-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		THERMINOL FR-1															00350A		1040-245-10
1252		BENDIX CORP SIDNEY NY	4.50	3.00	4.50	6.00	1.20		1.20		1.80					1.80			10009278
1252		BENDIX CORP TROY NY	.460	2.40	.460	4.20		3.00									1.20		10009170
1252		BENDIX CORP UTICA N Y		3.00															10009197
		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		00045551
1252		.BETZ LAB PHILA PA	.500		.500														10009685
1133		.BOISE CASCADE HAZELWOOD MO				2.19	.11		.11			1.97							00244368
1866		.BORDEN FREMONT CALIF		2.40		10.2		1.20				1.80			7.20				10010462
1252		BORDEN MIDDLESEX NJ	1.80	1.20	1.80	.600						.600							10010802
1252		BORDEN BAINBRIDGE NY	3.60	10.8	3.60														10010675
1178		BORDEN COLUMBUS OHIO		19.8		32.4	20.4	7.2		4.8									10010586
1836		BORDEN SEATTLE WA		1.80															00220841
		PARENT CUST. TOT-BORDEN COLUMBUS	5.40	36.0	5.40	43.2	20.4	8.4		4.8		2.4			7.2				10010586
1134		.BRADLEY UNIVERSITY PEORIA IL	.600		.600														00112070
1866		.C F BRAUN ALHABRA CALIF	20.0		10.0														00188441
1273		.BRISTOL LAB INC E SYRACUSE NY		4.80		1.20		1.20											10011493
1866		.BROWN BROS PLASTIC NAPA CALIF		.110															00209341
1134		.B S P CORP MASON CITY IL	3.60		3.60														00111147
1866		B S P CORPORATION BRISBANE CA				.600			.600										00253413
1134		B S P CORPORATION PALATINE IL	.600	.600	.600														00186015
		PARENT CUST. TOT-B S P CORPORATI	4.20	.600	4.20	.600			.600										00186015
1932		.BURLINGTON IND GREENSBORO NC				6.60	6.60												10012546
1932		BURLINGTON IND CHERAW SC	5.00		5.00	19.2			3.60	1.80	7.20		3.60			3.00			00148210
1932		BURLINGTON IND ALTAVISTA VA	6.00		6.00	3.60								3.60					10012538
		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			10012546
1138		.CABOT TITANIA INC ASHTABULA OH	30.0	21.2	30.0	26.0							26.0						10080258
1866		.CAL BOND INDUST N HOLLYWOOD CA		1.20															00220051
1153		.CANNON MUSKEGON MUSKEGON MI				1.20	1.20												10013658
1133		.CARBORUNDUM HICKMAN KY	25.0	39.0	25.0	24.0			6.00			6.00		6.00		6.00			10013771
1131		CARBORUNDUM R-D DIV SANBORN NY				.220	.220												00086886
		PARENT CUST. TOT-CARBORUNDUM NIA	25.0	39.0	25.0	24.2	.22		6.00			6.00		6.00		6.00			10013763
1976		.CARGILL INC PENSACOLA FL	1.20	2.40	1.20														00215228
1134		CARGILL INC DES MOINES IOWA		3.00															10013879
1134		CARGILL INC CARPENTERSVILLE IL	6.00	17.4	6.00	15.0											15.0		10013887
		PARENT CUST. TOT-CARGILL INC MIN	7.20	22.8	7.20	15.0											15.0		00047872

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