAN WATERS - R ALBUQUERQUE, N				8.40				8.40									10086221

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		NAME OF PRODUCT/CUSTOMER	FOREIGN	LAST YEAR 6 MOS	AVERAGE FOR CURR YEAR	FIRST CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	
		THERMINOL FR-1															003	3A	1040-265
1																			
1																			
1																		

03/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

C.	NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUST. DATE
		THERMINOL FR-2															00357A		1040-2
1252		.AMERICAN BAKERIES BROOKLYN N Y		.330															00067
1979		.AMERICAN CYANAMID MOBILE AL		3.60															10003
1131		AMERICAN CYANAMID WILLOW IS NY				3.00								3.00					10003
		PARENT CUST. TOT-AMER CYANAMID W		3.60		3.00								3.00					00045
1134		.AMERICAN DECALCAMANIA CHIC IL		1.20															10003
1254		.AMERICAN HYDROTHERM E WOODSTK CT		1.20		1.80	1.80												00237
1252		AMERICAN HYDROTHERM ROGERS CT	1.00	.600	1.00														10004
		PARENT CUST. TOT-AMER HYDROTHERM	1.00	1.80	1.00	1.80	1.80												10004
1135		.AMETEK/WEST PL WAPAKEOKETA OH		.600															07109
1976		.ARIZONA CHEM PANAMA CITY FL		.600															10006
1134		.ARMOUR INDUSTRIAL MC COOK IL		6.00															10003
1932		.ARMSTRONG CORK MACON GEORGIA		4.20															00083
1252		ARMSTRONG CORK LANCASTER PA		4.20															10003
		PARENT CUST. TOT-ARMSTRONG CORK		8.40															10006
1155		.ARNEY BAKERIES LIVONIA MI		3.00															00226
1252		.BADGER CO E WEYMOUTH MA		.930															00245
1134		.BAGCRAFT CORP OF AM CHICAGO IL		3.00															10007
1932		.BARRY OF COLEBORO N CAROLINA		.600															00150
1252		.BOND BAKING CO BROOKLYN NY		2.40															00205
1252		BOND BAKING CO PHILA PA		5.03															00152
		PARENT CUST. TOT-BOND BAKING CO		7.43															00205
1932		.BURLINGTON IND ALTAVISTA VA		6.00															10012
1134		.BURNY BRO NORTH LA IL		2.40															00112
1252		.BUTTERFIELD BARRY TETERBORO NJ		.165															00112
1156		.CARNATION CO VAN NUYS CA		.240															10014
1252		.CELANESE PLAS CLARK NJ		.330															10014
1252		.CELLUCRAFT INC NEW HYDE PRK NY		1.20		.600			.600										00172
1156		.CHANSLOR WESTERN OIL FELLOWS C		2.40															00227
1252		.COLLOID CHEM CEDAR KNOLLS NJ		.935		.220	.220												10017
1170		.COLORPAC INC FRANKLYN OH		1.20															10017
1134		.CTAR CORP OF AM SIOUX CITY IA		.165															10012
1134		.CONTINENTAL CAN CHICAGO ILL		.220															10012
1134		.CPC INTERNATIONAL ARGO ILL		.600															00211
1252		.CHEM PUMP DIV WARRNINGTON PA		.975															10012

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	SALES YEAR SALES	SALES GOAL FOR CUM. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	[illegible]
		THERMINOL FR-2															003	57A	1040-[illegible]
1133		.CURTIS MFG ST LOUIS MO		4.20		.600	.600												1002
1138		.DANA CORPORATION CHURUBUSCO IN		4.80															0017
1140		.LEE DEAN SANTA FE SPRINGS CALF		.165															0016
1143		.DEERING MILLIKEN INMAN SC		1.80															0024
1150		.DIAMOND SHAMROCK S UXNARD CA		.055															0006
1156		.DOLLY MADISON CAKES LOS ANG CA		1.00															1002
1160		.DONJE CAL THENES CERITAS CAL		.330															1002
1162		.DOUBLEDAY HANOVER PA		1.58															1002
1163		.DOW CHEM MIDLAND MICH		.600															1002
1153		DOW CORNING MIDLAND MICH		3.06															1002
		PARENT CUST. TOT-DOW CHEM MIDLAN		3.66															1002
1252		.E I DU PONT DE NEMO PARLIN NJ		.600															1002
1050		.NOVAL SIERRITA SANDARITA AZ				6.00			6.00										0015
1[illegible]		.EL MONTE CHEM PASADENA CA				.600			.600										0024
1252		.EMBOSSOGRAPH PROCESS BRKLYN NY				.600	.600												1032
1131		.E L WIEGAND CO PISBG PA		.600															1005
1153		.FABRI KAL CORP KALAHAZOO MICH		.165															0016
1252		.FARRELL CORP CONN ANSONIA CT		4.80															0011
1252		.FELTON CHEMICAL CO BROOKLYN NY		.600															0022
1152		.FIBREBOARD CORP SOUTH GATE CA		6.00															0017
1133		.FINDLEY SERVICE CO SAINT CH MO				12.6			12.6										0011
1252		.FINE ORGANICS INC LODI NJ		4.20		3.00		3.00											100
1138		.FIRESTONE NOBLESVILLE IN		12.0															100
1138		FIRESTONE TIRE AKRON OH		.165															100
		PARENT CUST. TOT-FIRESTONE TIRE		12.2															100
1153		.FORD MOTOR DEARBORN MICH		15.6		4.80		4.80											001
1153		FORD MOTOR CO WOODHAVEN MI		1.80															002
		PARENT CUST. TOT-FORD MOTOR DEAR		17.4		4.80		4.80											001
1158		.MCKESSON CHEM CO NEW ORLEAN LA		3.00		9.00		9.00											100
1174		.GAYLORD CONTAINER TAMPA FLA		1.20															002
1134		.GM-ELECTRO MOTIVE MCCOOK IL		.600															001
1138		GM-DELCO BATTERY MUNCIE IN		3.60															100
1152		GM-TECHNICAL CENTER WARREN MI		.600															100
		PARENT CUST. TOT-GENERAL MOTORS		4.80															001
1134		.GENERAL AMER RES DES PLAINS IL		.820															00
1153		.GEN ELEC EDMORE MICH		1.15															20

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TOWOLDMON0058246

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	TOTAL YEAR SALES	SALES GOING FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC	CUSTOMER ACCT.
		THERMINOL FR-2															00357A		1040-26
1474		.GEN TIRE - RUB COLUMBUS MS		.165															100331
1131		GEN TIRE - RUB JEANETTE PA		6.00															100331
		PARENT CUST. TOT-GENL TIRE - RUB		6.17															100331
1252		.GEORGE E. LYNCH NEW CASTLE DE		.600															00230
1160		.N C GINTHER GAS PLT GILLETE WY				1.00		1.80											00232
1138		.GOODYEAR TIRE AKRON OH		2.40		.600			.600										10034
1252		.GREAT ATLANTIC PACIFIC NEWARKN		3.60															00165
1176		.GULF PLASTICS GREENSBURG IN																	00225
1252		.HAMILTON MFG RICHMOND VA		3.00															10033
1252		.HAMILTON STD WINDSOR LOCKS CT		3.60															10036
1153		.CHEMETRON CORP HOLLAND MI		15.0															00196
1133		CHEMETRON CORP ST LOUIS M		1.00															00164
		PARENT CUST. TOT-HARWICK AKRON O		16.8															00123
1153		.HOLY CROSS HOSPITAL DETROIT MI		.600															00214
1252		.HOOKER CHEM HICKSVILLE NY				3.60	3.60												10033
1252		.HORN - HARDART BAK PHIL PA		3.66															10033
1252		.J M HUBER EDISON NJ		3.60															00124
1252		.ICI AMERICA INC DIGHTON MA		1.80															10039
1252		.KAMFORD MFG RICHMOND VA		3.60															10029
1173		.INMONT CORP CINCINNATI OHIO		6.00															10043
1153		INMONT CORP TOLEDO OHIO		4.80															10043
		PARENT CUST. TOT-INMONT CORP NYC		10.8															00044
1256		.INTERMT CONCRETE SALT LK CT UT		1.20															00223
1256		.INTERPACE IONE CA		9.00		3.60	3.60												10004
1123		.INTERPACE MANKATO KANSAS		1.20															00103
1252		.INTL FLAVORS TETERBORO NJ		1.20															10041
1150		.INTL MULTI FOODS CITY INDUS CA		.345															00223
1032		.INTL NICKEL WRIGHTSVILLE BN NC		.060															00252
1575		.INTL PAPER CANDEN AR		3.00															00123
1575		INTL PAPER SPRINGHILL LA		1.20															10041
1252		INTL PAPER SOMERVILLE MA		2.40		.600										.600			00173
1124		INTL PAPER FOND DU LACK WI		.600															00213
		PARENT CUST. TOT-INTL PAPER CO N		7.20		.600										.600			00044
1134		.INTERSTATE BAKER CHICAGO IL		1.80															10041
1153		.ITT CONTL BAKING DETROIT MI		.600															10010
1252		.JIFFY MFG HANOVER PA		3.60															00126

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0480353

TOWOLDMON0058247

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	EAST YEAR SALES	SALES QUOTE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIL CODE
		THERMINOL FR-2															003[illegible]ZA		1040-265-1[illegible]
1[illegible]		.WESTERN PRECIP LOS ANGELES CA		.600															10055895
1252		.KANSCRT SERVICO LOVERTOWN PA		1.20															10043569
1[illegible]		.THE M W KELLOGG CO OMAHA NB		3.17															00120[illegible]
1[illegible]		.KENT PLASTICS EVANSVILLE IN		1.20															10043[illegible]
1[illegible]		.KOPPERS CO BRIDGEVILLE PA		3.60		3.60		3.60											10044521
1[illegible]		KOPPER COMPANY MONROEVILLE PA																	00217132
1[illegible]		KOPPERS COMPANY INC VERONA PA		1.80															00185876
		PARENT CUST. TOT-KOPPERS CO PITT		5.40		3.60		3.60											00044571
1252		.LANE COMPANY ALTAVISTA VA		.600															10045353
1252		.LIBERTY MACH PATERSON NJ		1.20															10040254
1138		.LUBRIZOL SALES PAINESVILLE OH		41.4															10047277
1656		.MAGNA SCREEN CHATSWORTH CA		.120															00040042
1252		.MALDEN MILLS LAWRENCE MA		1.20															10048265
1[illegible]		.MARVAGLASS INC LEXINGTON KY		.165															00196746
1134		.MEAD CONTAINERS WATERLOO IA		1.20															00225707
1178		MEAD CONTAINERS WASH COU OH		.600															00125615
		PARENT CUST. TOT-MEAD CORP DAYT		1.80															00044695
1252		.DUYK CHEM JERSEY CITY		2.40															10059380
1134		.MINN MIN-MFG HUTCHINSON MN		1.20		1.20	1.20												00222674
1[illegible]		.MONSANTO COMPANY SPRINGFIELDMA		.120															00215740
1134		.STO T CHEM CHICAGO IL		1.20		.600	.600												10075270
1178		.U S IND CHEM DIV CINCINNATI OH		3.60															00143265
1252		.N L INDUSTRIES SAYREVILLE NJ		26.4															10056705
1134		.NATIONAL TEA CO CHICAGO IL		3.60															10057000
1134		.NEFCO INC CHICAGO IL		1.20															00237054
1178		.NORTH AMERICAN ROCKWL COLUM OH		.055															10056382
1[illegible]		.OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10057879
1[illegible]		.PARKE DAVIS - CO HOLLAND MI		2.40															10060885
1134		.PATCO PRODUCTS GRANDVIEW MO		1.20															00167330
1138		.PATTERSON IND E LIVERPOOL OH		.110															10061148
1134		.PEERLOW CORP LYONS ILL		1.80															00159997
1138		.PENN REFINING CLEVE OHIO		1.20															10061520
1134		SELASTOMER INC BENSENVILLE IL		1.80															10071887
		PARENT CUST. TOT-PENN REFINERY G		3.00															00090271
1656		.PENNWALT-KERNS UNITD ORANGE CA		.220															10044065
1656		.FRITO LAY CO LOS ANGELES CA		.600		.600	.600												10025666
1134		FRITO LAY CHGO ILL		.600															10029678
		PARENT CUST. TOT-PEPSICO INC NEW		1.20		.600	.600												00044954

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[illegible]

-IN THOUSANDS OF POUNDS AND DOLLARS-

C.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	THERMINOL FR-2															00357A		1040-265-1
1252	.PHILLPS DODGE SOUTH BRUNSWIK NJ		1.20															00177326
1976	.PILLSBURY CO GAINESVILLE FLA		.600															00181473
1932	PILLSBURY FARMS GAINESVILLE GA		.305															00185523
1933	PILLSBURY TERRE HAUTE IN		3.00															10063019
	PARENT CUST. TOT-PILLSBURY CO MP		2.79															10062969
1252	.PIONEER PLASTIC AUBURN ME		.600															10063994
1252	.PITT-CONSOL CHEM NEWARK NJ		7.20		1.80		1.80											00133333
1170	.PPG CIRCLEVIL OH		49.2															10063191
1131	PPG SPRINGDALE PA		1.80															10063153
	PARENT CUST. TOT-PITTS PLATE GL		51.0															10063155
1176	.PROCTER AND GAMBLE ROSS OH		.600															10064775
1933	.PROCTOR CHEM SALISBURY NC		3.60															10064768
1976	.REICHHOLD CHEM JACKSONVILLE FL		21.6		2.40		2.40											00155225
1131	REICHHOLD CHEM NIA FALLS NY				1.20			1.20										10057191
	PARENT CUST. TOT-REICHHOLD CHEM		21.6		3.60		2.40	1.20										00045713
1252	.REPUBLIC CONTR JERSEY CITY NJ		.600															00156760
1252	.RESYN CORP OF AMER LINDEN NJ		7.20															10067625
1252	.REYNOLDS METALS MESSENA NY		6.00		12.0			12.0										10067793
1030	.RHODIA INC PORTLAND ORE		1.20															00152277
1933	.RIEGEL PAPER CORP HAZELWOOD MO		.600															00185531
1252	RIEGEL PAPER RIEGELSVILLE NJ		.600															10066207
	PARENT CUST. TOT-RIEGEL PAPER NY		1.20															00045187
1060	.ROBERTS CONS IND MONROVIA CA		1.80															10064436
1060	.SAFEWAY STORES LOS ANGELES CAL		2.75															10071139
1252	.SCHENECTADY CH ROTTERDAM NY		3.60															10071127
1252	.SCHENUIT RDR BALTIMORE MD		.165															10071143
1133	.W A SCHUMAN & CO BRIDGETON MO		1.20															00237611
1976	.GLIDDEN DURKEE JACKSONVILLE FL		6.00															00165239
1932	.INDUSTRIAL DIV BD SCOTSBORO AL		42.6															00223573
1176	.SHAMROCK CORP LOUISVIL KY		.600															00137618
1060	.SHELL CHEM DEER PK TX		1.20															10072301
1060	SHELL OIL GOLETA CAL		3.60															10072522
	PARENT CUST. TOT-SHELL OIL NYC N		4.80															00045284
1134	.SHERWIN WILLIAMS CHGO IL		4.80															10072854

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01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.D.	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	SALES PLAN FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		THERMINOL FR-2															00357A		1040-265
1	30	SHERWIN WILLIAMS CLEVELAND OH		28.8															1007279
		PARENT CUST. TOT-SHERWIN WILLIAM		33.6															1007279
1	66	.AIRESEARCH MFG CO TORRANCE CAL		3.60															1003157
1	74	.A.O. SMITH INDLAND LITTLEROCK AR		2.40															0013326
1	52	.MRS SMITHS COL BK SILV SPGS MD		1.20															1007367
1	34	.SOU TEX CHEM MT HOLLY N C		1.20															0009195
1	52	.SOUTHERN CONT COR DEER PARK NY		4.20		.600		.600											001663
1	32	.SOUTHERN BAKERY CO ATLANTA GA		.600															001846
1	62	.ST JOE PAPER CO MESQUITE TX		1.20															001592
1	52	.STD CHEMICAL PRO HOBOKEN NJ				.600	.600												002221
1	60	.STD OIL OF CAL GAVIOTA CALIF		1.20															100751
1	52	.STANDARD PACKAGIN CRANBURY NJ		8.40		1.20		1.20											100751
1	52	.STANLEY WORKS NEW BRITAIN CT		4.65															100753
1	66	.STAUFFER CHEM RICHMOND CALIF		.055															100755
1	31	STAUFFER GALLIPOLIS FERRY WV		.600															100755
		PARENT CUST. TOT-STAUFFER CHEM N		.655															000468
1	52	.STEDFAST RUBBER EASTON MA		1.80															100757
1	34	.STONE CONTAINERCORP CHIC ILL		1.80															100757
1	60	.SYSTEMS PRINTERS SANTA FE CA		.275															001397
1	52	.TERRELL CORP WILM MASS				1.80		1.80											100769
1	30	.THERMO-O-DISC MANSFIELD OH		.055															002209
1	32	.THIELE KAOLIN SANDERSVILLE GA		11.9															100737
1	34	.TRUSTEE COMPOUND LK GENEVA WI		.600															100810
1	32	.TULL CHEMICAL CO OXFORD AL		1.20															100811
1	74	.GOALS GRASGRO FOR BK THRU 1974	20.0		20.0														001653
1	75	.UNION CAMP CORP DECATUR ALA		4.80															0031[illegible]
1	76	UNION CAMP CORP LAKELAND FLA		1.80															100813
1	76	UNION CAMP CORP SAVANNAH GA		1.20		.600					.600								100815
1	31	UNION CAMP CORP DOVER OH		12.0															002093
1	32	UNION CAMP CORP MORRISTOWN TN		1.20															001773
		PARENT CUST. TOT-UNIONCAMP CORP		21.0		.600					.600								000470
1	30	.UNION CAR UC PLAS MARIETTA OH		4.80															100815
1	32	UNION CAR - NUC OAKRIDGE TENN		16.2															100819
1	31	UNION CARBIDE S CHARLESTON W V		1.80															100817
		PARENT CUST. TOT-UNION CARBIDE C		22.8															000457
1	52	.UNT AIRCRAFT CORP E HARTFRD CT		1.20															001520

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TOWOLDMON0058250

01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

S.C.	HS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR FOR CUMR. YEAR	SALES CUMR. YTD	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		THERMINOL FR-2															00357A		1040-265
12	52	UNT AIRCRAFT CORP FARMINGTN CT		6.00															0024326
		PARENT CUST. TOT-UNT AIRCRAFT CO		7.20															0015200
12	52	.UNITED AIR LINES WINSDOR L CON		2.40															0014225
12	52	.UNITED RESIN PROD BROOKLYN NY		.600															1008362
12	52	.U S A F LIMESTONE ME		1.20															0023650
19	68	.VAN WATERS - L ALBUQUERQUE, N		24.0		8.96			6.00		2.96								1008622
19	68	VANWATERS - ROGERS QUESTA N M		10.0															1008624
		PARENT CUST. TOT-VAN WATERS-RODG		34.0		8.96			6.00		2.96								0004762
11	56	.VOJIS BAKERY DIV EL MONTE CA		.110															1008712
12	52	.WAL SELLO PRO PATERSON NJ		.165															1008748
12	52	.WARD FOOD INC EAST ORANGE NJ		.600															0015631
12	52	.WEST CO MILLVILLE N J		2.40															1008344
11	56	.WESTINGHOUSE MUNCIE INDIANA		3.00															1008970
12	52	.WESTVACO CORP MERIDEN CT		1.80															1008653
11	34	WESTVACO CORP CHICAGO ILL		.648															0015302
12	52	WESTVACO CORP BALTIMORE MD		.600															0015400
11	32	WESTVACO CORP GASTONIA NC		.864															0016355
12	52	WESTVACO CORP EATON OH				.600					.600								0020505
11	38	WESTVACO CORP SANDUSKY OH		3.00															0015211
19	78	WESTVACO NORTH CHARLESTON SC		1.20															1008657
		PARENT CUST. TOT-W VA PULP-PAPER		6.38		.600					.600								0004753
12	52	.WHEELING PITB ST JAMESBURG NJ		12.0															0017096
12	52	WHEELING CORRUGAT JAMESBURG NJ				3.00						3.00							0021740
		PARENT CUST. TOT-WHEELING STEEL		12.0		3.00						3.00							0004706
11	56	.WHITTAKER CONTR COSTA MESA CA		.600															1009051
12	52	.ARGUS CHEM BROOKLYN NY		2.40															0012591
11	34	WITCO CHEM CHICAGO ILLINOIS		21.6															1009150
12	52	WITCO CHEM PERTH AMBOY NJ		7.20		1.80			1.80										1009111
		PARENT CUST. TOT-WITCO CHEM NYC		31.2		1.80			1.80										0004761
11	34	.MONEGO CONTRACT FRANKLIN WISC		1.20															001966
		TOTAL PRODUCT * * * * * * * LB	21.0	726	21.0	89.6	19.4	30.6	41.4	.6	4.2	3.0		3.0		.6			1040-265

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	TOT YEAR SALES	TOT CURR YEAR	TOT CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAILING
	THERMINOL FR-3															00352A		1040-285
1252	.AMERICAN HYDROTHM E WOODSTK CT				.600		.600											00237[illegible]
1252	.BADGER CO E KEYMOUTH MA		.600															00245552
1153	.CANNON MUSKEGON MUSKEGON MI		2.40															10013651
1153	.CASNELL INDUSTRI ANN ARBOR MI		.060															00227311
1252	.E I DUPONT WILMINGTON DE		.660															10023554
1252	.DUVAL SIERRITA SAHUARITA AZ		21.6															00186745
1252	.SOUTHERN DYESTOFF CHARLOTT NC		.060															00134487
1174	.U OF OKLA NORMAN OK		.600															00132167
1131	.PERRY PLASTICS ERIE PA		.600															00049324
1170	.PROCTER AND GAMBLE CINN OH		.060															10064767
1260	.RAYCHEM CORP MENLO PK CA		1.20															10366466
1172	.REIGHMOLD CO TUSCALOO AL		2.40															00135569
1130	.THERMO-O-DISC MANSFIELD OH		.060															00228907
1134	.UNIVERSAL OIL DES PLAINS IL		.180															00347635
1134	.WEST BEND CO WEST BEND WI		140															10088395
	TOTAL PRODUCT * * * * * * * LB		171		.600		.600											1040-285
	15 TOT CLASS FR FLUIDS LB	4095	3744	3687	2843	296	370	364	240	216	265	229	194	215	163	158	136	
	$$	1175	1101	1050	932	97	119	116	81	74	86	75	64	74	51	51	45	
	THERMINOL 55															01338A		8418-055
1252	.ACUSHNET PROCESS NEW BED MA		.390		.390		.390											10000651
1136	.ACE PLASTIK PAK CTY INDUSTY CA	6.00	3.90	6.00	7.41	1.95		1.56	3.90									00217241
1252	.AGC INC MERIDEN CT		1.17		.200					.200								00183149
1133	.ATL CARGO EQUIP TULSA OK				2.00												2.80	00272735
1252	.AMERICAN ARTUS CHARLOTTE NC	21.0		21.0	56.0						56.0							00221937
1136	.AMERICAN CYANAMID AZUSA CA				11.2											11.2		10033717
1133	.APEX OIL CO ST LOUIS MO				16.0											16.0		00270636
1252	.ARSYNCO INC CARLSTADT N J		.780		11.1	.78	1.17	1.17	2.00			2.00	2.00		1.95			00211346
1134	.ASHLAND CHEM CO CALUMET CTY IL				16.0							8.00	8.00					00152250
1252	.ATLANTIC CEMENT CO RAVENA NY				46.3	30.7	15.6											00228753
1252	.AVONDALE SHIPYDS MORGAN CTY LA		36.1															00230760
1134	.BAGCRAFT CORP OF AM CHICAGO IL				.800									.400	.400			10007992
1132	.BALLET FABRICS SCOTTSBORO AL				10.0								4.00	6.00				00262994
1277	.BANCROFT MARTIN SO PORTLAND ME				6.00				6.00									00255645
1277	BANCROFT & MARTIN N LEEDS ME				2.00												2.00	00272167
	PARENT CUST. TOT-BANCROFT MARTIN				8.00				6.00								2.00	00255645
1135	.BARMATIC PRODUCTS CLEVELAND OH				.400									.400				00263796
1134	.BARRETT PAVING MAT CHICAGO IL	3.90	1.95	3.90														00224588
1134	.BAYPORT MOLDING HOUSTON TX				.400								.400					00262906
1134	.BELL COMPANY INC RICHMOND IN				.400								.400					00111333

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TOWOLDMON0058252

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	THIS QUOTA FOR COMP YEAR	SALES QUA YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
21 INDUST. PLDS.C.L.BRADFORD																	
PYRAUL F-9 A															017.1A		4550-009-1
.AMA PRODUCTS DALLAS TX	1.77	1.18	1.77														00213756
.AMEX CORP ST PAUL MN	.885	1.18	.885	.545											.545		00126771
.AJEX CORP PORTSMOUTH VA		.590															1000U351
PARENT CUST. TOT-AMEX CORP NEW Y	.885	1.77	.885	.545											.545		00046531
.ACME METAL PRODUCTS KIRK PA	1.18	1.18	1.18														00108459
.AERO WELDER MFG MILWAUKEE WI	1.90	2.36	1.02														10000637
.AMCO TITANIUM LENOX GROVE CAL	1.50	1.18	1.50														00160932
.AIRCO VACUUM INT BERKELEY CA				22.1			5.52		5.57		2.73	5.54				2.73	00243345
.AJAX FORG-CAST FERNDALE MI	.900	.590	.900														10000678
.ALLIED CHEM IRMI SC				.552	.552												00170372
.ALLIED MARINE CORP/DA MIAMI FLA	1.07	1.07	1.07														10000103
.ALLIS CHALMERS HENWOOD-CLKS OH		.215															00160973
.ALLIS CHALMERS W ALLIS WI	3.00	2.36	3.00														10002645
PARENT CUST. TOT-ALLIS CHALMERS	3.00	2.50	3.00														00045055
.ALUMINUM DIE LOS ANGELES CALIF	2.00	1.18	2.00														0.159197
.ALUMINUM CO BAUXITE AR		.106		.102			.102										00230764
.ALUMINUM CO CHICAGO CA	10.9	5.90	10.0	1.09											1.09		00222662
.ALUMINUM CO VERNON CA	120	94.8	120	51.8		4.4		8.3		6.5	3.3	8.7	4.4	13.1	3.3	8.7	00247332
.ALUMINUM CO RIVERDALE IA	190	194	190	133		22.1			13.1	19.1	19.1	13.1	19.1	37.1		4.7	10002813
.ALUMINUM CO LAFAYETTE IN	100	101	100	23.0			2.21	3.31	3.27			2.73		3.27	2.73	5.49	10002749
.ALUMINUM CO BADIN NC	7.00	3.11	7.00	4.94	1.10		1.66	1.09						1.09			10002842
.ALUMINUM CO CLEVELAND OH	50.0	64.3	50.0	41.1	5.52	7.76	6.62		8.72	3.27			5.45		5.45	3.27	10002850
.ALUMINUM CO CRESSONA PA	12.0	14.2	12.0	19.0	10.9				6.0		3.3						10002877
.ALUMINUM CO NEW KENSINGTON PA		51.9		4.36							4.36						10002885
.ALUMINUM CO OLEAN NY	250	18.2	50.0	20.2			4.4		10.9	1.1	2.7	1.1	2.7	4.4		3.3	10002893
.ALUMINUM CO POINT COMFORT TX	20.0	27.6	20.0	39.5	2.4	2.8	2.8			5.5	16.4	5.5					10002907
.ALUMINUM CO ROCKDALE TX	17.7	4.61	17.1														10002915
.ALUMINUM CO SAMDEN TX	98.3	13.5	10.0	17.5	2.76	1.66	2.21			1.09	1.64	1.64	1.64		2.73	2.18	10002923
PARENT CUST. TOT-ALUMINUM CO OF	875	678	595	359	22.6	24.8	20.0	12.7	42.0	20.3	44.7	30.5	27.3	5.9	15.3	31.6	00045063
.AMERICAN CARL WASHINGTON NJ	10.0	11.7	10.0	8.76		1.10		1.09	1.66	1.64		1.64				1.64	10033524
.AMERICAN CHAIN & CABLE AKRN OH				.102							.102						00261759
.AMERICAN NFG CO GREENSBURG IN				.202									.202				00261113
.AMERICAN MOTOR CORP DETROIT MI				.545						.545							00103237
.NASSAU SMELTING STATEN ISLAN NY	5.00	5.90	5.00	3.27								3.27					00131276
.PLETEK STRAZZA EL CAJON CALIF				.552					.552								0025a646

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0480359

TOWOLDMON0058253

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR FOR CURR MTH	CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
BY MAKE F-9 A															017	1A	4556-000-11
.AMERICAN STEEL FOUND GRNT C EL	30.0	11.0	20.0	28.4		4.42			4.36	6.54	4.36			4.36		4.36	10030027
.ANDRITE INC LOS ANGELES CA	1.00	1.18	1.00														00225541
.ANCHOR COUPLING CO ELIZABETH IL				.050							.050						00103665
.ANCHOR FOUNDRY CORP ANCHORAGE AK		1.77															00233005
.ANHEUSER BUSCH TAMPA FLA	1.00	1.07	1.00	1.09											1.00		00100751
.ANHEUSER BUSCH CASSAGRIL MR FL	.600	.539	.600														00200112
.ANHEUSER BUSCH ST PETER FL				1.02		.510		.510									00107738
.ANHEUSER BUSCH OVIEDO FL				.509							.500						00200999
PARENT CUST. TOT-ANHEUSER BUSCH	1.60	1.58	1.60	2.62		.51		.51			.50				1.00		10009780
.ARMCO STEEL TORRENCE CAL	1.00	.599	1.00	.590				.590									10070143
.ARMCO STEEL MIDDLETOWN OH	55.0		55.0	8.16				34.0	20.4			45.7		31.0	45.9		10015228
.ARMCO STEEL BUTLER PA	20.0	27.2	20.0	33.3		2.76			6.94	6.54		2.76	8.14	6.54			10060260
PARENT CUST. TOT-ARMCO STEEL MID	76.0	27.0	76.0	150		2.0		34.6	13.5	6.5		48.5	8.1	37.6	75.9		10008228
.ARROW DIECAST LOS ANGELES CA	3.00	2.32	3.00	.565								.565					10066578
.ARROWHEAD BRASS PA LOS ANGE CA	1.00	.534	1.00	1.51		.107	.160					.695	.545				00114147
.ATHENS FOUNDRY ELK GROVE VL IL				2.73						2.73							00257451
.ATHENS FOUNDRY ATHENS PA				2.73								2.73					00206203
.ATLANTIC RICHFIELD RICHLAND WA				.411								.161			.250		00263527
.ATLANTIC STEEL CO ATLANTA GA		.590															10007252
.AXLES SYSTEMS SPOKANE WA				.545											.545		00271470
.AYES MFG COMPANY LOS ANGELE CA	1.00	.590	1.00														00106564
.BAUER IND SALES DAYTON OH				1.10			1.10										00264753
.BETZ OF DEXTON BEAUMONT NY		1.69		1.10	.552							.545					00229057
.BELLOWS VALVES ZANESVILLE OH	1.00	1.10	1.00														00134021
.BENTLEY IND A LOS ANGELES CA				.545									.545				00253971
.BETHLEHEM STEEL STEELTON PA		17.7															00179039
.BETHLEHEM STEEL LEBANON PA	1.50	1.10	1.50														00111503
PARENT CUST. TOT-BETHLEHEM STEEL	1.50	18.9	1.50														00045578
.BLAKE MARINE MONTVALE N J	1.00	1.24	1.00	.215			.215										00163414
.BLAW KNOX CO ROCKFORD IL		5.90															00229466
.BLAW KNOX CO FAIRMONT WV	2.00	1.77	2.00	2.21			2.21										00111643
PARENT CUST. TOT-BLAW KNOX CO BL	2.00	1.67	2.00	2.21			2.21										10010047
.E F BLISS CO CANTON OHIO		.590															00247219
.BOVEY SHOES CANTONSVILLE GA				.545										.545			00112038
.BOWLING BRASS BRONZE TOLEDO OH		.697		1.10			.352						.545				00229782
.CALHOUN FOUNDRY CO HOMER MICH	1.50	1.13	1.50	1.10				.552						.545			00217123

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0480360

TOWOLDMON0058254

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MANAGER
PYRAUL F-9 A															017	1A	4550-009-1
.CAPSTONE IND CORPUS CHRISTI TX		5.31		1.64						.552				.545	.545		00236454
.CARPENTER TECHNOLOGY READING PA				.543											.543		00231231
.CARRIER CORP DEWITT NY				1.10	1.10												00245064
.CELANESE PLAS CLARK NJ		.054															10014794
.CENTRALCHEMICALS VANDALIA MO		1.05		1.00						.500				.500			00219324
.CERTELLUSU CHAMB.) CREIGEE OH				.100						.100							00257443
.CONSOL ALUMINUM WAUSAU IL				2.18				1.09						1.09			00256808
.CONTINENTAL CAN SYLVESTION OE	1.00	1.18	1.00														10015001
CONTINENTAL CAN EAST GROVE IL				3.82					3.27	.55							00234059
CONTINENTAL CAN KENSHA WS				1.64										1.64			00270278
CONTINENTAL CAN MAITLAND FO				1.09						1.09							00259365
CONTINENTAL CAN MILLTOWN NJ																	00235318
CONTINENTAL CAN CINCINNATI OH				.545								.545					00261971
CONTINENTAL CAN BURLINGTON WI				1.64												1.64	00273155
PAKSIT CUST. IOI-CONTINENTAL CAN	1.00	1.18	1.00	9.72					3.27	1.64		.55		1.64	8.64		00246167
CONTINENTAL MACH SAVAGE MN	.161	.107	.161														10019168
CRAIG COMPANY JONESBOR AR	1.00	.590	1.00	.545				.545									00118423
CURTIS ERG ST LOUIS MO				2.18									1.64	.55			10001922
DECA COMPANY MARYSVILLE MICH	1.00	.804	1.00	1.23				1.23									00152535
DETROIT ED POWER GORGA MI				1.09												1.09	00115794
DEVILBISS FITZPATRICK CO OAK HIL OH		.550															05100732
DAYTON MALLEABLE IRON CLEVE OH	3.00	2.36	3.00	10.2		1.64		1.10		2.18			3.27				10021219
DAYTON MALLEABLE IRON IRWIN OH	35.0	33.4	35.0	17.5	2.21		2.76			2.19		2.73	2.73	4.91			10021227
DAYTON MALLEABLE CLEVELAND OH				2.18					2.18								00177162
PAKSIT CUST. IOI-DAYTON MALLEABL	38.0	35.7	38.0	29.9	2.21	1.64	2.76	1.10	2.18	4.36		2.73	6.00	4.91			00016604
.DEERING MILLIKEN SPARTANBURGSC	.200	.107	.200														00163649
.DE LAVAL TURBINE POUGHKEE NY				1.09								1.09					00115910
.DIECAST CORP SHEBOYGAN FL WI	140	64.9	140														10022371
.DIXIE MFG CO FLINT MI		1.18															00227137
.DOMILE A FRO MANCHESTER NH	3.00	7.95	3.00														10022703
.DOW METAL DIV MADISON ILL	4.00		4.00														10226212
.DRAVO CORP READING PA				.545										.545			00239333
.DRESSER INDUSTRIES DUBOIS NY				7.63				7.63									00237905
.E I DUPONT N FAIRFIELD CT				1.09					1.09								10023521
E I DU PONT DE PARKERSBURG WV				.606			.308		.308								10024137
E I DU PONT DE WASHINGTON WV				.522	.522												10024145
PAKSIT CUST. IOI-E I DU PONT DE				2.22	.52		.31		1.39								10023564
.EAGLE IRON WORKS DES MOINES IA	1.77	1.18	1.77														00231797

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0480361

TOWOLDMON0058255

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	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.	CUSTOMER NUMBER
	PYGRAUL F-9 A															017	1A	4556-009-1
	.TENN EASTMAN KINGSPORT TENN	3.00	2.36	3.00	2.73											2.73		10078547
	.EATON CORP CLEVELAND OHIO				.545						.545							09252972
	.EATON YALE - TOWN SAGINAW MI	1.00		1.00														10325164
	.JEFFSON ELEC ST LOUIS MO		.570															10026091
	.ELKTON DIECASTING ELKTON KY	20.0	29.3	20.0	18.2		1.66		1.77			4.96	3.27	1.64	1.64		3.27	10025923
	.EMPIRE DIE CASTING CLEVE OH		2.36															10026156
	PARENT CUST. TOT-EMPIRE DIE CAST	20.0	31.7	20.0	18.2		1.66		1.77			4.96	3.27	1.64	1.64		3.27	10026156
	.FERRY PLOW CO CLEVELAN OH	2.00	1.77	2.00	1.65	1.10											.55	00117692
	.KNIT KNITTING NORTHBORO MA	7.00	7.13	7.00	2.10										2.10			10025947
	.ESSEX INTL ROCKFORD IL				.545											.545		03270873
	ESSEX INTERNATL THREE RIVER MI		.590		2.74		.55	.55			.55	1.09						00118031
	PARENT CUST. TOT-ESSEX INTL FT W		.590		3.28		.55	.55			.55	1.09				.55		10026733
	.ETHYL CORPORATION FERNDALE MI		.107															00169614
	.FRANKLIN-C CORP GREENVILLE OHIO		.161															03167793
	.GEN MOTOR ANN ARBOR MI	.500	.590	.500														10027609
	.GURNEY ELEC CO TERRYVILLE CONN		1.10															00225379
	.GW-DELCO RADIO KOKOMO IN				1.09									1.09				10032652
	GW-FISHER BODY MANSFIELD OH	1.00	1.10	1.00														00229784
	GW-N A DEPARTURE SANDUSKY OH	20.0	20.4	20.0	6.50		3.31			3.27								00218154
	GW-CHEVROLET TOLEDO OH	150		30.0														00153524
	PARENT CUST. TOT-GENERAL MOTORS	171	21.6	51.0	7.67		3.31			3.27				1.09				00157279
	.GOOD YEARLE CORP TOWSDALE MD				1.05						.500						.545	00264401
	GENERAL CABLE MORRISTON NC		.537															00245052
	PARENT CUST. TOT-GENERAL CABLE C		.537		1.05						.500						.545	00045446
	.GEN ELEC LOUISVILLE KY		1.14		1.09								1.09					10031715
	GEN ELEC CLEVELAND OH		.107															10031093
	GEN ELEC ALLENTOWN PA	3.00	3.39	3.00	1.64						1.64							10031558
	PARENT CUST. TOT-GEN ELEC SCHENE	3.00	4.60	3.00	2.73						1.64		1.09					10031850
	.GERARD METAL CORTON GARDENA CA	1.00	.570	1.00	.545								.545					03156265
	.GLASROCK PROD ATLANTA GA		.590															10033755
	.GLASS ROCK PRO ATLANTA CA		.552															03127974
	.GLENDALE PRO PAINE MALVERN AR	.600	.552	.600														09121902
	.GRAND HAVEN BRASS GR HAVEN MI				1.68	.90					.545						.545	10035198
	.GRANITE CITY STEEL GR CITY IL	3.00		3.00														10035236

0480362

TOWOLDMON0058256

-IN THOUSANDS OF POUNDS AND DOLLARS-

S/MN	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SAME MONTH LAST YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYZIACL F-9 A															01771A		4550-009-1
	.NATIONELL CORP CHARLSTON RI				1.66			1.66										01[illegible]
	.NUCLE OIL CO ORANGE TX	1.50	1.10	1.50	1.09										1.09			00[illegible]
	.WARREN PETRO CORP LINDSAY OK		.161															00144312
	.WESTERN PET MAYSVILLE OK	2.00	1.77	2.00	.552				.552									10037643
	PARENT CUST. TOT-GULF OIL CORP P	3.50	3.11	3.50	1.64				.55						1.09			00044636
	.HEAT & CONTROL CHATTANOOGA TN		.590															0022[illegible]
	.HEISLER MACH TOOL FAIRFIELD NJ				1.10		1.10											00249[illegible]
	.HERCULES INC HADFORD VA		.197															00123919
	.HILLYARD CORP ELMIRA N Y				.050					.050								10033353
	.HITCHCOCK INDUST MINNEAPOLI MN	.485	.590	.005	2.96	.267	.402	.552			.552				.545	.545		00231608
	.HOLT INDUSTRIES VENICE CA	1.80	1.34	1.50	2.96									.150				10038403
	.HOPKINS FOUNDRY PASADENA CA				.150													10036299
	.HOUDAILLE CORP PLYMOUTH MI		.590		.552			.552										02103543
	.HUGHES ELECTRIC TROY OH				1.09								1.09					00261572
	.HUMMELLIC AIR CO PORTLAND OR		.130															00270777
	.IDEAL FISH FLOAT DES PLAINS IL	.800	.550	.800														00[illegible]
	IDEAL FISH FLOAT RICHMOND VIRG	2.40	2.32	2.60	1.10				.552								.545	10039967
	PARENT CUST. TOT-IDEAL FISH FLOA	3.40	2.91	3.40	1.10				.552								.545	10039967
	.ILL LOCK CO SHELBYVILLE IL	.900	1.14	.900	.545							1.09	.545					00040036
	.INDUSTRIAL COMP BUYERSTN PA				1.09													00260159
	.INGERSOLL-RICHARDSON PRAIRIE IN		.161		.303				.153					.150				00125523
	.INTERLAKES CHEM FT GLENERS MI				9.40		.60		6.62		1.09				1.09			00250376
	.ITT CONTROLS GLENDALE CA		1.10															10042100
	ITT GRD SUPPORT RICHLAND WA		.269		.702				.552		.150							10042191
	PARENT CUST. TOT-INTL TELEPHONE		1.37		.702				.552		.150							00044512
	.J AND S FOUNDRY DENEY CK	5.00																10042759
	.JOHN JOHNSON READING PA				1.10	1.10												00243223
	.JONES BOAT YARD MIAMI FL	1.00	1.07	1.00														10041093
	.THE JOYCE-CHITCHARD CO DAYTON O		1.77															00220020
	.KAISER ENGINEERS BUTLER PA		59.0															00207345
	.KAMPCO FOUNDRY CO OLYMPIA OH	1.50	1.18	1.50	4.49		1.18							1.09	1.09	1.09		10043522
	.KENDALL JONESBORO GA				.545							.545						10043564
	.KEYSTONE INDUSTRIAL INC GREENSBURG PA				.545								.545					00250269
	.KEYSTONE OIL COMP BALT MD	30.0	0.10	15.0														10053091
	.KEYSTONE STEEL PEORIA IL	20.0	107	20.0	93.2		3.3		16.4	24.5	24.5	24.5						10044234
	.KIX MACH DES PLAINES ILL		.590															10044993
	.KYLE MACHINE WORKS EL PASO TX		1.77															00235655
	.LACLEDE GAS CO ST LOUIS MO		13.8															10045041

0480363

TOWOLDMON0058257

91131-A DIRECT #2 ORGANIC DIVISION SPECIALTY PRODUCTS FOR DEC 1971 PAGE
01/22/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	NAME OF PRODUCT/CUSTOMER	POUNDS	LAST YEAR SALES	LAST YEAR FOR CURR. MTH	SALES CURR. Y-D	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CURR. YEAR SALES
	PYRAUL F-9 A															01771A		4550-60
	.LACLEDE STEEL CO ALTON IL	100	174	100	85.8		19.9	19.3	29.4					17.2				1004500
	.LACLEDE STEEL CO ST LOUIS MO		11.0															0004457
	PAR WST CUST. TOT-LACLEDE STEEL C	100	186	100	85.8		19.9	19.3	29.4					17.2				0004456
	.LIBBY, OWENS, TOLEDO OH	4.00	3.56	4.00	2.74			1.10	1.64									1016483
	.JOL STEEL HEGEWPTH IL	100		50.0														0023571
	.LANSMONT WASH LOGANSPORT IN				1.09												1.09	0022945
	.LYNCHBURG FOUNDRY MACFORD VA	5.00	5.79	5.00	7.11		2.21					2.18		1.09		1.64		1004755
	.MORRIS METAL CO CINCINNATI OH				1.09								1.09					0022633
	.MARCO MFG CO BURDLEY IL				1.29	.20							1.09					1005522
	.MARLON BRONZE COMPANY MARION O	2.00	1.10	2.00														1004.56
	.MARVEL ENGINEERING CHICAGO ILL		.214															0012955
	.MERRITTS TANKS CHICAGO IL		.376															0016508
	.MCDONNELL DOUGLAS SANTA MON CA	5.00	.590	1.00														0021359
	MCDONNELL DOUGLAS ST L MO	7.00	4.72	7.00	13.1			1.66	2.18		2.18		2.18		2.18		2.73	1004951
	MARCHT CUST. TOT-MCDONNELL DOUGL	12.0	5.31	8.00	13.1			1.66	2.18		2.18		2.18		2.18		2.73	1004951
	.METHODIST HOSPITAL HOUSTON TX				.200										.200			0021733
	.MINNESOTA PAPER CO CENTER MO		.552															0024432
	.MERICAN LAVA CHATTANOOGA TN		.590															0021933
	.MYERS ACOUSTICAL TOTOWA NJ	16.0	10.6	16.0	5.47		1.66				2.18						1.64	1005731
	.MISSOURI ROCKS JOPLIN MO		1.10															1005152
	.MOBIL OIL BROOKLYN NY				.051				.051									1005422
	.PAUL MONROE HYD PROD RIEVER CA				3.27										3.27			1005115
	.MONSANTO RESEARCH MARISOG OH		.204		.204	.204												1005753
	.M H MUELLER ST LOUIS MO				1.09						.545	.545						1005566
	.MELLEN CLASS PORT HURON MI	30.0	11.2	12.0	7.26	1.77	1.66	1.66							1.09	1.09		1005577
	.MULLEN CO OREA CA	4.00	3.54	4.00	2.19			1.10					1.09					1005934
	.MADUGE INC GARDENA CA	10.0	5.86	10.0														1005575
	.M & NASH CO E PALESTINE OH				1.64				1.64									1005604
	.N L INDUSTRIES ST LOUIS MO				1.64									1.64				0015159
	.NATIONAL METAL CLEVELAND OHIO	1.00	1.14	1.00	2.19				.55		1.09					.55		0015654
	.NATL STARCH WATERFIELD NJ				.545				.545									1005095
	.CITY NEW MADRID NEW MADRID MO				.200					.100		.100						0022539
	.NOVARDA MINES NEW MADRID MO		.588															0022654
	.NOVARDA PLUM NEW MADRID MO				.100				.100									0023693
	.NORRIS INDUSTRIES LOS ANGELES	4.00	3.54	4.00														1005801
	.NORTH AMER MFG CLEVELAND OH		.162															1005809
	.NOR AMER ROCKWELL EL SEGUN CA	5.00			2.18									1.09	1.09			1005822
	.NORTHROP CORP HAWTHORNE CA																	1005827
	.NORTHERN PACKAG ROCHESTER NY		.102		.102				.102									1005828
	.OIL STATES RUBBER ARLINGTON TX				.100								.100					0022867

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TOWOLDMON0058258

81131-A DIRECT 82
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MARKET GOAL FOR CURR. YR.	SALES CURR. YTD.	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYRAUL F-9 A															01771A		4550-609
*UNION IND PORTLAND OREGON		.590															1030864
*OREGON STEEL MILLS PORTLAND OR	25.0	31.0	25.0	70.2	3.2	6.9		6.6		8.2	6.5	13.1	9.8	7.6	3.3	4.9	1065942
*OXYGEN CORPORATION WINCH TX				1.09						1.09							0025959
*OXYGEN FOUNDRY SO GATE CA	1.00	.593	1.00	.552					.552								1005977
*PACKER MANIFEN CORP IRVINE CA		.634															05225[illegible]
*PARK-OHIO IND CLEV CLEVELAN OH		1.16															0013294
*PENWALT CORP CALVERT CITY KY	1.40	.562	1.00	1.09								1.09					1006164
*P P PELEGRA NEW PORT BEACH CA		.196		.420			.107		.107	.106						.100	0023574
*PENNOCK PELLETT LAUDAN FL		.187															0016921
*PHELPS DODGE LAUREL HILL NY	3.00	2.96	3.00														1030765
*PHELPS DODGE EL PASO TX	25.0	23.6	25.0	15.3									15.3				1030267
*PHELPS DODGE ALUMET MADISON IL	25.0	1.69	1.00														0010530
*PHELPS DODGE COPPER EL PASO TX	30.0	31.0	30.0	84.8		5.5	8.3	19.2	5.5	10.9	5.5	5.5	18.0		6.5		0316049
PAYMENT CUST. TOT-PHELPS DODGE CO	83.0	64.7	59.0	100		5.5	8.3	19.2	5.5	10.9	5.5	5.5	33.2		6.5		0004495
*PHOENIX DIE CAST BUFFALO NY	1.00	1.10	1.00														0018531
*PHOENIX DIECAST PHOENIX CA				.207		.107								.100			0024721
*WILLIAM POWELL CO CINCINNATI OH				.552	.552												1006427
*PITTS PLATE GL CRESTLINE OH	8.00	9.43	8.00	6.04	2.76			1.10				1.09	1.09				1036332
*PITTS PLATE GL TIPTON PA	13.0	8.85	13.0	4.39	2.21									2.18			1036336
PAYMENT CUST. TOT-PITTS PLATE GL	21.0	18.3	21.0	10.4	4.97			1.10				1.09	1.09	2.18			1036334
*PRECISION SHEET METAL LA CA				.552								.552					0026178
*PTI MET FURNACE SCOUDDING ILL	.141	.107	.161														0010390
*PUDGET DIE CAST DES PLAINES IL	4.09																0016761
*RACINE HYDRAIL ZANESVILLE OH	2.00	1.10	2.00	5.46				5.46									1036592
*REACTIVE METALS ASHTABULA OH	1.00	.659	1.00	.310		.310											1036655
*REGINA CORP RARITAN NJ	3.00	5.67	3.00														1036697
*REX CHAINBELT HAMMA CHICAGO IL				.645								.100		.545			1005011
*REYNOLDS METALS MC COOK ILL	35.0	26.0	35.0	54.1	6.1		6.6	2.7	5.5	4.4	3.8	3.3	10.9	5.5		5.5	0020476
*RIDGE FOUNDRY SAN LEANDRO CA	8.00	6.39	8.00														1036815
*L S ROCKEFELLER NEW LONDON CT		.318															0023397
*L S ROCKEFELLER ORONX NY				.832					.432	.400							0025935
*L S ROCKEFELLER CITY ISLAND NY		.318															0023813
PAYMENT CUST. TOT-L S ROCKEFELLER		.636		.832					.432	.400							0023397
*ROCKFORD CLUTCH ROCKFORD ILL				.545								.545					0025367
*ROLEN INDUSTRIES INC CLEVELAN OH		1.77		1.64												1.64	0013746
*CITY OF SALEM SALEM MA		.552															1007055
*SANDERS ASSOC NASHUA NH		.106															0004670
*SANDERSON & PORTER PEORIA IL		2.36															0022413

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

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PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FORECAST THIS	SALES CURR QTR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
	DYLAUL E-9 A															0177	1A	4550-007
1231	.SANDRIK STEEL FAIRLAWN NJ	5.00	.590	5.00														00137171
1232	.SANDVIK STEEL INC FAIRLAWN NJ				-.552	-.552												00137131
1233	.SCHROEDER BROTHERS MCKEES PA				1.10		1.10											00245800
1234	.SOUTHERN NATR GAS ANNISTON AL				.100											.100		00435122
1235	.SOUTHWEST IND EQUIP HOUSTON TX		.590															00222521
1236	.STERLING INC ELY SPRY OHIO				.150											.150		00260451
1237	.STOLO CHEM NEW CASTLE DE				1.65				1.10					.55				00253445
1238	.STOLO CHEM ALVIN TX				2.67						.20	.58			.25	.55	1.09	00259301
1239	.SYLSON CORP NEW CASTLE DE	2.00	1.10	2.00														10003455
	PARENT CUST. TOT-STANDARD OIL OF	2.00	1.10	2.00	4.32				1.10		.20	.58		.55	.25	.55	1.09	00236955
1240	.STAY FIZER & LAM DORAVON PA		1.14															10226423
1241	.STEP FIBERS INC EDGEFIELD S C				.545											.545		00213647
1242	.STAUFFER CHEM DOBBS FERRY NY				.150								.150					10075602
1243	.SIEBLON GARDEN GROVE CA		.054															10077311
1244	.SILVESTRI ENTRPRIS CLEVELND OH		.107															00160351
1245	.TAYLOR-WINFIELD CORP WARREN OH				.545												.545	10076922
1246	.TELEDYNE OHIO STEEL LIMA OH		1.10															10056776
1247	.THOMAS IRD SAINTJOHN QUEBEC	2.00	1.10	2.00	3.83		.552	.552			.549	.545		.545	.545	.545		10077637
1248	.TOKAIS-JOHNSON JACKSON NJ	1.50	1.10	1.50	3.64				1.10			.55			1.09	1.09		10062355
1249	.TRUESDALE STEEL ALLIANCE OH	2.00	2.36	2.00	1.09								1.09					10260225
1250	.UNITATION INC DANBURY CT		1.10															00245505
1251	.UNION CARBIDE PADUCAH KY	100	3.54	10.0	8.76			2.76	2.73							3.27		00141004
1252	.UNION CAR UC BOUND BROOK N J		.552		1.64			.552					.545		.545			10061325
	PARENT CUST. TOT-UNION CARBIDE C	100	4.09	10.0	10.4			3.31	2.73				.55		.55	3.27		00045705
1253	.UNION MALLEABLE ASHLAND OH	2.00	3.46	2.00	7.10				1.10			.55		1.64		3.82		10082049
1254	.COLLINS CARBON GALLENDER CA	1.00	1.07	1.00														10017742
1255	.UNIROYAL INC ARDMORE OKLAHOME		1.10															00221533
1256	.UNITED ENG - FOUNDRY PITT PA	1.00	1.10	1.00	1.64											1.64		10083400
1257	.UNITED ENG VANDERGRIFT PA	2.00	1.10	2.00	1.18			1.18										10083419
	PARENT CUST. TOT-UNITED ENG - FO	3.00	2.56	3.00	2.82			1.18								1.64		10083400
1258	.UNITED STATES BORAX BORON CAL	1.00	1.73	1.00														10083710
1259	.US PIPE BURLINGTON NJ	6.00	2.95	6.00	2.73								2.73					10083481
1260	.U S NAVY CHERRYPOINT NC		.552															10083479
1261	.U S NAVY BOSTON MASS				.545								.545					00262749
	PARENT CUST. TOT-U S GOVT WASHIN		.552		.545								.545					10024733
1262	.US METALS REFINING CARTERET NJ		1.10		.545											.545		00207667

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0480366

TOWOLDMON0058260

-IN THOUSANDS OF POUNDS AND DOLLARS-

S	TYPE	NAME OF PRODUCT/CUSTOMER	FORMULA	LAST YEAR YTD	AVERAGE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBERS
		PYDRAUL F-9 A															01771A		4550-009-1
1218		.U S STEEL YOUNGSTOWN OHIO	10.0	7.59	10.0	3.28				1.10	1.09							1.09	10065217
1220		UNITED STATES STEE FAIRLESS PA	10.0																00163257
1221		U S STEEL IRVING PENNSYLVANIA				10.9												10.9	10065269
1222		UNITED STATES STEE MONROEVI PA		1.69		3.30		1.10	1.10				1.09						0.1463263
1224	M	US STEEL CHEMICAL DAYTOWN TX	50.0																00218049
		PATENT CUST. TOT-UNITED STATES S	70.0	9.29	10.0	17.3		1.1	1.1	1.1	1.1		1.1					12.0	00047726
1225		.VALLEY METALLURGICAL ESSEX CT		.429															10035715
1226		.VANDEN MACHINE CHANDLER PAL GU		.161															00183571
1227		.V A C OF AMERICA ELLENVILLE NY				.545					.545								00259122
1228		.VICTORA CORP DORTON KY				.545								.545					00262714
1229		.VOLKSEY CORP LAGRON IN				1.09									1.09				00265128
1230		.VULCAN IND WHEELING ILL				2.41	1.86			.55									10067757
1231		.WAUPACA FOUNDRY WAUPACA WISC	2.00	2.20	2.00	1.09											1.09		00270939
1232		.WEIL MOLDIN MICHIGEN CITY IN		.590		.545									.545				00273707
1233		.WESTERN ARCADIA CHICAGO IL				1.09					1.09								00276371
1234		.WESTERN FELT WORKS CHGO IL	2.00	3.39	2.00														10064
1235		.WESTERN OVERHEAD PORTLAND OR		1.14															00279482
1236		.WESTINGHOUSE W MFF WEST MIF PA				.109							.100						00143336
1237		.WESTVACO CORP MICROCLIFFE KY				.162			.102										00223637
1238		.WICHITA FLS FNDRY WICHITA FLS TX				.545									.545				00280319
1239		.WILEY CORK WILMINGTON DE				1.10			.552						.545				00283059
1240		.W R WILSON DEV ANCADE N Y		.590															10060036
1241		.WOOD PRESERVERS KANSAN VA		.161															00284287
1242		.WYNN OIL CO AZUSA CALIFORNIA		.267															10092434
		TOTAL PRODUCT * * * * * * * LO	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	4550-009-
		CS TOT MAJOR PYDRAUL F-9A LO	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	
		PYDRAUL 150-A															01899A		4591-151-
1243		.AIROYAL COMPANY LUDEN NJ		.93															00135590
1244		.ALUMINUM CO ALCOA TN	10.0	14.8	10.0	21.3		3.05		4.07			3.03	1.09	5.05	5.05			10002893
1245		ALUMINUM CO POINT COMFORT TX	15.0	11.2	10.0	11.2	1.53	4.07				2.53		2.02				1.01	10002907
1246		ALUMINUM CO SANDOW TX		.094															10002923
1247		ALUMINUM CO MALASA WA	25.0	23.9	25.0	20.3	2.55	2.55		5.09	5.05				5.05				10002958
		PARENT CUST. TOT-ALUMINUM CO OF	50.0	50.0	45.0	52.8	4.1	9.7		9.2	5.1	2.5	3.0	3.1	10.1	5.1		1.0	00045663
1248		.AMERICAN SMELTING SAN FRAN CA	2.00	1.65	2.00	.470							.940		.470				10004909
1249		.ANCHOR COUPLING CO LIDERTYV IL				.047							.047						00104565

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ORGANIC DIVISION SPECIALTY PRODUCTS
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A	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FORECAST YEAR	SALES CUM Y-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYRAUL 150-A															01859A		4591-151-
	ANHEUSER BUSCH PEARL ELA				.470						.470							
	ARMCO STEEL PORT HUENEME CALIF	25.0		25.0														
	ARMCO STEEL ASHLAND KY				4.07		1.53	2.55										10026171
	ARMCO STEEL KANSAS CITY MO		76.4		79.6		20.4			19.8	24.2				15.2			10026109
	ARMCO STEEL HAMILTON OH	1.00	1.07	1.00	1.90	.376					.376			.752				10026274
	ARMCO STEEL SAND SPRINGS OK	10.0		12.0														10006244
	PARENT CUST. TOT-ARMCO STEEL MID	36.0	77.4	36.0	85.1	.4	21.9	2.5		19.8	24.6			.0	15.2			10006223
	ASHLAND CHEM CO FRANKLIN LA				1.53		.51	1.02										00166333
	ASHLAND CHEM CO NEW IBERIA LA		2.04															00142351
	ASHLAND CHEM CO WILTED LA				.505								.505					10040265
	PARENT CUST. TOT-ASHLAND OIL ASH		2.04		2.03		.51	1.02					.51					00040076
	ATLANTIC STEEL CO ATLANTA GA	2.00	2.04	2.02	.505					.505								10031233
	BALL BROS CO MONTE CA		.309															10030123
	BALL BROS MUNCIE IN	.750	.309	.750														10056115
	BALL BROS ASHVILLE NC		.471															10028107
	PARENT CUST. TOT-BALL BROS MUNCI	.750	1.49	.750														10038093
	BETHLEHEM STEEL SEATTLE WA	25.0	23.9	25.0	26.9		5.09	2.55	7.62		3.02		5.05		.27	2.53		10029576
	BRIDGEPORT ZINC BRIDGEPORT OKLA	5.00	10.2	5.00	10.1				5.09				5.05					10036777
	CABOT CO AIRP DIV EVERETT MAS	3.00	2.05	3.00														00153355
	CHRISTEX CO SHREVEPORT LOUISIA		1.02															00186551
	CRUCIBLE-LATE CO S HILLSBOROUGH NJ	15.0	12.7	15.0	3.04		1.53			1.52								10012266
	CRUCIBLE-WASHINGTON NEW CASTLE PA	10.0	2.55	10.0														00233156
	CUMMINS TECHNICOTE READING PA	2.00	2.55	2.00														00233477
	CUTTER MECH INC RALEIGH CH		1.53															00233714
	DIXIE FILTERS LEXINGTON TEX		.138															10010153
	CONTINENTAL CAN CHICAGO ILL		.509															10018710
	CONTINENTAL CAN PISCATAWAY NJ	.600	.509	.600														00236012
	PARENT CUST. TOT-CONTINENTAL CAN	.600	1.02	.600														00046157
	CONTINENTAL-BISCO CORNERS CA	5.00	3.56	5.00														00153353
	CONTINENTAL-BISCO HOUSTON TX	4.00		4.00														00111153
	CONTINENTAL STEEL KOKOMO IND	1.00	3.09	1.00	2.03	1.02										1.01		10013533
	DAVO CORP READING PA				.505							.505						00233333
	E I DU PONT DE LOUISVILLE KY	.600	.236	.600	.235		.235											10023726
	E I DU PONT DE CIRCLEVILLE OH	.500	1.53	.500														10023961
	EI DUPONT LURUFF SC				1.01												1.01	00272365
	E I DUPONT NIAGRA S C	.200	.188	.200														00186406

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TOWOLDMON0058262

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST SALES	SALES CLOSE DATE	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CAT. 27 WEIGHT
	PYRAUL 150-A															01899A		4591-151
1560	E I DU PONT DE BEAUMONT TX				.094								.094					10077402
1560	E I DUPONT DENEMOU LA PORTE TX	5.00	11.2	5.00	3.09		3.09											00345452
1560	E I DUPONT HENKUNS STRANG TX	7.00	13.2	7.00														1330.407
	AGENT CUST. TOT-E I DU PONT DE	13.0	26.4	13.0	1.77		3.09						.09				1.01	1330356
1153	.DUQUESNE LIGHT GREENSBURG PA				.141						.141							10324422
1557	.E G & G INC ALBUQUERQUE NM				.505									.505				00226933
1153	.FEDERAL SCREWS WKS DETROIT MI	4.00	3.50	4.00	8.01	1.02		.51	1.02		2.02	1.01	3.03					00111443
1153	FEDERAL SCREWS WKS ROMULUS MI	2.50	2.00	2.50	3.02							3.03						00110944
	AGENT CUST. TOT-FEDERAL SCREWS	6.50	5.60	6.50	11.5	1.02		.51	1.02		2.02	4.04	3.03					00110443
1153	.FOOTE MINERAL CO KNOXUX IA	17.0	13.2	17.0	14.2	2.04		2.04			2.02	2.02		4.04			2.02	10027044
1153	.FORD MOTOR DEARBORN MICH				1.01										1.01			00111099
1153	FORD MOTOR STEEL DEARBORN MI	50.0	1.02	10.0	3.05	2.04		1.02										10327001
1432	FORD MOTOR NASHVILLE TN		1.53		3.03								1.01	.51	.51	1.01		1332.52
	AGENT CUST. TOT-FORD MOTOR DEAR	50.0	2.55	10.0	7.07	2.04		1.02					1.01	.51	1.52	1.01		00111999
1235	.FURNEX CO OF NOVCK GREENVLL TN				1.01	.509				.505								00210499
1411	.GARDNER DENVER CO CLEVELAND OH				.232												.282	00327275
1157	GARDNER DENVER CO DALLAS TX				.239								.235					00260754
	AGENT CUST. TOT-GARDNER DENVER				.517								.235				.282	00227733
1179	.GENERAL SHALE HOUNESVILLE TN		.047															00230221
1240	.GENRET LIG RGHT SACRAMENTO CA	2.30	1.08	2.30														00330421
1600	.GLOBAL SUPPLY HOUSTON TX	2.00	3.05	2.00	5.07	1.02					1.01	3.04						00219373
1153	.GRANITE CITY STEEL GR CITY IL	50.0																10035236
1133	.GREAT LAKES CARBON ST LOUIS MO	5.00	7.61	5.00	3.09		2.04		1.02									10035514
1410	.GP GRAIN REFR SULPHUR SPRING TX		.094		.094					.094								00165520
1510	.GRIFFIN MACHINE IN CHICAGO IL	.754	.509	.754														00225475
1551	.GRIFFITH & PAYNE CHICGO IL	1.00		1.00														00164553
1230	.HERCULES INC ARLFORD VA				.141										.141			00123787
1510	.HOUSTON SYSTEMS HOUSTON TX	30.0	1.53	30.0														00220634
1104	.I RAND STL I COLD STRP E CH IN	108	105	108	64.6	20.4				24.2					10.1	10.1		10345595
1134	.INTERLAKE STEEL NEVERDALE IL	112	17.8	12.0	9.64			2.55		2.55	2.53						2.02	10041007
1235	.INTERMARINE SERVICES SANPED CA				4.07		4.07											00247653
1057	INTERMARINE SERVICES HOUSTN TX		2.04		7.64	7.64												00244958
	AGENT CUST. TOT-INTERMARINE SER		2.04		11.7	7.64	4.07											00244958
1134	.INTL HARVESTER CHICAGO IL		10.2		12.2			5.09					2.03	2.53				00215929

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TOWOLDMON0058263

01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

(IN THOUSANDS OF POUNDS AND DOLLARS)

Q	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	SALES CURR YEAR	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	CUST/MATERIAL
	PY RAUL 150-A															018094		4991-15
	.INTL TOOL & SUPPLY HOUSTON TX				4.05			1.02					3.03					1.32557
	.KAISER ALUM NEAD VA	25.0	20.5	29.0	16.7	3.05	3.05			3.03					3.03	2.02	2.53	1004331
	.KEYSTONE STEEL PEORIA IL	130	90.9	130	94.5	15.3	15.3	15.3					24.2				24.2	1004425
	.KOPPERS CO INC EAST CHICAGO IN		1.02															0018096
	.LACLEDE GAS CO ST LOUIS MO	.300	.202	.300	.470			.141				.094		.094	.141			1004305
	.LACLEDE STEEL CO ALTON IL	130	91.6	80.0	12.7		12.7											1004301
	.LAWRENCE-GEORGIA MARIETTA GA	.400	.309	.400														1004471
	.LEWTEN CORP ARLINGTON HTS IL	.700	1.02	.700														1004552
	.F W MEAKS CO LEXINGTON KY		.505															0018700
	.MOBIL OIL DEV DEAU TEXAS	15.0	24.9	15.0	28.5	1.53		3.05	3.05	6.06		3.03	7.58				4.04	1005545
	.MONTGOMERY CO PAT HERLIN PA		5.09		1.02	1.02												0023324
	.NEFCO FILTER STOUGHTON MI				.092	.092												0024597
	.NORTHWESTERN STEEL STERLING IL	63.0	35.6	63.0														0011131
	.OXYMONT CORP KENOVA WV	1.00	1.07	1.00	2.03				1.02			1.01						1005553
	.OWENS WESTERN GLASS LINCOLN ILL		.505															0013598
	.PAN AM MILL ARK ORLEANS IA	1.00	1.02	1.00														0023377
	.PEARL DRILL & EQUIP HOUSTON TX	10.0	10.0	10.0														0022792
	.PHILLIPS ENERGY SYSTEMS COLUMBUS OH				.092										.094			0026611
	.PLANET CORP DALL OR	10.0	1.53	10.0	9.61		1.53			1.01	3.03	4.04						1005793
	.PLAINS INDUSTRIES KANSAS CITY MO				.505						.505							0025782
	.PORT OF OYSTER BAY LID BETHPGE NY		1.02															0023555
	.PETROLEUM DIST BEAUMONT TX				1.52	1.52												0024769
	PETROLEUM DIST SHORE PASS TX		3.05															0024501
	AGENT COST. 101-PETROLEUM DIST		3.05		1.52	1.52												0009375
	.PHELPS DODGE LAUREL HILL NY				1.02	1.02												1006245
	PHELPS DODGE HASPETH NY				.509					.509								1006245
	AGENT COST. 101-PHELPS DODGE CO				1.53	1.02				.51								0004493
	.PALMER MIDSTREAM PT ARTHUR TX	15.0	5.09	15.0														0018367
	.PIPING SYSTEMS LAGRANGE IL	.141	.094	.141														0018258
	.PITTSBURG DEROITHES MARIETTA GA		.509															0021415
	.PITTS PLATE GL TIPTON PA		.047															1006335
	.PRICE BROS CLARKSON KE				5.58	.51	3.05					2.02						1006453
	.QUALITY CASTINGS E DANVILLE OH				2.05			.51		1.02					.51			0013479
	.RETRO CONTROL LAB LOS ANGELS CA				1.02			1.02										0029335
	.RELATION PLASTA OTTUMWA IA				2.03						1.02						1.01	0025524
	.REACTIVE METALS NILES OH		2.55															0013543
	.REDFIELD BATCH REDFIELD IA	.100	.094	.100														0023546
	.REICO HYDRAULICS MILLITS CALIF	5.00	6.11	5.00														0018150
	.REPUBLIC STEEL ALABAMA CTY AL	40.0	9.16	10.0														1006742
	REPUBLIC STEEL COR SOUTH BE IL		10.2															0013554

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0480370

TOWOLDMON0058264

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	BUDGET FOR CURR YEAR	YEAR CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYLRAUL 150-A															01899A		4591-151
1136	REPUBLIC STEEL CORP SO CHGO IL	185	152	185	177	17.8	36.9	10.2	15.1	1.4	6.6	30.1	5.1	19.9	10.1	9.2	17.7	1006745
1137	REPUBLIC STEEL BUFFALO NY	2.00	1.53	2.00	.505												.505	1003774
1138	REPUBLIC STEEL CORP CLEVE OH				3.05	3.05												1003744
1139	REPUBLIC STEEL YOUNGSTOWN OH	6.00	5.09	6.00	4.04				2.04						2.02			1003743
1140	ALPUBLIC SUPPL LONG BEACH CA	6.00	4.31	6.00	1.52							1.52						0011023
	PARENT CUST. TOT-REPUBLIC STEEL	238	182	200	186	20.9	36.9	10.2	17.1	1.4	6.6	31.6	5.1	19.9	12.1	9.2	18.2	1006748
1141	RICHTEX CORP COLUMBIA SC				.094				.094									0079351
1142	ROYAL ELECTRIC FDRY HUGHFOOD TN		5.09		7.57	2.35				3.54			1.01				2.02	0011933
1143	RUBATEX VET ZELIENOPLE PA	1.00	1.99	1.00														1000377
1144	RUDDER'S HYDRAUL CARLSTE PLS MN				3.03							3.03						0013631
1145	RUCKER CONTROL SUP BERKELEY CA				13.6										2.0		11.6	0013604
1146	RUCKER CO BERKELEY CA		1.02															1009
1147	RUCKER CNTRL SYS BEAUMONT TX	30.0	14.3	30.0	24.3			6.6			17.7							0024
	PARENT CUST. TOT-RUCKER CO OAKLA	30.0	15.3	30.0	37.9			6.6			17.7				2.0		11.6	0004
1152	RUST FURNACE CO KENNESVILLE NC		1.02															0224
1149	SANTA FE MARINE PT HUENEME CA	2.00	2.55	2.00														0317
1150	SANTA FE MARINE SANTA BARBR CA				2.02					2.02								0325
1151	SCOTT EQUIPMENT CO DAYTON OH		.509		.509		.509											0022
1152	SEDCO INC HOUSTON TX				10.1											4.04	6.06	0027
1153	SHAFFER TOOL WORKS BEAUMONT TX	6.50	7.64	6.50	5.56										3.54	2.02		0023
1154	SHAFFER TOOL WORKS HOUSTON TX	5.00	5.09	5.00														0023
	PARENT CUST. TOT-SHAFFER TOOL WO	11.5	12.7	11.5	5.56										3.54	2.02		0023
1155	SHELL OIL CO DOMINGUEZ CALIF				1.02	1.02												0015
1156	SHELL OIL WILMINGTON CAL	2.00	6.71	2.00														1600
	PARENT CUST. TOT-SHELL OIL NYC N	2.00	6.71	2.00	1.02	1.02												0035
1157	SIGNAL OIL HAYTOWN TEXAS				8.12	5.09											3.03	1003
1158	STAUFFER CHEM CO PLEASANT TEN	3.00	3.05	3.00	2.53		.509				.505	.505	.505			.505		1007
1159	STEEL IMPROVEMENT CLEVELAND OH	2.00	14.3	2.00	5.58		2.55									3.03		0322
1160	SUE STINE INC WILLITTS CALIF		3.56															0018
1161	SUE STINE HOUSTON TX		19.9															0005
	PARENT CUST. TOT-SUE STINE HOUST		23.4															0005
1162	SUPERIOR IRONWORKS HARVEY LA		2.55															0018
1163	TENNESSEE FDRY STEEL DEPT AR				5.03												5.03	0024
1164	TERRA METALLURG CORP KINGLE TN		.509															0016

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0480371

TOWOLDMON0058265

- IN THOUSANDS OF POUNDS AND DOLLARS -

C	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CUM. TO D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYRAMUL 150-A															01899A		4571-151-1
	.TEXAS STEEL FORTWORTH TX				1.02			1.02										00[illegible]
	.THIOKOL CHEM TRENCH UTAH				.505											.505		00[illegible]
	.TOLEDO ENGINEER NASHVILLE TN		1.02															00237[illegible]
	.UNION CARBIDE PADUCAH KY		3.05															00141[illegible]
	.UNION CARBIDE KINGSPORT TN		.094															00[illegible]
	.UNION CAR - OIL CAMBRIDGE OHIO				1.01						1.01							00[illegible]
	.UNION CARBIDE CORP ROCKWOOD TN	6.00																00141739
	PATENT CUST. TOT-UNION CARBIDE C	6.00	3.15		1.01						1.01							00045739
	.UNION ELEC STEEL BURGETTSTN PA				.505												.505	00222305
	.UNION OIL BIRMINGHAM AL				24.2								24.2					00269229
	.UNITED AIRLINES NEWARK NJ		.509															10022535
	.UNITED CLAY PIPE SOMERSET KY		.994															00227[illegible]
	.UNIVERSAL PFG HENDERSON NC	.600	.509	.600														10[illegible]
	.US STEEL FOUND BIRMING AL	5.00																10[illegible]
	US PIPE BESSEMER ALA	25.0	24.4	25.0	33.4	7.07	6.11				5.05	5.05	5.05	5.05				10[illegible]
	US PIPE CHARLESTON WV	7.00	6.11	7.00	6.08						3.05					3.03		10[illegible]
	PARENT CUST. TOT-UNITED STATES P	37.0	39.5	32.0	39.5	7.07	6.11				8.10	5.05	5.05	5.05		3.03		10031[illegible]
	.VAPOR ADVISORY CORP HAMPTON VA		1.53		1.52									1.52				00[illegible]
	TENNESSEE VALLEY CLARKSDALE KY	1.00	3.05	1.00														00[illegible]
	.U S A F WRIGHT PATTERSON OHIO	.900	.509	.500														10[illegible]
	US GOVT VET ADMIN HAPPTON VA		1.53															00[illegible]
	PARENT CUST. TOT-U S GOVT WASHTA	1.50	6.62	1.50	1.52									1.52				10304733
	.UNITED STATES STEEL GENEVA UT	4.00	2.55	4.00														00[illegible]
	.U S STEEL FAIRFIELD ALABAMA	6.00		6.50	2.03		1.02									1.01		10305357
	.UNITED STATES STEEL JOLIET IL	5.00	7.13	5.00	4.58		2.04	1.02	1.02						.51			00143157
	.UNITED STATES STEEL STRELTON NN				.509		.509											00143219
	.U S STEEL YOUNGSTOWN OHIO	10.0	10.2	10.0	2.04					2.04								10305217
	.UNITED STATES STEE FAIRLESS PA	10.0	5.09	10.0	5.09		.51	4.58										00143227
	.U S STEEL PORTSTEAD PA		1.02															10305357
	.UNITED STATES STL HOUSTON TX	1.00	2.04	50.0														00147234
	.US STEEL HORSE CANYON UTAH	5.00	2.04	5.00	2.02				2.02									00[illegible]
	PARENT CUST. TOT-UNITED STATES S	140	36.0	90.0	16.3		4.07	5.66	3.04	2.04					.51	1.01		00347726
	.VELSICOL CHEM MEMPHIS TN				3.03									3.03				00[illegible]
	.VICKERS GEAR CORP EVERETT MA				.329							.188	.141					10[illegible]
	.WARNING PITT ST HERBD JUNT OH		1.02															10[illegible]
	.WHEELING STEEL STEUBENVILLE OH		1.02															00[illegible]

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0480372

TOWOLDMON0058266

0.712/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

S.C.	SEC. REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	ANTICIPATED FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUST NO / MAJR CUS GR
		PARENT CUST. TOT-WHEELING STEEL		2.04															00047082
		PYDRAUL 150-A															01899A		4591-151-
11	34	.WHITING CORP S MILWAUKEE WI		3.05															00237459
11	34	.YOUNGSTOWN SHEET E CHICAGO IN	10.0	5.09	10.0														00227412
12	60	.ZAPATA OFFSHORE CO HOUSTON TX	2.50	2.55	2.50	16.2	5.09						7.58	3.54					00231924
		TOTAL PRODUCT * * * * * * * LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	4591-151-
		10 TOT MAJOR PYDRAUL 150A LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	
		PYDRAUL A 200															00505A		4595-200-
11	31	.ABEX CORP MEADVILLE PA	3.50	5.81	3.50	1.29	1.29												10006395
11	53	.ACHESON COLLOIDS PORT HURON MI		.295															10006475
18	39	.AGRI CHAFT CO INC CAMARILLO CA		.059															00104721
11	36	.ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002703
12	33	ALUMINUM CO CRESSONA PA	13.6	9.60	13.6	3.23	3.23												10002877
11	36	ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002954
11	36	ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002965
		PARENT CUST. TOT-ALUMINUM CO OF	108	75.5	108	3.23	3.23												00045063
11	38	.ANIXTER GENERAL PENNISOLA OH		.645															00104755
11	78	.ARMCO STEEL ASHLAND KY	40.0	40.0	40.0	6.45	6.45												10006171
11	78	ARMCO STEEL MIDDLETOWN OH	150	143	150	23.0	23.0												10006223
		PARENT CUST. TOT-ARMCO STEEL MID	190	183	190	29.5	29.5												10006228
11	53	.BENDIX CORP SOUTHFIELD MI		1.94															00237337
11	31	BENDIX CORP ROCHESTER NY	1.00	4.28	1.00														00111432
12	30	BENDIX CORP SIDNEY NY	12.0		12.0														10009273
		PARENT CUST. TOT-BENDIX CORP DET	13.0	6.22	13.0														00045551
11	36	.BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10009596
12	30	.BLACK AND DECKER LANCASTER PA	3.50	1.29	3.50														10009916
11	36	.CABOT STELLITE DIV KOKOMO IN	30.0	36.1	30.0	7.74			7.74										10001785
11	33	.CHEMICAL METALS ALTON IL	6.00		6.00														00247403
11	53	.CITY CONTROLLER DETROIT MICH		15.5		2.65	2.65												00170573
11	33	.CLYDE EQUIPMENT CO ST LOUIS MO		.118		.118								.118					10017327
11	34	.COLLIN RADIO CEDAR RA IA		.645															00114642
12	70	.COLSON CO SOMERVILLE MA		1.94		1.29				1.29									00243523

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0480373

TOWOLDMON0058267

	NAME OF PRODUCER/CUSTOMER	POUNDS			IN THOUSANDS OF DOLLARS	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTROL NUMBER
	PRODUCT # 230															00505A		4555-230-1
1170	.COLT INDUSTR ELIZABETHTOWN KY	1.30																
1171	.CONSOLIDATED EDISON ASTORIA NY	3.00	2.58	3.00	5.16	5.16												00152439
1172	.A F CUTLER MFG CO HOUSTON TX	1.00	.645	1.00														00115614
1230	.DANA CORP POTTSTOWN PA	18.0	18.2	18.0														00 [illegible]029
1178	.D H DAY CINCINNATI OH	1.00	.645	1.00														10021170
1234	.DELTA DIE CASTING ADDISON IL	16.5	16.1	16.5	1.29	1.29												10021656
1231	.DIAMOND SHAMROCK BELLE WV		.118															00226971
1230	.DRAVO CORP READING PA		.645															00235333
1168	.DRESSER INDUST HOUSTON TX	1.00	.177	.200														00152771
1168	.DUNHAM INSTRUMENTS PALCALTC CA				.177				.177									00259878
1193	.EATON YALE - TOSCE OIL CORK MI	3.00	1.94	3.00	.645	.645												10027161
1195	.GLAUVITE FIBERS CHILDERSBRGH AL	5.00	7.10	5.00	1.94			1.94										10300679
1197	GLAUVITE FIBERS TAYLORSVILLE NC	4.00		4.00														00181236
	PARENT CUST. TOT-EL PASO NATURAL	9.00	7.10	9.00	1.94			1.94										10025532
1197	.EMERSON ELEC ST LOUIS MO	1.50	1.29	1.50														10021071
1197	.GEL-DELCO RADIO KOKOMO IN																	10032652
1191	.GM-CHEVROLET BUFFALO NY	50.0	77.7	50.0	8.95	8.95												10032649
1273	.GM-CHEVROLET ROOSEVELTOWN NY	250	368	250														10032717
1191	.GM-CHEVROLET TONAWONDA NY	5.00	3.23	5.00	3.23		3.23											10032735
	PARENT CUST. TOT-GENERAL MOTORS	335	449	335	12.2	8.95	3.23											00157279
1237	.GENERAL CAST JEFFERSON VALLEY KY	.700	.645	.700														00156978
1240	.GULF COAST ALUMINUM LK CHAS LA	20.0	25.8	20.0	9.68	6.45	3.23											00235024
1239	.HANNA NICKEL SHEET NICKEL CR	30.0	30.1	30.0	15.5	5.16	5.16	5.16										10030747
1174	.HOOKER CHEMICAL COLUMBUS MISS	1.20	1.29	1.20														00197009
1158	.HOOVER INDUSTRIES SUNNYVALE CAL	1.00	.645	1.00														00155059
1199	.IBM CORP SAN JOSE CA				.059		.059											10041032
1235	.KAISE CORP BETHAYRES PA	1.00	.645	1.00														00165066
1193	.KALIAN ALUM FOUNDRY DETROIT MI		.645															00232157
1240	.KAISER ALUM & CH PLEASANTON CA	1.00	2.58	1.00	1.29				1.29									00211057
1197	.KAISER ALUM HEAD WV		2.58															10043379
1236	.KAISER ALUM-CHEM TACOMA WASH	0.00	0.45	0.00	1.29			1.29										00155205
1203	.KAISER ALUM TRENTWOOD CA	20.0	12.9	20.0														10043336
	PARENT CUST. TOT-KAISER INDUST P	29.0	19.4	29.0	2.58			1.29	1.29									00456616
1210	.KENNECKT CHEM HOMAT WASH	0.00	0.45	0.00														10043337
1198	.KEYSTONE ASBLUG CO BELLEFONTE PA	1.00	.645	1.00														00219220
1211	.KENNAMETAL LATROBE PA	2.00	1.29	2.00														10043359
1192	.LIBBY OWENS TOLEDO OH	2.00	5.16	2.00														10042238
1197	.LOCKHEED AIRCRAFT BECLANDS CA	3.00	2.58	3.00														10044660

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0480374

TOWOLDMON0058268

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	NOMINAL	LAST YEAR SALES	FORECAST YEAR	CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTROL MASTER CP
PYGRAUL A 200															00505A		4595-200-1
.TOLO INC SANTA ANACA				.645	.645												00146211
.U S A F KELLY A F BASE TX		1.94															00246255
.WEISAFURN INDUSTR GARDENA CA	4.00	2.58	4.00														00162992
.WEST PENN POWER SPANGDALE PA	3.00	2.58	3.00	1.94	1.94		1.94	1.94									10040946
TOTAL PRODUCT * * * * * * * LB	2122	2026	2118	197	163	12	19	1	2	2							4595-200-1
PYGRAUL A-2000															01828A		4595-300-1
.ALCOA CORP MEADVILLE PA				4.87		1.08		1.09			1.08			.54		1.08	10009306
.ALUMINUM CO LAFAYETTE IN				31.9			3.24	5.43	2.71	5.41	5.41		6.49			3.25	10002739
ALUMINUM CO CRESSONA PA				10.0	.54				5.42		2.16			2.71			10036477
ALUMINUM CO MALAGA WA				.541					.541								10362958
ALUMINUM CO VANCOUVER WA				33.5				5.40		4.33	5.41	5.41	6.49		6.49		10002966
PARENT CUST. TOT-ALUMINUM CO OF				76.8	.5		3.2	10.8	8.7	9.7	13.0	5.4	13.0	2.7	6.5	3.2	00045063
.AMERICAN MFG CO CREEMTURG IN				.100										.100			00266113
.ARCHER COUPLING CO LIBERTYV IL				.050							.050						00105565
.ARMCO STEEL ASHLAND KY				16.2						8.12	5.41				2.71		10366171
ARMCO STEEL MIDDLETOWN OH				80.0				19.5	20.7		19.0	20.0					10350223
PARENT CUST. TOT-ARMCO STEEL MID				96.2				19.5	20.7	8.1	25.2	20.0			2.7		10306228
.BALDER DIE & TOOL OSHKOSH WI				2.71										2.71			00266353
.BUNN-BLAKESLEE SANTA FE SP CA				.200								.200					00252633
.BENDIX CORP ROCHESTER NY				13.3	1.94		.50								7.57	3.30	00111433
BENDIX CORP SIDNEY NY				21.6							21.6						10035273
PARENT CUST. TOT-BENDIX CORP DET				34.9	1.9		.5				21.6				7.6	3.3	00345551
.BETHLEHEM STEEL SEATTLE WA				8.11				2.70						2.71	2.71		10305916
.BLACK AND DECKER LANCASTER PA				5.40			3.24					1.08			1.08		10339936
.CITY CONTROLLER DETROIT MICH				4.34				2.17					2.16				00176370
.DANA CORP POTTSTOWN PA				10.8				2.72			2.71	5.41					00249049
.DELTA DIE CASTING ADDISON IL				16.2		1.08	1.62	3.24	1.08	1.08	2.16	2.16	2.16	1.62			10321038
.DRACHE FIBRAS CHELDERSURGH AL				2.16						1.62	.54						10306870
.ENGASCO ELEC ST LOUIS MO				.541												.541	10326981
.FORD MOTOR DEARBORN MICH				.541												.541	00118943
.GAMEWELL DIVERS GROVES WILFORD MI				3.79							.54			2.16	1.08		10032761
.GM-CHEVROLET BUFFALO NY				57.3	2.7	5.9	10.8	5.4	5.4	8.1	8.1		5.4	2.7		2.7	10332349
.GM-DELCO PRODUCTS ROCHESTER NY				25.9	23.7												00239313
.GM-CHEVROLET ROSSEVELTOWN NY		37.8		515	28.9	91.0	56.2	56.5	28.1	28.0	56.3	43.3	28.1	56.3	56.3	28.1	10332717
.GM-CHEVROLET TONAWONDA NY				51.4		2.7		5.4		2.7	5.4		5.4	5.4	18.2	8.1	10332733

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TOWOLDMON0058269

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	CURR SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PARENT CUST. TOT-GENERAL MOTORS		37.0		623	54.5	69.5	67.0	67.3	33.6	38.8	70.3	43.3	39.9	66.5	73.6	39.0	00157279
BYGRAD A-2000															018	0A	6555-330-L
.GENERAL CAST JEFFERSON VALLEY				4.33			1.08			1.08			1.08			1.08	00156073
.GULF COAST ALUMINUM LK CHAS LA				24.3			2.70	5.40		5.41			5.41		5.41		00235224
.NIVIA NICKLE SHELT DIPOLE GR				50.3				4.3		4.3	4.3		8.7	4.3		24.3	10336747
.MILLIARD CORP ELMIRA N Y				.050					.050								10333065
.ROWER CHEMICAL COLUMBUS MISS				.541										.541			00197017
.KAISER ALUM & CH PLEASANTON CA				.541									.541				00213047
KAISER ALUM TRENTWOOD CA				5.41										5.41			10343316
PARENT CUST. TOT-KAISER INDUST P				5.95									.54	5.41			00045516
.KARECKI CHEM KENAT WASH				1.08				1.09									10342557
.LESTER ENGINEERING CLEV OH				2.16				2.16									10340368
.LUBRIZ DIV B F GOODRICH IA				.400			.400										00127033
.MAGMA COPPER SAN MANUEL ARIZ				3.79					1.08				2.70				00250535
.MONSO IND SO BANDLEY IL				.649		.649											10048377
.MO GRAT EDISON JEFF CITY MO				10.2				4.33			1.08	3.25	2.16	2.16	2.16	1.08	10349229
.MORGAN EDISON TUPELO MS				1.08		1.08											00250469
PARENT CUST. TOT-MORGAN EDISON C				17.3		1.08		4.33			1.08	3.25	2.16	2.16	2.16	1.08	00044607
.NALCO CHEM COMPANY TOLEDO OH				6.50			1.62	1.63		1.07			1.62				10349733
.SHELLY OIL BOWGER TEXAS				.541						.541							00222494
SHELLY OIL SHELLYTOWN TX				.836				.295				.541					10072393
PARENT CUST. TOT-MISSION CORP WI				1.38				.295		.541		.541					00044043
.[illegible] MACHINE GREENSBORO NC				.841									.300	.541			00264954
.[illegible] FALL IRON ST PAUL MN				.841								.541				.541	10353279
.[illegible] LOS ANGELES CA				.541										.541			10033775
.[illegible] CASTING OSWEGO NY				1.94	1.94												10039674
.[illegible] FOOD CO GALESBURG IL				89.0				8.7	8.1		8.1	8.1	16.2	16.2	8.1	16.2	10030331
JOHNSON MOTORS WAUKEGAN IL		10.0		924		104	113	159	77	80	78	41	125	40	58	40	10042976
PARENT CUST. TOT-OUTBOARD MARINE		10.0		1013		104	113	161	85	80	86	49	141	56	76	56	00044873
.[illegible] HEAT TREAT CHICA IL				1.62							.541			.541		.541	00360754
.[illegible] TOOL CHICAGO IL				.540		.540											10361903
.[illegible]-HAYWARD RACSHO CA				.541										.541			09140763
.[illegible] CO INC KAN CITY KS				.541								.541					10071734
.[illegible]-ITCO EL DORADO AR				.565				.543									10043507
.[illegible] METALS READING PA				3.24							2.16					1.08	00252220

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0480376

TOWOLDMON0058270

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	LAST YEAR FORECAST	THIS YEAR CPR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER / PART NUMBER
PYDRAUL A-200B															016208A		4555-300-1
.TECHNICOLE MFG DU BOIS PA				.540		.540											00157152
.SYNTRON ELEC N UNIONTOWN PA				1.44					1.08	1.08		1.08	2.16	1.08	1.08	1.08	10077591
.STANCO DIVISION NEW GERMAN OH				2.71						1.62						1.08	00254655
.SYRACUSE DIE CAST SYRACUSE NY				1.08										1.08			10077591
.TOLEDO ENGINEERING MONROE CA			.118	.541										.541			10077591
.CARBON CO N HAVEN CONNECTICUT				.059			.059										00242029
.WEST PENN POWER SPANGDALE PA				1.66				2.17		1.08	1.08		1.08	1.62	1.62		00055705
.WESTINGHOUSE TAMPA FL				.541										.541			10384495
TOTAL PRODUCT * * * * * * * LO		48.7		2044	59	170	194	299	151	156	232	132	223	153	180	134	00236149
S FOR MAJOR PYDRAUL A-200B LO	2122	2075	2110	2201	222	181	214	290	153	156	232	132	223	153	180	134	4555-300-1
PYDRATEK 100															005204A		6770-000-1
.ASCA CORP COLUMBUS OHIO				.100			.100										00386722
.ACME TOOL & MACHINE KEARNY NJ				.050					.050								00252755
.ALLEGHENY PIPE PITTSBURGH PA				.050					.050								10002987
.AMERICAN BRUSH ASSN SPRINGF MA	1.00	.800	1.00	.520			.520										10003571
.CUSH-CRAFT INC WAUSAU WISC	.144	.096	.144														00165111
.ARMOUR METAL PROD SCHAUMBURG I		.096															00217670
.BAKER ROSEBERO CO AMERICAN IL				.050			.050										10002431
.JOHN S BARNES CORP ROCKFORD IL	.100		.100														00227129
.J PATTERSON ENG CHICAGO IL		.048		.048											.048		00230059
.SLOTIX CORP N HOLLYWOOD CAL				.050		.050											10000235
.CAPITAL WESTLAKE VILLAGE CA				.048				.048									00230059
.CLARK CABLE CORP CLEVELAND OH		.096															00234187
.COUDLE & PRU WASHINGTON DC				.048					.048								10002705
.CURTISS DENVER CO QUINCY IL		.050															00227703
.GENERAL DYNAMICS VALLEY PA	15.0	21.1	15.0														00227026
.GENERAL METALS WAUKEE CAL		.099															10021465
.GLASSET LINCOLNSHIRE SCHAUMBURG CA		.900															00253721
.GLOBAL SUPPLY HOUSTON TX				.866	.770											.096	00217150
.GLOBE HYDRAULICS FEATHERSTON NY				.046											.048		00271316
.GRAVES SHARP CONT RALEIGH NC		.300															00245747
.HOUSTON SYSTEMS HOUSTON TX	10.0	.096	10.0														00253454
.LITTONARING SERVICES HOUSTN TX				.348	.150	.150						.048					00244358
.MAIL TOOL & SUPPLY HOUSTON TX				.050			.050										00244722
.OHIO INDUST TROY OHIO				.528							.528						00034357
.PLASTEK CORP NEWARK FALL MA		.050															00220524
.RODGERS SHIPBLDG PASCAGOULA MS		3.12															03217665
.LITTON SYSTEMS PASCAGOULA MS	10.0	12.5	10.0	9.36	9.36												00236510

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TOWOLDMON0058271

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FORECAST 1972	YEAR TO DATE SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER MAT'L CODE
	PARKER CUST. TOT-CLITTON IND PKYG	10.0	15.7	10.0	9.36	9.36												00044520
	PYDRAUL 100															0050	4A	6770-C00-1
	-NEWPORT NEWS SHIP MFGT NS VA				4.26									3.22	4.16	3.12		10257655
	-FAIRCHILD HILLER MACH MARYLAND IN		.650															00221730
	-FISHER CHEMICAL CO PLANT 2 IL	.225	.150	.225														00205151
	-HYDRAULIC SUPPLY LONG BEACH CA		.050		.040							.040						00170050
	-HENRY DUDELL CEDAR RAPIDS IA		.020															00156266
	-ROCKER CONTROL SUP BERKELEY CA				.520										.520			00130340
	PARKER CO BERKELEY CA	2.00	1.04	2.00														10059070
	ROCKER CNTRL SYS BEAUMONT TX	1.00		1.00	1.56	.520				.520					.520			00240031
	PARKER CUST. TOT-ROCKER CO OAKLA	3.00	1.04	3.00	2.08	.52				.52					1.04			00056728
	-SANTA FE MARINE PT RICHMD CA		.100															00177104
	-SOUTHERN PROJECT CONTROL CO				.040	.040												00137324
	-SHAFFER TOOL WORKS BEAUMONT TX		.240															00235200
	-SHEFFEL CORPORATIO CHATTNG TN				.020			.020										00137699
	-VICKERS INC BENSENVILLE IL		.040															10038751
	VICKERS INC DIV FERNDALE MI		.050															10038671
	PARENT CUST. TOT-SPERRY RAND NYC		.050															00043217
	-JOE STINE HOUSTON TX		.271															00270684
	-SUPERIOR TRANSDUCERS HARVEY LA		.144															00162119
	-TEST INSTITUTE CO CLEVELAND OH		.696															00193891
	-UNIVERSITIES RESEARCH ASSO		.520															00244217
	-WILLIAMS ST LOUIS MO	1.00		1.00														00217502
	-U S NAVY HUNTERS PT NAT CAL		.520															10044156
	U S NAVY SPO ENGINEERED CALIF				.520												.520	10084164
	PARENT CUST. TOT-U S GOVT WASHIN		.520		.520												.520	10084733
	-NEWPORT CO SO GLASTONBG PA				.280						.280							00257453
	-WESTERN METAL CORP EVERETT CA	1.50	3.60	1.50														10061852
	-WYATT & KEPPEL FAUL SEATTLE WA				.400				.400									00197726
	TOTAL PRODUCT * * * * * * * LB	42.0	46.2	42.0	19.8	10.6	.2	.8	.4	.7	.3	.6		3.2	5.2	3.6	.6	6770-C00-1
	PYDRAUL AC-A															0015	0A	6756-C00-1
	-AIR PRODUCTS & CHEM ALLENT PA	305		96.0														00222554
	AIR PRODUCTS CREIGHTON PA	13.0	11.4	13.0	8.24	2.95		2.95									2.34	00176039
	PARENT CUST. TOT-AIR PRODUCTS &	393	11.4	109	8.24	2.95		2.95									2.34	00222554

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TOWOLDMON0058272

01131-A DIRECT 82 ORGANIC DIVISION SPECIALTY PRODUCTS FOR DEC 1971 PAGE
01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

SEQ NO	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	ACTUAL FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC	CUSTOMER NUMBER
	PYGRAPOL AG-A															0179A		6755-000
	.ARCO CHEM CORAOPOLIS PA		.113															
	.ARNOLD CONTAINER FULLERTON CA		.113		.494		.113			.165						.216		
	.CELTEX FOX BOARD JACKSONVILE FL	3.00	5.43	3.00	3.53			1.77							1.76			
	.CHEMICAL CAN PERTH AMB CA	.350	.291	.350	.110							.110						
	.CHEVRON CHEM LONG BEACH CA				.506					.506								
	.CHEVRON CHEM. SANTA FE SPGS CA				.110				.110									
	.CONTINENTAL GILSONITE GILSONITE COL		.165															
	.ANACONDA CO BUTTE MT	1.00	1.20	1.00	.590		.590											
	ANACONDA CO BUNKER HT	10.0	7.24	10.0	7.06				2.36				1.17	1.18		1.17	1.17	
	Patent Cust. Tot-ANACONDA CO NEW	11.0	8.44	11.0	7.69		.59		2.36				1.17	1.18		1.17	1.17	
	.CHICAGO COUPLING CO LIBERTYV IL				.094							.094						
	.CROWN MET. PKG. CANS ALSIP ILL	1.50	2.36	1.50														
	.ARMCO STEEL MIDDLETOWN PA	7.00	3.65	7.00	5.80	2.95										2.93		
	.ARMED AIR DRILLIN FORT SMI AR	.900	.565	.900	.333									.330				
	.ASSOCIATED MILK PROD HOPKINS MN	.250	.170	.250	.327	.165						.162						
	.ATLANTA GAS LIGHT DIVIDALE GA		.610		.506											.586		
	.ATLANTIC RICHFIELD TORRAN CA				1.18								1.18					
	.ATLANTIC RICHFIELD GILLETTE WY				.216							.100				.108		
	.E J BAXTER CO DEER PARK TX		.165															
	A J BAXTER CO MALLOOK MINN	.250	.226	.250														
	Freight Cust. Tot-A J BAXTER CO R	.250	.391	.250														
	.BELRIDGE OIL CO MCKITTRICK CA	19.0	15.0	19.0	10.2	1.18	2.36	1.10	1.10	2.26	2.24		4.72	2.93				
	.BENDIX CORP UTICA N Y	0.50	9.15	0.50	1.22		1.22											
	.BETHLEHEM STEEL LACKAWANNA NY	50.0																
	.FMC CORP ILLIOPOLIS ILL				.275	.275												
	.HOSSERAL PKG UTICA NY	1.60	1.03	1.00	.506						.586							
	.LEF CHEM MEMPHIS CALIF		.047		.586								.586					
	.MOBIL CO BERLIN NH	.300	.283	.300														
	.MOBOT CORP HILBERT BEATS				.586						.586							
	.OLIVELLA RIVERS AVALON CA	.200	.113	.200														
	.CITIES SERVICE HESTON KANSAS		1.10															
	CITIES SERVICE GAS LYONS KAN				.054								.054					
	CITIES SERVICE GAS ULYSSES KS	.250	.110	.250														
	CITIES SERVICE GAS TAMPA TX		.220		.216										.216			
	CITIES SER TAMPA NAT TAMPA FLA	2.00	4.23	2.00	2.54					.59			1.17	.59				
	CITIES SEAVICE GAS HAZELTON KS		.112		.108							.108						
	CITIES SEAVICE GAS TAMPERANS				.119	.119												
	CITIES SEAVICE GAS VELMA OK				.110	.110												

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TOWOLDMON0058273

-(IN THOUSANDS OF POUNDS AND DOLLARS)-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	YEAR TO DATE	PREVIOUS YEAR	SALES COST $/LB	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PENNAUL AC-A															01740A		6750-000-1
CITIES SERV GAS KING HOSTER MO	.300	.283	.300														00146076
CITIES SERVICE GAS ALVA OK	.290	.236	.290														03114314
CITIES SERVICE GAS BLACKWELL OK	.300	.613	.303	.664					.324				.546				00114324
CITIES SERVICE GAS MORELAN OK	.303	.339	.333														03114332
CITIES SER CO E TAMPA FL				.506											.526		12076339
CITIES SERV GAS CO HIGGINS TX				.120	.132												10016332
PAYOUT CUST. TOT-CITIES SERVICE	3.35	7.39	3.33	4.02	.35				.91		.11	1.23	1.13	.22	.59		00065977
COLO INTERSTATE GAS CO COLO SPR CO	.200	.170	.200														00147653
COLO INTERSTATE GAS LAMAR CO	.330	1.22	.305														11017074
COLO INTERSTATE GAS LAMAR MO	.550	.610	.500														10017330
PAYOUT CUST. TOT-COLO INTER GAS	1.20	2.00	1.20														00047449
ATLANTIC SEABOARD BEVERLY WV				.165					.165								10302326
ATLANTIC SEABOARD MATHIAS WV		.110															00116370
ATLANTIC SEABOARD TERRA AL WV	1.00	1.20	1.00														03116034
COLUMBIA GAS MAMO WV				.506								.506					10033411
COLUMBIA GAS GAULEY OH				.162												.162	00273074
COLUMBIA GAS GRANDVILAND WV				.108										.108			00269367
COLUMBIA GAS CHARLES WV				.100							.100						00241293
COLUMBIA GAS CREDO WV		.610															00176394
COLUMBIA GAS CEDAR GROVE WV		.113		.270								.270					00269211
COLUMBIA GAS GLENVILLE WV				.110	.110												00176938
COLUMBIA GAS HUNTINGTON WV				.599		.599											00269376
COLUMBIA GAS KENOVA WV		.110		.108												.108	00245525
COLUMBIA GAS ST ALBANS WV	.270	.225	.270														00177252
COLUMBIA GAS BEVERLY WV				.216												.216	03272171
COLUMBIA GAS CLENDENIN W VA				.324								.324					00243752
COLUMBIA GAS MATHIAS WV				.100												.108	02272169
COLUMBIA GAS TERRA TERRE AL WV				.536										.586			00269379
KY WESTVACO COV WAYTOWN KY				.210				.210									10044722
OHIO FUEL GAS CO PAVONIA OH		.112															00132055
OHIO FUEL GAS CO SUGAR GR OH		.595		1.17						1.17							00132071
PAYOUT CUST. TOT-COLUMBIA GAS NY	1.27	3.57	1.27	4.62	.11	.59		.21	.11	1.17	.11	1.18		.69		.59	00047456
PENNSYLVANIA EDISO HAYWOOD IL				.108											.108		00114355
PENNSYLVANIA GAS CLARKSBURG WV	19.0	6.10	10.0	2.53									2.93				00100323
PENNSYLVANIA POWER MILLOY MOUSENTA				.546					.586								03116322
PENN SALT HAYSPORT NY				.110					.110								00255238
PEOPLES GAS MIDLAND MICH	4.00	2.92	4.03														10022904
PHILADELPHIA ELECTRIC ENERGY JOPPA I	30.0	3.56	30.0	2.36												2.36	03185413

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TOWOLDMON0058274

= IN THOUSANDS OF POUNDS AND DOLLARS =

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	ACCUMULATED TOP CUM YEAR	SALES CURR YEAR	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYRAUL AC-A															01740A		6756-033-1
.EL PASO NATURAL GAS EL PASO TX	30.0			.162									.162				10025532
.EL PASO NATURAL GAS MOAB UT																	10025532
.EL PASO NATURAL GAS SORAS KA		.336		.324											.324		10025532
.EL PASO NATURAL GA OPAL KY				.324								.324					CC117555
PARENT CUST. TOT-EL PASO NATURAL	32.0	.336		.810								.324	.162		.324		10025532
.FAIRMONT GLASS INDIANAP IN	5.00																00113281
.PAN STEEL INC HUSKOGEE OKLA		.110		.109			.109										00177574
.FOSTER FORBES MORGTN PEN	7.60																00997353
.CARVILL DENVER CO DISTRICT IL		.170															00227132
.G.A.F. ORGANICS FT WORTH TX	10.0																10035019
.OLIN ELEC UTICA NY	1.00	.610	1.00	.506					.586								10031907
.FIBERGLASS HILL FELLOWS CALIF	16.0																10050053
.OLIN-GERY CORP BASICANTON OHIO	.700	1.20	.700	.586											.586		00214949
.NORTHROP AIRCRAFT LITCH PK AZ				.100											.108		10034473
.W R GRACE OWENSBORO KY	1.00	1.22	1.00	.654			.330					.324					10034981
W R GRACE - CO WOODSTOCK TN	5.00	9.44	5.00	18.9	4.80			7.03					7.03				10034949
PARENT CUST. TOT-W R GRACE NEW Y	6.00	10.7	6.00	19.6	4.80		.33	7.03				.32	7.03				03045489
.GREAT LAKES GAS CLEAR KY	.300	.316	.300	.108							.108						00121517
GREAT LAKES GAS HALLEOR MN		.275		.901			.330	.327				.324					00121545
PARENT CUST. TOT-GREAT LAKES GAS	.300	.611	.300	1.09			.330	.327			.108	.324					00121517
.GREAT LAKES TRANS DEEP RIVER MN				.054								.054					03261211
.GREAT LAKES TRANS SHELVEN MN				.054								.054					03261211
.HIGH VOLTAGE PUBLIC MONSBURG PA		.610															03228900
.GLASS CONTAINER LA CALIF	3.00	3.07	3.00	6.43	.59	.59	.59	.59	.59	1.18	.54		.59	.59	.59		10033713
.OLIN MESSON CHICAGO ILL	.170	.223	.170	.162												.162	10033636
PARENT CUST. TOT-OLIN MESSON MCG	3.17	3.29	3.17	6.59	.59	.59	.59	.59	.59	1.18	.54		.59	.59	.59	.16	03546272
.INGERSOLL-RAND CAMPBELLVIL KY				.110		.110											00241696
.SHELL OIL CO LOS A COALINGA CA		.452		.444			.169	.165	.110								00122429
.SHELL OIL CO SANTA CA	2.00	.559	2.00														00122353
.SHELL OIL CO TRACY CA		.359		.810		.170					.216			.216		.216	00122871
.SHELL OIL CO VENTURA CA	1.00	1.20	1.00	1.18	1.18												00122854
PARENT CUST. TOT-SHELL OIL CO	3.00	2.56	3.00	2.44	1.18	.17	.17	.17	.11		.22			.22		.22	00054277
.UNIT PAP SO KRAFT MOBILE AL	1.90	1.91	1.90														10041619
.UTI CANYON ELE SANTA ANA CA		.980															10042127

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TOWOLDMON0058275

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	LAST YEAR SALES FOR CURR PER	SALES CURR PER	JAN.	FEB	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTRACT NUMBER
	PYRANIL AC-A															017X0A		6755-000-1
	CLARISH CO GUDNHY KTSC				.138												.168	00272139
	CITY OF LAKELAND LAKELAND FL	1.20	1.22	1.23	1.76		.59							1.17				00211034
	MARATHON OIL CORP DETROIT MI	120	96.7	60.0	96.1		24.5			42.4				3.4			32.7	00191364
	MCDONNEL DOUG HUNTGTN BEACH CA		.590		.590		.590											00186098
	MCDONNELL DOUGLAS SANTA MON CA				.590					.590								00215555
	PARENT CUST. TOT-MCDONNELL DOUGL		.590		1.18		.590			.590								10049571
	SATL ELEC COTL BLUEFIELD WV	.200	.165	.200														10558456
	STANDARD OIL CO PORTLAND P	3.90	1.83	3.00	3.53			3.34	1.77				1.76					10351924
	MICHIGAN WISCONSIN STRATTON IA		.339															00129703
	MICHIGAN WISC PL LEROYVILLE IA		.110															00207612
	MICH WIS PIPELINE SANDWICH IL	.400	.440	.400														10052114
	MICH WISC PIPELINE KINSTOCK IL	.200	.226	.200														10052122
	MICHIGAN WISC PIPE PORTLAND IN	.100	.110	.100														00124941
	MICH WISC PIPELINE ST JOHN IND		.223		.320	.110			.110				.103					00140364
	MICH WISC PIPELINE GREENSBG KS		.110		.218		.110						.103					10052173
	MICH WISC PIPELINE MCPHERSON KS	.130	.113	.150														10052181
	MICH WISC PIPELINE MOTSONVL K	.300	.203	.300														10052203
	MICH WISC PIPELINE DELHI LA		.103															00211452
	MICHIGAN WISCONSIN JENA LA		.275															00124434
	MICH WISC PIPELINE BIG CAP WI		.550		.540												.540	10052211
	MICHIGAN WISC PIPE DETROIT MI				.109				.109									00077522
	MICH WISC PIPELINE MAITLAND MO	.180	.110	.150	.108						.108							10052262
	MICH WISC PIPELINE GREENVILLE MS				.109											.108		00394033
	MICH WISC PIPELINE SARRIS KS	.200	.226	.200	.216												.216	10052254
	MICHIGAN WISC PI LN GUYMON OKL		.223															00182575
	MICH WISC PIPELINE CUST GR EN	.200	.223	.209														10052297
	PARENT CUST. TOT-MICHIGAN WISC P	1.70	3.73	1.70	1.63	.110	.110		.219		.108		.216			.108	.756	00047939
	SHELLY OIL SKELLYTOWN TX				.270									.270				10073393
	SIGNAL OIL BROOKLYN NY				.055				.055									10054222
	SINCLAIR OIL CORP SUDA SPRGS ID	1.00	.670	1.00														00054234
	SOUTHWESTERN POWER CUT PARK MI				.108										.108			10055063
	SUNOCO HARRIS MEDDLESIA KS				.586										.586			00260067
	TEXAS GULF PIC PIERSON KS	3.00	5.37	3.00	4.64				1.76			1.76				1.17		10054411
	TEXAS GYPSUM GRANITE OK	.120	.223	.120	.108										.108			10055335
	TEXAS GAS PIPELINE CROSSETT ARK				.110									.110				00124067
	TEXAS GAS PIPELINE SEAMCEY AR	.130	.113	.130	.217				.109					.108				00224253
	TEXAS GAS PIPE LINE CENTRALIA IL				.163	.055											.108	00247775
	TEXAS GAS PIPE LINE GENESEO IL				.382	.220						.162						00247987
	TEXAS GAS PIPELINE HARMONY IL	.190	.336	.190	.108										.108			10057078
	TEXAS GAS PIPELINE JULIET IL		.220															00233068

0480382

TOWOLDMON0058276

-IN THOUSANDS OF DOLLARS AND COLLARS-

SEQ	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR FOR CURR. PER.	SALES CURR. YR.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
	PYJKAUL AC-A															017	0A	6750-000
1103	NAT GAS PIPELINE GLASCO KS				.270											.270		00670032
1104	NAT GAS PIPELINE JACKSON MO	.100	.057	.100														00023452
1105	NAT GAS PIPELINE FRISCO TX	.600	.610	.600	.586											.586		00261436
1106	NAT GAS PIPELINE LUFKIN TX				.108								.108					00261420
1107	NAT GAS PIPELINE STINNETT TX				.506												.506	10059709
	PARENT CUST. TOT-NAT GAS PIPE LI	1.02	1.34	1.02	2.55	.275			.109			.162	.108	.218	.108	.856	.694	00047571
1108	NORTHROP COR EL RE ANAHEIM CA	.200	.179	.200	.162											.162		00221225
1109	OHIO AND UTIL FITZSVILLE FL	1.00	1.18	1.00	.584								.586					10059 0A
1110	OWENS ILL VALDOSTA GA	9.00	1.93	9.00	5.52		1.18				2.34	1.17			1.17			10059703
1111	OWENS ILLINOIS QUALEY TX				1.77	1.77												00145003
1112	OWENS ILLINOIS INC ALTON ILL	2.70	1.10	.700	2.93					1.17			1.76					00151061
1113	OWENS ILLINOIS SHERATON IL	9.00	9.03	9.00	4.70		1.18		1.10		1.17				1.17			00159037
1114	OWENS ILLINOIS GAS CITY IN	5.00	.570		.506						.586							00241355
1115	OWENS ILLINOIS CHARLOTTE MI	1.00	.600	1.00	.586					.586								00215003
1116	OWENS ILLINOIS RATZERTON NJ	9.00	7.32	9.00	7.71		1.22	1.22	1.17	1.17	1.17			1.76				00211004
1117	OWENS ILLINOIS LAGO TX				1.18						506			.590				00209057
1118	OWENS ILL FAIRMONT W VA	60.0																00049249
	PARENT CUST. TOT-OWENS ILL TOLED	84.7	20.6	17.7	23.6	1.77	3.58	1.22	2.39	2.93	3.66	1.17	1.76	2.35	2.34			10059931
1119	PACIFIC GAS EQUIP EL MONTE CA		.113															00231283
1120	PACIFIC LIGHTING VENTURA CA		.113															00241875
1121	PAN AM NORTH MIAMI FL	.700	.610	.700														10360567
1122	PANHANDLE EA PIPE DIVERSION ILL	.700	.678	.700														00210325
1123	PANHANDLE EASTERN PIPE LINE KS	1.00	.670	1.50	.826				.550				.270					00132681
1124	PANHANDLE EST PL PAOLA KA	1.00	1.23	1.00														00132689
	PARENT CUST. TOT-PANHANDLE EASTE	3.30	2.58	3.30	.920				.550				.270					00132661
1125	PENN CONTROLS COSHEN IN	1.00	.610	1.00	1.18	1.77	.520					.586						10061567
1126	PENNWALT CORP WYANDOTTE MI	5.00	6.39	5.00	4.70					1.76					1.17			10061571
1127	PENNWALT CORP TACOMA WA	.600	.010	.600	1.20		.610									.586		00133221
	PARENT CUST. TOT-PENNWALT CORP P	5.60	7.00	5.60	5.90	1.77	.61			1.76					1.17	.59		10061636
1128	PETROLEUM DIST CO HOUSTON TX	200	.230	200	78.4		39.7			39.7				38.4				00093750
1129	PETROLEUM DIST CO ODESSA TX		5.10		38.4													00224953
	PARENT CUST. TOT-PETROLEUM DIST	200	235	200	117		39.7			39.7				38.4				00093750
1130	PEVELY DAIRY ST LOUIS MO	.300	.335	.300	.434	.110				.108		.108					.108	10062195
1131	PFIZER INC TERRE HAUTHE IN	6.00	5.94	6.00	11.2	1.18	1.18	1.77	.59		.59	1.17	1.17	.59	1.17	.59	1.17	10062269

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0480383

TOWOLDMON0058277

-IN THOUSANDS (1ST POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	CURR. CUST. EST.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYRASUL AC-A															017	GA	675
PHILLIPS PETROLEUM CO SHACK AX				.103							.108						00257461
PHILLIPS PET STAMPS ARK				1.17									1.17				00257464
PHILLIPS PET ST JOSEPH LA				.110								.110					00257468
PHILLIPS PET DAILLESVILLE CK	2.50	3.66	2.50														10066059
PHILLIPS PET SPARTANBURG SC				.198											.106		00270239
PHILLIPS PET DEACER TX	4.00	3.58	4.00	4.12	2.36										1.76		10066075
PHILLIPS PETROLEUM BORGER TX		2.36		5.09		2.36				1.76			1.77				10066093
PHILLIPS PHD BORGER TX				2.34								2.34					00133767
TARGET CUST. TOT-PHILLIPS PET DA	6.50	9.60	6.50	13.9	2.36	2.36				1.76	.11	2.45	2.94		1.87		10052659
CHAMPION PAPER KENDUSKEAG ME	1.00	.430	1.00	3.52		1.10			1.17							1.17	00166459
CHAMPION PAPER GREEN BAY WISC	3.00	2.93	3.00	1.76				1.17								.59	00216627
PROCTER-GAMBLE LONG BEACH CA	.700	.590	.700	1.18					.590						.586		10364716
PROCTER GAMBLE SACRAMENTO CAL	4.00	1.53	4.00	.590								.586					00134743
PROCTER - GAMBLE ANDOVER GA	.500	.482	.500	.732	.110		.110		.108		.324			.330			00151718
PROCTER AND GAMBLE CHI IL	2.00	2.40	2.00	1.18			.590					.586					10364724
PROCTER-GAMBLE KAHL CITY SS	.700	1.20	.700	1.18		.590						.586					10364710
PROCTER AND GAMBLE QUINCY MA	1.50	1.28	1.50														10364759
PROCTER GAMBLE BALTIMORE MD	1.50	1.32	1.50	1.29		.610							.586				00337921
PROCTER AND GAMBLE ST LOUIS MO	1.50	1.22	1.50	1.77	1.18											.59	00166754
PROCTER AND GAMB STATEN IS NY	2.00	2.44	2.00	3.59		.61	1.18					.59		.59		.59	10364771
PROCTER AND GAMBLE CINN OH	12.0	1.77															10364767
PROCTER-GAMB ST BERNARD OH	1.50	1.22	1.50	3.52				1.18					1.17		3.17		10364783
TARGET CUST. TOT-PROCTER AND GAM	31.9	19.3	19.9	20.4	1.29	2.99	1.88	2.35	1.87		.32	4.34	1.76	.92	1.76	2.93	10364767
RALSTON PURINA SPRINGDALE AR		.220		.220		.220											10066155
RALSTON PURINA MILLINGTON TE				.106											.106		10066063
RALSTON PURINA GAINESVILLE GA		.110		.109								.108					10066059
RALSTON PURINA MACON GA		.220															10066077
RALSTON PURINA DAVENPORT IA	1.00	1.20	1.00	1.17						.586					.586		10066123
RALSTN PURINA PICATTO ID	.400	.330	.400	.108								.108					10066193
RALSTON PURINA BATTLE CR MI	1.00	1.11	1.00	1.18		.590								.586			10066094
RALSTON PURINA CO MINDEN LA	.500	.220	.500	.213				.210									00135227
RALSTON PURINA JACKSON MS				.216										.216			00135258
RALSTON PURINA GRAIN NJ	.500	.330	.500	.272				.272									00135216
RALSTON PURINA NELSON PC	.200	.170	.200	.323	.112						.108					.100	00135232
RALSTON PURINA CINCLVE OHIO				.110			.110										10066102
RALSTON PURINA GRT CHIO	1.00	1.92	1.00	.586												.586	10066220
RALSTON PURINA NEW PROPHETS TN		.275															00135170
RALSTON PURINA RCHMD VA	.200	.220	.200														10066131
TARGET CUST. TOT-RALSTON PURINA	4.90	6.36	4.09	4.62	.112	.810	.110	.490		.586	.108	.216		.802	.694	.694	10066107
RHATCHER GRASS MFG BARRIRA AK	1.00	1.79	1.00	1.77	.59		1.18										00151858

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TOWOLDMON0058278

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	BUDGET FOR CURR YEAR	SALES CUM TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYRAUL AC-A															017-0A		6756-030-1
1039	THATCHER GLASS MFG SAUGUS CA	6.00	3.03	6.00	8.22					.59		.59		2.35	1.17	1.17	2.34	10079659
	PARENT CUST. TOT-REXALL DRUG LOS	7.00	4.02	7.00	9.99	.59		1.18		.59		.59		2.35	1.17	1.17	2.34	00545591
1034	.HOLYWOLDS ELECT LAS VEGAS NV	20.0			.586						.586							00207721
1035	.CHEMY DIMMELL CROMP PAPEUS IA		.590															00156865
1036	.ROHM - HAAS FAYETTEVILLE NC	.200	.225	.200														10066951
1037	.ARMOUR - STEWART MATION KS	.150	.110	.150														10067491
1038	.HOLLA OIL SPRINGDALE AR				.110					.110								00265211
1039	.PENNS CHEMICALS TX	13.0		13.0														00267472
1040	.SF OIL STATION TX				.674				.586								.166	00137772
1041	.STAUFFER CHEM RICHMOND CALIF	.129	.113	.129														00139936
1042	.SHELL - LOVELESS LENEXA KS				.110	.110												10077693
1043	.SOUTHERN CALIF EDI REDONDO CA	1.50	.590	1.50	2.24				1.18						1.06			00139479
1044	.CHEVRON CHEM RICHMOND CALIF		.590		.586										.586			10081290
1045	CHEVRON OIL SALT LAKE CITY UT	5.00	4.27	5.00	5.87			1.77				1.76				2.34		10116229
1046	STANDARD OIL E WHITTIER CALIF	.700	.650	.730														00140107
1047	STD OIL LA HABRA CA	.700	.610	.700														00139963
1048	STAND OIL CALIF SAN FRAN CA		.113															00546705
	PARENT CUST. TOT-STAND OIL CALIF	6.40	6.24	6.40	6.46			1.77				1.76			.59	2.34		00546965
1049	.AMERICAN OIL CO ELDORADO ARK	40.0																10254675
1050	.AMERICAN OIL CO POND RIVER IL	30.0																10254683
1051	.AMERICAN OIL CO WHITING IND	27.5	9.76															10254691
1052	.AMOCO CHEM JOLIET ILL	2.00	1.22	2.00														10255249
1053	.PAN AM PET CHP POWELL WY	1.30	2.44	1.30														00132755
	PARENT CUST. TOT-STANDARD OIL CF	80.0	13.4	3.30														00546765
1054	.SUN OIL CO HOUSTON TX	120																00233725
1055	.SUN OIL CO SHREVE TX				1.18	1.18												10077235
	PARENT CUST. TOT-SUN OIL COMP PH	120			1.18	1.18												00546563
1056	.SWEDISH ENGINE DETROIT MI	3.30	3.53	3.30	1.18		.590			.586								10077303
1057	.TEXAS EASTERN TRAN JACKSON LA				.104												.108	10274207
1058	.TEXAS EASTERN TRANS LAPORTE TX				.586									.586				00243731
1059	.TEXAS EASTERN TRANSMN BALLY PA				.272			.272										00224477
1060	.TEXS EAST TRANS CHESSON PA				.586										.586			00266191
	PARENT CUST. TOT-TEXAS EAST TRNS				1.55			.272						.586	.586		.108	00546186
1061	.TECHNICAL DEVEL CO DAYTON OH		.223		.379			.107	.109								.162	00224791

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0480385

TOWOLDMON0058279

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYGRAOL AC-A															017	40A	6755-000-
1968	.TENNECO INC HOUSTON TX	30.0																10078504
1968	TENN GAS PIPE LINE NASSAU NY	.500	.610	.500														10078555
1968	TENN GAS TRANS CARROLLTON CN				.586										.586			10078741
	PARENT CUST. TOT-TENNECO INC HOU	30.5	.610	.500	.586										.586			10078504
1969	.TRANSCON GAS GILLIS LA				.055		.055											00141119
1969	.UNIVERSAL PATCH ST LOUIS MO	.400	.335	.400	.109											.109		10083551
1969	.COLLIER CARBON SEATTLE WA		.170															00234451
1969	UNION OIL PORTLAND NY				.110							.110						10082323
1969	UNION OIL COALINGA CA				1.18									1.18				00141931
1969	UNION OIL CASTAIC CALIF				.170		.170											10062110
1969	UNION OIL RODES CALIF	6.00	6.17	6.00	5.35	1.18	.65		1.18				1.17			1.17		10082153
1969	UNION OIL SANTA MARIA CALIF	2.00	1.20	2.00	.590						.590							10062151
1969	UNION OIL WILMINGTON CALIF	30.0	30.1	30.0	21.8					4.13		5.90		5.90			5.86	10082180
1969	UNION OIL CO OF DENVER		.231															10082315
1969	UNION OIL CO FORT MADISON CO				.162								.162					00263737
1969	UNION OIL OF CALIF ROAD UT		.110															00155470
	PARENT CUST. TOT-UNION OIL CO LO	38.0	41.0	38.0	29.4	1.18	.82		1.18	4.13	.59	6.01	1.33	7.08		1.17	5.86	00047155
1970	.UNION TEXAS PETROL HAUGHTON LA				.162												.162	00272459
1970	.UNION TEXAS PETROL LAUGHTON LA				.165					.165								00255900
1970	.PRATT & WHITNEY UNITED FL	17.0	.610	17.0														00124554
1970	.UNITED CONSTRUCTIO WESTMINS CA				1.77					1.77								00142320
1970	.U S A F WRIGHT PATTERSON OHIO		.590		.590			.590										10003407
1971	.USS AGRI-CHEM CRYSTAL CITY MO	18.0																00200351
1971	U S STEEL HAMMIN CA	3.00	2.42	3.00	1.10		.590		.590			.586	.586	.586	.590			10057027
1971	U S STEEL CORP DUQUESNE PA		.170															00077131
1971	U S STEEL HOMESTEAD PA	6.10	11.9	6.10	14.7	2.95					2.93			5.86			2.93	10065149
1971	UNITED STA STE ROBLES ROCKS PA	2.00																00215554
1971	U S STEEL HAMMIN PA	2.00																10065403
	PARENT CUST. TOT-UNITED STATES S	31.1	14.5	9.10	15.6	2.95	.59		.59		2.93	.59	.59	6.45	.59		2.93	00047724
1972	.VELSICOL CHEM CHATTANOOGA TN	1.00	2.38	1.00	1.17						1.17							10086434
1972	.WEST PENN POWER SPNGDALE PA	30.0	1.79	2.00	1.18			1.18	1.18					.59			.59	10086496
1972	.WESTERN TEXTILE ST LOUIS MO				.110				.110									10059042
1972	.WESTINGHOUSE AT WILMERDING PA	3.00		3.00														10069115
1972	.WESTVACO CORP WELLSBURG WV		.338		.435	.110		.109			.108			.108				00153194

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	M	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEARS SALES	PREVIOUS FORECAST	THIS FCST	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		PYCRAUL AC-A WINTER GRADE															01769A		6757-000-1
1124		.AICHOK COUPLING CO LIBERTYV IL				.052							.052						00137655
1127		.ATLANTIC RICHFIELD MCGUYNA CA				6.76										3.38		3.38	00257259
1137		.BELRIDGE OIL CO MCKITTRICK CA				8.45									2.82		5.63		10000418E
1128		.BOEING CO RENT WASHINGTON		.563		.563											.563		00157171
1134		BOEING CO SU SEATTLE WASH				1.13					.563			.563					00045002
		PARENT CUST. TOT-BOEING CO SC SE		.563		1.69					.563			.563			.563		00045002
1123		.COLUMBIA GAS CLEVILLE WV				.106	.106												00177933
1128		COLUMBIA GAS RESERV PT		.585		.563												.563	10002453
1131		COLUMBIA GAS ST ALBANS WV		.054															00177952
		PARENT CUST. TOT-COLUMBIA GAS NY		.639		.669	.106											.563	00047456
1139		.DIVERS EQUIPMENT KANSAS C MO		.112															00116475
1150		.DRESSER PROGRAM CLEVERDA CA	10.0	6.44	10.0	3.96	2.27				1.69								00116742
1139		DRESSER PROGRAM HUNTINGTON CA				1.69	.903			.054			.563	.563					0025C710
		PARENT CUST. TOT-DRESSER INDUSTR	10.0	6.44	10.0	5.65	2.78			.05	1.69		.56	.56					10023722
1129		.GLASS CONTAINER LA CALIF		.610															10033713
1174		.J H P ATK CO VIAN OKLA				.053		.053											00244372
1139		.NORTHLAND RESOURCES KINGSLY CO				.903									.563				00256733
1220		.OWENS ILLINOIS WASHINGTON NJ		3.91		2.82											.56	2.25	00212202
1154		.PETROLEOS DIST CO HOUSTON TX	10.0	12.5	10.0														00053753
1127		.PPG CHEMICALS DIV LAKE CHARLES		.799															00157738
1154		.PPG INDUSTRIES GUNTERSVL AL				.563										.563			10366212
1154		.TEXAS GAS TRANS CORPUS CHRISTI TX		.505															10078741
1068		.UNION OIL CO OVERDALE CA				5.03		5.03											00256333
		TOTAL PRODUCT * * * * * * * LB	20.0	25.5	20.0	32.3	2.83	5.08		.05	2.25		.62	1.13	3.38	3.94	6.76	6.19	6757-000-1
		PYCRAUL AC-PYCRAUL 10E															00329A		6733-100-1
1134		.ALUMINUM CO PEVERDALE IA	7.00	7.92	7.00	3.91					.98				1.56	.98			10002819
1134		ALUMINUM CO LAFAYETTE IN	9.00	9.90	9.00	19.6				.98		1.96			5.30	2.45		4.89	10002758
1135		ALUMINUM CO SARNICA IN	80.0	2.97	1.49	3.94	.99	.99										1.96	10002796
1140		ALUMINUM CO POINT COMFORT TX	8.00	2.98	8.00	1.97			.990							.978			10002907
1135		ALUMINUM CO ROCKDALE TX	2.50	4.95	2.50														10002915
1136		ALUMINUM CO SAMSON TX	7.00	13.9	7.00	18.7	2.97	1.49	1.49		1.47	1.49	.99	.99	.99	2.45		4.40	10002723
		PARENT CUST. TOT-ALUMINUM CO OF	114	43.6	35.0	44.2	4.0	2.5	2.5	1.0	2.4	3.4	1.0	1.0	8.3	5.9	1.0	11.2	00045053
1134		.AICHOK COUPLING CO LIBERTYV IL				.045							.045						00105965
1134		.ARGONNE NATL LABS ARGONNE ILL				7.82									4.89	2.93			00151255

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=IN THOUSANDS OF POUNDS AND DOLLARS=

C	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	THIS YEAR FORECAST	YEAR TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYDRAUL 50-PYDRAUL ICE															00329A		6735-100
1934	.AIR FRC ARNOLD AFB STA TN		1.49															1000501
1935	.CHEMOLA MFG CO HOUSTON TX		.992															1001972
1936	.GARDNER DENVER CO CLEVELAND OH				.180												.180	0227275
1937	.HOUSTON SUPPLY HOUSTON TX				2.97									2.97				0021300
1938	.NAVAL PUBLICATIONS BEAUMONT TX		.992															0048300
1939	.REPUBLIC STEEL CORP CLEVE OH	2.00	.990	2.00	1.47				1.47									1030700
1940	.REYNOLDS METALS RICHMOND VA	1.00	.495	1.00														1000773
1941	.RUCKER CNTRL SYS BEAUMONT TX		2.48															0024003
1942	.SARGENT IND HUNTINGTON PK CA				.091							.091						1007000
1943	.UNITED STATES STEEL GENEVA UT				4.95	4.65												0013523
	TOTAL PRODUCT * * * * * * * LB	117	49.2	38.0	61.7	8.9	2.9	2.5	8.4	2.4	3.4	1.1	1.0	16.2	8.8	1.0	11.4	6735-100
	PYDRAUL 280															00653A		4596-280
1944	.TENN EASTMAN KINGSPORT TENN		.300															1037857
	TOTAL PRODUCT * * * * * * * LB		.300															4596-280
	PYRAUL 625-A															01655A		4575-626
1931	.AIR COMP-DRILL BAKERSFIELD CA				1.19	.595			5.92	5.92	.595 3.92	5.92	5.75		5.75	5.75		0032561
1932	.ALABAMA OXYGEN BESSEMER AL	30.0	30.6	30.0	52.8	3.95	5.95											1000775
1933	.ALCO MACHY & SUPPLY NYC NY				.110									.110				0026400
1934	.ALLIS CHALMERS MILWAUKEE WIS	2.50	2.46	2.50														0000004
1935	.ALCOA CASTINGS EDISON NJ		.616															0010754
1936	ALUMINUM CO LAFAYETTE IN	1.00	1.21	1.00	.595				1.79	1.19								1000278
1937	ALUMINUM CO BESSEMA NY	20.0	20.3	20.0	25.1			7.1				4.1			13.8			1000283
1938	ALUMINUM CO ALCOA TN	25.0	.532	10.5	5.19								2.88	.02			2.30	1000289
	PARENT CUST. TOT-ALUMINUM CO OF	46.0	22.7	30.5	30.9			7.1	1.8	1.2		4.1	2.9		13.8		2.3	0004505
1939	.ANCHOR COUPLING CO LIBERTYV IL				.055						.055							0010500
1940	.ATLANTIC RICHFIELD HERCULYNA CA				14.2			7.14			3.57	3.45						0025125
1941	ATLANTIC RICHFIELD TUPMAN CA	10.0	7.39	10.0	5.24					1.79							3.45	0011637
	PARENT CUST. TOT-ATLANTIC RICHFI	10.0	7.39	10.0	19.4			7.14		1.79	3.57		3.45				3.45	1000787
1942	.BADGER DIE CAST MILWAUKEE WI		2.38															1000795
1943	.BIG THREE GAS HOUSTON TX	110		40.0														0022135
1944	.CENTURY ELEC ST LOUIS MO	70.0	62.5	70.0	76.5	7.9		7.7	1.8	7.7	5.9	11.2	7.7	3.5	5.8	10.4	6.9	1001516
1945	.CENTURY ELEC NORCLDE TN	4.00	5.48	4.00	5.36		1.86				1.78					1.73		0018726
1946	.CENTURY ELEC ACHENAVE TX	7.00	6.16	7.00														1001513
	PARENT CUST. TOT-CENTURY ELEC ST	81.0	74.2	81.0	81.8	7.9	1.9	7.7	1.8	7.7	7.7	11.2	7.7	3.5	5.8	12.1	6.9	1001516

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	FOREMAN	LAST YEAR	SALES FOR CURR	SALES CURR	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYRAUL 625-A															01655A		4596-52
1277	.SALEM PLASTICS - CHEM SALEM MA		2.46															1[illegible]
1[illegible]	.COLUMBIA GAS CHARLES NV				1.18										1.10			[illegible]
1531	COLUMBIA GAS CLEMDENIN W VA		.595															0024375
	PARENT CUST. TOT-COLUMBIA GAS NY		.595		1.18										1.18			0004740
1[illegible]	.DELTA AIRLINES MIAMI FLA	6.00																1002149
1[illegible]	.E I DU PONT DE NEMO ORANGE TX	100																1032[illegible]
1[illegible]	.TENN EASTMAN KINGSPORT TENN		.114															1003[illegible]
1[illegible]	.GREAT WEST SUG CO JOHNSTOWN CO				.114			.114										0325[illegible]
1[illegible]	.HARVEY ALUMINUM DALLAS OREGON	1.00	1.23	1.00	.575									.575				1003[illegible]
1[illegible]	.ITT RAYONIER INC MODULAR WA				.055									.055				0012615
1[illegible]	.J M P AIR CO VIAN OREG				.114	.114												0024[illegible]
1[illegible]	.LEYDOLD HERAEUS HOMOSSVILLE PA		.616															0[illegible]
1[illegible]	.MARATHON OIL CO BRETON RD	7.00																1005[illegible]
1[illegible]	.DR MARSHALL ILT CAIR HUNTSV AL				8.01								6.51			2.30		0026[illegible]
1[illegible]	.MOBIL OIL BELRIDGE CA	15.0	18.2	15.0	7.02							3.57			3.45			1005[illegible]
1[illegible]	.MOBIL OIL DIV LOS ANGELES CA	40.0	29.3	40.0	14.3	3.57	3.57		7.14									1005[illegible]
1[illegible]	.MOBIL OIL LOST HILLS CA	15.0	12.9	15.0	11.0		1.79		2.90				3.55				3.45	1005[illegible]
1[illegible]	.MOBIL OIL MARIPOSA CA				28.1						7.14		3.55	3.45	7.10		6.90	1005[illegible]
1[illegible]	.MOBIL OIL SAN ARDO CA	4.00	4.80	4.00	2.90				2.90									1005[illegible]
	PARENT CUST. TOT-MOBIL OIL CORP	74.0	65.2	74.0	64.2	3.6	5.4		13.1		7.1	3.6	7.1	3.5	10.6		10.4	1005[illegible]
1[illegible]	.PANHANDLE EASTERN PIPE LIBE KS				.275								.275					0013286
1[illegible]	.PETROLEUM DISTRIBUT JUPPA IL				.550									.550				0026536
1[illegible]	PETROLEUM DIST CO HOUSTON TX	15.0			.285		.285											0009375
	PARENT CUST. TOT-PETROLEUM DIST	15.0			.835		.285							.550				0009375
1[illegible]	.NORTHWEST PAP CLOQUET MN		.114		.279	.114							.165					1005[illegible]
1[illegible]	.PRATT & WHITNEY E HARTFORD CT				.340									11.8		11.5		0026158
1[illegible]	.PROCTER-GAMBLE KAN CITY KS		.228		.102		.102											1006475
1[illegible]	PROCTER AND GAMBLE ST LOUIS MO		.614															0015553
	PARENT CUST. TOT-PROCTER AND GAM		.844		.102		.102											1006476
1[illegible]	.PROCTOR PRODUCTS ST LOUIS MO		.114															0017557
1[illegible]	.READING TUBE READING PA	4.00	3.70	4.00														1006549
1[illegible]	.STD OIL INGLEWOOD CA	10.0	1.23	2.00														0013[illegible]
1[illegible]	STANDARD OIL LOS ANG CALIF				.575										.575			0015627
	PARENT CUST. TOT-STAND OIL CALIF	10.0	1.23	2.00	.575										.575			0004690

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POUNDS	LAST YEARS	PROJECTION FOR COMP YEAR	SALES CURR YEAR	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		PYDRAUL 625-A															01605A		4554-626
1	03	. PAN AM PET KENDALL HED	60.0	41.1	60.0														10306444
1	57	.UNION PACIFIC RR CORRIDGE CA		.927															00235244
1	39	.NASA ALRONAUTICS HAMPTON VA				2.88												2.88	00260333
1	17	TENNESSEE VALLEY TUSCUMBIA ALA	3.00	4.84	3.00	2.30								2.30					00105594
1	02	TENNESSEE VALLEY DECATUR KY		19.5		18.6		7.1								11.5			00165551
1	01	TENN VALLEY AUTHOR CHATTANO TE				7.10							7.10						00146271
1	03	TENN VALLEY AUTHOR MEMPHIS TEN	30.0	9.14	30.0	8.26		2.30		2.30			1.76		1.73				00146314
1	24	U S A F SEC HUNTSVILLE ALABAMA	4.00	3.00	4.00														10004431
1	47	U S A F WRIGHT PATTERSON OHIO	.225	.171	.225	.275			.275										10003701
1	23	U S GOVT HUNTSVILLE ALA	6.50	6.66	6.03	4.76	2.38	2.38											10034732
		TOTAL CUST. 101-U S GOVT WASHIN	43.2	42.7	43.2	44.2	2.4	11.9	.3	2.4			8.9	2.3	1.7	11.5		2.9	10004731
1	30	.WESTINGHOUSE PHILADELPHIA PA				.114				.114									10009727
		TOTAL PRODUCT * * * * * * * LB	600	300	307	300	29.7	25.9	22.4	29.1	14.2	24.9	33.8	36.1	21.0	49.1	8.6	25.9	4554-626
		23 TOT MAJOR MISCELLANEOUS LB	2299	1001	1155	903	73	118	47	49	122	49	50	61	122	81	33	98	
		11 TOT SUB-CL PERST GEN PYDRA LB	8047	5757	8079	5346	451	518	405	562	430	400	460	431	523	439	333	396	
		PYDRAUL 312															00693A		6760-312-
1	33	.A E A DIE CAST LOS ANGELES CA	45.0		15.0														00190061
1	50	.AJAX COMP CO/YOUNGS OHIO		.094															00084722
1	25	.ACADEMY DIE CASING EDISON N J	15.5	13.0	15.0	3.00		1.00	2.00										00140366
1	32	.ACME MACHINE WORKS SPRGANE MA	.600	.320	.600														00234715
1	23	.ACTION DIE CO PHILADELPHIA PA	3.00	2.50	3.00														00215241
1	05	.ADAMS CORLISS SCARSDALE NY NE		.900															10350624
1	15	.AERO-STANDARD ELLWOOD CITY PA		1.00															00220340
1	33	.AIRPATH DISTRO HAUGHTON PC	1.00		1.00														10001617
1	55	.AIRTEX INC FAIRFIELD ILLINOIS	5.00	5.00	5.00														00221457
1	04	.AJAX MT SFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00			2.00										00230243
1	42	.ALLEGHENY LUDLUM BOSTON MA	80.0																00107457
1	01	ALLEGHENY LUDLUM BRACKENRIDG PA	100		10.0														00165408
1	01	ALLEGHENY LUDLUM DANVILLE KY	30.0		15.0														00247243
1	52	.ARNOLD ENGINEER FULLERTON CA	.900	.323	.900	.093					.093								00110124
		PARENT CUST. 101-ALLEGHENY LUDLU	211	.323	25.9	.093					.093								00346698
1	04	.ALLOY DIE CASTING BUENA PK CAL	30.0	2.59	30.0														00187569

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SM	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	CURRENT FORECAST YEAR	SALES COM MTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		PYRAUL 312															006/3A		6760-312-1
		ALPHA INC LOGANSPORT IN	9.00	7.50	9.00	2.00	2.00												00108194
		ALCAN ALUMINUM CORP OSWEGO NY	10.1	42.9	29.9														00143199
		ALUMINUM FORGE SANTA ANA CALIF		6.50															00143156
		AMERALLE IND GLENDALE CA	3.00	2.00	3.00	1.50	.500		.500	.500									10306057
		AMERICAN ALUM WEBSTER CITY IA	4.00	2.50	4.00														00161709
		AMERICAN BRASS CO BUFFALO NY	5.00																00247219
		AMERICAN CYANAMID SAVANNAH GA		.270															00159348
		AMERICAN PORTABLE EUGENE OR	25.0	13.2	25.0														10035337
		AMERICAN STANDARD LOUISVILL KY	50.0																10033014
		AMERICAN STANDARD BUFFALO NY	6.00																00247235
		AMERI CHEM - TOT-AMER STANDARD	56.0																00247783
		WESTERN ELEC-IND IND	100	32.5	35.0	7.50		7.50											10000798
		AMERICK CORP ROCKFORD IL	75.3	45.0	79.5	7.50		7.50											03102517
		ARMCO STEEL ETIWANDA CA	63.0	27.0	60.5	10.5				5.00		5.50							00156142
		ARCELORDA ALUM TERRE HAUTE IN	15.0	10.5	7.00	10.0	3.00					5.00							10035570
		ARCO AUTOMOTIVE GARDENA CA	6.00	4.00	6.00														00156614
		ARMCO STEEL DELIVERY PA	75.0		25.0														03229403
		ARMCO STEEL MIDDLETOWN OH	110	193	110	44.0		20.0	24.0										10002228
		ARMCO STEEL ARDMORE PA	46.0	37.5	46.0														10000252
		ARMCO STEEL BUTLER PA	80.0	9.93	40.0	2.50		2.50						2.50	2.50				10006260
		ROLLAR STEEL CO AKRON OH	40.0	20.0	40.0	10.0	3.00		5.00										00231878
		ARMCO CUST. TOT-ARMCO STEEL MID	351	210	261	56.5	5.0	22.5	29.0					2.5	2.5				10006228
		ARMCO ACME WEBSTER CITY IA	3.00	4.50	3.00	1.00			.500	.500									10006639
		ARMCO ALUM CAST AVON LAKE OH	3.00	2.50	3.00														10126643
		ARADA ALUM CAST CLEVELAND OH	5.00	7.50	5.00														10000651
		ARMCO ALUM CAST-TOT-ARMCO ALUM CAST	8.00	9.00	8.00														10000651
		ATHENS OIL CO ATHENS TN	4.00	5.00	4.00														03187100
		ATLANTIC DIECASTING DETROIT MI	1.50	1.00	1.50														10007135
		ATLANTIC STEEL CO ATLANTA GA	10.0																10007232
		ATLAS DIE CAST SCHAUMBURG ILL	90.3																00146121
		AUBURN DIE CAST AUBURN MI	53.3																00247173
		AUCUCA E MILLOR BEAVER FLS PA	100		10.0														10007917
		BADGER DIE CAST MILWAUKEE WI	15.0	12.0	15.0														10007941
		BALLEICH ENGAG WASHINGTON MO	1.50	1.00	1.50														00004331
		BARBER-COLMAN CO ROCKFORD IL	7.00	1.50	7.00														10000133
		BASIC ALUM CAST CLEVELAND OH	36.0	31.5	36.0	7.50	2.50		5.00										10000439
		BASSO PROD DIV PERR HARBOR MI	8.00	6.50	8.00														00222257
		BEACOSLEY PIPER DIV CHGO IL	1.00	3.00	1.00	2.50			2.50										10000803

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FORECAST YEAR	SALES QUOTA THIS YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER ACCOUNT NO.
VYKANOL 312															006934		6750-312-
[illegible] CORP RICHMOND IND		.139															[illegible]
[illegible] SELL & HOWELL CO CHICAGO IL	35.0	30.0	33.0	10.0	5.00	5.00											[illegible]
[illegible] BETHLEHEM STEEL STEELTON PA	100	55.0	70.0														[illegible]
[illegible] BETHLEHEM STEEL BURNS HA TX	540	20.0	270														00211401
[illegible] BETHLEHEM STEEL SPARROWS PT MD	100		10.0														00217352
[illegible] BETHLEHEM STEEL BETHLEHEM PA	45.0		10.0														13509503
[illegible] BETHLEHEM STEEL JOHNSTOWN PA	20.0		5.00														00232335
PARENT CUST. TOT-BETHLEHEM STEEL	705	70.0	355														00043578
[illegible] BOEING CO SO SEATTLE WASH	100																00349002
[illegible] FORD ALUMINUM ADRIAN MICHIGAN	1.00	1.00	1.00	2.00			1.00				1.00						03161536
[illegible] FORD JANNON NEW CASTLE IND	50.0		20.0														00146367
[illegible] HANDBURY STEEL BRADDOCK PA	4.00																03247227
[illegible] INDIANAPORT BRASS INDIANAPOL IN	25.0		20.0														03246755
[illegible] ALLIS-STRATTON MILWAUKEE WI	230	190	235	48.0		24.0	24.0										15011422
[illegible] UNION BERYLLIUM CLEVELAND OH	2.25	2.50	2.25														17217107
[illegible] BRUSH BERYLLIUM FLOOD OHIO	5.00			1.50							1.50						00151414
PARENT CUST. TOT-BRUSH BERYLLIUM	7.25	2.50	2.25	1.50							1.50						10012143
[illegible] - I MACHINERY CO HOLLAND MI		13.0		3.00	3.00												00299971
[illegible] CLEVELAND STEEL CAST CLEVELAND OH	40.0	5.00	40.0														03224444
[illegible] US STEEL CO GARY IND	42.0	33.0	42.0	5.00	5.00												15012332
[illegible] FORD CO DETROIT MI	45.0	45.0	45.0	10.0		10.0											00151122
[illegible] BLOOD CO FORT WASHINGTON PA				.500							.500						10012143
[illegible] GOOD CO PHILADELPHIA PA	60.0	50.5	60.0	17.5	7.5		10.0										10012257
PARENT CUST. TOT-BUDD CO PHILA P	147	129	147	33.0	12.5	10.0	10.0				.5						10012293
[illegible] C & H DIE CASTING TEMPLE TX	8.00	4.00	8.00														03241750
[illegible] FORD, FROM TEXAS HOUSTON TX	30.0		30.0														10013259
[illegible] CASTILE INC CLARKSON NY		1.00															00146455
[illegible] CORNING GLASS WORKS CLEVELAND OH		.500															03167157
[illegible] COMPOSITE TECHNOLOGY NEWORG PA	18.0	13.0	9.00	5.00			5.00										03221427
[illegible] CARPENTER STEEL BRIDGEPORT CT	14.0		7.00														10014177
PARENT CUST. TOT-CARPENTER TECHN	32.0	13.0	16.0	5.00			5.00										00221420
[illegible] CASTER CORPORATION ST LOUIS MO	210	100	210	27.2	13.2	13.2											15011423
[illegible] CASTER GEAR WORKS NEW		.500															03221532
[illegible] CAST IRON GEAR & PULLEY CO HOUGHTON LAKE MI				10.0				10.0									00217768
[illegible] CAST FORGE HOWELL MI	60.0	62.5	60.0	15.0	5.00	5.00	5.00										00211400
PARENT CUST. TOT-CAST FORGE CO L	60.0	62.5	60.0	25.0	5.0	5.0	5.0	10.0									00388[illegible]

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0480392

TOWOLDMON0058286

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	YEAR TO DATE FORECAST	YEAR TO DATE SALES	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
		PYRAUL 312															00693A		6765-312-
	1134	CATCHING ENGINEER LOCKPORT IL		.500															00243480
	1137	CATERPILLAR TR MAPLETON ILL	170	132	170	48.0	24.0	24.0											00102531
	1231	CHICAGOSE PLAS CLARK NJ		.046															10014721
	1230	CENTRAL DIECASTING CHGO IL	40.0	38.0	40.0	10.0	5.00	5.00											10014948
	1233	CENTRAL DIECASTING CLEVELAN OH	32.0																00113727
		PARENT CUST. TOT-CENTRAL DIECAST	72.0	25.0	40.0	10.0	5.00	5.00											10014948
	1239	CENTURY ELEC ST LOUIS MO	8.00	9.00	8.00	7.50		6.00	1.50		.500		.500						13215167
	1255	CERRO COP - BRASS NEWARK CA	.600	.500	.600	1.00													10315227
	1238	CERRO COMP BELLEFONTE PA	50.6		10.6														00148471
		PARENT CUST. TOT-CERRO COMP BELL	50.6	.500	10.6	1.00					.500		.500						00188491
	1239	CH L CHAPMAN CITY OF INDSTRY CA	40.0		20.0														00227722
	1254	CHAS-LYNN CO FERN PRAIRIE PA	2.70	.500	2.70	.500		.500											10315456
	1244	CHASE MFG DOUGLAS MI	30.0		10.0														00322417
	1174	CHICAGO METAL CA CHICAG IL	10.0																00143395
	1170	CHICAGOSE PLAS SHARON WISCONSIN O		2.50															00000274
	1221	CLARKE CO GRANGER A CAR	.750	.500	.750														00115015
	1183	CLEVELAND GRAPHITE CLEVELAND O	1.00		1.00														00204279
	1187	CLEWITE CORP CALDWELL OH	1.50	2.50	1.00														00162635
	1185	COE STATES CAST CLOVERDALE CA	12.0	11.0	12.0	3.00	1.00		2.00										00103741
	1196	COLES & CLOW & SO KENSEVIL IL	6.60																00239941
	1230	COLO PRODUCTS CLEVELAND OHIO	11.0	12.5	11.0	2.50			2.50										10025474
	1189	COMMERCIAL DIE CASTING LA CA	10.0																00114732
	1195	COMMODITY-STEEL-KNO DETROIT-MI		.900															00238723
	1191	CONSOL ALUMINUM JACKSON TN				8.00			8.00										10.10455
	1192	CONSOL ALUMINUM MN JOHNSTL TN	85.0	62.5	85.0	23.0	10.0	10.0					5.0						10010455
		PARENT CUST. TOT-CONSOL ALUMINUM	85.0	62.5	85.0	33.0	10.0	10.0	8.0				5.0						10010455
	1197	CONTINENTAL C-II SANTA ANA CA		1.00															00242263
	1124	CONTINENTAL CAN ELK GROVE IL	.750	.900	.750	1.50	1.50												00236350
	1232	CONTINENTAL CAN GASTONIA NC	1.60	.732	1.00														00239305
	1217	CONTINENTAL CAN HILLTOWN NJ	.500	.232	.330	1.00	.500		.500										00239318
	1216	CONTINENTAL CAN CLEVELAND OH	.330	.232	.300	.460		.460											00239336
	1218	CONTINENTAL CAN HOUSTON TX	.300	.730	.300	.684			.684										00239673
		PARENT CUST. TOT-CONTINENTAL CAN	2.65	3.43	2.65	3.64	2.00	.46	1.18										00046167
	1225	CONTINENTAL STEEL KOKOMO IND	8.00	6.00	8.00	6.50	1.50												10015336

0480393

TOWOLDMON0058287

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	CUST NO	NAME OF PRODUCT/CUSTOMER	NOMINAL	LAST YEAR SALES	SALES PLANNED FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST OR MATERIAL
		PYRAUL 312															00093A		6760-51
		.COPPERWELD STEEL SHELBY OH	2.00	2.00	2.00														
		.GE MICRO MANUFACTUR SANTA AN CA	5.00	2.50	2.00														
		.GRAME CO CHICAGO IL		1.00															
		.FOUNT CITY DIE CAST MADISON CA	10.0																
		.CRUCIBLE STEEL SYRACUSE NY	40.0		6.00														
		.CRUCIBLE STEEL MIDLAND PA	10.0		5.00														
		PARENT CUST. TOT-CRUCIBLE STEEL	50.0		11.0														
		.CHAGRIN INDUSTRIES CLEVE OH	2.00	.500	2.00														
		.DAISY HEDDEN HUGGINS AR	4.00	6.00	4.00	4.00	2.00			2.00									
		.DALLAS DIE CASTING DALLAS TX	4.00	7.00	6.00	2.00		.500	.500	.500		.500							
		.DANA CORP RICHMOND IN	2.00	1.50	2.00														
		.DAYTON MALLEABLE IRON TROTH OH	5.00	5.50	5.50	.500	.500												
		.D H R FOUNDRY DIV DAYTON OH	20.0	9.00	20.0	9.00	3.00	3.00	3.00										
		.IA MOLD ALUM CEDARBURG WI	7.50	4.50	7.50	1.50	1.50												
		PARENT CUST. TOT-DAYTON MALLEABL	32.5	19.0	34.5	11.0	5.00	3.00	3.00										
		.DAYTON STEEL FORY DAYTON OH	12.0																
		.JOHN DEERE MOLINE IL	100		2.00														
		.KLAMAN MFG WEST DES MOINES IA	2.00	1.00	2.00														
		.KLMAR DIE CSTG CARDENA CALIF	1.00	1.00	1.00	.990				.500				.490					
		.K P DESSING & SONS READING PA		.500															
		.STANDARD METALS ALLOY TOWSTONTX	4.00	2.00	4.00														
		.DIE CASTING PROD GARDENA CA	15.0																
		.DIE CAST CORP JACKSON NJ	60.0																
		.DIECAST MFG SOUTH LEMONTE CA	5.00	2.00	5.00	.490									.490				
		.FOSTER-ENG CASTI-HARD-GALVA-IL	1.200		1.200														
		.DIA CHEMICAL CO GROSSETT AR	6.00	5.00	6.00														
		.DIA CHEMICAL RUSSELLVILLE ARK	15.0	20.0	15.0														
		.DIA CHEM TEXARKOA CAL	3.00	4.50	2.00	3.00			3.00										
		.DOW CHEM CO ROCKY COL	7.50	5.00	7.50														
		PARENT CUST. TOT-DOW CHEM MIDLAN	30.5	42.5	30.5	3.00			3.00										
		.DOWD IND SERVICE YOUNGSTOWN OH		2.50															
		.WHOLESALE INDUSTRIES DEPEW NY	20.0		20.0														
		.DUNHELLER TOOL & DIE TUJUNGA	1.00	.500	1.00	.500			.500										
		.DURAD DIE CAST ROCHESTER KY	1.50	1.50	1.50														
		.DOYLE IND HARRISON ARKANSAS	10.0		10.0														
		.E I DUPONT WILMINGTON DE		.139															
		.E I DUPONT DEMOURS STRANG TX	1.00	10.0	1.00	3.00					3.00								
		PARENT CUST. TOT-E I DU PONT DE	1.00	10.1	1.00	3.00					3.00								

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0480394

TOWOLDMON0058288

- IN THOUSANDS OF POUNDS AND DOLLARS -

S	T	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FORECAST	LAST CURR. YR.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUM. BY MAT. GROUP
		PYRAZOL 312															0C593A		6763-312
		-SUTTON LAINSON HASTINGS NEBR	1.00	.500	1.00														00197[illegible]
		-ORGANIC FOODS CORP OSMOND NB	9.00	6.00	9.00	3.00	3.00												[illegible]
		-EAST CAROLINA STEEL DARLTON SC	30.0																[illegible]
		-EAST END MACH TOOL EAST END TX	1.00	1.00	1.00														00223127
		-EASTERN CASTINGS NEWBURGH NY	10.0		3.00														[illegible]
		-EASTLAND INDUST EN EASTLAND TX		2.50															[illegible]
		-EDGEWATER STEEL CO OAKMT PA	4.00																[illegible]
		-EL MONTE TOOL-SITE EL MONTE CA	30.0		15.0														00176150
		-ELCO CORP PERTH OH	1.00	1.00	1.00	.500					.500								[illegible]
		-ELCO PROD-MAYLAND BOSS LA CA	15.0	9.00	15.0														[illegible]
		-ELECTROLUX CORP-- HOLLAND MI																	[illegible]
		-ELECTROLUX OLD GREENWICH CT	45.0	32.5	45.0	7.50		7.50											10025818
		ELECTROLUX DANVILLE VA		4.50															03245917
		PARENT CUST. TOT-ELECTROLUX OLD	45.0	69.0	45.0	7.50		7.50											10025818
		-ELNELL PARKER ELEC CLEVELAND				2.50	2.50												10025[illegible]
		-EMERSON ELECTRIC RACINE WISC	6.00	2.50	6.00	2.00		2.00											[illegible]
		-EMPIRE DIE CASTING CLEVELAND OH	50.0	18.5	50.0	8.00	3.00	2.00	2.00	1.00									10025[illegible]
		-ENGINEERED ADHESIVES A HEADING R		1.00															00[illegible]
		-ESCO CORP PORTLAND OR				.500	.500												00[illegible]
		-FANSTEEL CHICAGO ST SANDUSKY OH	1.00	1.00	1.50	1.00		1.00											10027365
		-FATE-ROOT-HEATH PLYMOUTH OH	2.00	3.50	2.00														10027403
		-FEDERAL MOGUL BRADFORD ENG	.500	.500	.500														00[illegible]
		-FLORIDA STEEL EVERETT FL	66.0	25.0	60.0														03227059
		FLORIDA STEEL TAMPA FL	190	101	190	51.0	30.0		6.0	15.0									10025763
		PARENT CUST. TOT-FLORIDA STEEL T	190	201	190	51.0	30.0		6.0	15.0									10025763
		-FLA UNIV OF SOUTH FLORIDA TAMPA FL		6.00															00233154
		-FLUID CONTROLS INC PENTAGON OHIO				.138			.138										00244600
		-FOUNDATION FOUNDRY DEARBORN MI	700	963	700	400	154	164	82										00215112
		FORD MOTOR STEEL DEARBORN MI				42.0				42.0									10027015
		FORD MOTOR BUFFALO NY	300		25.0														00152017
		FORD MOTOR CO CLEVELAND OHIO	250		10.0														00225050
		FORD MOTOR NASHVILLE TN	8.00	11.0	8.00	2.90		2.50											10025023
		PARENT CUST. TOT-FORD MOTOR DEAR	1208	974	743	445	154	166	82	42									00110990
		-FT SMITH IRO FOUN FT SMITH AR	8.00	6.50	8.00														00234654
		-FT SMITH IRO FOUND HOLLAND MI		5.00															00256314
		-FRASER MACHINE PROD GOLETA CA	2.00	2.50	2.00														00231622

0480395

TOWOLDMON0058289

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CALENDAR FORECAST YEAR	SALES QUOTA THIS	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	FY TRADE 312															00693A		6780-312-11
	GU-FRENCH SHEBOYGAN WIS	30.0	15.0	30.0	7.50	2.50		5.00										00390542
	GENERAL TRAILER CO DECATUR AL	30.0																00175411
	GOODNEY ELEC CO TERRYVILLE CONN		1.00															00223379
	GM-DELCO BATTERY ANAHEIM CA	20.0	24.0	20.0	6.00				6.00									00229911
	GM-DELCO-REMY ANDERSON IN	500			5.00	3.00	3.00											00326031
	GM-DELCO-REMY ANDERSON IN	500	500	1.00														00032944
	GM-CENTRAL FOUNDRY DIVISION IN	500	450	475	147	73.7	37.1	36.0										00326782
	GM-ALLISON INDIANAPOLIS IN	20.0																00032947
	GM-DELCO-RADIO ANDERSON IN	30.0	20.0	30.0	20.0	9.0	8.0	10.0										00032934
	GM-DELCO BATTERY MUNCIE IN	20.0	15.0	27.0	6.00	3.00		3.00										00032928
	GM-DELCO BATTERY OLATHE KS	00.0																00170019
	GM-CHEVROLET BAY CITY MI	400	329	400	21	21.2		49.7										00104542
	GM-AC SPARK PLUG FLINT MI				36.0		36.0											00245799
	GM-BUICK FLINT MI	150	120	150	59.0	9.												00132553
	GM-CHEVROLET HOLLAND MI		25.0															00125705
	GM-CHEVROLET LIVONIA MI	2.00		2.00														00031679
	GM-PONTIAC PONTIAC MI	150	132	150	86.0	22.5	31.5	16.0	16.0									00031702
	GM-STEERING GEAR SAGINAW MI	20.0	12.0															00126472
	GM-CHEVY TRANSMISSION SAGIN MI																	00209316
	GM-CHEVY MODULAR FOAM SAGIN MI	60.0		15.0														00245716
	GM-CHEVY GMC LIGHT SAGINAW MI	300	328	300	48.0	24.0	24.0											00326741
	GM-CENTRAL FOUNDRY SAGINAW MI	60.0	1.0	60.0	1.00				1.00									00326484
	GM-GEN OPERATIONS CLARK NJ	15.0	.0	15.0	10.0		5.00	5.00										00032697
	GM-ROCHESTER PROD ROCHESTER NY	90.0																00229121
	GM-DELCO PRODUCTS-DAYTON OH	60.0																00032636
	GM-CENTRAL FOUNDRY DEFIANCE OH	40.0	36.5	40.0	13.0	5.00	4.00		4.00									00032422
	GM-HYDRA-MATIC SANDUSKY OH	10.0	7.00	10.0														00216146
	MARKET CUST. TOT-GENERAL MOTORS	2424	1531	1709	559	217	146	110	27									00157279
	GOAL CABLE HOT SPRINGS AR	5.00	5.50	5.00														00019011
	GOE DIE CASTING MI OAK PARK MI	10.0																00117725
	GOLF DYNAMICS FT WORTH TX	50.0																00036919
	GRAHL ELEC DUST SMITH AR	10.0	11.5	10.0	1.00		1.00											00031533
	GEN ELEC SAN JOSE CA	1.00	1.00	1.00														00031117
	GNL ELEC FT WAYNE IND	100		10.0	1.00	1100												00031060
	GET ELEC LOUISVILLE KY	100	100	100														00031715
	GEN ELEC HENDERSONVILLE NC	175	.500															00031619
	GENERAL ELECTRIC TONAWANDA N Y	2.00	1.75		.500		.500											00126899
	G E AIRCRAFT-JET CINCINNATI OH	6.00	6.00	6.00														00031413
	GENERAL ELEC HENDERSONVILLE TN		.500															00160719
	TARIFF CUST. TOT-GEN ELEC SCHEME	394	121	127	2.50	1.00	1.50											00031057
32	GEORGETOWN STEEL GEORGETON SC	100		100														00221521

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TOWOLDMON0058290

G	CUST NO	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	CURRENT FORECAST	SALES CURR YEAR	IN THOUSANDS OF POUNDS AND DOLLARS JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	SHIPPING INSTRUCTIONS
		PYCAROL 312															00693A		6760-312-1
		•QUALITY SCHULTZ CORP TOLEDO OH	80.0	75.0	80.0	37.5	12.5	7.5	10.0	7.5									
		•ERIE METAL FROM CABLE PLACE NY	7.00	5.50	7.00	4.00	1.00	1.00	2.00										
		•GLASSCITY TOOL & DIE TOLEDO OH	1.00	1.00	1.00														
		•WEST INDUSTRIES INC DAYTON OH	2.50	2.50	2.00														
		•STEEL FOUNDRY SUPPLY IND	1.50		1.50														
		•A O INC TECH CO CLEVELAND OH		1.00															
		•ARMCO STEEL MFG GLASGOW KICH		4.50															
		•CHARLOTTE CITY STEEL CO CITY IL		2.15															
		•CAMPBELL PIPE SUPPLY PLAINFIELD NJ	72.0		24.0														
		•MATHILL CORP CLEVELAND PA	52.0		30.0														
		•GULF COAST ALUMINUM LK CHAS LA				2.50			2.50										
		•GULF STATE TUBE ROSENBERG TX	9.00	10.5	9.00	9.50		1.50	4.50		3.50								
		•HYCO DEV KAYLX ROCHESTER NY		.500															
		•HUNTINGDON CO CORTON GROVE ILL	40.0	1.50															
		•HUNTSTOWN MACH KEYSEYVILLE PA		1.50															
		•MATTELL CORP PARAMOUNT CA	80.00																
		•HARVEY ALUM/UNION TOWNSHIP CA	30.0		30.0														
		HARVEY ALUMINUM LEWISPORT KY	25.0	37.5	25.0														
		HARVEY ALUMINUM DALLAS OREGON	1.00		1.00														
		HARVEY ALUM CLIFFS NA	30.0		30.0														
		PARENT CUST. TOT-HARVEY ALUM TOR	86.0	37.5	86.0														
		•HARVILL MACHINE CORONA CA				1.00				1.00									
		HARVILL MACHINE CERRILS CA	20.0	20.0	20.0	2.50	2.50												
		PARENT CUST. TOT-HARVILL MACHINE	20.0	20.0	20.0	3.50	2.50			1.00									
		•HAVENLY PRODUCT CLAIR SHS PA	5.00	4.50	5.00	1.50	.500	.500		.500									
		•HAYS MFG ERIE PA		.500		1.00			1.00										
		•HEALEY PAINT EVANSVILLE IN	1.00	1.00	1.00														
		•HEICO OF CHIC IL	15.0																
		•HEWLETT-PACKARD PALO ALTO CA	20.0	2.50	20.0														
		•HOLLY HYDRAULICS MT HOLLY NJ		2.00															
		•HONEYWELL INC GARDENA CA	15.0	13.0	15.0	4.00	1.00	2.00	1.00										
		•HONEYWELL INC-AVIATION-MINN-DIV				10.0			10.0										
		HONEYWELL NEW OPTCHTON PA	160	90.5	160	15.0	10.0							5.0					
		PARENT CUST. TOT-HONEYWELL PAP S	175	112	175	29.0	11.0	2.0	11.0					5.0					
		•IRIE SPRING SR SFD HOT SPRING A	2.50	2.00	2.50	1.00	.500		.500										
		•EAST ALCO ALU FREDERICK MD	54.0																
		HUMMEL LANCASTER PA	90.0		25.0														

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TOWOLDMON0058291

-IN THOUSANDS OF POUNDS AND DOLLARS-

O/I	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST 12 MONTHS SALES	FIRST QUAR. 972	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBERS
	PAGENT CUST. TOT-HONEYWELL CORP NEW	164		29.0														00046469
	PYROXAUL 312															00693A		6763-112-1
	.HOSKINS MOULD & DIE SO BEND IND	.500	.500	.100														C0277441
	.INTER DIE CASTING - ENG CYPR CA	40.0	22.0	41.0	4.19	2.50		.22					1.47					0015.3111
	.HYDRAULIC SERVICE CORP TERMINAL PA		.500		1.00	1.00												00236675
	.ILLINOIS BRICK CO BLUE IS IL	.750	1.00	.750														10041027
	.IMPACT DIE CASTING SYCAMORE IL	10.0	2.59	10.0														0015.3374
	.INDUSTRIAL CASTINGS CLEV OH	5.50	7.50	5.50	3.00		1.00	2.00										10041272
	.INTERLAKE STEEL DETROIT MI	10.0																0024.1397
	.INTL CAST PROD RANCHO CA	15.0	11.5	15.0	4.98		1.00		3.00				.98					10041141
	.INTL CENTRAL CORP CALDWELL NJ		1.50															0015.3535
	.INTL HARVESTER LOUISVILLE KY	20.0																0024.3027
	.INTL HARVESTER REPRINTS TH	10.0																10041247
	PAGENT CUST. TOT-INTL HARVESTER	35.0																10041273
	.INTL NICKEL HUNTINGTON WV	40.0																0024.3006
	.INTSCO INDUSTRIES EUGENE OR		4.00		13.5	3.00	4.00	3.00	4.00	4.50								0024.3428
	.INTSP TOWN OF BRENTON NY		1.99		6.00	3.00	3.00											0023.3.61
	.ITE CANNON ELE SANTA ANA CA	15.0	10.0	15.0	2.50				2.50									10041127
	ITT CONTROLS GLENDALE CA	55.0	65.1	50.0														10041170
	PAGENT CUST. TOT-INTL TELEPHONE	65.0	75.1	65.0	2.50				2.50									00044512
	.JACKES-EVANS MFG CO ST LOUIS M		.277															10041267
	.JADE CORP BETHAYRES PA		1.00															C0191.069
	.KAISER ALUMINUM SPOKANE WASH		1.00															C0154.075
	.KAUCK MANUFACTURING STEUBENVILLE NY	6.00		1.00														0017.9936
	.KELSEY HAYES CO DETROIT MI	65.0	15.0	65.0	40.0	5.00	5.00											0021.3332
	.KENCO DIE CAST GARDENA CA	2.60	1.00	2.00														10041336
	.KNAPP-MONARCH CO ST LOUIS MO	10.0	5.00															0024.3581
	.KNAPP-MONARCH-GLASS-COPPER CLEVELAND	10.0	32.5															10041.53
	.KOPPERS POTASH MARIETTA OH	.200	.139	.200														10041653
	.KOPPERS GLASS INC ERIE PA	1.50	2.50	1.99														10041167
	.KOPPERS CORP CLEARFIELD PA		3.50															
	.KOPPERS INC GRAND RAPIDS MI				500		.500											0029.1.51
	.KOPPERS-QUIP WATERLOO IA	75	3.50	3.75														10044448
	.KOPPERS-GREAVES RESEARCH IL				.138			.138										0034.1757
	.KOPPERS MACH DES PLAINES ILL		3.00		1.00		1.00											10044455
	.KAISER DIECASTING S ELMONTE CA	15.0	3.50	5.00														0015.3570
	.LATROBE STEEL CO LATROBE PA	15.0		15.0														10045925
	.LECTROMELT CORP INDIANTOWN FL		2.50															0022.3939
	.LECTROMELT CORP PITTSBURG PA				.184			.184										0029.3766
	PAGENT CUST. TOT-LECTROMELT CORP		2.50		.184			.184										0029.3766

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0480398

TOWOLDMON0058292

IN THOUSANDS OF POUNDS AND DOLLARS

S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CALENDAR YEAR TO DATE	SALES CURR YEAR	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PY MAUL 312															00693A		6760-312-1
	LESTER INDUSTRIES INC BEDFORD O	130	120	130	40.0	15.0	10.0	15.0										10046033
	LESTER ENGINEERING CLEV OH	2.00	1.00	2.00														10046038
	JONES & LAUGHLIN STEEL CLEV OH	50.0																00234356
	JONES LAUGHLIN STEEL ALIQUIP P	120		10.0														00191537
	PARENT CUST. TOT-LING TECO YOUG	202		10.0														10046513
	AL E.L.WHITEMETALS CARLSTADT NJ				1.00				1.00									00215335
	LECKNARD CALIF JURDANA CA	20.0																10045742
	[illegible]		.023															00224044
	LOS ANGELES DIE LOS ANGELES CA	25.0	17.0	25.0	6.95		1.50		3.00	1.50	1.50		2.45					00247753
	LYONS DIECASTING HOLLAND MI				2.00		2.00											00281142
	LYONS DIECASTING HUDSONVILLE MO	7.00	7.50	7.00	5.00	1.50		1.50	2.00									10047625
	PARENT CUST. TOT-LYONS DIECASTIN	7.00	7.50	7.00	7.00	1.50	2.00	1.50	2.00									10047625
	MADISON-KIPP-MADISON WI	97.0	60.2	97.0														10047775
	MIDWEST CASTING H P PA	30.0	20.0	30.0	9.00	4.00	2.50	2.50										10045373
	MATTHIESSEN & HEGELA SALLE ILL		500															00126586
	MCCULLOCH CORP LOS ANGEL CA	10.0	4.50	10.0	4.00	1.50			2.50									00126995
	MCCULLOCH CORP SANTA FE SPR CA				1.50			1.50										00251347
	MCCULLOCH CORP HOLLAND MI		1.50															00126613
	PARENT CUST. TOT-MCCULLOCH CORP	10.0	6.00	10.0	5.50	1.50		1.50	2.50									00129335
	MICHIANA EDISON-SOUTH BEND IN	7.00	11.5	7.00	6.00	[illegible]	3.00	3.00										00128510
	MICHIGAN STEEL CORP TAYLOR MI	650		70.0														00246394
	MC QUAY NORRIS MIDDLETOWN MO	20.0		20.0														00221043
	MELAMINE PLASTICS ATHENS GA	5.00	5.50	5.00														10033478
	METALCRAFT BUCKLE PROVIDENCE RI				1.50				1.50									00251917
	METAL-SWITCH FREEPORT IL				.138	.138												10045170
	LOCKEY CHINO HILLAND LOS ANG CA		2.00															10045252
	MIDWEST FOUNDRY COLCHESTER IL	15.0	10.5	15.0	5.00							5.00						00220175
	MILLER MOLD-DIE CO JACKSON MI				8.50		6.00		2.50									00247373
	MIDWESTERN DIE CASTING MADISON	60.0	39.1	60.0														10045821
	MISSOURI ROGERS JOPLIN MO	5.00	6.90	5.00														10053528
	MORGAN DIE CASTING CHGO IL	8.00	7.50	8.00	1.00		1.00											10054245
	MUSICRAFT NKS SANTA FE SPGS CA		5.00															00125515
	PAUL MUNDE RYO PICO RIVER CA	2.00	1.59	2.00														10051156
	A O MUELLER ST LOUIS MO	1.20	1.00	1.20														10052063
	NAIL METALLAD SANTAQUEEN OR	2.00	2.00	2.00	1.00		1.00											00224472
	NAIL ALUMINUM HARRISVILLE KY	10.0	4.50	5.00														00235199

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0480399

TOWOLDMON0058293

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	NEXT YEAR SALES	AVG SALES FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NUMBER
PYRAMUL 312															00693A		6760-312
NAIL STEEL DETROIT MI	320																10036980
NATIONAL STEEL BERTON AV	130		10.0														00239317
PARENT CUST. TOT-NATIONAL STEEL	430	4.50	15.0														00644922
NEUSCHUTZ ENG LOS ANGELES CA	5.00	4.00	5.00	1.00				.500		.500							C0131456
CITY NEW MADRID NEW MADRID MO	50.0	.500	30.0														00229675
SUNSTRAND DEG MILWAUKEE WI		.500															00749626
OHIO BRASS MANSFIELD OH	8.00	11.5	8.00	4.00		3.50		.50									00646479
ALLIS CHAP S MILTON IL	15.0																10052216
ULTN CORP ORAL OH	13.0	13.0	13.0	1.50		1.50											10351170
PARENT CUST. TOT-ULTN CORP AYC N	28.0	15.0	13.0	1.50		1.50											00644065
ORANGE CNTY DIECST SNTA ANA CA	5.00	5.00	5.00														C0160491
OREGON STEEL MILLS PORTLAND OR		9.50															10351491
GALE PROD CO GALESBURG IL	30.0	72.0	30.0	25.0	17.5	7.5											10036951
ILLINOIS ING ALTON ILL		1.50															00251610
OWENS ILL TOLEDO OH	.200	.139	.200	.139	.139												10355931
PARENT CUST. TOT-OWENS ILL TOLED	.200	1.64	.200	.139	.139												10039933
MORTON DIECAST CHICAGO IL	6.00																00231759
MANUFACTURING-DIECO RICH	8.00	3.00	5.00	2.00			1.00					1.00					00240035
PARKER PUTTY METAL FAIRVIEW PA	1.00																00237403
PARK-OHIO IND CLEV-CLEVELAN OH		3.00		3.00		3.00											00232742
PEASLEY PROD STRATFORD CT	6.50	6.00	6.50	1.00			1.00										10351227
PENN ENG CO INC PEETLAND OR				2.00			1.00		1.00								00227575
PENNCAST CASTING FOT SMITH AR	8.00		2.00	.500			.500										00151311
PHELPS DODGE LAUREL HILL NY	4.00																10352454
PHILLIPS DIE SANTAFE SPRING CA				.500			.500										00244154
PINCAIR STEEL CLAYMONT DE	46.0		20.0														00234453
PITK PESTER STEEL HUNTINGTON NY	25.0																00247934
PLASTIC MOLDING CO HUNTSBURG NY		.500															00134401
POWDERED METALS SPARTA ILL				.500		.500											10349929
PRECISION CASTING CO CLEVEL OH	90.0		10.0														00222173
PRESS AUTOMATION DETROIT MI		1.50															00160311
PRESSURE CASTINGS CLEVELAND OH	35.0	9.00	10.0														00245590
PRESSURITE-KING N SPRINGFIELD				2.50			2.50										00134494
PRICE DIE CO HOLLAND MI	12.0	12.0	12.0														00134716
PRICELLITE N SYRACUSE NY	29.0	30.0	20.0														00247987
PROCESS FOAM TIPP CITY OH		1.00		.500				.500									00225953
PROMAIN PAPER GREEN BAY WISC		1.00		.500	.500												00215127
PTE CORPORATION SAN JOSE CA		.150															00217746

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0480400

TOWOLDMON0058294

(IN THOUSANDS OF POUNDS AND DOLLARS)

S	B	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CURRENT FORECAST	YEAR TO DATE	JAN.	FEB.	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER VALIDATION
		PYRAUL 312															00692A		5765-312-1
		...DUCT DIE CASTING TACOMA WA		2.50															10000302
		...WNER DIE CAST LYNWOOD CA	5.00	4.90	5.00	2.00			1.00		1.00								10000233
		...REACTIVE METALS ASHTABULA OH	15.0	13.0	15.0														10006694
		...REACTIVE METALS NILES OH		4.90															00135437
		PARENT CUST. TOT-REACTIVE METALS	12.0	14.9	12.0														10006694
		...RESSING TUBE READING PA	7.00	6.60	7.00														10006697
		...REPUBLIC STEEL CORP CLEVE OH	7.50	9.00	7.50														10006697
		...REPUBLIC STEEL MASSILLON OH	53.0	50.0	53.0	5.00		5.00											10007450
		...REPUBLIC STEEL WARREN OHIO	2.00		53.0														00221585
		PARENT CUST. TOT-REPUBLIC STEEL	263	33.0	113	5.00		5.00											10007450
		...AUX CHATTANOOGA TENNA CHICAGO IL		1.00															10336712
		...YNOLDS METALS PHILADELPHIA AR	5.00	5.00	5.00														10367737
		...REYNOLDS METALS OCH SPGS AR	5.00	9.90	5.00	2.00	2.00												10367755
		...REYNOLDS METALS JONES MI AR	2.00	3.00	2.00														10067820
		PARENT CUST. TOT-REYNOLDS METALS	12.0	14.5	12.0	2.00	2.00												10367782
		...RIDGE CASTING CO GRN FALLS MI	2.00	1.90	2.00	1.50		1.50											10000153
		...RIVE MFG KANSAS CITY MO	99.0																00221373
		...RIVETT INC WEEDMAN HEIGHTS MA	.500	.500	.500														00161135
		...RONEY DORRELL CEDAR RAPIDS IA		.085															00155214
		...RULIN STEEL DOVETAIL NY	40.0																00199766
		...SWELL MFG RUSSELVILLE KY	65.0	59.3	65.0	20.0	9.00			5.00			8.00	5.00	5.00				10366732
		...TENSON METALS CO NEWARK NJ		10.0															10139039
		...PER CORP NSTEELHEAD ON				9.00	9.00												00246534
		GEORGE D ROPER NEWARK OH	80.0	82.5	80.0	34.0	2.0	12.0				10.0							10069033
		PARENT CUST. TOT-GEORGE D ROPER	80.0	82.5	80.0	43.0	21.0	12.0				10.0							10069033
		...SHEFIELD COMPUR BAY SHORE NY	.500	.500	.500														10015539
		...SHERMAN PT - JFG SALINAS NI		29.00															10372238
		...SHMENITE CORP DENVER CO	13.0																00221314
		...SIGNAL-ELEC-PROD ILLI	3.00	2.00	3.00														10010775
		...SIL JOSE DIE CAST SAN JOSE CA	5.00	.500	1.00														00124532
		...SLAVILLE INCINERAT HOLLSLOCK NY		2.00															00223397
		...SONVILLE MFG MILWAY CO OH	1.00																10071585
		...SOLAR CORP OF AREA SANTEE CA		.232															00245003
		...SPANGLE LIGHTING DV BURBANK CA	3.00	3.00	3.00	2.00	1.00			1.00									10372977
		...SPRAGUE STEEL FARRELL PA	24.0	12.0	24.0	4.00	4.00												10372165
		...SPRUDS SAW&STEEL CO LOCKPT NY	3.00																00247200

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0480401

TOWOLDMON0058295

-IN THOUSANDS OF POUNDS AND DOLLARS-

S/M	NAME OF PRODUCT/CUSTOMER	FORMULA	YEAR TO DATE	PREVIOUS YEAR	SALES CUM.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYRAUL 312															00693A		6760-312-1
1239	.STIGER CO ELIZ NJ	43.0	39.0	43.0	19.0	3.00	4.00	4.00	4.00									10073244
1239	STIGER CO SOMERVILLE NJ				1.00	1.00												00105322
	PARENT CUST. TOT-STIGER CO NYC NJ	43.0	39.0	43.0	16.0	4.00	4.00	4.00	4.00									00145330
1239	.STAULT EC RP SEQUO KODLEY MA		.506															00234306
1239	.SAKL DIECASTING IN EASTLAKE OH	15.0	4.00	15.0	4.00	2.00		1.00	1.00									00134185
1239	SAKL IND EASTLAKE OH		8.00															10073405
	PARENT CUST. TOT-SAKL IDOL EASTL	15.0	12.0	15.0	4.00	2.00		1.00	1.00									10071405
1239	.S.A.S CASTING CO BERKELEY CAL	2.00	1.00	2.00	1.00					1.00								00179631
1239	.SOUTHERN PREC IND HARRISON ARK	35.0																00221447
1239	.SOUTHSTAR DIE CAST FT SMITH AR				1.50	1.50												00244406
1239	SOUTHWIRE ALUM HANGSVILLE KY	45.0	2.00	45.0	1.00	1.00												00221452
1239	.SPARTAN ALUMINUM PRO SPARTA IL	500																00221465
1239	.SPARTAN CASTINGS BUENA PARK CA	1.50	1.50	1.50	1.00					.500		.500						00235029
1239	.SPECIMASTER PRO SAN LEANDRO CA	10.0																00195303
1239	.SPIZZA INC RUSSELLVILLE AR				.500			.500										00251143
1239	.SPRAUT WATERON HORSHAM PA	5.00	7.50	5.00	2.00			2.00										10376503
1239	.ST LOUIS DIECAST PRODUCTION MO	40.0	11.2	20.0														00217115
1239	.STAMP CHEM CO MEMPHIS TENN		1.00															10326395
1239	ESSO RESEARCH ENG LINDEN NJ		.500															10026322
	PARENT CUST. TOT-STAND OIL NJ NE		1.50															00345432
1239	.STANDARD PRODUCTS CO CLEVE OH				.230			.230										00386764
1239	.STANFORD CHEM PRODS PERRY NY		.500															10077632
1239	.STEARNS-ROGER CO RP DENVER CO		.500															00235001
1239	.STILTE ANDERSON CO MILWAUKEE	50.0	17.5	30.0	2.50		2.50											10376939
1239	.STOVE DIE CAST MILDRIDGE NJ	10.0	17.5	10.0	5.00	2.50	2.50											10076955
1239	.SUPERIOR PRODUCTS ST LOUIS MO	2.00																10076643
1239	.SWARTHMR CO MADISON HTS MI				.500			.500										00255064
1239	.SYMINGTON WAYNE CO FORT WAYNE IN	1.00	1.50	1.00														00215931
1239	.TAYLOR MFG CO DALLAS TEXAS	20.0																00221414
1239	TAYLOR MFG CO GARLAND TX		1.00															00263438
	PARENT CUST. TOT-TAYLOR MFG CO D	20.0	1.00															00221414
1239	.TENNESSEE PROCESSING PRACTICE TN		.134															00245837
1239	.TENNESSEE FORG STEEL NORTH AR	25.0																00247159
1239	.TEXAS METALLURG CORP BEDDLE TX	4.00	2.50	4.00	2.00		1.00	1.00										00165122
1239	.THERMICONT DIE ST JOSEPH MICH	100	45.5	50.0	7.00	2.50	4.50											00211316
1239	.TIL DEE PRODUCTS INC DAYTON OH	1.00	.500	1.00	1.50		1.50											10090136

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0480402

TOWOLDMON0058296

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CHANGE FOR CURR YEAR	THIS CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAILING CODE
PYDRAUL 312															006	03A	6760-312-1
.TIMKEN ROLLER BEAR CANTON OH	20.0	24.0	20.0	4.00		4.00											10080193
TIMKEN ROLL BEARING GAFFNEY SC	10.0		10.0														00247464
PARENT CUST. TOT-TIMKEN ROLLER B	30.0	24.0	30.0	4.00		4.00											10080193
.TOOL DIE ENGINEERING CLEVE OH	6.00	6.00	6.00														10086428
.TOOLSTEEL GEAR ELPWOOD PL OH	5.00	2.00															00223162
.TOP-DIECASTING MARENGO IL	10.0																00245222
.UNION CARBIDE FOSTORIA OH		.500															00243397
UNION CAR - NUC OAKRIDGE TENN	150																10081971
PARENT CUST. TOT-UNION CARBIDE C	150	.500															00045705
.UNITED ENGINEERING CANTON OH	1.00	1.50	1.00														00142335
.UNIVERSAL DIE CAST VERNON CA	8.00																00154833
.UNIVERSAL VISE & TOOL PARMA MI		.500															00165382
.U S STEEL TORRANCE CALIFORNIA	100		100														00225755
UNITED STATES STEE STEELTON MN		.276															00143219
U S STEEL CLEVELAND OHIO	4.00																10085292
U S STEEL LORAIN OH	50.0																10057027
US STEEL CORP BRADDOCK PA	5.00																00247162
U S STEEL CORP DUQUESNE PA	40.0		40.0														00253131
US STEEL DRAVOSBURG PA				5.00			5.00										00247035
US STEEL CORP ELLWOOD CITY PA	4.00																00247170
UNITED STATES STEE FAIRLESS PA	12.0		2.00														00143227
U S STEEL HOMESTEAD PA	150																10085349
U S STEEL IRVINE PENNSYLVANIA	10.0	.500	10.0	5.00	5.00												10083266
US STEEL CORP JOHNSTOWN PA	1.50		1.50														00150048
U S STEEL MCKEESPORT PA	100		100														00143162
PARENT CUST. TOT-UNITED STATES S	477	.776	254	10.0	5.00		5.00										00047724
.VALLEY IRON & STEEL EUGENE OR	1.00	.500	1.00														00225762
.VELDER MOUT INC ALTOONA PA	30.0	26.0	30.0														10085395
.HENRY VOGT MACH LOUISVILLE KY	2.00	2.00	2.00														10087077
.WAGNER-CASTINGS DECATUR ILL	15.0																00221471
.WAGNER ELECTRIC ST LOUIS MO	40.0		40.0														10087277
.DIP WAY CORPORATI MILWAUKEE WI	2.00	1.00	2.00														00223212
.WEINMAN PUMP & S PITTSBURGH PA		2.50															10083077
.WESTINGHOUSE-COLUMBUS OH	25.0		10.0														10083182
WESTINGHOUSE-LIMA-OHIO	50.0	28.5	50.0	2.50		2.50											10089730
PARENT CUST. TOT-WESTINGHOUSE EL	75.0	28.5	60.0	2.50		2.50											00047740
.WHEELING PITTS ST MONESSEN PA	80.0		20.0														00239402

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0480403

TOWOLDMON0058297

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	YEAR-TO-DATE FOR CURR YEAR	CURR YTD	JAN	FEB	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER MASTER CODE
	PYURAUL 312															J0693A		6760-312-1
	.WHITE INDUSTRIES CLEVELAND OH	25.0																00190
	.PLATE DIV-WHITTAKER NORWALK CA	50.0	6.00	40.0	5.48		.50	4.00					.98					00153
	-WHITTAKER-ARCADIA DIV-NI		1.50															00235
	PARENT CUST. TOT-WHITTAKER CORP	40.0	7.50	40.0	5.48		.50	4.00					.98					00067
	.WILSON DEICASTING GRAIN VLY MO		.500		1.10		1.10											00232
	.WINDOW DIE CAST N HOLLYWOOD CA	20.0	17.5	20.0	2.50	2.50												00094
	.WOLVERINE TUBE DECATUR AL	10.0		10.0														00221
	.W J ZINNA CO PORTLAND OR	1.00	.500	1.00														00231
	TOTAL PRODUCT * * * * * * * LO	15404	6211	8059	1929	714	585	400	148	17	20	22	20	3				6760-312-1
	PYURAUL 312-A															01837A		6761-313-1
	.ACADEMY DIE CASTNG EDISON N J				10.5				1.50	3.00			1.50	1.50	1.00		1.50	00185
	.ACTION MFG CO PHILADELPHIA PA				1.00										1.00			00215
	.AMETEK,INC. FAIRFIELD ILLINOIS				2.50							2.50						00222
	.AJAX HI MFG CITY INDUSTRY CA				10.0						2.50	2.50			2.50		2.50	00210
	.ARNOLD ENGINEER FULLERTON CA				.184											.184		00211
	.ALPHA IND LOGANSPORT IN				10.0				2.00				2.50			2.50	3.00	00104
	.ALCAN ALUMINUM CORP OSWEGO NY				30.0				20.0		10.0							00193
	.ARCADE IND GLENDALE CA				1.00							.500		.500				10030
	.AMERICAN ALUM REGISTER CITY IA				5.00				2.50								2.50	00181
	.AMERICAN SHEET & REF GLOVER NC				3.00				2.00			1.00						00100
	.ARLUCA CORP ROCKFORD IL				30.0					7.5			15.0				7.5	00199
	.ARMCO STEEL ESCONDIDO CA				17.5					4.0		4.0	4.4	5.0	10.0	5.0	5.0	00193
	.ARMSTRONG ALUM TERRE HAUTE IN				6.00								6.00					10000
	.ANCHOR COUPLING CO LIBERTYVL IL				.046							.046						00129
	.ARSEN AUTOMOTIVE CANBERRA CA				4.00					1.00	1.00	1.00			1.00			00115
	.ARMCO STEEL MIDDLETOWN OH				142				24.0		24.0	24.0	24.0	24.0		21.5		10006
	ARMCO STEEL ANDERSON PA				48.0				24.0					24.0				10000
	ARMCO STEEL BUTLER PA				5.00									5.00				10006
	ARLEIN STEEL CO CANTON OH				80.0				10.0	10.0	10.0	15.0		5.0	10.0	20.0		00433
	PARENT CUST. TOT-ARMCO STEEL MID				275				58.0	10.0	34.0	39.0	24.0	58.0	10.0	41.5		10006
	.ARROW ACME WEBSTER CITY IA				4.00					.50		.50	.50	.50	1.00	.50	.50	10000
	.ARROW ALUM CAST AVON LAKE OH				5.00					1.00						1.50	2.50	10000
	-ARROW ALUM CAST CLEVELAND OH				4.50					1.00		1.00	1.00	1.00		.50		10000
	PARENT CUST. TOT-ARROW ALUM CAST				9.50					2.00		1.00	1.00	1.00		2.00	2.50	10000
	.ARROW DIECAST LOS ANGELES CA				4.50							2.50	1.50			.50		10006

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0480404

TOWOLDMON0058298

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	PERIOD	LAST YEAR SALES	CALENDAR YEAR TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYUREUL 312-A														01857A		6761-313-1
.ATHENS OIL CO ATHENS TN			5.00					2.50						2.50		00187109
.BADGER-OTIS CAST MILWAUKEE WI			10.0				5.00						5.00			[illegible]
.BASIC ALUM CAST CLEVELAND OH			20.0				2.50	2.50	2.50		5.00		2.50	2.50	2.50	10026439
.BAUD PROD DIV PONTIAC WATERFORD MI			4.00			4.00										00[illegible]259
.BELL & HOWELL CO CHICAGO IL			30.0					5.00	5.00		5.00	5.00	5.00	5.00		[illegible]
.BERTRAM OILCO KOKOMO IND			5.00						5.00							00257158
.BETHLEHEM STEEL STEELTON PA			48.0						24.0						24.0	00179035
.BETHLEHEM STEEL BURNS HA IN			6.00										6.00			00111501
PATENT CUST. TOT-BETHLEHEM STEEL			54.0						24.0				6.0		24.0	00045578
.BLAW KNOX CO HARWOOD NY			3.00						3.00							00111643
.BUHR ALUMINUM AURIAN MICHIGAN			1.00				1.00									00161908
.BUCKETT STAMPING TOPEKA KS			.138										.138			10011278
.BUGGS-STRATTON MILWAUKEE WI			178				24.0	24.0	29.0		24.0	26.0	24.0		24.0	10011442
.BUSH DEKYLETON ENGINE CHIC			4.00					1.00	2.00						1.00	00191114
.B - F MACHINERY CO HOLLAND MI			1.00							1.00						00[illegible]77
.BUDD CO GARY IND			.500										.500			10011225
BUDD CO DETROIT MI			10.0					5.00		5.00						00[illegible]122
BUDD CO PHILADELPHIA PA			26.5					3.50	5.00		5.00	5.00	5.00	3.00		10012287
PATENT CUST. TOT-BUDD CO PHILA P			37.0					8.50	5.00	5.00	5.00	5.00	5.50	3.00		10012287
.CADDY-STELLITE DIV KOKOMO IN			67.00						3.00	4.00						10001[illegible]
.CARPENTER TECHNOLOGY READING PA			12.5						2.50		5.00				5.00	00231207
.CARTER CARBURETOR ST LOUIS MO			96.5			13.0	24.6			19.4		14.3	11.2		13.3	10014263
.CAST FORGE CO HOUGHTON LAKE MI			5.00				10.0	5.0								00177679
CAST FORGE HOWELL MI			70.0					5.0	10.0	10.0	5.0	5.0	20.0	5.0	10.0	00214033
PATENT CUST. TOT-CAST FORGE CO L			75.0				10.0		10.0	10.0	5.0	5.0	20.0	5.0	10.0	00080919
.CATERPILLAR TR MAPLETON ILL			96.146				24.0			24.0		24.0	24.0	24.0	24.0	00162534
.CENTRAL DIECASTING CHGO IL			.10.0						5.00			5.00				10014744
.CENTURY ELEC ST LOUIS MO			15.0						3.00	4.50		3.00		1.50	3.00	10015162
CENTURY ELEC NEWCOLT IN			.500												.500	00147243
PATENT CUST. TOT-CENTURY ELEC ST			14.5						3.00	4.50		3.00		1.50	2.50	10015162
.CERRO CUP - BRASS NEWARK CA			2.00								1.00		1.00			10015227
.CHAMPION CO EDEN PRAIRIE MN			.500					.500								10015[illegible]
.CHICAGO KNIT METAL CA CHICAGO IL			1.50										1.50			00140[illegible]
.CHRYSLER INDIANAP IN			2.50											2.50		00114235
.109 BRAKES CAST CLOVERDALE CA			6.00					1.00	1.00	1.00	1.00		1.00	1.00		10015376
.CLUB PRODUCTS CLEVELAND OHIO			9.00								2.50		2.50			10054974

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0480405

TOWOLDMON0058299

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FORECAST YEAR	UNIT CODE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
PYOTAUL 312-A															01857A		6761-313-1
.COLLIN RADIO CEDAR RA IA				2.50										2.50			00114542
.OHIO FUEL GAS COLUMBUS OH				.151					.151								10056410
.CONSOL ALUMINUM JACKSON TN				8.00				8.00									10018455
.CONSOL ALUMINUM OF JOHNSVL TN				16.0								8.00	5.50	2.50			10018463
PATENT CUST. TOT-CONSOL ALUMINUM				24.0				8.00				8.00	5.50	2.50			10018455
.CONTINENTAL CAN SANTA ANA CA				.500											.500		00242268
.CONTINENTAL CAN ELK GROVE IL									1.00	1.00							00242000
.CONTINENTAL CAN MILLTOWN NJ				.500				.500									00235313
.CONTINENTAL CAN CLEVELAND OH				2.84				.184									00235334
PATENT CUST. TOT-CONTINENTAL CAN				1.18				.68	1.00	1.00					.50		0094616?
.CONTINENTAL STEEL-KOKOMO IND				4.00					50		1.50				2.00		10019756
.CONTINENTAL STEEL SHELBY OH				1.50						.50	1.00						10019702
.L H COX MANUFACTUR SANTA AN CA				.500						.500							0611
.CUYAHOGA INDUSTRIES CLEVE OH				1.00										1.00			10025713
.DAISY HEDDEN ROGERS AR				2.60										2.60			0611557
.DALLAS DIE CASTING DALLAS TX				1.55							.054	.500	.500			.500	10030905
.DANA CORP RICHMOND IN				1.50			1.50										00115797
.DAYTON MALLEABL INDS TROTW OH				2.00						1.50				.50			10021227
.D H R FOUNDRY DIV DAYTON OH				30.0			3.00		3.00	3.00	3.00	3.00	3.00	6.00	6.00		10030277
.DAYTON MALLEABLE CLEVELAND OH				.500					.500								00177961
.DELTA MOLD ALUM CEDARBURG WI				3.30					1.50			1.30					10031927
PATENT CUST. TOT-DAYTON MALLEABL				35.5			3.00		5.00	4.50	3.00	4.30	3.00	6.50	6.30		0034660
.DELTA DIE CASTING ADDISON IL				2.00												1.00	10021655
.DIAMOND METALS ALLOY HOUSTON TX				1.00					.500							.500	00116122
.DOW CHEMICAL RUSSELLVILLE ARK				8.00							3.00			.50	2.50		0611227
.DOW CHEM TORRANCE CAL				3.00									3.00				10022643
PATENT CUST. TOT-DOW CHEM MIDLAN				11.0							3.00		3.00	.50	2.50		10022903
.DRESSER INDUSTRIES DEPEW NY				2.00												2.00	00239305
.E I DUPONT NEMOURS STAANG TX				2.60											2.00		10020372
.DYNAMIC FORGE COMP OXFORD MD				.500									.500				0611
.EATON CORP EDEN PRAIRIE MN				1.00									.500			.500	00200834
.ELECTROLUX OLD GREENWICH CT				46.5						7.5		15.0			15.0	8.0	10229815
.ELLIOTT COMPANY JEANETTE PA				.500											.500		00201
.ELWELL PARKER ELEC CLEVE OH				.500								.500					10028063
.ERICKSON ELECTRIC RACINE WISC				2.00										1.00	1.00		00218
.EXPIRE DIE CASTING CLEVE OH				30.0				2.00	4.00	5.00	3.00	4.00	3.50	3.00	3.00	3.00	10026159

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0480406

TOWOLDMON0058300

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FOREMAN	LAST YEAR SALES	SAME PERIOD LAST YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYDAMUL 312-A															01857A		6761-313-1
.KERICKSON CROP MINNEAPOLIS MN				5.00				.500									00255176
.ITLM PRODUCTS INC IOLA KANSAS				5.00											5.00		00271057
.FIBERITE CORP WINONA MN				2290												2.50	10022
.FLORIDA STEEL TAMPA FL				171			24.0	24.0	24.0	24.0	20.0	25.0	24.0	24.0	30.0		10026
.FORD MOTOR DEARBORN MICH				6.50			.50				6.00						0011
FORD IRON FOUNDRY DEARBORN MI				46.0				5.0		12.0		6.0	23.0				00215112
FORD MOTOR NASHVILLE TN				4.00					2.50			1.50					10025023
PARENT CUST. TOT-FORD MOTOR DEAR				56.5			.5	5.0	2.5	12.0	6.0	7.5	23.0				0011
.GE-FRENCH-SHEBOYGAN-WIS				2.50					2.50		2.50		2.50		2.50		00009
.GENERAL ELEC CO TERRYVILLE CONN				4.50											3.50	1.00	00223
.GM-DELCO BATTERY ANAHEIM CA				10.0							3.00	6.00			6.00		10032
.GM-DELCO REMY ANDERSON IN				21.5			3.0	3.0				3.0	3.0		3.5	10.0	10032
GM-CENTRAL FOUNDRY-DEDFORD IN				458		15.0		36.9	73.4		40.1	73.1	72.7	36.9	73.1	36.0	10032
GM-DELCO RADIO KOKOMO IN				105					5.0				10.5		3.0		10032
GM-DELCO BATTERY MUNCIE IN				91.5						3.0	3.0	5.0	5.0	7.0	10.5		10032
GM-CHEVROLET DAY CITY MI				365			38.2	78.7	41.7	42.3	40.2		87.0		41.4		00161
GM-BUICK FLINT MI				182				36.0			24.0	24.0	30.0	30.0	32.5		10032
GM-CHEVROLET HOLLAND MI				10.0							10.0						10032
GM-PONTIAC PONTIAC MI				129				8.0	18.5	21.5	5.0	38.5			19.0	18.0	10032
GM-CHEVY GRLY IRON SAGINAW MI				296			24.0				60.0	60.0	30.0	30.0	60.0	30.0	10032
GM-CENTRAL FOUNDRY SAGINAW MI				62.0						9.0	7.0	12.5	5.0	5.0	8.5	15.0	10032
GM-NEW DEPARTURE CLARK NJ				20.0							5.0		5.0	10.0			10032
GM-CENTRAL FOUNDRY DEFIANCE OH				33.5					15.5	4.0		4.0			7.0	14.0	10032
PARENT CUST. TOT-GENERAL MOTORS				1844		15	65	161	144	80	200	226	243	119	270	124	00157
.GEN DYNAMICS BENBROOK TX				4.50								1.50	3.00				00221
.GENERAL ELE APPD LOUISVILLE KY				108						2.5	35.0		63.1			5.0	00214
.GEN ELEC FOAT SMITH AR				2.00				2.00									10031
.GEN ELEC FT WAYNE IND				39.50						32.50					7.00		10031
.GEN ELEC LOUISVILLE KY				22.1			32.1								9.5		10031
.GENERAL ELEC HENDERSONVILLE TN				100							100						00186
PARENT CUST. TOT-GEN ELEC SCHENE				236			32	2		6	136		63		8	5	10031
.GOODYEAR SCHULTZ CORP TOLEDO OH				64.3					8.5	1.00	22.2	12.5	15.0	7.3	7.5		00184
.GRA METAL PROD CARLE PLACE NY				15.0					1.00		2.00	2.00	2.00	2.00	2.00		00154
.GRIMES PUMPS INC SENECA F NY				1.00								.500			.500		00121
.GULF R&C TECH CE CLEVELAND OH				1.00					1.00								00211
.GUERNSEE CORP COLUMBIA PA				7.50						2.50						5.00	00239
.GUERNSEE CORP CRANSTON RI				5.00											5.00		00250
PARENT CUST. RUE-GUERNSEE CORP CO				12.5						2.50					5.00	5.00	00239

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TOWOLDMON0058301

1131-A, DIRECT #2
01/12/72

ORGANIC DEVELOPMENT DEPARTMENT
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUC/CUSTOMER	POUNDS	LAST YEAR SALES	THIS YEAR FORECAST	THIS YEAR SALES	JAPL	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYRAUL 312-A															018	7A	6761-313-1
.GULF STATE TUBE ROSENBERG TX				22.0				1.00		1.50	2.50	5.00	2.50	9.50			10036121
.HALLIBURGER INC-EVANSVILLE IN				-.500											.500		00269999
.HARCO DIV KAVEX RECHESTER NY				-.135				.135									00227749
.HARVEY ALUMINUM TORRANCE CA				7.50								7.50					10037053
.HARVEY ALUMINUM LEWISPORT KY				35.0							10.0	5.0	5.0	5.0		10.0	10037334
.HARVEY ALUMINUM DALLAS OREGON				1.00								.500	.500				10037042
.HARVEY ALUM CLIFFS WA				27.5						24.5						3.0	00252077
PARENT CUST. TOT-HARVEY ALUM TOR				71.0						24.5	10.0	13.0	5.5	5.0		13.0	10037050
.HARVILL MACHINE LYNWOOD CA				3.00									3.00				00255156
.HAVENLY PRODUCTS CO DETROIT MI				-.250										.500	.500	.500	10037197
.HAVENLY PROD ST CLAIR SHS MI				2.50				.500	.500	.500	.500		.500				10037205
PARENT CUST. TOT-HAVENLY PROD ST				4.00				.500	.500	.500	.500		.500	.500	.500	.500	10037254
.HEWLETT-PACKARD PALO ALTO CA				5.00				2.50		2.50							00153176
.HILLIARD CORP ELMIRA N Y				.046					.046								10039065
.HNT SPRING OK GFD HOT SPRING A				5.50			.50			2.00							00211352
.E F HOUGHTON PHILA PA				.500					.500								10039310
.HYATT DIE CASTG - ENG CYPR CA				7.50					2.00		2.50			1.50	1.50		00151378
.HYBRO CONDUIT CORONA CALIF				4.50					1.00					1.00	2.50		00236731
.ILLINOIS DRILL CO PEORIA IL				1.00						.500					.500		10044227
.INDUSTRIAL CASTINGS CLEV OH				5.00				1.00					2.00	1.00		1.00	10045272
.INTL CAST PROD GARDENA CA				3.50								.50	1.00	2.00			10041171
.INTL PAP SO PROFT MOBILE AL				-.530						.500							10044619
.ITECO INDUSTRIES EUCLID OH				15.0						4.00			3.00		5.00	3.00	00243426
.ITHACA TOWN OF ITHACA NY				2.00											2.00		00233364
.JAJAX MAGNETHERMIC WARREN OH				1.00											1.00		00136046
.JFE CALIFORNIA ELE SANTA ANA CA				.500									2.50	2.50			10042127
.ITT CONTROLS GLENDALE CA				33.1							33.1						10042165
PARENT CUST. TOT-INTL TELEPHONE				39.1							33.1		2.5	2.5	1.0		00344512
.JORGENSON STEEL SEATTLE WA				.500						.500							00221951
.KATIN DIECASTING CHICAGO IL				2.50								2.50					00263079
.KAYSON HARDWARE BINGHAMTON NY				1.00									1.00				00170410
.KELSEY HAYSE CO DETROIT MI				70.0				5.0		5.0		10.0	12.0	24.0	6.0	8.0	00212032
.KELSEY-HAYES CO FREEPORT IL				5.00				1.50		1.00	1.00					1.50	00254673
.KHASE BRASS-COPPER CLEVE OH				.414					.138					.138	.138		00244543
.KLAR-ROBE HAMILTON MISS				.273				.135							.138		00254681
.KEYSTONE BRASS WKS ERIE PA				2.00			.50					1.00		.50			10044197

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0480408

TOWOLDMON0058302

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	PONDRAM	LAST YEAR SALES	LAST YEAR CURR YEAR	CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC	CUSTOMER NUMBER
	PYRAUL 312-A															018	57A	6761-313-
	.KITCHEN-QUIP HATFIELD TN				2.00						1.00						1.00	
	.ELECTROMELT CORP PITTSBURG PA				.230				.230									
	.LESTER INDUSTRIES INC GEORGETOWN O				110				10.0	15.0	15.0	10.0	10.0	15.0	10.0	10.0	15.0	
	.LESLIE INDUSTRIES CALHOUN GA				3.00										3.00			
	.LOS ANGELES DIE LOS ANGELES CA				7.50					1.50				3.00			3.00	
	.LYNCH DIECASTING BUCKNER NC				14.0				2.00		2.00	2.00	2.00		2.00		4.00	
	.MADISON-KIPP MADISON WI				37.7				1954					18.2				
	.MAGNESIUM CASTING N P PA				20.0					2.50	5.00		2.50		2.50	2.50	5.00	
	.MCCULLOCH CORP LOS ANGE CA				8.00					2.00		2.00				2.00	2.00	
	.MIDLAND EDISON-SOUTH MI MI				13.0					3.00			1.00	5.00		4.00		
	.METALART DIECAST PROVIDENCE RI				1.00									1.00				
	.MIDLAND ROSS COLUMBUS OH				3.00					3.00								
	.MIDLAND ROSS ATHENS TN				1.00												1.00	
	PARENT CUST. TOT-MIDLAND ROSS PA				4.00					3.00							1.00	
	.MIDWEST FOUNDRY COLDWATER MI				2.50					2.50								
	.MIDWEST PLUTO POWER TOLEDO OH				.144					.144								
	.MILLER TOOL-DIE CO JACKSON MI				3.50							3.00						
	.MILWAUKEE DIE CAST MILWAUKEE W				36.7							10.4					18.3	
	.MISSOURI RUGGES JOPLIN MO				5.50					1.00				1.50		1.00		
	.MOBIL OIL BROOKLYN NY				.135				.135									
	.MODERN DIE CASTING CHGO IL				3.50					1.50	1.00		1.00			1.00		
	.MORN EQUIPT PORT WASHINGTON WI				1.00										1.00			
	.M J MUELLER ST LOUIS MO				1.00		.500							.500				
	.T D MURPHY OBERLIN OHIO				.500										.500			
	.NATIONAL MACHINERY TIFFIN OH				.500			.500										
	.NAVAL METALLURG SPRINGFIELD OR				3.00					1.00				1.00		1.00		
	.NEIL ALUMINUM OWENSVILLE KY				11.0					1.00	5.00	2.50				4.50		
	.NO CHG SHIPMENTS SPECIALTY-PRO				.500												.500	
	.NOSCILITZ ENG LOS ANGE CA				1.50									.50	1.00			
	.CITY NEW MADRID NEW MADRID MO				17.0					12.0								
	.NORANDA ALUM NEW MADRID MO				9.55				1.05				5.00	.50	3.00			
	.NORTH AMER FOUNDRY ST PETERS MO				1.00									1.00				
	.OHIO BRASS MANSFIELD OH				11.5							5.00		6.00			.50	
	.OLIN CORP ORAL OH				9.00					2.00			2.00		2.00		3.00	
	.OSWEGO CASTING OSWEGO NY				7.50				1.50	1.00	1.50	1.00		1.50		1.00		
	.OWEN PRODUCTS GALESBURG IL				30.0				30.0									
	.OWENS ALUMINUM HAMILTON OHIO				2.00						2.00							
	.OWENS CORNING ANDERSON SC				.092				.092									
	.OWENS ILLINOIS INC ALTON ILL				.500									.500				
	.PARKER HANNIFIN OTSEGO MICH				2.00							1.00				1.00		
	.PEASLEY PROD STRATFORD CT				2.00								1.00			1.00		
	.PECO MFG CO INC PORTLAND OR				6.00						1.00		1.00	2.00	1.00		1.00	

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0480409

TOWOLDMON0058303

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	LAST YEAR FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC	CUSTOMER NUMBER
PYGRAUL 312-A															01857A		6761-313-1
.PENN CONTROLS INC WATERTOWN WI				3.00											3.00		00133124
.PENTAGRAFT CASTING HOT SPRING AR				11.5					.50	1.00	5.00		5.00				00161071
.PHELPS DODGE EL PASO TX				5.00							5.00						10356470
.PHILIPS REGULATING SPOKANE WA				1.50							1.50						10066435
.PRESSURE CASTINGS CLEVELAND OH				3.50					1.00						1.00	1.50	00095550
.PRESTOLITE-KICH M. SPRINGFIELD				17.5					2.50			2.50	2.50	5.00	5.00		00136074
.QUAKER PAPER GREEN BAY WISC				1.50					.500				.500	.500			00210827
.RALSTON PURINA GONZALES TX				2.50										2.50			00266396
.REACTIVE METALS ASHTABULA OH				2.50				2.50									10066454
.READING IRO EQUIP READING PA				6.00				2.50		3.50							10066470
.READING METALS READING PA				5.50								2.50			2.50	.50	00252250
.REPUBLIC STEEL MASSILLON OH				21.0					5.0				3.0	5.0	10.0		10067477
.REYNOLDS METALS ARKADELPHIA AR				4.00					1.00			1.50		1.50			10067447
.RIDGE CASTING CO EAU FALLS WI				2.00						1.00		1.00					10069159
.ROCKWELL MFG RUSSELVILLE KY				32.0							7.0	5.0		15.0	5.0		10066762
.ROPER CORP NT GILEAD OH				11.0										11.0			00248584
.GEORGE D ROPER NEWARK OH				24.0							12.0				12.0		10067033
PARENT CUST. TOT-GEORGE D ROPER				35.0							12.0			11.0	12.0		10069033
.ROTATING COMPON BAY SHORE NY				.500						.500							10069659
.SAGINAW ELEC SPRGFD ILL				4.00					1.00	.50	.50				.00	1.00	10075775
.SCHELL LIGHTING DV BURBANK CA				7.00					7.00								10072477
.SHARON STEEL FARRELL PA				18.0							22.0	4.0					10372166
.SILSBY HOIST & CHAIN BROOKL NY				.273			.135								.138		00253243
.SINGER CO ELIZ NJ				31.5				1.00	4.00	5.00	2.00	2.00	6.00	4.50	7.00		10373274
.SKIL DIECASTING IN EASTLAKE OH				5.00						1.00	1.00	1.00	1.00		1.50		00158145
.SOUTHERN DIE CAST FT SMITH AR				2.50								2.00				.50	00244526
.SOUTHERN ALUM HARRISVILLE KY				2.50				1.00						.50		1.00	00210552
.SPINOZA INC RUSSELVILLE AR				.270			.270										00251143
.SPRAUT WALDRON MURRY PA				3.00						3.00							10374044
.ST LOUIS DIECAST BRIDGETON MO				8.00				1.00	1.00	1.00		1.00	1.00	1.00	1.00	1.00	00217115
.STAUFFER CHEM DICKS AL				24.0								24.0					00225791
STAUFFER CHEM CORBS FERRY KY				.184								.184					10075602
PARENT CUST. TOT-STAUFFER CHEM N				24.2								24.2					00045868
.STERLING INC MILWAUKEE WI				.184												.184	00136737
.STEWARD MACHINE BIRMINGHAM AL				.500											.500		00257304
.STRATOFLEX FORT WORTH TX				.184								.184					10076374
.STRUTHERS DIE CAST SILVERCREEK WI				13.0				2.50		2.50		3.00		2.50		2.50	10078455
.SUPERIOR CO MADISON HTS MI				1.00										1.00			00253568
.TANNER MFG CO ERIE PA				1.00								1.00					00135931
.TAYLOR MFG CO GARLAND TX				1.50										1.50			00245488

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0480410

TOWOLDMON0058304

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED YEAR END	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COMPANY NUMBER
	PYDRAUL 312-A															018	7A	6761-313-
1934	.TEXAS METALLURG CORP KINGSLEY IN				4.00						2.00					2.00		0014
1935	.GRAMMONT DIE ST JOSEPH MICH				2.50			4.00	3.00	5.00	5.00			2.00	2.50	3.00	2.50	0014
1936	.TIMKEN ROLLER BEAR CANTON OH				20.0					2.50	7.50					7.50	2.50	1004
1937	.U S STEEL FONTANA CALIFORNIA				11.0									4.00		4.00	3.00	0022
1938	US STEEL CORP SOUTH CHICAGO IL				1.00											1.00		0025
1939	US STEEL CORPORATION DULUTH MN				.500				.500									0021
1940	UNITED STATES STEEL SHEETTON PA				1.00				.500						.500			0016
1941	U S STEEL GREENSBORO PA				16.0					3.0						15.0		1006
1942	U S STEEL IRVINE PENNSYLVANIA				5.00				5.00									1006
1943	US STEEL HORSE CANYON UTAH				11.0												11.0	0017
	TARGET CUST. TOT-UNITED STATES S				47.5				6.0	3.0				4.0	.5	20.0	14.0	0004
1944	.WEBER ROOT INC ALTOONA PA				14.0				3.50	3.50				3.50	3.50			1002
1945	.VIKING CHEMICAL CO ROCKFORD IL				500				.500									0036
1946	.WORTHINGTON PUMP & M PITTSBURGH PA				1.00						1.00							1023
1947	.WESTINGHOUSE LIMA OHIO				42.0			3.0		3.0	3.0	3.0	15.0	10.0	5.0			1004
1948	.WHITE ROGERS CO GATESVILLE AR				6.00										6.00			0026
1949	.WEAT DIV-WHITTAKER NORWALK CA				27.0								9.50	3.00	3.50	4.50	6.50	0019
1950	.WELL KNOTWERS MFG DETROIT MI				.364								.180				.184	0026
1951	.WILSON DIECASTING GRAIN VLY MO				1.00							1.00						0033
1952	.WITHROW DIE CAST N HOLLYWOD CA				15.0							2.50	5.00		2.50	5.00		0019
	TOTAL PRODUCT * * * * * * * LB				4712		16	153	401	319	415	673	551	669	483	584	399	6761-313-
	25 TOT MAJOR PYDRAUL 312A LB	14804	6211	8059	6641	714	601	553	620	336	435	695	571	672	453	584	399	
	PYDRAUL 230															005	3A	5587-230-
1953	.BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														0019
1954	.BETHLEHEM STEEL BETHLEHEM PA		1.05		7.35	1.05	2.10	2.10	2.10									1001
1955	.CALUMET STEEL CHIC HTS IL	15.0	22.6	15.0	6.30		5.25				1.05							1001
1956	.CUTLOOT CLUB CO HILLIS PA		.575															0023
1957	.COSTNER DEVCEAL CHARLOTTE NC				1.05			.525	.525									0028
1958	.DAIRYMAN CYCLONE ST TITUSV PA	10.0	13.1	10.0														0022
1959	.EVA STEEL INC MUSKOGEE OKLA	5.00																0017
1960	.FLORIDA STEEL INDIANTOWN FL		10.0		10.5			10.5										0026
1961	.W R GRACE HARCO CHEM FOODS NJ				10.5		10.5											1033
1962	.HERCULES INC RADFORD VA		1.05		1.05						1.05							0012
1963	.KELSEY HAYES CO ROCKFORD IL	105	137	105	4230	21.0		21.0										1003
1964	.JEL STEEL MEMPHIN IL	90.0		2.00														0023
1965	.HEINZ CANNING MADISONVILLE KY		.525															0024
1966	.RICH MFG CO CORONA CALIF																	0016

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0480411

TOWOLDMON0058305

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOCAL FOR CURR YEAR	SALES CURR YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO / MAJOR SPEC
	PYDRAUL 230															00553A		4597-230-1
1136	.SHENAGO COMPANY DOVER OHIO	4.70	3.15	24.70	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				00214965
1176	.SHOTWIRE ALUM HAWESVILLE KY	80.0		20.0														00210552
1232	.TELEDYNE ALLVAC MONROE NC				2.63	1.58			1.05									00242047
1134	.TEXTRON CORPORATION BARTLETT IL		.525															00203187
1[illegible]	.US STEEL CHEMICAL BAYTOWN TX	50.0	49.0	50.0														00210547
1134	.WACTHL CHICAGO ENGR ADDISON IL	2.00	2.10	2.00														00179965
1230	.WELDOTRON CORP NEWARK N J		.525															00170232
1230	.WELDOTRON CORP PISCATAWAY NJ	4.50	2.60	4.50														00231576
	PARENT CUST. TOT-WELDOTRON CORP	4.50	3.13	4.50														00170232
1176	.YOUNG-C BEATRE CINCINNATI OHIO		.200															00230618
	TOTAL PRODUCT * * * * * * * LB	446	245	305	81.4	23.6	17.9	34.1	3.7		2.1							4597-230-1
	PYDRAUL 230-A															01807A		4597-231-1
1136	.ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109685
1230	.BETHLEHEM STEEL BETHLEHEM PA				6.11					2.04		2.04	2.04					10[illegible]593
1134	.CALUMET STEEL CHICHITS IL				4.58					2.55	2.04							10013194[illegible]
1133	.CONTRS OF E ARK W MEMPHIS ARK				.509												.509	00272493
1230	.CIBA PHARMACEUTIC SUMERSET NJ				.141										.141			00205375
1232	.COSTON BEVOCAN CHARLOTTE NC				1.53							1.02					.51	00255408
1133	.UNIVERSAL CYCLOPS ST TITUSV PA				1.02												1.02	00222656
1232	.E I DUPONT SEAFORD DE				.047									.047				00181013
1136	.FLORIDA STEEL INSTANTOWN FL				96.6				23.8		23.9			24.4			24.4	00227369
1130	.FORD MOTOR CO CANTON OH				1.02							.509					.509	00259950
1133	.A P GREEN REFACTORIES MEXIC MO				.141					.141								00157711
1134	.THOMAS STEEL COLD STRIP E CH IN				1.02									1.02				10049366
1133	.THE M W KELLOGG CO OMAHA NB				.047									.047				00126602
1134	.KELSEY HAYES CO ROCKFORD IL				1.26				4.1	16.3		24.4	25.1		29.5		24.4	10053751
1133	.S[illegible] OP CO DETROIT MI				.507								.507					00262[illegible]
1[illegible]	.[illegible] COMPANY DOVER OHIO				3.06									1.02		2.04		00214965
1134	.STEVENSON SALES DAVENPORT IA				2.04					1.02				1.02				00234777
1232	.TELEDYNE ALLVAC MONROE NC				3.06						4.07	1.02	2.03					00242047
1136	.US STEEL CHEMICAL BAYTOWN TX				15.3											5.1	10.2	00210049
	TOTAL PRODUCT * * * * * * * LB				261				27.9	22.0	30.0	29.1	25.6	27.6	29.7	7.1	61.6	4597-231-1
	TOT MAJOR PYDRAUL 230A LB	446	245	305	342	23.6	17.9	34.1	31.6	22.0	32.1	29.1	25.6	27.6	29.7	7.1	61.6	

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0480412

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR THIS MONTH	LAST YEAR FOR COMPARABLE PERIOD	THIS MONTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYURAUL 135															00592A		4592-135
1033	.ACME PRINTING INK KANSAS CI KS	5.00	0.07	5.00														00135633
1036	.AMACO VACUUM DEP BERKELEY CA	24.0	2.69	25.0	9.15	2.69	2.69	3.77										00243345
1038	.AMAGUNDA CO COLUMBIA FALLS MT	15.0																00187726
1040	.AMETHYST PRO COMP RICHARD CALIF	1.20	1.20	1.20														00166729
1042	.AMILO STEEL ASHLAND KY	40.0	32.3	40.3														10006771
1043	.AMOCO STEEL KANSAS CITY MO	75.0	56.9	75.0	4.22					4.22								10006196
1044	.AMOCO STEEL MIDDLETOWN OH	30.0	33.4	3070	5.38		5.38											10006220
1047	.AMOCO STEEL SAND SPRINGS OK	3.00	6.46	3.00														10130219
1050	AMOCO STEEL HOUSTON TX	250	240	250	40.1	39.1	1.0											10006275
	PARENT CUST. TOT-AMOCO STEEL MID	350	369	398	49.7	39.1	6.4			4.2								10006220
1054	.ANCHOR MFG ARNOLD AFB STA TN	70.0																10196511
1055	.ASHLAND CHEM CO WILMINGTON	2.40	2.35	2.20														00115221
1058	.AUTO-SPECIALTIES-ST JOSEPH MI		.538															00234705
1059	.AUTOMIX CORP KAN CITY MO		.149															10134215
1060	.BETHLEHEM STEEL LACKAWANNA NY	30.0		1.00														00257275
1062	BETHLEHEM STEEL BETHLEHEM PA		2.69		5.38	1.08		1.08		2.15	1.08							10006560
	PARENT CUST. TOT-BETHLEHEM STEEL	30.0	2.69	1.00	5.38	1.08		1.08		2.15	1.08							00045578
1064	.CALUMET STEEL CHICAGO IL	35.0	16.6	42.0	5.38		5.38											10013194
1072	.BRASTER CO SHREVEPORT LOUISIA	5.00	2.36	5.00														00184531
1074	.BRENSTER CO HOUSTON TX		.538															00236596
	PARENT CUST. TOT-BRENSTER CO SHR	5.00	2.89	5.00														00184551
1076	.BRUNSWICK CORP PENSACOLA FL	.350	.355	.350														10012704
1078	.CARBORUNDUM FREDONIA NY	1.60	1.00	1.60	2.15		1.08		1.08									00136133
1079	.CARPENTER TECHNOLOGY READING PA	9.00	.538	7.00														00231264
1080	.CARSON CO SOMERVILLE MA				1.61		1.61											00235323
1082	.CASTELLAT STEEL EQUIP CINCINNA	5.00		5.00														00037690
1084	.CONTINENTAL STEEL KOKOMO IND	11.0	8.07	11.0	1.61	1.61												10319334
1086	.CRIST MACHINERY ALBUQUERQUE NM				.508			.508										00251311
1088	.CYCLOPS CORP MANSFIELD OHIO	130	121	130														00335352
1089	DETROIT STEEL COR PORTSMOUTH OH	7.00	5.38	7.00														00186467
1091	.DIVERSAL CYCLOPS ST BRIDGVL PA	10.0	.538	2.00														10365535
	PARENT CUST. TOT-CYCLOPS CORP PI	140	121	139														00244965
1230	.DE LAVAL TURBINE POUGHKEE NY		.538															00115345
	.DIVER/HUNTER ALBUQUERQUE NM	1.50	.538	.600														00226578
	.E L W SPECIALTIES YPSILANTI MI		.248															00149588
1064	.EDWARDS BOAT CONTRACTORS	3.00																00197355
1064	.FLORALAND RETAIL HOUSTON TX				.538		.538											00244433

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TOWOLDMON0058307

- IN THOUSANDS, NO DECIMALS, AND NO ZEROS -

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	PREVIOUS FORECAST	SALES FOR 4TH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
PYDRAUL 135															00592A		4592-135-1
.FLORIDA STEEL INDIANTOWN FL		3.23															00227889
GM-DELCO PRODUCTS ROCHESTER NY	20.0		10.0														00239313
GM-CHEVROLET TONAWANDA NY	240		100														10032733
.PARENT CUST. TOT-GENERAL MOTORS	260		110														00157274
.GTEMCO, INDUSTRIC CLEVELANDOH				4.30				5230									00244719
.JOSLIN BIRMINGHAM LITTLE RK AR		.496															00103945
.GREAT LAKES CARBON ST LOUIS MO		.538															10035414
.HYDRAULICS STS PENNSAUKEN NJ	10.0	41.5	10.0														00222693
.FLEXO STL & CBLE SUP E CHI IN	90.0	136	70.0	60.3	30.1		30.1										10393566
.INTL HARVESTER CHICAGO IL	140	107	130	43.0	10.8	10.8	12.5										00215929
.JORGENSON STEEL SEATTLE WA	10.0		5.00														00221961
.JOSLYN STAINLESS STEEL FT WAYNE IN		32.3															00151432
.KELTHURST CORP E CHICAGO IND		9.60															00182761
.JOHN S. LAUGHLIN PITTSBURGH PA	40.0		20.0														10041115
.LITTON SYSTEMS PASCAGOULA MS	5.00		5.00														00230513
.LOST TROL MARYLAND HGTS MO		.528															00245697
.LORENS STEEL COATESVILLE PA	3.00																00239941
.MACHLALLOYSCOTHANSTER PA				.538	.538												00246232
.MACH ALLOYS GREENVILLE PA				1.08		1.08											00244663
.HIGH STD ALLOYS HUNTINGTON WV	3.50	2.15	3.50														00125617
.NORTH STAR STEEL ST PAUL MN	6.00																00239789
.OLIVER ILL PERRYSBURG OH	1.50	2.15	1.50														00168173
.RALSTON PURINA SAINT LOUIS MO	1.30	1.08	1.30														00136194
.RALSTON PURINA CAL OKLAHOMA OK		2.15															00135151
.RALSTON PURINA MECHANICSBURG PA	2.00	3.23	2.00	1.08	1.08												00205597
.PARENT CUST. TOT-RALSTON PURINA	3.30	6.46	3.30	1.08	1.08												10066107
.REACTIVE METALS NILES OH	100.0	10.7	10.0	5.38			5.38										00135937
.REMBERG NEEDMORE PA				1.07							.538	.527					00255785
.REPUBLIC STEEL GLA SOUTH BE IL		13.5															00135869
.REPUBLIC STEEL CORP SO CHGO IL	270	245	270	48.2	10.8	8.1	10.8			10.5							10067356
.REPUBLIC STEEL BUFFALO NY		.538		1.01	1.01												10067404
.REPUBLIC STEEL CANTON OH	65.0	40.9	65.0	10.1	6.46	3.23	6.46										10067422
.REPUBLIC STEEL CORP CLEVE OH	75.0	29.6	50.0	12.4	4.84		4.30	3.23									10067463
.REPUBLIC STEEL MASSILLON OH				2.69	2.69												10067499
.REPUBLIC STEEL WARREN OHIO				5.38			5.38										00221619
.PARENT CUST. TOT-REPUBLIC STEEL	410	329	385	86.4	34.4	11.3	26.9	3.2		10.5							10067480
.REYNOLDS MET SHEFF LISTERHI AL	80.0	67.3	80.0														00135992
REYNOLDS METALS MESSENA NY	70.0	23.7	50.0	13.5	5.38		5.38					2.69					10667790

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0480414

TOWOLDMON0058308

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR 1971	CURRENT FORECAST 1972	LAST YEAR 1970	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MATERIAL CODE
PYRAUL 135															00532A		4592-135-
REYNOLDS METALS LONGVIEW WA	60.0		20.0														10067863
PARENT CUST. TOT-REYNOLDS METALS	210	90.9	193	13.5	5.38		5.38					2.69					10067782
.CHERRY BURRELL CEDAR RAPIDS IA		.938		4.09		4.09											00150865
.SHARON STEEL FARRELL PA	6.00	6.46	6.03	2.15	2.15												10072866
.HUMBLE OIL REF BAYTOWN TX	50.0	35.0	50.0	10.2			6.46			3.77							00165579
.STARLIGHT TOOL & MFG JOPLIN MO		.249															00232661
.TELCO SERVICE CLEVELAND OH				.5538			.5538										00291429
.TEXAS INSTRUMENTS STAFFORD TX		.050															00235470
.TIMKEN ROLLER BEAR CANTON OH	90.0	37.7	60.0														10000193
.TENN VALLEY AUTHOR CHATTANOOGA TN	30.0		30.0														00140219
.US STEEL CORP SOUTH CHICAGO IL	150		1020														00216435
U S STEEL GARY INDIANA	70.0	26.9	70.9	21.9	8.07	5.38	8.07										10065233
U S STEEL CORP DUQUESNE PA	15.0		15.0														00096131
U S STEEL IRVINE PENNSYLVANIA				5.38			5.38										10065260
PARENT CUST. TOT-UNITED STATES S	235	56.5	95.0	26.9	8.1	5.4	13.5										00047724
.WASTE CONTRL SYSTEM HOUSTON TX		.538															00232577
.WHEELING PITT ST MINGO JUNT-OH	100	7020	100														10096253
.WHEELING STEEL STEUBENVILLE OH	15.0	39.0	2520	17.2	1.1		16.1										00694005
PARENT CUST. TOT-WHEELING STEEL	125	69.0	125	17.2	1.1		16.1										00067082
.HITTING CORP HARVEY ILL		3.17															00155596
.ALAN WOOD STEEL CONSHOHOCKEN PA	5.20		5.20														10091264
TOTAL PRODUCT * * * * * * * LB	2513	1548	1915	354	138	58	123	9	0	15	3	3					4592-135-
PYRAUL 135-A															01888A		4592-136-
.ARGOUS COUPLING CO LTDCRYVY-TL				.649							.052						00107665
.ARMCO STEEL ASHLAND KY				17.5				8.96		5.27				2.64	2.64		10036171
.ARMCO STEEL KANSAS CITY MO				21.1					4.2	4.27		10.5		10.5			10036198
.ARMCO STEEL MIDDLETOWN OH				5458				2.1				21.4	18.4		2.6		10036226
.ARMCO STEEL HOUSTON TX				97.0				38.9	2.6	39.0	5.3	11.2					10065277
PARENT CUST. TOT-ARMCO STEEL MID				192				60.0	6.9	40.1	5.3	43.3	18.4	13.2	5.3		10006228
.ASHLAND CHEM CO DEEPRE OH				1.27											.527		00110221
.ATLANTIC STEEL CO ATLANTA GA				1.05						.527	.527						10007232
.BETHLEHEM STEEL BETHLEHEM PA				1.05									1.05				10069584
.CRUCIBLE STEEL CHICAGO IL				21.1				5.27	2.64	2.11	2.64	4.22	5.27	5.27			10013194

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0480415

TOWOLDMON0058309

RPT31-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	PGM/MAN	CALENDAR YEAR SALES	FISCAL YEAR SALES	SALES CODE WTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
PYDRAUL 135-A															01898A		4592-13
.JOSLYN MFG & SUPPLY CO CHICAGO IL				1.79					.625	.723		.245		.196		1.58	00134551
.CRANDALL PEANUT SALES FALCONER NY				1.58													00159130
.CONTINENTAL STEEL KOKOMO IND				10.25					2.64		2.64			2.64	2.64		00019334
.CONTINYS DELIGHT MILK CHICAGO IL				.527										.527			00000000
.GRANITE CITY STEEL GR CITY IL				2.11										2.11			10033228
.WEST LAKES CANNON ST LOUIS MO				3.16							1.05	1.05			1.05		10033414
.HAWTHORNE MELODY FARMS CHIC IL				1.58											.53	1.05	00271500
.INLAND STL L COLD STRP E CH IN				29.5						29.5							10040560
INLAND STEEL IND HARBOR IN				5.27					5.27								10040574
PARENT CUST. TOT- INLAND STEEL C				34.6					5.3	29.5							10040566
.INTL HARVESTER CHICAGO IL				82.8				13.2	13.2	26.8	13.2	13.2	5.3				00215929
.JOHN JOHNSON MEDDING PA				.527							.527						00215253
.J H G N SYSTEMS HOUSTON TX				1.05												1.05	00270098
.JOYCE COPPER SAN MANUEL ARIZ				2.11									2.11				00256003
.KANSAS SCALE PATTERN GA				2.11					2.11								00255750
.KELLY NEW MADRID NEW MADRID MO				10.5												10.5	00225878
.KALSTON PURINA SAINT JO MO				1.58										1.58			00135174
.KALSTON PURINA OKL OKLAHOMA OK				3.16					1.05		1.05			1.05			00135151
.KALSTON PURINA MECHANICSBG PA				2.11											2.11		00225917
.KALSTON PURINA SHEARMAN TEXAS				.527												.527	00135217
PARENT CUST. TOT-KALSTON PURINA				7.38					1.05		1.05			2.64	2.11	.53	10066107
.KENNEDY G BALTIMORE MD				1.05					1.05								00255785
.REPUBLIC STEEL CORP SO CHGO IL				190				21.1	21.1	10.5	21.1	5.3	26.4	21.1	10.5	13.2	10301496
.REPUBLIC STEEL GASTON AL				36.9				5.3	10.5	5.3		5.3		5.3		5.3	10057672
.REPUBLIC STEEL CORP CLEVE OH				10.6						10.7	5.3					2.6	10057655
.REPUBLIC STEEL MASSILLON OH				2.64					2.64								10057699
.REPUBLIC STEEL NAMKA OHIO				10.5						10.5			7.9				00221619
PARENT CUST. TOT-REPUBLIC STEEL				227				26.4	34.3	37.0	26.4	10.5	34.3	26.4	10.5	21.1	10067409
.REYNOLDS MET SHEFF LISTERHI AL				17.4									5.27	4.22	7.91		00135992
.REYNOLDS METALS PESSENA NY				13.2						2.64		2.64	2.64	5.27			10067790
PARENT CUST. TOT-REYNOLDS METALS				30.6						2.64		2.64	7.91	9.49	7.91		10067782
.CHERRY BURRELL CEDAR RAPIDS IA				1.52				.10	.20					1.23			00150496
.SHERRY BURRELL CHICAGO IL				.343						.196			.147				00256730
PARENT CUST. TOT-ROBERTSHAW CONT				1.86				.10	.20	.20			.15	1.23			00045322
.SAMTAIN HYDRAULICS HOUSTON TX				.294												.294	00272507

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TOWOLDMON0058310

[illegible]
[illegible]/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUST. NO. / MAT. CTG. GP
	PYDRAUL 135-A														01890A		4592-136-1
1031	.SHARON STEEL FARRELL PA			8.43						2.11		2.11	2.11		2.11		10072166
[illegible]	.[illegible] DEL REF DENICIA CA			23.2						5.28	5.27				6.32	6.32	00165375
[illegible]	.STAUFFER CHEM DOBBS FERRY NY			.196								.196					10079502
[illegible]	.STEWARD MACHINE BIRMINGHAM AL			2.64						2.64							00257185
[illegible]	.TIMKEN ROLLER PEAR CANTON OH			63.5				13.5	2.6		13.2	13.2			21.1		10082193
[illegible]	.TUSCON DAIRY UNION NJ			.527										.527			00265352
[illegible]	.U S STEEL GARY INDIANA			87.0				10.5	7.9	15.8	15.8		7.9	5.3	7.9	15.8	10085233
[illegible]	.U S STEEL IRVINE PENNSYLVANIA			15.8				5.3	10.5								10085255
[illegible]	.US STEEL CORP JOHNSTOWN PA			3.69				3.69									00152048
	PATENT CUST. TOT-UNITED STATES S			106				19.5	18.4	15.8	15.8		7.9	5.3	7.9	15.8	00047724
[illegible]	.WAINER & SWASEY NEW PHILADE OH			3.69										3.69			00266213
[illegible]	.WASTE CNTRL SYSTEM HOUSTON TX			.527								.527					00232572
[illegible]	.WHEELING STEEL STEUBENVILLE OH			31.6				7.91	7.91				7.91	7.91			00094002
	TOTAL PRODUCT * * * * * * * LB			886				146	99	163	88	91	92	81	68	58	4592-136-1
	ES TOT MAJOR PYDRAUL 135A LB	2513	1548	1915	1240	138	58	123	154	105	179	88	94	92	81	68	58	
	MCS-358														00926A		6126-358-1
1039	.ELECTRO OPTICAL PASDENA CA		.094														00230065
1039	.A.MOJET NUCLEAR SYST AZUSA CA		.058														00227555
1270	.THERMO ELECTRON WALTHAM MASS		.074														10079713
[illegible]	.U S NAVY MOFFETT FIELD CALIF		.050														10084520
	TOTAL PRODUCT * * * * * * * LB		.276														6126-358-1
	PYDRAUL 65E														01809A		6120-065-1
1035	.WITHROW DIE CAST N HOLLYWOD CA			3.00	3.00												00094013
	TOTAL PRODUCT * * * * * * * LB			3.00	3.00												6120-065-1
	PYDRAUL 90														01367A		6123-090-1
[illegible]	.INGALLS SHIPBLDG PASCAGOULDMS		2.75														00217665
[illegible]	.AUST ENGINEERING CO CANTON OHIO		1.50														00155965
	TOTAL PRODUCT * * * * * * * LB		1.25														6123-090-1

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0480417

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS YEAR CURR YTD	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO / MAR. CUSTOM
PYBRAUL 540-A															01772A		6127-540-1
.DOW CHEMICAL RUSSELLVILLE ARK		60.0		24.3	17.9	6.4											00182729
.DOW CHEMICAL CO AURORA COL				5.34		2.16			3.18								00183369
PARENT CUST. TOT-DOW CHEM MIDLAN		60.0		29.6	17.9	8.5			3.2								10022903
.READING IND EQUIP READING PA				2.12			2.12										10066673
TOTAL PRODUCT * * * * * * * LB		60.0		31.7	17.9	8.5	2.1		3.2								6127-540-1
PYBRAUL 540B															01895A		6127-541-1
.ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109669
.DOW CHEMICAL RUSSELLVILLE ARK	100	78.9	100	110			18.7			19.9	24.5	47.2					00182729
.DOW CHEMICAL CO AURORA COL	10.0	9.07	10.0	15.4		4.26					3.54	3.54		4.04			00183369
PARENT CUST. TOT-DOW CHEM MIDLAN	110	87.9	110	126		4.3	18.7			19.9	28.0	50.7		4.0			10022908
.KIEKAEFER CORP CEDARBURG WI	10.0	1.59	10.0														00182184
.READING METALS READING PA				2.02										1.01		1.01	00252220
.A O SMITH CORPORAT MILWAUKE WI	1.40		1.40														00138231
.SHINNERTON RUSSELVILLE AR		4.77															00227151
.UNIROYAL JOLIET ARS JOLIET ILL	9.00	3.10	9.00	1.06	1.05												00000703
TOTAL PRODUCT * * * * * * * LB	130	97.5	130	127	1.1	4.3	18.7			19.9	28.0	50.7		5.1		1.0	6127-541-1
SANTOSAFE 150															00734A		7900-150-1
.U S STEEL GARY INDIANA		1.00															10005233
TOTAL PRODUCT * * * * * * * LB		1.00															7900-150-1
SANTOSAFE 300															00731A		7900-300-1
.JEFFREY MANF FALLENTIMBER PA		1.00		4.84	3.23	1.61											00243051
.KIEKAEFER CORP CEDARBURG WI		5.56															00182184
.W R STAHLER CO MILLERSBURG KY		4.30															00235369
.U S STEEL TORRANCE CALIFORNIA		15.1		34.5	18.3	3.3		12.9									00220065
U S STEEL CORP SHERSEY CO	10.0	16.0	10.0														00210087
U S STEEL CORP DUQUESNE PA		33.9															00090131
U S STEEL GREENSBORO PA	45.0	43.0	45.0	25.8			9.1	16.1	.5								10085381
U S STEEL MCKEESPORT PA		95.2															00143162
US STEEL HORSE CANYON UTAH	7.50	6.00	7.50														00196161
PARENT CUST. TOT-UNITED STATES S	62.5	209	62.5	60.3	18.3	3.3	9.1	29.1	.5								00047724
TOTAL PRODUCT * * * * * * * LB	62.5	220	62.5	65.2	21.5	4.9	9.1	29.1	.5								7900-300-1

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0480418

TOWOLDMON0058312

01331-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

G/L ACCT	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	BUDGETED FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO. MFG. NO.
	SANTOSAFE 300															00731A		7900-300
	42 TOT MAJOR MISCELLANEOUS LB	193	389	193	226	41.4	17.7	30.0	29.1	3.7	19.9	28.0	50.7		5.1		1.0	
	21 TOT SUB-CL SECOND GEN RYDR LB	17556	8304	10472	8490	917	695	731	843	467	666	860	761	792	569	659	520	
	TURBINOL-153															00531A		6124-000
1170	COLUMBIA GULF TRANS STANTON KY		23.0		21.2								6.1	42.4			27.2	0023543
1965	COLUMBIA GULF TRANS ALEXAND LA				19.1									16.9	15.1	16.9		0026144
1968	COLUMBIA GULF TRANS OLEHI LA				24.2									33.4	9.7			0026154
1970	COLUMBIA GULF TRANS IVERNES MS				35.1									33.9	6.1		4.0	0026916
1968	COLUMBIA GULF TRANS HOUSTON TX	108		20.0														0026164
	PARENT CUST. TOT-COLUMBIA GAS NY	108	23.0	20.0	99.6								6	121	11	17	32	0034436
1933	GRAINER DENVER CO QUINCY IL				305									6.05				0028775
1930	SOHIO ELEC - GAS LINCOLN NJ	1.50	1.21	1.50	1.2												1.20	0026550
1964	TEXAS EAST TRANS HOUSTON TX	100	25.2	100														0034144
1970	TEXAS EASTERN TUSCANDIA ALA	10.0	12.7	19.0														0016933
1970	TEXAS EASTERN TRANS GRANVILLE KY	25.0	33.7	20.0	22.9	16.8								6.1				0027147
1973	TEXAS EAST TRANS CLARKSVILLE KY	35.3	15.2	39.0														0026933
1970	TEXAS EASTERN TRANS LA VISTA LA	40.2	31.5	40.0	43.2							12.1			12.1		24.2	0027154
1966	TEXAS EASTERN TRANS PRITE CA LA	35.0	46.5	35.0	12.1												12.1	0016933
1968	TEXAS EAST TRANS ROSCIUSKO MS	20.0	25.3	20.0	24.2				12.1								12.1	0027521
1970	TX EASTERN TRANSMISSI YAZOO MS	26.0	13.2	20.0	21.6	7.2	14.4											0015933
1958	TEXAS EASTERN FLEMING PARK FL	10.0	7.20	10.0														0022953
1962	TEXAS EASTERN TRANS MAHON PA				29.3									29.3				0028463
1958	TEXAS EAS TR BUCHTELSVILLE PA				10.5									10.5				0027953
1958	TEXAS EAST TR EAST LAKESFORD P				10.3												10.3	0027924
1958	TEXAS EAST TRANS GREENSBURG PA				6.05	6.09												0015934
1970	TEXAS EAST TRANS GRANTVILLE PA				3.03		3.03											0027959
1958	TEXAS EASTERN SHERIAN S DALEPA				31.8												31.8	0015940
1957	TEXAS EASTRN TRANSM LEBRUN TX	10.0	12.0	10.0	12.1						12.1							0018193
1970	TEXAS EASTERN TRANS CONROE TX		7.20															0025515
1958	TEXAS EAST TRAN NEW RAVERLY TX	40.0	30.2	40.0	12.1												12.1	0023350
	PARENT CUST. TOT-TEXAS EAST TRAN	343	276	343	264	30	17		12		12	12		46	12		103	0004818
1960	TRANSWESTERN PIPE CORPUS AR	20.0	32.6	20.0														0026491
1932	TVA TENN VALLEY AUTHOR CHATTANO TN	300		19.0														0014927
1960	W-K-M VALVE MISSOURI CITY TX		.050															0026549
	TOTAL PRODUCT * * * * * * * LB	773	333	400	342	30	17		12		12	12	6	173	24	17	72	6124-000

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0480419

TOWOLDMON0058313

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR COMING YEAR	YEAR TO DATE CUM SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV	DEC.	CUSTOMER MASTER NO.
US 135															005	24A	6780-003-1
.WESTINGHOUSE PITTSBURGH PA	.002	.002	.002														10059743
TOTAL PRODUCT * * * * * * * LB	.004	.013	.004	.024	.001		.002	.007		.004	.002				.002	.005	6780-003-1
SANIVAC 1															018	6A	6776-001-1
.ASHLAND CHEM CO APPLETON WI				4.80			1.20		1.20		2.40						10058813
.CARBON RUBBER CO PUSKEGON MI				3.60				1.20		.60				1.20			10013598
.CHEMICAL PRODUCTS CO LEXINGTON KY				2.40					2.40								00210328
.CRUCIBLE STEEL SYRACUSE NY				1.20				1.20									10025287
.UNIVERSAL STEELOPS ST THUSV PA				1.20	1.20												05226656
.DRIVER-HARRIS CO HARRISON NJ	1.00		1.00	.600					.600								10243262
.EUTALOS HIGH VACUUM GRAND I NY																	00117412
.GENERAL MILLS KANKAKEE ILL				6.00	2.40		2.40						1.20				10036476
.HOST CORP HOVER NJ				3.60							1.20				.60	1.80	00251975
.KOPPERS CO MORRISON CT		.600															10043343
.KEMP MANUFACTURING SAVANNAH GA				.600									.600				10243243
.NEWMAN & LEE CORP AL				.330												.330	00277773
.OSTERLOOM COATING MILFORD CT				.275	.055			.110								.110	00135233
.RAM INC MINERVA OH	15.0	3.00	10.0	7.20			3.00	3.00						1.20			00141267
TOTAL PRODUCT * * * * * * * LB	16.0	3.60	11.0	31.2	3.66		6.60	5.51	4.20	.60	1.20	2.40	1.80	2.40	.60	2.24	6776-001-1
SANIVAC 2															018	5A	6776-002-1
.CUSTOMER ID NOT IN MASTER FILE				.120						.120							00252781
.AIMS CAROLINE LIVONIA PA				.060									.060				00265516
.AERO CAST INC MIAMI FL				.540							.300					.240	00265504
.AEROSPACE SUPPLY FORT WORTH TX				.300												.300	00272043
.AERO SPACE SUPPLY HURST TX				.180	.180												00240711
.AIRCRAFT CASTING MIAMI FL				.060			.060										00251763
.AIRCRAFT SERVICE MIAMI FLA				.060		.060											00092819
.ALLEGHENY LUDLUM BRACKENRID PA				.240									.120	.120			00105903
.ALPHA METALS JERSEY CITY NJ				.060			.060										10062729
.ALUMINUM FINISHING CRUMELL CT				.120							.060	.060					00253549
.ANE CORP TROY MI				.180			.180										00253497
.ANTICORA TIRE MASY ON HUD NY				1.80									.60			1.20	10053537
.ARCO PAINT & CHEM DETROIT MI				.060						.060							00257421
.ARCO STEEL BALTIMORE MD				.300					.300								00257427
.ARO INC ARNOLD PEN STA TN				1.92				1.92									10056619
.ARWOOD CORP CITY OF INDUST CA				.600											.600		00270035
.ASCO CHEMINUCLEAR LEECHBURGH PA				.120	.060				.060								00240417
.ATLAS CASKET CO AURORA IN				.060									.060				00269294
.BATESVILLE CASKET BATESVL IN				1.20						.600						.600	00257251

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TOWOLDMON0058314

DIRECT 02

ORGANIC DEVELOPMENT SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

(IN THOUSANDS OF POUNDS AND DOLLARS)

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	AVERAGE SALES FOR CURR YEAR	CURR CUM	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTACT MAKE/DATE
SANITIZAC 2															01815A		6776-C02-1
.GENERAL CORP DELTA PA				.120					.120								00259692
.BOEING AIRCRAFT BOULDER CO				.060								.060					00292145
.NEWSAFE INC-WILLOUGHBY OH				.120	.120												00245[illegible]
.[illegible] FINISH FORAY GROVE FL				.120									.120				00260[illegible]
.[illegible] CO NORWOOD MASS		2.40															10015017
.GOULD STELLITE DIV ICONOMOC IN				2.40		2.40											10041765
.UCLA LOS ANGELES CA				.420					.060			.060		.240		.120	00260635
.UNIV OF CALIF LOS ALAMOS NM				.060					.060								10013106
SANIT CUST. TOT-UNIV OF CALIF D				.480					.060			.060		.240		.120	00267260
.GENERAL ELECTRIC SCHENECTADY NY				.300												.300	00272260
.COMPUTER TECHNOLOGY READING PA				13.0	2.40	2.40		2.40	3.60		3.60	3.60					00232207
.CYLINDRICAL TRACTOR MISSVILL IL				.120												.120	00227227
.CERTIFIED ALLOY LONG BEACH CA				1.80			1.20							.60			00223069
.GEN-RAY FINISHING ROMULUS NY				.060		.060											00246297
.C MODELL TACKLE HOT SPRINGS AR				.060			.060										00251427
.ROAD RUNNER II CHARLESTON S C				.060				.060									10022464
.COASTAL MOLDED COATMASTER PA				.060					.060								00252246
.DELTA SUPPLIES LINTON PA				.300									.300				00284525
.DELTECH SYSTEMS MIAMI FL				.600										.600			00269530
.DELTECH SYSTEMS TAMPA FL				.600										.600			00269569
.[illegible] HIGH CO ROCKY CRK				1.80	1.20		.60			.60							10022659
.[illegible] DRIVE HOBART NJ	15.0		15.0														10023354
.[illegible] CORP WARREN RI				.060											.060		00210693
.ENTEK VALE - FORK SYSTRAN RI				.360					.180						.180		10025130
.OCEANICS LAB SANTA ANA CALIF				2.40			1.20							1.20			00152075
.[illegible] INC LOS ALAMOS NM				.060		.060											00244523
.[illegible] FACTORY CORP MIAMI FL				.060					.060								00250414
.[illegible] CORP [illegible] CITY PA				.180										.180			00262335
.PRAXAIR COATING DETROIT MI		.060		.127					.120								00265054
.[illegible] & DEIGY CORP CRANSTON RI				.060				.060									10030658
.[illegible] PRIMARY METFORD TN				3.60			1.20							1.20	1.20		10032720
.[illegible] DYNAMICS SAN DIEGO CA				1.92			.600		.720						.600		10031027
.GENERAL ELECTRIC [illegible]TOWN KY				.060							.060						00260371
USA ELEC CONNEAUT OHIO				.060				.060									00254909
GE CO LYNCHBURG VA				.240									.240				00212022
SANIT CUST. TOT-GEN ELEC SCHENE				.300				.060			.060		.240				10031350
.GENERAL MILLS KANKAKEE ILL		.600		.600								.600					10032474
.GEORGETOWN UNIVERSITY WASH DC				.060							.060						00254409
.[illegible]MORE MFG PHILADELPHIA PA				.060										.060			00271721
.[illegible]WOOD MFG SOMERSET PA				.060												.060	00271388

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0480421

TOWOLDMON0058315

(THOUSANDS OF DOLLARS AND MILLARS)

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS MONTH SALES	SALES CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
S-H-JVAC 2															G1015A		6770-C32-1
.S-GOODYEAR ATOMIC SARGENTS OH				.300				.120		.180							12224527
.S-[illegible] CO [illegible] OP				.600									.060				00260013
.HAYES-ALBION NILAK MICH				.300									.300				00260016
.MILLMARD TOWELS BATESVILLE IN				.162		.162											00261762
.HITCHINERMAID WELLINGFORD CT				.480	.240								.240				00260213
.HOBART MONTREAL QU				1.32		.120			.180		.420				.180		10039172
.MARKET COMP DOVER NJ				6.60			1.20			.60		.60	2.40			1.80	00259176
PATENT COST- TOT-MARKET CORP NEW				7.92		.12	1.20		.18	.60	.24	.60	2.40		.78	1.80	00364[illegible]
.MISSLE TOOL CO HOUSTON TX				.120										.120			00124732
.[illegible] NICKEL [illegible] NY				1.20												1.20	10041359
.JAMESCO METAL PRO JAMAICA NY				.060				.060									00120217
.JENSEN SALISBURY LABS KS, KS				.063		.035	.009										10042550
.KAYDOT BERYLCO DOVERTOWN PA				1.20	.600						.600						10033499
.[illegible] HAYES-GRANCH PHOENIX AZ				.060											.060		00275466
.[illegible] HAYES PHILADELPHIA PA		.600		1.20		.600									.600		00240772
.GRACE ARGENTINES COSTA MESA CA				.300		.300											00245273
.LATROBE STEEL CO LATROBE PA	6.00		6.00	12.0	3.60			2.40		1.80			2.40		1.20	1.20	10045525
.LENOIR INC GRAND RAPIDS MICH				.180					.180								00256935
.LEYBOLD HERAEUS HUNTINGDONVILLE PA				.100			.100										00235646
.LITTON IND MILLERSPORT PA				.030											.060		00246424
.MCCOLL ST CORP HUNTINGTON WV				.660								.060	.600				00235005
.MILCO WIRE PROD GLENDALE CA				.120					.120								00262730
.MICHIGAN PLAS PROD HAVEN MICH				.060				.060									00257976
.MISS OF GLASS GREENSBURG PA				.090							.090						00227613
.MODEL PRODUCTS RT CLEMENS MI				.300												.300	00276553
.MOYL IND SMITHTOWN PA				.050					.060								00255777
.M L INDUSTRIES PENFIELD NYCC				.000			.060										00244715
.[illegible] CO CHICAGO ILL				.120									.120				00203925
.DAVIS ILLINOIS ST CHARLES IL				1.80	.240	.240		.240	.240	.240	.240		.240				10035047
.PAUL CORD CORTLAND NY				.060												.060	00274414
.PCM STATE COLL CITY PARK PA		.240															10061137
.PENN ST UNIV ST COLLEGE PA				.240								.240					00263553
.PENNWALT CORP CITY OF IND CA				.950				.950									00253472
.PENNWALT CORP-KENRVA-OH				.900			.900										00259267
PENNWALT CORP PHILADELPHIA PA				12.2			.42	4.20					.60		.28	3.72	10061036
PATENT COST- TOT-PENNWALT CORP P				14.1			1.32	5.15					3.60		.28	3.72	10061036
.PETROLEUM DIST CO HOUSTON TX				.180						.060	.060		.060				00274759
.PIONEER PRODUCTS WILLIAMSPORT PA				.180			.180										00387098
.PFIZER INC CANAAN CT				.300			.300										00244724
.PRESIDENT METAL PROD LAWRENC CA				.060							.060						00259925

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0480422

TOWOLDMON0058316

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	PREVIOUS YEAR SALES	SALES CUM TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. ACCOUNT NO.
SANITIZING 2															OLD	SA	6775-002-11
PLASTIC MFG BROOKLYN NY				.660					.660								00255263
PLASTIC RES FT SMITH AR				.060			.060										10356952
MARTIN VACUUM PRO RASPETH NY				.300					.300								00134647
[illegible] PLASTICS BROOKS TX				.120		.060								.120			00274925
[illegible] FINISH DENTON HARBOR MI				.060												.060	00175008
[illegible] CORP LONG BEACH CA				.600										.600			00286233
[illegible] CORP CITY OF IND CA				.600							.600						00260403
[illegible] CORP LA PUENTE CA				1.20									1.20				00264377
[illegible] CORP LOS ANGELES CA				.120										.120			00269963
[illegible] STEEL CORP CLEVE OHIO				.060												.060	10057477
[illegible] INDUSTRIES LOUISVILLE KY		.600															00211411
[illegible] INDUSTRIES BLOOMFIELD CT				.240							.120			.120			00296465
[illegible] PLAST MUSTANG KY				.240			.120				.120						00236232
[illegible] NEWTON KS				.060								.060					00262502
[illegible] SMITH PUMPKIN BEACH FL				.060											.060		00271266
[illegible] CO FULTON KS				.180					.060						.120		10274715
[illegible] INC SPARTA NJ				.300											.120	.180	00276319
SPECIAL MET RES HARTFORD NY	42.0		42.0	3.00				.60						2.40			10074974
SPECIALTY FINISHING BABYLON NY				.120									.060		.060		00296290
[illegible] PLSTC N ADAMS MA				.720								.060		.660			10074770
STANDARD PACKAGING CARTERET NJ				1.20						.600			.600				10075173
[illegible] PLASTIC WESTMAN NJ				.060									.060				00286873
[illegible] MOLDING RESIN CO	2.00	2.40	2.00	1.20		.60			1.20								00299977
[illegible] STUDIO ONTARIO CA				.120							.120						00274579
[illegible] CORP MIDDLEBURY CT				.060					.060								00235504
[illegible] PROD OMAHA NEB		.120		.180						.180							10081215
[illegible] SPECIALTIES E TROY WI				.120	.120												00246-311
[illegible] INC VIRGINIA MN	15.0	3.00	10.0	6.00	3.00				3.00								00141257
[illegible] CAR - MFG CARRIAGE TENN				4.80		1.80						1.20	1.80				10081971
[illegible] - MATTY'S PALM BEACH FL				.720			.120							.600			10086276
[illegible] PLASTIC DIV BRIDGE GA				.360		.120		.240									00259465
[illegible] UNIVERSAL CYCLOPS CANTON PA				.600											.600		00271713
[illegible] COMPANY LOCKPORT N Y				.240							.240						00280474
U S GOVT PATERSON MASS				.180								.180					00263352
U S GOVT KIRTLAND AFB NM				.060									.060				00263982
U S MARINE CHERRY POINT N C				.240		.120									.120		10084305
PAMENT CUST. TOT-U S GOVT WASHIN				.480		.120						.180	.060		.120		10054733
[illegible] INC BROOKLYN NY				.180	.060		.120										00249156
VACUUM FORMER INC MEDFORD MASS				.360												.360	00271429
[illegible] VACUUM MFG DEDHAM MASS				.120						.120							00256226
[illegible] SPECIAL N TARRYTOWN NY				.300							.300						10086512
[illegible] LAMBERT PHA MORRIS P NJ				.360			.120			.120		.120					00144282

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TOWOLDMON0058317

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	BOOK CURR. YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER NUMBER
SANTOVAC 2															018	15A	6776-002-1
.RELSH INDUSTRIES INC VASSAR MI				.600		.600											00249440
.RILLIANS MARCH WILLED LAKE MI				.600											.600		00145510
.RILEYS CARBIDE DETROIT MI				.600										.600			00226303
.RIDGEPORT PLASTICS EVANSVILLE IN				.300						.120	.060				.120		00181439
.WISC CONTINUOUS WAUKESHA WI				.600					.600								00250464
TOTAL PRODUCT * * * * * * * LB	80.0	10.0	75.0	119	12.4	9.8	6.5	14.6	11.9	5.4	6.9	6.9	15.3	10.1	7.5	11.9	6776-002-1
SANTOVAC 5															005	8A	6776-002-1
.ADVANCED METALS RES BURLGTN MA				.005											.005		00271503
.ADVANCE RESEARCH INST AUSTIN TX				.004		.004											00250519
.A I INCORP POOLAND HILLS CA				.003									.003				00265772
.AIR REDUCTION CO MURRAY HILL NJ	.002	.001	.002														00167204
.ALPHA-CUSTOMER [illegible]		.001															00242659
.WESTERN ELEC LEES SUMMIT MO	.070	.079	.070	.025							.012				.015		10[illegible]
.APPLIED [illegible] LAGS SUNLAND CA	.100	.056	.100	.035			.007	.016			.015						00153702
.[illegible] ILL	.020	.025	.020	.002										.002			00108260
.UNIV OF ARIZONA TUCSON AZ																	10[illegible]
.ATLANTIC RICHFIELD WATSON CA	.004	.003	.004														00113[illegible]
.AUBURN UNIVERSITY AUBURN AL				.002								.002					10007453
.BATTELLE MEM INST COLUMBUS OH				.002				.001						.001			10[illegible]
.BATTELLE MEM INST RICHLAND WA				.002									.002				00152797
PARENT CUST. TOT-BATTELLE MEM IN				.004				.001					.002	.001			10003434
.BAYLOR UNIVERSITY WACO TX				.002										.002			00264485
.BOWDOL CLEODYMAN MONROVIA CA	.100	.074	.100														10[illegible]
.BOEING CO ROUYSTONE PA	.004	.003	.004														00111732
.BOEING CO RENTON WA				.003										.002	.001		00111767
PARENT CUST. TOT-BOEING CO SO SE	.004	.003	.004	.003										.002	.001		00045302
.BOSTON COLLEGE CHESTNUT HILL MA		.001															00236640
.BRANDHAVEN NAT UPTON LI NY	1.00																10011547
.BURROUGHS CORP B LAKE VILLA CA				.005												.005	00272620
.CALIF INST TECH PASADENA CA	.005		.005	.002							.002						00153753
.UNIV OF CALIF BERKELEY CA	.004	.003	.004														00047260
.UNIV OF CALIF LIVERMORE CA	.002	.001	.002														10013179
.UNIV OF CALIF LOS ALAMOS NM	.060	.048	.060	.030	.015						.015						10013166
PARENT CUST. TOT-UNIV OF CALIF B	.066	.052	.066	.030	.015						.015						00047260
.CASE INST OF TECH CLEVELAND OH		.001															10014387

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TOWOLDMON0058318

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POSITION	LAST YEAR SALES	PROJECTION FOR DEC 1971	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. / ACCT. NO.
ARUCLOR 1221															003438		1040-225-1
.WESTERN ELECTRIC PHOENIX ARIZ		1.04															
.BERGAMI OIL ST LOUIS MO				9.36	4.68				4.68								00221951
.K P CARGILLE CEDAR GROVE NJ		.520															00211915
..FATOR NJ AURALUS-AURALUSM				10.44			5.20					5.20					10013941
																	00184936
OUT 2-7 WESTERN GATOR S E POLNUS				10.4			5.20					5.20					10086425
.E I DU PONT DE NEMO PARLIN N J				.050	.050												10022255
.CIBA & GEIGY CORP GRANSTON RI	1500		1500	15.0								22.0	7.0				10137658
.GEN ELEC HUDSON FALLS NY		.520															10021931
.R M HOLLINGSHEAD CAMDEN NJ				1.04			.20							.520			10050271
.NORTH AMER PAINT PAPARASSA NJ				.050							.050						00242270
.NORTON COMPANY WORCESTER MA				.050							.050						10050352
.PLASTIC INC MALVERN PA				.520		.520											10086228
.FISHER OIL CORP ST LOUIS MO				7.80	1.56		3.12				3.12						10085274
.KD SEAL DIV CYANA FERNDALE MI		1.04															00227290
TOTAL PRODUCT . . . . . LB	1500	3.12	1500	44.3	6.3	.5	8.8		4.7		3.2	27.2	7.0	.5			1040-225-1
ARUCLOR 1232															003458		1040-230-1
.RANDOLPH OIL ST LOUIS MO		22.0															00211915
.BERGAMI LAB NORWOOD MA		10.9															00211915
.CITIES SERVICE OIL PETTYS ISNJ		33.0															00224631
.CITIES SERV OIL CICERO ILL		13.9															10018933
CITIES SERV OIL CAMDEN NJ		25.3															10017917
PARENT CUST. TOT-CITIES SERVICE		74.0															00035977
.FINDETT SERVICE CO SAINT CH MO		10.5		51.2			22.0		16.5	11.6	1.1						00119583
.MOSER OIL CORP ST LOUIS MO		12.1															10045979
.KD SEAL DIV QUAKR FERNDALE MI		1.10															00227290
.WESTINGHOUSE BROOKSVILLE TAD		.050															10036779
WESTINGHOUSE AT ALLEGHENY PA		.050															10036115
PARENT CUST. TOT-WESTINGHOUSE EL		.600															00047740
.RYAN OIL CO AZUSA CALIFORNIA		320															10092434
TOTAL PRODUCT . . . . . LB		457		51.2			22.0		16.5	11.6	1.1						1040-230-1
ARUCLOR 1242															003493		1040-240-1
.ACHEMY DIE CASING FULTON N J		1.20															00125545
.ALBANY FELT CO ALBANY NY		.110															10001611

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TOWOLDMON0058319

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	SALES YEAR $	SALES YEAR LBS	SALES LAST YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC	IDENTIFICATION CODE
A-COLOR 1242															003453		1040-240-1
AMERICAN STEEL FOUND GRAT C IL		6.00															10000321
BARNES & TUCKER CARBONDALE PA		.600															00224710
C P CARGILLE CEDAR GROVE NJ		10.2															10011 41
CARLOW INTERNATIONAL IRON TOWER OH		.600															10372267
DOW CHEMICAL RUSSELLVILLE ARK		4.20															00124727
ELIN AMERICAS DIV LOS ANGELES CA		1.20															00127705
FIBEL CHEMICAL CO EDISON NJ		14.4															10009879
GATE CASH REGIS DAYTON OH	2500		2500														10005247
GLADDING SPECIAL CONCRETE INC	300	330	330														10009908
H & S STEEL HOMESTEAD PA		.110															10005559
HOUSTENHOUSE AT FRIENDSHIP PA		.055															10009115
HOUSTWOOD CORP COVINGTON VA		1.20															10005565
HYDN OIL CO AZUSA CALIFORNIA		.600															10002434
TOTAL PRODUCT * * * * * * * LB	2800	321	2800														1040-240-1
		2															
A-COLOR 1248															003468		1040-260-11
ALLIED CHEM MOUNDSVILLE WV		6.00															10002443
AMAX SPECLTY ATL ATRON NY		.600															00227652
AMAX SPECLTY ATL WASHINGTON WV		3.00															00227694
PARENT CUST. TOT-AMAX SPECLTY NT		3.60															00227862
ASHLAND CHEM CO APPLETON WI		1.20															10005413
ATLANTIC RICHFIELD CHIC IN		12.0															10073109
BELWAY CO INC FARMINGDALE NJ		93.4															10009111
BLUE CROSS LAB H HOLLYWOOD CA		.600															00155057
BUFFALO SERVICE OIL PERTHS AMBOY NJ		36.0															00222531
CONSOLIDATED STEEL BURNSIDE KY		1.20															10026237
DAVIES CHEM INDIANAPOLIS IND		.240															00225093
DREVER-MORRIS CO HARRISON NJ		1.20															10022262
E I DU PONT NIAGARA FALLS NY		7.20															10023882
FIRST INDUSTRIES LOUISVILLE KY		.060															00230579
GENERAL CHEMICAL PHOENIXVILLE PA		.110															00225615
GLADDING CORP HUNTINGTON P VA		6.00															10005559
GREAT WESTERN MEMPHIS TN		.600															10045267
GUARD SHIELD BUILDING SHAFTER CA		.600															00155253
HALL CHEM CLEVELAND OH		22.1															00170157
HAPPELL INC CHURCHVILLE PENNA		.240															00226724
HOUSTON EPC DIV ST PETERS MO		1.20															00159265
HOUSTWOOD CORP GREENEVILLE TN		.240															00144215
PHILADELPHIA ELEC PHIL PA		6.00															10052409
PPG CLEVELAND OH		.555															10055191

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TOWOLDMON0058320

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAILING CODE
ARQCLOR 1248															003668		1040-260-1
-AVEX PRODUCTS CO WAYNE MICH		.600															00209527
-DIXICO INC DELAWARE OH				.110			.110										00259199
-HENRY E SANSON BRISTOL PA		1.00															00185337
-STAUFFER CHEMICAL ELLIPOLIS FERRY WV		4.00															10375637
-WOOD-O-KAT PRO HUNTINGDON VAL PA				9.00						3.60			6.00				10772115
-WYCKOFF CO ALOSA CALIFORNIA		29.4															10074434
TOTAL PRODUCT * * * * * * * LB		145		9.71			.11			3.60			6.00				1040-260-1
ARQCLOR BL/1254-44667															00694A		1040-404-1
-CHEMICAL SALES PAINESVILLE OH		9.10															10547277
-CHEMICAL CORP MICHIGAN OHIO		63.1															03085625
PARLIT CUST. TOT-CHEMICOL CORP C		72.2															00344628
TOTAL PRODUCT * * * * * * * LB		72.2															1040-404-1
ARQCLOR 1254															003618		1040-282-1
-WESTERN ELEC CICERO ILL		1.20															10547755
-WOODS E WILCOX HAVEA FLS PA		1.20															10007917
-WESLAY CO INC FANWOODALE NJ		44.4															10007111
-CABOT STELLITE DIV KOKOMO IN		1.20															10361705
-A J CAMILLE CEDAR GROVE NJ		41.4															10013741
-CERTIFIED ALLOY LONG BEACH CA		3.00															00223009
-CHEMI-TRONICS HOWELL MICHIGAN		59.1															00205953
-CONCRETE PRODUCTS CENTR OH		98.4															10015927
-J J BUCK & OLIVER FLORHAM PK NJ		12.0															10023246
-MANAGE CO INC DETROIT MI		.120															00135046
-CENTRAL FOUNDRY DEFIANCE OH		.600															10012822
-P GOODRICH AKRON LAKE OH		42.0															10034152
-GOODYEAR ATOMIC SANDUSKY OH		.900															10034507
-HOMET HOUGHTON MICH		.900															10035163
-HOMET WHITEHALL MI		.780															10037193
PARLIT CUST. TOT-HOMET CORP NEW		1.30															00345469
-[illegible] INC NEPONSET IN		.120															0023.319
-IRLAND STL I COLD STRP E CH IN		.300															10045566
-LASCH SANDERS CHR DUYLESTWN PA		.240															03184691
-MICHIGAN EDISON SOUTH RI MI		.300															03125410
-METALCRAFTE INC SHERIDAN PA		.540															00223967

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TOWOLDMON0058321

1221-A DIRECT #2
1/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

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* IN THOUSANDS OF POUNDS AND DOLLARS *

G/L ACCT	NAME OF PRODUCT/CUSTOMER	POTENTIAL	CONTRACT YEAR UNITS	CONTRACT QUANTITY FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	ARUCLOR 1254															003618		1040-280-11
2302	..ARMO CHEM CO PHILADELPHIA PA		.600															00235520
1705	..ARCO POLYMERS CLEVELAND		69.4															10061723
1709	..ARNOLD-KELLOG UNITD ORANGE CA		4.20															10044063
1733	..BUCKEYE PLAST KUTTAWA KY		.120															00236302
1701	..CELOTEX NET REN HARTFORD NY		34.0															10074970
1722	..CHEVRON CHEMICAL ORE CITY CA		1.00															00134534
1702	..CHEVRON CHEMICAL GREENVILLE SC		.240															00141007
1704	..CRATT & WHITNEY UNITED FL		1.00															00134534
1750	..DANT - SMITH H PALM BEACH FL																	10066378
	PARENT CUST. TOT-UNIT AIRCRAFT CO		1.80															00152035
1750	..MYDIL OIL CO AZUSA CALIFORNIA				24.0			24.0										10092434
	TOTAL PRODUCT * * * * * * * LB		894		24.0			24.0										1040-280-11
	ARUCLOR 1260															003698		1040-290-11
1430	..M P CARGILLE CEDAR GROVE NJ		.060															10013941
	TOTAL PRODUCT * * * * * * * LB		.060															1040-290-11
	ARUCLOR DIST 1262															003728		1040-300-11
1732	..SOUTHERN DYESTUFF SALISBURY NC				1.80									1.80				10076037
	TOTAL PRODUCT * * * * * * * LB				1.80									1.80				1040-300-11
	ARUCLOR DIST 5460															003685		1040-440-11
1230	..DELRAY CO INC FARMINGDALE NJ		.300															10009111
1766	..DENT SOL SANTA FE SPR-CA																	10015111
	TOT PNT CENTRAL SOLV SA * POUNDS																	10015111
1785	..DOW SOLV KANSAS CTY-KNS CENTR				20.0						20.0							10053544
	PARENT CUST. TOT-CENTRAL SOL CHI				20.0						20.0							10015138
1732	..EASTMAN CHEMICAL CO MEMPHIS TN				3.00		3.00											10015391
1270	..ELEMENTAL SOL FOREST HILLS PA				.500		.500											00038027
1747	..ESB-CORP MINNEAPOLIS MN		.060															00119191
1758	..FORTH ELECTRIC GALION OH				.600						.660							10056135
1220	..FOXBORO CORP SALTSPRING MD				.200			.200										10092747
1230	..REPUBLIC PRO MILS NORTA OHIO		.100															00164240

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TOWOLDMON0058322

...SPECIALTY PRODUCTS
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FOR DEC 1971

- IN THOUSANDS OF POUNDS AND DOLLARS -

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CONTINUATION FOR CURR YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC	CUST NO / MFG SITE
ANOCLOR DIST 5460															00355C		1040-400-1
.TITANTIE INC UNION NJ		-100															10032231
.MYERS OIL CO ALOSA CALIFORNIA	300	24.0	300	25.4			25.4										10032434
TOTAL PRODUCT * * * * * * * LB	300	24.6	300	49.7		3.5	25.6			20.6							1040-400-1
ANOCLOR 6037															01824A		1044-037-1
.RADIATOR SPECIAL CHARLOTTE NC	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	10065988
TOTAL PRODUCT * * * * * * * LB	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	1044-037-1
CRA 1129															02291A		6134-129-1
.FINDETT SERVICE CO SAINT CH MO				43.6					12.0	12.6			13.8		12.6	12.6	00116583
.GEN TIRE - RUB TOLEDO OH				12.6							13.7	1.1					10033187
TOTAL PRODUCT * * * * * * * LB				76.2					12.0	12.6	13.7	1.1	13.8		12.6	12.6	6134-129-1
MCS 327															01264A		6126-327-1
.G4-CHEVROLET MUNCIE IN				3.75			1.87						1.87				10332784
G4-BUICK FLINT MI	10.0		10.0														10032535
.G4-CHEVROLET BUFFALO NY		18.7															10032849
.G4-CHEVROLET TONAWONDA NY	50.0	18.7	50.0	50.0	9.36	9.36	9.36			9.36			9.36	9.36		1.87	10032733
PARENT CUST. TOT-GENERAL MOTORS	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4			11.2	9.4		1.9	00157279
TOTAL PRODUCT * * * * * * * LB	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4			11.2	9.4		1.9	6126-327-1
MCS-674															01424A		1040-262-1
.FINDETT SERVICE CO SAINT CH MO	50.0	37.8	50.0	12.6	12.6												00116583
TOTAL PRODUCT * * * * * * * LB	50.0	37.8	50.0	12.6	12.5												1040-262-1
MCS 297															00391B		3856-000-1
.CHRYSLER CORP NEW ORELANS LA		.830															10016762
TOTAL PRODUCT * * * * * * * LB		.830															3856-000-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	UNITS CURR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER/ MAILING CODE
	16 DIELECTRICS DR.C.PATON																	
	[illegible]															00356C		1040-260-1
X 1[illegible]	[illegible] PAPERS MELLETON OH				29.4			29.4										[illegible]
1[illegible]	[illegible] IC COM BRIDGEPORT CT				.600												.600	10025796
1932	.GEN ELEC ROME GA				95.7			95.7										10031281
1237	.IBM CORP POUGHKEEPSIE NY		.220															10041112
1237	.PHILADELPHIA ELEC PHIL PA		2.40															10062409
1238	.WYNDMONT PRO HUNTINGDON VAL PA				6.00			6.00										10092115
1864	.WYNN OIL CO AZUSA CALIFORNIA																	10092454
	TOTAL PRODUCT * * * * * * * LB		2.62		132			131									1 .1	1040-260-1
	AN-CLIR 1260															00349C		1040-290-1
1932	.AVIATION FLUIDS OVERLAND MO		.180															10027531
1932	.GEN ELEC ROME GA		1226															10031281
1237	.GEN ELEC PITTSFIELD MA	800	710	800	826		106		95	103	105		208	1	104	104		10031761
1237	GENERAL ELEC GUILDERLAN CTR NY		1.80															00215783
	PARENT CUST. TOT-GEN ELEC SCHENE	800	1934	800	826		106		95	103	105		208	1	104	104		10031550
	TOTAL PRODUCT * * * * * * * LB	800	1934	800	826		106		95	103	105		208	1	104	104		1040-290-1
	D-50P50G-S1															00349E		1040-241-1
1932	.GEN ELEC ROME GA	2000		2000														10031281
	TOTAL PRODUCT * * * * * * * LB	2000		2000														1040-241-1
	D-50P50G-S-1															01396A		1040-281-1
1230	.ALCO MACHY & SUPPLY NYC NY				.120										.120			00264008
1932	.GEN ELEC ROME GA				1416					193	196	99		193	110	314	311	10031281
	TOTAL PRODUCT * * * * * * * LB				1416					193	196	99		193	110	314	311	1040-281-1
	THIRTEEN 54201 OF CAPACITOR															02236A		1050-219-1
X 1[illegible]	WESTINGHOUSE BLOOMINGTON IND				98.0								98.0			[illegible]	[illegible]	10029186
	TOTAL PRODUCT * * * * * * * LB				98.0								98.0					1050-219-1

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TOWOLDMON0058324

-IN THOUSANDS OF DOLLARS AND POUNDS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FORECAST THIS YEAR	SALES TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NO.
THIRTEEN 70-30															003	GA	1050-210-1
[illegible]				[illegible]						6.76							[illegible]
.ALLIED CHEMICAL LOS ANGELES CA		.120															00107535
.ALLIS-CHALMERS DES MOINES IA		3.37															00220004
.ALLIS CHALMERS MANITOWOC WI		10.0															00220500
.ALLIS-CHALMERS CAYCEDAD NJ				1.35	1.35												00220349
.ALLIS CHALMERS LOS ANGELES CA				1.02	1.02												00104189
.ALLIS CHALMERS PITTS PA		1310	1700	497					192		103		97	231	97		10002894
MARKET CUST. NOT-ALLIS CHALMERS		1324	1700	499	2				192		103		97	231	97		00645355
.AMERICAN CYANAMID SAVANNAH GA				.674				.674									00220318
.AMERICAN HOECHST REIDSVILLE NC				6.07									6.07				00220353
.[illegible]		.027															00[illegible]
.ARCHER DANIELS MIDLAND CO		4.12															10001146
.ARMCO STEEL KANSAS CITY MO				.674								.674					10306178
.CITY OF AUSTIN AUSTIN TX		4.72															00104358
.ATLANTIC REFINING PHILADELPHIA PA				.430	.130												00234750
.BELLOWS FLECTY PHILADELPHIA PA		.180															00235150
.[illegible]		2.02															[illegible]
.BOYD CO GARDEN GROVE CA				1.02					1.03								00232053
.BOYD CO PHILADELPHIA PA		2.02															10012237
.BRIDEL DEVELOPMENT LEHAN PA				80.2							27.0			27.0	26.3		00234419
.BUFFALO ELEC SCRANTON PA		1.00															00241155
.BURLINGTON TEST BURLINGTON NJ				15.5		2.0				13.5							00044358
.CELTIC KNSL ELEC LOS ANGELES CA				.120											.120		00213252
.CARUSELL MACHINE CO RICHMOND VA				.300						.300							00235500
.CAROLINA TANKS FAYETTEVILLE NC				1.35											1.35		10014103
.[illegible]		9.39		[illegible]													[illegible]
.[illegible]				.674											.674		[illegible]
.[illegible]		[illegible]		[illegible]													[illegible]
.[illegible]		[illegible]		[illegible]							5.39						[illegible]
.[illegible]		[illegible]		[illegible]													10216273
.[illegible]		.250															00103347
.[illegible]		2.02															[illegible]
.[illegible]				[illegible]											[illegible]		[illegible]
.[illegible]				.674								.674					[illegible]
.[illegible]				.360											.360		00234456
.[illegible]		[illegible]		[illegible]													[illegible]
.[illegible]		.240															00245724
.COPOLYMER RUBBER - BATON ROUGE				2.02						2.02							10019633
.[illegible]		[illegible]															[illegible]
.[illegible]		1.35															[illegible]
.[illegible]				[illegible]													[illegible]
.DUPONT WILMINGTON DE				.060							.060						10023504
.EASTERN AERO INC MILLVILLE NJ				1.35							1.35						00245021
.ELECTRICAL ENGINEE DES MOIN IA				.720									.360			.350	00117560

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TOWOLDMON0058325

(IN THOUSANDS OF POUNDS AND DOLLARS)

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CONTRACT FORECAST	SALES TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBERS
THIRTEEN 70-30															6030CA		1030-210-16
.ELECTRIC HOSE & REP BETHEL PA				1.35							1.35						00259535
.ELECTRIC HOS REPAIR BETHEL P P				5.08						2.02	3.06						00251136
.ENERGY SYSTEMS PALO ALTO CA		9.76		7.41			7.41										10026253
.ROBERTSON FLUIDTIC JOHNATTAN NY				6.74							6.74						00252336
.CSLO RPD GREENVILLE TX	100	27.0	100	29.7								29.7					10026076
.ASHLY MFG ELECTR SARATOGA NY		99.9		1.69			27.0						43.5	32.5	49.4		00155652
.FAGAN AND CO LITTLE ROCK AR				4.04				4.40					4.36				00251577
.FEDERAL PACIFIC EL HILPITAS CA	100	105	100	239					10.8		49.5		75.3	49.7	50.0		00153359
.FEDERAL PACIFIC EL SN DIEGO CA		1.35		4.04				2.70			1.35						00254503
.FED PAC ELEC ST CLAIR MI				3.40			3.04										00250150
.FED PAC ELEC LONG ISLAND NY		100															00150893
PARENT CUST. TOT-FED PAC ELEC NE	100	107	100	242			9.1	2.7	10.8		50.8		75.3	49.7	50.0		10027527
.FLINTSTONE TEX BOWLING GREEN KY		.180															03167070
.FLINTSTONE N LAKE CHARLES LA				1.35							1.35						10320249
PARENT CUST. TOT-FLINTSTONE TIRE		.180		1.35							1.35						10320114
.FORD MOTOR NASHVILLE TN				.674				.674									10027023
.GEN ELEC DENVER CO		1.80		6.07											6.07		10032149
.GEN ELEC SER DETTENDORF IA												.674		.674			00176950
.GEN ELEC SPRINGFIELD OR				4.04										4.04			00267003
.G E SER SHOP CHARLEE GA				1.35								1.35					10031222
PARENT CUST. TOT-GEN ELEC SCHENE				11.5								2.02		5.37	6.07		10031850
.GIFFORD HILL MIDLOTHIAN TX				.674						.674							00253146
.GRAND RIVER DAM AUTH PAYOR OK				.360											.360		00271497
.GULF-GEN ELECT OK CITY OK		1.20		.674		.674								.674			10035224
.HEATH MFG ELECTRONICS OLATHE KS				.674													00253253
.GREAT LAKES CARBON ST LOUIS MO				.180											.180		10033414
.H-M-HOOD SPECIALTY ASH GROVE MO				4.50								4.50					10031224
.HOT-DUTY ELEC GOLDSBORO NC	150	182	150	170	13.5	6.7	14.0	21.6	14.8	6.7	31.0	27.0	27.0		3.4	5.4	00287933
.HOT-DUTY ELEC ELIZABETHTOWN NC		.674															00150150
.HOWARD E WILKINSON LOUISVILLE KY				.360									.369				00153802
.INTE-HARVESTER CHICAGO IL				.720									.720				00251624
.INTL PAPER RILEYS GA		2.02															10043055
.ITE CIRCUIT BREAKER PHIL PA		497		2189	97	295	288	202	92	203	99	297	312		104	200	10944694
.ITE IMPERIAL PLEASANTVILLE NJ		2.70															00241369
PARENT CUST. TOT-ITE CIRCUIT BRE		469		2189	97	295	288	202	92	203	99	297	312		104	200	10942054
.JA JONES CONST NORCROSS GA				4.04	4.04												00248660

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TOWOLDMON0058326

(IN THOUSANDS OF POUNDS AND DOLLARS)

NAME OF PRODUCT/CUSTOMER	NOMINAL	LAST YEAR SALES	FORECAST NEXT YEAR	SALES CUME YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
EASTMAN 70-30															C03	0A	1059-210-1
.ELECTRICITY INDIANAPOLIS IN				.360							.360						10C06316
.DAVIS-LEWISTON SUFFOLK CLAY OK				1.32							1.32						02237356
.LOUISVILLE G - E LOUISVILLE KY		.720															10347289
.LOUIS PIPER SHARPSVILLE PA				.674									.674				02225481
.LOCKS CO BLOOMFIELD NJ				.720		.720											02249471
.U.S. ELEC SUP INT SPRINGS AK		1.32															10C47692
.HALLINCKRODT CHEM ST LOUIS MO				.240				.240									10C43311
.HILLS & LUPTON SUP CHATTANO TN				.060						.060							03133192
.MALONEY ELECTRIC ST LOUIS MO	200	34.4	250	112				36.0	16.9	38.1	21.6						10C94931
MALONEY ELECTRIC QUANTICO VA				.360							.360						03203949
MARKET CUST. TOT-MALONEY ELECTR	200	34.4	200	113				36.0	16.9	38.1	21.9						10C94931
.MONONGAHELA POWER RIVESVILL SV				1.35								1.35					03262769
.MOUNDY ELECTRIC PERRYSVLVIC MO				1.35							1.35						03262932
.MOORE HANDLEY MONTGOMERY AL				.720						.720							00254202
MOORE-HANDLEY HARD SHEFFIEL AL				.480		.480											03130708
MARKET CUST. TOT-MOORE HANDLEY B				1.20		.480				.720							03046729
.MUNI OF NEW YORK AUT NYC NY				2.70							1.35		1.35				00240339
.NIAGARA MOHAWK BUFFALO NY	350	392	350	393		48.7		49.4	49.4		99.2		49.3		97.0		10357744
.N L INDUSTRIES INC NEWARK NJ				7.41						2.70		4.72					00257721
.OKLAHOMA GAS OKLAHOMA CITY OK				3.37												3.37	00176185
.OLIN CORP CHARLESTON TN				.180										.180			00241539
.PACIFIC TEXAS REDWOOD CITY CA	80.0	49.7	50.0	15.5									6.74		6.74		10C36749
.PC N CENTRAL PAOLI PA																	03158063
.PPG INDUSTRIES NEWLY LAKE TX		2360															02214468
.PUBLIC SERVICE COLORADO CA	100	70.9	100	60.7		2.7		21.6		4.7	6.1		16.0	2.7	6.1	6.1	10C01123
.PUB SERV OF OKLAHOMA TULSA OK		1.35															03242234
.RESEARCH COTTRL DEORD BRDGR NJ		295		346				61	61	59	30	28		108			10C67537
.SEA CONTAINERS INCHARGES IL				.180								.180					10C06703
.SHELL OIL DEER PARK TX				.674											.674		03217303
.SIPZLIN [illegible] PONY FLINT MICH				.674			.674										03217204
.SMO AM CORP BOSTON MA				.240								.243					10C47125
.SOUTH PAC CO MINDEN NE		.674															10C71542
.STAUFFER TRANSFLORA CERRITOS CA				91.0					23.6		13.5	27.0		27.0			03233059
.STAUFFER BLACK-RIV FALLS WI				.674											.674		03216013
.SPAULDING FIBRE CO NORTH TO TH		.360		.854					.120		.734						03133047
SPAULDING FIBRE TONAWANDA NY		.060															10C74533
MARKET CUST. TOT-SPAULDING FIBRE		.420		.854					.120		.734						10C74533
.SPRINGS MILLS INC LANCASTER SC		1.35															00222992

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TOWOLDMON0058327

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	TOTCUM SALES	PRIOR CUM SALES	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER MASTER CODE
FORTREN 75-30															0036	CA	1050-213-1
[illegible]																	
[illegible]																	
[illegible]																

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ORGANIC DIVISION SPECIALTY PRODUCTS
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=IN THOUSANDS OF POUNDS AND DOLLARS=

G/L	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NUMBER
	FIFTEEN 75-30															00360A		1060-2
1179	WESTINGHOUSE INDIANAPOLIS IND				4.04								2.02	2.02				1060-2
1179	WESTINGHOUSE SYRACUSE NY				2.60												1.30	00274
1219	WESTINGHOUSE SHREVEPORT LA				6.74											6.74		00276
1227	WESTINGHOUSE QUINCY MASSBORO MA				1.13					.180		.180				.794		02165
1233	WESTINGHOUSE SPARROWS POINT MD		4.72															00276
1234	WESTINGHOUSE TOWSON MD				4.04					4.04								00276
1236	WESTINGHOUSE ELEC CORP BRADDOCK PA				1.30												1.30	00277
1238	WESTINGHOUSE NIAGARA FALLS NY		1.35															00277
1239	WESTINGHOUSE COLUMBIA MD		.240															03226
1237	WESTINGHOUSE KANSAS CITY MO				1.35							1.35						10060
1243	WESTINGHOUSE ST LOUIS MO		7.41															10057
1237	WESTINGHOUSE ELEC HEN DORN NC				.674												.674	001971
1242	WESTINGHOUSE WILMINGTON N C				1.35			.674				.674						10057
1237	WESTINGHOUSE HANOVER MD		.240															03165
1234	WESTINGHOUSE HILLSIDE NJ				1.35												1.35	10057
1234	WESTINGHOUSE BATTERY DIV BLOOMFIELD NJ				.720				.720				.720					00257
1239	WESTINGHOUSE PHILADELPHIA PA		20.3		39.7	6.07				8.76	2.70	8.09		2.70	2.02	2.70	2.70	10057
1151	WESTINGHOUSE SHARON PENN	200	79.0	200	13.5			5.39						8.09				10057
1232	WESTINGHOUSE GAFFNEY SC				2.02								2.02					02519
1233	WESTINGHOUSE AMARILLO TX				1.44									1.44				00254
1237	WESTINGHOUSE ALEXANDRIA VA		3.37															10057
1237	WESTINGHOUSE ELEC SOUTH BO VA				39.1						39.1							03165
1240	WESTINGHOUSE ELE SEATTLE WASH		7.41															00257
	PAREST CUST. TOT-WESTINGHOUSE EL	200	130	200	132	6.1		9.4		13.0	41.8	11.0	17.4	20.3	10.8	10.2	11.9	003477
1238	MEYERHAUSER KALAMATH FALLS OR				1.35									1.35				00276
1242	WHITTAKER CORP ROSEBORO NORTH				.720				.720									001987
1151	ATOC ELEC PENTOR OH		4.04															00232
1240	YOUNGSTOWN ELEC YOUNGSTOWN OH				2.74						2.74							03496
	TOTAL PRODUCT * * * * * * * LB	1750	3771	3450	3432	226	406	464	442	524	385	621	485	650	620	369	233	1060-21
	FIFTEEN 75-25 CAPACITOR															00363A		1060-10
1238	WESTINGHOUSE ELEC SOUTH BO VA		2.600															03128
	TOTAL PRODUCT * * * * * * * LB		.600															1060-10
	FIFTEEN 29201 A9															01696A		1060-22
1238	WESTINGHOUSE BALTIMORE MD				2.40						2.40							10237
	TOTAL PRODUCT * * * * * * * LB				2.40						2.40							1060-25

30c

0480435

TOWOLDMON0058329

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	SALES CUM YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	FIFTEEN 54201 KJ															022834		1053-216-
	~~[illegible] WESTINGHOUSE-DUGENGTON~~				~~8.35~~									~~8.25~~				~~[illegible]~~
	TOTAL PRODUCT * * * * * * * LB				8.25									8.25				1050-216-
	9228 M * * * * * * * EA				1.98									1.98				
	FIFTEEN 100-42															003544		1053-215-
	ARMCO STEEL GAINESVILLE TX				1.20							1.20						00251719
	[illegible]				1.80												1.80	00273267
	[illegible]				1.20							1.20						00285479
	COLONIAL ELECTRIC POWER LK MA				.600								.600					00201973
	[illegible]				.165	.165												00245188
	DIAMOND SHAMROCK C HOUSTON TX				.600							.600						00115211
	E I DUPONT WILMINGTON DE				.055							.055						10023364
	ELECTRIC SERV NEW BEDFORD MA				.770			.770										00431942
	[illegible]				.700			.700										10049538
	[illegible] ELEC HOUSTON TEXAS		4.20															00[illegible]
	[illegible] P - P BRUNSWICK GA				.600							.600						10[illegible]
	[illegible]				.600			.600										00045[illegible]
	PAUL MORGAN CO NEW CASTLE DEL				1.80								1.80					00262659
	ROHM VERNON HILLS TALLASSEE A		1.05															00223174
	[illegible]		.240															00274049
	SOCALIFIC GAS-ELEC MADERA CA		.600															00[illegible]
	[illegible]				.600											.600		00215597
	TENN VALLEY AUTHOR N CUMBER TN				1.80											1.80		00271319
	[illegible]				[illegible]													[illegible]
	WESTINGHOUSE PHOENIX ARIZONA	300	324	300	90.5	44.6			45.9									10069[illegible]
	WESTINGHOUSE ELEC DENVER COLO				.600										.600			00157271
	WESTINGHOUSE PITTS-BALDWIN PA		13.8															00[illegible]
	WESTINGHOUSE TROY-CAPOLIS IND		1.20															10[illegible]
	WESTINGHOUSE BATON ROUGE LA				8.73						4.53			4.20				10[illegible]
	WESTINGHOUSE VENTES MOHLOS MA		3.60															00231169
	WESTINGHOUSE SPRINGFIELD MASS		12.6															10[illegible]
	WESTINGHOUSE BALTIMORE MD		3.00															10039432
	WESTINGHOUSE DETROIT MICHIGAN		.960															10085[illegible]
	WESTINGHOUSE INDIANAPOLIS INDIA		.220															00[illegible]
	WESTINGHOUSE BUFFALO NEW YORK		1.80															10[illegible]
	WESTINGHOUSE CINCINNATI OHIO		.300															10[illegible]
	WESTINGHOUSE PHILADELPHIA PA		.220															10[illegible]
	WESTINGHOUSE ELEC FT WORTH TX		2.40															CC165131
	WESTINGHOUSE PITTS HOUSTON TX		13.2		16.8			4.8					12.0					00[illegible]
	PARENT CUST. 10F-WESTINGHOUSE EL	300	377	300	117	44.6		4.6	45.9		4.5		12.0	4.2	.6			00047740
	TOTAL PRODUCT * * * * * * * LB	300	384	300	173	44.6	.2	5.4	47.4		4.5	6.1	28.8	4.2	15.6	8.4	7.8	1050-215-1

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0480436

TOWOLDMON0058330

J1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT TON CUST	SALES CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
INCATZEN 54201 CH															003548		1099-210-1
COOP E RUTHERFORD NJ		2.40															10095506
WESTINGHOUSE SEATT ANCHORAG AK		.400															00145360
WESTINGHOUSE BIRMINGHAM ALA		10.6		.600					500								10068075
WESTINGHOUSE LEEDS AL		.600															00234318
WESTINGHOUSE PHOENIX ARIZONA				134							45.5		44.8			44.0	10 [illegible]
WESTINGHOUSE ELEC HOLLYWOOD CA		.400															00241245
WESTINGHOUSE PICO CO				.600		600											00251315
WESTINGHOUSE SAN FRANCISCO CAL		1.74															00181553
WESTINGHOUSE ELEC DENVER COLO		.600															00151271
WESTINGHOUSE STAMFORD CT				.600												.600	00273192
WESTINGHOUSE ELEC WESTPORT CT				26.8												26.8	00271077
WESTINGHOUSE WASHINGTON DC				9.36					.44						8.72		10048720
WESTINGHOUSE PITTS-BALDWIN PA		4.23															00145203
WESTINGHOUSE CHICAGO HEIGHTS		39.6		5.28	HIV				1.00					2.64		1.00	10048 [illegible]
WESTINGHOUSE MEMPHIS TENN																	10057752
WESTINGHOUSE DAYTON OH		.600															10057253
WESTINGHOUSE WICHITA KS				6.00									6.00				00253774
WESTINGHOUSE BATON ROUGE LA		4.20															10069395
WESTINGHOUSE EL MORGAN CITY LA		.120															00165175
WESTINGHOUSE ORANGE LA		.110															00233757
WESTINGHOUSE LEOMINSTER MA		1.20															00246952
WESTINGHOUSE SPRINGFIELD MASS				15.6					1.20		1.80		4.80			7.80	10025670
WESTINGHOUSE BALTIMORE MD		19.8		3.60						.60		3.00					10068002
WESTINGHOUSE SUP HAGERSTOWN MD		.600															00223796
WESTINGHOUSE LANDOVER MD		2.40															00235103
WESTINGHOUSE TOWSON MD				.640		.640											00249963
WESTINGHOUSE AUGUSTA MAINE		2.40															10069239
WESTINGHOUSE KELLYCROFT MAINE		12.0															10057241
WESTINGHOUSE DETROIT MICHIGAN		11.9		9.20										7.36			[illegible]
WESTINGHOUSE ELE GRAND RPDS MI		.600															00184161
WESTINGHOUSE TRENTON NJ		39.60		1.20				1.20									00249275
WESTINGHOUSE NIAGARA FALLS NY		1.20															00229842
WESTINGHOUSE MINNEAPOLIS MINN		4.00															00249352
WESTINGHOUSE ST LOUIS MO		1.20															10069725
WESTINGHOUSE ATLANTIC CITY NJ		1.80															00214443
WESTINGHOUSE BROAD BROOK N J		39.6															00172334
WESTINGHOUSE HILLSIDE NJ		1.80		6.80							1.20			4.80		.60	10064217
WESTINGHOUSE EL SU TRENTON NJ		.275															00222325
WESTINGHOUSE BEECHWOOD NY				.055						.055							00257001
WESTINGHOUSE GREENLAWN L IS NY				.600												.600	00271934
WESTINGHOUSE ELECTRIC NYC NY		9.00															00047743
WESTINGHOUSE BLSC UTICA NY		2.12		3.61			.22			.11	.11					3.17	10069153
WESTINGHOUSE CEPELAT CLEV		2.40		1.20				1.20									[illegible]
WESTINGHOUSE OKLAHOMA CITY OK		2.12															00224031
WESTINGHOUSE EL PORTLAND CT		2.40		.320							.320						10069125

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0480437

TOWOLDMON0058331

-IN THOUSANDS OF PRINTED CIRCUIT DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR TOTAL	PROJECTION FOR CURR YEAR	CURR CUST TOT	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MASTER NO.
1 KESTEEN 54201 CH															003540		1050-216-10
WESTINGHOUSE ELEC ALLENTOWN PA		1.20															
WESTINGHOUSE ELEC BRADDOCK PA		26.0		1.00	1.80												
WESTINGHOUSE ELMIRA PA		.600															00222726
WESTINGHOUSE GLASSPORT PENN		12.0		12.6					1.20	4.20			7.20				
WESTINGHOUSE PHILADELPHIA PA		.225															
WESTINGHOUSE SPRINGFIELD PA		1.90															00154351
WESTINGHOUSE SUNBURY PENN		2169	1550	1200				90	179	90		96	90	191	134	261	
WESTINGHOUSE RINGSPORT TN				.090								.600					
WESTINGHOUSE ELEC MASSEY TN				.330											.330		
WESTINGHOUSE ELEC FT WORTH TX				1.20						1.20							00166331
WESTINGHOUSE PITTS HOUSTON TX		8.40															
WESTINGHOUSE LAREDO TX		.095															00227365
WESTINGHOUSE ELEC CHARLTCO VA		2.40															00224094
WESTINGHOUSE EL RICHMOND VA		.360															00179227
WESTINGHOUSE ELEC SOUTH BO VA	2800	3489	2000	4022		179	366	195	950	455	352	370	195	477	294	589	00145335
WESTINGHOUSE ELECTRONIC MI				1.69						me25-1e10							10300713
WESTINGHOUSE FAIRMONT W V		.605		2.40											2.40		10300713
WESTINGHOUSE TRI/WELPHILA N VA				1.20	1.20												03247649
PALENT CUST. TOT-WESTINGHOUSE EL	2000	5378	4300	5477	4	180	456	386	643	471	499	462	449	670	589	667	00047740
TOTAL PRODUCT * * * * * * * LB	2000	5856	4300	5477	4	180	456	386	643	471	499	462	449	670	589	667	1050-216-10
PYRANOL 1492															007	0A	1050-132-10
GEN ELEC HUDSON FALLS NY		.250		.248						.034		.214					10031231
TOTAL PRODUCT * * * * * * * LB		.250		.248						.034		.214					1050-135-10
INERTEEN PPC															003	7A	1050-200-10
CUSTOMER ID NOT IN MASTER FILE		20.9		2.02		2.02											00176521
GENL ELECTRIC CUDA NEW YORK		13.5		69.0					27.0		23.6		9.4				01044550
GAFA PRODUCTS E CHEM CITY IND CA		24.3															10031231
JOHNSTON TEXTILE PRODUCTS SC		2.74															10300713
JACKSON ELECTRIC LESUS AL		4.06															10035055
JELSTIC CITY ELEC ATLANTIC C NJ		1.35															03163392
JOCELPHONE C - ELEC PALTIMORE M		17.2		2.04			.780							780	.480		10035105
JERDEX CORP KANSAS CITY MO		.130															10005219
JOTTLESTEEL JOHNSTOWN PA		1.35															00232335
JOTTLESTEEL SOUTHERN CO DERIDDER LA		4.46															00231544
JOUSTON LEISURE BOARDLIST PA		10.5		10.2		5.10								3.60		1.50	00114011
JOUSTON LEISURE HARVEY LA		5.04															00229219

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0480438

TOWOLDMON0058332

-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES THRU LAST YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CURRENT YEAR SALES
	EIGHTEEN PPD															00367A		105G-220-16
.774	.BROWN - ROOT DEERKS AR		2.02		1.35		1.35											00242943
1237	.JOHNSON ELECTRICAL UNION NJ		.135															10012163
.237	.CAMDEN WIRE CAMDEN NY		.674															00236659
1237	.CHISOLM & PARK CHARLESTON S C		1.33															00187143
1234	.CAROLINA TANKS FAYETTEVILLE NC		5.44															10014123
1238	.CENTRAL POWER CORPUS CHRISTI TX				2.40				1.20						1.20			00236430
1237	.CENTRAL ELECTRIC SUPPLY LEXIN				2.02											2.02		00237368
1237	.CENTRAL MFR LEMATON NY		.135															10015263
1237	.AD CRAICE WASHINGTON PO				.120										.120			00262280
1236	.CHILDRO-ATTOY-MILLS-STOOKTON-CA				.674			.674										00237368
1236	.CLEVELAND ELE &MANUFACTURING ALA		.360															00242369
1237	.CRESTA-IDATH-ENGLISH ASTORIA NY				6.74	6.74												00152439
1237	.CONTINENTAL WIRE CABLE YORK P		.674															00223652
1237	.CHATHAM MFG CO WASHINGTON PO	40.0		40.0														10010923
1237	.CROUSE HINDS SYRACUSE NY		1.44															00115469
1236	.CROWN CELL ST EMARCESVILLE LA		.260															00221074
1236	CROWN ZELLERBACH WEST LINN OR		.674															10020344
	PARENT CUST. TOT-CROWN ZELLERBAC		.934															00645221
1238	.DIAMOND SHAMROCK SHEFFIELD ALA		2.70		2.70											2.70		10022134
1237	.DUPONT PARKERSBURG-ST VERNON-EL		2.02		4.04			.67			.67		2.70					00237368
1237	.E I DUPONT WILMINGTON DE		.135															10015364
1238	.EAST EASTMAN KINGSPORT TENN		12.1															10077547
1237	.ELECTRIC CONSTRUCTION		.720															00252599
1238	.ELDORA CHEMICAL VAN HORN TX		.720															00163457
1238	.ELEC SUPP DIST CO SAN DIEGO CA		.674															00117552
1237	.ELECTRIC APPL PIKE PA		8.76															10025702
1237	.ENGLISH ELECTRIC CARBATOSE NA				4.72			4.72										00237368
1237	ENGLISH ELECTRIC QUINCY KA		4.72															00246166
	PARENT CUST. TOT-ENGLISH ELECTRI		4.72		4.72			4.72										00180475
1238	.EXPLOSIVES SANTA CLARA CA	30.0		30.0														10037519
1238	.FOOTE MINERAL KNOXVILLE TN		.195															00245522
1238	.GAYLES ELEC CO LONGBEACH CA		.674															00237647
1238	.GENL CABLE ST LOUIS MO				4.72		.67			2.70				1.35				10030646
1237	.GEN ELEC DEPITT NY		.065															00237368
1238	.GULF STATES BATON ROUGE LA				1.35				1.35									00254657
1238	.HARVEY ALUMINUM LENTSPORT KY		2.02															10037034
	.HAZELTINE-DIV ELEC COLUSBORO NC		13.5															00237663
	.INTERNATIONAL NICKEL-HUNTINGTON-WV		9.32															00180044
	.KENTUCKY-TENNESSEE SYSTEMS-TOLEDO-OH				.360	.360												00242369
1236	.KINGS TOOL CO HOUSTON TX				.674				.674									00126982

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0480439

TOWOLDMON0058333

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FORECAST FOR JUNE	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUST. NUMBER
INTERCO PPD															003674		1050-200-16
[illegible]		.674		.674											.674		00227647
[illegible] ENERGY FL PANTON LA		2.70		2.70									2.70		2		00[illegible]
.STOK STATS ELE FORT SMITH AR				6.74	4.72					2.02							10[illegible]
.IBM-[illegible] PUBLICATION IA				.060	.060												00233916
.LTE IMPERIAL SPARTANSBURG SC		.350															00250553
.[illegible] CHARLOTTE DRESSER TIFFIN PA		1900	2000														10042054
.[illegible] CENTRAL SCHLICHTER KY		.674															[illegible]
.LTE IMPERIAL SPARTANBURG PT PD		2.48															00222232
PARENT CUST. TOT-LTE CIRCUIT BNE		1912	2000														10042054
.JACKSONVILLE ELEC JACKSONVI FL		1.35															00233427
.LOUISIANA ELEC BATON ROUGE LA		1.74															00239141
.[illegible] TRAN INC KEARNEY NJ				2.70				2.70									10044063
.ARIZONA MINING CO ALAMEDA CA		2.70															00250281
.[illegible] DOUGLAS LONG BE CA		4.72															10042042
.[illegible] [illegible]		2.76		3.37					3.37								00187680
.[illegible] INC DEARBORN MICH				.120					.120								00250112
.HILLS & LUPTON MUSCLE SHOAL AL				.674												.674	00270531
.HILLS & LUPTON SUP CHATTANO TN				.674		.674											00130192
PARENT CUST. TOT-HILLS & LUPTON				1.35		.674										.674	00130192
.[illegible]		.960		.120				.120									10052731
.LOUISVILLE ELECTRIC ST LOUIS MO																	10050931
.[illegible] [illegible]		1.08															10050230
.MOORE-HANLEY INDU MOBILE AL		.674															00250259
.PPG INDUSTRIES CO NEW CASTLE DEL		.674															00[illegible]
.MURRAY ENGINEERING GREENVLE AL		.674										2.70					10050376
.[illegible] CORP HUNTSVILLE AL		2.70		2.70													00170166
.OKLAHOMA GAS OKLAHOMA CITY OK		19.5															00177335
.PACIFIC CAR & FOUN RENTON WA		.674															00232378
.PENN CENTRAL TRNS NEW HAVEN CT		.674															00177970
.PENN CENTRAL WILMINGTON DELA		40.4		6.74			6.74										00226047
.PENN CENT & AFFILIATED ENOLA PA				1.35	1.35												00156603
.PENN CENTRAL PHILA PA		51.5		35.7		13.5		13.5				2.0	6.7				
PARENT CUST. TOT-PENNSYLVANIA RR		93.0		43.8	1.2	13.5	6.7	13.5				2.0	6.7				10061564
.PHIPPS PROD CORP PHILADELPH PA				3.37			3.37										00253774
.PHIPPS PROD NORFOLK VA				12.8			12.8										00253772
.PUBLIC SER OF COLORADO DENVR CO		2.70															00216276
.R A REED ELECTRIC ANGELUS CA		.674															00227105
.RESEARCH CONTRL BOURD DECOK NJ	100	170	100														10067537

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0480440

TOWOLDMON0058334

IN THOUSANDS OF POUNDS AND DOLLARS

G	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES BUDGET FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER ANALYSIS CODE
	ENGINEERING PRO															00367A		1050-203-10
	REYNOLDS METALS GUM SPGS AR		1.35															10367359
	ROGERS TYPE ROGERS CO		.139															10094419
	S K M ELEC PHILADELPHIA PA		.671															00233504
	SELLER-CLINE CHESTER VA				.123						.120							00233057
	SIERRA TRANSFORMER CORRITOS CA	60.0	107	60.0	29.7		13.5		13.5	2.7								00235559
	S J ELECTRIC CO INC JAMAICA NJ		.674		.674	.674												00211169
	SPERRY RAND CORP ELDG KLEARFLEX IL		1.19															10075227
	STANDARD LINEAR HOSE PR CA		4.64															
	STANDARD TRANSFORMER CORP FT WAYNE IN				4.80								4.80					10075227
	TENNESSEE VALLEY AUTH EL KNOXVILLE TENN		3.37															00273131
	THOMAS COMPANY LEXINGTON KY		.760															00165715
	UNITED SPRING & MFG CO DETROIT MI		.720															
	VARIAN ASSOCIATES PALO ALTO CA		2.70		2.70					2.70								
	WESTINGHOUSE ELEC CO LIMA OH		.720															
	WESTINGHOUSE ELEC CORP LOS ANGELES CA		4.32		4.32							2.16						
	PARENT CUST. TOT-TRANSFORMER SER		2.88		4.86					2.70		2.16						10060551
	WESTINGHOUSE ELEC-DISTRIBUTION SYS																	
	TYSON BEARING CO GLASGOW KY		.390															00236443
	UNION CARB INSTITUT KY		1.35															00141771
	U S UNDERWARE MFG SCOTTDALE PA	50.0		50.0														10065713
	U S NAVY FOREST PARK GEORGIA		3.90															10064516
	VA HOSPITAL MONTGOMERY AL		.360															00225465
	U S GOVT OAKLAND CALIF				4.50	✓	4.50											10134224
	U S DEPT INTERIOR PALISADES				2.19	✓		.12			.72	1.35						00259729
	U S GOVT-FAA-KANSAS CITY MO		6.50															00193668
	U S NAVY OAKLAND CALIF		1.95															10064268
	U S NAVY SUPPLY DEPO HONOLULU				.550	✓							.360					00265133
	U S DEPT NAVY PORTSMOUTH VA				2.02							2.02						10064350
	PARENT CUST. TOT-U S GOVT WASHIN		12.7		9.07	✓	4.50	.12			.72	3.37	.36					10064733
	US SPELT & REF N MIN FIBRE NK		.674															00166003
	US STEEL CHEMICAL DIVISION TX		.360															00213497
	U S STEEL CORPORATION GARY N V		2.70															00167003
	PARENT CUST. TOT-UNITED STATES S		3.06															00047724
	VIRGINIA ELE-POW RICHMOND VA		1.44															00165274
	VARIAN CONTROL LOS ANGELES CA		.674															00243516
	WESTINGHOUSE ELEC CORPTON CA		7.41		.674			.674										00165576
	WESTINGHOUSE ERENYVILLE CALIF		4.72		1.35				1.35									10089921
	WESTINGHOUSE ELEC DENVER COLO		1.35															00159271

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0480441

TOWOLDMON0058335

* IN THOUSANDS OF POUNDS AND DOLLARS *

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTION FOR CALEN YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC	CUST NO / MATERIAL NO
	THIRTEEN PPO															CG367A		1050-203-15
176	WESTINGHOUSE PITTS-BALDWIN PL		1.35															00145213
1232	WESTINGHOUSE ATL ATLANTA GA		.720		.720		.720											00145137
1234	WESTINGHOUSE APPLIANCE DIV		1.35															00145137
1235	WESTINGHOUSE ELEC SUPPLY CO		3.93		2.70								2.70					00C8253A3
1236	WESTINGHOUSE KANSAS CITY MO		6.14		.674											.674		00145219
1237	WESTINGHOUSE CHARLOTTE NC		2.49		6.43								5.08				1.35	00145219
1238	WESTINGHOUSE NORTCOME AC		1.35															00145137
1239	WESTINGHOUSE EL ST PARCO N D		.965															00145137
1240	WESTINGHOUSE BUFFALO NEW YORK				2.70				2.70									10364561
1241	WESTINGHOUSE ELEC CORP TOLEDO		4.050															00145137
1242	WESTINGHOUSE ELEC CHARLESTON SC		.674															00145137
1243	WESTINGHOUSE ELEC LIMA OH				4.72							4.72						10364561
	PARENT CUST. TOT-WESTINGHOUSE EL		59.3		20.0		.72	.67	4.04			4.72	7.77			.67	1.35	00C47740
1244	WILSON ELECT BATTLESVILLE OK		17.5		2.70		2.70											00224454
	TOTAL PRODUCT * * * * * * * LB	230	2608	2280	262	13.9	44.7	30.6	37.0	38.5	3.5	35.3	15.7	20.9	5.7	6.5	10.0	1050-203-15
	TRANSFORMER THIRTEEN 5420L KA															02206A		1050-217-15
1245	WESTINGHOUSE ELEC SOUTH BO VA				2.04									2.04				10363727
1246	WESTINGHOUSE PHILADELPHIA PA				7.53									3.37			4.04	10363727
1247	WESTINGHOUSE ELEC SOUTH BO VA				21.6									21.6				00145335
	PARENT CUST. TOT-WESTINGHOUSE EL				31.0									27.0			4.0	00047740
	TOTAL PRODUCT * * * * * * * LB				31.0									27.0			4.0	1050-217-15
	TRANSFORM PYRAMOL A13938															00306A		1050-300-16
1248	WESTINGHOUSE ELEC ORRVILLE OH		4.720		2.704			.720		.720			.720	.720				00145335
1249	ALASKA ELEC ALASKA CALIF		4.05															00145211
1250	ALASKA BUREAU ELEC ALAMEDA CA		.195															03222640
1251	ALASKA LUMBER & PULP SITKA AK		.195															03222139
1252	ALLEN TRANSFORMER FT SMITH AR				6.75										6.75			00139660
1253	AMERICAN ENKA ENKA N C		1.35															00209761
1254	AMERICAN FOREST PRO MARTELL CA		.360															03232122
1255	AMERICAN RECTIFIER COLLEGE NY	50.9	27.7	50.0	16.9									1.35		8.70	6.75	10364918
1256	WESTERN ELECTRIC PHOENIX ARIZ				.720									.720				03221056
1257	AMERICAN PIPE HONOLULU HI		3.12															10363167
1258	AMERICAN CRYSTAL GLASS DUNDEE IL		2.430															03221056
1259	AMERICAN HOCKING GLASS SALEM NJ		2.03		1.35										1.35			10363566

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TOWOLDMON0058336

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FORECAST FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBERS
	TARTSPGAN PYRANGL AI3538															003.8A		1030-330-16
123	ANCHOR HOCKING GLASS CORNLS PA		2.03		2.63		.60		2.03									10305582
	PARENT CUST. TOT-ANCHOR HOCKING		4.31		3.99		.60		2.03						1.35			10005574
1432	.AASD E COMPANY BIRMINGHAM ALA		.325															00214307
1237	.ALPHA LITHO INC NEWNAN PA		.675															00246834
1	.ANSTEX TEXTILE DIVISION				.130										.4120			00260
1253	.AUTOMATIC COMP MAN CITY MO		11.5		2.10									2.70				10009219
1237	.BETA ENGING CO PHILADELPHIA PA		.675															00233953
	.BIRDSEYE CASCADE EVERETT WASH				1.35						1.35							10010336
	.BOEING CO RENTON WASH		.675															10011359
1237	.BROWN CO HEBRON NH		.675															10011359
	PARENT CUST. TOT-BROWN CO NYC NY		1.35															00045853
1237	.BUCK & JOSE OF A.J HOOGSEN N J		.360															00144633
1000	.CALIF ELEC WORKS SAN DIEGO CA		1.07															10013159
1253	.CALIF MENS COLONY SAN LUIS CA		2.03															00156436
1253	.CALIF MISL ELEC LOS ANGELES CA		.065															00215252
1	.CASTLE RUBBER E BUTLER PA		.065															10014425
1237	.CAUDILL FELD E PARK LOUISVL KY				.675	.675												00243355
1253	.CHAS S ELECTRICAL CORP NYC NY		.675		.675													00045853
1253	.CHRISTIANSEN EL FOR CHICAGO IL				2.03											2.03		10015997
1253	.CLIMAX MOLY CO CLIMAX CO		3.38															00114406
1253	.COMMONWEALTH EDISON CHICAGO IL		1.35		.202		.202											00115035
1253	.CONSOL ELEC DIST COLORADO CA		.675		.130		.130											00160051
1253	.CONSOLIDATED EDISON NEW YORK NY		5.05															00143344
1253	.CONT CONT CO SANTA CLARA CA		.390															10011659
1253	.COTTON MANUFACTURING ROCKDALE TX				.520				.520									00181792
1253	.DAYTONICS INC AN LEMOYNE ALA		.675												.180			00181792
1253	.DELAWARE ELEC HARRISBURG PA				.180													00267433
1253	.DELMARVA POWER PLEASANTVILLE NJ				.360			.360										00233393
1253	.DELAWARE STATE ELECT DEPORT DE		.130															00234165
1253	.DOW CHEMICAL FREEPORT TEXAS		2.03		12.2			4.05			4.05							10012450
1253	.DOW CHEM FREEPORT TEXAS *				.360								.360					10012952
1253	.E I DUPONT ANTIOCH CA		.675															00217353
1253	.EASTMAN KODAK CO ROCHESTER NY		4.66		.365			.360					5.40					10025125
1253	.ELECTRICAL ENGINEE IOWA CITY I				5.40													00261069
1253	.ELECTRIC ASSOCI SAINT TN		.405															10012702
1253	.ELECTRIC APPA PHIL PA		2.70															10012702
1253	.ELEC SUPLY & SUPPLY FRESNO CA		2.03		5.40				5.40									00232141
1253	.ELECTRIC SERVICE ENGINEERING CI		4.73		4.725	1.08		1.62	1.08	.90								00149218
1253	.ELECTRIC SERV CO ALCOA TENN				.675											.675		00217504
1000	.ELECTRI ENG INS SAN LEANDRO CA		16.9		8.10							2.70			2.70	2.70		10029753

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=IN THOUSANDS OF POUNDS AND DOLLARS=

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO.
	TRANSFORM PYRANOL A1383D															C0388A		1050-355
1237	*CLINCO NORWOOD MASS				.675					.675								0025562
1360	*ENERGY SYSTEMS PALO ALTO CA		7.43															1032575
1237	*ERIE MANUFACTURING CO ERIE PA				.675								.675					0015711
1138	*GE MFG CO ERIE PA		35.7		24.3	4.05	6.08						2.03	3.38	6.08	2.70		0015675
1237	*GENERAL ELEC SCHENECTADY NY				.360									.360					0015727
	[illegible]		.675															1116521
1237	*FAIRCHILD HILLER HOPKINSVILLE KY				1.35					1.35								0011621
1360	*GAL STATE PRODUCTS NEW ORLE LA				.360					.360								0011631
1138	*FIRESTONE TIRE-RUB ALBANY GA		1.30															0015711
	[illegible]				8.10					1.35					6.75			1002811
	PARENT CUST. TOT-FIRESTONE TIRE		1.30		8.10					1.35					6.75			1002811
1370	*FLA PWR & LIGHT-MIAMI FL		1.44															1022673
1370	*FLORIDA POWER & LIGHT MIAMI FL				1.44											1.44		0027525
1138	*GEN TIRE CO CHICAGO IL				3.38				3.38									0013261
1138	FORD MOTOR CO LOUISVILLE KY				.720	.720												0026624
1237	[illegible]				[illegible]					.72					[illegible]			0011621
1138	[illegible]				2.03									2.03		2.03		1000001
1138	FORD MOTOR CO N J EDISON NJ		.675															0011902
	PARENT CUST. TOT-FORD MOTOR DEAR		.675		14.3	.72		3.38	.12					3.38	4.73	2.03		0011877
1138	*GATES RUB DENVER CO				.360											.360		1003655
1138	*GEN MOTORS BODY KILLON SPRGS IL		2.70															0012401
1138	*GENERAL FOUNDRY DISTANCE OH				.360										.360			1002802
	PARENT CUST. TOT-GENERAL MOTORS		2.70		.360										.360			0015727
1360	*GEN DYNAMICS SAN DIEGO CA		.675															1003972
1138	*GENERAL ELE APPL LOUISVILLE KY		.720															0021491
1237	GEN ELEC BIRMINGHAM AL				1.35											1.35		0012001
1138	GEN ELEC GLENDALE AZ		4.05															1003105
1360	G E CO LOS ANGELES ANAHEIM CA				3.38								3.38					0012555
1360	GEN ELEC LOS ANGELES CA		6.91		2.91							1.08				1.35	.48	1003155
1138	GEN ELEC OAKLAND CA		5.53		2.24				.80				1.44					1003837
1360	GENERAL ELECTRIC PLEASANTON CA		1.08															0015527
1360	GENERAL ELEC SVC RIVERSIDE CA		.120															0026087
1237	GEN ELEC SAN DIEGO CA				.360						.360							0025225
1237	GEN ELECTRIC SACRAMENTO CA		.675		1.35											1.35		1003145
1360	GEN ELEC DENVER CO		1.35		2.03	2.03												1003215
1237	GEN ELEC PLANTSVILLE CT				16.9	2.03		2.70	6.75				5.40					1003045
1374	GEN ELEC HIALEAH FL		1.44															1003113
1370	GEN ELEC JACKSONVILLE FL		2.03		5.63			4.28							1.35			1003117

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TOWOLDMON0058338

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	DIRECTIONS FOR CURR YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER/PRODUCT CODE
TRANSFORM PYRANOL A1303H															003.8A		1030-300-1
GENL ELECTRIC PATRICK AFB FL				.675										.675			00255093
GEN ELEC TAMPA FLA		1.35		3.77				2.16	.26	.68		.68					10035443
GEN ELEC ROME GA		100	2000	55.6						19.4		16.9			19.4		10031281
GEN ELEC WATERLOO IA		.675		.675										.675			03127613
GEN ELEC SER DEPT DUBUQUE IA		2.03		.675						.675							03127650
GENERAL ELECTRIC CHICAGO IL		2.70		2.03								2.03					10031348
GEN ELEC DECATUR IN		1.35															03274012
GEN ELEC FT WAYNE IND		.608		2.09	1.49				.95		2.70	.60					10031634
GEN ELEC INDIANAPOLIS IN		9.10		4.05						4.05							10031084
GEN ELEC EVANSVILLE IN		.540															03127729
GENERAL ELECTRIC HUTCHINSON KS		.675															03161207
G E SUPPLY KANSAS C KS		.360															03127149
GENELEC LAWRENCE KS		.675															03226769
GEN ELEC LOUISVILLE KY		2.03															10031965
GEN ELEC SERV SHOP BATON ROGE LA				2.70	1.35		1.35										00151007
GEN ELEC NEW ORLEANS LA		1.35		8.78			4.05				4.05					.68	10031370
GEN ELEC MEDFORD MA		18.9		12.8			11.5							1.4			10031077
GEN ELEC PITTSFIELD MA		217		479							82	93	100		204		10031751
GEN ELEC ANNAPOLIS MD		1.44															03224421
GEN ELEC BALTIMORE MD		3.92		6.12								6.12					10031249
GEN ELEC BALTI MARYLAND		14.9															10032067
GEN ELEC HAGERSTOWN MD		.975															03196515
GEN ELEC SUITLAND MARYLAND		4.05															00246753
GEN ELEC SILVER SPRING MD		.405															10032691
GENELEC CARIBOU ME		5.40															03227065
GEN ELEC DETROIT HARBOR MI				3.60				3.60									03254732
GEN ELEC SCOTTY KALAMAZOO MI				4.05						4.05							03252271
GEN ELEC HUNTINGTON WV		2.16															03219431
GENERAL W COLUMBIA WEST		.720															03161154
GEN ELEC KANSAS CITY MO		29.7															03127044
GET ELEC ST LOUIS MO		13.9		11.5						6.75				4.73			10031805
GEN ELEC CHARLOTTE NC		8.64		12.7		4.32					4.32	4.05					10031672
GEN ELEC WINSTON SALEM NC		10.8															03220393
GEN ELEC NO BERGEN NJ		8.10		11.5	3.38					4.05	4.05						10031532
GENL ELEC NEWARK NJ		.675															10031172
GEN ELEC ALBANY NY		10.8		5.40		2.03					3.38						10031958
GEN ELEC CHILTT NY				2.34						.98		1.02				.36	03237368
GEN ELEC OLD BETHPAGE NY				3.38	3.38												03246337
GEN ELEC SYRACUSE NY		4.73		4.05		1.35										5.40	03114473
GEN ELEC SCHENECTADY NY		.675		.720										.720			10031950
GENERAL ELECTRIC TONAWANDA N Y		6.30															03163077
GEN ELEC UTICA NY		1.80															10031907
[illegible]		[illegible]		[illegible]						[illegible]							[illegible]
GENERAL ELECTRIC YOUNGSTOWN OH		.675															03224784

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S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES THIS PERIOD LAST YEAR FOR CURR PERIOD	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	TRANSFORM PYRANOL A1363B															C03-0A		1090-333
	G E SUPPLY TULSA OK		6.75							1.35					.60			
	GEN ELEC EUGENE OR		1.35		2.03													
	GEN ELEC PORTLAND OR		6.08		10.7			4.1						10.1		4.7		1603151
	GEN EL C ALLENTOWN PA		4.33		.675	.60		7.43							7.43			1603155
	GEN ELEC ERIE PA		2.03															1603156
	GENL ELEC JOHNSTOWN PA		4.73															0243123
	GEN ELEC W MIFFLIN PA		2.03		31.7		2.0	2.0		3.4	5.4		5.4	13.3				1603181
	GEN ELEC PHIL PA		12.1		43.2			3.4	2.7	14.2	6.1	9.5	7.4					1603185
	GENL ELEC WASHINGTONVILLE PA				.300									.300				0326344
	GEN ELEC YORK PA				.675							.675						0319417
	GENERAL ELECTRIC KNOXVILLE TN		1.35															0317775
	GEN ELEC MEMPHIS TN		1.35		5.40							4.05			1.35			0322775
	GEN ELEC DAYTON TX		2.03															0238545
	GEN ELEC BEAUMONT TX		1.35															0624973
	GEN ELEC CORPUS CHRISTI TX		12.2		3.38							3.38						1603154
	GEN ELEC DALLAS TX		5.98		4.46									3.38			1.08	1603177
	GEN ELECTRIC SUP FREEPORT TX				6.75				6.75									0316111
	GENL ELECTRIC HOUSTON TEXAS		10.5		4.54				1.08		1.08		1.40		1.08			0319670
	GEN ELEC MIDLAND TEXAS		.260		2.03	2.03												0316503
	GENERAL ELECT PORT NECHES TEX		6.12															0316576
	GENERAL ELECT SUP TEXAS CITY T				.720		.720											0624715
	GEN ELEC LOGAN UT		.650															0243128
	GEN ELEC SALT LAKE CTY UTAH		2.03		10.1					10.1								1603167
	GEN ELEC ALEXANDRIA VA		5.85															1603210
	GEN ELEC RICHMOND VA				7.20					3.60	3.60							1603621
	GEN ELEC RICHMOND VA		6.89															1603267
	GEN ELEC SEATTLE WA		4.05		5.45	.68				2.70							2.03	1603093
	[illegible]		[illegible]		[illegible]													[illegible]
	GEN ELEC CHARLESTON WV		4.05		8.10												8.10	1603171
	G E SU SHIP CHARLES GA		27.7		10.1	1.35	2.70	.68	2.70								2.70	1603222
	G E SERVICE ELECTRIC OH		2.70		6.90	1.35	2.70	2.02			2.02	1.01						1603244
	G E SERV SUP PHILA PA		10.1		41.3	3.4	11.5	4.1							13.5	.1	8.8	1603250
	GEN ELEC SUPPLY OAKLAND CA		3.38		9.45										9.45			1603253
	GEN ELEC SUPPLY GLADENBURG MD				4.50					4.50								0625726
	GEN ELEC SUPPLY PHIL PA		4.35		1.80		1.80											1603211
	GEN ELEC SUPPLY GRD PRAIRIE TX		2.70															0231460
	GEN ELEC SUPPLY SPOKANE WA		6.75															1603212
	PATENT CUST. 101-GEN ELEC SCHENE		714	2050	907	22	30	47	13	40	65	121	149	128	78	231	33	10031850
	GEORGIA POWER CO ATLANTA GA		4.32															1603345
	GOLDEN GATE BRIDGE SAN FRAN CA		.715															0223013
	GOODYEAR AKRON BAGGETS OH		[illegible]		[illegible]													[illegible]
	GRAND RIVER DAM AUTH PRYOR OK				.360											.360		0271497

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0480446

TOWOLDMON0058340

(IN THOUSANDS OF POUNDS AND DOLLARS)

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES THIS FOR CUM YEAR	SALES CUMP YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEP.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	TRANSFORM PYRANOL A1303B															C0300A		1550-300-1
	.GRAYBAR ELECTRIC BAKERSFLD CA				.675			.675										00256793
	.GRAYBAR ELECTRIC LOS ANGELES C		1.35															00232173
	GRAYBAR EL SU SAN FRANCISCO CA		14.0															00185620
	.GRAYBAR ELECTRIC ALBUQUERQUE NE		.130															00234219
	.GRAYBAR ELECTRIC ST LOUIS MO		1.20															00241540
	.GRAYBAR ELECTRIC CORP DENVER		.720															00234229
	PARENT CUST. TOT-GRAYBAR ELECTRI		18.2		.675			.675										00232173
	.WEST COAST CHEMICAL PHOENIX ARI				.675		.675											00234737
	.GREENVILLE HILL GREENVILLE MS		.260															00269530
	.G E ELEC SP C HEADQUARTERS CA		1.35															00251334
	.GENERAL ELECTRIC CHEMICAL				.360									.360				00241737
	.HARVEY ALUMINUM GRAVSPORT KY				.675					.675								00237034
	.HOUSE-HOLM WILMINGTON NC		.300															00233704
	.HUGHES SUPPLY FT PIERCE FL		.675															00264364
	.HUNT-WESSON RICHMOND CA		.195															00253334
X	.HYDRAULICS CHEMICAL EQUITY KY		.225		.675								6.20			6.20		00235215
	.INDUSTRIAL ELECTRIC ARCATA CA				.360									.360				00253669
	.INDUSTRIAL ELECTRIC HOLLYWOOD CA				.360											.360		00269936
	PARENT CUST. TOT-INDUSTRIAL ELEC				.720									.360		.360		00269809
	.INDUSTRIAL WHSL ELEC LOS AN CA				.675								.675					00253397
	.INLAND STEEL SPENCER IL				.675													00253397
	.INTL RECTIFIER CORP ELSEG CAL				.130	.130												00159040
	.INC-CONLINGTON BURLINGTON IA		.260															00229516
	.ITT ELD SUPPORT RICHLAND WA		3.38															00241191
	.JET PROPULSION LABS PASADEN CA		.260															00237373
	.JOHNSON-MFG-EQ-CHICAGO IL		.720															00229481
	.JOHNSON-MFG-EQ-CHICAGO IL				.360	.045												00233156
	.KAISER STEEL CORP FONTANA CA		1.08															00126721
	.KANSAS GAS AND EL WICHITA KS		.325															00243669
	.KEENE CORP CONKERVILLE TENN				.360					.360								00217193
	.KENNECOTT COPPER HAYDEN AZ				2.03			.68		1.35								00241012
	.KENNECOTT COPPER RUTH NV		.675															00229029
	PARENT CUST. TOT-KENNECOTT COPPE		.675		2.03			.68		1.35								00045508
	.KENTUCKY POWER CO LOUISA KY		.195															00220724
	.KOPPERS COMPANY ELLERS IND		.60		.36													00043186
	.KUHLMAN ELECTRIC CRYST SPRG MO	100	6.75	100														00263003
	.KUHLMAN ELEC CRYSTAL SPR MS		40.5		258	29.7	17.6		13.5	27.0	13.5	70.9	13.5	23.6		24.3	24.3	00127264
	.LAKEST WESTMINSTER CA				.130					.130								00255939

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TOWOLDMON0058341

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 1970	PROJECTED FOR CURR YEAR	START CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
TRANSFORM PYRANOL A13633															003p6A		1350-353-1
LANSEN HOSUE LOS ANGELES CA		2.03		5.40		4.05										1.35	
LORDS - NORTHRUP N WALES PA				.130												.130	
ANACONA MINING CO ALAMEDA CA		2.70															00235031
[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		.675		.604										.602			[illegible]
[illegible]				7.43													[illegible]
[illegible]				5.68											4.08		[illegible]
SELLS & LOPTON SUP CHATTANO TN				.120						.120							00131172
[illegible]		.30		.25							.075					.20	[illegible]
[illegible]		[illegible]		[illegible]													[illegible]
SHELL OIL DIV BEAU TEXAS		2.42															10057611
SOUTHERN INDEP PITTSBURG PA		.675		.675						.675							00226210
U S IND CHEM DEER PARK TX				2.00	1.34					.66							00245190
NATIONAL ELECTRIC CO PASSAIC N		2.03															00256463
NATIONAL GYPSUM KINGSTON VA		2.70															00181656
[illegible]		[illegible]		[illegible]													[illegible]
NATIONAL STEEL WEIRTON WV				4.73			4.73										00239572
AGENT CUST. TOT-NATIONAL STEEL		6.08		10.1			4.73					5.40					00044822
DEPT OF NY AUTH JAMAICA NY				3.38						3.38							10057531
NIAGARA MOHAWK PWR BUFFALO NY		3.60															00230428
[illegible]		[illegible]		[illegible]													[illegible]
NORTHWEST ELECTRIC ERIE PA				1.35							1.35						00251651
[illegible]		[illegible]		[illegible]													[illegible]
NORTHWEST TRANSFER EVANSON WA		.675		.675												.675	10055033
OCCIDENTAL CHEMICAL LATHROP CA		.360															00182956
OLSON EXCESS TRDG JTCY NJ				26.3						26.3							10055195
[illegible]		[illegible]		[illegible]													[illegible]
OLIN CORP LAKE CHARLES LA		.675															10355135
OLIN CORP-CHAL DIV		2.70															[illegible]
AGENT CUST. TOT-OLIN CORP NYC N		3.38															00044325
ORLANCO ARMATURE ORLANDO FL		2.70		6.75		2.70									4.05		10057570
OWENS ILLINOIS INC VERNON CA		.675															00332477
PACIFIC ELEC RLY OAKLAND CA		.675		4.05	2.68		2.03										10052125
PACIFIC PLYWD CO OAKLAND CA		.675															00299153
PACIFIC P+L - LT PORTLAND OR		1.20		2.40		2.40											10056222
[illegible]		[illegible]		[illegible]													[illegible]
PENN CENTRAL WILMINGTON DELA				9.10						9.38			4.73				00177979
PENN CENTRAL CROTON ON HUDS NY		.675															00136857
PENN CENTRAL PAOLI PA				6.75						6.75							00136853
PENN PA ENOLA PA				1.35		1.35											10061490

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0480448

TOWOLDMON0058342

(IN THOUSANDS OF POUNDS AND DOLLARS)

S	ST CUST	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS FORECAST FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUST NO / MAT CODE
		PATENT CUST. TOT-PENNSYLVANIA FR		.475		16.2		1.4				10.1			4.7				10061564
		TRANSFOAM HYBRIDL A13030															003588		1050-300-1
	237	.PENNWALT CORP PHILADELPHIA PA		1.35															10061435
	1066	.P G & E CO HEALDSBURG CA				1.35												1.35	00272259
	1410	.PHALOS BLOSE LOS ANGELES CA		.130															00225661
	1534	.PHILLIPS PET BAYDEN TX		.360		.360						.360							10062673
	1560	.PHILLIPS PRO BORGER TX				.720			.360			.360							00133767
		PATENT CUST. TOT-PHILLIPS PET BA		.360		1.08			.360			.720							10062659
	1236	.PITTSBURGH CORNING CORP PITTSBURGH PA		.475		.475													00224
	1237	.R K PORTER THERM PHILA PA				.130			.130										10064112
	1238	.REACTION RSR LEBANON TN				.120									.120				10064422
	1323	.PROCTER-GAMBLE KAN CITY KS				.675												.675	12064767
	1432	.PROCTER AND GAMBLE ST LOUIS MO				.360				.360									05196334
		PATENT CUST. TOT-PROCTER AND GAN				1.04				.360								.675	10064767
	1	.RAYMOND INTERNATIONAL SEATTLE WA		.065															00
	1536	.RAY PACKING CO LATIMORE PA		1.08															00231312
	1237	.REPUBLIC AVIAT FARMINGDALE NY		.675															10065791
	1534	.REPUBLIC STEEL ALABAMA CITY AL				1.35				1.35									10065721
	1279	.RESOURCE CONTROL NEWHAVEN CT				2.27								.24	2.03				002.2726
	1534	.RESOURCE CONTROL SILVER SPR MD				.120									.120				05265755
	1538	.REYNOLDS ALT SHEFF LISTERHI AL				1.35								1.35					00135774
	1537	.REYNOLDS METALS MESSENA NY		3.38		4.73					4.73								10067790
	1537	.REYNOLDS METALS LONGVIEW WA		.675															10067863
		PARENT CUST. TOT-REYNOLDS METALS		4.05		6.08					4.73			1.35					10357782
	1	.RYERSON JOSEPH CHICAGO HEIGHTS IL		.675															00
	1	.SAMUEL MOORE & CO ALEXANDRIA VA				.660	.660												00270747
	1	.SACRAMENTO MUNIC SACRAMENTO CA				4.05						4.05							00179135
	1536	.SAN ANGELO ELEC SAN ANGELO TX		4.73		5.40			2.03						3.38				00269571
	1534	.SAN MATEO CO U.S. SAN MATEO CA		.325															00234206
	1230	.SCOTT P A ENG PHILADELPHIA PA				1.35						1.35							00223535
	1	.SEATRAIN LINES SCHILLER PARK IL				4.05				4.05									00234706
	1534	.SHARON STEEL FARRELL PA				.360							.360						10072196
	1237	.SHELL SYDNEY COL OK SILV SPGS MD	1.00		1.00														10373677
	1534	.SOUTH CAROL PUBLIC MOMKS CO SC				1.35								1.35					00263702
	1535	.SOUTHWESTERN ELECTRIC WICHITA KS		.675															00219347
	1534	.SOUTHWESTERN ELEC OKLA CITY OK		11.2															00222646
		PARENT CUST. TOT-SOUTHWESTERN EL		11.8															00222646

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0480449

TOWOLDMON0058343

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR TO DATE	LAST YEAR FOR CURR MTH	SALES CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	TRANSFORM PYRANOL A13030															003654		10580-000-14
1971	SOUTHWEST ELEC OKLA CITY OK				5.40										2.70	2.70		10074339
1971	SPERRY RAND CORP DOYLINE LA		1.35															00105455
1974	SPERRY RAND CORP SHREVEPORT LA		1.35															00232521
	PARENT CUST. TOT-SPERRY RAND NYC		2.70															00045217
1936	SPOKANE TRANSFORMR SEATTLE WA				1.35				.675	.675								02139738
1936	SPOKANE TRANSFRM SPOKANE WA	20.0	29.0	20.0	23.6	5.40	2.70		2.70	3.30		2.03				.8	6.75	10074754
	PARENT CUST. TOT-SPOKANE TRANSFM	20.0	29.0	20.0	25.0	5.40	2.70		3.30	4.05		2.03			.60	6.75		10074754
	STANDARD OIL PALATKA CITY FL				.120										.120			03277554
	STANDARD ELEC CORP CO WI				4.50								3.24					10074339
1974	THOMSON PULP-PAP PALATKA FL		2.52		1.44						1.08	.36						10027274
1974	TEXACO INC OIL CHEM TEX				1.20								1.20					10074754
1937	TAPPAN ZEE ELECT W NYACK NY				2.70			2.70										00051451
1934	TENNESSEE ARM EL KNOXVILLE TEN		2.09		.720									.720				00026151
1932	TENN TRANSFORM CHATTANOOGA TN		6.08		6.08										6.08			05180910
1934	TEXAS ELEC SERV COLORADO CT TX		1.04															03233576
1974	TEXAS ELEC SER WICH FALLS TX				.360												.360	03271647
1968	TEXICA-ROCK COLORADO SPGS CO				.120											.120		00271951
	UNION CARBIDE NYC				2.52												2.52	00045217
	UNION ELEC CO MARYLAND HGTS MO				2.40						2.40							03233578
	UNION CARBIDE PICRUC NY				1.87	.675												01144055
1968	TEXAS REX DIV TORRANCE CA		1.35															03257163
1932	TIMESHEET PRODUCTS FT PIERC FL				.675										.675			00269135
	TRI-STATE ELEC CO NASHVILLE TENN				3.60													10074339
1979	TUCKER ELEC SRS JACKSONVILLE F		64.1		24.3								24.3					10081245
1934	UNION CAMP CORP FRANKLIN VA		.720															10081972
1933	UNION CARBIDE PADUCAH KY		4.14															00141909
1932	UNION CAR - NUC GRANTGE TENN		9.72		14.3					1.80				9.23	3.24			10081971
1906	UNION CARBIDE TEXAS CITY TEX		3.38		5.40		4.05				.68				.68			10081734
	PARENT CUST. TOT-UNION CARBIDE C		17.2		19.7		4.05			1.80	.68			9.23	3.92			00045705
1933	UNION ELEC CO MARYLAND HGTS MO		3.38		3.38						2.70						.68	03141925
1956	UNION OIL CO LOS ANGELES CA				.135	.135												00047155
1964	UNION OIL WILMINGTON CALIF				.315						.315							10082163
	PARENT CUST. TOT-UNION OIL CO LO				.449	.135					.315							00047155
1936	[illegible]				2.16				.360									10080164

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0480450

TOWOLDMON0058344

- IN THOUSANDS OF POUNDS AND DOLLARS -

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR. YEAR	SALES CUM. YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. / MAT. CODE OP
	TRANSFORM PYRANOL A13030															00366A		1050-300-16
1237	.UNIV MACHINERY & EQUIP READING		.675															[illegible]
1066	.DEPT OF INTERIOR US PAGE AZ		.675															[illegible]
1023	GENERAL SERVICE ADM RICHLAN WA		1.35															00245593
1000	U S ARMY NEW CUMBERLAND PA				.120						.120							00255032
1068	U S GOVT EL TORO CALIFORNIA		.675															00085729
1050	U S GOVT LONG BEACH CALIF		1.35															10084456
1237	U S GOVT ARMY PHILADELPHIA PA				2.03					2.03								00207575
1058	US MARINE BARSTOW CALIF				1.20						1.25		.05-					00237233
1000	U S NAVY OAKLAND CALIF		.675		2.70										.68		2.03	10064203
1237	U S NAVAL SUP CENT E MACHIA ME		1.35															00183091
	PARENT CUST. TOT-U S GOVT MASHIN		6.00		6.05					2.03	1.37		.05-		.68		2.03	10084733
1000	.UTAH INTERNATIONAL SAN FRAN CA		.675															00222969
1065	.VALLEY FAIR SHOP SAN JOSE CA																	00224065
1073	.VAN NESS CO POTSDAM NY				.675									.675				00365039
[illegible]	[illegible]																	[illegible]
1237	.VIRGINIA EL - PO NORFOLK VA		2.16															10066949
1131	VIR ELEC POW MOUNT STORM W V				1.35							1.35						10066957
	PARENT CUST. TOT-VIRGINIA ELE-PO		2.16		1.35							1.35						00048224
1131	.VOLLAND ELECTRIC BUFFALO NY		.675															10037112
[illegible]	[illegible]		[illegible]		[illegible]						[illegible]							[illegible]
[illegible]	[illegible]		[illegible]															[illegible]
1036	.WESTINGHOUSE ELEC FAIRBANKS AK		6.08															00222559
1058	WESTINGHOUSE SHREVEPORT LA				.675											.675		00270792
1237	WESTINGHOUSE NEWARK NJ		.735															00242063
	PARENT CUST. TOT-WESTINGHOUSE EL		6.81		.675											.675		00047740
1030	.WOODARD BROS WALLA WALLA WA		1.35		.675						.675-							00230219
	TOTAL PRODUCT * * * * * * * LB	171	1315	2171	.694	91	92	89	67	96	148	217	222	180	80	301	111	1050-300-16
	TRICHLOROBENZENE RESALE															01712A		9902-000-16
[illegible]	[illegible]		[illegible]															[illegible]
	TOTAL PRODUCT * * * * * * * LB		4.20															9902-000-16
	TO TOT CLASS TRANSFORMER FLUI LB	8101	15900	15301	15552	[illegible]	829	1176	1074	1599	1315	1470	1520	1541	1606	1692	1349	

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0480451

TOWOLDMON0058345

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	FORMAT	THIS YEAR SALES	THIS YEAR POLYCOM SALES	SALES CODE NO.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO.
	ALODUR 1016															0225CA		1040-016-1
237	,MONOUX CORP NEW BEDFORD MA				204									95.4		93.3	95.4	10091211
237	,SCHUSSY FELT CO ALBANY NY				.165										.165			10031311
234	,E I DU PONT DE NEM CLINTON IA				.100										.100			10022506
237	ELECTRON IC COM BRIDGEPORT CT				362									92.7	93.1	87.7	88.7	10029795
237	ELECTRONIC COMPONEN TOTOWA N J				187									93.2		91.6		02106319
	*ARCHIT CUST. TOT-ELECTRON IC COM				549									188	93	179	89	10029726
237	,FARRELL DUR ELEC N DEDFORD MAS				371									96.0	95.6	91.8	88.0	00357765
238	,GEN ELEC HUDSON FALLS NY				1324										205	577	662	10031731
234	,GENERAL CO CHICAGO ILL				2.40										2.40		2.40	10029934
234	,HERCULES WILMINGTON DE				.600										.600			10037557
234	,HERCULES WILMINGTON DE				.600											.600		00139246
	*ARCHIT CUST. TOT-HERCULES WILMIN				1.20										.600	.600		10037557
238	,HIGH ENERGY MALVERN PA				13.2										6.00		7.20	10037364
235	,IBMD COMPANY INC BENNINGTON VT				142										40.0		94.4	00218330
238	,J J SCHNEITZER LEE PASS				.220									.220				10071427
235	,KELLOGG CAPACITOR KAYNESBOR TA				379									95.2	94.0	94.5	95.0	00216143
234	,KOPPERS BRIDGEVILLE PA				181									90.6		90.6		10037364
234	,KO CRS SHIPMENTS SPECIALTY PRO				.055										.195			00217842
232	,SORRENTO ELEC PICKENS SC				290									95.7	.6	94.0	94.2	10026783
237	,SPRAGUE ELEC N ADAMS MA				187									95.1			92.0	10034776
237	,STEVENS PAPER S HADLEY FALL MA				.600									.600				00139238
237	STEVENS PA MILLS WESTFIELD MA				.600										.600			10076137
	*ARCHIT CUST. TOT-STEVENS PAP MIL				1.20									.600	.600			00139246
234	,WESTINGHOUSE BETHLEHEM PA				.200									.190		95		10037364
234	,WESTINGHOUSE CLEVELAND OHIO				8.40									94.2	92.0	94.2		10076137
234	WESTINGHOUSE PITTSBURGH PA				1.19								.589	.600				10068743
	*ARCHIT CUST. TOT-WESTINGHOUSE EL				296								1	191	4	100		00047745
237	,YORK CAPACITOR CORP ORKLYN NY				26.4											26.4		10092593
	TOTAL PRODUCT * * * * * * * LB				4138								1	991	674	1154	1319	1040-016-1
	CAPACITOR Z1															003436		1040-225-10
237	,GRI ELEC FORT EDWARDS NY				13.5		5.20			8.32								00243947
	TOTAL PRODUCT * * * * * * * LB				13.5		5.20			8.32								1040-225-10

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0480452

TOWOLDMON0058346

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	PREVIOUS YEAR SALES TO CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	ANCELOR DIST 1232															003650		1040-230-15
	[illegible]		[illegible]															
	TOTAL PRODUCT * * * * * * * LB		.550															1040-230-16
	ANCELOR 1242															003496		1040-240-15
237	.ANDOX CORP NEW BEDFORD MA		1804	1300	540		90.8	96.3		92.6	94.8	95.2	95.5					10001013
237	.ALBANY FELT CO ALBANY NY		.165		.165											.165		10001211
237	.ANDERSON ELECTRIC LEEDS AL				1.20	.600		.600										10155655
237	.ANDERSON SPECIST ESCONDIDO CA	72.0	23.2	72.0	36.0		12.0					2.4	4.8	2.4	3.0	8.6	5.4	00191375
237	.C.J. BERGER PROD BROOKSVILLE FL				.600						.600							00257036
237	.ELECTRO MAG MOUNT VIEW CA				1.20			.600						.600				00250079
237	.ELECTRIC CENTRAL UTILITIES BRIDGEPORT CT		1503	1500	384		99.7		95.1	97.3		95.1						10025796
237	.ELECTRONIC COMPONEN TOTOWA N J	800	794	300	288		99.3		95.7		95.5							00165213
	PARENT CUST. TOT-ELECTRON IC COM	800	2298	2300	671		192		191	97	96	95						10025796
237	.ENSY REG ELECTR SARATOGA NY		.055															00158052
237	.ESSEX CHEM SAYREVILLE NJ				12.0					12.0								10032063
237	.GAYFELL CUS ELEC N GEORGED MAS		2478	2500	845	91	192	96		190		90	106					00256766
237	.GENERAL RESISTANCE ROSELLE NJ		.055		.055													10031498
237	.GAMLOCK PALMYRA NY		.055		.055											.055		10031498
237	.GEN ELEC HUDSON FALLS NY		9589	9000	4223	477	480	673	574	674	670	287	290	98				10032931
237	.GEN ELEC SUPPLY PHIL PA		.055															10032113
	PARENT CUST. TOT-GEN ELEC SCHNE		9589	9000	4223	477	480	673	574	674	670	287	290	98				10031650
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													
237	.GENERAL PAPER GREEN ISLAND NY		.110															10043440
237	.HERCULES INC WILMINGTON DE				4.00												4.00	10037559
237	.HERCULES TALLAHASSEE DE				.600				.600									10037557
237	.HERCULES INC TAMPA HAVEN FL				[illegible]													
	PARENT CUST. TOT-HERCULES WILMIN				5.20				1.20								4.00	10037557
237	.HUH ENERGY MALVERN PA	50.0	42.0	50.0	41.4	6.00	6.00		6.00		6.00	6.00	5.40	6.00				10037554
237	.HUNTSMAN CHEMICALS CHOCTAW		.550															10037554
237	.JESTER CORP OLEAN NY		.055															10031498
237	.JAMES CUSHMAN INC BARRINGTON VT	300	.206	300	332	48.0		48.0	48.0	43.8	48.0		48.0	48.0				00100330
237	.JOINT ELECTRIC BLUEFIELD W VA		3.60		14.4				3.60			3.60	3.60				3.60	00241717
237	.JOY MFG BLUEFIELD W VA		3.60															00246077
237	.JOY MFG FRANKLIN PA		36.0															10043170
	PARENT CUST. TOT-JOY MFG CO PITT		43.2		14.4				3.60			3.60	3.60				3.60	00045532
237	.P J SCHWEITZER LEE MASS		.660		.330	.165			.165									10071429

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0480453

TOWOLDMON0058347

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FOREIGN	LAST YEAR SALES	DOMESTIC FOREIGN SALES	SALES CUM YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MANUFACTURER
ARACLOR 1242															003496		1040-240-10
.ALLORY CAPACITOR MAYNESBOR TN		2206	1900	420		61.4	38.4	88.9		90.7	90.8						00215143
.ASTEK SANTETTA LOMBC CA		.112															00347974
.RANCELL LAB SAN DIEG CA				30.0		9.0		12.0		9.0							00126750
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.W E L TRANSFORMERS TRENTON NJ				12.0											12.0		00257721
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.ENERAL CAPACITORS CHICAGO ILL		.600															00126750
.AYBUCK MFG-COAT SPRINGAP IA				.110							.110						00236628
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PARENT CUST. TOT-RELIANCE ELEC C		19.8		13.2	.60		4.20	.60	1.80	2.40			1.80		1.80		10067251
.SANDRO ELEC PICKENS SC		1210	1730	655	89.9	94.8	95.6	80.2	95.6		95.8	95.3					10676783
.SPRAGUE ELEC N ADAMS MA		1033	2000	952	381	96	98	97	193	97	85	96					10974775
.ARBLE OIL REP DENICIA CA				.055		.055											03163377
.TEVENS PA RIELS TESTFIELD MA		2.46		1.20	.600					.600							15776137
.UNITED ELEC CONT WATERTOWN MA		1.20															10382305
.VX CAPACITOR COR SAN VALLEY CA				.600											.600		00219836
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.ESTINGHOUSE CLEVELAND OHIO		31.6															10004268
.ESTINGHOUSE PITTS EAST PIT PA		.600															03145245
.ESTINGHOUSE PITTSBURGH PA		.930															10004743
PARENT CUST. TOT-WESTINGHOUSE EL		2475	2700	649	177	304			68								00047745
.ESTVACO CORP COVINGTON VA				.600						.600							10360535
.EISSEISSEN FITCHBURG MASS		1.20															10352164
.OAK CAPACITOR CORP BKALYN NY	125	125	125	92.8		26.4						26.4					10572550
TOTAL PRODUCT • • • • • • • LB	1762	26236	23562	10305	1401	1811	1287	1159	1810	1304	891	942	158	3	21	14	1040-260-15
ARACLOR 1242HIGHLY REFINED															013396A		1040-242-10
.E I DU PONT DE NEW CLINTON IA		1.93						.600					.600				10323599
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PARENT CUST. TOT-E I DU PONT DE		3.02						.600					.600				13023564
.ERCULES WILMINGTON DE		1.24															10337557
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PARENT CUST. TOT-HERCULES WILMIN		5.63		1.22						1.22							00037557
.EXTER CORP CLEAN NY		.057															10330473

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0480454

TOWOLDMON0058348

IN THOUSANDS OF POUNDS AND DOLLARS

G/L	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR	PRIOR YEAR	CUM.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
	AMOCOLOR 1242HIGHLY REFINED															G13364		1040-242-11
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
	TOTAL PRODUCT * * * * * * * LB	300	90.3	300	1.22				.60		1.22			.60				1040-242-10
	AMOCOLOR 1284															0036LC		1040-284-10
237	AMOCO CORP NEW BEDFORD MA	25.0	36.2	25.0	90.6				10.8	3.6	7.2	18.0	7.0	7.2	10.8	18.0	7.2	10001013
237	AMERICAN CYANAMID BOUNDBRK NJ		.660	6														10003733
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
	PARENT CUST. TOT-AMOCO TEL AND TE		6.56		3.60	3.00												00045150
233	AVIATION FLUIDS OVERLAND MO		.100															10037631
237	ARVIL ELECTROLICS JAMAICA NY		20.4		7.00	1.20	1.20			1.80		1.20			2.40			10037739
233	AUDIONICS CORP LINCOLN NB				.060					.060								00252501
953	CAPACITRON SPECIST ESCONDIDO CA		.240															00161374
234	CAROLINA RUBBER HOSE GAINESVILLE SC		2.40															00220214
237	CENTRAL TRANSFORMER PINE BLU AR		.120															00113969
237	[illegible]DS UNION VACUUM GRAND I NY		2.40		.600					.600								00117412
237	ELECTRONIC COM BRIDGEPORT CT				26.4												26.4	10025796
350	FORTRELL DUB ELEC VENICE CA		6.00															10017036
237	FORNELL DUB ELEC N BEDFORD MAS	70.0	61.2	70.0														00096745
	PARENT CUST. TOT-FED PAC ELEC MS	70.0	67.2	79.0														10027527
237	GENERAL CO INC FLUSHING NY		54.0		46.8		4.8		6.0	6.0	12.0		12.0			6.0		10027561
233	GEN ELEC ADAIR OA		790		393	102	192		100									10031234
234	GEN ELEC PITTSFIELD MA				1.20												1.20	10031751
237	GET ELEC HUDSON FALLS NY		93.4		60.0						60.0							10031931
	PARENT CUST. TOT-GEN ELEC SCHENE		891		327	102	192		100		60						1	10031650
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
237	HARRIS ENGINEERING BELLEVEN NC		1.00		.600								.600					00214264
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
237	GENERAL ELECTRONICS ASHLAND MA		.060															00110431
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
237	HOOVER LL DOUGLAS ST L KO		4.80															10055571
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
237	HYTRONICS DARLINGTON SC		19.8		5.40		1.20	1.20			.60	.60		.60		.60	.60	00131962
234	PITTER CO NEWTON NS	1.20	1.00	1.20	1.00							1.00						10104297
237	JOHN HIGGINS BELLHAVEN NC				.600			.600										00253234
237	L F INTRONICS BAYSHORE NY		1.80															10065067

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0480455

TOWOLDMON0058349

-IN THOUSANDS OF POUNDS AND DOLLARS-

CODE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOSS FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER NUMBER
	ARCOLOR 1254															00361C		1040-280-16
1230	R F INTERONICS BAYSHORE LI NY				1.20											.600	.600	[illegible]
	PARENT CUST. TOT-R F INTERONICS		1.00		1.20											.600	.600	10065895
1932	.SANGAMO ELEC PICKENS SC	110	71.4	110	30.6				10.2		10.2			10.2				10070783
1974	.SPACE CORP OKLAHOMA CITY OK		.060															00225738
1236	.SPRAGUE ELEC N ADAMS MA	40.0	6.40	40.0	7.20				1.80		3.60	1.80						10074770
1959	.STATE CHEM CO LUBBOCK TX		.120															00139092
1237	.[illegible] DEUTSCHMANN CANTON MA		.600		3.00		.60			1.20	1.20							10021195
1237	.VACUUM EQUIP PHILADELPHIA PA		.360															00225754
[illegible]	[illegible]		.600															[illegible]
[illegible]	[illegible]	[illegible]		[illegible]														[illegible]
1932	WESTINGHOUSE HAMPTON S C		12.6															10069589
	PARENT CUST. TOT-WESTINGHOUSE SL	30.0	12.6	30.0														00047740
[illegible]	[illegible]		[illegible]															[illegible]
	TOTAL PRODUCT * * * * * * * LB	281	1272	281	537	85	202	2	129	13	32	23	20	18	13	25	37	1040-280-16
	PCS 962															21606A		6142-962-15
1968	.COLLINS RADIO RICHARDSON TX		.001															10077769
1060	.KARRELL LAB SAN DIEG CA		.300															00122740
	TOTAL PRODUCT * * * * * * * LB		.801															6142-962-16
	00 TOT CLASS CAPACITOR FLUIDS LB	2343	27608	26143	15493	1436	2010	1290	1329	1832	1274	874	963	1156	690	1200	1371	
	16 TOT PG DIELECTRICS DR.C.P LB	10444	43508	41444	31045	1865	2047	2465	2403	3431	2589	2352	2483	2707	2296	2892	2715	

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0480456

TOWOLDMON0058350

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMPARED FOR CURR. YEAR	SALES CURR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. / MAT. NO.
	SANTOSOL 200															01638A		6380-002-1
1278	.CHAMPION PAPERS HAMILTON OH				.880								.880					10015309
1278	.HEAD CORP CHILLICOTHE OH		3.15		13.2				2.64		1.76			1.76	2.64		4.40	10051250
1278	.NATL CASH REGIS DAYTON OH	2850	44.5	2850	1431	25	7	80	255		349	214	207	85	210			10056349
1278	NATL CASH REGIS APPLETON WI				83.9				83.9									00253055
1278	NATL CASH REG CO PORTAGE WI		43.7		3208	25	21	294	85	128	460	210	378	254	380	507	466	00034145
	PARENT CUST. TOT-NATL CASH REGIS	2850	80.2	2850	4723	50	28	374	424	128	808	424	585	339	590	507	466	10056349
	TOTAL PRODUCT * * * * * * * LB	2850	91.3	2850	4737	50	28	374	426	128	810	424	586	340	593	507	471	6380-002-1
	55 TOT CLASS MONO ISOPROPYL B LB	2050	102	2850	4767	76	28	374	426	128	810	424	586	340	595	509	471	
	AINCLOR 1221															00343A		1040-225-1
5054	.ACME CHEM INSUL NEW HAVEN CT				.050			.050										10000521
5012	.AIRCO SPEER ELECT BRADFORD PA		.520		1.04	1.04												00086592
1230	.AMERICAN CYANAMID BOUNDBRK NJ		.050															10003733
5724	.WESTERN ELEC KECO NB		1.04		1.04						1.04							10088828
5115	.AMES RUBBER CO HARBURG NJ				3.64	.52					.52		1.04	1.56				10005116
5722	.ARKANSAS TECH IND BATESVILL AR				12.5								.5	12.0				00253056
5331	.ATLANTIC VARNISH RICHMOND VA				.050								.050					00187925
5012	.ALBAY CHEMICAL NATRION NY	1.50	1.56	1.50	2.08				.520	.520		.520		.520				10053692
5720	.ADHESIVE ENG SAN CARLOS CA		.050															10000759
5016	.BIRMA PRODUCTS SAYREVILLE NJ				7.80								7.80					10040604
5331	.E BOND EPOXIE FT LAUDERDALE FL		.520															00236275
5114	.BORDEN BROOKLYN NY				1.04		.520							.520				10016343
5171	.BRIDGEPORT CHEM FARMINGDALE NY	1.00		1.00														10011418
5003	.BROOKS GLUE CORP CANTON MA				.520			.520										00233935
5004	.BURROUGHS CORP ROCHESTER NY		.100															10012619
5609	.CELANESE CTGS LOUISVILLE KY				1.56										.52	1.04		10014700
5171	CELANESE COATINGS NEWARK NJ				2.60								2.60					10014697
	PARENT CUST. TOT-CELANESE CORP N				4.16								2.60		.52	1.04		00045926
5012	.ALLEG SOLV CARNEGIE CORAOP PA				6.24	3.64	2.08						.52					10002095
	TOT P-T ALLEG SOLV CARN * POUNDS				6.24	3.64	2.08						.52					00107700
5609	ANSCO SOLVENTS CINCINNATI OH		6.24		7.80		5.20									2.60		10005361
	TOT P-T ANSCO SOLVENTS * POUNDS		6.24		7.80		5.20									2.60		10005361

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0480457

TOWOLDMON0058351

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	ANGLOR 1221															00343A		1040-225-1
[illegible]	BUFFALO SOLVENTS TONAWANDA NY				2.08										2.08			10012384
	TOT P-T BUFFALO SOLV BU * POUNDS				2.08										2.08			10012363
5700	CENTRAL SOL CHICAGO-CHICAGOIL	10.0	4.68	10.0	21.0							5.2	15.8					10015138
	TOT P-T CENTRAL SOLVENT * POUNDS	10.0	4.68	10.0	21.0							5.2	15.8					10015138
[illegible]	CENTRAL SOL PALATINE IL		2.08															00235129
[illegible]	CENT SOL SANTA FE SPR-CA	3.00	11.4	3.00	24.4		2.00	2.60	4.16		7.80	2.60		5.20				10015111
	TOT P-T CENTRAL SOLV SA * POUNDS	3.00	11.4	3.00	24.4		2.08	2.60	4.16		7.80	2.60		5.20				10015111
5600	DIXIE SOL LOUISVILLE-LOUSVLE K				4.73	.05				.52		2.08	2.08					10022576
	TOT P-T DIXIE SOLVENTS * POUNDS				4.73	.05				.52		2.08	2.00					10022576
5609	HOOSIER SOL INDNAPLS-INDNAPLSIN				2.60			2.60										10038765
	TOT P-T HOOSIER SOL IND * POUNDS				2.60			2.60										10038765
5722	OHIO SOLV KANSAS CTY-KNS CTYMO				12.5		1.56	4.16			6.76							10053444
5812	OHIO SOLV CLEVELAND-CLEVECH		.200		2.08		1.04					1.04						10058953
	TOT P-T OHIO SOLVENTS - * POUNDS		.200		2.08		1.04					1.04						10058953
5725	TEXAS SOL HOUSTON-HOUSTONTX				8.32	3.12								5.20				10079373
	TOT P-T TEXAS SOLVENTS * POUNDS				8.32	3.12								5.20				10079373
5725	TEXAS SOLV DALLAS-DALLASTX	2.50	1.56	2.50	7.20				5.20		2.08							10079411
	TOT P-T TEXAS SOLVENTS * POUNDS	2.50	1.56	2.50	7.20				5.20		2.08							10079411
5729	TEXAS SOLV GARLAND TX				.050	.050												00246037
5609	W EATON SOL ROMULUS-ROMULUSMI		10.4															00164079
	TOT P-T WESTERN EATON S * POUNDS		10.4															10038925
5729	WISC SOLV MILWAUKEE-MILWAKE WI		2.60															10091012
	TOT P-T WIS SOLVENTS - * POUNDS		2.60															10091012
5609	HOLV SOLV GRND RAPIDS-GR RPMI				1.56				1.56									10091268
	TOT P-T WOLVERINE SOLV POUNDS				1.56				1.56									10091268

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0480458

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	PERCENT OF QUOTA	SALES CUM TO D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
ARQCLOR 1221															00343A		1640-225-1
PARENT CUST. TOT-CENTRAL SOL CHI	15.5	39.2	15.5	101	6.9	12.0	9.4	10.9	.5	16.6	10.9	18.4	10.4	2.1	2.6		10015138
.CHEM PROCESS DALTON GA		1.04		2.60					2.60								10015577
.CHEMICAL PRODUCT C PATERSON NJ		.050		23.4		.52		2.60	7.28			4.68	8.32				00217501
.DAVID CLARK CO DOUGLAS MASS		.400															00186473
.CLIFF CO CICERO IL				.100	.100												00216625
.DOYLEY CORPORATION TULSA OK				.520						.520							10013390
.CONSTRUCTION ACHES PATERSON NJ				2.08								2.08					00113910
.CURTIS-YOUNG CORP PENNSAUKEN NJ		1.04	A	1.04				1.04									10025539
.E I DUPONT DE NEMOURS WILMINGTON DE				.050	.050												10025954
.DURKEE ATMOS KALS OH		4.16		2.08										2.08			10024315
.EATON ALLEN CORP BRLYN NY	3.00	1.04	3.00	3.64	.520	.520	.520		.520			.520	.520	.520			10025145
.ENKA CORP HICKORY NC				.520										.520			00254959
.ESSEX CHEM SAYREVILLE NJ				.520				.520									10026067
.FORD MOTOR CO LINCOLN PARK MI				.050					.050								00255750
.FULLER PAINT AND VAR CHEMC RA MI		.050		1.04						1.04							00119034
.GAMS-EXE SYSTEMS ALBUQUERQUE NM				3.64		1.04			2.00	.52							00256835
.HB FULLER CO PALATINE IL		.100															10030153
.CIBA & GEIGY CORP GRANSTON RI		886		665	42	84	215	179		45	127	86				112	10030433
.CIBA & GEIGY CORP PROVIDENC RI		30.2															10030576
.GEIGY CHEM ARDSLEY NY		.050															10030633
PARENT CUST. TOT-GEIGY CHEM ARDS		916		665	42	84	215	179		45	127	86				112	10030433
.H P PACKARD ELECTRIC HARDEN OH		.050															10032981
.GEN ELEC PITTSFIELD MA		.520															10031761
.GEN ELEC FORT EDWARDS NY				8.32						8.32							00241667
.GEN ELEC CONSTRUCTION OH	15.0	22.6	15.0	123	5.2	24.4			31.2	12.0	32.2		20.3				10031923
PARENT CUST. TOT-GEN ELEC SCHENE	15.0	23.1	15.0	134	5.2	24.4			31.2	20.3	32.2		20.3				10031950
.P D GEORGE COMPANY ST LOUIS MO		.620															10033276
.GEORGIA INST TECH ATLANTA GA				.520	.520												00241452
.GILLAN CONSTRUCT PEEKSKILL NY		.520															00225515
.GITTERLE INC INDEPENDENCE OH		.520															00183762
.GREAT WESTERN CHEM OAKLAND CA				1.56									1.56				10033455
.GREAT WESTERN CHE RICHMOND CA				2.08			1.04		1.04								10035473
.GREAT WESTERN CHEM TIGARD OR		.520															10033511
PARENT CUST. TOT-GREAT WESTERN C		.520		3.64			1.04		1.04				1.56				10035473
.GREATECH SYSTEMS CLIFTON VA				.050	.050												00226693
.J D CHEMICALS MURRAY KY				.520								.520					00262935
.KRISTAL KRAFT INC PALMETTO FL		.050		4.16						2.08	2.08						0023790a1

0480459

TOWOLDMON0058353

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORMAN	DOMESTIC YEAR TO DATE	FOREIGN YEAR TO DATE	CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. MAT'L NO.
ARCLOR 1221															00343A		1049-225-13
.HAAS G HALOSTEIN NEWARK NJ				2.00							.52	1.56					00128253
.*LITE* MAGUIRE PEERSKILL NY				.520							.520						00261423
.MEMPTION JOHES BROOKLYN NY	5.00	5.72	5.00	4.16		1.04	1.04			1.04		1.04					10044017
.NU-T CORP CHILLICOTHE OH		.570															10051259
.MONSCO PRODUCTS CHARLESTON S C				.050					.050								00211413
.SAPARO PROD DV KINGHURST NJ				.520			.520										10060731
.HINK MIN CHEMOLITE SEGUIN XN				.520									.520				10058781
.HINK MIN - MFG ST PAUL MN		.100															10053013
PARENT CUST. TOT-HINK MIN - MFG		.100		.520									.520				10053013
.HOOKE OIL CHEMICALS NJ				.050										.050			10036370
.HUNTSMAN-DUTCH BOARD CHICAGO IL	25.0	.570	25.0	5.23				1.56	3.04								00112000
.HUNTSMAN WENT PAINT HAMMASSA NJ				.520								.520					00242276
.URE-LUBE CORP COLLEGE PT NY		1.96		0.04	1.56		2.08			5.20							10059496
.DWIGHT-STEIC ING MARYLAND PA		.050															10042432
.PHILANDLO CHAP CAROLINUS NA		.520															00155130
.POLYVICH SC E ERONG AIRPORT NY		.010															00240013
.POLYTECH CO ROCKAWAY NJ				1.56			.520	.520	.520								00255754
.SHERK A HAAS SPRINGHOUSE PA		.050															10053094
.SANDOW BLUE PICKENS SC				.520										1.04	.52		10076763
.SCHWEITZ CH LONG ISLD CTY NY				.520					.520								00137375
.SPEWART WILLIAMS LOS ANGE CA				.520					.520								00137657
.SHERWIN WILLIAMS CLEVELAND OH				20.8			10.4		10.4								10072794
PARENT CUST. TOT-SHERWIN WILLIAM				21.3			10.4		10.9								10072794
.SHOLEX DIVE CARL N BOSWICK WE				.050									.052				00274310
.SOU CHEM CARLSTADT N J		.050															10076629
.SWIFT CHEMICAL HAYWARD CA				.520				.520									00227193
.SWIFT CHEMICAL ATLANTA GEORGIA				1.04									.520		.520		00219215
.SWIFT - CO PORTLAND OREGON		.520															10077643
PARENT CUST. TOT-SWIFT - CO CHIC		.520		.520				.520					.520		.520		10077346
.TELEDYNE COAST PROSEAL CORP CA				.520								.520					00253141
.UNION CARBIDE TAFT LOUISIANA				3.12						3.12							00306065
.UNION ANSCO MIAMI FL				1.56								1.56					10064160
.UNION ANSCO TAMPA FL				1.04						.520				.520			10064136
.UNION ANSCO DALTON GA				.520						.520							00252170
.UNION ANSCO TUCKER GA		2.08		1.04			1.56				2.60						10064331
.UNION ANSCO PEKTTYNE IL		.520															10064223
.UNION ANSCO CARTERET NJ	50.0	13.3	50.0	26.4	5.4			5.5			13.0	2.6					10064179
.UNION ANSCO CONSHOHOC PA		7.28		10.1		5.93					4.16						10064241

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0480460

TOWOLDMON0058354

-IN THOUSANDS OF POUNDS AND DOLLARS-

S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED NEXT YEAR	CURR. EST.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO.
	ARMCLOR 1221															603.3A		1040-225-1
	UNION ARSCO PROVIDENCE RI		4.16		3.64					2.08				1.56				1200645-1
	UNION ARSCO NASHVILLE TN		6.24															1200645-2
	TARGET CUST. TOT-UNION OIL CO LO	36.9	33.9	30.0	42.2	5.4	5.9	1.6	5.5	2.1	1.0	14.6	4.2	1.6	.5			00047155
	UNITED LACQUER MFG LINDEN NJ		1.04		1.04					.520	.520							10035926
	UNITED STATES GOVT EDGEWOOD MD		.520															C0042472
	VALSPAR CORP HUTLEY NJ	5.00	4.16	5.00	7.80	1.04	1.04	.52	1.04		3.12			1.04				00135943
	VANCE WILLIAMS LAB JOPLIN MO		.100		.050		.050											0024-3332
	TOTAL PRODUCT * * * * * * * LO	121	1044	121	1084	65	131	243	204	64	102	186	152	56	7	3	112	1040-225-1
	ARMCLOR 1221D															603.3A		1040-226-1
	VANE CHEM TOSOL NEW HAVEN CT				.050											.050		10002276
	VANES FURNER CO HANSONG NJ				1.04											1.04		1200-5215
	VARSITY CHEM INC BATESVILL AR				20.8										10.4		10.4	0223-5056
	VELSICAT CHEMICAL KNOXVILLE TN				.520											.520		10055522
	VERSATILE COATINGS RIVERSIDE CA				.050										.050			10014069
	VERSATILE CTGS LOUISVILLE KY				5.20												5.20	10014703
	VERSATILE COATINGS NEWARK NJ				.520										.520			10014597
	TARGET CUST. TOT-VERSATILE CORP N				5.77										.57		5.20	00045025
	VENTRAL SOL CHICAGO-CHICAGOIL				4.70										1.04	3.74		10015138
	TOT P-T CENTRAL SOLVENT * POUNDS				4.78										1.04	3.74		10015138
	VENT SOL SANTA FE SPR-CA				5.25												5.25	10015111
	TOT P-T CENTRAL SOLV SA * POUNDS				5.25												5.25	10015111
	VEXAS SOLV DALLAS-DALLASTX				4.16										2.08		2.08	10079411
	TOT P-T TEXAS SOLVENTS * POUNDS				4.16										2.08		2.08	10079411
	VEATON SOL ROMULUS-ROMULUSMI				5.20											5.20		00164979
	TOT P-T WESTERN EATON S * POUNDS				5.20											5.20		10089925
	TARGET CUST. TOT-CENTRAL SOL CHI				19.4										3.12	8.94	7.33	10015138
	VEMICAL PRODUCT E PATERSON NJ				10.4											10.4		00217581

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0480461

TOWOLDMON0058355

#1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

S		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	AVERAGE/MO FOR CURR YR'S	SALES CURR YTD	JAN.	FEB.	MAR.	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER/MFG LOCAT
		AAUCLOR 12210															010	4A	1040-226-
5116		.CONSTRUCTION ADHES PATERSON NJ				3.66										1.56	2.08		00115310
5245		.CURTIS-YOUNG CORP JOHNSTOWN NJ				.92											.520		10026530
4178		.EATON ALLEN CORP BKLYN NY				1.04											.520	.520	10025141
1237		.CIBA & GEIGY CORP CRANSTON RI				20.0						20.0							10033663
4116		GEIGY CHEM CORP BAYONNE NJ				.50	.500												00213720
		PARENT CUST. TOT-GEIGY CHEM ARDS				20.5	.5					20.0							10033633
5612		.GEN ELEC CUSHION GU				30.2												30.2	10031923
5701		.GULF & STERL CHE RICHMOND CA				5.20										5.20			10034473
5814		.HANOVIA INC BELLEVILLE NJ				.52												.520	10030077
5772		.J G CHEMICS MURRAY KY				.52												.520	00262935
5779		.MANHATTAN ADHES BROOKLYN NY				1.04											1.04		10034419
5720		.PELOYNE COAST PROSEAL CORP CA				.52											.520		00263141
5577		.UNION ARSCO TAMPA FL				.52										.520			10026135
5817		.UNION ARSCO TUCKER GA				10.9											10.9		10026591
5814		.UNION ARSCO CANTERET NJ				7.48										2.60		5.20	10026179
5003		.UNION ARSCO CRANSHOVIC PA				1.56											1.56		10026741
5003		.UNION ARSCO PROVIDENCE RI				2.08											2.08		10026535
		PARENT CUST. TOT-UNION OIL CO LO				27.9										3.1	14.6	5.2	03047155
7224		.VALSPAR CORP NUTLEY NJ				2.60										2.60			00151548
		TOTAL PRODUCT * * * * * * * LO				147	5					20.0				26.6	40.2	59.7	1040-226-
		AROCLOR 1242															003	9A	1040-240-
5912		.AAA CAPACITORS CHERRY TREE PA		.110															00197657
5728		.ACME PAINTING INK KANSAS CT KS		1.20															00195031
5718		.ALLIED MATERIAL STROUD OK		19.9															10002957
1233		.AMERICAN CYANAMID AGUADOR NJ		1.20															10003733
5578		.AMERICAN LACQUER TAMPA FL		.260															10004039
5719		.ARCHITAV METAL SEAL CARLSTD NJ		3.60		2.40	2.40												10004171
5710		.AXES RUBBER CO HANSURG NJ		34.2															10005176
5812		.BASILARD CHEM CO BETHEL CT		1.80															10006771
5612		.BAUSCH LAMB OP ROCHESTER NY		.355															10006514
5720		.BONDSTYE END SMF CARLOS CA		1.20															10006736
5723		.BRAX CORP DES PLAINES ILL		.600															00197065
5724		.BRADEN CANSON CALIF		.600															10012403
5004		BRADEN LEONINSTER MA		1.80															10010632
		PARENT CUST. TOT-BORDEN COLUMBUS		1.20															10010566
5022		.CHEMICS GLUE CORP CANTON MA		9.60															00233935

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0480462

TOWOLDMON0058356

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FOR CURR. YEAR	PRESENT CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MATERIAL
	ARCOLOR 1242															00349A		1040-240-1
5607	ANSCO SOLVENTS CINCINNATI OH		4.20															10005361
	TOT P-T ANSCO SOLVENTS * POUNDS		4.20															10005361
5054	BUFFALO SOLVENTS BUFFALO NY	20.0		20.0														10012368
5059	BUFFALO SOLVENTS TONAWANDA NY		19.2															10012364
	TOT P-T BUFFALO SOLV BU * POUNDS	20.0	19.2	20.0														10012368
5726	CENTRAL SOLV HAYWARD-HAYWARD		3.71															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		3.71															10015049
5730	CENTRAL SOL CHICAGO-CHICAGOIL		21.6															10015139
	TOT P-T CENTRAL SOLVENT * POUNDS		21.6															10015138
5736	CENT SOL SANTA FE SPR-CA		39.0															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		39.0															10015111
5609	DIXIE SOL LOUISVILLE-LOUSVLE K		10.0															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		10.0															10022576
5722	NO SOLV ST LOUIS-ST LOUIS MO *		48.6															10053552
	TOT P-T NO SOLV ST LOUI * POUNDS		48.6															10053552
5612	OHIO SOLV CLEVELAND-CLEVECH																	10058953
	TOT P-T OHIO SOLVENTS - * POUNDS																	10058953
5725	SOUTHERN NEW ORLEANS-N ORLELA		32.4															10074150
	TOT P-T SOUTHERN SOLV C * POUNDS		32.4															10074150
5729	TEXAS SOL HOUSTON-HOUSTONTX		4.20															10079373
	TOT P-T TEXAS SOLVENTS * POUNDS		4.20															10079373
5725	TEXAS SOLV DALLAS-DALLASTX		2.40															10079411
	TOT P-T TEXAS SOLVENTS * POUNDS		2.40															10079411

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0480463

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	YEAR	FOR CURR YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	ARDCLOR 1242															00349A		1040-240-1
5635	W EATON SOL RUMULUS-DETROITKI		38.8															10060925
	TOT P-T WESTERN EATON S * POUNDS		38.8															10068725
5720	WISC SOLV MILWAUKEE-W ALLIS WI		45.0															10091039
	TOT P-T WISC SOLV MILWA * POUNDS		45.0															10091012
	PARENT CUST. TOT-CENTRAL SOL CHI	20.0	269	20.0														10015138
5[illegible]	.COMBUSTION ENGINE IN WINDSOR CT		1.20															00224170
5[illegible]7	.COMMERCIAL STEEL FOREST H PD		2.40															00114[illegible]
5[illegible]45	.CURTIS-YOUNG CORP PENSAUKEN NJ		2.40															10025530
5[illegible]45	.E I DU PONT DE NEMO PARLIN NJ		.055															10023[illegible]
5[illegible]45	E I DU PONT DE NE RICHMOND VA		.132															10023947
5[illegible]45	E I DU PONT DE NE RICHMOND VA		6.60															10024[illegible]
	PARENT CUST. TOT-E I DU PONT DE		6.79															10023554
5[illegible]71	.EATON ALLEN CORP OXLYN NY		2.40		1.80	1.80												10025141
5[illegible]15	.ENVEX CHEM SAYREVILLE NJ		6.00															10026667
5[illegible]5	.FIDEX RESIN CORP MUSEVILLE MI		.220															10027772
5[illegible]25	.HICKESSON CHEM CO NEW ORLEAN LA		12.0															10049[illegible]
5[illegible]54	.GEN ELEC PITTSFIELD PA		10.9															10031[illegible]
5[illegible]37	GEN ELEC HUDSON FALLS NY																	10031931
	PARENT CUST. TOT-GEN ELEC SCHENE		10.9															10031855
5[illegible]54	.GERMAIN GROSSMEN PITTSFOR NY		.330															00115452
5[illegible]2	.AMERIPOL INC INDEPENDENCE OH		.600															00183792
5[illegible]2	B F GOODRICH AVON LAKE OH		.055															10034132
	PARENT CUST. TOT-B F GOODRICH AK		.655															10034191
5[illegible]28	.GREAT WESTERN CHEM SEATTLE WA		.600															10035545
5[illegible]39	.PROTECTIVE TREATMENT DAYTON OH		.035															10064[illegible]
5[illegible]24	.HIGH STRENGTH PLAST CHGO ILL		1.20															10037900
5[illegible]7	.INTERTECH SYSTEMS CLIFTON VA		.055															00225890
5[illegible]1	.INMONT CORP LODI NJ		.110															10040817
5[illegible]4	.JAND COMPANY INC ELMINGTON VT		40.0															00[illegible]
5[illegible]2	.JOSLYN MFG CO CHICAGO IL		6.00															10040155
5[illegible]12	.KOPPERS COMPANY NEWARK NJ		92.4															10044770
5[illegible]49	.L N P POLYMERS THORNDALE PA		1.00															00253981
5[illegible]1	.MAGID CORPORATION LINDEN NJ		.600															10046029

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0480464

-IN THOUSANDS OF POUNDS AND DOLLARS-

LIST	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR FOR CUST YEAR	SALES CURR YTD	JAN	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER NUMBER
	ARBOLOR 1242															00349A		1040-240-17
32	.MALLORY CAPACITOR WAYNESBOR TN				44.7	44.7												[illegible]
28	.MATTEL INC LONG BEACH CA		6.00															[illegible]
10	.MERCO CORP CHILLICOTHE OH		4.26															10051253
35	.MERIL CHEMICAL CO LOISON NJ		22.0-			22.0				22.0-								10053576
33	.NASHUA CORP MERRIMAC NH				175	75		100										00045240
33	.NASHUA CORPORATION NASHUA NH	150	124	150														10056055
	PARENT CUST. TOT-NASHUA CORPORAT	150	124	150	175	75		100										10056055
39	.APPLETON PAPER APPLETON MISC		.055															10005941
78	NATL CASH REGIS DAYTON OH		2675		347	175	86	45	22	46		25-						10055347
78	NATL CASH REG CO PORTAGE MI		4024		506	308	133	90					25-					00094145
	PARENT CUST. TOT-NATL CASH REGIS		6699		853	483	218	134	22	46		25-	25-					10056349
71	.PARRY BROTHERS LOUDSIDE NY		.090															10062732
64	.PRECISION TECH PROD WOBURN MA		.035															00185736
25	.PRODS RESEARCH GLENDALE CA		43.8															10064356
25	PRODS RESEARCH GLOUCESTER NJ		12.6															10064364
	PARENT CUST. TOT-PRODUCTS RESEAR		56.4															00045756
04	.ELI SANDMAN CO WORCESTER MA		.055															00228521
16	.GUNNEBOHM BUILD BELLEVILLE NJ		15.6															10073304
29	.ESSO RESEARCH - EN DAYTOWN TX		.110															10028405
27	.PAISLEY PROD FOREST PARK GA		1.30															00234869
19	PAISLEY PRO-DIV CLIFTN NJ		18.0															10060354
	PARENT CUST. TOT-STANLEY WARNER		19.8															00044733
10	.STAUFFER CHEM DOBBS FERRY NY		.600															10073692
10	.STEELCOTE MFG ST LOUIS MO		1.80															10075742
29	.H B STOCK ADMES FORT WORTH TX		.600-															00230032
18	.SUN CHEM COMP E RUTHERFORD NJ		.110															10076552
30	.TAB CHEMICALS INC CHICAGO ILL		6.00															10077342
22	.UNION AMSCO DENVER CO		.055															00222224
07	UNION AMSCO TUCKER GA		12.0		3.60-							3.60-						10064551
03	UNION AMSCO PALATINE IL				4.20	4.20-												10064233
07	UNION AMSCO BALTIMORE MD		18.0															10064234
14	UNION AMSCO CARTERET NJ		5.33															10064179
07	UNION AMSCO CONSHOHOC PA		118															10064241
03	UNION AMSCO PROVIDENCE RI	10.0	18.6	10.0														10004535
	PARENT CUST. TOT-UNION OIL CO LO	10.0	172	10.0	7.80	4.20-						3.60-						00047155
22	.URETHANE ROLLER GLENCOE MO		.275															00224146

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0480465

TOWOLDMON0058359

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES AGAINST FORECAST YEAR	SALES CURR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER MAILING CODE
	ARCOLOR 1242															00349A		1040-240-17
5720	.WISC RUR PROD UNION GROVE WI		1.80-															10050970
	TOTAL PRODUCT * * * * * * * LB	180	7603	180	1069	626	218	234	22	23		29-	25-					1040-240-17
	MCS 1131															02203A		1040-220-17
349	.E I DUPONT WILMINGTON DE				1.50						.50	1.00						10023554
	TOTAL PRODUCT * * * * * * * LB				1.50						.50	1.00						1040-220-17
	MCS 1135															02211A		1040-135-17
029	.PHILLIPS PET BARTLESVILLE OK				.040							.040						10062657
	TOTAL PRODUCT * * * * * * * LB				.040							.040						1040-135-17
	05 TOT CLASS BIPHENYL ARCOLOR LB	301	8651	301	2302	691	349	477	226	87	122	161	106	58	33	43	52-	
	ARCOLOR 1232															00345A		1040-230-17
116	.AIKCO CHEM PLAS ELKTON MD		14.9															10031323
729	.WESTERN ELEC NECO RD		1.10															10035825
612	.BIGBAY CHEMICAL NATRION NV		1.10															10053692
728	.JOHNSON CHEMICAL SEATTLE WA		22.0															10007349
614	.JORDEN BROOKLYN NY		1.65															10010543
614	.ALLEG SOLV CARNEGIE CORAOP PA		2.20															10002075
	TOT P-T ALLEG SOLV CARN * POUNDS		2.20															00107700
5[illegible]	AMSCO SOLVENTS CINCINNATI OH		.100															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		.100															[illegible]
[illegible]	[illegible] SOLVENTS [illegible] NY		2.30															10012304
	TOT P-T BUFFALO SOLV BU * POUNDS		2.30															10012368
50	CENTRAL SOL CHICAGO-CHICAGOIL		22.0															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		22.0															10015135
26	CENT SOL SANTA FE SPR-CA		.1.0-															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		11.0-															10015111
																		331

0480466

TOWOLDMON0058360

31131-A DIRECT #2 ORGANIC DIVISION SPECIALTY PRODUCTS FOR DEC 1971 PAGE
01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	[illegible]
	AROCLOR 1232															00345A		1040-2[illegible]
5609	DIXIE SOL LOUISVILLE-LOUSVLE K		6.60															1002257[illegible]
	TOT P-T DIXIE SOLVENTS * POUNDS		6.60															10022576
5609	HOOSR SOL INDNAPLS-INDNAPLSIN		3.85															10038767
	TOT P-T HOOSIER SOL IND * POUNDS		3.85															10033766
5722	MO SOLV ST LOUIS-ST LOUIS MO *		1.95															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		1.95															10053552
5605	W EATON SOL ROMULUS-DETROITMI		14.5		6.60							6.60						10086925
	TOT P-T WESTERN EATON S * POUNDS		14.5		6.60							6.60						10088925
5720	MISC SOLV MILWAUKEE-W ALLIS WI		20.9															10091[illegible]
	TOT P-T MISC SOLV MILWA * POUNDS		20.9															10091312
	PARENT CUST. TOT-CENTRAL SOL CHI		63.4		6.60							6.60						10015138
5545	.R M HOLLINGSHEAD CAMDEN NJ		.550															10038371
5722	.INNENT CORP ST LOUIS MO		.550															10040539
5602	.MIDWEST RUBBER BARBERTON OHIO		.550															10052[illegible]
5724	.MINN MIN-MFG CORDOVA IL		5.50															00229733
5724	MINN MIN CHEMOLITE SIDING MN		11.0															10052971
	PARENT CUST. TOT-MINN MIN - MFG		16.5															10052013
5110	.MOBIL CHEMICAL CO EDISON NJ		2.20															10053[illegible]
5724	.NASHUA-DUTCH BRAND CHICAGO IL		20.4															00192[illegible]
5729	.PHILLIPS PET BARTLESVILLE OK																	10062[illegible]
5725	PHILLIPS PET BARGER TX		.050															10062675
	PARENT CUST. TOT-PHILLIPS PET BA		.050															10062659
5538	.SANGAMO ELEC PICKENS SC				.550										.550			10070733
5547	.PAISLEY PROD FOREST PARK GA		.550															00234369
5054	.SPENCER KELLOGG BUFFALO NY		.100															10[illegible]
5725	.UNION CARBIDE TAFT LOUISIANA		1.10															00065555
5116	UNION CARBIDE SISTERSV NV		5.50															00141852
	PARENT CUST. TOT-UNION CARBIDE C		6.60															00045705
5114	.UNION AMSCO CARTERET NJ		23.1															10064179

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0480467

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FAILURE FOR CURR YEAR	SALES COST YTD	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	ARCOLOR 1232															00355A		1040-232-
5507	UNION AMSCO CONSHOHOC PA		1.10															[illegible]
5003	UNION AMSCO PROVIDENCE RI		1.65															[illegible]
	PARENT CNST. TOT-UNION OIL CO LD		29.8															00047133
5720	UNIV OF WISC MADISON WISC		.050															00154711
	TOTAL PRODUCT * * * * * * * LB		178		6.05							6.60			.55			1040-232-
	ARCOLOR 1248															00356A		1040-263-
5554	.ACME CHER INSUL NEW HAVEN CT		.110															10000521
5507	.ACME VISIBLE RECOR CROZET VA		2.40															00106452
5171	.ALL TRONICS WESTBURY LI NY		1.20															00107670
5012	.AMAX SPECLTY NTL WASHINGTON NV		2.40															00207594
5001	.ARCHER PROD WINSTON SAL NC				1.80				1.80									[illegible]
5012	.BIBAY CHEMICAL PATRIOT NV		1.20															[illegible]
5112	.BELRAY CO INC FARMINGDALE NJ		19.0															[illegible]
5012	.BLAIR PROCESS TALLMADGE OHIO		.600															00216577
5814	.BONINO GALLERIES NEW YORK NY		.035															00234125
5724	.BRIV OF CALIF LOS ALAMOS NM		.060															10093155
5171	.CELANESE COATINGS NEWARK NJ		42.0															[illegible]
5012	.ALLEG SOLV CARNEGIE CORAOP PA		5.40															10002095
	TOT P-T ALLEG SOLV CARN * POUNDS		5.40															00107700
5055	AMSCO SOLVENTS CINCINNATI OH		6.60															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		6.60															10005361
5054	BUFFALO SOLVENTS TONAWANDA NY		51.0															10012364
	TOT P-T BUFFALO SOLV BU * POUNDS		51.0															10012369
5726	CENTRAL SOLV HAYWARD-HAYWARD				.600						.600							10015049
	TOT P-T CENTRAL SOLV HA * POUNDS				.600						.600							10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL		21.0															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		21.0															10015138
5726	CENT SOL SANTA FE SPR-CA		9.60															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		9.60															10015111

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0480468

-IN THOUSANDS OF POUNDS AND DOLLARS-

S.I.C.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	SALES CURR. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	AROCLOR 1248															00355A		1040-263-1
5607	DIXIE SOL LOUISVILLE-LOUSVLE K		33.0															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		33.0															10022576
5722	MO SOLV ST LOUIS-ST LOUIS MO *		4.80															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		4.80															10053552
5612	OHIO SOLV CLEVELAND-CLEVECH		8.40															10038953
	TOT P-T OHIO SOLVENTS - * POUNDS		8.40															10038953
5725	TEXAS SOLV DALLAS-DALLASTX		9.00															10079411
	TOT P-T TEXAS SOLVENTS * POUNDS		9.00															10079411
5609	R EATON SOL ROMULUS-DETROITMI		114															10085925
	TOT P-T WESTERN EATON S * POUNDS		114															10085925
5609	WOLV SOLV GRND RAPIDS-GR RPMI		42.6															10071268
	TOT P-T WOLVERINE SOLV * POUNDS		42.6															10071263
	PARENT CUST. TOT-CENTRAL SOL CHI		306		.600-						.600-							10015138
1170	CHAMPION PAPERS HAMILTON OH		56.3															10015398
5726	CONTINENTAL ASSOC IN OREM UTAH		1.20															00132377
5033	DECOR LAMINATES NEW BEDFORD MA		1.20															00193401
5612	DIAMOND SHAMROCK C PAINESVI OH		.060															00116289
5345	E I DUPONT WILMINGTON DE		46.7		4.80-								4.80-					10023564
5345	E I DU PONT DE DEEP WATER NJ		3.60															10023323
5345	E I DU PONT DE NEMO PARLIN NJ		231															10023366
	PARENT CUST. TOT-E I DU PONT DE		281		4.80-								4.80-					10023564
5171	DUAL INTERNALT DEER PARK NY		6.00															00232507
5216	ELAN CHEMICAL NEWARK NJ		.600															00152492
5726	GENL PAINT & CHEM CHICAGO IL		.600															00232513
5600	GOODYEAR TIRE ST MARYS OH		.035															10034723
5606	W R GRACE CO CHICAGO IL		12.0															10035007
5114	GIGNARD CHEM ELIZABETH NJ		1.30															00176559
5609	PROTECTIVE TREATMENT DAYTON OH		.600															10064937
5722	INTERCOASTAL CORP E ST LOUIS I		.600															00048143

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0480469

TOWOLDMON0058363

-IN THOUSANDS OF POUNDS AND DOLLARS-

S/M	NAME OF PRODUCT/CUSTOMER	FORMAL	LAST YEAR STATS	SALES LOCAL FOREIGN STAT	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	
	ANDELOR 1245															003564		1040-260-1
5214	.BASIC CORPORATION LEADEN NJ		1.90															10079355
5215	.CLARK REX = PEG JNLSTOL PA		1.60															10093372
5216	.MERMENS INC NEW YORK NY		.060															00249918
5217	.REYNOLDS-PATCH CHICAGO IL		11.4															00419772
5469	.R L INDUSTRIES PORTH AMBOY NJ		.600															10.56896
5470	.SOUTHEAST MOB ALABAMA LCA MA		.059															10.56961
5471	.STE-LUBE CORP COLLEGE PT NY		3.60															10159499
5216	.SUN CHEMICAL CORP CARLSTADT NJ		7.20															00163865
5470	.POLAROID CORP CAMBRIDGE MA		.035															00159835
5469	.A.Y.MAGEL CORP READING PA		.110															10093549
5212	.PPG SPRINGDALE PA		1.20															10093223
5213	.CHEMICAL DEPT PTS SHERMAN TX		1.20															00135125
5478	.SCHMIDT CH LONG ISLD CITY NY		.630															00137875
5479	.C P SOUDD NEW BRUNSWICK NJ		.960															00220071
5204	.PAISLEY PRO-DIV CLIFTON NJ		1.80															10056364
5222	.STERLING ENG - CASK HOUSTON TX		.600															10070759
5357	.UNION CARB CORP SAVANNAH GA		.600															10021579
5358	.UNION CAR UC BOUND BROOK N J		.059															10040123
5116	.UNION CARBIDE SISTERSV WV		97.2															00151652
	PARENT CUST. TOT-UNION CARBIDE C		97.3															00045705
5357	.UNION MASCO TUCKER GA				10.8							10.8						10024551
5358	.UNION MASCO CHARLOTTE NC		3.00															10054152
5114	.UNION MASCO CENTERET NJ		40.2															10024179
5357	.UNION MASCO CONSHOHOC PA		33.0															10024361
	PARENT CUST. TOT-UNION OIL CO LO		76.2		10.8							10.8						00047155
5116	.UOP E RUTHERFORD NJ		1.20															10029554
5217	.UNITED STATES GUVT EDGEWOOD MD		.600															00142402
5224	.VELSICOL CHEM MARSHALL ILL		1.80															10030465
5223	.VULCAN MATERIALS CO SHAFTER CA		.600															00216691
5222	.WHITE MODGERS CO ST LOUIS MO		1.80															10096359
5223	.UNIV OF WISC MADISON WISC		.055															00137411
1237	.WORCESTER POLYTECH WORCESTR MA				.110					.110								00226362
	TOTAL PRODUCT * * * * * * * LB		947		17.9				1.8	.1	.6	10.8	4.8					1040-260-1
	ANDELOR 1254															003614		1040-250-1
5227	.ASCU INC LOUKEVILLE IN		.060															10030718
1237	.RAYON CORP NEW BEDFORD MA				3.60					3.60								10029713
5225	.SAUTCH INDUSTRIES ALBICA MI		1.20															00217305

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TOWOLDMON0058364

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	GROSS/GOOD FOR COMP USE	SALES CUR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUR. YEAR SALES
RAWDON 3254															003514		1043-230-1
.ALPA INK - CHEM CARLSTADT NJ		.400															
.ALLEGHENY LUDLUM BRACKENRID PA		.120															
.ALLENTOWN PAINT ALLENTOWN PA		.060															
.[illegible] MATERIAL STRUHO GA		21.9															
.[illegible] LACQUE SARPA FL		.300															
.[illegible] METAL SEAL CARLSTD NJ		.600															
.[illegible]COAT CORP BREA CAL		21.6															
.[illegible] CO NEW YORK CITY NY		1.00															
.[illegible] PHILADELPHIA PA		.180															
.[illegible] CHEMICAL CHICAGO IL		1.80															
.[illegible] COATINGS LANCASTER PA		.060															
.[illegible]ATED PLASTICS MIAMI FL		1.90															
.[illegible] PAINT JACKSONVILLE FL		.600															
.[illegible] WYANDOTTE MACHINSTOK NJ		9.00															
.[illegible] E ENG SUP HOUSTON TX		.600															
.[illegible] CO INC FAIRFIELD NJ		19.5															
.[illegible]MESTIC ENG SAN CARLOS CA		1.20															
.[illegible] FILTER MADISON HGTS MI		.060															
.[illegible] GALLERIES NEW YORK NY		.600															
.[illegible] SANTEETA GA		3.50															
.[illegible] MIDDLESEX NJ		.600															
.[illegible] COLUMBUS OHIO		19.0															
.[illegible] DELAWARE OH		2.40															
.[illegible] CUST. TOT-BORDEN COLUMBUS		24.6															
.A. DRUDEN & SONS PHILADEL PA		7.20															
.[illegible] CO BINGHAMPORT PA		3.60															
.[illegible]CHEMICAL COATINGS NEWARK NJ		3.00															
.ALLEG SOLV CARNEGIE CARNEGIE PA																	
ALLEG SOLV CARNEGIE CORAOP PA		64.8															
TOT P-T ALLEG SOLV CARN * POUNDS		64.8															
AMSCO SOLVENTS CINCINNATI OH		69.0		.600							.600						
TOT P-T AMSCO SOLVENTS * POUNDS		69.0		.600							.600						
BUFFALO SOLVENTS TONAWANDA NY		60.6															
BUFFALO SOLVENTS READVILLE PA		24.0															
TOT P-T BUFFALO SOLV SU * POUNDS		84.6															

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0480471

TOWOLDMON0058365

(IN THOUSANDS OF POUNDS AND DOLLARS)

	NAME OF PRODUCT/CUSTOMER	FORMTH	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV	DEC.	CURRENT YEAR SALES
	AROCLOR 1254															033-1A		1049-280-1
720	CENTRAL SOLV HAYWARD-HAYWARD		31.9															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		31.9															10015049
730	CENTRAL SOL CHICAGO-CHICAGOIL		234															10015133
	TOT P-T CENTRAL SOLVENT * POUNDS		234															10015133
720	CENTRAL SOLVENTS PORTLAND OR		33.6															00113425
	TOT P-T CENTRAL SOLVENT * POUNDS		33.6															00113425
720	CENTRAL SOLV KENT WASH		3.90															10015036
	TOT P-T CENTRAL SOLV KE * POUNDS		3.00															10015036
720	CENT SOL SANTA FE SPR-CA		336															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		336															10015111
607	DIXIE SOL LOUISVILLE-LOUSVLE K		41.4															10022578
	TOT P-T DIXIE SOLVENTS * POUNDS		41.4															10022578
629	HOOSR SOL INDIANPLS-INDNAPLSIN		21.6															10036755
	TOT P-T HOOSIER SOL IND * POUNDS		21.6															10033766
728	MID SOLV KANSAS CTY-KNS CTYMO		15.0															10053554
728	MO SOLV ST LOUIS-ST LOUIS MO *		116															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		116															10053552
617	OHIO SOLV CLEVELAND-CLEVLAN OH		234															10056953
	TOT P-T OHIO SOLVENTS - * POUNDS		234															10056953
715	SOUTHERN NEW ORLEANS-N ORLELA		25.2															10074159
	TOT P-T SOUTHERN SOLV C * POUNDS		25.2															10074159
721	TEXAS SOL HOUSTON-HOUSTONTX		137															10079373
	TOT P-T TEXAS SOLVENTS * POUNDS		137															10079373

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0480472

TOWOLDMON0058366

=IN THOUSANDS OF POUNDS AND DOLLARS=

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NUMBER
	ARCOLOR 1254															03561A		1254-1250-1
5725	TEXAS SOLV DALLAS-DALLASTX		13.2															10079411
	TOT P-T TEXAS SOLVENTS * POUNDS		13.2															10079411
6025	J EATON SOL ROMULUS-DETROITMI		59.3															10068725
	TOT P-T WESTERN EATON S * POUNDS		59.3															10068725
5720	MISC SOLV MILWAUKEE-KNAPLS WI		15.0															10091039
5720	MISC SOLV MILWAUKEE-W ALLIS WI		144															10091039
	TOT P-T MISC SOLV MILWA * POUNDS		159															10091042
6035	MLV SOLV GRND RAPIDS-GR RPMI		7.86															10071243
	TOT P-T WOLVERINE SOLV * POUNDS		7.86															10091208
	PAINT CUST. TOT-CENTRAL SOL CHI		1692		.600							.600						10015138
5725	.CERTIFIED ALLOY LONG BEACH CA		.600															10015167
5725	.W R GRACE CO RUTHERFORD NJ		30.0															10015167
5725	.CHRYSLER CORP TRENTON MI		330															10030735
5725	.DIAMOND SHAMROCK CHEM DELAWARE		.120															10015976
5725	.COLUMBIA TECH ROOSEVELT NY		.600															10015272
5725	.COMMERCIAL INK CORP NYC NY		1.20															10015272
5725	.CONTINENTAL CAN CHEM DENVER COLO		.240															10015272
5725	.CRAMER CORPORATION TULSA OK		5.40		.060				.060									10015272
5725	.DEJAC PAINT - VA N RAN CITY MO		3.00															10015272
5725	.DENVER CHEM COATING BEVERLY NJ		7.80															10019968
5725	.DIXON PAINT HIALEAH FL		.600															10032771
5725	.EASURY COLUMBIA CO CHGO IL		22.2															10069279
5725	.EASTON CHEMICALS E PATERSON NJ		.600															10015272
5725	.EDGAR PAINT LEE LYNCHBURG VA		.120															10022359
5725	.ELTA LAB INC ZOLA FL		.600															10015272
5725	.EXTER CORP HAYWARD CA		3.60															10230447
5725	.GLOBE COLOR CO INC LANCASTER PA		.120															10115935
5725	.GRAMORE CORP KEGELWARTH NJ		.060															10022357
5725	.E I DUPONT DENPONT DE		6.60															10022556
5725	E I DU PONT DE BEAUMONT TX		.060															10024221
	PAINT CUST. TOT-E I DU PONT DE		6.66															10022564
5725	.HERCULES CORP SAVANNA GA		.600															10024242
5725	.HYNASUAF CHEM BALTIMORE MD		.060															10024439

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TOWOLDMON0058367

01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

A/C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FORECAST YEAR	CALC LAND FOR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	4-NUCLOR 1254															C0361A		1049-2004
	.TENN EASTMAN KINGSPORT TENN		.240															
	.ELECTRO IC GEN CHICOPEE MT CT				27.0	27.0												
	.CHICOTT JOHNSON ENVICOTT NY		1.20															10024
	.D-MYLITE EL PASO CA				.060			.060										
	.CPPY CHEMCS CO LEOMINSTER MA		.060															
	.ESSEX CHEM LA MIRADA CA		5.40															
	.ESSEX CHEM SAYREVILLE NJ		52.8															
	PARENT CUST. TOT-ESSEX CHEM DALT		58.2															10020
	.FICTO PRODUCTS ELKHART IN		3.30															
	.CCITIC MOLD & PLA DETROIT MI		.930															
	.PASSON PROD PAINESVILLE OH		.360															
	.PUMAX MFG CORP DETROIT MI		.120															
	.W R FULLER MEMPHIS TN		3.00															
	.WYO PRO ELK POINT ILL		1.80															
	.WYO LLOS CUSTOMER OH		38.4															
	.GENERAL MILLS MINN MINN		.405															
	.GEN TIRE - RUB COLUMBUS MS		.600															
	.GOODYEAR INC NASHVILLE TN		.360															
	.W J GEORGE COMPANY ST LOUIS MO		.060															
	.GLENN PT MFG EL PASO TX		.600															
	.GLEN CHEM PROD INC AUSTIN TX		.120															
	.GRAPHITE INC INDEPENDENCE OH		.600															
	J F GOODRICH AMOR LAKE OH		.060															
	PARENT CUST. TOT-B F GOODRICH AK		.540															10330
	.GOODYEAR TIRE AKRON OH		.120															
	.W R GRACE CO CHICAGO IL		154															
	W GRACE N BERGEN NJ		65.0															
	PARENT CUST. TOT-W R GRACE NEW Y		259															00045
	.GRANITEVILLE CO GRANITEVILLE SC		10.2															
	.GREAT WESTERN CHE RICHMOND CA		4.20															
	GREAT WESTERN CHEM TORRO CA		7.20															
	GREAT WESTERN CHEM SEATTLE WA		9.60		6.00					6.00								
	GREAT WESTERN CHEM MELEAR KY		.060															00212
	PARENT CUST. TOT-GREAT WESTERN C		21.1		6.00					6.00								10035
	.GUDEMAN CO CHICAGO ILL				2.40				2.40									
	.HAMPSHIRE MFG CO NSHUA NH		.331															

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0480474

TOWOLDMON0058368

-LB INCLUSIONS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CURR YEAR
	ALKYDOR 1254															CC361A		
5719	.HEXAGRAM INC BELLEVILLE NJ		3.60															
5677	.PROTECTIVE TREATMENT DAYTON OH		8.00															
5814	.RHAPELS PAINTS PT NEW YORK NY		.600															
6059	.SHERLOCK ORIENTAL KY		.240															
5720	.SHERWOOD PAINT CO EUREKA CA		.600															
5734	.TILLOTSON ADHESIVES CHICAGO IL		22.2															
5987	.TRUSCALL COATINGS BIRMINGH AL		1.20															
5722	.U S SYNTHET CORP ST LOUIS MO		.060															
5937	.UNITECH SYSTEMS CLIFTON VA		1.56															
5724	.UNIVAR CO MANTECA CA		.060															
5726	.UNIVAR CORP LOS ANGELES CALIF		3.00															
5724	.UNIVAR CORP ST LOUIS MO		19.2															
5119	.UNIVAR CORP ELIZABETH NJ		6.00															
	PARENT CUST. TOT-UNIVAR CORP NYC		1.14															
5724	.VANDOR PAINT FOREST PARK ILL		.600															
5722	.VANSAS PT - COLOR WICHITA KS		.600															
5648	.VARNISH REYELCO BOYERTOWN PA		1.30															
5814	.VERSATILE FLOORS BROOKLYN NY		.600															
5827	.VEYSTONE LUBRICATING PHIL PA		1.80															
5724	.VILLAGE PAINT EVANSVILLE IN		.060															
5424	.VOOLEN MELTSER PT DENVER CO		1.20															
5617	.WOOSTER COMPANY FONTANA CA		100															
5612	KUPPERS COMPANY NEWARK NJ		444															
5611	KUPPERS COMPANY WESTFIELD NJ		49.2															
5612	KUPPERS COMPANY WILLIAMSBURG NY		240															
	PARENT CUST. TOT-KUPPERS CO PITT		971															
5816	.LASTEX CO GARFIELD NJ		.120															
5729	.LONGHORN PAINT SAN ANTONIO TX		.600															
5512	.MICHAELS IND LOUISVILLE OHIO		.720															
5611	.MANHATTAN PAPER BROOKLYN NY		6.96															
5724	.MOSTAR PAINT SOUTH PT NJ				.600		.600											
5729	.MPAA MIN-ERG COLUMBIA IL		330															
5729	.MPAA MIN - MFG HAMIE IL		503															
5729	.MPAA MIN CHEMOLITE SIDING MN		132															
5345	.MPAA MIN - MFG BRISTOL PA		90.6															
	PARENT CUST. TOT-MPAA MIN - MFG		1165															
5729	.MOBIL CHEM KANKAKEE ILL		6.60															
5618	.MOBIL CHEMICAL CO EDISON NJ		75.6															

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0480475

TOWOLDMON0058369

(IN THOUSANDS OF POUNDS AND DOLLARS)

NAME OF PRODUCT/CUSTOMER	FOREIGN	LAST YEAR SALES	JANUARY-DECEMBER LAST YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	DATE LAST SALE
PARENT CUST. TOT-MOBIL OIL CORP		42.2															10054443
AROCLOR 1254															0035	LA	1040-280
ATT T CHEM INC STAT ISL NY		19.2															10070322
BERRY MOORE NEWARK NJ		3.60															10059724
CHEMIS PAINT E ST LOUIS IL		1.20															10059383
CHROMA-DUTCH BRAND CHICAGO IL		.000															00659
DEVOE & RAYNOLDS CO LOUISVILLE KY		1.20															10059724
DIAMOND SHAMROCK PLAINFIELD NJ		1.20															10059724
DUPONT CHEMICAL CORP WILMINGTON DE		2.40															10059724
GLIDDEN COATINGS & RESINS SOUTH GATE CA		.300															10059724
HARRIS PAINT CO DAVENPORT IA		.300															10059724
HENRY L HEINEMANN CO NEW YORK NY		.480															10059724
HILL & GRANGE INC HUNTINGTON WV		.600															10059724
HOOKER CHEMICAL CORP NIAGARA FALLS NY		7.20															10059724
HOOKER CHEMICAL CORP NORTH TONAWANDA NY		12.0															10059724
INTERNATIONAL PAINT CO INC NEW ORLEANS LA		1.20															10059724
INTERNATIONAL PAINT CO LTD MONTREAL PQ		1.20															10059724
JAMES PAINT CO FORT WORTH TX		1.20															10059724
JONES-BLAIR CO DALLAS TX		1.20															10059724
KOPPERS CO INC PITTSBURGH PA		1.20															10059724
LILLY INDUSTRIAL COATINGS INDIANAPOLIS IN		1.20															10059724
MAAS & WALDSTEIN CO NEW BRUNSWICK NJ		1.20															10059724
MARTIN SENOUR CO NEW YORK NY		1.20															10059724
MASTER PAINTS CO SAN FRANCISCO CA		.300															10059724
MEARL CORP NEW YORK NY		.300															10059724
MINNESOTA PAINT MINNEAPOLIS MN		.300															10059724
MONSANTO CHEMICAL CO ST LOUIS MO		1.20															10059724
NATIONAL PAINT & CHEMICAL CORP ATLANTA GA		.300															10059724
NEW YORK PAINT CO INC NEW YORK NY		.300															10059724
NORTHWEST PAINT & CHEMICAL PORTLAND OR		.300															10059724
OLIN MATHIESON CHEMICAL CORP NEW HAVEN CT		1.20															10059724
PENNSALT CHEMICALS CORP PHILADELPHIA PA		2.40															10059724
PENNSALT CORP CLEVELAND OH		1.20															10059724
PENNSALT CORP CONNELLSVILLE PA		6.00															10059724
PENNSALT CORP OF WASHINGTON PA		1.20															10059724
PENNSALT CORP PHILADELPHIA PA		2.40															10059724
PARENT CUST. TOT-PENNSALT CORP P		29.4															10061635
PERMATEX CO INC KANSAS C KS		1.80															00331
PIGMENT DISPERSIONS ISELIN N J		.060															00215
PLASTIC NDA CANTON MASS		1.80															10063767
POLYFLEX CORP READING PA		.600															10063345
POLYMER INDUSTRIES STAMFORD CT		74.5															00163
POLYMER IND SPRINGDALE CT		21.6															10063733
PARENT CUST. TOT-POLYMER INDUSTR		96.1															00163
POTTER CO MESSGR PS		1.20		1.20				1.20									10064297
PPG NEWARK NJ		2.40															10064434
PRODS RESEARCH GLENDALE CA		170															10064256
PRODS RESEARCH GLOUCESTER NJ		301															10064004
PARENT CUST. TOT-PRODUCTS RESEAR		471															00065755
R J QUINN MALDEN MA		.330															10065712
RAYMOND CORP REDLO PK CA		2.40															10064468
RAYCLAD TUBES HERALD PK CA		6.40															10065727
RAIL ENGINEE SALT LAKE CITY UT		.600															10065727
REARLE PAINT CORP BROOKLYN NY		.300															00227417
RITCHMOLE CHEM ELIZABETH NJ		.060															10067001

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01131-A DIRECT #2
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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES CODE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	SALES CODE FOR CURR YR	SALES CURR. YR	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NAME SALES CODE
	ARDCLOR 1256															0036IA		1049-250-
5612	.REPUBLIC DYE - CHEM AKRON OH		.120															[illegible]
5612	.REPUBLIC PRD MTLS MEDIA OHIO		.120															[illegible]
5587	.RICHARDSON PAINT PHILADE PA		.600															00224455
5114	.SOBUR & SILICONE PRD FAIRFIELD NJ		.120															00134373
5587	.SANDERS PAINT INC TUCKER GA		.060															00167338
5725	.GLIDDEN CO SAN FRANCISCO CA		1.20															10033700
5612	GLIDDEN CO READING PA		.600															10033338
	PARENT CUST. TOT-S C M CORP CORT		1.00															00045454
5724	.DESOTO INC CHICAGO IL		2.40															10021455
5724	.SHAWNEE PLAST EVANSVILLE IN		.120															10072212
5725	.SHELL CHEM DEER PK TX		12.0															10072351
5612	.SHERWIN WILLIAMS GARLAND TX		16.8															10072.00
5612	SHERWIN WILLIAMS LOS ANGE CA		1.20															00137337
5612	SHERWIN WILLIAMS OAKLAND CA		1.20															10072[illegible]
5612	SHERWIN WILLIAMS CHGO IL		36.0															10072454
5612	SHERWIN WILLIAMS GIBBSBORO NJ		7.20															10072597
5612	SHERWIN WILLIAMS CLEVELAND OH		151															10072794
	PARENT CUST. TOT-SHERWIN WILLIAM		223															10072194
5114	.SOLAR COMPOUNDS LINDEN NJ		10.8															10073765
5110	.SPINNERBORN BUILD BELLEVILLE NJ		313															10073394
5609	.SPARLING PLASTICS PLYMOUTH MI		.600															00213575
5110	.SPECTRACHEM CORP PATERSON NJ		.360															00136451
5742	.STANDARD DRY WALL EDGELY PA		6.00															00177356
5110	.STANDARD PACKAGIN CRANBURY NJ		1.80															10075173
5725	.STATE CHEM CO LUBBOCK TX		.060															00137372
5118	.STAUFFER GALLIPOLIS FERRY WV		4.20															10075632
5722	.STEELCOTE MFG ST LOUIS MO		9.00															10075742
5722	.STERLING LACQUER ST LOUIS MO		.600															10075[illegible]
5725	.SULLIVAN CO SAN FRANCISCO CALF		.120															00[illegible]703
5116	.SUN CHEM PATTERSON NJ		6.00															00135416
5110	SUN CHEMICAL BROOKLYN NY		.060															00224924
	PARENT CUST. TOT-SUN CHEMICAL CO		6.06															10076714
5745	.SUN OIL CO MARCUS HOOK PA		4.80															10076[illegible]
5754	.SKIPT - CO WEST HAVEN CON		.600															10077[illegible]
5761	.TAB CHEMICALS INC CHICAGO ILL		45.0															10077[illegible]
5110	.TECH RUBR & PLASTIC CLIFTON NJ		.060															00227420
5110	.TEMPIL DIVISION S PLAINFIELD NJ		.180															00[illegible]
5[illegible]	.TENNECO INC OF DIV HAZLETON PA		.060															00149147

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS MONTH LAST YEAR	SALES CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUST. NO.
ARALOR 1234															00361A		1040-288-1
.TEXAS HIGHWAY AUSTIN TX		.040															00166973
.TEXTONE INC CITY OF COMMERCE GA		4.20															00183642
.THERMAL SYSTEMS ST LOUIS MO		.420															02140685
.TIA TUF PROD IN MALMED		.130															12165215
.TAU-KITE INC HAUCKTON NY		.630															00748279
.TOTOK CORP OF NORTH BERGEN N J		.236															10961833
.UNION AMSCO TUCKER GA		81.0		.480							.480						13521551
UNION AMSCO PALATINE IL		10.6		6.00	6.00												10774233
UNION AMSCO BALTIMORE MD		15.0															10748254
UNION AMSCO CHARLOTTE NC		76.0															10784152
UNION AMSCO CONTAINET NJ		.144															10767877
UNION AMSCO CORNING NY		.510															10906241
UNION AMSCO PHILADEL PA		197															10784276
UNION AMSCO PROVIDENCE RI		58.2															10784535
UNION AMSCO NASHVILLE TN		1.20															10964144
PARENT CUST. TOT-UNION OIL CO LO		1070		6.48	6.00						.48						00947155
.UPACO ADHESIVES HYDE PARK PA		.660															10835647
.UNIROYAL CHEM FALCATUCK CT		.060															12084431
UNIROYAL FIBER NAUGATUCK CT		.060															10762731
PARENT CUST. TOT-UNIROYAL NEW YO		.120															00947325
.UNITED LACQUER MFG LINDEN NJ		4.20		1.20	1.20												10383524
.U S GYPSUM NASHVILL TN		1.20															00143522
.VALSPAR CORP BUTLEY NJ		10.2		4.80	4.80												00155546
.VIRGINIA PAINT MFG INC FOLK VA		3.601															00217462
.W LECOSTA CO SO CAERNGORG PA		.050															00570253
.WAXTON INDUSTRIES BROOKLYNNY		.630															00139395
.WINSOR PLASTICS EVANSVILLE IN		.180															00161437
.WAY OF WISC MADISON WISC		.060															00154711
.WITCO CHEMICAL CLEVELAND OHIO		1.20															00206570
.WY MFG INC GENEVA IN		1.20															10037228
.YODER MFG LITTLE R AR		.120															00190857
TOTAL PRODUCT * * * * * * * LB		7483		18.8	17.4	.6	.1	4.3	2.4		1.1						1040-280-1
00361A * * * * * * * $		1319		.044	3.69	.04	.14	.99	.22	3.23	1.13						
ARALOR 1254 ICI IOL															00363A		1040-282-1
.COMPO CHEM MANSFIEL MA		16.2															00114253
.UNION AMSCO PROVIDENCE RI		2.40															10909333
.WESTINGHOUSE HAMPTON S C		1.20															10084526
TOTAL PRODUCT * * * * * * * LB		19.8															1040-282-1

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TOWOLDMON0058372

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	[illegible] YEAR SALES	[illegible] FOR CURR YEAR	[illegible] CURR YEAR	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	[illegible]
	ARDULOR 1254 10% XYL															003	4A	1040-286-1
612	.ALLEG SOLV CARNEGIE CARNEGI PA																	00107700
612	ALLEG SOLV CARNEGIE COBAOP PA		33.6															10002095
	TOT P-T ALLEG SOLV CARN * POUNDS		33.6															00107700
054	.W R GRACE CO CHICAGO IL		.600															10035001
054	.PIERCE - STEVENS BUFFALO NY	100	87.0	60.0														10062918
612	.USS CHEM DIV NEVILLE PA		32.9															00141402
	TOTAL PRODUCT * * * * * * * LB	100	153	60.0														1040-286-1
	ARDULOR 1260															003	9A	1040-290-1
071	.AMERICAN ADHESIVE MFG BROOK NY																	10003156
009	.BINDIX FILTER MADISON HGTS MI		.060															10009316
019	.BONINO GALLERIES NEW YORK NY		.300															00234125
007	.CALDWELL CHEM FAYETTEVILLE TN		.060															00183304
059	.AMSCO SOLVENTS CINCINNATI OH		3.60															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		3.60															10005361
57	BUFFALO SOLVENTS TONAWANDA NY		4.80															10012304
	TOT P-T BUFFALO SOLV BU * POUNDS		4.80															10012368
720	CENTRAL SOLV HAYWARD-HAYWARD		2.40		2.40-						2.40-							10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		2.40		2.40-						2.40-							10015049
700	CENTRAL SOL CHICAGO-CHICAGOIL		15.0															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		15.0															10015138
722	CENT SOL SANTA FE SPR-CA		4.80															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		4.80															10015111
609	DIXIE SOL LOUISVILLE-LOUSVLE K		11.4															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		11.4															10022576
722	MO SOLV ST LOUIS-ST LOUIS MO *		24.6															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		24.6															10053552

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	SIZE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	INCREASE FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIL GTD SP
		ARUCLOR 1260															00365A		1040-250-1
6	12	OHIO SOLV CLEVELAND-CLEVECH		12.0															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		12.0															10058953
5	25	TEXAS SOLV DALLAS-DALLASTX		1.20															10079411
		TOT P-T TEXAS SOLVENTS * POUNDS		1.20															10079411
5	20	WISC SOLV MILWAUKEE-MILWAKE WI		3.00															10091012
5	20	WISC SOLV MILWAUKEE-W ALLIS WI		10.8															10091039
		TOT P-T WISC SOLV MILWA * POUNDS		13.8															10091012
		PARENT CUST. TOT-CENTRAL SOL CHI		93.6		2.40-						2.40-							10015138
5	60	.FRANKLIN GLUE COLUMBUS OH		.060															10029449
5	24	.H B FULLER CO PALATINE IL		2.40															10030153
5	24	H B FULLER MEMPHIS IN		4.20															10030056
		PARENT CUST. TOT-H B FULLER ST P		6.60															10030072
5	24	.W R GRACE CO CHICAGO IL		1.20															10035007
5	26	.GREAT WESTERN CHE RICHMOND CA		1.20															10035473
5	26	GREAT WESTERN CHEM TIGARD OR		.600															10035511
		PARENT CUST. TOT-GREAT WESTERN C		1.80															10035473
5	26	.INMONT CORP EL SEGUNDO CALIF		.600															10040892
5	22	.INTERNATIONAL SHOE ST L MO		.060															10041759
5	24	.SINCLAIR - VALENT N KAN CTY MO		.060															00086649
5	24	.MINN MIN - MFG ST PAUL MN		.060															10053513
5	21	.WATROCHEM SAVANNAH GEORGIA		9.60															00127055
5	16	.J OSST WYCKOFF NJ		.080															00239901
5	18	.PARK NAME PLATE FLUSHING LI NY		.060															00170796
5	19	.DAP INCORPORATED DAYTON OHIO		1.80															00157473
5	18	.HALE STARCH BLOOMFIELD NJ		3.00															10053221
5	17	.RELIANCE UNIV ROANOKE VA		.600															00178209
5	04	.LEE SANDMAN CO WORCESTER MA		.600															00228621
5	12	.GLIDDEN CO CLEVELAND OH		.420															10033845
5	16	.SONNEBORN BUILD BELLEVILLE NJ		71.4															10073504
5	14	.STAR-GLOW RUR E RUTHERFORD NJ		.060															10075432
5	22	.STEELCOTE MFG ST LOUIS MO		1.20															10075742
5	16	.SUN CHEM NEW HAVEN CT		13.9															00233659
5	16	SUN CHEM CORP E RUTHERFORD NJ		10.8															10076552

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TOWOLDMON0058374

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	PREVIOUS FOR CUSTOMER	PREV CUSTOMER	JAN	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MARKING CODE
	PARENT CUST. TOT-SUN CHEMICAL CO		24.7															10076714
	ARCCLOR 1260															00359A		1040-290-17
5254	SWIFT - CO WEST HAVEN CON		1.20															10077500
5724	SWIFT - CO CLEVELAND OHIO		.600															10077466
	PARENT CUST. TOT-SWIFT - CO CHIC		1.80															10077346
5507	.THIOKOL CHEM WAYNESBORO VA		4.80															00225940
5718	.UNION CAR UC BOUND BROOK N J		.060															10081823
5587	.UNION AMSCO TUCKER GA		14.4		4.80							4.80						10064551
5714	UNION AMSCO CARTERET NJ		.900		9.00							9.00						10064179
5503	UNION AMSCO PROVIDENCE RI		3.00															10064535
	PARENT CUST. TOT-UNION OIL CO LO		18.3		13.8							13.8						00047155
	.WHITTAKER CORP MINNEAPOLIS MN		.060															00248916
	TOTAL PRODUCT * * * * * * * LB		243		16.2						2.4	13.8						1040-290-17
	ARCCLOR 1260 10% TOL															00370A		1040-295-1
5171	.AMERICAN ADHESIVE MFG BROOK NY		.600															10003156
5726	.CENTRAL SOLV HAYWARD-HAYWARD		2.40															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		2.40															10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL		24.6															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		24.6															10015138
5726	CENT SOL SANTA FE SPR-CA		9.00															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		9.00															10015111
5603	HOOSR SOL INDNAPLS-INDNAPLSIN		2.40															10038766
	TOT P-T HOOSTER SOL IND * POUNDS		2.40															10038766
5722	MO SOLV ST LOUIS-ST LOUIS MO *		1.80															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		1.80															10053552

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PRODUCT/CUSTOMER [illegible]

IN THOUSANDS OF POUNDS AND DOLLARS

G	RE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	SAME YEAR LAST	SAME YEAR CURR YTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	[illegible]
		AROCLOR 1260 10% TOL														00370A		1040-295-1
5	12	OHIO SOLV CLEVELAND-CLEVEOH		10.2														10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		10.2														10058953
		PARENT CUST. TOT-CENTRAL SOL CHI		53.4														10015130
5	16	.INDUST LATEX WALLINGTON NJ		.252														10049388
5	03	.UNION AMSCO PALATINE IL		27.0														10004233
5	14	UNION AMSCO CARTERET NJ		75.6														10004179
5	07	UNION AMSCO CONSHOHOC PA		24.6														10004241
		PARENT CUST. TOT-UNION OIL CO LO		.127														00047155
		TOTAL PRODUCT * * * * * * * LB		430														1040-295-1
		AROCLOR 1262														00373A		040-300-1
5	71	.ALLIED PROD CORP LONG IS CT NY		1.20														10043659
5	71	.ATLANTIC GUMMED PR BROOKLYN NY		1.80														0007151
5	04	.BUFFALO SOLVENTS TONAWANDA NY		1.44														0012304
		TOT P-T BUFFALO SOLV BU * POUNDS		1.44														1[illegible]12368
5	20	CENTRAL SOL CHICAGO-CHICAGOIL		7.20														1[illegible]15138
		TOT P-T CENTRAL SOLVENT * POUNDS		7.20														10[illegible]138
5	20	CENT SOL SANTA FE SPR-CA		76.7														10[illegible]5111
		TOT P-T CENTRAL SOLV SA * POUNDS		76.7														1001[illegible]11
5	23	TEXAS SOL HOUSTON-C CHRISTITX		.180														0014[illegible]65
		TOT P-T TEXAS SOLVENTS * POUNDS		.180														1007[illegible]
		PARENT CUST. TOT-CENTRAL SOL CHI		85.6														100151[illegible]
5	24	.CONTINENTAL CAN CHICAGO ILL		.060														100169[illegible]
5	03	.EASTERN CLR - CH PROVIDENCE RI		.660														1002[illegible]
5	71	.FLORASYNTH LABS INC BRONX NY		1.80														100286[illegible]
5	12	.GEN ELEC COSHOCTON OH		.600														10031[illegible]
5	22	.GREER HYDRAULICS LOS ANGEL CA		.195														10035759

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S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR TO DATE	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUST. NO.
	ANGLOR 1262															003738		1040-300-17
5349	HASTINGS & CO HAMMONTON PA		.060															00277395
6128	HOOVERS INC WASHINGTON PA		.600															00120947
5119	PENNWALT NEW BRUNSWICK NJ		1.80															10004499
5730	PENNWALT NEW CO CHICAGO IL		1.20															10004105
6012	PEPPERS COMPANY NEWARK NJ		1.20															10077470
5746	PERM MFG - MFG SERVE OF		39.0															10052953
6024	PERM MFG - MFG ST PAUL MN		.060															10053013
6024	PERM MFG - MFG SPRINGFIELD MO		2.40															10053021
	PARENT CUST. TOT-PERM MFG - MFG		41.5															10053013
5219	PHIL J. SOSS WOBURN MA		.090															00237995
5760	PHILA STARCH GLOUCESTER NJ		4.80															10062221
5439	PHILIPS NEWARK GLOUCESTER NJ		.920		.600							.600						10064954
6012	PHARMOR PRODUCTS DEDFORD HG OH		.600															03219663
6229	PIONEER RUBBER MFG NEW ORLE LA		.600															07129343
5725	PLAID STOCK ADHES FORT WORTH TX		.600															03230062
	PARENT CUST. TOT-PLAID STOCK ADHES																	03230062
5220	POLYCHEM ANSCO BALTIMORE MD		.600															10004799
5119	POLYCHEM ANSCO CONTINENT NJ																	10004799
6024	POLYCHEM ANSCO CONSHOHOC PA		230															10004841
6033	POLYCHEM ANSCO PROVIDENCE RI		19.0															10004935
	PARENT CUST. TOT-POLYCHEM OIL CO LO		249															00047155
5209	POLYCHEM OLY KENTON TN		15.7															10.P1335
	TOTAL PRODUCT * * * * * * * LO		745		.600							.600						1040-300-17
	ANGLOR 1262 10% TOL															003738		1040-319-17
5604	ANSCO SOLVENTS CINCINNATI OH		113															10005361
	TOT P-T ANSCO SOLVENTS * POUNDS		113															10005361
6730	CENTRAL SOL CHICAGO-CHICAGOIL		6.00															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		6.00															10015138
6604	DIXIE SOL LOUISVILLE-LOUSVLE K		1.20															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		1.20															10022576

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TOWOLDMON0058377

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971 PAGE 2[illegible]

-IN THOUSANDS OF POUNDS AND DOLLARS-

[illegible]	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	ARUCLOR 1262 10% TCL															00375A		1040-310-1[illegible]
[illegible]	HOOSIER SOLVENTS LAFAYETTE IN		1.20															00182524
[illegible]	SOUTHERN NEW ORLEANS-N ORLEA		2.40															10074150
	TOT P-T SOUTHERN SOLV C * POUNDS		2.40															10074150
	PARENT CUST. TOT-CENTRAL SOL CHI		124															10015138
[illegible]	CENTAIN-TEED SAINT KANS CITY K		39.0															10015235
[illegible]	[illegible] CO [illegible] RI		3.60															10015727
[illegible]	[illegible] INC LITTLE R AR		.600															00117[illegible]
[illegible]	[illegible] INC WICHITA KAN		2.40															10026458
	PARENT CUST. TOT-ENMAR INC WICHI		3.00															10026458
[illegible]	[illegible] HOT SPRINGS AK		.360															00122[illegible]
[illegible]	[illegible] CORP ELIZABETH NJ		.600															10045744
[illegible]	[illegible] COMPANY NEWARK NJ		81.0															10044793
[illegible]	[illegible] BROS BUENA VISTA VA		1.20															10066859
[illegible]	[illegible] DIV CARLSTADT NJ		.060															10037773
[illegible]	UNION ARSCO CHARLOTTE NC		5.40		2.40-							2.40-						10064152
[illegible]	UNION ARSCO CARTERET NJ		10.2															10064179
[illegible]	~~UNION ARSCO PROVIDENCE RI~~		~~3.30~~															~~10[illegible]~~
	PARENT CUST. TOT-UNION OIL CO LO		18.9		2.40-							2.40-						00047155
[illegible]	VALSPAR CORP EAST MOLINE IL		.180															00177792
	TOTAL PRODUCT * * * * * * * LB		272		2.40-							2.40-						1040-310-1[illegible]
	00375A * * * * * * * $$		48.6		5.35-						4.57-	.78-						
	ARUCLOR 1262 10% XYL															00374A		1040-320-1[illegible]
[illegible]	DIXIE SOL LOUISVILLE-LOUSVLE K		9.60															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		9.60															10022576
[illegible]	UNION ARSCO CARTERET NJ																	10004179
	TOTAL PRODUCT * * * * * * * LB		9.60															1040-320-1[illegible]
	ARUCLOR 5432															01780A		1040-460-1[illegible]
[illegible]	[illegible] SPEER ELECT BRADFORD PA		.050															00385592
[illegible]	[illegible] ELEC DIDERD ILL				.790	.200	.590											10093755
[illegible]	[illegible] PROCESS TALLMADGE OHIO				.050									.050				[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES DOLLAR FORECAST	SALES COST	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NUMBER
	ANDCO37 5432															01780A		10403493
5354	.BUFFALO SOLVENTS TONAWANDA NY				.100									.100				10012354
	TOT P-T BUFFALO SOLV DU * POUNDS				.100									.100				10012354
5726	CENTRAL SOLV HAYWARD-HAYWARD		1.10															10015949
	TOT P-T CENTRAL SOLV HA * POUNDS		1.10															10015949
5700	CENTRAL SOL CHICAGO-CHICAGOIL				7.00			.59					4.13		.59		1.77	10015133
	TOT P-T CENTRAL SOLVENT * POUNDS				7.00			.59					4.13		.59		1.77	10015133
5726	CENT SOL SANTA FE SPR-CA				63.2			.1				3.0		29.5		1.2	29.5	10015111
	TOT P-T CENTRAL SOLV SA * POUNDS				63.2			.1				3.0		29.5		1.2	29.5	10015111
5612	OHIO SOLV CLEVELAND-CLEVECH				99.1							24.2	12.1	16.0	14.8	31.3		10030953
	TOT P-T OHIO SOLVENTS - * POUNDS				99.1							24.2	12.1	16.0	14.8	31.3		10030953
5726	MISC SOLV MILWAUKEE-M ALLIS SI				.200							.100		.100				10091837
	TOT P-T MISC SOLV MILWA * POUNDS				.200							.100		.100				10091837
	PARENT CUST, TOT-CENTRAL SOL CHI		1.10		170			.6				27.3	16.2	46.5	15.3	32.5	31.3	10015133
5725	.CONLEY CORPORATION TULSA OK				.590						.590							11210327
5512	.DOW MISC COSHOCTON OH				.590	.050	.100	.200										12334723
5115	.STEPAN CHE PELLEVILLE NJ				4.13												4.13	10030373
5726	.ILLINOIS ADHESIVE CHICAGO IL		3.55		5.90								5.90					10030013
5726	.SEARLE DIV INTL MAR SAN DIEG CA				.100										.100			09136363
5015	.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10064275
5115	.QUEEN CHEM ALABASTER AL				.590										.590			03264959
5512	.DOW REFINING CLEVE OHIO				3.30							24.2		27.5				10041227
5515	.POLYESTIC SYSTEMS POTTSTOWN PA				.590											.590		03276679
5726	.C P PORTER LOUISVILLE KY		.590															09225527
5110	.STAR STARCH MOORFIELD NJ				5.31						2.95				2.36			10063221
5010	.PITTS PLATE E POINT GA				.590						.590							10063442
	PARENT CUST. TOT-PITTS PLATE GL				5.90						3.54				2.36			10063345
5110	.PRINCETON CH PRINCETON NJ				.590									.590				10064927
5726	.PPRODUCTS RESEARCH BURBANK CAL				1.18				1.18									03295756

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0480485

TOWOLDMON0058379

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. CO. MAX. CODE
PCT	AROCLOR 5432															01783A		1040-460
5724	PROOS RESEARCH GLENDALE CA				61.4				1.2	36.0			24.2					10064854
5745	PROOS RESEARCH GLOUCESTER NJ				102			4.1							38.4		59.6	10054354
	PARENT CUST. TOT-PRODUCTS RESEAR				165			4.1	2.4	36.0			24.2		38.4		59.6	0004575
5745	.S.P. ROESER LAHASKA PA				.050					.050								1005[illegible]
5724	.SCHOELJAHL CO NORTHFIELD MN				.150							.050		.100				1007121
5724	.SPECIALTY COAT CO ELKGRV VL IL				.690								.690					1007458
5724	.SWIFT CHEMICAL CO MADISON IL				.590								.590					0026241
5724	SWIFT - CO VERNON CALIFORNIA				1.18						1.18							1007[illegible]
	PARENT CUST. TOT-SWIFT - CO CHIC				1.77						1.18		.59					1007734
5116	.THIOKOL CHEM TRENTON NJ				.050												.050	1007979
5116	.UNION CARB TARRYTOW NY				.050			.050										0014176
5167	.UNION AMSCO MULGA ALA				2.95									2.95				0026584
5307	UNION AMSCO PELHAM AL				5.31				.59	1.77		1.77		1.18				0025[illegible]
5307	UNION AMSCO TUCKER GA				.590											.590		10064551
5116	UNION AMSCO HILLVILLE NY		.590															0023727
5307	UNION AMSCO CONSHOHOC PA				110							20.7	23.6		2.4	4.1	59.0	10064241
	PARENT CUST. TOT-UNION OIL CO LO		.590		119				.6	1.8		22.4	23.6	4.1	2.4	4.7	59.0	0004715
	TOTAL PRODUCT * * * * * * * LB		5.96		472		1	5	3	38	5	74	71	24	59	38	154	1040-460
PCT	AROCLOR 5432-10% TOLUOL															01946A		1040-461
5722	.EMO SOLV KANSAS CTY-KNS CTYMO				11.0						2.75		2.75		5.50			1005354
5612	.GEN ELEC COSHOCTON OH				97.9				6.1	5.0	7.2	7.2			8.3		64.4	1003192
	TOTAL PRODUCT * * * * * * * LB				109				6.1	5.0	9.9	7.2	2.8		13.8		64.4	1040-461
PCB	AROCLOR 6040															01785A		1045-040
5037	.ALLACO PROD BRAINTREE MA				.600	.600												1000204
5009	.BROWN BRIDGE MILLS TROY OH		.710															1001177
5012	.ALLEG SOLV CARNEGIE CARNEGI PA	1.00		1.00														00107700
	TOT P-T ALLEGHENY SOLVT * POUNDS	1.00		1.00														00107700
5009	AMSCO SOLVENTS CINCINNATI OH				3.00			1.20		1.80								1000536
	TOT P-T AMSCO SOLVENTS * POUNDS				3.00			1.20		1.80								10005361

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TOWOLDMON0058380

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	ESTIMATED FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	KROCLOR 6040															01785A		1045-040-1.
5054	BUFFALO SOLVENTS TONAWANDA NY				9.60					4.80			2.40			2.40		10012304
	TOT P-T BUFFALO SOLV BU * POUNDS				9.60					4.80			2.40			2.40		10012368
5728	CENTRAL SOLV HAYWARD-HAYWARD		1.20															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		1.20															10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL				11.5	2.40	3.00			1.80		.05	1.20			3.00		10015138
	TOT P-T CENTRAL SOLVENT * POUNDS				11.5	2.40	3.00			1.80		.05	1.20			3.00		10015138
5720	CENT SOL SANTA FE SPR-CA		3.60		.050							.050						10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		3.60		.050							.050						10015111
5809	DIXIE SOL LOUISVILLE-LOUSVLE K				1.80						1.80							10022575
	TOT P-T DIXIE SOLVENTS * POUNDS				1.80						1.80							10022576
5722	MO SOLV KANSAS CITY-KNS CTYMO				2.40										2.40			10053544
5722	MO SOLV ST LOUIS-ST LOUIS MO *				13.8				1.80		1.80		6.60	3.00		.60		10053552
	TOT P-T MO SOLV ST LOUI * POUNDS				13.8				1.80		1.80		6.60	3.00		.60		10053552
5725	TEXAS SOL HOUSTON-HOUSTONTX				13.2							6.00		7.20				10079373
	TOT P-T TEXAS SOLVENTS * POUNDS				13.2							6.00		7.20				10079373
5720	WISC SOLV MILWAUKEE-W ALLIS WI				119		6.0	17.4	12.0	6.6		21.0	6.0	18.0	6.0		26.4	10091039
	TOT P-T WISC SOLV MILWA * POUNDS				119		6.0	17.4	12.0	6.6		21.0	6.0	18.0	6.0		26.4	10091012
	PARENT CUST. TOT-CENTRAL SOL CHI	1.00	4.80	1.00	175	2.4	9.0	18.6	13.8	15.0	3.6	27.1	16.2	28.2	8.4	6.0	26.4	10015138
5345	.E I DU PONT DE NEMO PARLIN NJ		.050															10023856
5009	.IBM CORP LEXINGTON KY		.055															10041147
5216	.KEEPER CHEMICAL CO TRENTON NJ				.650			.050					.600					00147769
5201	.KRISTAL KRAFT INC PALMETTO FL		.050															00237941
5207	.MELBY LABORATORIES SPRINGFD VA		.050															00244198
5024	.U S IND CHEM DIV CINCINNATI OH				.050											.050		00143065
5012	.POLYANNA CORP BUTLER PA				.600										.600			00255159
5014	.UNION AMSCO CARLSTADT NJ				2.40					.60				1.80				00256358
5014	UNION AMSCO CARTERET NJ				2.40							.60				1.80		10004179

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	SALES YEAR SALES	SALES YEAR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
		ARUCLOR 6040															017	35A	1045-040
5	07	UNION AMSCO CONSHOHOC PA				5.40					.60			4.80					10064247
		PARENT CUST. TOT-UNION OIL CC LO				10.2					1.20		.60	4.80	1.60		1.80		00047155
		TOTAL PRODUCT * * * * * * * LB	1.00	5.72	1.00	187	3.0	9.0	18.7	13.8	16.2	3.6	27.7	21.6	30.0	9.0	7.9	26.4	1045-040
		ARUCLOR 6050															017	36A	1045-050
5	54	ACME CHEM INSUL NEW HAVEN CT				.050	.050												10000521
5	20	ADF VOIT INC SANTA ANNA CA				.050						.050							10037[illegible]
5	03	ATHENS RUBBER ESHORE RI		.100															00243337
5	05	CELLULAR PRODUCTS DETROIT MICH				.050					.050								00113352
5	12	ALLEG SOLV CARNEGIE BEDFORD PA		.050															00234695
5	12	ALLEG SOLV CARNEGIE CARNEGI PA	2.00		2.00														00107700
5	12	ALLEG SOLV CARNEGIE CORAOP PA		1.80		2.50		1.20				.65	.05	.60					10002095
		TOT P-T ALLEG SOLV CARN * POUNDS	2.00	1.85	2.00	2.50		1.20				.65	.05	.60					00107700
5	09	AMSCO SOLVENTS CINCINNATI OH	50.0		50.0														10005361
		TOT P-T AMSCO SOLVENTS * POUNDS	50.0		50.0														10005361
5	26	CENTRAL SOLV HAYWARD-HAYWARD		1.20															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20															10015049
5	26	CENT SOL SANTA FE SPR-CA		4.80		2.85				.10		.05	3.00						10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		4.80		2.85				.10		.05	3.00						10015111
5	09	HOOSR SOL INDNAPLS-INDNAPLSIN	5.00		5.00														10038766
		TOT P-T HOOSIER SOL IND * POUNDS	5.00		5.00														10038766
5	09	HOOSIER SOLV & CHEM WARSAW IN		.055															00241296
5	12	OHIO SOLV CLEVELAND-CLEVEOH				9.00		.60			3.60		3.60			1.20			10056953
		TOT P-T OHIO SOLVENTS - * POUNDS				9.00		.60			3.60		3.60			1.20			10050953
5	25	TEXAS SOLV DALLAS-DALLASTX				7.20		.60	4.80	1.80									10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				7.20		.60	4.80	1.80									10079411

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01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER ACCOUNT #
AROCLOR 6050															01786A		1045-050-17
W EATON SOL ROMULUS-DETROIT MI	50.0		50.0														10086925
TOT P-T WESTERN EATON S * POUNDS	50.0		50.0														10086925
HOLV SOLV GRND RAPIDS-GR RPNI	25.0		25.0														10091268
TOT P-T WOLVERINE SOLV * POUNDS	25.0		25.0														10091269
MARKET CUST. TOT-CENTRAL SOL CHI	132	7.91	132	15.9		2.40	4.86	1.90	3.60	.70	.65	.60		1.20			10015130
.CARBOLY-CUMING ING CANTON MA				1.80						1.80							00047171
.CHOICOTT JOHNSON ENDICOTT NY		.600		.600		.600											10626212
.CHYPOCHEMICS CO PARAMOUNT CA				.050		.050											00249645
.ECOLAB INC BAKERSFIELD CA				.050							.050						00260019
.ESSEX CHEM SAYREVILLE NJ				31.0						2.4			28.8	.6			10325497
.FOSITE CORP CINCINNATI OH				.700						.100				.600			05231116
.GIDSON IRVANS CO CLEVELAND OH		.050															10033535
.HERITAGE INC INDEPENDENCE OH		1.20															00610372
B F GOODRICH PORT NECHES TX				16.2	16.2												00231177
MARKET CUST. TOT-B F GOODRICH AK		1.20		16.2	16.2												10034191
.HOOKS CHEMICALS SHADDYVI OH				.600												.600	00118745
.KANSAS PT - COLOR WICHITA KS				.660					.660								10043476
.KASTAL KRAFT INC PALATIO FL		.050															05237921
.MEM MIN - MFG BRISTOL PA				1.20				1.20									10032472
.PHILCLA INC PHOENIX AZ				.055	.055												10055571
.SILICONE PRO ARLINGTON HA				.630								.600					10072579
.SOUTHWEST RES RICHMOND CALIF				.050						.050							10016451
.UNION ANSCO NEW MILFORD CT				.200					.100					.100			00255674
.UNION ANSCO CARTERET NJ				4.20											1.20	3.00	10074179
UNION ANSCO CONSHOHOC PA				.600				.600									10034241
MARKET CUST. TOT-UNION OIL CO LO				5.00				.60	.10					.10	1.20	3.00	00047155
.UNIVERSAL OIL PRES PLAINS IL				.100							.100						00047635
.UPJOHN CORP DETROIT MICH				1.80								1.80					00252250
.VITRICOR MFG WOODSIDE NY		.110															05144015
.WYNN OIL CO CINCINNATI OH				6.60											6.60		00270437
TOTAL PRODUCT * * * * * * * LB	132	10.0	132	83.0	16.3	3.1	4.0	3.7	4.4	5.1	.8	3.0	28.8	2.5	7.8	3.6	1045-050-17

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0480489

TOWOLDMON0058383

1/12/72

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	CHECKING FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO / MAIN GRD GP
	ARCOLOR 6062															01755A		1045-062-1
[illegible]	.ARCO CHEM INC ROEBUCK SC CAR		.050															00163351
[illegible]	.ALLENTOWN PAINT ALLENTOWN PA				.100								.050				.050	10002134
[illegible]	.AMERICAN CHEM SERV GRIFFITH IN				.050							.050						00160039
[illegible]	.AMERICAN LACQUER TAMPA FL		.110		.550	.100	.100				.150			.200				[illegible]
[illegible]	.BELRAY CO INC FARMINGDALE NJ				3.00											3.00		10000111
[illegible]	.C L BRADLEY LAB BRATTLEBORO VT		.600															00222933
[illegible]	.CELANESE COATINGS RIVERSIDE CA				.050										.050			10014599
[illegible]	.CELANESE CTGS LOUISVILLE KY				1.20											.600	.600	10014700
	PARENT CUST. TOT-CELANESE CORP N				1.25										.050	.600	.600	00045926
[illegible]	.ALLEG SOLV CARNEGIE CARNEGI PA	10.0		10.0														00107700
[illegible]	ALLEG SOLV CARNEGIE CORAOP PA		2.40		.060						.060							10002095
	TOT P-T ALLEG SOLV CARN * POUNDS	10.0	2.40	10.0	.060						.060							00107700
[illegible]	AMSLO SOLVENTS CINCINNATI OH		.050		1.90	.10				1.80								10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		.050		1.90	.10				1.80								10005361
[illegible]	BUFFALO SOLVENTS TONAWANDA NY		.060		12.0			2.40		4.80					4.80			10012334
	TOT P-T BUFFALO SOLV BU * POUNDS		.060		12.0			2.40		4.80					4.80			10012368
[illegible]	CENTRAL SOLV HAYWARD-HAYWARD		3.00		3.05					3.00							.05	10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		3.00		3.05					3.00							.05	10015049
[illegible]	CENTRAL SOL CHICAGO-CHICAGOIL				33.7	6.0	3.0		.1	5.4	3.6		2.5			13.2		10015138
	TOT P-T CENTRAL SOLVENT * POUNDS				33.7	6.0	3.0		.1	5.4	3.6		2.5			13.2		10015138
[illegible]	CENTRAL SOLVENTS SPOKANE WA				3.00				3.00									00255392
[illegible]	CENT SOL SANTA FE SPR-CA		16.2		36.6			3.0	9.0					9.6		3.0	12.0	10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		16.2		36.6			3.0	9.0					9.6		3.0	12.0	10015111
[illegible]	DIXIE SOL LOUISVILLE-LOUSVLE K	50.0		50.0	9.65	.05					1.20		3.60			4.80		10022576
	TOT P-T DIXIE SOLVENTS * POUNDS	50.0		50.0	9.65	.05					1.20		3.60			4.80		10022576
[illegible]	HOOSR SOL NEW HAVEN-FT WAYNEN		.600		1.80			1.80										10038774
	TOT P-T HOOSIER SOL NEW * POUNDS		.600		1.80			1.80										10038774

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TOWOLDMON0058384

01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIL CODE
	AROCLOR 6062															01755A		1045-062
6	HOUSR SOL INDNAPLS-INDNAPLSIN				.100										.050		.050	10038766
	TOT P-T HOOSIER SOL IND * POUNDS				.100										.050		.050	10038765
5 7 22	MO SOLV ST LOUIS-ST LOUIS MO *				28.2		3.00	3.00	6.00			6.00	3.60	6.60				10053552
	TOT P-T MO SOLV ST LOUI * POUNDS				28.2		3.00	3.00	6.00			6.00	3.60	6.60				10053552
5 6 12	OHIO SOLV CLEVELAND-CLEVEOH	50.0	12.0	50.0	31.2					2.4		6.0			6.0	4.8	12.0	10058951
	TOT P-T OHIO SOLVENTS - * POUNDS	50.0	12.0	50.0	31.2					2.4		6.0			6.0	4.6	12.0	10058953
7 6 12	OHIO SOLV MINERVA OH		2.40															00237612
5 7 25	TEXAS SOL HOUSTON-HOUSTONTX				4.80				2.40			2.40						10079373
	TOT P-T TEXAS SOLVENTS * POUNDS				4.80				2.40			2.40						10079373
5 7 25	TEXAS SOLV DALLAS-DALLASTX				.700											.100	.600	10079411
	TOT P-T TEXAS SOLVENTS * POUNDS				.700											.100	.600	10079411
6 8 05	W EATON SOL BARKEN MI				.050											.050		00232617
6 8 05	W EATON SOL ROMULUS-ROMULUSMI				19.0										3.6	16.2		00164875
	TOT P-T WESTERN EATON S * POUNDS				19.9										3.6	16.3		10086925
5 7 20	WISC SOLV MILWAUKEE-MILWAKE WI				.060									.060				10091012
5 7 20	WISC SOLV MILWAUKEE-W ALLIS WI		26.4		182	18.0	10.2	3.0	15.6	27.0	9.0	24.0		31.8	18.0	7.2	18.0	10091037
	TOT P-T WISC SOLV MILWA * POUNDS		26.4		182	18.0	10.2	3.0	15.6	27.0	9.0	24.0		31.9	18.0	7.2	18.0	10091012
	PARENT CUST. TOT-CENTRAL SOL CHI	110	63.1	110	368	24.2	16.2	13.2	36.1	44.4	13.9	38.4	9.7	48.1	32.5	49.4	42.7	10015138
5 0 5	.CITIES SERVICE ROCKVILLE CT		4.30															00236545
5 5 5	.COSDEN CHEM COATING BEVERLY NJ	6.00		6.00														10015955
11 3 4	.CREDO LABS CHICAGO IL				.100				.050								.050	00254544
5 7 25	.DEL PAINT - MFG OKLA CITY OK				.600			.600										10021583
5 7 20	.DEXTER CORP HAYWARD CA				3.60		.600	.600		.600			.600		.600		.600	00230647
5 7 45	.E I DU PONT DE NEMO PARLIN NJ		.100															10023365
5 7 24	.WALLACE ERICKSON CHICAGO IL		.180															10020537
5 7 20	.ESSEX CHEM LA MIRADA CA				1.20			1.20										10026709
5 1 10	ESSEX CHEM SAYREVILLE NJ				6.00						6.00							10026687
	PARENT CUST. TOT-ESSEX CHEM BALT				7.20			1.20			6.00							10026679
5 7 20	.EXACTO PRODUCTS ELKHART IN				1.20					1.20								00182621

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TOWOLDMON0058385

01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. MAR. OCT. GR
	ARNOLDR 6062															01755A		1065-062-1
5012	.EXCELLO FABRIC COSHOCTON OH		1.20															10026997
5724	.FLEX PRODUCTS SKOKIE IL				.050			.050										10027594
5[illegible]	.FORD PAINT AND VAR GRAND RA MI				1.20						.600			.600				00119032
5[illegible]	.H B FULLER CO PALATINE IL				.050			.050		.600	.600							10030153
5724	H B FULLER ST PAUL MINN				.200					.200								10030072
	PARENT CUST. TOT-H B FULLER ST P				.250			.050		.800	.600							10030072
1103	.P D GEORGE COMPANY ST LOUIS MO				.370							.120	.100			.150		10033276
5722	.GOODYEAR TIRE AKRON OH				.200									.050	.150			10034598
5[illegible]	GOODYEAR TIRE ST MARYS OH				.100	.050										.050		10034726
	PARENT CUST. TOT-GOODYEAR TIRE A				.300	.050								.050	.150	.050		10034693
5[illegible]	.GRANITEVILLE CO GRNTEVILLE SC	16.0		16.0														10035244
5728	.GREAT WESTERN CHEM TIGARD OR				34.2	3.60		4.80		2.40	3.60	3.00		3.00		4.20	9.60	10035511
5720	GREAT WESTERN CHEM SEATTLE WA				4.25				.05	.60	3.00	.60				1.20		10035545
	PARENT CUST. TOT-GREAT WESTERN C				38.5	3.60		4.80	.05	3.00	6.60	2.40		3.00		5.40	9.60	10033473
5116	.HARDMAN INC BELLEVILLE NJ		2.40		6.00			2.40			3.60							10035379
5116	.HARTIN PT - FILLER KEARNEY NJ				.050						.050							10037018
5[illegible]	.PROTECTIVE TREATMENT DAYTON OH	5.00		5.00														10064937
5[illegible]	.INTERTECH SYSTEMS CLIFTON VA				.050	.050												00220970
5722	.INMONT CORP ST LOUIS MO				1.80									1.80				10043637
5724	.STRESEN-REUTER DENDERVILLE,ILL		.180		.180						.180							10072420
5723	.UNIVERSITY OF IOWA IA CITY IA				.050		.050											00197513
5[illegible]	.JAMESTOWN FINISHES JAMSTN NY				6.00										6.00			10042313
5720	.KAISER GYPSUM ANTIOCH CALIF				.100								.100					00203037
5724	.KENDALL CO BARRINGTON IL				.150		.050			.050			.050					10043794
5722	.KOHLER MCLISTER PT DENVER CO				1.80		.600		.600				.600					10044642
5114	.MAGID CORPORATION LINDEN NJ		.600															10048928
5724	.MINN MIN - MFG FAYNE MI		.600		165								40		130	5		10052953
5724	MINN MIN-MFG HUTCHINSON MN		10.2															00222574
5724	MINN MIN - MFG ST PAUL MN		.060															10053013
	PARENT CUST. TOT-MINN MIN - MFG		10.9		165								40		130	5		10053013
5114	.STD T CHEM INC STAT ISL NY				4.20							4.20						10075300
5725	STANDARD T CHEMICA DALLAS TX				.050	.050												00139025
	PARENT CUST. TOT-MONTGOMERY WARD				4.25	.05						4.20						00044725
5[illegible]	.NAZAR RUBBER CO TOLEDO OH		.600		7.20	1.20	1.20			1.20		1.20	1.20			1.20		10057140

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TOWOLDMON0058386

01/12/72 PRODUCT/CUSTOMER SALES REPORT FOR DEC 1971 PAGE 3

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	YEAR SALES	FORECAST FOR CURR YEAR	PRIOR CLAS SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER CATEGORY
	ANDOLOR 6062															01755A		1045-662-1
	.DIVT CU KENNETT SQ PA				39.5		.1	11.4			6.0	3.0		6.9	3.0	3.0	6.0	10355993
	.PHILLIPS PET BARTLESVILLE OK				.100						.050					.050		10352997
	.POLYPLASTEX UNITED PINELLAS FL		.060															00139555
	.A V SCOTT PAINT EVANSVILLE IN				1.20										1.20			10362727
	.ALLIANCE UNIV ROANOKE VA				2.40								1.20				1.20	00178554
	.ASPUBLIC PRD MTLS MEDIA OHIO		.060		.400		.100				.100			.100	.100			00304243
	.RICHARDSON PAINT PHILADE PA				1.00			.60		1.20								00324455
	.HUNTER ROLLERS BALTIMORE MD				.120		.120											00253341
	.OLIDDEN CO READING PA				1.50								.800	.100		.600		10033866
	.WHITTAKER CO PHIL PA				.050											.050		10072693
	.STERLING WILLIAMS CLEVELAND OH				12.0	.6									12.0			10072776
	.TECH COATINGS SANTA CLAR CA				.600											.60	1.20	10076091
	TECHNICAL COAT NEWARK NJ				3.05	.05	.60	1.20					1.80					10073121
	PARENT CUST. TOT-TECHNICAL COATI				3.05	.05	.60	1.20					1.80			.60	1.20	10074113
	.TENNECO INC OF DIV HAZLETON PA		.060															00144147
	.TEXTURE EXACTO ELKHART IND				1.20								1.20					00292501
	.ENGEL CHEM TRENTON NJ		6.00															10077777
	.TIP TOP PROD OMAHA NEB		.100															10075215
	.THEMCO REG CLEVELAND OH				7.25				.05			2.40		2.40	2.40			10033773
	.UNITED CHEM INC WILMINGTON DELA				.650						.050		.600					00152744
	.ANSCO WAYNE NJ				.050	.020	.010											00244252
	UNION ANSCO PELHAM AL				1.40	1.40												00250055
	UNION ANSCO BRIDGEPORT CT				.600		.600											00256090
	UNION ANSCO HADDAM CT				.050	.050												00250551
	UNION ANSCO TAMPA FL				.600								.600					10035130
	UNION ANSCO TUCKER GA	50.0		50.0														10004551
	UNION ANSCO PALATINE IL				.600		.600											10050453
	UNION ANSCO BALTIMORE MD	30.0		30.0														10054254
	UNION ANSCO CHARLOTT NC	50.0		50.0														10054152
	UNION ANSCO CARTERET NJ				19.7		3.00		.25		9.00			.15			3.25	10054174
	UNION ANSCO E RUTHERFORD NJ		.600															00252554
	UNION ANSCO FAIRLAWN NJ				.600		.600											00152370
	UNION ANSCO JERSEY CT NJ		.600															00152542
	UNION ANSCO LYNDEN NJ				1.20		1.20											00247723
	UNION ANSCO NUTLEY NJ		.600															00257507
	UNION ANSCO CONSHOHOC PA	400		400	2.40								1.20	1.20				10004241
	UNION ANSCO PROVIDENCE RI		23.4		99.1			6.5	18.3		7.2	12.5		10.0		15.4	21.0	10054535
	UNION ANSCO NASHVILLE TN				.600		.600											10054144
	PARENT CUST. TOT-UNION OIL CO LO	530	25.2	530	123	1.4	6.6	6.5	18.5		16.2	12.5	1.8	19.4		15.6	24.3	00047155
	.W R GRACE DIV NEVILLE PA		39.2															00141402

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TOWOLDMON0058387

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SEC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FOR CUR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOM / MAJOR GRD GR
		AROCLOR 6062															01755A		1045-062-
5724		VALSPAR CORP EAST MOLINE IL				.060		.060											00177792
5724		VALSPAR CORP ROCKFORD IL				8.40	1.20			1.20	.60	2.40			.60	.60	1.80		00143580
		PATENT CUST. TOT-VALSPAR MINNEAP				8.40	1.20	.06		1.20	.60	2.40			.60	.60	1.80		00239936
		TOTAL PRODUCT * * * * * * * LB	667	151	667	821	33	26	43	57	53	55	64	60	82	188	76	84	1045-062-
		AROCLOR 6062-10% XYLENE															01873A		1045-162-
5726		LEMMAR INC LITTLE R AR				.550											.550		00117970
5612		USS CHEM DIV NEVILLE PA				63.4					30.3			33.1					00141402
		TOTAL PRODUCT * * * * * * * LB				64.0					30.3			33.1			.6		1045-162-
		AROCLOR 6070															01707A		1045-070-
5609		AMSCO SOLVENTS CINCINNATI OH				.050	.050												10005361
		TOT P-T AMSCO SOLVENTS * POUNDS				.050	.050												10005361
5720		CENTRAL SOLV HAYWARD-HAYWARD		1.20		1.20							1.20						10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20		1.20							1.20						10015049
5720		CENTRAL SOL CHICAGO-CHICAGO IL		.100		14.5		1.20	3.60	6.00	3.60		.05						10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		.100		14.5		1.20	3.60	6.00	3.60		.05						10015138
5720		CENT SOL SANTA FE SPR-CA				121	.6	.6	31.2	.1	28.8		30.0			10.2	12.6	7.2	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				121	.6	.6	31.2	.1	28.8		30.0			10.2	12.6	7.2	10015111
5612		OHIO SOLV CLEVELAND-CLEVEOH				.100	.100												10058953
		TOT P-T OHIO SOLVENTS - * POUNDS				.100	.100												10058953
5625		TEXAS SOLV DALLAS-DALLASTX				15.0			15.0										10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				15.0			15.0										10079411
5720		WISC SOLV MILWAUKEE-W ALLIS WI				.600							.600						10091039
		TOT P-T WISC SOLV MILWA * POUNDS				.600							.600						10091012

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TOWOLDMON0058388

01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CUSTOMER FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. / MAT. NO.
	ARUCLUR 6070															01737A		1045-070-
	PARENT CUST. TOT-CENTRAL SOL CHI		1.30		153	.8	1.8	49.0	6.1	32.4		31.9			10.2	12.6	7.2	10015135
5734	.CASCO SHELL INC WAUKEGAN IL				.600		.600											00244539
5734	.GEN ELEC CHELSEA MA				.600	.600												10031542
1133	.P D GEORGE COMPANY ST LOUIS MO				1.80								.600		.600	.600		10033276
5737	.GILBERT SPRUANCE PHILA PA				.600	.600												10074819
5034	.W R GRACE CAMBRIDGE MA		.050															10035112
5114	W R GRACE N BERGEN NJ		6.00		6.00	6.00												10034965
	PARENT CUST. TOT-W R GRACE NEW Y		6.05		6.00	6.00												00045459
5728	.INMONT CO ANAHEIM CA				.100					.300				.200				10040914
5728	INMONT CORP EL SEGUNDO CALIF		.300															10040872
5728	INMONT CORP ST LOUIS MO		10.8		17.4			5.40			6.00		3.00	3.00				10040639
5118	INMONT CORP ELIZABETH NJ				1.20		.600	.600										10040744
	PARENT CUST. TOT-INMONT CORP NYC		11.1		18.7		.60	6.00		.30	6.00		3.00	2.80				00044482
5729	.BALTER INTL CORP GRETNA LA				1.20			1.20										00251950
5614	.GLIDDEN CO CLEVELAND OH		.050															10033645
5734	.ARTHUR C SIAS WILTON CT				.050									.050				00253931
5345	.TENNECO INC OF DIV HAZLETON PA		.110															00149747
5307	.THIOKOL CHEM WAYNESBORO VA				.200				.200									00225940
5012	.TRANSPARENT-WAX TITUSVILLE PA				.600			.600										00251245
5012	.TRESCO MFG CLEVELAND OH				24.6				1.80	2.40	2.40		4.80		2.40	3.60	7.20	10080940
5114	.UNION AMSCO CARTERET NJ				7.60				3.60			3.15		.30	.35		.20	10004179
5114	UNION AMSCO SAYREVILLE NJ				13.8				13.8									10004209
5307	UNION AMSCO CONSHOHOC PA				.600							.600						10004241
	PARENT CUST. TOT-UNION OIL CO LO				22.0				17.4			3.8		.3	.4		.2	00047155
	TOTAL PRODUCT * * * * * * * LB		18.6		233	8.0	3.0	57.6	25.5	35.1	8.4	35.6	8.4	3.2	13.6	16.8	14.6	1045-070-
	ARUCLUR 6070-10 PCT XYLENE															01958A		1045-170-
5726	.CENT SOL SANTA FE SPR-CA				12.0				12.0									10015111
	TOT P-T CENTRAL SOLV SA * POUNDS				12.0				12.0									10015111
5114	.W R GRACE N BERGEN NJ				30.0				6.0	6.0	12.0		6.0					10034965
5725	W R GRACE HOUSTON TX				12.0							6.00				6.00		00260665
	PARENT CUST. TOT-W R GRACE NEW Y				42.0				6.0	6.0	12.0	6.0	6.0			6.0		00045489
	TOTAL PRODUCT * * * * * * * LB				54.0				18.0	6.0	12.0	6.0	6.0			6.0		1045-170-

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0480495

TOWOLDMON0058389

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	THIS YEAR FOR CURR YEAR	THIS CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		SANTICIZER 311															01900A		7645-311-1
5005		.CHRYSLER CORP TRENTON MI				357				87.1			88.8		89.8			91.1	10020735
		TOTAL PRODUCT * * * * * * * LB				357				87.1			88.8		89.8			91.1	7645-311-1
		TS TOT CLASS LIQUID ARDCLORS LB	900	10665	860	2353	78	43	129	216	185	97	269	201	258	287	153	438	
		ARDCLOR 1268															00219A		1040-340-1
[illegible]		.AMRCO SPEER NIAGARA NY		.200															00107439
[illegible]		.ALLIED CHEM BRUNSWICK GA		30.0															00153672
[illegible]		ALLIED CHEM RIEGELWOOD NC		20.0															00037351
		PARENT CUST. TOT-ALLIED CHEM NYC		50.0															00045039
5014		.BORDEN MIDDLESEX NJ		7.00															10010602
5012		.ALLEG SOLV CARNEGIE CORAOP PA		1.00															10002095
		TOT P-T ALLEG SOLV CARN * POUNDS		1.00															00107700
[illegible]		CENTRAL SOLV HAYWARD-HAYWARD		.000															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		.000															10015049
5700		CENTRAL SOL CHICAGO-CHICAGO IL		5.20															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		5.20															10015138
[illegible]		CENT SOL SANTA FE SPR-CA		17.6															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		17.6															10015111
[illegible]		DIXIE SOL LOUISVILLE-LOUSVLE K		44.0															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		44.0															10022576
[illegible]		HOUSR SOL NEW HAVEN-FT WAYNIN		.800															10038774
		TOT P-T HOUSIER SOL NEW * POUNDS		.000															10038774
		PARENT CUST. TOT-CENTRAL SOL CHI		69.4															10015135
[illegible]		.E I DUPONT WILMINGTON DE		1.08															10023564
[illegible]		E I DU PONT DE WASHINGTON WV		.000															10024145

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0480496

TOWOLDMON0058390

01131-A DIRECT #2
01/12/72

ORGANIC DIVISION [illegible]
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SEX	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MARKETING
		PARENT CUST. TOT-E I DU PONT DE		.275															10023554
		AROCLOR 1268															00219A		1040-340-
5007		.EASTERN CLR - CH PROVIDENCE RI		.600															10024927
5038		.TENN EASTMAN KINGSPORT TENN		.200															10070547
5059		.GM-INLAND DAYTON OH		.200															10032776
5054		.GENERAL ELEC GUILDERLAN CTR NY		23.2															00215783
5049		.GENTEX CORP CARBONDALE PA		2.20															10033263
5722		.KILLARK ELECTRIC ST LOUIS MO		.200															10044274
5049		.L N P POLYMERS THORNDALE PA		3.60															00[illegible]
5724		.MINN MIN - MFG ST PAUL MN		21.5															10053[illegible]
5724		.NASHUA-DUTCH BRAND CHICAGO IL		15.6															00152903
5010		.SONNEBORN BUILD BELLEVILLE NJ		67.0															10073604
5010		.SUN CHEM CORP E RUTHERFORD NJ		4.60															10076552
5010		SUN CHEM PATTERSON NJ		.050															00139415
		PARENT CUST. TOT-SUN CHEMICAL CO		4.65															10076714
5725		.UNIRAR INC HOUSTON TEXAS		8.00															00093773
5010		.UNION CAR UC BOUND BROOK N J		.200															10031823
5007		.UNION ABSCO CONSHOHOC PA		18.8															10034241
5003		UNION ABSCO PROVIDENCE RI		10.4															10004535
		PARENT CUST. TOT-UNION OIL CO LO		29.2															00047155
5720		.UNIROYAL MISHAWAKA INDIANA		15.0															10032694
5007		.U S GOVERNMENT SILVER SPGS MD		.200															00142565
5004		.WM E WRIGHT WEST WARREN MA		.025															00224553
		TOTAL PRODUCT * * * * * * * LB		318															1040-340-
		AROCLOR CRUDE-2565															00446A		1040-390-
5004		.RAYBESTOS MANHA STRATFORD CT		14.1															10068409
5010		.SUN CHEM CORP E RUTHERFORD NJ		5.00															10076552
		TOTAL PRODUCT * * * * * * * LB		19.1															1040-390-
		AROCLOR 4465															00377A		1040-430-
5004		.AMERICAN OPTICAL KEENE NH		.050															00228745
5004		AMERICAN OPTICAL BUFFALO NY		.050															00109312
		PARENT CUST. TOT-AMER OPTICAL SO		.100															10034760
5017		.BASF WYANDOTTE GEISMAR LA		.900															00146552
																			362

0480497

TOWOLDMON0058391

2/12 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	[illegible]	[illegible]	[illegible]	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
ANDCLOR 4465															00377A		1040-430-1
.CALDWELL CHEM FAYETTEVILLE TN		.050															00103504
.ALLEG SOLV CARNEGIE CORAOP PA		11.1															10002095
ALLEG SOLV CARNEGIE LATROBE PA		.500															00226432
ALLEG SOLV CARNEGIE PITTS PA		3.00															10002117
TOT P-T ALLEG SOLV CARN * POUNDS		14.6															00107700
AMSCO SOLVENTS CINCINNATI OH		.350															10005361
TOT P-T AMSCO SOLVENTS * POUNDS		.350															10005361
BUFFALO SOLVENTS TONAWANDA NY.		1.00															10012394
TOT P-T BUFFALO SOLV BU * POUNDS		1.00															10012358
CENTRAL SOL CHICAGO-CHICAGO IL		47.0		5.00	5.00												10015138
TOT P-T CENTRAL SOLVENT * POUNDS		47.0		5.00	5.00												10015138
CENT SOL SANTA FE SPR-CA		10.1															10015111
TOT P-T CENTRAL SOLV SA * POUNDS		10.1															10015111
HO SOLV ST LOUIS-ST LOUIS MO *		8.00															10053552
TOT P-T HO SOLV ST LOUI * POUNDS		8.00															10053552
OHIO-SOLV CLEVELAND-CLEVEOH		2.00															10058953
TOT P-T OHIO SOLVENTS - * POUNDS		2.00															10058953
TEXAS SOL HOUSTON-C CHRISTITX		.200															00140465
TEXAS SOL HOUSTON-HOUSTONTX		15.5															10079373
TOT P-T TEXAS SOLVENTS * POUNDS		15.7															10079373
W EATON SOL RUMULUS-DETROITMI		1.35															10088925
TOT P-T WESTERN EATON S * POUNDS		1.35															10088925
PARENT CUST. TOT-CENTRAL SOL CHI		100		5.00	5.00												10015138
CHEM PROD CO RUMFORD RI		.150															10015707
																	363

0480498

1/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR PRICE	UNIT CHANGE FOR CURR YEAR	UNIT CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAP PRINT OUT
	PROCLOR 4465															00377A		1040-430-1
720	.CLEARPRINT MFG EMERYVILLE CA		65.1															10317173
720	.DUTCH BANNING BANNING CA		.050															00116136
724	.DUBUQUE DENTAL LAB DUBUQUE IA		.050															00220377
725	.EASTMAN KODAK CO ROCHESTER NY		2.55															10025125
725	TEXAS EASTMAN CO LONGVIEW TX		5.40															10079292
	PARENT CUST. TOT-EASTMAN KODAK C		7.95															10025125
[illegible]	.ELECTRIC REFINING TOLEDO OH		.500															00133016
[illegible]	.[illegible]SON PROD PAINESVILLE OH		33.6															10027381
[illegible]	.GENERAL PRINTING INK PHILA PA		.050															00177419
[illegible]	.HANESCO INC NASHVILLE TN		.505															10033235
[illegible]	.HART MANUFACT HOT SPRINGS AK		.200															00122629
[illegible]	.HI-STRANG CHEMICALS LENOIR NC		4.00															00213574
[illegible]	.[illegible]SON ENTERPRISES AKRON OH		3.07															00195767
[illegible]	.[illegible] BROS FRANKLIN PARK IL		3.00															10045036
[illegible]	.[illegible] DERRICK DENTAL DETROIT MI		.050															00126771
[illegible]	.[illegible]-MIN - MFG ST PAUL MN		1.60															10053913
[illegible]	.[illegible]SHOA-DUTCH BRAND CHICAGO IL		6.25															00152900
[illegible]	.OLIN CORP BRANDENBURG KY		14.0															10059232
[illegible]	.[illegible] BROS CINN OHIO		.150															10[illegible]
258	.S B PENICK LYNDHURST NJ		26.8															10051359
[illegible]	.VATL STARCH BLOOMFIELD NJ		5.00															10053221
[illegible]	PPG INDUST HARMARVILLE PA		.500															00159123
	PARENT CUST. TOT-PITTS PLATE GL		5.50															10063345
[illegible]	.R C A PRINCETON NJ		.050															10055739
[illegible]	.SHELL CHEM CO GEISMAR LA		8.00															00103557
[illegible]	.ACME QUALITY PTS DETROIT MI		1.04															10006539
[illegible]	.SOLAR COMPOUNDS LINDEN NJ		5.00															10073706
[illegible]	.SUN CHEM CORP E RUTHERFORD NJ		24.8															10076552
[illegible]	.SUNOLIN CHEM CO TWIN OAKS PA		6.50															00155667
[illegible]	.TEXAS EASTERN TRAN LNSVW TX		.600															10079204
[illegible]	.TEMPIL CORP NEW YORK NY		.050															00139753
[illegible]	.UNION CAR UC BOUND BROOK N J		.050															10031823
[illegible]	.UNION AMSCO PALATINE IL		1.50															10034233
[illegible]	UNION AMSCO CARTERET NJ		2.50															10034173
[illegible]	UNION AMSCO NASHVILLE TN		2.00															10004144
	PARENT CUST. TOT-UNION OIL CO LO		6.00															00047155
[illegible]	.U S GOVT WASHINGTON D C		1.00															10034733
[illegible]	U S GOVERNMENT SILVER SPGS MD		.050															00142563

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0480499

TOWOLDMON0058393

[illegible] DIRECT [illegible]
2/72

PRODUCT/CUSTOMER SALES REPORT

IN THOUSANDS OF POUNDS AND DOLLARS

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible] FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIL CODE
PARENT CUST. TOT-U S GOVT WASHIN		1.05															10084733
ARUCLOR 4465															00377A		1040-430-17
.VALSPAR CORP FORT WAYNE IND		3.00		5.00	5.00												00235207
.YATES MFG CHICAGO ILLINOIS		46.0															10092531
TOTAL PRODUCT * * * * * * * LB		374															1040-430-17
ARUCLOR 5050															00344A		1040-450-17
.ENGINEERED YARNS COVENTRY RI	5.00	1.00	5.00	3.00				1.00					1.00		1.00		10025318
.GIBSON HOMANS CO CLEVELAND OH		.050		.050	.050												10033535
.HIGHTEMP RESINS STAMFORD CT		.050															00244163
.STU T CHEM INC STAT ISL NY	100	65.0	100	64.0	24.0	5.0			4.0	3.0	10.0	4.0		4.0	10.0		10075330
.RIEGEL PAPER RIEGELSVILLE NJ		10.0															10036207
.SHELL DEVELOPMT CO SALIDA CAL		.050															00197750
.SOLAR COMPOUNDS LINDEN NJ	75.0	42.0	75.0														10073756
.TIBRALS FLOORING ONEIDA IN				.050			.050										00251232
.UNION AMSCO NEW MILFORD CT				.100					.100								00255874
UNION AMSCO CONSHOHOC PA		.300															10004241
PARENT CUST. TOT-UNION OIL CO LD		.300		.100					.100								00047155
.VALSPAR CORP NUTLEY NJ	400	320	400	337	30.0	30.0	30.0	21.0	32.0	96.0	32.0			64.0		2.2	00151548
TOTAL PRODUCT * * * * * * * LB	580	438	580	404	54.1	35.0	39.1	22.0	36.1	99.0	42.0	4.0	1.0	68.0	11.0	2.2	1040-450-17
ARUCLOR 5442															00380A		1040-470-17
.ADHESIVES RESEARCH YORK PA				.700	.100		.200	.200								.200	00175141
.AMERICAN ADHESIVE MFG BROCK NY				.900		.450										.450	10003156
.ARMSTRONG CORK LANCASTER PA				1.35							1.35						10006430
.ADHESIVE ENG SAN CARLOS CA		.050															10006750
.R P CARGILLE CEDAR GROVE NJ				.050								.050					10013941
.ALLEG SOLV CARNEGIE CORAOP PA				1.80		.450			.450	.900							10002375
TOT P-T ALLEG SOLV CARN * POUNDS				1.80		.450			.450	.900							00107700
AMSCO SOLVENTS CINCINNATI OH	2.50	2.85	2.50	4.20		2.25			2.25					1.20	.90		10005361
TOT P-T AMSCO SOLVENTS * POUNDS	2.50	2.85	2.50	4.20		2.25			2.25					1.20	.90		10005361
BUFFALO SOLVENTS BUFFALO NY	50.0		50.0														10012368
BUFFALO SOLVENTS TONAWANDA NY				.500	.050										.450		10012394

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0480500

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS MONTH FORECAST YEAR	SALES CUM ETD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST CO / MAP CO CO
	TOT P-T BUFFALO SOLV BU * POUNDS	50.0		50.0	.500	.050										.450		10012368
	ARCLOR 5442															003	10A	1040-470-1
350	BUFFALO SOLVENTS DAGUSCAHON PA				.450	.450												00248118
720	CENTRAL SOLV HAYWARD-HAYWARD		.900		3.60				.90			2.70						10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		.900		3.60				.90			2.70						10015049
700	CENTRAL SOL CHICAGO-CHICAGOIL	60.0	13.1	60.0	22.4	9.00	1.80					6.00	4.60		3.50		4.50	10015138
	TOT P-T CENTRAL SOLVENT * POUNDS	60.0	13.1	60.0	22.4	9.00	1.80					6.00	4.60		3.50		4.50	10015138
720	CENT SOL SANTA FE SPR-CA	50.0	4.75	50.0	21.6		.90		1.80	.90	2.25	6.75		9.00				10015111
	TOT P-T CENTRAL SOLV SA * POUNDS	50.0	4.75	50.0	21.6		.90		1.80	.90	2.25	6.75		9.00				10015111
609	DIXIE SOL LOUISVILLE-LOUSVLE K				1.20								1.20					10022576
	TOT P-T DIXIE SOLVENTS * POUNDS				1.20								1.20					10022576
500	HOOSR SOL NEW HAVEN-FT WAYNIN		1.80															10038774
	TOT P-T HOOSIER SOL NEW * POUNDS		1.80															10038774
722	NO SOLV ST LOUIS-ST LOUIS MO *		.450		17.6	.45	1.35	3.60	2.25	2.25		4.05	2.70				.90	10053552
	TOT P-T NO SOLV ST LOUI * POUNDS		.450		17.6	.45	1.35	3.60	2.25	2.25		4.05	2.70				.90	10053552
	PARENT CUST. TOT-CENTRAL SOL CHI	163	20.3	163	73.3	10.0	6.8	3.6	5.0	5.9	3.2	19.5	8.5	9.0	4.7	1.4	5.4	10015138
345	DELSEY SANITATION CAMDEN NJ				.500										.050		.450	00246506
345	E I DU PONT DE NEMO PARLIN NJ		.150															10023366
324	EASTMAN KODAK CO ROCHESTER NY		.400															10325125
512	MASSON PROD PAINESVILLE OH	2.00	.350	2.00	2.10					.15	.60	1.35						10027331
722	FERRO CORP CLEVELAND OH		.005															10027675
724	HB FULLER CO PALATINE IL		.450															10030153
724	H B FULLER CO DETROIT MI				.100						.100							10029945
	PARENT CUST. TOT-H B FULLER ST P		.450		.100						.100							10030072
413	GEN ELEC COSHOCTON OH		.050															10031923
345	GENTEX CORP CARBONDALE PA		.600															10033268
722	GOLDEN STAR POL MO KAN CITY MO				.050									.050				10034027

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0480501

[illegible] DIRECT #2
/12/72
ORGANIC DIVISION STRUCTURE PRODUCTS
PRODUCT/CUSTOMER SALES REPORT
FOR DEC [illegible]

-IN THOUSANDS OF POUNDS AND DOLLARS-

[illegible]	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible] FOR CURR YEAR	[illegible] CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG	SEPT.	OCT.	NOV	DEC	CUSTOMER NUMBER
	ARCOLOR 5442															00380A		1040-470-1
20	.GREAT WESTERN CHEM SEATTLE WA				.050				.050									10035546
24	.KERNS UNITED CALUMET CITY ILL		.050															00153941
24	.MARKEN MACHINE KECKE NH				.050			.050										00126619
24	.MINN MIN - MFG ST PAUL MN		4.55		8.10	4.50								3.60				[illegible]
24	MINN MIN - MFG WHITE CITY OR		1.40															[illegible]
	PARENT CUST. TOT-MINN MIN - MFG		3.00		8.10	4.50								3.60				10053013
18	.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
22	.STANDARD T CHEMICA DALLAS TX		.050															00139025
20	.NILES CHEM PAINT NILES MI		.150															[illegible]
22	.POLYCHEM CORP APPTON MO		.005															00237690
18	.NATL STARCH BLOOMFIELD NJ				1.20						.600				.600			10063221
18	PITTS PLATE E POINT GA				.450						.450							10063442
	PARENT CUST. TOT-PITTS PLATE GL				1.65						1.05				.60			10063345
20	.PRODUCTS RESEARCH BURBANK CAL				.600					.600								00045756
20	PRODS RESEARCH GLENDALE CA		.600		.600					.600								10064056
45	PRODS RESEARCH GLOUCESTER NJ		27.9		6.00										6.00			10064954
	PARENT CUST. TOT-PRODUCTS RESEAR		28.5		7.20					1.20					6.00			00045756
45	.S.P ROESER LZHASKA PA				9.50					.05		.45					9.00	10058900
24	.ELI SANDMAN CO WORCESTER MA				.100					.100								00224621
25	.ST REGIS PAPER MIDDLETOWN OH		.120															10063341
18	.SUN CHEM CARLSTADT N J		.050															10076625
20	SUN CHEMICAL CO CHESTER SC		.900															00183373
	PARENT CUST. TOT-SUN CHEMICAL CO		.950															10076714
45	.SUPER TIRE ENGIN GARDEN NJ		.050		.450					.450								00241091
60	.TAB CHEMICALS INC CHICAGO ILL		.050															10077842
45	.TELEDYNE COAST PROSEAL PHEO PA				12.0										12.0			00269646
18	.THIOKOL CHEM TRENTON NJ				.050	.050												10077779
18	.UNION CAR GC BOUND BROOK N J		.050															10061023
14	.UNION AMSCO CARTERET NJ	100		100	13.1							1.35		4.50		2.70	4.50	10004179
14	UNION AMSCO LONG ISLA NY				.450						.450							00108047
27	UNION AMSCO CONSHOHOC PA		37.1		129		7.2	6.0	13.5	21.0		7.1	14.4	22.8	30.0	4.2	2.7	10004241
27	UNION AMSCO PHEONIXVILLE PA				6.00								6.00					00263729
32	UNION AMSCO PROVIDENCE RI	50.0	3.15	50.0	4.50										4.50			10004535
	PARENT CUST. TOT-UNION OIL CO LO	150	40.2	150	153		7.2	6.0	13.5	21.0	.5	8.4	20.4	27.3	34.5	6.9	7.2	00047155
33	.UPJOHN CO N HAVEN CONNECTICUT				.050										.050			10085705

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0480502

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORMUL	LAST YEAR	FOR CURR MTH	CURR YEAR	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV	DEC	CUSTOMER NUMBERS
AROCLOR 5442															003	0A	1040-470-1
.USM CORP GIRDER DIV MARSHAL MI				.600						.600							00255456
.VALSPAR CORP EAST MOLINE IL		.100															03177742
VALSPAR MINNEAPOLIS MN		.050															03230936
PARENT CUST. TOT-VALSPAR MINNEAP		.150															00230936
.YATES MFG CHICAGO ILLINOIS	7.00	3.60	7.00	5.45						.90		.45	.45		3.60		10092531
TOTAL PRODUCT * * * * * * * LB	322	99.0	322	277	14.0	14.4	9.9	18.7	28.8	6.9	31.1	29.4	40.4	48.6	11.9	22.7	1040-470-1
AROCLOR DIST 5460-HL SOL															003	0A	1040-480-1
.AGED, INC. IRWIN PA				.100				.100									10003143
.ADELPHI PAINT DEVOE PK LI NY				7.20			4.10	1.65	.60	.60	.25						13533734
.ALDEO SPEER ELECT BRADFORD PA	160	142	160	64.0							32.0					32.0	00065592
.ALCAS METAL POWDER UNION NJ				.100			.100										03197611
.ALLIED PAINT LANSDALE PA				.050	.050												10502375
.ALLIS CHALMERS MITTS PA				.300					.300								10002684
.AMCHEM PRODUCTS PHILADELPHI PA	35.0	30.0	35.0	50.0		10.0				10.0	10.0	10.0			10.0		00255282
.AMERICAN ADHESIVE MFG UNION NY	20.0	10.0	20.0														10003159
.AM C I CHEM HUNTINGTON NY	5.00	3.00	5.00														10047733
.AMERICAN CHEM SERV GRIFFITH IN				.050							.050						00000137
.AMERICAN ERKA WILLIMANTIC CONN		.050		.050								.050					00203135
.AMERICAN LACQUER TAMPA FL		.050		.050						.050							10004034
.AMERICAN PETRO CHEM WOOSTER OH		.500															03034355
.AMERCOAT CORP BREA CAL		11.4															10003141
.AMERON HOPA CA		3.00															03259972
.ATLAS MINERAL CO HARBURG NJ				4.70	.20					.50	.50	1.00	.50	1.00		1.00	13303115
.ANDERSON OIL & CHEM PORTLAND CT				.100											.100		00165570
.ARCHEM COMPANY PORTSMOUTH OHIO		2.00		1.00						.500				.500			13004915
.ARCHER PROD KINSTON SAL NC		.050															10004007
.JOHN L ARMITAGE BELAIR MD				.250				.200									10000287
.ARMOUR-DIAL MELROSE PARK IL				2.10	2.10												03245372
.ARMOUR-DIAL MEMPHIS TN	20.0	13.0	20.0	14.4	1.90	1.50			3.00		2.00	2.00	2.00		2.00		13000114
PARENT CUST. TOT-ARMOUR CO CHICA	20.0	13.0	20.0	16.5	4.00	1.50			3.00		2.00	2.00	2.00		2.00		00131953
.ARMSTRONG CHEMCON CHICAGO IL		.200															10006546
.ARMOCO CORP DANBURY CT	13.0	12.0	13.0	10.5	1.50	1.50		1.50		1.50				3.00		1.50	10003740
.ARMOCO CORP TILTON NH	13.0	12.0	13.0	11.0			3.50			1.50	2.00		2.00			2.00	10006757
.ARMOCO CORP ROCKLEIGH NJ	3.00	3.00	3.00														00384952
.ARMOCO CORP CLEVELAND OH	10.0	7.50	10.0	12.0	1.50		1.50	3.50				3.00		1.50		1.50	10006767
PARENT CUST. TOT-ARMOCO CORP NEW	39.0	34.5	39.0	33.5	3.00	1.50	5.00	4.50		3.00	2.00	3.00	2.00	4.50		5.00	00346655
.ATLANTIC PAINT JACKSONVILLE FL		.400															00110523

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0480503

TOWOLDMON0058397

S	NAME OF PRODUCT/CUSTOMER	POSITION	LAST YEAR THIS MO	PREVIOUS MO/QTR	CURR MO/QTR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NUMBER
	SEQUOR DIST 5460-M1 SOL															003054		1360-430-1
	ATLANTIC VARNISH RICHMOND VA				.150								.150					00187725
	ATLAS CHEM IND ATLAS POINT DE	10.0	8.10	10.0	2.03							2.03						12[illegible]
	BASF WYANDOTTE CARLSTADT NJ				.750							.500	.250					00[illegible]
	BASF WYANDOTTE HACKENSACK NJ	5.00	3.70	5.00														0015[illegible]
	PAYMENT CUST. TOT-BASF WYANDOTTE	5.00	3.20	5.00	.750							.500	.250					10052302
	BORDAY CHEMICAL MATHEWS NY		.100															13355352
	BRYK IND DES MOINE IA	100	17.4	100	.100		.100											00118[illegible]
	CELANESE CO OF C FOUNTAINDALE NJ		.400		.300						.300							10039[illegible]
	CONSTRUCTIVE ENG SAN CARLOS CA		.050															13[illegible]
	CONGAS ADHESIVES CO STOW OH	.207	.100	.200	.100	.100												10035[illegible]
	PAYMENT CUST. TOT-HENKEL CO DENNEA	.220	.130	.200	.100	.100												00045[illegible]
	DENT PRODUCTS STANLEY STOKES PA				.150												.150	00[illegible]
	DUPONT CORPORATION NEWARK N J		.100		.300												.300	00[illegible]
	ETHYL PRODUCTS SAYREVILLE NJ				22.0								28.0			24.0		10[illegible]
	FORBES PEABODY MA	1000	.250		.600		.15		1.00	.05	.90			.20	.10			10[illegible]
	G A RUDEE & SONS PHILADEL PA				.200				.300									10[illegible]
	GENERAL PAINT CO BALTIMORE MD		.100		2.10				.10						1.00	1.00		10[illegible]
	GOOD CHEM HERSDALE FLA	.950	.300	.300	.300		.300											10[illegible]
	GULF CORPORATION UNITED ILL				.100						.100							00[illegible]
	HENKEL PROD PENNSBURG LE NY				.800							.400		.400				10[illegible]
	HERCULES OILS NEWARK N J		.800		1.05		.450	.600										13[illegible]
	HERCULES CORP JACKSON MS				.050					.050								00[illegible]
	HOLLANDSE COATINGS NEWARK NJ				5.00								3.80	1.20				10[illegible]
	HOLLANDSE PLAS DEV NEWARK NJ		.050															10[illegible]
	PAYMENT CUST. TOT-HOLLANDSE CORP N		.050		5.00								3.80	1.20				00[illegible]
	ALLOG SOLV CARNEGIE CARNEGI PA	40.0		40.0														00[illegible]
	ALLOG SOLV CAYNEGIE COAOOP PA		60.5		63.7		10.0		1.2	19.0	12.5	3.0				20.0	7.0	10[illegible]
	ALLEG SOLV CARNEGIE PITTS PA																	10[illegible]
	TOT P-T ALLEG SOLV CARN * POUNDS	40.0	60.5	40.0	63.7		10.0		1.2	19.0	12.5	3.0				20.0	7.0	00107709
	MISCO SOLVENTS CINCINNATI OH	350	282	350	55.5		21.5			16.0	5.0				13.0			10[illegible]
	TOT P-T MISCO SOLVENTS * POUNDS	350	282	350	55.5		21.5			16.0	5.0				13.0			10035351
	MUEHLAU SOLVENTS JONAWANDA NY	120	98.0	120	145					29.0			30.0	30.0	30.0	30.0		10012354
	TOT P-T BUFFALO SOLV DU * POUNDS	120	98.0	120	145					29.0			30.0	30.0	30.0	30.0		10012360

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0480504

TOWOLDMON0058398

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FORECAST YEAR	CURRENT YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO.
ANDCLOR DIST 5460-HI SOL															0035A		1340-460-17
5720 CENTRAL SOLV HAYWARD-HAYWARD	210	155	210	120		30.0		10.0			10.0		55.0			15.0	10019047
TOT P-T CENTRAL SOLV HA * POUNDS	210	155	210	120		30.0		10.0			10.0		55.0			15.0	10019047
5720 CENTRAL SOLV BEDFORD PARK IL		108		85.0	85.0												00269037
5720 CENTRAL SOL CHICAG-CHICAGOIL	1700	1520	1700	1052	80	168	190	85	250	24	160	160	200	180	200	155	10019135
TOT P-T CENTRAL SOLVENT * POUNDS	1700	1520	1700	1052	80	168	190	85	250	24	160	160	200	180	200	155	10019135
5720 CENTRAL SOLVENTS PORTLAND OR	90.0	65.5	90.0	178		15.0	32.5	30.0		20.0	20.0		20.0			40.0	00113425
TOT P-T CENTRAL SOLVENT * POUNDS	90.0	65.5	90.0	178		15.0	32.5	30.0		20.0	20.0		20.0			40.0	00113425
5720 CENTRAL SOLVENTS SPOKANE WA				1.00				1.00									00355772
5720 CENT SOL SANTA FE SPR-CA	900	604	900	904		52	53	130	80	65	127		155	20	25	190	10015111
TOT P-T CENTRAL SOLV SA * POUNDS	900	604	900	904		52	53	130	80	65	127		155	20	25	190	10015111
5609 DIXIE SOL LOUISVILLE-LOUSVLE K	90.0	50.0	90.0	172			12.0		30.5	27.0	36.0	36.5			30.0		10022576
TOT P-T DIXIE SOLVENTS * POUNDS	90.0	50.0	90.0	172			12.0		30.5	27.0	36.0	36.5			30.0		10022576
5609 HOSIR SOL NEW HAVEN-BERNE IN	5.00		5.00														00217213
5609 HOSIER SOL NEW HAVEN-FT WAYNE IN		3.00															10038774
TOT P-T HOOSIER SOL NEW * POUNDS	5.00	3.00	5.00														10038774
5609 HOSIER SOL INDIANPLS-INDNAPLSIN		35.0		18.0			8.0								10.0		10038766
5609 HOOSIER SOLV & CHEM JASPER IN	50.0		50.0														00226394
TOT P-T HOOSR SOL INDNA * POUNDS	50.0	35.0	50.0	18.0			8.0								10.0		10038766
5722 KAN SOLV KANSAS CTY-KNS CTYMO	30.0	20.0	30.0	10.0			10.0										10053544
5722 KO SOLV ST LOUIS-ST LOUIS MO *	25.0	29.3	25.0	28.0		1.00	2.00	2.00	8.00		5.00			5.00	5.00		10053552
TOT P-T MO SOLV ST LOUI * POUNDS	25.0	29.3	25.0	28.0		1.00	2.00	2.00	8.00		5.00			5.00	5.00		10053552
5612 OHIO SOLV CLEVELAND-CLEVECH	300	265	300	220		30.0			30.0		50.0	30.0		30.0	30.0	20.0	10058953
TOT P-T OHIO SOLVENTS - * POUNDS	300	265	300	220		30.0			30.0		50.0	30.0		30.0	30.0	20.0	10058953
5725 SOUTHERN NEW ORLEANS-NLCRLELA	27.0	40.0	27.0	48.0		24.0									24.0		10074152
TOT P-T SOUTHERN SOLV G * POUNDS	27.0	40.0	27.0	48.0		24.0									24.0		10074150

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0480505

TOWOLDMON0058399

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	REVISED FORECAST	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV	DEC.	CUSTOMER NUMBER
		AROCLOR DIST 5460-HI SOL															003	SA	10462-463-1
5725		TEXAS SOL HOUSTON-HOUSTONTX	200	126	200	195	27.5	32.0		30.0	32.5		23.0		17.3		33.0		10079373
		TOT P-T TEXAS SOLVENTS * POUNDS	200	126	200	195	27.5	32.0		30.0	32.5		23.0		17.3		33.0		10079373
5725		TEXAS SOLV DALLAS-DALLASTX	19.0	21.3	19.0	180			36.0	18.0		22.5	24.0			63.0	24.0		10079411
		TOT P-T TEXAS SOLVENTS * POUNDS	19.0	21.3	19.0	180			36.0	18.0		22.5	24.0			63.0	24.0		10079411
6		TOLEDO SOLV TOLEDO-TOLEDOOH	18.0	25.0	18.0	15.0								15.0					10080935
		TOT P-T TOLEDO SOLV - C * POUNDS	18.0	25.0	18.0	15.0								15.0					10080935
5805		W EATON SOL ROMULUS-DETROITMI		21.0															10015935
5805		W EATON SOL ROMULUS-ROMULUSMI	40.0	25.0	40.0	30.0			10.0					10.0			10.0		00174479
		TOT P-T WESTERN EATON S * POUNDS	40.0	46.0	40.0	30.0			10.0					10.0			10.0		10015929
5720		MISC SOLV MILWAUKEE-SHEAPLS KN		22.5		15.0			5.0			10.0							10030719
5720		MISC SOLV MILWAUKEE-ST PAULMN				5.00											5.00		10031727
5720		MISC SOLV MILWAUKEE-MILWAUKE WI		5.00															10031312
5720		MISC SOLV MILWAUKEE-W ALLIS WI	100	96.5	100	263	15.0	7.5	25.0	12.6	62.5		20.0	30.0	45.0		40.0	5.0	10031039
		TOT P-T MISC SOLV MILWA * POUNDS	100	124	100	283	15.0	7.5	30.0	12.6	62.5	10.0	20.0	30.0	45.0		45.0	5.0	10031032
5805		WOLV SOLV GRND RAPIDS-GR RPMI	4.00	3.00	4.00	1.00							.500		.500				10031268
		TOT P-T WOLVERINE SOLV * POUNDS	4.00	3.00	4.00	1.00							.500		.500				10031268
		PARENT CUST. TOT-CENTRAL SOL CHI	4318	3681	4319	4619	208	391	383	327	565	186	478	312	523	341	486	432	10315138
5722		CHAPMAN CHEMICAL CO MEMPHIS TN	10.0	11.0	10.0	14.0	3.00	4.00		3.00	2.00						1.00		10315391
5810		CHEMICAL RESEARCH FT MYERS NJ				.100						.100							00295105
5720		CHEMTEX SPEC CTNGS HL PASO TX				.250								.250					00266641
5410		CHEM-TEX INC ANDERSON S C		.100		.150						.150							00314779
5804		CHRYSLER CORP TARRTON MI				0.55		0.55											10025735
5805		CINCINNATI MILACRON CINTI OH	20.0	17.5	20.0	17.5	2.50			2.50	2.50			2.50		2.50		5.00	10016027
5730		COATINGS & CHEM CHGO ILL		.400		.800	.100	.100	.200			.200			.200				10317497
5402		COBB MFG CORP LEETSDALE PA		.050															00297457
5805		COLONIAL PRESS CLINTON CA	250	210	250	210	30.0		30.0		30.0	30.0		30.0		30.0	30.0		10317531
5810		COLOR ADV - CATA GLEN COVE NY				.050							.050						10317750
5810		COLUMBIA PAINT JERSEY CITY N J				.400			.200			.200							00216634
5807		COMMERCIAL STEEL FOREST H MS		1.00															00114477
5720		CONCRETE CURE CHEM DENVER COLO	1.00	1.00	1.00														00294442
5810		CON LUX PAINT PROD EDISON NJ		.200		.400								.400					03114952

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0480506

TOWOLDMON0058400

IN THOUSANDS OF POUNDS AND DOLLARS

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES/POTENTIAL FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER NUMBER
ANICOLOR DIST 3460-HI SOL															003655A		1040-433-1
.CONTINENTAL CAN VAN NERT OH	500	17.3	500	26.4		6.75	6.75	6.75	6.75	6.75	6.35	9.0	5.85		5.40	5.40	03227787
.CONTINENTAL CAN CO READING PA	500	12.5	500	72.9				9.0		9.0	9.0	9.0	9.0		2.0	18.0	[illegible]
FREIGHT CUST. TOT-CONTINENTAL CAN	1000	30.8	1000	98.4		6.8	6.8	2.3	6.8	2.3	17.4	9.0	14.9		9.0	23.4	00648167
.CONTINENTAL CHEM MANSFIELD MA		.200															10015500
.COOK PAINT & VARN KANSAS C MO		.500		.500			.500										00115256
.COOK PAINT - VA N KAN CITY MO		.400		1.40			.30	1.00									10019494
FREIGHT CUST. TOT-COOK PAINT - VA		.900		2.00			1.00	1.00									10019494
.COSDEN CHEM COATING BEVERLY MA		.500															10019929
.CRST INDUSTRIES PARAMUS NJ		.090															00231545
.DAVIS PAINT MFG LYNCHBURG VA	.002	.150	.002	.750		.250			.500								00227214
.DELSEY SANITATION CAMDEN NJ				.100	.050			.050									00246035
.DENNIS IN MFG CHELMSFORD PA		.100															00227366
.DENNISON MFG FRANKLINTOWN PA		2.00		.350										.500			10022782
.DEXTER COMP HAYWARD CA				.600							.600						00235347
.DEXTER COMP MCCOMB ILLINOIS		.650															00243828
.DIETZ & CO INC MOUNTAIN PA		.200															00122637
.DIXON CHEMICAL HAVEN CT		.100															10022956
.DOUGLEDAY GERRYVILLE VA		.050															10022754
.E A DREYFUS EATSON NJ		250		662			84	84	89	160	80	80		43	43		00150417
.EASTPRINT FOILS DENMARK NJ		.200															00219687
.EDWARD & DUBIS CO OAKLAND CO				.050								.050					00263683
.E I DUPONT WILMINGTON DE		.900		.750	.300							.400			.050		10023564
E I DU PONT DE NEMO PARLIN NJ				.050	.050												10023865
E I DU PONT DE NEMO PHILA PA				.050				.050									10023983
E I DU PONT DE WASHINGTON WV	100	3.40	100														10023145
FREIGHT CUST. TOT-E I DU PONT DE	100	4.30	100	.850	.350			.050				.400			.050		10023564
.EDEN COMMODITIES HARRISON NY				.050										.050			00285167
.EDWINSTAR CHEM HOLLISTER MO				.150	.150												10329459
.EASTMAN KODAK CO ROCHESTER NY				.100								.050		.050			10023123
TENN EASTMAN KINGSPORT TENN		.300		.200					.200								10037654
TEXAS EASTMAN CO LONGVIEW TX	500	198	500	116	24.0			24.0		10.0				10.0	24.0	24.0	10073292
FREIGHT CUST. TOT-EASTMAN KODAK C	500	198	500	116	24.0			24.0	.2	10.0		.1		10.1	24.0	24.0	10025125
.ELLIOT PT - VARN CHICAGO IL	50.0																10225952
.ENTERPRISE PAINT S PLAINFLD NJ		1.75															10020318
.E-VAR INC WICHITA KAN		.050															10026158
.ENTERPRISE PAINT S PLAINFLD NJ				.500								.500					00261173

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0480507

TOWOLDMON0058401

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	FOR CURR MTH	YEAR TO DATE SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	YEAR TO DATE
ANGELUS DIST 9460-HI SCL															003654		1049-4
.ESSEX CHEM LA MIRADA CA	10.0	17.0	15.0	19.0				4.00	5.00		5.00				5.00		
.ESSEX CHEM SAYREVILLE NJ	10.0		10.0	.200											.100	.150	
PATENT CUST. TOT-ESSEX CHEM BALT	25.0	17.0	25.0	19.2				4.00	5.00		5.00				5.10	.10	10326979
.ETCO SYN. + CABLE SKLYN NY			.150														
.EVANS ADHESIVES COLUMBUS OH	3.00	2.00	3.00	4.03				2.00						2.00			
.EVERSPERN SPECIALTY DENVER CO	2.00	1.10	2.00														
.FAIRFIELD PT BALTIMORE MD				.050									.050				
.FASSON PAPER MILLSVILLE OH	2.00	.050	2.00	1.60			.10				1.50						
.FEDERAL COLOR CLEVE OH		.050															
.FERMATE CORP WINDSOR NH	10.0	9.99															
.FINDLEY ADHESIVES LOUISVL KY	5.00																
.FIRESTONE TIRE AKRON OH		.050															
.FLA DEPT OF GAINESVILLE FL				.030					.050								
.FLEW PRINT CO ELLISON PARK MI				.100					.100								
.FORD PAINT AND VAR DEARBORN MI				.400						.200				.250			
.FORESTRY ST COLLEGE SYRACUS NY				.030										.050			
.FOXBORO-ICE SYSTEMS ALBUQUERQUE NM				1.25					.500	.750							
.FOXBORO PITT CHEM PITTS PA	1.00	1.00	1.00	.500							.500						
.FOX VALLEY MARK SYS BARTLETT IL				3.00		1.63					1.00		1.00				
.FRANKLIN GLUE COLUMBUS OH	10.0																
.FRENCH MANUFACTURING CLEVE OH				107				24.0				24.0			28.0	24.0	
.G B FULLER CO SYS FRAN CA	20.0	27.5	20.0	57.5			12.5			5.0	5.0	5.0	5.0		5.0	20.0	
G B FULLER CO ATLANTA GA				260				30.0		30.0	30.0	30.0		30.0		90.0	
GB FULLER CO PALATINE IL	300	262	300	5.00						5.00							
G B FULLER SOUTH MASS	25.0	35.3	25.0	32.5				2.0				30.0					
G B FULLER ST PAUL MINN	125	70.0	125	161	40.0					60.0				.5	20.0	40.0	
G B FULLER MEMPHIS TN	10.0	9.30	10.0	7.50			2.50	5.00									
PATENT CUST. TOT-G B FULLER ST P	485	434	485	503	40		15	37		100	35	65	5	31	25	150	
.GARD IND ELK GROVE ILL	4.00	4.30	4.00	4.50		.50		50			.50	.50	.50	.50	.50	1.00	
.GE-PACKARD ELECTRIC WARREN OH		.090															
.GET ELEC DANVILLE IL				4.00						1.00				1.00		2.00	
.GENERAL ELEC SCHENECTADY NY	75.0	.100	75.0														
.GEN ELEC COSHOCTON OH	15.0	21.7	15.0	149	8.0	24.0			28.0	14.0	31.0		9.0		6.0	27.0	
.GEN ELEC COLUMBIA TN				14.3							3.75				3.50	7.00	
PATENT CUST. TOT-GEN ELEC SCHENE	90.0	21.8	90.0	167	8.0	24.0			28.0	15.0	34.8		9.0	1.0	11.5	36.0	
.GIL FORMULATIONS SPARTA MI				.100												.100	
.GENERAL KILLS ALEX MINN				.050				.050									
.GENERAL PRINTING INK PHILA PA		.050		.050					.050								

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0480508

TOWOLDMON0058402

-IN THOUSANDS OF POUNDS AND DOLLARS-

CODE	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PERCENTAGE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. #
	MAGCLOR DIST 5460-M1 SOL															003.5A		1041-480-
5722	.GEN TIRE - RUB COLUMBUS MS		1.50															10033139
5712	.GEN TIRE - RUB JEANETTE PA		.400															10033143
	MARKET CUST. TOT-GEN TIRE - RUB		1.90															10033144
5745	.GENTEX CORP EXPONDALE PA	1.00	.450	1.00	2.40		.600			.600			.600				.600	10033150
1933	.P D GEORGE COMPANY ST LOUIS MO				.100				.050							.050		10033246
1904	.GILLIAM CONSTRUCT PERRYSHILL NY				1.20			.600	.600									10226451
1928	.GINGAIPOL IND LOUISBURGE CH		.450															10034192
1927	.G F GOODRICH AKRON OH				.050											.050		10034193
	MARKET CUST. TOT-G F GOODRICH AK		.450		.050											.050		10034193
5744	.GOODYEAR TIRE NIAGARA FALLS NY		2.50		8.00		8.00											10146157
5814	.W R GRACE LINDEN NJ				.350						.350							10146733
5720	.GREAT WESTERN CHE RICHMOND CA		11.5		20.0		2.50	7.50			9.00		2.50		2.50			10033178
5726	.GREAT WESTERN CHEM TIGARD OR		4.00		19.0			2.0		8.0		2.3				3.0	10.5	10033211
5720	.GREAT WESTERN CHEM SEATTLE WA		1.25		7.05						1.00			1.35	1.00	2.00	2.50	10033596
	MARKET CUST. TOT-GREAT WESTERN C		16.8		47.0		2.5	9.5		2.0	6.0	2.3	2.5	1.4	3.5	5.0	13.0	10033579
5115	.GRIFFIN INDUSTRIES NUTCHEN NJ				.250						.250							10036143
5709	.GUYAN MACH CO LOGAN WV				.150									.050			.100	10034237
5807	.HOAR ASSOCIATES COLUMBIA SC				.100							.100						05261865
5727	.HOECHST CHEM RICHMOND VA				.050	.050												10033733
5727	.HOOKER CHEM NIAGARA FALLS NY		.300															10034037
5705	.HERCULES WILMINGTON DE		.090		.100											.100		10033657
5705	.HOOKER RESINS STAMFORD CT		.090															05264153
5405	.HOUGHTON ROWDEN CO FT WORTH TX				5.00								3.00				2.00	05121153
5704	.ILL RHODES AGRESYNE CHICAGO IL	300	250	300	200		40.0			40.0			40.0		40.0		40.0	10033619
5820	.ILL STEATITE POR CAR ZURICH IL				5.00										5.00			10036033
5307	.IMPERIAL COATINGS BIRMINGH AL		1.00		1.00									.500		.500		03125743
5410	.INDUST LATEX WALLINGTON NJ				.500								.500					10034...
5707	.INSTECH SYSTEMS CULPEPER VA				.050	.050												05262...
5709	.INTERNATIONAL CO ANAHEIM CA		.400															10034...
5704	.ITT SOMERSANT CLINTON MASS				.250		.050	.200										05223231
5704	.JACOBS PT AND VAR CAMDEN NJ	2.00		2.00														10042535
5705	.JAMESTOWN FINISHES JAMSTN NY		3.00		.500				.500									10034231
5810	.JET-SHAPES INC ROCKLEIGH NJ				3.00			1.50					1.50					05259187
5711	.JOHNSON-JOHNSN NW BRUNSWICK NJ				.050										.050			10034293
5715	.PERMACEL NEW BRUNSWICK NJ	5.00	4.50	5.00	12.5		1.50	1.50							5.50	2.00	2.00	10034...
	MARKET CUST. TOT-JOHNSN-JOHNSN N	5.00	4.50	5.00	12.0		1.50	1.50							5.50	2.00	2.00	10044703
5116	.JOHNS MANVILLE MANVILLE NJ				.050						.050							10042...

0480509

TOWOLDMON0058403

IN THOUSANDS OF POUNDS AND DOLLARS

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES/QUOTA FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUSTOMER NUMBER
	ACHLOR DIST 5%50-HI SOL															00385A		1340-433-1
	.BROOK PAINT FOREST PARK ILL		.100		1.00	1.00												0016
	.CHE CHEMICALS ROCHESTER NY				.100	.100												00
	.CASTILE FLAKES BROOKLYN NY		.100															16
	.GENERAL FOOD EVANSVILLE IN		.100															1007
	.KOHLER MCLEISTER PT DENVER CO		.100															10
	.S-PAINT COMPANY RICHMOND CA	20.0	14.9	20.0	31.0	6.00		5.00			5.00	5.00		6.00			6.00	1006
	ACHLERS CO ST LOUIS MO		.450															1007
	ACHLERS COMPANY NEWARK NJ	20.0	13.5	20.0	22.0		10.0			10.0				10.0				1005
	ACHLERS COMPANY SCHEFIELD NJ	1.00	11.4	1.00														1004
	ACHLERS CO PHILADELPHIA PA	20.0																1005
	ALKYD CUST. TOT-ACHLERS CO PITT	61.0	39.5	41.0	61.0	4.0	10.0	5.0		10.0	5.0	5.0		16.0			6.0	0006
	.L M P POLYMERS THORNDALE PA		.050		13.7			.50		.50	2.00			2.70	2.00		6.00	0022
	.LUBRIZOL CORP WICKLIFFE OHIO				.100	.100												0005
	.MCKEE PAPER VAN NUYS		.700															1004
	.M A PLASTICS MARYLAND HTS MO				.500	.050			.250				.200					1005
	.SCARLET VARNISH GERMAN NJ		.200		1.20							.40	1.50					0012
	.CODENIED CATEGORY CONN				.050												.050	0008
	.INSTANT MOSS FRANKLIN PARK IL				2.50				2.50									1024
	.TATCO DEVELOPMENT HAMPTON VA	2.00	1.00	2.00														0012
	.RADIO MATLS-PR MALLORY CHIC IL		1.00															0022
	RADIO MATLS ATTICA IN		.500															0022
	ALKYD CUST. TOT-MALLORY CAPACI		1.30															1004
	.WATER TOTL CORP GRETNA LA				.500			.200		.300								0025
	.WAYNE ADHES POUGHKPSIE NY	250	138	250	165	22.0		24.0	21.5		24.0		24.0		24.0	24.0		1004
	.WATER BUILDERS BUFFALO NY	60.0	49.0	60.0	48.0			24.0									24.0	0012
	.WOLCOSKEY WAHN PHIL PA	5.00	3.00	5.00	7.90	1.50				2.00				2.00			2.00	1007
	.METAL CLADDING N TONAWANDA NY		6.00		2.00	2.00												0025
	.MIDLAND INC BIR FARGEON IL		2.40															1005
	.J G MILLIGAN MILWAUKEE FLS WI		.050															0021
	.MINN MIN - MFG MAYDE ME	15.0	15.0	15.0														1005
	.MINN MIN - MFG ST PAUL MN		.100															1005
	.MINN MIN - MFG SPRINGFIELD MO		2.50															1005
	.MINN MIN - MFG FRENCHLO NJ		.500		19.0	1.5			1.5		2.0		1.5			2.5	10.0	1005
	.MINN MIN - MFG BRISTOL PA	2.00	1.50	2.00	3.00		.50	.50			1.00				1.00			1005
	MINN CUST. TOT-MINN MIN - MFG	17.0	24.6	17.0	22.0	1.5	.5	.5	1.5		3.0		1.5		1.0	2.5	10.0	1005
	.MIRACLE ADHES NEW PHIL PA	2.00																1005
	.MOBIL CHEM BANKAKEE ILL	15.0	14.6	15.0	16.0	5.00				3.00			2.00	1.00	1.00	4.00		1005
	.MOBIL CHEMICAL CO EDISON NJ	90.0	90.0	90.0	38.0	8.00		5.00	5.00		5.00			5.00	2.50	7.50		1005

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0480510

TOWOLDMON0058404

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	FORECAST FOR CURR YEAR	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBERS
PARENT CUST. TOT-MOBIL OIL CORP	65.0	64.6	65.0	54.9	13.8		9.0	5.0	3.0	5.0		2.0	6.0	3.5	11.5		10054443
.NICOLON DIST.S66C-HI SOL															003954		10460-480-17
.[illegible] ALABASTER A'				100									.100				00230048
.STI T CHEM INC STAT ISL NY	200	106	200	133		19.0	24.0		26.0		10.0	20.0		20.0	14.0		10575320
.[illegible]		4.50															10555190
.[illegible] CORP FT BEVERS FL				.700									.700				00230612
.[illegible]-HUTCHINSON CHICAGO IL	20.0	4.50	20.0	6.40						.60		2.80			1.00	4.00	00256230
.NASHUA CORPORATION NASHUA NH		.610															10056059
PARENT CUST. TOT-NASHUA CORPORAT	20.0	5.21	20.0	6.40						.60		2.80			1.00	4.00	10056059
.NATL BRONZE PROD FRANKLIN PK I				.400									.400				03162074
.NATIONAL CHEM & PL POLY PROD IO	.300	.300	.300	.305	.100			.100			.100						00210973
.NATL EXPOSITION JOINT OAKLAND CA				3.40									1.60			.80	00263727
.P L [illegible]ASS SEO ENGLISH CA		2.90															10256022
.NATIONAL SEWAR CAN ELIZABET NJ		2.50															00256261
.NATL STARCH CHUNG BROOK NJ	900	64.2	900	304	40	120	80					40		24			00305576
.NATL STARCH PENNSAUK NJ				160											32	128	00267731
.NATL STARCH PLAINFIELD NJ	200	88.0	200	56.0											56.0		10053709
PARENT CUST. TOT-NATL STARCH + C	1100	703	1100	520	40	120	80					40		24	88	128	00044914
.NEW YORK BRONZE SLIZABETH NJ		4.75		1.50									1.50				00216716
.NORTH AMER PCAD CORP ADDISON I		.100															00225073
.NORTH AMER PAINT WAYNESSA NJ				1.10							.050	.800				.250	00242276
.NORTH ELECTRIC GALION OH	2.00	2.20	2.00	2.10		.50			.60						1.00		10000155
.[illegible] CHEMICO GAYNELLES OHIO		.100															00308609
.PANCOAST PLATE FLOORING CT NY				.050									.050				00170078
.PELLCO - STEBENS INVENTION PA	142	147	143	156		30.0			30.0	30.0	30.0	30.0			30.0		10062026
.P REVILL CORP GASTONIA NO		.400															10063737
.POLYACRYLIC SYSTEMS POTTSTOWN PA				2.00											2.00		00270619
.POLYPLASTEX UNITED CHICO CA				.100									.100				00264359
.POLYPLASTEX UNITED PINELLAS FL	3.00	2.85	3.00	7.00	1.00					2.00		2.00				2.00	00134422
PARENT CUST. TOT-POLY PLASTEX UN	3.00	2.85	3.00	7.10	1.00					2.00		2.00	.10			2.00	00134309
.POLYTECH CO ROCKAWAY NJ				3.00			1.00	1.00	1.00								00257759
.POTE STARCH GLOUCHFIELD NJ		.200		4.60	1.0	27.0	25.0			1.0				.6			10063221
.PPG INDUS NJ	1.00	1.00	1.00														10263634
.PPG SPRINGDALE PA	10.0																10053351
PARENT CUST. TOT-PITTS PLATE GL	11.0	1.20	1.00	4.60	1.0	27.0	25.0			1.0				.6			10063345
.PROTEX INDUSTRIES DENVER CO				1.00				1.00									00255742

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0480511

TOWOLDMON0058405

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	TRUE YEAR SALES	PRECEDING YEAR	TRUE CURR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	ARDCLOR DIST 5460-HI SOL															00355A		1040-400-17
5729	.PUREX CORP WILMINGTON CA		.200															10055445
5729	.PUREX CORP PHILA PA	1.00		1.00														10055486
	PARENT CUST. TOT-PUREX CORP LAKE	1.00	.200	1.00														00049780
5119	.RADCLIFFE RADIO CARLSTADT NJ		.500															10066301
5724	.RAYBESTOS MANHA STRATFORD CT		3.20		21.0		3.00	6.00		3.00	3.00				3.00	3.00		10066309
5774	.RAYCLIFF TUBES BERLO PR CA				.050				.050									10064404
5722	.RED SPOT PAINT EVANSVILLE IN	3.00	1.80	3.00	1.00							.400		.600	.400		.400	10065727
5727	.RAINEY TAN-CHEM INDIANAPOLIS I				5.50									5.50				00216547
5614	.RAMISS CO ELIZABETH NJ	9.00	6.25	5.00	6.00		1.50		1.50	1.50	1.50							00216473
5633	.RELIANCE UNIVERSAL N CHGO IL		1.50		1.50											1.50		10057503
5725	RELIANCE UNIVERSAL CLINTON NS		.100															00137561
	PARENT CUST. TOT-RELIANCE UNIV L		1.60		1.50											1.50		10047256
5512	.R E M PLASTICS INC LANSING MI		.050															00135773
5512	.REPUBLIC PWD MTLS MEDIA OHIO				.300		.100				.150			.050				00184243
5728	.RICHARDSON INC EVANSVILLE IN	40.0	40.0	40.0	60.0			24.0							8.0	12.0	24.0	10027746
5527	.RICHARDSON PAINT PHILADE PA		.500															00224435
5116	.RIEGEL PAPER RIEGELSVILLE NJ		20.0															10036207
5774	.RUBBER RESEARCH MINNEAPOLIS MN		.400															00185245
5733	.RAPPOON PAINT RICHMOND VA				6.00				4.00								2.00	00231112
5612	.GLIDDEN CO BALTIMORE MD	.600	1.20	.600	.600	.300	.300											10033513
5712	GLIDDEN CO ST LOUIS MO		.500															10033037
5612	GLIDDEN CO READING PA	7.00	5.00	7.00	1.55			.550		.400			.300		.300			10033383
	PARENT CUST. TOT-S C M CORP CORT	7.60	6.70	7.60	2.15	.300	.300	.550		.400			.300		.300			00045454
5727	.SHABBARD CHEM TEXAS MD	3.00	2.45	3.00	.800					.100				.350		.350		10016847
5724	.DE SOTO INC BERKELEY CA				5.00								5.00					10021671
5724	DE SOTO INC DES PRAINES IL				.050		.050											10021928
	PARENT CUST. TOT-SEARS ROEBUCK C				5.05		.05						5.00					00045276
5726	.SHELL DEVELOPMT CO SALIDA CAL		.050															00197750
5612	.SHERWIN WILLIAMS LOS ANGE CA				.700					.300	.100		.200	.100				00137659
5612	SHERWIN WILLIAMS CHGO IL				2.00	2.00												10072654
5612	SHERWIN WILLIAMS GIBBSBORO NJ				.200			.100					.100					10072697
5612	SHERWIN WILLIAMS NEWARK NJ	1.00		1.00														10072727
5612	SHERWIN WILLIAMS CLEVELAND OH	15.0	18.0	15.0	29.0	2.0	2.0	4.0	3.0	8.0				10.0				10072794
5612	SHERWIN WILLIAMS DAYTON OH		.300															00137847
	PARENT CUST. TOT-SHERWIN WILL M	16.0	18.3	16.0	31.9	4.0	2.0	4.1	3.0	8.3	.1		.3	10.1				10072794
5722	.SMITH ALSUP PT TERRE HAUTE IN				.225		.225											10072545

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0480512

TOWOLDMON0058406

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES SAME PERIOD LAST YEAR	SALES THIS CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	MOLCLOR DIST 5940-HI SOL															003654		1040-430-1
5137	.SMITH CONST SUPPLY JONESBORO G				2.15	.050			.300		.300	.300	.500	.500				
5138	.SOLAR COMPOUNDS LINDEN NJ	100	52.0	100	131		35.0			33.0		33.0				30.0		
5139	.SOUNDGUARD BUILD BELLEVILLE NJ		10.0		6.20								3.10	3.10				
5140	.SOUTH CHEM SAN ANTONIO TX		.200		.100								.100					
5141	.SOUTHERN ADHES RICHMOND VA	10.0	3.65	10.0	6.00					6.00								
5142	.SOUTHERN CO CHARLOTTE GA		5.50															
5143	.SOUTHERN CHEMICAL PATTERSO NJ				.500						.500							
5144	.SOUTHWIRE ELECTRIC NASHUA N HAMP		.150															
5145	.ST CLAIR ADHESI SOMERVILLE NJ	61.0	45.0	60.0	70.5	5.0	5.0	5.0	5.0		15.0		5.0		5.0	5.0	10.0	
5146	.ST REGIS PAPER SAVANNAH GA		.115															
5147	.STANLEY CHEMICAL MINNESOTA MJ				.050						.050							
5148	.STANDARD RES RICHMOND CALIF				.050		.050											
5149	.STANLEY PROD FOREST PARK GA				1.00						.500			.500				
5150	.STANLEY PROD EDISON NJ		4.00															
5151	STANDARD BRD CHEM CHESWOLD DE	54.0	12.0	54.0														
	PARENT CUST. TOT-STANLEY PARKER	54.0	18.0	54.0	1.00						.500			.500				
5152	.STAR CHEMICAL LEICHESTER IL		.500		.700				.200			.500						
5153	.STAR CHEMICAL CO DALLAS TX		3.10		1.80								1.80					
	PARENT CUST. TOT-STAR CHEMICAL K		3.60		2.50				.20			.50	1.80					
5154	.STERLOCOIL MFG ST LOUIS MO	3.00	3.30	3.00														
5155	.STERLING ENAMEL ST LOUIS MO		.500															
5156	.SULLIVAN CO MEMPHIS TENN	10.0	4.70	10.0	3.95		1.95							2.00				
5157	.SUN CHEM CARLSTADT N J		.960															
5158	SUN CHEM CORP E RUTHERFORD NJ	4.00	7.00	4.00	2.40	.600	.600	.600	.600									
	PA CNT CUST. TOT-SUN CHEMICAL CO	4.00	7.05	4.00	2.40	.600	.600	.600	.600									
5159	.SUNFUL PAINT AMSTERDAM NY				.100	.100												
5160	.SUN OIL CO MARCUS HOOK PA		.450															
5161	.SUPERIOR LACQUER CO TUCCUA GA		.100		.100			.100										
5162	.SUPERIOR VARNISH PERTH AMBOY N J				.050									.050				
5163	.SUTHERLAND CO MEMPHIS TN				2.00						2.00							
5164	.SWIFT - CO VERNON CALIFORNIA				32.0												32.0	
5165	SWIFT - CO SKOKIE ILL	1000																
	PARENT CUST. TOT-SWIFT - CO CHIC	1000			32.0												32.0	
5166	.TAB CHEMICALS INC CHICAGO ILL	6.00	25.0	6.00	32.5			2.5	1.0	3.0		3.0	4.0		10.0	9.0		
5167	.TAURUS CHEM AUBURN N Y				.150						.100	.050						
5168	.TEXAS EASTERN TRAN LAGVW TX				24.0		24.0											

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TOWOLDMON0058407

C1131-1 DIRECT 02 ORGANIC DIVISION SPECIALTY PRODUCTS FOR DEC 1971 PAGE
01/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	NOMINAL	LAST YEAR THIS MONTH	FORECAST THIS MONTH	THIS MONTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
ANGLER DIST 5460-HI SOL															CG3852A		1042-H55
.TECH COATINGS SANTA CLAR CA		2.00		.500				.500									
.SCOTCH TAPE CORP JERICHO NY		1.00		1.00							.500	.500					
.FARRELL CORP UTICA MASS				.100								.100					
.KAISER HIGHLY ASSIST TX		.530															
.MICHAELS FLOORING ONEIDA TN				.300			.050				.100				.150		
.LEXMARK ENG UNION NJ		.400		.100											.100		
.U S I IND ST LOUIS MO		.050															
.UNION CARB CORP SAVANNAH GA				.500										.500			
.UNION CARBIDE CH BRUNSWICK NJ				.150							.150						
.UNION CARBIDE CH PERTH AMBOY N J	2.00	1.35	2.00	.300							.100			.100	.050	.050	
.UNION CARB CORP CLEVELAND OH				.050						.050							
.UNION CAR UC PLAS MARIETTA OH		.300															
AGENT CUST. TOT-UNION CARBIDE C	2.00	1.65	2.00	.350						.050	.100			100	.050	.050	
.UNION AMSCO TUCKER GA	250	168	250	134		32.5	33.0		20.0		30.0				20.0		
.UNION AMSCO PARAMORE IL		42.0		29.0			25.0										
.UNION AMSCO WALLINGFORD	30.0	24.0	30.0														
.UNION AMSCO CHARLOTTE NC	100	84.0	100	60.0		35.0									25.0		
.UNION AMSCO CARTERET NJ	700	100	700	235	16.0			36.2		24.0	20.0	30.0	22.0	10.0	46.9	50.0	
.UNION AMSCO SAYREVILLE NJ				10.2				10.2									
.UNION AMSCO WARRENTON NY		240		330	30.0	30.0	30.0		30.0	30.0	30.0		60.0	30.0		60.0	
.UNION AMSCO CONSHOHOC PA	200	100	250	230		15.1	20.0	12.5	27.5		17.5	27.5	17.5		17.1	24.8	
.UNION AMSCO E PROVID RI				10.6			29.0										
.UNION AMSCO NEW ROCHELLE NY	125	71.5	125	49.0					5.0	10.0	11.5				18.5	10.0	
.UNION AMSCO NASHVILLE TN		36.3		10.0											10.0		
.UNION AMSCO RICHMOND VA				3.00											3.00		
AGENT CUST. TOT-UNION OIL CO LC	1405	973	1405	1100	46	113	126	59	83	64	109	58	100	20	135	198	
.UNIROYAL MISHAWAKA INDIANA	10.0	2.50	10.0	17.5	2.0	1.5			2.0		2.0	10.0					
.UNIROYAL DETROIT MICH		.100															
AGENT CUST. 101-UNIROYAL NEW YO	10.0	2.60	10.0	17.5	2.0	1.5			2.0		2.0	10.0					
.UNITED LACQUER MFG LINDEN NJ	2.00	1.55	2.00	1.05					.200	.550							
.UNITED PAINT CO MEMPHIS TN				.300			.500										
.UNITED RESIN MFGO BROOKLYN NY	600	530	600	530	40.0	40.0	80.0	40.0		70.0	5.8	50.0	4.8	60.0	70.0	40.0	
.UNITED SHOE MACHINE BENTON TN		8.30		15.0	15.0												
.UNIVERSAL CO N HAVEN CONNECTICUT				.100										.050	.050		
.UNICAL CORP EVANSTON IL		.500															
.UNICAL CORP MISHAWAKA IN		.200		1.50		.50		1.00									
AGENT CUST. TOT-UNICAL CORP EVA		.700		1.50		.50		1.00									
.U S GYPSUM NASHVILLE TN	.500	.300	.500														

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0480514

TOWOLDMON0058408

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS FORECAST SALES	SALES THIS YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT	NOV.	DEC.	CUSTOMER NUMBER
ARUCLOR DIST 5460-HI SOL															002	USA	1040-460-1
.USS CHEM DIV MIDDLETON PA	30.0	17.0	30.0					10.0	10.0	10.0	10.0	10.0	20.0		10.0		10393327
.USS CHEM DIV KENTON TN	145	87.0	145	89.9													10393335
PARENT CUST. TOT-U S U CORP EAST	175	104	175	89.9				10.0	10.0	10.0	10.0	10.0	20.0		10.0		00154755
.VALSPAR CORP CHICAGO IL		.600															00240045
.VALSPAR CORP ROCKFORD IL				4.40	1.62					.80			1.50			.50	00243855
.VALSPAR CORP FORT WAYNE IND		.100															00231459
.VALSPAR MINNEAPOLIS MN		.000		1.10						.300	.400	.400					00231925
.VALSPAR CORP GURLEY NJ	520	446	520	412	32.0	30.0	30.0	32.0	32.0	96.0	32.0			64.0	64.0		00231954
PARENT CUST. TOT-VALSPAR MINNEAP	520	.446	520	413	32.0	30.0	30.0	32.0	32.0	97.1	32.4	.4	1.5	64.0	64.0	.5	00239936
.VANELLA LAB INC ROCHESTER NY		24.0															10070132
.VIRASOL CORP RITNG W VA		.200		.250												.250	10106325
.VIRGINIA PAINT MFG NORFOLK VA		2.00															00217472
.WATERPROOF CHM REGLOOD CITY CA		.250															00230992
.WEST CHESTER CHEM WEST CHE PA		.050															00194654
.WENECA PLASTICS EVANSVILLE IN		.200															00194833
.WHITE II MITTY - SON MADISON IA		.000		1.90		.40			.50		1.00						10051192
.WOOSTER FINISHES WOOSTER OH	3.00																10214215
.WORLD CAMPUS BERLIN GA				2.80	.50					1.50						.50	00240012
.WYAN OIL CO AZUSA CALIFORNIA				72.0							24.0		24.0			24.0	10077072
.YSTCS MFG CHICAGO ILLINOIS	725	653	725	659		52	66	126		54	55	114	82		106		10393833
.YERKIN MAJESTIC PT COLUMBUS OH		2.50															10094554
.ZENITH PROD SCHILLER PARK ILL	25.0	49.0	25.0	15.0	9.00							2.00	8.00				00167564
TOTAL PRODUCT * * * * * * * LO	15310	7843	13207	11700	963	1005	1027	838	1012	939	1014	1043	853	771	1327	1308	1040-460
ARUCLOR DIST 5460-LOW COLOR															003	38	1040-421
.FRYE MFG MES MOINE IA				6.60		.10	6.50										00211927
.CENTRAL SOLV BEDFORD PARK IL		2.50															00245525
.CENTRAL SOL CHICAGO-CHICAGOIL		.500		2.00		2.00											10015136
TOT P-T CENTRAL SOLVENT * POUNDS		.500		2.00		2.00											10015136
PARENT CUST. TOT-CENTRAL SOL CHI		3.00		2.00		2.00											10015136
.CHEMICAL RESEARCH HERNANDOSU NJ				.030			.030										00241927
.CONTINENTAL CAN CHICAGO ILL		.050															10010672
.ESSEX CHEM SAYREVILLE NJ				1.00				1.00									10072607
.H G FULLER MALMAN MASS				1.50		.50	1.00										10032971

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TOWOLDMON0058409

01131-A DIRECT #2
01/12/72

ORGANIC [illegible]
PRODUCT/CUSTOMER SALES REPORT

-IN THIS SAMPLE THE POUNDS AND DOLLARS-

C	MS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	TOTAL YEAR SALES	PRIOR CUSTOMER FOR CURR YEAR	CURR CUSTOMER	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAILING NO.
		AROCLOR DIST 5460-LOW COLOR															003	358	1040-481-
57	24	H B FULLER COMPANY EDISON NJ				.150			.150										10029995
		PARENT CUST. TOT-H B FULLER ST P				1.65		.50	1.15										10030072
57	26	.GREAT WESTERN CHE RICHMOND CA																	10035473
57	11	.MANHATTAN ADHES BROOKLYN NY		.500		4.10	2.50			1.60									10043419
57	24	.RIHN MIN - MFG FREEHOLD NJ				2.20			2.20										10053349
57	33	.STANDARD CHEM TEXAS MO				.050			.050										10036837
57	12	.SHERWIN WILLIAMS NEWARK NJ		1.25															10072727
57	14	.SOLAR COMPOUNDS LINDEN NJ		40.0															10073755
57	16	.SUN CHEM CARLSTADT N J		.100															10076625
57	25	.TECHNICAL COATINGS LUBUCCK TX				.500	.500												00340614
57	14	.TITANINE INC UNION NJ		.100		.300	.300									.100	.100		10080231
57	14	.UNION AMSCO CARTERET NJ				17.3	5.40		7.50	4.00									10004174
57	14	UNION AMSCO LINDEN NJ				.400	.400												00247725
57	14	UNION AMSCO SAYREVILLE NJ		1.00															10004209
		PARENT CUST. TOT-UNION OIL CO LO		1.00		17.7	6.20		7.50	4.00									00047155
		TOTAL PRODUC * * * * * * * LB		46.0		36.2	9.5	2.6	17.5	6.6						.1	.1		1040-481-
		AROCLOR 6090															017	38A	1045-090-
56	12	.ALLEG SOLV CARNEGIE CORAOP PA		.450		1.80			.45		1.35								10003095
56	12	ALLEG SOLV CARNEGIE MANOR PA				.450				.450									00107719
		TOT P-T ALLEG SOLV CARN * POUNDS		.450		2.25			.45	.45	1.35								00107700
57	26	CENTRAL SOLV HAYWARD-HAYWARD		.900															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		.900															10015049
57	26	CENT SOL SANTA FE SPR-CA				3.60		.50	.85				.45		1.80				10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				3.60		.50	.85				.45		1.80				10015111
		PARENT CUST. TOT-CENTRAL SOL CHI		1.35		5.85		.50	1.30	.45	1.35		.45		1.80				10015138
56	12	.FOUNDRY EQUIPMENT PROD ROSE PA				1.80							1.80						00252506
56	39	.FRANKLIN GLUE COLUMBUS OH				.600				.600									10025445
57	26	.JOSLYN MFG BEDFORD PARK IL				1.65												1.65	00270253
57	24	.JOSLYN MFG CO CHICAGO IL		.050		1.70	1.35		.35										10043164

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TOWOLDMON0058410

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	M	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAST YEAR FOR COMP YEAR	THIS YEAR	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	CUSTOMER NUMBER
		AROCLOR 6090															017	18A	1045-090-1
5	254	.JUSLYN MFG & SUPPLY LIMA NY				1.35										1.35			03264074
5	249	.KENDALL CO BARRINGTON IL				.050	.050												10043729
5	214	.PAISLEY PRO CHICAGO ILL				.400		.200					.200						10060346
5	245	.UNION AMSCO CLIFTON NJ				.450	.450												03247306
5	214	UNION AMSCO CARTERET NJ				15.0	6.75	2.25										6.75	10043177
5	214	UNION AMSCO PORT MURR NJ				.650	.650												00245361
		PARENT CUST. TOT-UNION OIL CO LO				16.1	7.40	2.25										6.75	00047155
5	220	VALSPAR CORP FORT WAYNE IND		4.50		6.75					4.05					1.35		1.35	03236209
5	224	.YATES MFG CHICAGO ILLINOIS				42.3		5.40	4.05	4.05		8.10	4.05	3.15			9.00	4.50	10092531
		TOTAL PRODUCT * * * * * * * LB		5.90		59.1	8.1	8.4	5.7	5.1	5.4	8.1	6.5	3.2	1.8	2.7	9.0	14.3	7645-090-1
		SANTICIZER 334															023	6A	7645-334-1
5	214	.TITANKOL CHEM TRENTON NJ				.050											.050		10019799
		TOTAL PRODUCT * * * * * * * LB				.050											.050		7645-334-1
		00 TOT CLASS SOLID AROCLORS LB	16220	11144	14109	12497	650	1060	1090	890	1082	1053	1094	1077	896	893	1359	1347	
		380-40															003	7A	4799-040-1
5	127	.ABBOTTS DAIRIES PHILA PA				.040			.040										00751077
5	224	.A & J MACH TOOL CO ST LOUIS MO				.040						.040							00852749
5	216	.ALDERNEY PURITAPERTH AMBOY NJ		.040															03239504
5	246	.ALTON BOX BOARD ALTON IL				.040		.040											10002737
5	231	.AMERICAN ADHESIVE MFG BROOK NY		.050															10003156
5	243	.AMERICAN CAN EASTON PA		.040		.460		.460											00225427
5	216	.AMERICAN CHEM LONG BEACH CA		.040															00239164
5	214	.ATP NUTT INC SANTA ANA CA		1.84		3.68			.46	.46						2.76			10017579
5	224	.BENJAMIN OILS K C KAN		1.38		1.38							.920		.460				10011389
5	243	.BXP INC HARRISBURG PA				.049												.040	10020310
5	214	.CHEM BRIDGEPORT CT		.120															10007502
5	227	.ANACONDA WIRE ORANGE CAL	400	523	400	398	33.5	33.9	44.9	30.9	32.5	37.4	41.9	41.8					10005467
5	216	ANACONDA WIRE HATKINSVILLE GA	425	422	425	444	66.7	16.5	66.7	83.7	42.1	44.2	41.4	83.2					10005477
		PARENT CUST. TOT-ANACONDA CO NEW	825	947	825	841	100	50	152	125	129	82	83	125					00245179
5	171	.ANDREWS PAP - CHEM PT WASH NY		.040															10005701
5	201	.ARCHER PAUD GREENEVILLE TN				.500			.500										10006015
5	224	.ARGONNE NALT LABS ARGONNE ILL				.040				.040									00161260

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TOWOLDMON0058411

11/12/72 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOOD FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAILING CODE
		XS-363															022	27A	8970-363-17
1170		.US PLYWOOD CHAM PA HAMILTON OH				3.08						3.08							00215518
		TOTAL PRODUCT * * * * * * * LB				3.08						3.08							8970-363-17
		XS-370															022	25A	8970-370-17
1170		.US PLYWOOD CHAM PA HAMILTON OH				.900						.900							00215518
		TOTAL PRODUCT * * * * * * * LB				.900						.900							8970-370-17
		XS-372															022	12A	8970-372-17
1170		.CHAMPION PAPERS HAMILTON OH				45.2							14.4	30.8					10015338
1170		US PLYWOOD CHAM PA HAMILTON OH				5.90					1.00	4.90							00216518
		PARENT CUST. TOT- U S PLYWOOD-OH				51.1					1.0	4.9	14.4	30.8					00047333
		TOTAL PRODUCT * * * * * * * LB				51.1					1.0	4.9	14.4	30.8					8970-372-17
		85 TOT CLASS HB40 & BLENDS LB	10120	6185	5170	3058	354	323	514	472	406	447	251	348	219	213	194	117	
		MCS 1207															023	12A	8972-207-17
1170		.US PLYWOOD CHAM PA HAMILTON OH				5.43										5.43			00216518
		TOTAL PRODUCT * * * * * * * LB				5.43										5.43			8972-207-17
		MCS 1208															023	13A	8972-208-17
1170		.US PLYWOOD CHAM PA HAMILTON OH				3.62										1.62	2.00		00216518
		TOTAL PRODUCT * * * * * * * LB				3.62										1.62	2.00		8972-208-17
		MONTAR 5															003	02A	6405-005-17
5114		.BORDEN MIDDLESEX NJ				137		24.2		29.2	23.0		29.4				31.4		10010802
5114		BORDEN NEW YORK NY		27.9															00111953
		PARENT CUST. TOT-BORDEN COLUMBUS		27.9		137		24.2		29.2	23.0		29.4				31.4		10010586
5114		.NATL STARCH BLOOMFIELD NJ	125	159	125	161				41.5				40.0		40.0		39.3	10063221
5114		.TALON ADHESIVES KEARNY NJ		500															10077885
		TOTAL PRODUCT * * * * * * * LB	125	187	125	298		24.2		70.7	23.0		29.4	40.0		40.0	31.4	39.3	6405-005-17
																			383

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[illegible]

[illegible] THOUSANDS OF [illegible]

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	[illegible] YEAR SALES	[illegible] YEAR	[illegible] CUST YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	MONTAR 5 CRUSHED															003	13A	6405-007-1
[illegible]	.AMCO SPEER NIAGARA NY		.375															00107409
[illegible]	.PHILIP CAREY PINE ARBY NJ	130	156	130	90.0		30.0	30.0								30.0		10013363
[illegible]	PHILIP CAREY CINCINNATI OH		31.9															[illegible]
[illegible]	PHILIP CAREY LOCKLAND OH	100	128	100	176		31.9	31.9		31.9				40.1			40.1	[illegible]
	PARENT CUST. TOT-GLEN ALDEN NEW	230	317	230	266		61.9	61.9		31.9				40.1		30.0	40.1	00047229
[illegible]	.DIRMA PRODUCTS SAYREVILLE NJ				1.13								.750			.375		10[illegible]
[illegible]	.PHILLIP CAREY CORP PERTH AM NJ				37.5								37.5					00262151
[illegible]	.ST REGIS PAPER CORNELL WI	560																10070457
[illegible]	.UNION AMSCO PALATINE IL		1.13															10[illegible]
[illegible]	UNION AMSCO CARTERET NJ	10.0	4.13	10.0														10004179
	PARENT CUST. TOT-UNION OIL CO LO	10.0	5.25	10.0														00047155
	TOTAL PRODUCT * * * * * * * LB	800	323	240	305		61.9	61.9		31.9			38.3	40.1		30.4	40.1	6405-007-1
	MONTAR 9															004	28A	6405-009-1
	ONG CORK PENSACOL FL	1000																00110075
	TOTAL PRODUCT * * * * * * * LB	1000																6405-009-1
	SANTOWAX R															004	278	7795-000-1
[illegible]	.MICHIGAN CHEM ST LOUIS MI				.075									.075				10052038
[illegible]	.RAYBESTOS MANHA STRATFORD CT	60.0	42.2	60.0														10066409
[illegible]	.VIRKOTYPE PLAINFIELD NJ	5.00	5.63	5.00	7.00	.75	.75	.75		.75	1.13	1.13	.75	1.13		.75		10086765
[illegible]	.YATES MFG CHICAGO ILLINOIS				.900											.900		10072531
	TOTAL PRODUCT * * * * * * * LB	65.0	47.8	65.0	8.85	.75	.75	.75		.75	1.13	1.13	.75	1.20		1.65		7795-000-1
																	.002	
	90 TOT CLASS OTHER BI-TERPHEN LB	1990	558	430	620	.8	86.8	62.6	70.7	55.7	1.1	30.5	79.0	41.3	47.0	65.4	79.4	
	17 TOT PG PROCESS FLDS.DR.C.P LB		50130		39812		3325		3295		3386		3467		3540		3604	
		53783		32620		2690		4069		2642		3400		3126		3261		
		7827		5324		426		715		442		627		548		625		

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