G2142-5

B1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-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.
		ARUCLOR 6062															01755A		1045-062-17
56	12	.EXCELLO FABRIC COSHOCTON OH		1.20															10026997
57	24	.FELT PRODUCTS SKOKIE IL				.050			.050										10027594
56	05	.FORD PAINT AND VAR GRAND RA MI				1.20						.600			.600				00119032
57	24	.HB FULLER CO PALATINE IL				.050			.050		.600	.600							10030153
57	24	H B FULLER ST PAUL MINN				.200					.200								10030072
		PARENT CUST. TOT-H B FULLER ST P				.250			.050		.800	.600							10030072
11	33	.P D GEORGE COMPANY ST LOUIS MO				.370							.120	.100			.150		10033276
56	02	.GOODYEAR TIRE AKRON OH				.200									.050	.150			10034698
56	02	GOODYEAR TIRE ST MARYS OH				.100	.050										.050		10034728
		PARENT CUST. TOT-GOODYEAR TIRE A				.300	.050								.050	.150	.050		10034698
53	01	.GRANITEVILLE CO GRNTEVILLE SC	16.0		16.0														10035244
57	28	.GREAT WESTERN CHEM TIGARD OR				34.2	3.60		4.80		2.40	3.60	3.00		3.00		4.20	9.60	10035511
57	28	GREAT WESTERN CHEM SEATTLE WA				4.25				.05	.60	3.00	.60				1.20		10035546
		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	10035473
51	16	.HARDMAN INC BELLEVILLE NJ		2.40		6.00			2.40			3.60							10036879
51	16	.HARTIN PT - FILLER KEARNEY NJ				.050						.050							10037018
56	09	.PROTECTIVE TREATMENT DAYTON OH	5.00		5.00														10064937
53	07	.INERTECH SYSTEMS CLIFTON VA				.050	.050												00226890
57	22	.INMONT CORP ST LOUIS MO				1.80									1.80				10040639
57	24	.STRESEN-REUTER BENSENVILLE,ILL		.180		.180						.180							10076420
57	22	.UNIVERSITY OF IOWA IA CITY IA				.050		.050											00197513
50	54	.JAMESTOWN FINISHES JAMSTN NY				6.00										6.00			10042313
57	26	.KAISER GYPSUM ANTIOCH CALIF				.100								.100					00263257
57	24	.KENDALL CO BARRINGTON IL				.150		.050			.050			.050					10043794
57	22	.KUHLER MCLISTER PT DENVER CO				1.80		.600		.600				.600					10044642
51	14	.MAGID CORPORATION LINDEN NJ		.600															10048028
57	24	.MINN MIN - MFG WAYNE MI		.600		165								40		130	5		10052963
57	24	MINN MIN-MFG HUTCHINSON MN		10.2															00222674
57	24	MINN MIN - MFG ST PAUL MN		.060															10053013
		PARENT CUST. TOT-MINN MIN - MFG		10.9		165								40		130	5		10053013
51	14	.STD T CHEM INC STAT ISL NY				4.20							4.20						10075300
57	25	STANDARD T CHEMICA DALLAS TX				.050	.050												00139025
		PARENT CUST. TOT-MONTGOMERY WARD				4.25	.05						4.20						00044725
56	05	.NAZAR RUBBER CO TOLEDO OH		.600		7.20	1.20	1.20			1.20		1.20	1.20			1.20		10057140

WATER_PCB-00042747