-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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.
*		**AROCLOR 1260 IOC TOL**		1968		1969													1040-295-04
		.INVENTORY ADJUSTMENTS				.600				.600									00197777
5108		.THE BORDEN CO NORTHFIELD IL				3.00		3.00											10010829
5826		.CENTRAL SOLV HAYWARD-HAYWARD		1.20		4.20			.60	.60		.60			1.20	1.20			10015049
5826		CENTRL SOL HAYWARD-SAN CARLOS		.600															10015065
5826		CENT SOL SANTA FE SPR-CA		5.40		13.8	.60	2.40		1.20	2.40	2.40	1.20	3.60					10015111
5719		CENTRAL SOL CHICAGO-CHICAGOIL	40.0	40.8	40.0	33.0						9.00	6.00	6.00		6.00	6.00		10015138
5609		INDSR SOL INDNAPLS-INDNAPLSIN		4.80															10038766
5822		MO SOLV ST LOUIS-ST LOUIS MO		2.40		5.40			1.20			1.80			1.20			1.20	10053552
5612		OHIO SOLV CLEVELAND-CLEVEOH		6.60		4.80	2.40					2.40							10058953
		PARENT CUST. TOT-CENTRAL SOLVENT	40.0	61.8	40.0	61.2	3.0	2.4	1.8	1.8	2.4	16.2	7.2	9.6	2.4	7.2	6.0	1.2	10015138
5822		.P D GEORGE COMPANY ST LOUIS MO	5.00	4.20	5.00														10033276
5828		.GREAT WESTERN CHEM SEATTLE WA				6.00			6.00										10035546
5116		**.INDUST LATEX WALLINGTON NJ**	125	180	125	144			36.0	36.0			36.0			36.0			10040388
5724		**.MINNESOTA PAINTS NUTLEY NJ**		1.20		.600											.600		00151548
5116		.SUN CHEM CARLSTADT N J		.060															10076625
5301		.AMERICAN MINERAL SPIRITS MIAMI		6.00															10004160
5114		AM MIN SPIRITS CARTERET NJ		1.80		55.4		3.18	9.00	6.00		6.00	7.20	9.00		6.00		9.00	10004179
5114		AM MIN SPIRITS SAYREVILLE NJ	52.0	31.2	52.0	5.40	5.40												10004209
		PARENT CUST. TOT-UNION OIL CO LO	52.0	39.0	52.0	60.8	5.40	3.18	9.00	6.00		6.00	7.20	9.00		6.00		9.00	00047155
		TOTAL PRODUCT * * * * * * * LB	222	286	222	276	8.4	8.6	52.8	44.4	2.4	22.2	50.4	18.6	2.4	49.2	6.6	10.2	1040-295-04
		* * * * * * * $$	37.7	49.5	37.7	47.1	1.54	1.41	9.11	7.64	.12	3.73	8.70	3.09	.47	8.50	1.12	1.70	
		94 TOT MAJOR AROCLOR 1260 $$	72.3	60.1	47.4	58.8	1.8	2.0	10.3	8.1	2.7	3.9	9.0	5.1	.7	9.1	3.9	2.3	
*		**AROCLOR DIST 1262**																	1040-300-04
		.INVENTORY ADJUSTMENTS				.060									.060				00197777
5171		**.ADCHEM CORP WESTBURY LI NY**				.060			.060										10000696
5825		**.AMERICAN CAN CO NEW ORLEANS LA**				.060				.540									00108367
5054		**.ASTRO CHEM BALLSTON LAKE NY**				.060						.060							10006988
5724		.BARRETT & STALFORT CO NILES ILL				.720								.720					00176931
5825		**.BRINER PAINT MFG CORISCAN TX**		.120															00112178
5825		**BRINER PAINT CORPUS CHRISTI TX**		.180															10011477
5822		.BUTLER MFG CO GARNDVIEW MO				.060					.060								00197874
5609		.AMSCO SOLV CINCINN-BREMENOH		1.20															00109606
5609		AMSCO SOLV CINCINNATI-CINCY		.600		1.20									.600		.600		10005361
5054		BUFFALO SOLV BUFF-TONAWANDANY		6.12		1.26	.480		.060									.720	10012384
5826		CENTRAL SOLV HAYWARD-HAYWARD				.120											.120		10015049
5826		CENT SOL S FE SP-SANTA CLARCA		6.00															00113522
5826		**CENT SOL SANTA FE SPR-CA**	70.0	68.9	70.0	58.0	3.6	5.4	5.5	5.4	10.8		5.4	5.5		5.5	10.8		10015111

WATER_PCB-00042628