G2142-3

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.
		[illegible]																	
		[illegible]																	
		[illegible]																	
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS * * * * * DOLLARS																	
		TOTAL PRODUCT GROUP-65 * POUNDS																	
		ENVRS.BY PAPER B.TIBB *DOLLARS																	
TOT		YR GOAL CONTRI % .0 CURR Y	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
		TOTAL REGION MANAGER 17 * POUNDS	3740	1760	3781	3013	281	95	[illegible]	539	[illegible]	327	401	376	413	351	134	304	
		*DOLLARS	[illegible]	358	579	337	41	14	[illegible]	90	[illegible]	47	[illegible]	55	59	50	18	[illegible]	
			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
TOT		YR GOAL CONTRI % 96.2 CURR Y	[illegible]	[illegible]			[illegible]		[illegible]		[illegible]		[illegible]						

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DSW 313735

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G2142-3

M G R	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.
		HEAVY CHEMICALS POTT																	
																			6430-201-0
						12.	12.												19018145
		TOTAL PRODUCT				12.	12.												6430-201-0
		TOTAL PRODUCT GROUP-GP				12													
		HEAVY CHEMICALS POTT				1	1												
		TOTAL CONTRL				TOTAL	CONT	TS			GOL	V	PRICE	REV					

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G2142-3

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.
		[illegible]																	
		[illegible]																	6147-030-0[illegible]
[illegible]	[illegible]	•BLANDIN PAPER CO [illegible]	[illegible]	12.5	19.5														10010004
			[illegible]	[illegible]	.77														
[illegible]	[illegible]	•CONSOLIDATED PAPER STEVENS PT WI	[illegible]																10018544
		DOLLARS	.77																
[illegible]	[illegible]	•CONSOLIDATED PAPER CO [illegible] WI	[illegible]	22.5	29.3	5.50		5.00							.50				00157309
			[illegible]	[illegible]	[illegible]	1.50		.410							.091				
		TOTAL-CONSOLIDATED PAP [illegible] WI	[illegible]	27.[illegible]	29.[illegible]	5.50		5.00							.50				10018552
		*DOLLARS	[illegible]	2.[illegible]	3.0[illegible]	1.00		.910							.091				
16	[illegible]	•FEDERAL PAP BOARD MOBILE AL	[illegible]		5.00														10027535
		DOLLARS	.77		.77[illegible]														
16	77	•FLAMBEAU PAPER PARK FALLS WI		[illegible].00															10028345
		DOLLARS		.895															
16	77	•HENNEPIN PAP LITTLE FALLS MN				.500	.400												10037433
		DOLLARS				.0[illegible]	.09[illegible]												
19	77	•HUEY CO FRANKLIN IL		.500		.500										.500			00124958
		DOLLARS		.09[illegible]		.091										.091			
18	73	•NEKOOSA EDW PAPER NEKOOSA WI	25.0	45.0	25.0	60.0	5.0	5.0	5.0				5.0	5.0	10.0	10.0	7.5	7.5	10057205
		DOLLARS	[illegible]	7.[illegible]	5.[illegible]	10.[illegible]	.90	.91	.91				.91	.91	1.83	1.83	1.37	1.37	
18	73	NEKOOSA EDW PAP PT EDWARDS WI				5.00	5.00												10057213
		DOLLARS				.913	.913												
		TOTAL-NEKOOSA EDW PAP PT EDWAR	25.0	45.0	25.0	65.0	10.0	5.0	5.0				5.0	5.0	10.0	10.0	7.5	7.5	10057213
		*DOLLARS	[illegible]	7.[illegible]	5.[illegible]	11.[illegible]	1.81	.91	.91				.91	.91	1.83	1.83	1.37	1.37	
[illegible]	[illegible]	•US NAVY SAN BRUNO CA		[illegible]															00152013
		DOLLARS		.[illegible]28															
18	77	•WAUSAU PAPER MILL WAUSAU WI	[illegible]	12.0	22.5	22.5		2.50	4.00		5.00		5.00			2.50	3.50		10087986
		DOLLARS	[illegible]	1.[illegible]	[illegible].[illegible]	4.1[illegible]		.457	.73[illegible]		.913		.913			.457	.639		
		TOTAL PRODUCT * [illegible] PAPER	[illegible]	[illegible]	[illegible].0	94.0	10.5	12.[illegible]	9.[illegible]		5.[illegible]		10.0	5.0	10.5	13.0	11.0	7.5	6147-030-0[illegible]
		* * * * DOLLARS	[illegible]	[illegible].[illegible]	[illegible].0	17.1	1.93	2.2[illegible]	1.6[illegible]		.91		1.82	.91	1.92	2.37	2.01	1.37	
[illegible]	[illegible]	IT MARGIN % .[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	SELL PR .[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3.9	[illegible]	3.[illegible]	[illegible]	.4	[illegible]	2.6	[illegible]	[illegible]	.182	[illegible]	88.0	[illegible]

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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.
		[illegible] SIZE CO-2 DRY																	6147-050-0[illegible]
		.[illegible] EYES FIBRE SACRAMENTO CA									2.00								10044162
											.650								
		TOTAL PRODUCT									2.00								6147-050-0[illegible]
		** DOLLARS									.650								
		ALL MARGIN $ .124	GOAL PCT SALE			ACTUAL	CONTRIB		PCT S	V	VOL D	V	PRICE	DEV	AVG	SELL	PR	GOAL L	BS
		PCT GOAL CONTRIB $ .25																	
		SELL PR .126 CONT V			2.[illegible]		1.1		1.4		1.[illegible]		.1			.323		20.0	
		[illegible] SIZE EXCL 70PCT																	6146-070-0[illegible]
		.CUPIT CORP OF SANTA CLARA CA				1.00									1.00				10018609
		DOLLARS				.094									.094				
		.FEDERAL PAP BD LOS ANGELES CA				91.4				91.4									00248946
		DOLLARS				10.1				10.1									
		FEDERAL PAP BOARD MORRIS IL																	10027535
		DOLLARS																	
		TOTAL-FEDERAL PAP BRD BOARS IL				91.4				91.4									00046795
		**DOLLARS				10.1				10.1									
		.FIBREBOARD CORP PT ANGELES WA																	00118559
		DOLLARS																	
		FIBREBOARD CORP SUMNER WA																	00221090
		DOLLARS																	
		FIBREBOARD L ST MILL ANTIOC CA		133		49.6					49.6								00265950
		DOLLARS		13.3		4.86	.93				5.76								
		TOTAL-FIBREBOARD CORP SAT PROD		133		49.6					49.6								00045357
		**DOLLARS		13.3		4.86	.93				5.76								
		.FLINTKOTE CO VERNON CA		48[illegible]		28[illegible]											89		10028582
		DOLLARS		[illegible]		29.8											9.7		
		.GEORGIA PACIFIC SANTA CLARA CA																	00221112
		DOLLARS																	
		GEORGIA PACIFIC [illegible]		1[illegible]		19[illegible]										48.7	87.0	48.3	00221082
																5.4	10.0	5.3	
		TOTAL-GEORGIA PACIFIC [illegible]				[illegible]										48.7	87.[illegible]	48.3	00253308
		**DOLLARS				29.7										5.4	10.0	5.3	

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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.
		[illegible]																	6146-070-0
		[illegible]																	10038243
		[illegible]																	10087341
		TOTAL-BOURNER-WALDORF ST PAUL																	10038243
		.CPC PAPER GARDINER OR				94.5								94.5					00191388
		DOLLARS				10.9								10.8		.1			
		.KAISER GYPSUM SAN LEAN CA		180	300						100		100						00126748
		DOLLARS		17.5	32.3	2.39	2.4				10.8		10.9						
		.KEYES FIBRE SACRAMENTO CA																	10044162
		DOLLARS																	
		.LONGVIEW FIBRE LONGVIEW WA			135														10046912
		DOLLARS			14.5														
		.MOSINEE PAPER CORP MOSINEE WI																	00130931
		DOLLARS																	
		.ST REGIS PAP TACOMA WA				671	46.2	48.4		97.4		97.6	47.4	48.2		92.0	96.5	96.9	10070376
		DOLLARS				77.2	5.4	5.6		11.4		11.2	5.4	5.5		10.5	11.1	11.1	
		ST REGIS PAPER CORNELL WI																	10070457
		DOLLARS																	
		TOTAL-ST REGIS PAPER NYC NY				671	46.2	48.4		97.4		97.6	47.4	48.2		92.0	96.5	96.9	00045225
		DOLLARS				77.2	5.4	5.6		11.4		11.2	5.4	5.5		10.5	11.1	11.1	
		.JOHN STRANGE PPR MENASHA WI																	10076323
		DOLLARS																	
		.THILMANY PULP KAUKAUNA WI																	00140708
		DOLLARS																	
		.U S GYPSUM SOUTHGATE CAL																	10084806
		DOLLARS																	
		.WESTERN KRAFT ALBANY OR				141								48.5	49.3			42.7	00195162
		DOLLARS				13.8								5.46	5.64			2.68	
		.WEYERHAEUSER SPRINGFIELD OR				438		41.2	88.4		97.0			47.4	47.6	48.4	46.5	61.1	00175243
		DOLLARS				40.8		4.75	2.13		5.46			5.43	5.46	5.54	5.33	9.28	
		TOTAL PRODUCT [illegible]																	6146-070-0
		[illegible]																	

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M G R	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.
		80#SIZE EXCL 70PCT																	6146-070-0
		ALL MARGIN $ .028	COST	SALES	GP$	ACTUAL	QUOTA	$'S	QUOTA	$'S	QUOTA	$'S	PRICE	REV	AVG	SELL	PR	GOAL	LBS
1	1	GP GOAL CONTRT $ 28.0 COST		*			7.1		6.7		5.1		1.0			.114		87.3	
	1	SELL PR .128 CURR Y		4.5			59.5		11.3		9.7		5.8			.111	1	715.0	
		90#SIZE EXCL 70PCT																	6146-077-0
1	1	.COAST CORR OF SANTA CLARA CA				48.1										48.1			10018609
		DOLLARS				5.97										5.83	.24		
		TOTAL PRODUCT * * * * * POUNDS				48.1										48.1			6146-077-0
		* * * * *DOLLARS				6.17										5.83	.24		
		ALL MARGIN $ .031	COST	SALES	GP$	ACTUAL	QUOTA	$'S	QUOTA	$'S	QUOTA	$'S	PRICE	REV	AVG	SELL	PR	GOAL	LBS
1	1	GP GOAL CONTRT $ .0 COST		*			.3		.3		.3		.3			.000		.0	
1	1	SELL PR .000 CURR Y		*			1.5		1.5		1.5		.0			.126		.0	
		80#SIZE EXCL 80PCT																	6146-080-0
1	1	.BOISE CASCADE WALLULA WA																	00111783
		DOLLARS																	
1	1	.FIBERBOARD CORP STOCKTON CA																	10027802
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	6146-080-0
		* * * * *DOLLARS																	
		80#SIZE LES 70 PCT																	6148-000-0
1	1	.BOISE CASCADE INTERNTL FLS MI																	10010314
		DOLLARS																	
1	1	.CROWN ZELLERBACH WEST LINN OR																	10020344
		DOLLARS																	
1	1	CROWN ZELLERBACH CDR CAMAS WA																	10020352
		DOLLARS																	
		TOTAL-CROWN ZELLERBACH SAN FRA																	00046221
		**DOLLARS																	
1	1	.FIBERBOARD CORP STOCKTON CA																	10027802
		DOLLARS																	

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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.
		SIZE LOS 70 PCT																	6148-000-0
		FIBREBOARD L ST MILL ANTIOCH CA																	00265950
		DOLLARS	.754		.754														
		TOTAL-FIBREBOARD CORP SAN FRAN	50.0		5.00	1.00			.462										00045157
		**DOLLARS	1.51		.754	.462			.462										
		FOX RIVER PAP APPLETON WI	10.0	12.2	10.0	100	5.0	5.0	10.0	10.0	10.0	10.0			50.0				10029368
		DOLLARS	1.51	.75	1.51	16.8	.84	.84	1.68	1.68	1.68	1.68			8.42		.80		
		GILBERT PAPER CO MENASHA WI	10	7.5															00235403
		DOLLARS	1.51	.375															
		HERRIER-WALDORF ST PAUL MN				10.0		10.0											10038243
		DOLLARS				1.68		1.68											
		KIMBERLY-CLARK ANDERSON CALIF				.500					.500								00088072
		DOLLARS				.089					.089								
		KIMBERLY CL NEENAH WI	750																10044367
		DOLLARS	113																
		TOTAL-KIMBERLY CL NEENAH WI	750			.500					.500								10044367
		**DOLLARS	113			.089					.089								
		LOS ANGELES PAP LOS ANGEL CA				2.00											2.00		10047021
		DOLLARS				.358											.358		
		NICOLET PAPER & OL PERE WI	100			4.50		2.00								2.50			10057817
		DOLLARS	18.1			.731		.325								.406			
		ST REGIS PAPER CORNELL WI	20.0		20.0														10070457
		DOLLARS	3.00		3.02														
		SCRGL WHITING PAP MENASHA WI	65.0	65.	90.3	60.0				50.0					30.0				10090458
		DOLLARS	13.6	12.1	13.6	8.90				4.15	.30				4.45				
		TOTAL PRODUCT * * * * * POUNDS	2010	192	135	213	5.0	17.0	12.5	41.0	10.5	10.0			85.0	30.0	2.0		6148-000-0
		* * * * * *DOLLARS	303	19.7	20.4	33.8	.8	2.0	2.1	6.2	2.1	1.7			13.7	5.3	.5	.3	
		UNIT MARGIN $ .023				ACTUAL	CONT	$	CT D	V	OL D	V	PRICE	DEV	AVG	SELL	R	GOAL LBS	
		NB GOAL CONTRI $ 4.5 CURR			.5		.0		.5		.5		.0			.000		14.8	
		SELL PR .151 CURR Y					3.7				2.6		1.7			.159		135.0	

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G2142-3

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.
		PERSIZE LCS-60 PCT																	6148-060-09
1	[illegible]	.FOX RIVER PPR APPLETON WI				43.2										22.3	10.4	10.5	10029368
		DOLLARS				5.37										2.87	1.34	1.36	
1	[illegible]	.GILBERT PAPER CO MENASHA WI				305		96.1	42.[illegible]		43.1		.9		43.9	65.0	45.4	42.6	00235903
		DOLLARS				32.7		5.92	5.46		5.56		.07		5.66	5.80	5.85	5.49	
		TOTAL PRODUCT * * * * * POUNDS				352		96.1	42.3		43.1		.6		43.9	67.3	55.8	53.1	6148-060-09
		* * * * *DOLLARS				40.3		5.92	5.46		5.56		.07		5.66	8.68	7.19	6.84	
[illegible]		NET MARGIN % .030	CO[illegible]	RT GO[illegible]	LES	ACTUAL	CONT	[illegible]S	QT D	V	VOL D	V	PRICE	DEV	AVG	SELL	PR - G	OAL L	BS
1	[illegible]	YR GOAL CONTRI % .0 CURR	10	.0			1.6		1.6		1.6		.0			.129		.0	
	[illegible]	SELL PR .0[illegible]6 CURR Y	0	.0			10.5		10.5		10.5		.0			.129		.0	
		PERSIZE NEK 77																	6147-077-09
1	[illegible]	.NEKOOSA EDW PAPER NEKOOSA WI				363									46	45	227	45	10057205
		DOLLARS				49.5									6.3	6.2	30.9	6.1	
1	[illegible]	NEKOOSA EDW PAP PT EDWARDS WI	2000	2166	2000	2040	137	136	224	132	135	227	182	137	183	183	182	181	10057213
		DOLLARS	272	273	272	277	18.0	18.8	30.8	18.2	18.6	31.4	25.1	18.9	25.2	24.9	24.8	24.7	
		TOTAL-NEKOOSA EDW PAP PT EDWAR	2000	2166	2000	2403	137	136	224	132	135	227	182	137	229	228	408	226	10057213
		**DOLLARS	272	273	272	329	18.0	18.8	30.8	18.2	18.6	31.4	25.1	18.9	31.5	31.1	55.6	30.9	
		TOTAL PRODUCT * * * * * POUNDS	2000	2166	2000	2403	137	136	224	132	135	227	182	137	229	228	408	226	6147-077-09
		* * * * *DOLLARS	272	273	272	329	18.0	18.8	30.8	18.2	18.6	31.4	25.1	18.9	31.5	31.1	55.6	30.9	
[illegible]		NET MARGIN % .029	CO[illegible]	RT GO[illegible]	LES	ACTUAL	CONT	[illegible]S	QT D	V	VOL D	V	PRICE	DEV	AVG	SELL	PR - G	OAL L	BS
1	[illegible]	YR GOAL CONTRI % 58.0 CURR	10	4.8			6.6		1.7		1.7		.0			.136		166.6	
[illegible]	[illegible]	SELL PR .136 CURR Y	0	58.0			72.1		14.1		11.7		2.4			.137		2000.0	
		PERSIZE RM DRY ASPH BAG																	6147-060-09
1	[illegible]	.BOISE CASCADE SALEM ORE				10.0												10.0	10010306
		DOLLARS				2.14												2.14	
1	[illegible]	.CONTAINER CORP OF AM CHGO ILL	20.0	17.[illegible]	10.[illegible]	15.0		10.0						5.0					10018617
		DOLLARS	3.74	3.[illegible]	1.87	[illegible].03		2.03						1.03	.03				
[illegible]	[illegible]	CONT CORP OF AMER TACOMA WA	20.0	30.0	20.0	20.0				10.0						.5	10.0		10018692
		DOLLARS	3.74	6.03	3.74	4.38				2.14						.11	2.14		
		TOTAL-CONTAINER CORP OF AM CHG	40.0	47.0	30.0	35.0		10.0		10.0				5.0		.5	10.0		10018617
		**DOLLARS	7.48	7.36	5.62	7.40		2.03		2.14				1.03	.03	.11	2.14		

CONTINUOUS INTERLEAVED BOISE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

DSW 313742

STLCOPCB4054826

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.
		OVERSIZE RM DRY ASPD BAG																	6147-060-09
		.CROWN ZELLERBACH WEST LINN OR	300	120	180	101								101					10020344
		DOLLARS	87.4	34.3	53.7	18.9								19.9					
		CROWN ZELLERBACH PORT TOW WA	10.8	2.00	10.8	8.00	2.00					2.00		2.00			2.00		00115568
		DOLLARS	1.87	.433	1.87	1.73	.433					.433		.433			.433		
		TOTAL-CROWN ZELLERBACH SAN FRA	370	140	190	109	2					2		103			2		00046221
		**DOLLARS	94.1	43.5	35.6	20.6	.4					.4		19.3			.4		
		.HOERNER WALDORF C MISSOULA MT	100																10087341
		DOLLARS	18.7																
		.NEKOOSA EDW PAP PT EDWARDS MI	120																10057213
		DOLLARS	22.9																
		TOTAL PRODUCT * * * * * PNDS	630	220	220	155	2	10		10		2		108		1	12	10	6147-060-09
		* * * * *DOLLARS	119	46.8	41.2	30.1	.4	2.0		2.1		.4		20.3		.1	2.6	2.1	
PROFIT MARGIN $ .051			CON	IT GA	GLS	ACTUAL	CONTRIB		DT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL LBS	
PFT YR GOAL CONTRIB% 11.2 CURR				1.7			.4		1.0+		1.2-		.3			.214		34.1	
GOAL SELL PR .187 CURR YR				11.2			9.1		2.3+		3.3+		1.2			.195		220.0	
		OVERSIZE RM DRY WHITE KRAFT BAG																	6147-061-09
		.BADGER PAPER MILLS PESHTIGO WI	2.00		2.00														10007968
		DOLLARS	.374		.374														
		.CONT CORP OF SANTA CLARA CA	20.0	23.8	20.0	28.0	8.0		5.0	5.0	10.0								10018609
		DOLLARS	3.74	4.33	3.74	5.93	1.65		1.07	1.07	2.14								
		CONTAINER CORPORAT VERNON CA	10.8	8.00															00196347
		DOLLARS	1.87	1.67															
		TOTAL-CONTAINER CORP OF AP CHG	30.8	31.8	20.0	28.0	8.0		5.0	5.0	10.0								10018617
		**DOLLARS	5.62	6.44	3.74	5.93	1.65		1.07	1.07	2.14								
		.CROWN ZELLERBACH PORT TOW WA				2.00										2.00			00115568
		DOLLARS				.433										.379	.054		
		.DIAMOND NATL COR RED BLUFF CA	100																10022304
		DOLLARS	18.7																
		.FEDERAL PAP BD LOS ANGELES CA	15.0	20.0	15.0	30.0	5.00			5.00		5.00	5.00		5.00		5.00		00248940
		DOLLARS	2.81	4.30	2.81	6.41	1.07			1.07		1.07	1.07		1.07		1.07		
		.KIMBERLY-CLARK ANDERSON CALIF	10.0		10.0	120	20											100	00086372
		DOLLARS	1.87		1.87	22.6	4.3											18.4	

CONTINUOUS INTELLIGENCE HOOPER BEVERIDGE ASSOC. INC. PAPER PATD BY H.C.R. CO.

DSW 313743

STLCOPCB4054827

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.
		[illegible]ERSIZE RM DRY WHITE KRAFT BAG																	6147-061-0[illegible]
[illegible]	[illegible]	.LOS ANGELES PAP LOS ANGEL CA	[illegible]	17[illegible]	2[illegible]	222	16.[illegible]	16.[illegible]	16.0	16.[illegible]	16.0	16.0	16.0	24.0	16.0	32.0	22.0	16.0	10047021
		DOLLARS	37.[illegible]	33.6	37.[illegible]	46.[illegible]	3.39	3.37	3.39	3.37	3.37	3.39	3.37	5.06	3.37	6.74	4.63	3.51	
[illegible]	[illegible]	.MOSINEE PAPER CORP MOSINEE WI	96.[illegible]																00130931
		DOLLARS	10.8																
[illegible]	[illegible]	.POMONA DIV NW PAP POMONA CA		23.0		37.2	12.0									25.2			10064015
		DOLLARS		2.30		7.84	2.54									5.30			
[illegible]	[illegible]	.SIMPSON LEE PA RIPON CAL				5.00												5.00	10073103
		DOLLARS				1.19												1.19	
		TOTAL PRODUCT * * * * * POUNDS	447	270	247	444	61	16	21	26	26	21	21	24	21	59	27	121	6147-061-0[illegible]
		* * * * *DOLLARS	83.7	53.9	46.2	91.3	12.9	3.4	4.4	5.5	5.5	4.5	4.4	5.1	4.4	12.4	5.8	23.0	
[illegible]	[illegible]	IT MARGIN $ .051	CONTR GOAL$			ACTUAL	CONTRI$		OT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL LBS	
[illegible]	[illegible]	YR GOAL CONTRI $ 12.6 CURR	[illegible]	1.0			6.5		5.5		5.1		.4			.190		20.6	
[illegible]	[illegible]	SELL PR .187 CURR Y	[illegible]	12.6			31.1		18.5		10.1		8.4			.206		147.0	
		[illegible]ERSIZE 603 77PCT																	7422-077-0[illegible]
[illegible]	[illegible]	.BOISE CASCADE SALEM ORE				101					101								10010306
		DOLLARS				14.3					14.3								
[illegible]	[illegible]	.GRAYS HARBOR PAPER HOQUIAM WA				95.4						45.2				50.2			10035279
		DOLLARS				13.5						6.40				7.87	.76		
		TOTAL PRODUCT * * * * * POUNDS				197					101	45				50			7422-077-0[illegible]
		* * * * *DOLLARS				27.8					14.3	6.4				7.9	.8[illegible]		
[illegible]	[illegible]	IT MARGIN $ .028	CONTR GOAL$			ACTUAL	CONTRI$		OT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL LBS	
[illegible]	[illegible]	YR GOAL CONTRI $ .0 CURR	[illegible]	.0			.0		.0		.0		.0			.000		.0	
[illegible]	[illegible]	SELL PR .000 CURR Y	[illegible]	.0			5.5		5.5		5.5		.0			.142		.0	
		[illegible]ERSIZE IEL 70 PCT																	6150-070-0[illegible]
[illegible]	[illegible]	.FLINTKOTE CO VERNON CA	100																10028582
		DOLLARS	12.[illegible]																
[illegible]	[illegible]	.GEORGIA PACIFIC BELLINGHAM WA	1[illegible]	9[illegible]	10.[illegible]	47.9								47.9					10033357
		DOLLARS	16.9	11.4	11.3	6.16								6.16					
[illegible]	[illegible]	.KIMBERLY CLARK MUNISING MI	40[illegible]																10044332
		DOLLARS	50.7																

DSW 313744

STLCOPCB4054828

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.
		[illegible] TEL 76 PCT																	6150-070-09
		TOTAL PRODUCT * * * * * POUNDS	[illegible]	[illegible]	90.3	47.0								47.0					6150-070-09
		* * * * *DOLLARS	79.7	11.6	11.3	6.16								6.16					
		PCT MARGIN $ .037																	
		YR GOAL CONTRI $ 3.3 CURR	[illegible]	[illegible]	[illegible]	ACTUAL	CONT $	IN	OF DEV		VOL D	V	PRICE	DEV	AVG	SELL	PR	GOAL L	S
		SELL PR .126 CURR Y	[illegible]	[illegible]			1.7		1.4		1.6		.1			.000 .129		8.4 90.0	
		ERSIZE TEL 77 PCT																	6150-077-09
		.AMERICAN CAN MENOMINEE MI	1[illegible]																00168823
		DOLLARS	207																
		AMERICAN CAN ROTHSCHILD WI	[illegible]																00108391
		DOLLARS	[illegible]																
		TOTAL-AMERICAN CAN CO NYC NY	[illegible]																00045098
		**DOLLARS	553																
		.BADGER PAPER MILLS PESHTIGO WI	540	134	140	134		45.1	45.1	44.3									10007968
		DOLLARS	74.6	17.7	24.[illegible]	17.1		6.12	6.40	6.57									
		.BERGSTROM PAPER CO NEENAH WI	1[illegible]	342	225	228				44.9			90.5		46.8		45.5		10009464
		DOLLARS	231	43.[illegible]	31.1	32.3				6.4			12.9		6.7		6.0	.4	
		.BOISE CASCADE INTERNTL FLS WA	[illegible]																10010314
		DOLLARS	1[illegible]																
		BOISE CASCADE ST HELENS OREGON	2600			133	39.8	93.3											00188336
		DOLLARS	359			18.8	5.6	13.2											
		BOISE CASCADE SALEM ORE	1000	140															10010306
		DOLLARS	138	19.[illegible]															
		BOISE CASCADE VANCOUVER WA	1[illegible]																10010292
		DOLLARS	17[illegible]																
		TOTAL-BOISE CASCADE CORP BOISE	4150	166		133	39.8	93.3											00045810
		**DOLLARS	[illegible]	[illegible]		18.[illegible]	5.6	13.2											
		.CONSOLIDATED PA STEVENS PT WI	900																10018544
		DOLLARS	124																
		.CONT CORP OF SANTA CLARA CA	1[illegible]																10018609
		DOLLARS	[illegible]																
		.CROWN ZELLERBACH CLATSKANIE	[illegible]			47.5											49.5		00207365
		DOLLARS	[illegible]			7.01											7.01		

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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.
		PERSIZE IEL 77 PCT																	6150-077-0
		CROWN ZELLERBACH LEBANON OR																	00221694
		DOLLARS																	
		CROWN ZELLERBACH COR CAMAS WA																	10020352
		DOLLARS																	
		TOTAL-CROWN ZELLERBACH SAN FRA				47.5											49.5		00046221
		**DOLLARS				7.01											7.01		
		.FIBREBOARD CORP LOS ANGELES CA																	00221104
		DOLLARS																	
		.FLAMBEAU PAPER PARK FALLS WI				228	45.1		45.3		45.7	46.2	45.9						10028345
		DOLLARS																	
		.GRAYS HARBOR PAPER HOQUIAM WA																	10035279
		DOLLARS																	
		.HENNEPIN PAP LITTLE FALLS MN				222			44.3		44.0		44.8	43.6				44.9	10037433
		DOLLARS																6.25	
		.HOERNER-WALDORF ST PAUL MN				142													10038243
		DOLLARS				19.8													
		.INLAND EMPIRE PAP MILLWOOD WA																	00191329
		DOLLARS																	
		.LONGVIEW FIBRE LONGVIEW WA				522													10046912
		DOLLARS																	
		.ESCANABA PAPER CO ESCANABA MI																	00244147
		DOLLARS																	
		.APPLETON PAPER COMB LOCKS WIS																	10018145
		DOLLARS																	
		.NEKOOSA EDW PAPER NEKOOSA WI																	10057205
		DOLLARS																	
		.NORTHW ST PAPER WATERVILLE ME																	10058449
		DOLLARS																	
		NORTHWEST PAP CLOQUET MN																	10058457
		DOLLARS																	
		POMONA DIV KN PAP POMONA CA																	10064015
		DOLLARS																	
		POTLATCH FORESTS LEWISTN ID																	10064252
		DOLLARS																	

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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.
		CLASSIZE TEL 77 PCT																	6150-077-0
		TOTAL-POTLATCH FORESTS LEWISTN	5450	1224	1334	1262	94	85	97	144	99	93	100	96	97	194		96	10064252
		**DOLLARS	906	239	265	174	13.9	13.6	13.8	27.4	14.1	13.8	14.1	13.5	13.7	27.4		13.6	
		.RIVERSIDE PAPER APPLETON WI	501	229	351	267	43.0		44.2		44.3		45.3	44.8				45.9	10068347
		DOLLARS	83.1	29.3	48.4	37.9	6.02		6.28		6.33		6.47	6.39				6.44	
		.SHAWANO PAPER MILLS SHAWANO WI	400	135	200	90.1		46.1							45.9				10072190
		DOLLARS	66.4	17.0	27.6	12.8		6.60	.27						6.55				
		.SIMPSON LEE PA RIPON CAL	830			50.4												50.4	10073103
		DOLLARS	111			7.30												7.00	
		SIMPSON LEE PAP EVERETT WA	300			281								93.8	93.9	93.2			10073065
		DOLLARS	111			39.8								13.3	13.3	13.2			
		TOTAL-SIMPSON LEE PAP VICKSBUR	1630			331								93.8	93.9	93.2		50.4	10073081
		**DOLLARS	221			46.8								13.3	13.3	13.2		7.0	
		.ST REGIS PAP TACOMA WA	350	242	250	242	48.4				48.2			47.7	48.7	49.1			10070376
		DOLLARS	48.4	32.7	34.6	34.2	6.95				6.83			6.63	6.89	6.95			
		ST REGIS PAPER CORNELL WI	130		44.0	45.5								45.5					10070457
		DOLLARS	18.0		6.06	6.50								6.50					
		TOTAL-ST REGIS PAPER NYC NY	480	242	296	288	48.4				48.2			93.3	48.7	49.1			00045225
		**DOLLARS	66.5	32.7	40.9	40.7	6.9				6.8			13.1	6.9	6.9			
		.THILMANY PULP KAUKAUNA WI	1000																00140708
		DOLLARS	138																
		.WARD PAPER CO MERRILL WI	450	44.7															00223565
		DOLLARS	62.2	6.73															
		.WAUSAU PAPER MILL BROKAW WISC	900	939	362	362	45.1	44.9				89.6	91.7			45.6	45.4		10087988
		DOLLARS	124	72.2	49.9	51.1	6.1	6.4				12.7	13.1			6.4	6.4		
		.WEYERHAEUSER SPRINGFIELD OR	800																00195243
		DOLLARS	111																
		WEYERHAEUSER LONGVIEW WA	1600	722	800	485	97	144	49							146	48		10090148
		DOLLARS	249	99.1	111	68.6	13.8	20.3	6.9							20.7	6.8		
		TOTAL-WEYERHAEUSER COMP TACOMA	2600	722	800	485	97	144	49							146	48		00047708
		**DOLLARS	359	99.1	111	68.6	13.8	20.3	6.9							20.7	6.8		
		TOTAL PRODUCT * * * * * TONS	7102	2170	6643	6139	507	693	594	464	514	415	419	466	562	756	375	374	6150-077-0
		* * * * * DOLLARS	975	299	918	852	70	96	81	64	71	57	60	66	78	106	52	53	
		PROFIT MARGIN $ .039	GOAL			ACTUAL	CONT $		DIF-GOAL		DOL GAL		PRICE	GAL	AVG	SELL	PR	GOAL LBS	
		CONTRIB GOAL CONTRIB $ 250.3		77.0			19.7		1.1		13.2		1.1			.141		335.6	
		SELL PR .139		33.3			49.6		13.7		19.4		0.1			.139		6649.0	

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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.
		[illegible] TEL 80 PCT																	6150-080-0[illegible]
[illegible]	[illegible]	.MANISTIQUE PULP & MANISTIQ MI	250																00128430
		DOLLARS	28.2																
[illegible]	[illegible]	.POMONA DIV NH PAP POMONA CA	150	127	65	512			105	105		100		106			96		10064015
		DOLLARS	166	91.2	80.7	71.0			14.6	14.6		13.9		14.6			13.6	.3	
		TOTAL PRODUCT * * * * * POUNDS	150	127	65	512			105	105		100		106			96		6150-080-0[illegible]
		* * * * *DOLLARS	21[illegible]	91.2	80.7	71.0			14.6	14.6		13.9		14.6			13.6	.3	
[illegible]	[illegible]	IT MARGIN $ .043	CUR	IT QU	L $	ACTUAL	CONT	PI$	DT Q	V	QL Q	V	PRICE	REV		AVG	SELL	PR	GOAL LBS
[illegible]	[illegible]	YR GOAL CONTRI $ 25.8 CORP	[illegible]	2.7			.0		2.7		2.7		.0				.000		63.1
	M	SELL PP .141 CORP Y	[illegible]	[illegible]			21.0		[illegible]		3.3		1.0				.139		600.0
		MONSANTO PRILLED PENTA																	7768-100-0[illegible]
[illegible]	[illegible]	.ACID PRODUCTS CO CHICAGO IL		5.00		9.00					1.00						1.00	5.00	10000483
		DOLLARS		.952		1.50					.450						.190	.855	
[illegible]	[illegible]	.BETZ LAB HAWTHORNE CA				10.0					10.0								00256315
		DOLLARS				1.53					1.53								
[illegible]	[illegible]	.BORDEN FREMONT CALIF	20.0	6.25	20.0	3.80								.80				3.00	10010462
		DOLLARS	3.02	1.64	3.02	.898								.228				.660	
[illegible]	[illegible]	.ULTRAMAR CHEM CO DIV HILO HI	50.0	30.0	50.0														10081459
		DOLLARS	7.55	5.40	7.55														
[illegible]	[illegible]	.CELANESE COATINGS SAN FRAN CA		.850		1.20			.600				.600						00243442
		DOLLARS		.225		.330			.159				.171						
[illegible]	[illegible]	.CHEMICAL SALES DENVER CO				3.00										3.00			10015731
		DOLLARS				.594										.660	.066		
[illegible]	[illegible]	.GREAT WESTERN CHEM EUGENE OR	5.00	5.95	5.30														10035503
		DOLLARS	.795	1.16	.755														
[illegible]	[illegible]	GREAT WESTERN CHEM SEATTLE WA		1.95		2.60				.50	.50			1.00		.60			10035546
		DOLLARS		.517		.646				.123	.100			.250		.155			
		TOTAL-GREAT WESTERN CHE RICHMO	5.00	7.90	5.00	2.60				.50	.50			1.00		.60			10035473
		**DOLLARS	.795	1.67	.755	.646				.133	.100			.250		.155			
[illegible]	[illegible]	.LOS ANGELES CHEML SO GATE CA	10.0	12.2	10.0														10047013
		DOLLARS	1.51	2.58	1.51														
[illegible]	[illegible]	.MOHAWK LABS SUNNYVALE CA	[illegible]	[illegible]	[illegible]	7.50				7.50									10054786
		DOLLARS	.2[illegible]	1.06	.75[illegible]	1.50				1.50									

DSW 313748

CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

STLCOPCB405483[illegible]

G2142-3

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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.
		SUNSANTO DRILLED PENTA																	7768-100-04
	66	.N L INDUSTRIES SAN FRANCISCO CA		.500															10056632
		DOLLARS		.133															
		.PACIFIC RESINS PORTLAND OREGON	20.0	8.20	20.0	74.4		24.4				21.0					24.0		00221562
		DOLLARS	3.02	1.48	3.02	11.9		4.61				3.21					4.10		
	65	.REICHHOLD CHEM TACOMA WA				.050		.050											10067170
		DOLLARS				.313		.313											
	66	.REPUBLIC PRD MTLS GILROY CA				4.00								4.00					00261807
		DOLLARS				.880								.880					
	72	.SONFORD PROD ST PAUL MN				40.0						40.0							00138398
		DOLLARS				6.12						6.80		.68					
	66	.ST REGIS PAPER TRACY CAL		.400															10070473
		DOLLARS		.107															
	66	.US DEPT OF AGRI MILFORD CA				1.00			1.00										00250988
		DOLLARS				.265			.265										
	00	.WASATCH CHEM SALT LAKE CITY UT	40.0	55.0	40.0	52.5				10.5		10.5		10.5		10.5		10.5	10087775
		DOLLARS	6.04	8.42	6.04	8.60				1.61		1.61		1.80		1.80		1.80	
	65	.ZEHRUNG CHEM PORTLAND OR	40.0																10092671
		DOLLARS	50.4																
		TOTAL PRODUCT * * * * * POUNDS	550	141	150	209		29.5	1.6	18.5	13.5	71.5	.6	16.3		14.1	25.0	18.5	7768-100-04
		* * * * *DOLLARS	53.1	24.0	22.7	34.8		4.6	.4	3.2	2.1	11.6	.2	2.65		2.6	4.2	3.3	
PROFIT MARGIN $ .026			CONTRI GOALS			ACTUAL	CONTRIS		DOLLAR DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
CURR YR GOAL CONTRI $ 3.9 CURR YTD				.7			1.0		.3		.24		.5		.179		25.1		
CURR GOAL SELL PR .151 CURR YTD				3.9			8.6		4.7		1.5		3.1		.166		50.0		
		ROSIN SIZE, KIP 77																	7401-100-04
	65	.INTL PAPER GARDINER OR				370									184		186		00191388
		DOLLARS				45.9									24.3		22.5		
		TOTAL PRODUCT * * * * * POUNDS				370									184		186		7401-100-04
		* * * * *DOLLARS				46.8									24.3		22.5		
PROFIT MARGIN $ .029			CONTRI GOALS			ACTUAL	CONTRIS		DOLLAR DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
CURR YR GOAL CONTRI $ .0 CURR YTD				.0			.0		.0		.0		.0		.000		.0		
CURR GOAL SELL PR .000 CURR YTD				.0			10.7		10.7		10.7		.0		.126		.0		

DSW 313749

STLCOPCB4054833

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.
		C-113																	7416-000-0
		.CONSOLIDATED PPR WISC. RPDS WI		.166															10018552
		DOLLARS		.363															
		.APPLETON PAPER COMB LOCKS WISC				.150										.150			10018145
		DOLLARS				.093										.093			
		.NICOLET PAPER N DE PERE WI				.200										.200			10057817
		DOLLARS				.124										.124			
		.SIMPSON LEE PA RIPON CAL				.350	.250												10073103
		DOLLARS				.210	.210												
		.RHINELANDER PA RHINELANDER WI				.200		.200											10067944
		DOLLARS				.128		.128											
		TOTAL PRODUCT * * * * * POUNDS		.103		.900	.350	.200								.350			7416-000-0
		* * * * *DOLLARS		.062		.555	.210	.128								.217			
PR	CT	IT MARGIN $ .466		CONTRI GOAL $		ACTUAL	CONTRI $		QT DV		VOL DV		PRICE DEV		AVG SELL PR	GOAL LBS			
TOT		YR GOAL CONTRI $ .0 CURR		.1			.1		.0		.0		.0			.000		.0	
GRAL		SELL PR .000 CURR YTD		.6			.4		.4		.4		.0			.617		.0	
		RPC 920																	7809-920-0
		.CROWN ZELLERBACH CUR CAMAS WA				5.25	5.25												10020352
		DOLLARS				1.37	1.37												
		.NORTHWEST PAPER BRAINERD MN				1.05										1.05			10058449
		DOLLARS				.294										.294			
		TOTAL PRODUCT * * * * * POUNDS				6.30	5.25									1.05			7809-920-0
		* * * * *DOLLARS				1.66	1.37									.29			
		RPC 1690																	7418-600-0
		.APPLETON PAPER COMB LOCKS WISC		3.60															10018145
		DOLLARS		.526															
		TOTAL PRODUCT * * * * * POUNDS		3.60															7418-600-0
		* * * * *DOLLARS		.526															
PR	CT	IT MARGIN $ .040		CONTRI GOAL $		ACTUAL	CONTRI $		QT DV		VOL DV		PRICE DEV		AVG SELL PR	GOAL LBS			
TOT		YR GOAL CONTRI $ .0 CURR		.0			.0		.0		.0		.0			.000		.0	
GRAL		SELL PR .000 CURR YTD		.0			.0		.0		.0		.0			.000		.0	

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DSW 313750

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.
		ANTOBRITE BRIW																	7760-276-09
1966		.ADOLF COLE DEGMAR SAN FRAN CA	45.0	51.2	45.0	40.2		1.5			12.0	9.1	5.6	2.0				10.0	10000289
		DOLLARS	12.5	14.2	12.5	11.0		.41			3.29	2.50	1.54	.55				2.75	
1972		.ACID PRODUCTS CO CHICAGO IL				2.30							.70				.60	1.00	10000483
		DOLLARS		.138		.650							.192				.183	.275	
1956		.ALLIED CONTAINER SAN JOSE CA	1.00	.600	1.00	.200								.200					00196819
		DOLLARS	.275	.216	.275	.070								.080	.004				
1972		.CHEMICAL SALES DENVER CO				1.00											1.00		10015731
		DOLLARS				.274											.274		
1972		.CHEMICAL SUPPLY CHICAGO HGT IL		12.0															00184454
		DOLLARS		3.60															
1972		CHEMICAL SUPPLY NEENAH WI	16.0		16.0														00094617
		DOLLARS	4.40		4.40														
		TOTAL-CHEMICAL SUPPLY NEENAH W	16.0	12.0	16.0														00094617
		**DOLLARS	4.40	3.60	4.40														
1965		.CLERMONT WEST INC CORNELIA GR				.100						.100							00252905
		DOLLARS				.040						.040							
1966		.MOGUL CORPORATION PHOENIX ARIZ	6.00	4.23	6.00	5.00						3.00			2.00				00208302
		DOLLARS	1.65	1.49	1.65	1.68						1.01			.67				
1964		.MCKESSON CHEM CO LOS ANGEL CA	30.0	17.6	30.0	20.3	2.00		.80	2.00	4.00		4.00		3.00	4.00	.50		10049741
		DOLLARS	8.25	4.97	8.25	6.07	.55		.24	.60	1.21		1.21		.91	1.21	.18	.03	
1973		MCKESSON CHEM CO APPLETON WI				2.00								2.00					10049938
		DOLLARS				.603								.603					
		TOTAL-FOREMOST DAIRIES SAN FRA	35.0	17.6	30.0	22.3	2.00		.80	2.00	4.00		4.00	2.00	3.00	4.00	.50		00045403
		**DOLLARS	8.25	4.97	8.25	6.07	.55		.24	.60	1.21		1.21	.60	.91	1.21	.18	.03	
1972		.HAWKINS CHEM MPLS MN	4.00	3.00	4.00														10037220
		DOLLARS	1.10	1.33	1.10														
1952		.LOS ANGELES CHEML SO GATE CA	15.0	14.9	15.0	10.5						4.00	2.00		2.50		2.00		10047013
		DOLLARS	4.13	4.06	4.13	2.38						1.10	.55		.69		.55		
1956		.LOS ANGELES PAP LOS ANGEL CA	5.00	4.60	5.00	2.60									2.00				10047021
		DOLLARS	1.38	1.22	1.38	.670									.670				
		TOTAL PRODUCT * * * * * POUNDS	127	104	122	83.0	2.0	1.5	.8	2.0	16.0	16.2	12.3	4.2	9.5	4.0	4.1	11.0	7760-276-09
		* * * * * DOLLARS	33.6	30.7	33.6	24.0	.55	.41	.24	.60	4.50	4.64	3.47	1.23	2.93	1.21	1.19	2.90	
PROFIT MARGIN % .02*			CONTRACT			ACTUAL CONTRACTS			PCT OF		TOTAL GP		AVG PRICE		DEV		AVG SELL PR		GOAL LBS
PCT OF GOAL CONTRACTS .4* CUR				.*			.3		.5		.5		.9				.272		27.3
DOLLARS SELL PR .27* CONT Y				3.*			3.3		.1		1.1		1.5				.287		22.3

COMPUTER INTERLAYED ® MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

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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.
		ANTIBRITE-S																	7760-294-0
		.ABBOT COLL BEGRAF SALT LAK UT	112		112	24.0											24.0		10000289
		DOLLARS	28.6		28.6	5.94											5.94		
		.MCKESSON CHEM CO LOS ANGELES CA	5.00	4.50	5.00	9.00	1.20		1.30			2.00	1.00		2.00		1.00	.50	10049741
		DOLLARS	1.28	1.09	1.28	2.52	.309		.369			.567	.284		.567		.342	.084	
		MCKESSON CHEM CO SAN FRAN CA		1.80		2.00					2.00								00048498
		DOLLARS		.510		.567					.567								
		MCKESSON CHEM CO UNION CITY CA				1.50												1.50	00255203
		DOLLARS				.426												.426	
		MCKESSON CHEM CO PORTLAND OR	2.00		2.00														10050782
		DOLLARS	.519		.510														
		TOTAL-FOREMOST DAIRIES SAN FRA	7.00	5.70	7.00	12.5	1.20		1.30		2.00	2.00	1.00		2.00		1.00	2.00	00045403
		**DOLLARS	1.79	1.59	1.79	3.51	.309		.369		.567	.567	.284		.567		.342	.510	
		.GREAT WESTERN CHEM TIGARD OR	2.00		2.00	15.5					2.5			3.0	10.0				10035511
		DOLLARS	.510		.510	4.06					.64			.85	2.57				
		.HANKINS CHEM MPLS MN				.500						.500							10037220
		DOLLARS				.190						.190							
		.LOS ANGELES CHEML SO GATE CA		8.00		19.0	5.00		5.90	4.10							4.00		10047013
		DOLLARS		2.05		4.88	1.28		1.51	1.05							1.03		
		.MONNELL & SHERRILL ORTAN CA				7.10			2.10	1.00				2.00					00251046
		DOLLARS				2.01			.596	.891				.567					
		.THATCHER CHEMICAL SALT LAK UT		2.00															00140600
		DOLLARS		.630															
		.WEYERHAEUSER EVERETT WA				10.0					.50	4.50		5.00					00252646
		DOLLARS				3.15					.19	1.39		1.58					
		WEYERHAEUSER SEATTLE WA				5.00		5.00											00250023
		DOLLARS				1.58		1.58											
		TOTAL-WEYERHAEUSER CORP TACOMA				15.0		5.00			.50	4.50		5.00					00047708
		**DOLLARS				4.73		1.59			.19	1.39		1.58					
		TOTAL PRODUCT * * * * * POUNDS	121	15.7	121	93.6	6.2	5.0	9.3	7.1	5.0	7.0	1.0	10.0	12.0		29.0	2.0	7760-294-0
		* * * * * DOLLARS	30.7	4.27	30.0	25.3	1.57	1.58	2.48	1.90	1.40	2.14	.28	2.99	4.13		7.31	.51	
		PROFIT MARGIN $ .020	CUST	WT AVG	U/S	ACTUAL	CENT	VS	GT LV		OL D V	PRICE	DEV	AVG	SELL PR		GOAL LS		
		FIX YR GOAL CONTRI $ 3.0	1	.8			.1		.8		.8	.0			.255		33.6		
		AVG SELL PR .240	1	2.0			3.7		.7		.7	1.9			.270		21.0		

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DSW 313752

STLCOPCB405483

G21423

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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.
		SANITOBRITE NO. 2 LINES																	7760-295-0
1	55	.LOS ANGELES CHEML SO GATE CA				5.00		5.00											10047013
		DOLLARS				1.28		1.28											
		TOTAL PRODUCT * * * * * POUNDS				5.00		5.00											7760-295-0
		* * * * *DOLLARS				1.28		1.28											
		PROFIT MARGIN $ .025	CONTRI GOAL$			ACTUAL	CONTRI$		QTY DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL US		
		PR GOAL CONTRI $ .0 CURR Y		.0			.0		.0		.0		.0		.000		.0		
		SELL PR .000 CURR Y		.0			.1		.1		.1		.0		.257		.0		
		SANTOBRITE PELLETS																	7760-265-09
1	44	.ABBOT COLE DEGRAF SAN FRAN CA	9.00	3.00	9.00	1.20		.800										.400	10000289
		DOLLARS	2.30	.770	2.30	.308		.205										.103	
1	..	.ACID PRODUCTS CO CHICAGO IL		11.0		12.0					3.00		3.00				6.00		10000483
		DOLLARS		2.94		2.97					.74		.74				1.49		
1	72	.BOISE CASCADE INTERNTL FLS MN				.200	.200												10010314
		DOLLARS				.076	.076												
1	99	.ULTRAMAR CHEMICAL KAHULUI HI	3.0	2.10	3.00														00141518
		DOLLARS	.765	.558	.765														
1	66	.CHEMICAL COMPOUNDING BERKLY CA				2.00								2.00					00263605
		DOLLARS				.570								.570					
1	7	.CHEMICAL SUPPLY NEENAH WI	3.50		3.00														00094617
		DOLLARS	.765		.765														
1	66	.DEADY CHEM CO LOS ANGELES CA	5.00	2.00	5.00	4.00			2.00						1.00			1.00	10021286
		DOLLARS	1.28	.550	1.28	1.10			.550						.275			.275	
1	99	.MCKESSON CHEM CO LOS ANGEL CA	15.0	16.6	15.0	5.00	3.00											2.00	10049741
		DOLLARS	3.83	4.53	3.83	1.34	.770											.567	
1	66	MCKESSON CHEM CO SAN FRAN CA		.200															00008498
		DOLLARS		.057															
		TOTAL-FOREMOST DAIRIES SAN FRA	15.0	16.8	15.0	5.00	3.00											2.00	00045403
		**DOLLARS	3.83	4.59	3.83	1.34	.770											.567	
1	65	.GEORGIA PACIFIC BELLINGHAM WA	10.0	9.00	10.0	.600						.100	.900					.200	10033357
		DOLLARS	2.55	2.29	2.55	.142						.038	.256					.076	
1	99	.GREAT WESTERN CHE RICHMOND CA	15.	13.0	10.	5.0			3.							2.50			10035473
		DOLLARS	3.83	3.69	2.55	1.43			.891							.709	.067		

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STLCOPCB4054837

DSW 313753

G21423

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M. G.	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.
		SANITOBRITE PELLETS																	7760-265-00
		GREATWESTERN CHEM SAN JOSE CA				5.00					2.00	3.00							00242780
		DOLLARS				1.25					.567	.770				.090			
		GREAT WESTERN CHEM EUGENE OR	10.0	10.0	10.0	20.0										10.0		10.0	10035503
		DOLLARS	2.56	2.48	2.55	5.40										2.57		2.84	
		GREAT WESTERN CHEM SEATTLE WA	1.00		1.00														10035546
		DOLLARS	.256		.255														
		TOTAL-GREAT WESTERN CHE RICHMT	21.0	21.0	21.0	40.5			5.0		2.0	3.0				12.5		10.0	10035473
		**DOLLARS	5.37	5.17	5.35	8.14			.85		.57	.77				3.18	.07	2.84	
		HAWKINS AUSTIN MN		.500															00123684
		DOLLARS		.171															
		HAWKINS CHEM MPLS MN	1.00	.500	1.00	.500							.500						10037220
		DOLLARS	.255	.171	.255	.171							.171						
		TOTAL-HAWKINS CHEM MPLS MN	1.00	1.00	1.00	.500							.500						10037220
		**DOLLARS	.255	.342	.255	.171							.171						
		HYDRITE CHEM MILWAUKEE WI	15.0	25.0	15.0	10.0								10.0					10039797
		DOLLARS	3.83	6.24	3.83	3.40								2.75	.28				
		LEA-CALIFORNIA INC VERNON CA	2.00	4.00	2.00	2.00											2.00		00207756
		DOLLARS	.510	1.25	.510	.630											.630		
		LEGALLET TAN CO SAN FRAN CA		.255															00243930
		DOLLARS		.976															
		LOS ANGELES CHEML SU GATE CA	5.00	5.00	5.00	2.20						.20					2.00		10047013
		DOLLARS	1.28	1.25	1.28	.564						.051					.513		
		OLIN CORP LOS ANGELES CA				1.00				.500									00255122
		DOLLARS				.825				.825									
		SCIENTIFIC SUPPLY CO DENVER CO				1.00				.400		.600							00137391
		DOLLARS				.289				.114		.171							
		TOTAL PRODUCT * * * * * POUNDS	55.0	100	80.0	73.0	3.2	.9	2.5	3.4	5.0	3.9	2.6	12.0	1.0	12.5	10.0	13.6	7760-265-00
		* * * * * *DOLLARS	22.7	27.5	22.7	19.3	.85	.21	1.40	.94	1.31	1.03	.66	3.32		3.18	2.56	3.86	
		PROFIT MARGIN $ .025		COMPANY GOAL $		ACTUAL	CONTRIB		TOT DEV		TOL DEV	PRICE	DEV	AVG SELL		PR GOAL LBS			
		CURR YR GOAL CONTRI $ 2.2 CURR		.3			.7		.4		.5	.4		.284		11.6			
		AVG SELL PR .255 CURR Y		.3			2.8		.3		.4	.7		.265		89.0			

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G21423

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M G R	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.
		SANTOSIZE DSO 70 PCT																	7406-070-0
		.FIBREBOARD SAN JOA MILL ANT CA			5														10027780
		DOLLAR			44.														
		TOTAL PRODUCT * * * * * POUNDS			5														7406-070-0
		* * * * *DOLLARS			44.0														
		PROFIT MARGIN $ .030		CONTRI GOAL $		ACTUAL	CONTRI$		DOLLAR DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
		CURR YR GOAL CONTRI $ 15.0	CURR	3.0			.0		3.0-		3.0+		.0			.000	26.3		
		GOAL SELL PR .088	CURR YR	15.0			.0		15.0-		15.0-		.0			.000	500.0		
		SANTOSIZE DSO 77 PCT																	7406-077-0
		.FIBREBOARD SAN JOA MILL ANT CA		185		569			183				95		95	96		100	10027780
		DOLLARS		16.4		53.2			17.1				9.2		8.6	9.0		9.3	
		TOTAL PRODUCT * * * * * POUNDS		185		569			183				95		95	96		100	7406-077-0
		* * * * *DOLLARS		16.3		53.2			17.1				9.2		8.6	9.0		9.3	
		PROFIT MARGIN $ .032		CONTRI GOAL $		ACTUAL	CONTRI$		DOLLAR DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
		CURR YR GOAL CONTRI $ .0	CURR	.0			3.2		3.2-		3.2+		.0			.094	.0		
		GOAL SELL PR .000	CURR YR	.0			18.2		18.2-		18.2+		.0			.094	.0		
		SANTOSIZE DSN 80 PCT																	7405-080-0
		.CROWN ZELLERBACH ANTIOCH CALIF	1000	475	250														00209635
		DOLLARS	109	43.8	27.4														
		CROWN ZELLERBACH PORT TOW WA	2000																00115568
		DOLLARS	219																
		TOTAL-CROWN ZELLERBACH SAN FRA	3000	475	250														00046221
		**DOLLARS	329	43.8	27.4														
		TOTAL PRODUCT * * * * * POUNDS	3000	475	250														7405-080-0
		* * * * *DOLLARS	329	43.8	27.4														
		PROFIT MARGIN $ .019		CONTRI GOAL $		ACTUAL	CONTRI$		DOLLAR DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
		CURR YR GOAL CONTRI $ 4.8	CURR	.4			.0		.4-		.4+		.0			.000	20.8		
		GOAL SELL PR .109	CURR YR	4.8			.0		4.8-		4.8+		.0			.000	250.0		

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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.
		SANITIZE 80 DSD																	7406-080-0
		.CROWN ZELLERBACH ANTIOCH CALIF				1030		91	97	92			92	186	96	189	96	91	00209635
		DOLLARS				100		8.9	9.4	8.9			8.9	18.1	9.3	18.4	9.3	8.9	
		TOTAL PRODUCT * * * * * POUNDS				1030		91	97	92			92	186	96	189	96	91	7406-080-0
		* * * * * DOLLARS				100		8.9	9.4	8.9			8.9	18.1	9.3	18.4	9.3	8.9	
		NET MARGIN $ .020				ACTUAL	CONT		TOT D	V	VOL D	V	PRICE	DEV	AVG	SELL	PR	GOAL	LBS
		YR GOAL CONTRI $ .0 CURR					1.8		1.8		1.8		.0			.097		.0	
		SELL PR .000 CURR Y					20.6		20.6		20.6		.0			.097		.0	
		SCRIPSET 101																	7810-101-0
		.AMERICAN CAN ROTHSCHILD WI																	00108391
		DOLLARS																	
		.BADGER PAPER MILLS PESHTIGO WI																	10007968
		DOLLARS																	
		.CROWN ZELLERBACH WEST LINN OR																	10020344
		DOLLARS																	
		CROWN ZELLERBACH CUR CAMAS WA																	10020352
		DOLLARS																	
		TOTAL-CROWN ZELLERBACH SAN FRA																	00046221
		**DOLLARS																	
		.FOX RIVER PPR APPLETON WI																	10029368
		DOLLARS																	
		.KIMBERLY-CLARK ANDERSON CALIF																	00088072
		DOLLARS																	
		KIMBERLY CLARK KIMBERLY WI																	00249831
		DOLLARS																	
		KIMBERLY CL NEENAH WI																	10044367
		DOLLARS																	
		TOTAL-KIMBERLY CL NEENAH WI																	10044367
		**DOLLARS																	
		.ESCANABA PAPER CO ESCANABA MI																	00244147
		DOLLARS																	
		.APPLETON PAPER APPLETON WISC																	10005841
		DOLLARS																	

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FOR DEC 1971 PAGE 459

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.
		SCRIPSET 101																	7810-101-0
10	72	.NORTHWEST PAPER BRAINERD MN	1	195	180	117		39.9				85.4		42.7+			34.6		10058449
		DOLLARS		41.0	41.4	28.1		8.9				21.3		10.7+			8.3		
10	72	NORTHWEST PAP CLOQUET MN		79.1	80.9	38.9							38.9						10058457
		DOLLARS		17.4	18.4	9.33							9.33						
	69	POTLATCH FORESTS LEWISTN ID																	10064252
		DOLLARS																	
10	72	POTLATCH FOREST INC CLOQUET MN																	00185124
		DOLLARS		.237															
		TOTAL-POTLATCH FORESTS LEWISTN		275	260	156		39.9				85.4	38.9	42.7+			34.6		10064252
		**DOLLARS		59.6	59.8	37.5		8.9				21.3	9.3	10.2+			8.3		
10	72	.WAUSAU PAPER MILL BROKAW WISC				9.98				.53			4.20	5.25					10087908
		DOLLARS				2.74				.14			1.16	1.44					
10	69	.WEYERHAEUSER LONGVIEW WA																	10090148
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS		470	458	346		41		50		135	82	37+	39		35	2	7810-101-0
		* * * * *DOLLARS		97.5	105	83.7		9.1		12.2		33.3	19.9	8.8+	9.3		8.3	.4	
PROFIT MARGIN $ .082			CONTRI GOALS			ACTUAL CONTRIS		TOT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS			
TOT YR GOAL CONTRI $ 37.6 CURR YR					13.3		.2		13.1+		13.2+		.1		.275		62.4		
GOAL SELL PR .230 CURR YR					37.6		32.5		5.1+		9.2+		4.1		.242		58.0		
		SCRIPSET 102																	7810-923-0
10	65	.CROWN ZELLERBACH WEST LINN OR				1.05											1.05		10020344
		DOLLARS				.252											.252		
10	72	.ESCANABA PAPER CO ESCANABA MI		3.15															00244147
		DOLLARS		.819															
		TOTAL PRODUCT * * * * * POUNDS		3.15		1.05											1.05		7810-923-0
		* * * * *DOLLARS		.819		.252											.252		

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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.
		SCRIPSET 500																	7813-500-0
		.AMERICAN CAN ROTHSCHILD WI		.952															00108391
		DOLLARS		.417		.													
		.BADGER PAPER MILLS PESHTIGO WI		.5	2.00	2.00	.50		.50		.50		.50		1.00				10007968
		DOLLARS		.988	.952	1.47	.245		.245		.245		.245		.490				
		.BOISE CASCADE INTERNTL FLS MN		175	200	200		50.0			50.0				50.0		50.0		10010314
		DOLLARS		82.6	95.2	94.0		23.5			23.5				23.5		23.5		
		BOISE CASCADE ST HELENS OREGON				3.90			.40		.60	2.60	1.50		.80				00188336
		DOLLARS				3.01			.20		.31	1.33	.77		.41				
		BOISE CASCADE SALEM ORE		5.30															10010306
		DOLLARS		2.47															
		TOTAL-BOISE CASCADE CORP BOISE	200	168	200	206		50.0	.4		50.6	2.6	1.5		50.8		50.0		00045810
		**DOLLARS	95.2	79.1	95.2	97.0		23.5	.2		23.8	1.3	.8		23.9		23.5		
		.CONSOLIDATED PPR WISC RPDS WI				2.00	2.00												10018552
		DOLLARS				.780	.980												
		.CROWN ZELLERBACH CLATSKANIE OR	40.0	44.8	40.0	66.0	5.0	1.3	6.2	7.5		15.9	5.0	10.0		2.5	7.5		00207365
		DOLLARS	19.0	22.4	19.0	30.6	2.55	.66	3.16	3.83		7.65	2.55	5.10		1.28	3.83		
		CROWN ZELLERBACH WEST LINN OR	10.0	11.0	10.0	10.0				2.00		3.00			3.00			2.00	10020344
		DOLLARS	4.76	5.61	4.76	5.10				1.02		1.53			1.53			1.02	
		CROWN ZELLERBACH CUR CAMAS WA	120	120	120	128	20.0	20.0		20.0			20.0		24.0		24.0		10020352
		DOLLARS	57.1	58.6	57.1	62.7	9.8	9.9		9.8			9.9		11.8		11.8		
		TOTAL-CROWN ZELLERBACH SAN FRA	170	175	170	198	25.0	21.3	6.2	29.5		18.0	25.0	10.0	27.0	2.5	31.5	2.0	00046221
		**DOLLARS	80.9	86.6	80.9	99.4	12.4	10.5	3.2	14.6		9.2	12.4	5.1	13.3	1.3	15.6	1.0	
		.FEDERAL PAP BD LOS ANGELES CA		.700															00248940
		DOLLARS		.309															
		.FIBREBOARD CORP PT ANGELES WA		1.75															00118559
		DOLLARS		.859															
		FIBREBOARD L ST MILL ANTIOC CA		1.0															00265950
		DOLLARS		.51															
		TOTAL-FIBREBOARD CORP SAN FRAN		.760															00045357
		**DOLLARS		.348															
		.HENNEPIN PAP LITTLE FALLS MN		1.0	2.0	1.00							1.00						10037433
		DOLLARS		.490	.952	.490							.490						
		.KIMBERLY CL NEENAH WI		.100		.600	.400												10044367
		DOLLARS		.044		.294	.294												

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DSW 313758

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...1972 — SPECIALTY PRODUCTS — ...ER PRODUCT/CUST GROUP SET — FOR DEC 1971 — PAGE 461

...S.A. MANAGER — (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.
		GRIPSET 500																	7813-500-0
		.LONGVIEW FIBRE LONGVIEW WA		1.45															10046912
		DOLLARS		.740															
1	72	.ESCANABA PAPER CO ESCANABA MI				.400					.400								00244147
		DOLLARS				.196					.196								
1	72	.NORTHWEST PAPER BRAINERD MN	193	88.0	160	144		24.0	24.0		24.0		24.0		24.0			24.0	10058449
		DOLLARS	71.4	41.4	71.4	67.7		11.3	11.3		11.3		11.3		11.3			11.3	
1	72	NORTHWEST PAP CLOQUET MN		24.0		44.0							24.0				20.0		10058457
		DOLLARS		11.3		20.7							11.3				9.4		
1	55	POTLATCH FORESTS LEWISTN ID	30.0	30.0	30.0	27.0	1.75	8.25				5.00		5.00		2.00	5.00		10064252
		DOLLARS	14.3	15.3	14.3	13.8	.89	4.21				2.55		2.54		1.02	2.55		
		TOTAL-POTLATCH FORESTS LEWISTN	180	142	180	215	1.8	32.3	24.0		24.0	5.0	48.0	5.0	24.0	2.0	25.0	24.0	10064252
		**DOLLARS	85.7	67.9	85.7	102	.9	15.5	11.3		11.3	2.6	22.6	2.6	11.3	1.0	12.0	11.3	
1	65	.R W PAPER CO LONGVIEW WA	10.0	7.50	10.0	1.75										.500	.500	.750	10065917
		DOLLARS	4.76	3.83	4.76	.895										.255	.256	.384	
1	72	.RIVERSIDE PAPER APPLETON WI				1.90	1.00												10068347
		DOLLARS				.949	.949												
1	72	.RHINELANDER PA RHINELANDER WI		.200															10067944
		DOLLARS		.998															
1	65	ST REGIS PAP TACOMA WA		.200															10070376
		DOLLARS		.102															
1	72	ST REGIS PAPER CORNELL WI				.250							.250						10070457
		DOLLARS				.123							.123						
		TOTAL-ST REGIS PAPER NYC NY		.400		.250							.250						00045225
		**DOLLARS		.200		.123							.123						
1	72	.WAUSAU PAPER MILL BROKAW WISC		.350															10087988
		DOLLARS		.325															
1	59	.WEYERHAEUSER SPRINGFIELD OR				2.50									2.50				00195243
		DOLLARS				1.26									1.26				
1	59	WEYERHAEUSER LONGVIEW WA		1.10															10090148
		DOLLARS		.561															
		TOTAL-WEYERHAEUSER COMP TACOMA		1.10		2.50									2.50				00047708
		**DOLLARS		.561		1.26									1.26				
1	72	.GEORGE WHITING PAP MENASHA WI	25.	15.	25.0														10090458
		DOLLARS	11.	7.61	11.4														

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CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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.
		SCRIPSET 500																	7813-500-0
		TOTAL PRODUCT * * * * * POUNDS	924	516	500	622	21	104	31	30	76	26	76	15	105	5	107	27	7813-500-0
		* * * * * DOLLARS	393	240	213	352	13.4	49.5	14.5	14.6	35.5	13.1	36.5	7.7	50.2	2.6	51.3	12.7	
		GP MARGIN $ .171	CURR YR	LAST YR	$	ACTUAL	CENTS 4.5	$	CENTS 4.7	V	CENTS 4.7	V	PRICE .1	PFV	AVG SELL	PR	GOAL LBS 54.0		
		YR GOAL CONTRI $ 100.7 CURR	70	92.2											.474				
		SELL PR .476 CURR Y	70	100.7			10.5		9.9		6.8		3.1			.481		89.0	
		SCRIPSET 520																	7813-520-0
		.BADGER PAPER MILLS PESHTIGO WI		.5		.5		.5											10007968
		DOLLARS		.2		.2		.2											
		.BERGSTROM PAPER CO NEENAH WI	29.0	32.3	25.9	18.9		8.9					10.0						10009464
		DOLLARS	13.1	17.4	13.1	10.2		4.81					5.40						
		.BOISE CASCADE ST HELENS OREGON	20.8	9.2	20.8														00180336
		DOLLARS	10.5	3.21	10.5														
		.CROWN ZELLERBACH ANTIOCH CALIF		1.0															00209635
		DOLLARS		.5															
		CROWN ZELLERBACH COR CAMAS WA	10.3		10.3														10020352
		DOLLARS	5.23		5.23														
		TOTAL-CROWN ZELLERBACH SAN FRA	10.0	1.0	10.0														00046221
		**DOLLARS	5.23	.5	5.23														
		.FIBREBOARD SAN JOA MILL ANT CA				2.00									2.00				10027780
		DOLLARS				1.12									1.12				
		.FINDLEY ADHESIVES MILW WI				1.60		.400				.400			.400			.400	10027977
		DOLLARS				.852		.216				.216			.216			.204	
		.FLAMBEAU PAPER PARK FALLS WI				2.96		.29	2.79										10028345
		DOLLARS				1.57		.11	1.46										
		.FOX RIVER PPR APPLETON WI	72.0	72.0	72.0	48.3					24.0			24.3					10029368
		DOLLARS	37.7	37.4	37.7	17.9					4.9		1.2	12.6					
		.NEKOOSA PDA PAP PT EDWARDS WI				.250						.250							10057213
		DOLLARS				.135						.135							
		.NORTHWEST PAPER BRAINERD MN				5.00			5.00										10058449
		DOLLARS				2.79			2.79										
		NORTHWEST PAP CLOQUET MN				4.00											4.00		10058457
		DOLLARS				2.08											2.08		

PAPER PATD BY M.C.R. CO. 31 MOORE BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

DSW 313760

STLCOPCB4054844

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.
		SCRIPSET 520																	7813-520-0
1	76	PUMOSA DIV NW PAP PUMOSA CA				1.40	.40									1.00			10064015
		DOLLARS				.736	.224									.540	.020		
		TOTAL-POTLATCH FORESTS LEWISTO				10.4	.40		5.00							1.00	4.00		10064252
		**DOLLARS				5.56	.22		2.73							.54	2.10		
1	76	SIMPSON LEE PA RIPON CAL	20.0	1.40	26.2	8.50	.50	1.00		1.00		2.00		2.00			2.00		10073103
		DOLLARS	13.4	.980	13.4	4.70	.28	.56		.56		1.12		1.12			1.12		
1	76	SIMPSON LEE PAP EVERETT WA	18.2	.490	20.2	1.45		.500					.950						10073065
		DOLLARS	10.5	.252	10.6	.812		.280					.532						
		TOTAL-SIMPSON LEE PAP VICKSBUR	46.0	1.45	46.0	9.95	.50	1.50		1.00		2.00	.95	2.00			2.00		10073081
		**DOLLARS	24.1	.917	24.1	5.59	.28	.84		.56		1.12	.53	1.12			1.12		
		TOTAL PRODUCT * * * * * POUNDS	173	113	173	94.8	.4	11.5	7.1	1.0	24.0	2.7	11.0	26.3	2.4	1.0	6.0	.4	7813-520-0
		* * * * *DOLLARS	90.5	59.7	90.5	43.2	.5	6.2	4.7	.6	4.0	1.5	7.1	13.7	1.3	.5	3.2	.2	
PROFIT MARGIN $ .169				CONTRI GOAL		ACTUAL	CONTRI$		OUT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
1ST YR GOAL CONTRI $ 29.2 CURR			30	2.0			.1		1.0+		1.9+		.0			.510	11.7		
GOAL SELL PR .523 CURR YR			30	29.2			9.7		19.6+		13.2+		6.3+			.456	173.0		
		SCRIPSET 540																	7813-540-0
1	86	FIBERBOARD CORP STOCKTON CA	35.0	44.0	35.0	22.0		5.00	5.00		5.00	5.00			2.00	4.00	2.00	4.00	10027802
		DOLLARS	16.7	21.4	16.7	10.4		2.55	2.55		2.55	2.55			1.02	2.04	1.02	2.16	
1	72	FOX RIVER PPR APPLETON WI				2.00											2.00		10029368
		DOLLARS				.980											.980		
1	72	APPLETON PAPER COMB LOCKS WISC	10.0	5.00	10.0														10018145
		DOLLARS	4.78	2.45	4.78														
1	72	NEKOOSA EDW PAPER NEKOOSA WI	20.0	23.4	20.0	10.0		5.00								5.00			10057205
		DOLLARS	9.57	11.5	9.57	4.90		2.45								2.45			
1	72	NEKOOSA EDW PAP PT EDWARDS WI				5.00		5.00											10057213
		DOLLARS				2.45		2.45											
		TOTAL-NEKOOSA EDW PAP PT EDWAR	20.	23.4	20.0	15.0		10.0								5.0			10057213
		**DOLLARS	9.57	11.5	9.57	7.35		4.90								2.45			
		TOTAL PRODUCT * * * * * POUNDS	65.0	72.4	65.0	42.0		15.0	5.0		5.0	5.0			2.0	9.0	4.0	4.0	7813-540-0
		* * * * *DOLLARS	31.1	36.0	31.1	24.9		7.65	2.55		2.55	2.55			1.02	4.49	2.00	2.16	
PROFIT MARGIN $ .224				CONTRI GOAL		ACTUAL	CONTRI$		OUT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
1ST YR GOAL CONTRI $ 14.6 CURR			30	1.3			1.1		.2		.4		.2			.539	5.9		
GOAL SELL PR .473 CURR YR			30	29.9			12.5		4.5		3.6		1.3			.505	65.0		

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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.
		*[illegible]																	7815-435-0[illegible]
		*WEST CASCADE SALES CO																	00111783
		*LONGVIEW FIBRE LONGVIEW WA																	10046912
		*POTLATCH FORESTS LEWISTON ID																	10064252
		*PUBLISHERS PAPER DEPOE BAY OR																	00134813
		*WEYERHAEUSER LONGVIEW WA																	10090148
		TOTAL PRODUCT * * * * * POUNDS	2275																7815-435-0[illegible]
		* * * * * DOLLARS	245																
PR		OFIT MARGIN $ .015		CONTRI GOAL $		ACTUAL	CONTRIB $		DOL DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
CUR		YR GOAL CONTRI $ .0 COST		.0			.0		.0		.0		.0			.000		.0	
GOAL		SELL PR .000 CURR YR		.0			.0		.0		.0		.0			.000		.0	
		TOTAL PRODUCT GROUP-[illegible] * POUNDS		1742		1[illegible]38		1327		1170		1185		1365		1773		1329	
		PAPER CHEM B.TIBBETTS *DOLLARS	[illegible]%	2075	1428	2487	916	230	1[illegible]	175	117[illegible]	196	952	200	1596	244	1808	191	
			1[illegible]76		2287		136		20[illegible]		192		172		256		286		
CUR		YR GOAL CONTRI $ 645.5 CURR		CONTRI GOAL $		ACTUAL	CONTRIB $		DOL DEV		VOL DEV		PRICE DEV						
				71.8			54.0		17.8		22.[illegible]		4.1						
		CURR YR		645.5			09.[illegible]		64.[illegible]		28.3		36.1						

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CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PATD BY M.C.P. CO.

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[illegible] FOR DEC 1971 PAGE 465

[illegible] SPECIALTY PRODUCTS
12/12/72 [illegible] DIVISION MANAGER PRODUCT/GOAL REVIEW REPORT

[illegible] -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.
[illegible]		[illegible] HEAT TRANSFER DR.G.PATON																	
		THERMINOL 88																	8421-088-1[illegible]
[illegible]	[illegible]	.GOALS UNASGND FOR BK THRU 19[illegible]	[illegible].50		4.50														00166170
		DOLLARS	1.44		1.44														
		TOTAL PRODUCT * * * * * POUNDS	[illegible].50		4.50														8421-088-1[illegible]
		* * * * *DOLLARS	1.44		1.44														
PR	[illegible]	FIT MARGIN $ .252	CON	RI GOALS		ACTUAL	CONTRIS		DT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL LBS	
[illegible]	[illegible]	YR GOAL CONTRI $ 1.1 CURR	0	.5			.0		.5+		.5+		.0			.000		1.8	
[illegible]	[illegible]	SELL PR .320 CURR Y	0	1.1			.0		1.1+		1.1+		.0			.000		4.5	
		HB 40 REACTOR GR																	4790-041-10
[illegible]	[illegible]	.ANACONDA WIRE ORANGE CAL		8.5[illegible]															10005469
		DOLLARS		.938															
		TOTAL PRODUCT * * * * * POUNDS		8.5[illegible]															4790-041-10
		* * * * *DOLLARS		.948															
		THERMINOL FR-0		1970		1971													6145-000-10
[illegible]	[illegible]	.FOWLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														00212296
		DOLLARS	2.92	2.66	2.92														
[illegible]	[illegible]	.AIRESEARCH MFG CO TORRANCE CAL				7.20	7.20												10001501
		DOLLARS				2.52	2.52												
[illegible]	[illegible]	.GOALS UNASGND FOR BK THRU 1866	10.0		10.0														00166170
		DOLLARS	2.92		2.92														
		TOTAL PRODUCT * * * * * POUNDS	20.0	7.20	20.0	7.20	7.20												6145-000-10
		* * * * *DOLLARS	5.84	2.66	5.84	2.52	2.52												
PR	[illegible]	FIT MARGIN $ .216	CON	RI GOALS		ACTUAL	CONTRIS		DT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL LBS	
[illegible]	[illegible]	YR GOAL CONTRI $ 4.3 CURR	0	.4			.0		.4+		.4+		.0			.000		1.7	
[illegible]	[illegible]	SELL PR .292 CURR Y	0	4.3			2.0		2.3+		2.8+		.4			.350		20.0	

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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-LO TEMP																	6145-100-10
		.UNIV OF CALIF LIVERMORE CA				.360							.060						10013178
		DOLLARS				.327							.027						
		.MARTIN MARIETTA CORP DENVER CO				.120						.120							00176435
		DOLLARS				.054						.054							
		.MOTOROLA INC PHOENIX AZ				12.6			6.60	4.60		1.20			1.20				10055571
		DOLLARS				4.46			2.31	1.26		.44			.44				
		.UNITED TECH CEN SUNNYVALE CA		2.40															10085462
		DOLLARS		.816															
		.WAKEFIELD ENGINEER DENVER CO		.220															00238627
		DOLLARS		.075															
		TOTAL PRODUCT * * * * * POUNDS		3.02		12.8			6.60	4.60		1.32	.06		1.20				6145-100-10
		* * * * *DOLLARS		.985		4.54			2.31	1.26		.50	.03		.44				
PROFIT MARGIN $ .242			CONTRI GOALS			ACTUAL	CONTRIB		QTY DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
GOAL		YR GOAL CONTRI $ .0 CURR		.0			.0		.0		.0		.0		.000		.0		
		SELL PR .000 CURR Y		.0			3.1		3.1		3.1		.0		.355		.0		
		THERMINOL FR-1																	1040-245-10
		.ARTCRAFT INDUST TUPLOCK CA				.110		.110											00250678
		DOLLARS				.055		.055											
		.ADHESIVE ENG SAN CARLOS CA				3.00							3.00						10000750
		DOLLARS				1.20							1.20						
		.BORDEN FREMONT CALIF		2.40		10.2		1.20				1.80			7.20				10010462
		DOLLARS		.888		3.94		.42				.72			2.74				
		BORDEN SEATTLE WA		1.80															00220841
		DOLLARS		.666															
		TOTAL-BORDEN COLUMBUS OHIO		4.20		10.2		1.20				1.80			7.20				10010586
		**DOLLARS		1.55		3.94		.46				.72			2.74				
		.C F BRAUN ALHAMBRA CALIF	20.0		10.0														00188441
		DOLLARS	5.76		2.88														
		.BROWN BROS PLASTIC NAPA CALIF		.115															00209341
		DOLLARS		.043															
		.B & P CORPORATION BRISBANE CA				.600			.600										00253413
		DOLLARS				.240			.240										

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PAPER PAT'D BY N.C.R. CO.
CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC.
STLCOPCB4054848

-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.
		TRIMMING TR-1																	1040-245-1
		.GAL BOND INDUST S DOLLYWOOD CA		1.20															00220051
		DOLLARS		.462															
		.CASCADE FIBER EUGENE OR		.275															00163031
		DOLLARS		.110															
		.US PLYWOOD ANDERSON CALIF				.110				.110									10084946
		DOLLARS				.053				.053									
		US PLYWOOD REDDING CA		.110															00240958
		DOLLARS		.050															
		TOTAL- U S PLYWOOD-CHAMPION PA		.110		.110				.110									00047333
		**DOLLARS		.050		.053				.053									
		.CHANSLOR WESTERN OIL TEXAS C	1.00		1.00	8.40	2.40				6.00								00227838
		DOLLARS	.288		.288	3.24	.96				2.28								
		.CHEMICAL PROCESSORS SEATTLE WA		3.00															00235814
		DOLLARS		1.35															
		.COLORADO OIL CO ROCK SPR WY		2.40		3.60						.60		1.20		1.20			00114685
		DOLLARS		.768		1.11						.210		.480		.420			
		.COMMOD.PASTEURIZING STOCTON CA	1.00	1.80	1.60	1.20	1.20												00227544
		DOLLARS	.288	.666	.288	.480	.480												
		.CONTAINER CORP LOS ANGELES CA		1.80															00218863
		DOLLARS		.666															
		CONT CORP OF AM RENTON WA				.600								.600					10018625
		DOLLARS				.240								.240					
		TOTAL-CONTAINER CORP OF AM CO		1.80		.600								.600					10018617
		**DOLLARS		.666		.240								.240					
		.CONTINENTAL CAN LOS ANGELES CA				.600						.600							00252174
		DOLLARS				.240						.240							
		.CONTOUR LAMINATES SEATTLE WA		.600															00115223
		DOLLARS		.222															
		.COTTER CORP NSL CANON CITY COL	.500	3.60	5.00														00180351
		DOLLARS	1.44	1.26	1.44														
		.CROWN ZELLERBACH LOS ANGEL CA		1.20		.600			.600										00237752
		DOLLARS		.444		.240			.240										
		.DOZN INC SAN LUIS OBISPO CA				3.00		2.40	.60										00249149
		DOLLARS				1.22		.960	.240										

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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.
		?ORAMINOL FR-1																	1040-245-1(
		.D G SALES & MFG CORNITOS CA		.165															00234176
		DOLLARS		.176															
		.LEE DEAN SANTA FE SPRINGS CALI		.500															00164364
		DOLLARS		.222															
		.DOLLY MADISON CAKES LOS ANG CA		.220															10022630
		DOLLARS		.099															
		.DOUGLAS UTD NUCLEAR RICHLND		.500															00238694
		DOLLARS		.222															
		.DUVAL SIERRITA SAHUARITA AZ	10.0	66.4	10.0	97.8	9.6		33.0	18.0			18.6	18.6					00186945
		DOLLARS	2.88	22.9	2.88	34.5	3.65		9.90	5.84			7.07	7.07					
		.FEDERAL PAP BD LOS ANGELES CA		.440															00248940
		DOLLARS		.198															
		.FIBREBOARD CORP SOUTH GATE CA	5.00		5.00														00168475
		DOLLARS	1.44		1.44														
		.FRIEDHEIM TOOL LOS ANGELES CA		.165															00236063
		DOLLARS		.074															
		.G A F CORP DENVER COLORADO				2.40			1.80							.60			00251933
		DOLLARS				.840			.630							.210			
		.GENL DYNAMICS SAN DIEGO CA				.165		.165											10030927
		DOLLARS				.079		.079											
		.N C GINTHER GAS PLT GILLETTE WY	10.0	1.20	10.0														00232815
		DOLLARS	2.88	.444	2.88														
		.MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.30														10068606
		DOLLARS	.288	.222	.208														
		.GRANT - ROTH HILLSBORO OREGON				.165	.055			.110									00159468
		DOLLARS				.071	.024			.047									
		.GREAT LAKES CARBON ROSAMOND CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00183822
		DOLLARS	1.44	4.62	1.44	6.86	1.82	2.05		1.14					1.37			.48	
		.HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20							3.00			10037050
		DOLLARS				2.58		.96	.45							1.14			
		.HOFFMEISTER CARINE LAS VEGA NV		.165															00124168
		DOLLARS		.074															
		.HIDALGO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
		DOLLARS	1.44		1.44	10.7					5.47				4.75				

CONTINUOUS INTERLEAFED BY MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

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-IN THOUSANDS OF 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.
		CHEKMINOL ER-1																	1040-245-19
*	66	.INMONT CO ANAHEIM CA			2.00														10040914
		DOLLARS	.57		.576														
	67	.INTERPACE IONE CA	10.0		10.0	1.80			1.80										10004055
		DOLLARS	2.88		2.88	.720			.720										
*	66	.JERSEY MAID MK LOS ANGELES CA		3.00		.600							.600						00198781
		DOLLARS		2.22		.210							.210						
	04	.JERSEY NUCLEAR CO RICHLAND WA		1.20		1.20								1.20					00237825
		DOLLARS		.384		.480								.480					
*	66	.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	00170518
		DOLLARS	2.31	2.89	2.31	3.62	.480	.480		.480	.480		.480	.480	.480	.420	.060	.216	
*	54	.WESTERN PRECIP LOS ANGELES CA				1.20	1.20												10088895
		DOLLARS				.480	.480												
		.KAISER ALUM PERMAN PERMANEN CA		2.40															00126683
		DOLLARS		.480															
	66	KAISER ALUM & CH PLEASANTON CA		.275															00213047
		DOLLARS		.111															
	66	KAISER FOUNDATION LOS ANGLS CA	50.0																00220930
		DOLLARS	14.4																
		KAISER INDUST PAR OAKLAND CAL	25.0		25.0														00045616
		DOLLARS	7.20		7.20														
		TOTAL-KAISER INDUST PAR OAKLAN	75.0	2.68	25.0														00045616
		**DOLLARS	21.6	.994	7.20														
*	66	.KASEY CHEMICAL CO GLENDALE CA		1.50															00227773
		DOLLARS		.668															
	66	.LANGE CO BROOMFIELD COLORADO		3.60															00180599
		DOLLARS		1.71															
*	66	.MALLIN CO LOS ANGELES CA		.600		1.80			.600						.600			.600	10047900
		DOLLARS		.222		.720			.240						.240			.240	
	36	.MEJASHA CORP TACOMA WA		.42															00186228
		DOLLARS		.168															
*	66	.MONTGOMERY BROS LOS ANGELES CA		.720															00186651
		DOLLARS		.281															
*	66	.BENJ MOORE LOS ANGELES CA	2.40	1.32	2.32	2.40		.600	.600				.600	.600					10055121
		DOLLARS	.96	.264	.576	.768		.240	.240				.240	.240					

CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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[illegible] SPECIALTY [illegible] TOP 001 1971 PAGE 470

[illegible] BASED ON DOLLARS OF POINTS 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.
		[illegible] FR-1																	1040-245-10
	30	.OREGON METALLURGIC ALBANY OR	5.00	20.0	5.00	2.40		.4	12.0							12.6-			00192899
		DOLLARS	1.44	5.66	1.44	.700		.96	4.16							4.16-			
*	60	.OWENS ILLINOIS LOS ANGELES CA				1.20					.600		.600						10059879
		DOLLARS				.480					.240		.240						
	60	.PIMA MINING CO TUCSON AZ	3.00	3.60	2.00	6.00		3.00											10063035
		DOLLARS	.576	1.20	.576	2.28		2.28											
*	60	.PLASTIC - RUBBER ONTARIO CA	20.0	20.4	20.0	18.6	2.40	7.40	1.20	1.20	1.20	1.80	1.80	3.00	1.80		1.80		00155101
		DOLLARS	5.76	9.84	5.76	7.44	.96	.56	.48	.48	.48	.72	.72	1.20	.72		.72		
*	60	.PPG TORRANCE CALIF.				4.20	1.20								3.00				10063418
		DOLLARS				1.62	.48								1.14				
	60	.PRESERVATIVE PT SEATTLE WA	.600	1.60	2.00														10064538
		DOLLARS	.576	1.44	.576														
*	60	.PROCESS SUPPLY CO ORANGE CA		.055															00242519
		DOLLARS		.025															
	60	.PRYOR CABINET SHOP GROVER C CA				.110											.110		00269972
		DOLLARS				.047											.047		
	60	.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00	3.60						3.60							10066468
		DOLLARS	1.44	1.25	1.44	1.37						1.37							
*	60	.RED POINT CORP BURBANK CAS		.165		.110		.110											00206202
		DOLLARS		.074		.053		.053											
	30	.REICHHOLD CHEM TACOMA WA		1.80		3.00					3.00								10067170
		DOLLARS		.630		1.14					1.14								
	37	.RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60						1.20	3.60		1.20	00152277
		DOLLARS	.576	1.33	.576	2.57			.24						.48	1.37		.48	
	60	.RIETZ MFG SANTA ROSA CA		.600		.600											.600		00231789
		DOLLARS		.222		.222											.222		
*	60	.ROHR CORP RIVERSIDE CA	5.00		5.00														10068924
		DOLLARS	1.44		1.44														
*	60	.MITCHELL DIV ROYAL IND LA CA		.275															10053587
		DOLLARS		.124															
*	60	ROYAL INDUST SANTA ANA CA		1.20		.825				.720			.600						10069602
		DOLLARS		.438		.346				.196			.240						
		TOTAL-ROYAL INDUST SANTA ANA C		1.50		.825				.220			.600						10069602
		DOLLARS		.550		.346				.106			.240						

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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																	1040-245-1
		.SHELL OIL GOLETA CAL			8.00	3.00									3.00				10072522
		DOLLARS			2.31	1.14									1.14				
		.SHERWIN WILLIAMS OAKLAND CA				7.20									7.20				10072638
		DOLLARS				2.59									2.59				
		.SIERRA ENGIN SIERRA MADRE CA		.600															10072921
		DOLLARS		.222															
		.AIRESEARCH MFG CO TORRANCE CAL	7.00		6.00	.110					.110								10001501
		DOLLARS	1.73		1.73	.047					.047								
		.SOUTHWEST FOREST SANTA FE CA	1.00	.975	1.00														00138614
		DOLLARS	.288	.346	.288														
		.SPECTROCON INC SANTA ANA CALIF		.165															00186678
		DOLLARS		.574															
		.ST VINCENTS HOSPITAL LOS AN C	70.0																00222143
		DOLLARS	20.2																
		.STANDARD FELT ALHAMBRA CA		.165		.600				.600									00241903
		DOLLARS		.074		.240				.240									
		.STAND OIL CALIF SWANSON RIV AR				49.2						12.0			19.2		4.8	13.2	00252921
		DOLLARS				18.8						4.56			7.39		1.82	5.02	
		STD OIL OF CAL CARPINTERIA CA				3.00									3.00				10075122
		DOLLARS				1.14									1.14				
		STD OIL OF CAL GAVIOTA CALIF	2.00		2.00	5.40			2.40						3.00				10075130
		DOLLARS	.576		.576	2.10			.96						1.14				
		STD OIL LA HABRA CA				3.40							2.40			1.20	1.80		00138940
		DOLLARS				2.16							.960			.480	.720		
		STANDARD OIL TAFT CALIF				.110		.110											00197858
		DOLLARS				.053		.053											
		TOTAL-STAND OIL CALIF SAN FRAN	2.00		2.00	63.1		.1	2.4			12.0	2.4		25.2	1.2	6.6	13.2	00046906
		**DOLLARS	.576		.576	24.2		.05	.96			4.56	.96		9.67	.48	2.54	5.02	
		.STAUFFER CHEM RICHMOND CALIF		.600															10075521
		DOLLARS		.240															
		.STRESSKIN PRO CO SANTA ANA CA		4.30		1.20			.600						.600				00238708
		DOLLARS		1.74		.490			.240						.240				
		.SYSTEMS PRINTERS SANTA FE CA				.220									.220				00139742
		DOLLARS				.095									.095				

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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.
		CHEMICOL FR-1																	1040-245-10
		.GOALS UNASSGND FOR BR TERR 1&6	27.0		27.0														00166170
		DOLLARS	80.1		80.1														
*	1966	.LEVER BROTHERS CO LOS ANGE CA	10.0	21.9	10.0														00127558
		DOLLARS	2.88	5.46	2.88														
*	1966	.UNION AMSCO LAMIRADA CA				6.00	6.00												00248320
		DOLLARS				2.28	2.28												
	1967	UNION OIL RICHMOND CALIF		12.0															10082145
		DOLLARS		4.22															
		TOTAL-UNION OIL CO LOS ANGELES		12.0		6.00	6.00												00047155
		**DOLLARS		4.22		2.28	2.28												
*	1966	.U S GYPSUM SANTA FE SPRINGS CA				1.20					1.20								00253596
		DOLLARS				.480					.480								
*	1966	U S GYPSUM SOUTHGATE CAL	5.00	13.2	5.00	6.00	.60			4.00					1.20			1.20	10084806
		DOLLARS	1.44	4.81	1.44	2.34	.24			1.20					.42			.48	
		TOTAL-UNITED STATES GYPSUM CHI	5.00	13.2	5.00	7.20	.60			4.00	1.20				1.20			1.20	00047341
		**DOLLARS	1.44	4.81	1.44	2.82	.24			1.20	.48				.42			.48	
*	1966	.VERDUGO HILLS HOSPITAL VERD CA	20.0																00222135
		DOLLARS	5.76																
*	1966	.VONS BAKERY DIV EL MONTE CA				.220		.220											10087120
		DOLLARS				.106		.106											
*	1966	.ZINSCO ELECT PROD LOS ANG CA				1.80				1.20	.60								10092760
		DOLLARS				.720				.480	.240								
		TOTAL PRODUCT * * * * * POUNDS	601	253	451	339	30.7	24.7	56.2	28.6	28.3	20.4	29.4	26.4	70.4	1.8	7.9	16.2	1040-245-10
		* * * * *DOLLARS	173	86.6	139	127	11.9	9.7	19.0	11.1	10.9	7.8	11.4	10.2	26.1	.1	3.1	6.5	
PROJ		IT MARGIN % .220		CONTRI GOALS		ACTUAL	CONTRIS		POT DEV		VOL DEV		PRICE DEV		AVG	SELL PR		GOAL LBS	
ITY		YR GOAL CONTRI $ 99.2 CURR Y		8.3			5.4		2.9		4.7		1.8			.400		37.6	
GOAL		SELL PR .288 CURR YTD		99.2			64.2		5.0		24.5		29.5			.375		451.0	

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(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-2		1970		1971													1040-265-10
		.CARNATION CO VAN NUYS CA		.240															10014050
		DOLLARS		.104															
		.CHANSLOR WESTERN OIL FIELDS C		2.40															00227838
		DOLLARS		.288															
		.LEE DEAN SANTA FE SPRINGS CALF		.165															00164364
		DOLLARS		.074															
		.DIAMOND SHAMROCK S OXNARD CA		.755															00088943
		DOLLARS		.925															
		.DOLLY MADISON CAKES LOS ANG CA		1.80															10022630
		DOLLARS		.666															
		.DONJE CAL THEMES CERITAS CAL		.330															10022657
		DOLLARS		.149															
		.DUVAL SIERRITA SAHUARITA AZ				6.00			6.00										00186945
		DOLLARS				1.80			1.80										
		.EL MONTE CHEM PASADENA CA				.600			.600										00253286
		DOLLARS				.240			.240										
		.FIBREBOARD CORP SOUTH GATE CA		6.00															00168475
		DOLLARS		2.22															
		.N C GINTHER GAS PLT GILLETE WY				1.80		1.80											00232815
		DOLLARS				.720		.720											
		.INTERMT CONCRETE SALT LK CT UT		1.20															00228818
		DOLLARS		.444															
		.INTERPACE IONE CA		9.00		3.60	3.60												10004055
		DOLLARS		3.22		1.39	1.39												
		.INTL MULTI FOODS CITY INDUS CA		.345															00223867
		DOLLARS		.195															
		.WESTERN PRECIP LOS ANGELES CA		.630															10086895
		DOLLARS		.232															
		.MAGNA SCREEN CHATSWORTH CA		.120															00049042
		DOLLARS		.054															
		.OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10059679
		DOLLARS		.480		.480		.240		.240									
		.PENINSULA-KERNS UNITD ORANGE CO		.225															10044065
		DOLLARS		.090															

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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-2 Coca Cola/Pepsicola?																	1040-265-10
		.FRITO LAY CO LOS ANGELES CA		.600		.600	.600												10029686
		DOLLARS		.240		.240	.240												
		.RHODIA INC PORTLAND IRE		1.20															00152277
		DOLLARS		.144															
		.ROBERTS CONS IND MONROVIA CA		1.80															10068436
		DOLLARS		.288															
		.SAFEWAY STORES LOS ANGELES CAL		2.75															10070139
		DOLLARS		.443															
		.SHELL OIL GOLETA CAL		3.60															10072522
		DOLLARS		1.26															
		.AIRESEARCH MFG CO TORRANCE CAL		3.60															10001501
		DOLLARS		1.33															
		.STD OIL OF CAL GAVIOTA CALIF		1.20															10075130
		DOLLARS		.444															
		.STAUFFER CHEM RICHMOND CALIF		.075															10075521
		DOLLARS		.025															
		.SYSTEMS PRINTERS SANTA FE CA		.275															00139742
		DOLLARS		.124															
		.VONS BAKERY DIV EL MONTE CA		.110															10087120
		DOLLARS		.050															
		.WHITTAKER CONTR COSTA MESA CA		.699															10090520
		DOLLARS		.222															
		TOTAL PRODUCT * * * * * POUNDS		20.5		13.6	4.20	2.40	4.60	.60									1040-265-10
		* * * * * DOLLARS		14.9		4.87	1.63	.96	2.04	.24									
		THERMINOL FR-3																	1040-285-10
		.DUVAL SIERRITA SAHUARITA AZ		21.1															00186945
		DOLLARS		7.39															
		.RAYCHEM CORP MENLO PK CA		1.20															10066468
		DOLLARS		.420															
		TOTAL PRODUCT * * * * * POUNDS		22.3															1040-285-10
		* * * * * DOLLARS		7.81															
		GP MARGIN % .279																	
		YR GOAL (ENTER)																	
		SELL PR .350																	

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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.
		DREAMINOL 55																	8418-055-10
		.A&E PLASTIK PAK CITY INDUSTRY CA																	00217247
		DOLLARS																	
		.AMERICAN CYANAMID AZUSA CA				11.2											11.2		10003717
		DOLLARS				1.47											1.47		
		.BORDEN FREMONT CALIF				4.80									4.80				10010462
		DOLLARS				.545									.545				
		.BROWN BROS PLASTIC NAPA CALIF				.400												.400	00209341
		DOLLARS				.057												.057	
		.CHEFS BEST FOOD SACRAMENTO CA				8.00									8.00				00198765
		DOLLARS																	
		.COMMOD.PASTEURIZING STOCKTON CA				2.00								.80			1.20		00227544
		DOLLARS				.286								.116			.170		
		.CONTINENTAL CAN LOS ANGELES CA				2.00												2.00	00252174
		DOLLARS				.263												.263	
		.FIBREBOARD CORP SOUTH GATE CA				.400											.400		00168475
		DOLLARS				.057											.057		
		.FORMIGLI CORP ETIWANDA CA				6.00												6.00	00272159
		DOLLARS				.790												.790	
		.GRANT - ROTH HILLSBORO OREGON				.400												.400	00159468
		DOLLARS				.057												.057	
		.HERCULES INC MAGNA UT				1.20							1.17	.03					00227757
		DOLLARS				.170							.174	.004					
		.INTERPACE IONE CA				27.6										12.0	4.0	11.6	10004055
		DOLLARS				3.06										1.16	.38	1.53	
		.PATRICK - CO SAN FRAN CA				.400												.400	10061091
		DOLLARS				.057												.057	
		.PENNZOIL COMP LOS ANGELES CA				.390	.390												00216194
		DOLLARS				.056	.056												
		.PLASTIC - RUBBER ONTARIO CA				12.0												12.0	00155101
		DOLLARS				1.58												1.58	
		.STEWARD & CO INC KENAI AK		7.2															00228834
		DOLLARS		1.01															
		.GOALS UNASSGND FOR SA TERR 11			1.7														00166170
		DOLLARS			1.7														

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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 55																	8418-055-1
		.WESTERN DIGITAL NEWPORT BEA CA				.400								.400					00263753
		DOLLARS				.056								.056					
		TOTAL PRODUCT * * * * * POUNDS	1.1	11.7	17.6	84.6	2.4		1.6	4.0			1.2	1.2	12.8	12.0	16.8	32.8	8418-055-1
		* * * * * DOLLARS	14.7	1.52	16.0	9.52	.33		.22	.51			.17	.17	.55	1.16	2.08	4.33	
M		UNIT MARGIN $ .042	LOS	PI GO	L1	ACTUAL	CONT PI$		DT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL LOS	
D		PR GOAL CONTRI $ 7.5 CUR		.5			2.4		2.1		.8		1.4			.132		14.8	
		SELL PR .090 CURR		2.5			5.5		2.0		3.9		1.9			.113		78.0	
		THERMINOL 66																	8419-066-1
		.ARAPAHOE CHEM BOULDER CO				2.76		1.84							.92				10005949
		DOLLARS				1.10		.736							.368				
		.ASHLAND CHEM CO OAKLAND CA		11.0	9.00	18.9	2.76		2.76				2.76	2.76		2.76		5.06	00152706
		DOLLARS		4.23	2.62	7.17	1.05		1.05				1.05	1.05		1.05		1.92	
		.AUDIO MAGNETICS IRVINE CA				2.30											2.30		00269611
		DOLLARS				.874											.874		
		.BARNES ENG CO GOLDEN CO				.920	.920												00246204
		DOLLARS		2.45		.350	.350												
		.BELL & HOWELL CO IRVINE CA																	00184306
		DOLLARS																	
		.CARNATION CO VAN NUYS CA				.160					.160								10014050
		DOLLARS				.077					.077								
		.CARSON CHEMICAL LONG BEACH CA				.920							.460						00241571
		DOLLARS				.368							.184						
		.DOLLY MADISON CAKES LOS ANG CA				2.76													10022630
		DOLLARS				1.10													
		.DONJE CAL THEMES LOMITAS CAL				.200													10022657
		DOLLARS				.096													
		.EMERY IND LOS ANGE CA																	00117684
		DOLLARS																	
		.FERRO CORP CULVER CITY CALIF				.460													00148296
		DOLLARS				.184													
		.HARVEY ALUM CITIES CA																	00252077
		DOLLARS																	

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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.
		THERMOL 66																	8419-066-10
1	66	.HILCO GARDENA CALIF	.92	4.14	5.01	4.14		.92			.46		1.84				.92		10038162
		DOLLARS	1.27	1.66	1.27	1.66		.368			.184		.736				.368		
1	66	.ITT CONTL BAKING SACRAMENTO CA		.920															10018946
		DOLLARS		.336															
1	66	.KAISER CHEMICAL SAN LEAN CA		.160															00126705
		DOLLARS		.077															
1	66	.LEHMAN EQUIPMENT ALAHAMBRA CA				.120							.120						00261467
		DOLLARS				.058							.058						
1	66	.MEMOREX CORP SANTA CLARA CA				.920									.920				00226912
		DOLLARS				.369									.368				
1	66	.BENJ MOORE LOS ANGELES CA				3.68												3.68	10055121
		DOLLARS				.994												.994	
1	66	.N C P ENGR & PIPE LYNWOOD CA				26.2										18.4		7.8	00269417
		DOLLARS				9.41										6.44		2.97	
1	66	.PACIFIC PLAST PIPE & UNION CA				.580									.120			.460	00265470
		DOLLARS				.242									.058			.184	
1	66	.PIMA MINING CO TUCSON AZ				4.60											4.60		10063035
		DOLLARS				1.52											1.52		
1	66	.PLAS-TIES DIV SANTA ANNA CA				.460								.460					00262455
		DOLLARS				.184								.184					
1	66	.QUAD CHEMICAL CARSON CA	8.00		8.00														00222151
		DOLLARS	2.62		2.62														
1	66	.SAFEWAY STORES LOS ANGELES CAL				.920					.920								10070139
		DOLLARS				.368					.368								
1	66	.SERV-US BAKERS PHOENIX ARIZONA		.920															00218359
		DOLLARS		.368															
1	66	.STD OIL OF CAL RICHMOND CALIF	8.00	4.60	8.00	12.4							5.52	6.90					10075149
		DOLLARS	2.62	1.75	2.62	4.72							2.10	2.62					
1	66	.STAUFFER CHEM RICHMOND CALIF		.080															10075921
		DOLLARS		.030															
1	66	.SUGAR PRODUCTS CO VERNON CA				1.84		1.84											00249181
		DOLLARS				.736		.736											
1	66	.THERMAL EQUIPMENT TORRANCE CA		2.40															00232165
		DOLLARS		1.23															

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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 66																	8419-066-10
		.TITANIUM METALS CORP-CHASM NEW																	00206369
		DOLLARS																	
		.UTAH CONST & MIN SOUTH JORDAN UT																	00238538
		DOLLARS																	
		.VINS BAKERY DIV LE MONTE CA																	10087120
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	8419-066-1
		* * * * * DOLLARS																	
		PROFIT MARGIN % .250	CONTRI GOAL $		ACTUAL	CONTRI $	QT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS				
		CURR YR GOAL CONTRI $ 20.3	CURR YR																
		GOAL SELL PR .328	CURR YR																
		THERMINOL 77																	8420-077-10
		.UNIV OF CALIF LIVERMORE CA																	10013178
		DOLLARS																	
		.STAUFFER CHEM RICHMOND CALIF																	10075521
		DOLLARS																	
		.GOALS UNASGND FOR BR THRU 1966																	00166170
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	8420-077-10
		* * * * * DOLLARS																	
		PROFIT MARGIN $ .771	CONTRI GOAL $		ACTUAL	CONTRI $	QT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS				
		CURR YR GOAL CONTRI $ .9	CURR YR																
		GOAL SELL PR 2.191	CURR YR																
		TOTAL PRODUCT GROUP-10 * POUNDS																	
		HEAT TRANSFER DR.C.P *DOLLARS																	
		CURR YR GOAL CONTRI $ 133.2	CURR YR		ACTUAL	CONTRI $	QT DEV		VOL DEV		PRICE DEV								
		CURR YR																	

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FILE-A — SCHAEFER ENGINEERING SPECIALTY PRODUCTS — FOR DEC 1971 — PAGE 479
01/12/72 — * * * * DIVISION MANAGER PRODUCT/CUSTOMER REPORT

TO W.R. HANSEN — -ALL 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.
				1970		1971													
		C1 INDUST. FLDS.C.L.BRADFORD																	
		AROCLOR 1221 - MCB																	1040-225-11
1360		.WESTERN ELECTRIC PHOENIX ARIZ		1.04															00221058
		DOLLARS		.232															
		TOTAL PRODUCT * * * * * POUNDS		1.04															1040-225-11
		* * * * *DOLLARS		.232															
PROJ		IT MARGIN $ .065		CONTRI GOALS		ACTUAL	CONTRI$		DT DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
TOT		YR GOAL CONTRI $ .0 CURR Y		.0			.0		.0		.0		.0			.000		.0	
GOAL		SELL PR .000 CURR Y		.0			.0		.0		.0		.0			.000		.0	
		AROCLOR 1232 PCB																	1040-230-11
1360		.WYNN OIL CO AZUSA CALIFORNIA		320															10092434
		DOLLARS		48.8															
		TOTAL PRODUCT * * * * * POUNDS		320															1040-230-11
		* * * * *DOLLARS		48.8															
PROJ		IT MARGIN $ .062		CONTRI GOALS		ACTUAL	CONTRI$		DT DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
TOT		YR GOAL CONTRI $ .0 CURR Y		.0			.0		.0		.0		.0			.000		.0	
GOAL		SELL PR .000 CURR Y		.0			.0		.0		.0		.0			.000		.0	
		AROCLOR 1242 PCB																	1040-240-11
1809		.LOS ANGELES DIE LOS ANGELES CA		1.20															00127906
		DOLLARS																	
1360		.WYNN OIL CO AZUSA CALIFORNIA		.600															10092434
		DOLLARS		.156															
		TOTAL PRODUCT * * * * * POUNDS		1.80															1040-240-11
		* * * * *DOLLARS		.156															

PAPER PATD BY H.C.R. CO. — CONTINUOUS INTERLEAVED BOOKS BUSINESS FORMS, INC.

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FOR DEC 1971 PAGE 400

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.
		AROCLOR 1248 PCB		1970	~~1971~~	1971													
		.JUL CROSS LAB N HOLLYWOOD CA		.600															00183687
		DOLLARS		.158															
		.KLEEN SEAL DELINTING SHAFTER CA		.000															00182753
		DOLLARS		.134															
		.WYNN OIL CO AZUSA CALIFORNIA		26.4															10092434
		DOLLARS		5.08															
		TOTAL PRODUCT * * * * * POUNDS		27.6															1040-260-1
		* * * * *DOLLARS		5.37															
		AROCLOR 1254 PCB																	1040-280-1
		.CERTIFIED ALLOY LONG BEACH CA		1.00															00223069
		DOLLARS		.044															
		.PENNWALT-KERNS UNITD ORANGE CA		4.20															10044065
		DOLLARS		1.02															
		.WYNN OIL CO AZUSA CALIFORNIA				24.0			24.0										10092434
		DOLLARS				5.76			5.76										
		TOTAL PRODUCT * * * * * POUNDS		1.20		24.0			24.0										1040-280-1
		* * * * *DOLLARS		1.66		5.76			5.76										
		AROCLOR DIST 5460 PCT																	1040-480-1
		.CENT SOL SANTA FE SPR-LA																	10015111
		DOLLARS				.158						.158							
		TOT P-T CENTRAL SOLV SA * POUNDS																	10015111
		*DOLLARS				.158						.158							
		.WYNN OIL CO AZUSA CALIFORNIA	300	24.0	300	25.4			25.4										10092434
		DOLLARS	54.0	5.76	54.0	6.10			6.10										
		TOTAL PRODUCT * * * * * POUNDS	300	24.0	300	25.4			25.4										1040-480-1
		* * * * *DOLLARS	54.0	5.76	54.0	5.94			6.10			.16							

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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.
		[illegible]																	6126-358-11
[illegible]		.ELECTRO OPTICAL PASDENA CA		.096															00230065
		DOLLARS		.377															
[illegible]		.AEROJET NUCLEAR SYST AZUSA CA		.055															00229555
		DOLLARS		.037															
1958		.U S NAVY MOFFETT FIELD CALIF		.098															10084520
		DOLLARS		.417															
		TOTAL PRODUCT * * * * * POUNDS		.202															6126-358-11
		* * * * *DOLLARS		1.32															
		[illegible]S 124																	6775-000-11
1838		.BUSSCO ENGINEER SPOKANE WA				.003	.003												00248924
		DOLLARS				.060	.060												
1859		.HUGHES AIRCRAF CULVER CITY CA		.005		.004				.002						.002			10039347
		DOLLARS		.130		.092				.046						.046			
1866		.IBM CORP SAN JOSE CA	.075	.092	.075														10041082
		DOLLARS	1.99	1.33	1.99														
1839		.MASTERITE IND TORRANCE CA				.002												.002	00272876
		DOLLARS				.058												.058	
1860		.MEMUREX CORP SANTA CLARA CA		.002															00226912
		DOLLARS		.043															
1866		.VARIAN AEROGRAPH WALNUT CR CA		.009		.003									.003				10086280
		DOLLARS		.160		.069									.069				
		TOTAL PRODUCT * * * * * POUNDS	.075	.107	.075	.012	.003			.002					.003	.002		.002	6775-000-11
		* * * * *DOLLARS	1.99	2.15	1.99	.277	.060			.046					.069	.046		.058	
		NET MARGIN % 21.000		CON	PRICE	ACTUAL	CONTRIB		DOT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LOS		
		YR GOAL CONTRI % 1.6 CURR		.1			.1		.1+		.1+		.0		20.000		.0		
		SELL PR 20.507 CURR Y		1.6			.3		1.3+		1.3+		.0		20.250		.1		

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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.
		S 138																	6780-000-1
		.VARIAN AEROGRAPH WALNUT CK CA		.003		.003						.003							10086280
		DOLLARS		.120		.120						.120							
		.VARIAN ASSOC PALO ALTO CA				.002							.002						10086299
		DOLLARS				.064							.064						
		TOTAL PRODUCT * * * * * POUNDS		.003		.005						.003	.002						6780-000-1
		* * * * *DOLLARS		.120		.184						.120	.064						
		PYORATEK 100																	6770-000-1
		.BENDIX CORP N HOLLYWOOD CAL				.050		.050											10009235
		DOLLARS				.039		.039											
		.CAPITAL WESTWARD PARAMOUNT CA				.048				.048									00253685
		DOLLARS				.039				.039									
		.GENERAL METALS BURBANK CAL		.050															10021405
		DOLLARS		.118															
		.AEROJET LIQ RCKT SACRAMENTO CA		.500															00230421
		DOLLARS		.400															
		.REPUBLIC SUPPL LONG BEACH CA		.050		.048							.048						00176230
		DOLLARS		.039		.039							.039						
		.RUCKER CONTROL SUP BERKELEY CA				.520										.520			00136840
		DOLLARS				.405										.405			
		RUCKER CO BERKELEY CA	2.00	1.04	2.00														10069870
		DOLLARS	1.28	.829	1.28														
		TOTAL-RUCKER CO OAKLAND CA	2.00	1.04	2.00	.520										.520			00046728
		**DOLLAR	1.28	.829	1.28	.405										.405			
		.SANTA FE MARINE PT HUENEME CA		.100															00177202
		DOLLARS		.079															
		.SCHNEEBECKS INDUST COLORADO CO				.048	.048												00137324
		DOLLARS				.039	.039												
		.U S NAVY HUNTERS POINT CAL		.520															10084156
		DOLLARS		.413															
		U S NAVY SAN FRANCISCO CALIF				.520												.520	10084164
		DOLLARS				.405												.405	
		TOTAL-U S GOVT WASHINGTON D C		.520		.520												.520	10084713
		**DOLLARS		.413		.405												.405	

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-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.
		PYORATEX 100																	6770-000-11
		.WESTERN GEAR CORP EVERETT WA	1.50	1.68	1.50														10088852
		DOLLARS	.600	.630	.900														
		.WYATT & KIPPER FABR SEATTLE WA				.400				.400									00197726
		DOLLARS				.314				.314									
		TOTAL PRODUCT * * * * * POUNDS	1.50	2.08	3.00	1.63	.048	.059		.448			.048			.520		.520	6770-000-11
		* * * * *DOLLARS	.24	5.17	2.24	1.28	.039	.039		.353			.039			.405		.405	
PR		PROFIT MARGIN $ .107	CONTRI $		$	ACTUAL	CONTRI$		OUT DLV		VOL DLV		PRICE REV		AVG	SELL PR		GOAL LBS	
		1 YR GOAL CONTRI $ .4 CURR	0	.0			.1		.1		.0		.1			.779		.3	
GOAL		SELL PR .640 CURR Y	0	.4			.4		.0		.2		.2			.783		3.5	
		PYORAUL AC-A PCT		1970		1971													6756-000-11
		.ARNOLD ENGINEER FULLERTON CA		-.113		-.494		.113			.165						.216		00110124
		DOLLARS		.043		.192		.043			.064						.085		
		.AMERICAN CAN MODESTO CA	.350	.281	.350	.110							.110						10003601
		DOLLARS	.102	.107	.102	.043							.043						
		.AMERICAN CHEM LONG BEACH CA				-.586					.586								00229164
		DOLLARS				.224					.224								
		.AMERICAN CUMP SANTA FE SPGS CA				-.110				.110									00254835
		DOLLARS				.043				.043									
		.AMERICAN GILSNT GILSONITE COL		.165															00179620
		DOLLARS		.064															
		.ANACONDA CO BUTTE MT	1.00	1.20	1.00	.590		.590											00206709
		DOLLARS	.290	.448	.290	.224		.224											
		ANACONDA CO BONNER MT	10.0	7.24	10.0	7.06				2.36				1.17	1.18		1.17	1.17	10005450
		DOLLARS	2.90	2.69	2.90	2.69				.896				.448	.448		.448	.448	
		TOTAL-ANACONDA CO NEW YORK CIT	11.0	8.44	11.0	7.65		.51		2.36				1.17	1.18		1.17	1.17	00045179
		**DOLLARS	3.19	3.19	3.19	2.91		.224		.896				.448	.448		.448	.448	
		.ATLANTIC RICHFIELD TUPMAN CA				1.18								1.18					00110574
		DOLLARS				.448								.443					
		.DELRIDGE OIL CO MCKITTRICK C	15.0	-15.0	15.0	-14.3	1.14	2.36	1.18	1.18	2.36	2.34		4.72	2.93				10009138
		DOLLARS	4.35	5.56	4.35	6.82	.45	.93	.46	.45	.90	.91		1.79	1.08				
		.C F GRAUN ALHAMBRA CALIF		-.047		-.986								.586					00188441
		DOLLARS		.224		.224								.224					

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M G R	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.
		Y RAUL AC-A		1970		1971													6756-000-1
		.CATALINA DIVERS AVALON CA	.200	-.113	.200														00113166
		DOLLARS	.058	.044	.058														
		.COLO INTER GAS CO COLO SPR CO	.200	.176	.200														00047449
		DOLLARS	.058	.066	.058														
		COLO INTERSTATE GAS LAMAR CO	.500	1.22	.500														10017874
		DOLLARS	.145	.439	.145														
		TOTAL-COLO INTER GAS CO C LO S	.700	1.39	.700														C0047449
		**DOLLARS	.203	.496	.203														
		.EL PASO NATURAL GAS SUNAS NA		.336		.324											.324		10025567
		DOLLARS		.128		.128											.126		
		EL PASO NATURAL GA TOTAL AZ				.324								.324					00117455
		DOLLARS				.128								.128					
		TOTAL-EL PASO NATURAL GAS EL P		.336		.648								.324			.324		10025532
		**DOLLARS		.128		.256								.128			.128		
		.TIDEWATER OIL FELLONS CALIF	16.0																10080053
		DOLLARS	4.64																
		.GOODYEAR AIRCRAFT LITCH PK AZ				.108											.108		10034493
		DOLLARS				.043											.043		
		.GLASS CONTAINER LA CALIF	3.00	-3.07	3.00	-6.43	.59	.59	.59	.59	.59	1.18	.54		.59	.59	.59		10033713
		DOLLARS	.870	1.39	.870	2.46	.224	.224	.224	.224	.224	.448	.224		.224	.224	.224		
		.GETTY OIL CO LOS A COALINGA CA		.452		.444			.169	.165	.110								00120820
		DOLLARS		.171		.172			.064	.064	.044								
		GETTY OIL CO TAFT CA	2.00	.599	2.00														00120863
		DOLLARS	.580	.224	.580														
		GETTY OIL CO TRACY CA		.339		.818		.170					.216			.216		.216	00120871
		DOLLARS		.129		.319		.064					.085			.085		.085	
		GETTY OIL CO VENTURA CA	1.50	1.20	1.00	1.18	1.18												00120898
		DOLLARS	.290	.448	.290	.448	.448												
		TOTAL-IMC CO SKOKIE IL	3.00	2.58	3.00	2.44	1.18	.17	.17	.17	.11		.22			.22		.22	00094277
		**DOLLARS	.57	.471	.870	.939	.448	.064	.064	.064	.044		.085			.085		.085	
		.ITT CANNON ELE SANTA ANA CA		-.50															10042127
		DOLLARS		.229															
		.MCDONNEL DOUG HUNTSVILLE AL		-.590		-.590		.590											00186058
				.224		.224		.224											

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CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

STLCOPCB4054866

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-IN THOUSANDS OF 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.
		Y DRAUL AC-A																	6756-000-11
		MCDONNELL DOUGLAS SANTA MON CA				-.590					.590								00210595
		DOLLARS				.224					.224								
		TOTAL-MCDONNELL DOUGLAS ST L MO		.590		1.18		.590			.590								10049571
		**DOLLARS		.224		.448		.224			.224								
		MONSANTO INORG SODA SPRGS ID	1.00	.678	1.00	.540								.540					00094234
		DOLLARS	.298	.145	.298	.213								.213					
		MONTANA POWER CUT BANK MT				.108										.108			10055083
		DOLLARS				.043										.043			
		NORTHROP CGR EL MT ANAHEIM CA	.200	-.170	.200	-.162											.162		00213209
		DOLLARS	.058	.006	.058	.004											.064		
		PACIFIC GAS EQUIP EL MONTE CA		-.113															00230383
		DOLLARS		.043															
		PACIFIC LIGHTING VENTURA CA		.113															00241679
		DOLLARS		.043															
		PENNWALT CORP TACOMA WA	.600	.610	.500	1.20		.610									.586		00133221
		DOLLARS	.174	.224	.174	.448		.224									.224		
		PROCTER-GAMBLE LONG BEACH CA	.700	-.590	.700	-1.18					.590						.586		10064716
		DOLLARS	.203	.224	.203	.448					.224						.224		
		PROCTER GAMBLE SACRAMENTO CAL	4.00	1.33	4.00	.586								.586					00134740
		DOLLARS	1.16	.491	1.16	.224								.224					
		TOTAL-PROCTER AND GAMBLE CINN	4.70	1.92	4.70	1.76					.590			.586			.586		10064767
		**DOLLARS	1.36	.715	1.36	.672					.224			.224			.224		
		RALSTN PURINA POCATELO ID	.400	.338	.400	.108								.108					10066140
		DOLLARS	.116	.128	.116	.043								.043					
		THATCHER GLASS MFG SAUGUS CA	6.00	3.03	6.00	3.22					.59		.59		2.35	1.17	1.17	2.34	10079659
		DOLLARS	1.74	1.12	1.74	3.10					.224		.224		.859	.448	.448	.896	
		REYNOLDS ELECT LAS VEGAS NV	20.0																00207721
		DOLLARS	5.80																
		SIGNAL OIL & GAS HUNTINGT CA	.120	-.113	-.120														00137936
		DOLLARS	.035	.043	.035														
		SOUTHERN CALIF GAS MIDWAY CA	1.50	-.590	1.50	-2.20				1.18						1.08			00138479
		DOLLARS	.435	.224	.435	.896				.448						.448			
		CHEVRON CHEM RICHMOND CALIF		.590		.586										.586			10016290
		DOLLARS		.224		.224										.224			

CONTINUOUS INTERLEAVED ® MOORE POWERS FORMS, INC. PAPER PATD BY M.C.R. CO.

STLCOPCB4054867

DSW 313783

M G R	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.
		YORAUL AC-A		1970		1971													4756-000-1
		CHEVRON OIL SALT LAKE CITY UT		6.27	5.00	5.87			1.77				1.76				2.34		10016320
		DOLLARS	1.40	1.57	1.40	2.24			.672				.672				.896		
		STANDARD OIL C WHITTIER CALIF	.700	-.556	.700														00182109
		DOLLARS	.203	.224	.203														
		STD OIL LA HABRA CA	.700	-.610	.700														00138940
		DOLLARS	.203	.229	.203														
		STAND OIL CALIF SAN FRAN CA		.114															00046906
		DOLLARS		.043															
		TOTAL-STAND OIL CALIF SAN FRAN	6.40	6.34	6.40	6.46			1.77				1.76			.59	2.34		00046906
		**DOLLARS	1.86	2.25	1.86	2.46			.672				.672			.224	.896		
		PAN AM PET CRP POWELL WY	1.30	2.44	1.30														00132756
		DOLLARS	.377	.864	.377														
		COLLIER CARBON SEATTLE WA		.170															00234451
		DOLLARS		.064															
		UNION OIL WORLAND WY				.110							.110						10082323
		DOLLARS				.043							.043						
		UNION OIL COALINGA CA				1.18									1.18				00141984
		DOLLARS				.448									.448				
		UNION OIL CASTAIC CALIF				.170		.170											10082110
		DOLLARS				.064		.064											
		UNION OIL RODEO CALIF	6.00	6.17	6.00	5.35	1.18	.65		1.18				1.17			1.17		10082153
		DOLLARS	1.74	2.22	1.74	2.06	.448	.246	.022	.448				.448			.448		
		UNION OIL SANTA MARIA CALIF	2.30	1.20	2.00	-.590						.590							10082161
		DOLLARS	.566	.444	.380	.224						.224							
		UNION OIL WILMINGTON CALIF	30.0	33.1	30.0	-21.6					4.13		5.90		5.90			5.86	10082188
		DOLLARS	8.70	12.6	8.70	7.99					1.51		2.16		2.16			2.16	
		UNION OIL CO OF DENVER		.231															10082315
		DOLLARS		.107															
		UNION OIL CO FORT MADISON IA				.162								.162					00263737
		DOLLARS				.060								.060					
		UNION OIL OF CALIF SANTA MA		.115															00155470
		DOLLARS		.347															
		TOTAL-UNION OIL CO LOS ANGELES	38.3	41.4	40.0	29.4	1.18	.82		1.18	4.13	.59	6.01	1.33	7.08		1.17	5.86	00047155
		DOLLARS	11.	14.4	11.0	13.1	.45	.31	.02	.45	1.51	.22	2.20	.51	2.61		.45	2.16	

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-IN THOUSANDS OF POUNDS OR 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.
		HYDRAUL AC-A																	6756-000-11
		.UNITED CONSTRUCTION WESTMINS CA				1.77					1.77								00142328
		DOLLARS				.648					.648								
		TOTAL PRODUCT * * * * * POUNDS	12.0	9.0.7	93.9	91.7	4.1	9.8	3.7	6.8	11.5	4.1	9.2	10.6	14.1	3.7	8.4	9.6	6756-000-11
		* * * * **DOLLARS	47.5	33.4	27.1	34.5	1.57	2.21	1.43	2.57	4.28	1.48	3.45	4.03	5.22	1.47	3.23	3.59	
		PFIT MARGIN $ .124	CON	RT GOAL$		ACTUAL	CONT	RIB	UT DEV		VOL DEV		PRICE DEV		AVG	SELL	PR	GOAL $	
		YR GOAL CONTRI $ 11.6 CURR		1.1			2.3		.7		.1		.8			.374		9.1	
		SELL PR .240 CURR Y		11.6			19.3		7.8		.2		8.0			.377		93.5	
		HYDRAUL AC-A WINTER GRADE PCT																	6757-000-11
		.ATLANTIC RICHFIELD NEWCUYMA CA				6.76										3.38		3.38	00251259
		DOLLARS				2.62										1.31		1.31	
		.BELRIDGE OIL CO MCKITTRICK CA				8.45									2.82		5.63		10009138
		DOLLARS				3.24									1.08		2.16		
		.BOEING CO KENT WASHINGTON		.563		.563											.563		00157171
		DOLLARS		.224		.224											.224		
		BOEING CO SO SEATTLE WASH				1.13					.563			.563					00045802
		DOLLARS				.448					.224			.224					
		TOTAL-BOEING CO SO SEATTLE WAS		.563		1.69					.563			.563			.563		00045802
		**DOLLARS		.224		.672					.224			.224			.224		
		.DRESSER MAGCOBAR CLOVERDA CA	10.0	6.44	10.0	3.96	2.27				1.69								00116742
		DOLLARS	3.00	2.37	3.00	1.57	.896				.672								
		DRESSER MAGCOBAR HUNTINGTON CA				1.68	.503			.054			.563	.563					00248010
		DOLLARS				.895	.224			.224			.224	.224					
		TOTAL-DRESSER INDUSTRIES DALLA	10.0	6.44	10.0	5.65	2.78			.05	1.69		.56	.56					10023122
		**DOLLARS	3.00	2.37	3.00	2.46	1.12			.22	.67		.22	.22					
		.GLASS CONTAINER LA CALIF		.610															10033713
		DOLLARS		.224															
		.NORTHLAND RESOURCES RANDLLY CL				.563									.563				00264938
		DOLLARS				.216									.216				
		.PONKA DRILL PROD RANDSLY COLO		.799															00167738
		DOLLARS		.338															
		.UNION OIL CLOVERDALE CA				5.03		5.03											00250538
		DOLLARS				2.16		2.16											

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-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.
		HYDRAUL AC-A WINTER GRADE		1970		1971													6757-000-11
		TOTAL PRODUCT * * * * * POUNDS	10.0	3.91	10.0	28.1	2.78	5.03		.05	2.25		.56	1.13	3.38	3.38	6.19	3.38	6757-000-11
		* * * * DOLLARS	3.99	1.12	3.03	11.4	1.12	2.16		.22	.93		.22	.45	1.30	1.31	2.38	1.31	
		PROFIT MARGIN % .114 CONTRIBUTION $		PROFIT GOAL $		ACTUAL	CONTR	PTS	DT C	V	VOL D	V	P	ICE	DEV	AVG	SELL PR	GOAL LBS	
		YR GOAL CONTRI $ 1.1 CURR	PO	.1			.7		.4		.3			.3			.388	.8	
		SELL PR .100 CURR Y	O	1.1			6.1		5.0		2.1			2.9			.404	10.0	
		HYDRAUL H-9 A PCT																	4550-009-11
		ACRO TITANIUM LEMON GROVE CAL	1.50	-1.13	1.50														00106992
		DOLLARS	.495	.457	.495														
		AIRCO VACUUM MET BERKELEY CA				22.1			5.52		5.57		2.73	5.54				2.73	00243345
		DOLLARS				8.06			2.50		2.15	.04	1.03	1.23				1.03	
		ALUMINUM DIE LOS ANGELES CALIF	2.00	-1.19	2.00														00108197
		DOLLARS	.660	.496	.660														
		ALUMINUM CO CORONA CA	10.0	5.90	10.0	1.09											1.09		00222682
		DOLLARS	4.00	2.39	3.30	.416											.416		
		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
		DOLLARS	39.6	34.1	39.6	19.0		1.79		3.04		2.37	1.22	3.24	1.62	4.86	1.22	3.24	
		TOTAL-ALUMINUM CO OF AMER PITT	130	101	130	52.9		4.4		8.3		6.5	3.3	8.7	4.4	13.1	4.4	8.7	00045063
		**DOLLARS	42.9	35.2	42.9	19.5		1.79		3.04		2.37	1.22	3.24	1.62	4.86	1.63	3.24	
		AMETEK STRAZZA EL CAJON CALIF				-.552					.552								00256846
		DOLLARS				.224					.224								
		ANADITE INC LOS ANGELES CA	1.00	-1.18	1.00														00225541
		DOLLARS	.330	.357	.330														
		ARMCO STEEL TORRENCE CAL	1.00	-.590	1.00	-.590				.590									10006163
		DOLLARS	.330	.215	.330	.224				.224									
		ARROW DIECAST LOS ANGELES CA	3.00	-2.32	3.00	-.545								.545					10006678
		DOLLARS	.990	.917	.990	.224								.224					
		ARROWHEAD BRASS PR LOS ANGE CA	1.00	-.534	1.00	-1.51		.107	.160					.695	.545				00110175
		DOLLARS	.330	.215	.330	.619		.044	.064					.288	.224				
		ATLANTIC RICHFIELD RICHLAND WA				.411								.161			.250		00262587
		DOLLARS				.171								.061			.110		
		ATLAS SYSTEMS SPOKANE WA				.545											.545		00271470
		DOLLARS				.224											.224		

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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.
		HYDRAUL F-9 A		1970		1971													4550-009-11
		.AVES MFG COMPANY LOS ANGELES CA	1.00	-.590	1.00														00185604
		DOLLARS	.330	.228	.330														
		.BENMITT IND E LOS ANGELES CA				-.545									.545				00265691
		DOLLARS				.224									.224				
		.GERARD METAL CRETRN GARDENA CA	1.00	-.590	1.00	-.545								.545					00196266
		DOLLARS	.330	.224	.330	.224								.224					
	39	.HOLT INDUSTRIES VENICE CA	1.50	-1.34	1.50	-2.94	.267	.482	.552			.552				.545	.545		10038480
		DOLLARS	.495	.534	.495	1.19	.106	.191	.224			.224				.224	.224		
	39	.HOPPING FOUNDRY PASADENA CA				-.150									.150				10038898
		DOLLARS				.064									.064				
	30	.HYDRAULIC AIR EQU PORTLAND OR		.106															00229997
		DOLLARS		.043															
	39	.ITT CONTROLS GLENDALE CA		-1.10															10042100
		DOLLARS		.457															
	30	ITT FED SUPPORT RICHLAND WA		.269		.702				.552		.150							10042151
		DOLLARS		.106		.288				.224		.064							
		TOTAL-INTL TELEPHONE AND TEL N		1.37		.702				.552		.150							00044512
		**DOLLARS		.563		.288				.224		.064							
	39	.MCDONNELL DOUGLAS SANTA MON CA	5.00	-.590	1.00														00210595
		DOLLARS	1.65	.228	.330														
	39	.PAUL MUNROE HYD PICO RIEVER CA				-3.27										3.27			10061164
		DOLLARS				1.22										1.22			
	39	.MUELLER CO BREA CA	4.00	-3.54	4.00	-2.17			1.10					1.09					10055687
		DOLLARS	1.32	1.37	1.32	.896			.448					.448					
	39	.MURDOCK INC GARDENA CA	10.0	-2.86	10.0														10055784
		DOLLARS	3.30	2.23	3.30														
	39	.NORRIS INDUSTRIES LOS ANGELES	4.00	-3.54	4.00														10058015
		DOLLARS	1.32	1.36	1.32														
	39	.NOR AMER ROCKWELL EL SEGUN CA	5.00			-2.18									1.09	1.09			10058066
		DOLLARS	1.65			.895									.448	.448			
		.NORTHRUP CORP HAWTHORNE CA		-.106															10058376
		DOLLARS		.043															
	30	.OMARK IND PORTLAND OREGON		.590															10090687
		DOLLARS		.229															

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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.
		SYDEAUL E-9 A		1970		1971													4550-009-11
	40	.OREGON STEEL MILLS PORTLAND OR	25.0	31.0	25.0	70.2	3.1	6.3		6.6		8.2	6.5	13.1	9.8	7.6	3.3	4.9	10059461
		DOLLARS	8.25	12.9	8.25	27.9	1.31	2.62		2.62		3.25	2.62	5.25	3.90	3.02	1.31	1.94	
		.OVERTON FOUNDRY SO GATE CA	1.00	.550	1.00	.552					.552								10059771
		DOLLARS	.330	.228	.330	.224					.224								
		.PARKER HANNIFIN CORP IRVINE CA		.054															00225703
		DOLLARS		.021															
		.S P PFLEGER NEW PORT BEACH CA		.106		.420			.107		.107	.106						.100	00235741
		DOLLARS		.043		.172			.043		.042	.044						.043	
		.POMONA DIECAST POMONA CA				.207		.107								.100			00247286
		DOLLARS				.086		.043								.043			
		.PRECISION SHEET METAL LA CA				.552								.552					00261785
		DOLLARS				.224								.224					
		.RIDGE FOUNDRY SAN LEANDRO CA	8.00	6.39	8.00														10068169
		DOLLARS	2.64	2.51	2.64														
		.SWEDLOW GARDEN GROVE CA		.054															10077311
		DOLLARS																	
		.COLLIER CARBON CALLENDER CA	1.00	1.07	1.00														10017742
		DOLLARS	.330	.440	.330														
		.UNITED STATES BORAX BORON CAL	1.00	1.71	1.00														10083710
		DOLLARS	.330	.680	.330														
		.WESTERN OVERHEAD PORTLAND OR		1.14															00235482
		DOLLARS		.452															
		.WYNN OIL CO AZUSA CALIFORNIA		.267															10092434
		DOLLARS		.106															
		TOTAL PRODUCT * * * * * POUNDS	207	168	198	164	3.6	3.1	7.4	16.0	6.8	15.6	12.5	30.9	16.5	25.7	9.0	16.5	4550-009-11
		* * * * * DOLLARS	68.3	51.4	65.3	52.8	1.4	1.2	3.9	6.1	2.6	6.0	4.9	11.2	6.5	9.8	3.5	6.3	
		MARGIN $ .151		CONTRI $		ACTUAL CONTRI $													
		YR GOAL CONTRI $ 29.9 CURR	0	3.0		3.3			.3		.6		.8			.380		20.1	
		SELL PR .330 CURR Y	0	29.9		33.5			3.7		5.2		8.9			.384		198.0	

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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.
		PYDRAUL 65-PYDRAUL 10L																	6735-100-11
		.SARGENT IND HUNTINGTON PK CA				.091							.091						10070890
		DOLLARS				.055							.055						
		.UNITED STATES STEEL GENEVA UT				4.99	4.99												00156256
		DOLLARS				2.80	2.80												
		TOTAL PRODUCT * * * * * POUNDS				5.09	4.99						.09						6735-100-11
		* * * * *DOLLARS				2.86	2.80						.06						
		PROFIT MARGIN $ .256	CONTRI COST $			ACTUAL CONTRI $			DOLLAR DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		CURR YR GOAL CONTRI $ .0	.0			.0			.0		.0		.0		.000		.0		
		SELL PR .000 CURR YR	.0			1.3			1.3		1.3		.0		.567		.0		
		PYDRAUL 65E																	6120-065-11
		.WITHROW DIE CAST N HOLLYWOOD CA				3.00	3.00												00094013
		DOLLARS				.891	.891												
		TOTAL PRODUCT * * * * * POUNDS				3.00	3.00												6120-065-11
		* * * * *DOLLARS				.891	.891												
		PROFIT MARGIN $ .100	CONTRI COST $			ACTUAL CONTRI $			DOLLAR DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		CURR YR GOAL CONTRI $ .0	.0			.0			.0		.0		.0		.000		.0		
		SELL PR .000 CURR YR	.0			.3			.3		.3		.0		.297		.0		
		PYDRAUL 135 PCB																	4592-135-11
		.AIRCO VACUUM MFT BERKELEY CA	24.0	2.69	24.0	9.15	2.69	2.69	3.77										00243345
		DOLLARS	6.09	.770	6.09	2.60	.77	.77	1.06										
		.ANACONDA CO COLUMBIA FALLS MT	19.0																00187720
		DOLLARS	3.41																
		.ARCTURUS MFG CORP OXNARD CALIF	1.50	1.09	1.50														00182699
		DOLLARS	.381	.302	.381														
		.CRIST MACHINERY ALBUQUERQUE NM				.588			.588										00251011
		DOLLARS				.183			.183										
		.HYDRANAUTICS STS PENABLANCA NM	10.0	41.5	10.0														00222690
		DOLLARS	2.54	9.62	2.54														
		.JURGENSON STEEL SEATTLE WA	10.0		5.00														00221961
		DOLLARS	2.54		1.27														

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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.
		HYDRAUL 135		1970		1971													4592-135-1
		.REYNOLDS METALS LONGVIEW WA																	10067863
		DOLLARS																	
		.HUMBLE OIL REF BENICIA CA																	00165379
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	4592-135-1
		* * * * *DOLLARS																	
		PROFIT MARGIN $ .080		CONTRI GOAL $		ACTUAL	CONTRIB$		DOL DEV		VOL DEV	V PRICE DEV			AVG SELL PR		GOAL LBS		
		TOT YR GOAL CONTRI $ 8.8 CURR YTD		.7			.0		.7-		.7-	.0							
		GOAL SELL PR .264 CURR YTD		8.9			2.1		6.8-		7.2-	.5				.277		10.5	
		HYDRAUL 135-A PCT																	4592-136-1
		.MAGNA COPPER SAN MANUEL ARIZ				2.11									2.11				00256803
		DOLLARS				.637									.637				
		.HUMBLE OIL REF BENICIA CA				23.2						5.28	5.27				6.32	6.32	00165379
		DOLLARS				6.65						1.51	1.51				1.81	1.81	
		TOTAL PRODUCT * * * * * POUNDS				25.3						5.28	5.27		2.11		6.32	6.32	4592-136-1
		* * * * *DOLLARS				7.29						1.51	1.51		.64		1.81	1.81	
		PROFIT MARGIN $ .080		CONTRI GOAL $		ACTUAL	CONTRIB$		DOL DEV		VOL DEV	V PRICE DEV			AVG SELL PR		GOAL LBS		
		TOT YR GOAL CONTRI $ .0 CURR YTD		.5			.5		.5		.5	.0				.287		.0	
		GOAL SELL PR .000 CURR YTD		.0			2.0		2.0		2.0	.0				.288		.0	
		HYDRAUL 150-A PCT																	4591-151-1
		.ALUMINUM CO MALAGA WA	25.0	23.9	25.0	20.3	2.55	2.55		5.09	5.05				5.05				10002958
		DOLLARS	10.1	10.4	10.1	8.53	1.08	1.09		2.16	2.11				2.11				
		.AMERICAN SMELTING SAN FRAN CA	2.00	1.65	2.01	.470							.940		.470				10004969
		DOLLARS	.810	.70	.810	.228							.456		.229				
		.ARMCO STEEL PORT HUENEME CALIF	25.0		25.0														00155802
		DOLLARS	10.1		10.1														
		.BALL BROS EL MONTE CA		-.505															10008123
		DOLLARS		.232															
		.BETHLEHEM STEEL SEATTLE WA	25.0	23.4	25.0	26.9		5.09	2.55	7.62		3.82		5.05		.27	2.53		10009596
		DOLLARS	10.1	10.5	10.1	12.8		2.26	1.13	3.36		1.57		2.24		1.12	1.12		

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HYDRAUL 150-A

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.
		HYDRAUL 150-A																	4591-151-1
	30	.BOEING CO AIRP DIV EVERETT WAS	3.00	2.84	3.00														00158356
		DOLLARS	1.22	.729	1.22														
		.CONTINENTAL-EMSCO COMMERCE CA	5.00	-3.58	5.00														00183350
		DOLLARS	2.03	1.53	2.03														
	30	.AEROJET LIQ ROCK SACRAMENTO CA	2.30	1.88	2.30														00230421
		DOLLARS	.932	.910	.932														
	30	.INTERMARINE SERVICES SANPED CA				-4.07		4.07											00249653
		DOLLARS				1.81		1.81											
	30	.KAISER ALUMI MEAD WA	25.0	28.5	25.0	16.7	3.05	3.05			3.02					3.03	2.02	2.53	10043379
		DOLLARS	10.1	12.7	10.1	7.51	1.36	1.36			1.36					1.36	.93	1.13	
	30	.AUTO CONTROL LAB LOS ANGELES CA				-1.02			1.02										00253367
		DOLLARS				.464			.464										
	30	.REMCO HYDRAULICS WILLITS CALIF	5.00	6.11	5.00														00181501
		DOLLARS	2.03	2.71	2.03														
	30	.REPUBLIC SUPPL LONG BEACH CA	6.00	-4.31	6.00	-1.52							1.52						00176230
		DOLLARS	2.43	1.94	2.43	.697							.697						
	30	.RUCKER CONTROL SUP BERKELEY CA				13.6										2.0		11.6	00136840
		DOLLARS				6.06										.91		5.16	
	30	RUCKER CO BERKELEY CA		1.02															10069090
		DOLLARS		.464															
		TOTAL-RUCKER CO OAKLAND CA		1.02		13.6										2.0		11.6	00046728
		**DOLLARS		.464		6.06										.91		5.16	
	30	.SANTA FE MARINE PT HUENEME CA	2.00	-2.56	2.00														00177202
		DOLLARS	.810	1.16	.810														
	30	.SANTA FE MARINE SANTA BARBR CA				-2.02					2.02								00256374
		DOLLARS				.929					.929								
	30	.SHELL OIL CO DOMINGUEZ CALIF				1.02	1.02												00155640
		DOLLARS				.464	.464												
	30	SHELL OIL WILMINGTON CAL	2.00	-.71	2.00														10072506
		DOLLARS	.810	2.97	.810														
		TOTAL-SHELL OIL NYC NY	2.00	6.71	2.00	1.02	1.02												00045284
		**DOLLARS	.810	2.97	.810	.464	.464												
	30	.JOE STITE INC WILLITS CALIF		3.56															00182494
		DOLLARS		1.53															

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...ES CORP. ... SPECIALTY PRODUCTS FOR DEC 1971 PAGE 494
...ION MANAGER PRODUCT/CUSTOMER REPORT

...S. HAWLEY -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.
		PYDRAUL 150-A		1970		1971													4591-151-11
		.THIOKOL CHEM THIOKOL UTAH				.505											.505		00269786
		DOLLARS				.232											.232		
		.UNITED STATES STEEL [illegible]	[illegible]	2.55	4.00														00156256
		DOLLARS	1.62	1.13	1.62														
		US STEEL HORSE CANYON UTAH	5.00	2.04	5.00	2.02				2.02									00198161
		DOLLARS	2.03	.929	2.03	.929				.929									
		TOTAL-UNITED STATES STEEL NYC	9.00	4.58	9.00	2.02				2.02									00047724
		**DOLLARS	3.65	2.06	3.65	.929				.929									
		.TADCO CORP RICHLAND WASH				3.03									3.03				00264431
		DOLLARS				1.39									1.39				
		.WESTERN GEAR CORP EVERETT WA				.329							.188	.141					10088852
		DOLLARS				.154							.088	.066					
		TOTAL PRODUCT * * * * * POUNDS	136	115	136	93.5	6.6	14.0	4.6	14.7	10.1	3.8	2.6	5.2	7.6	5.3	5.1	14.1	4591-151-11
		* * * * *DOLLARS	55.2	50.8	55.2	42.2	2.71	6.51	1.60	6.45	4.48	1.57	1.24	2.31	3.27	3.39	2.28	6.29	
		PYDRAUL A 200 PCB																	4595-200-11
		.AGRI CRAFT CO INC CAMPBELL CA		-.050															00184721
		DOLLARS		.019															
		.ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002958
		DOLLARS	1.04	1.10	1.04														
		ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002966
		DOLLARS	7.76	8.49	7.76														
		TOTAL-ALUMINUM CO OF AMER PITT	34.0	34.8	34.0														00045063
		**DOLLARS	8.80	9.59	8.80														
		.BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10009596
		DOLLARS	3.88	4.53	3.88	1.49	.932					.559							
		.DURRUM INSTRUMENTS PALOALTO CA				.177				.177									00254878
		DOLLARS				.056				.056									
		.HANNA NICKLE SMELT RIDGEFIELD	30.0	36.1	30.0	15.5	5.16	5.16	5.16										10036747
		DOLLARS	7.76	10.6	7.76	4.54	1.51	1.51	1.51										
		.HIGLE INDUSTRIES SUNNYVALE CAL	1.00	.445	1.00														00185639
		DOLLARS	.259	.116	.259														
		.IBM CORP SAN JOSE CA				.059		.059											10041082
		DOLLARS				.017		.017											

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CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

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-IN THOUSANDS OF POUNDS ALL 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.
		CY GRADE A 200																	4595-200-11
		.KAISER ALUM & CH PLEASANTON CA	1.00	2.58	1.00	1.29				1.29									00213047
		DOLLARS	.259	.778	.259	.389				.389									
		KAISER ALUM MEAD WA		2.58															10043379
		DOLLARS		.389															
		KAISER ALUM-CHEM TACOMA WASH	8.00	6.45	9.00	1.29			1.29										00154296
		DOLLARS	2.07	1.95	2.07	.389			.389										
		KAISER ALUM TRENTWOOD WA	20.0	12.9	20.0														10043336
		DOLLARS	5.18	3.73	5.18														
		TOTAL-KAISER INDUST PAR OAKLAN	29.0	19.4	29.0	2.58			1.29	1.29									00045616
		**DOLLARS	7.51	5.77	7.51	.778			.389	.389									
		.KAWECKI CHEM WENAT WASH	8.00	6.45	8.00														10043557
		DOLLARS	2.07	1.95	2.07														
		.LOCKHEED AIRCRAFT REDLANDS CA	3.00	2.58	3.00														10046688
		DOLLARS	.776	.778	.776														
		.MCDONNELL DOUGLAS SANTA MON CA				1.94					1.94								00210595
		DOLLARS				.583					.583								
		.JAK MFG LOS ANGELES CA	1.00	.645	1.00	.645				.645									10058775
		DOLLARS	.259	.194	.259	.194				.194									
		.PETROTOMICS CO SHIRLY BASIN WY		.645															00242721
		DOLLARS		.194															
		.THOMPSON-HAYWARD FRESNO CA	1.00	.645	1.00														00140783
		DOLLARS	.259	.194	.259														
		.PRECISION CAST PARTS PORTLAN C	1.00	.590	1.00														00227080
		DOLLARS	.259	.186	.259														
		.SHERIDAN GRAY HUNTINGTEN PK CA	10.0	3.23	10.0														10072603
		DOLLARS	2.59	.972	2.59														
		.TOLO COMPANY LOS ANGELES CALIF	1.00	.645	1.00														00182222
		DOLLARS	.259	.194	.259														
		.TOLO INC SANTA ANACA				.645	.645												00140910
		DOLLARS				.194	.194												
		.VERSAFORM INDUSTR GARDENA CA	4.00	2.58	4.00														00182982
		DOLLARS	1.04	.778	1.04														
		TOTAL PRODUCT * * * * * DOLLARS	134	124	139	26.4	9.03	5.22	6.45	2.11	1.94	1.64							4595-200-11
		* * * * * DOLLARS	45.7	35.1	45.7	7.85	2.69	1.53	1.40	.64	.58	.50							

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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.
		SYDMAUL A-200B PCT		1970		1971													4555-300-11
1	30	.ALUMINUM CO MALAGA WA				.541					.541								10002958
		DOLLARS				.173					.173								
1	60	ALUMINUM CO VANCOUVER WA				33.5				5.40		4.33	5.41	5.41	6.49		6.49		10002966
		DOLLARS				10.8				1.73		1.43	1.73	1.73	2.07		2.07		
		TOTAL-ALUMINUM CO OF AMER PITT				34.1				5.40	.54	4.33	5.41	5.41	6.49		6.49		00045063
		**DOLLARS				10.9				1.73	.17	1.43	1.73	1.73	2.07		2.07		
1	30	.BARON-BLAKESLEE SANTA FE SP CA				.200								.200					00262633
		DOLLARS				.074								.074					
1	30	.BETHLEHEM STEEL SEATTLE WA				9.11				2.70						2.71	2.71		10009596
		DOLLARS				2.79				.932						.931	.931		
1	30	.HANNA NICKLE SMELT RIDDLE OR				50.3				4.3		4.3	4.3		8.7	4.3		24.3	10036747
		DOLLARS				17.0				1.51		1.51	1.51		3.02	1.51		7.90	
1	60	.KAISER ALUM & CH PLEASANTON CA				.541									.541				00213047
		DOLLARS				.186									.186				
1	30	KAISER ALUM TRENTWOOD WA				5.41										5.41			10043336
		DOLLARS				1.86										1.86			
		TOTAL-KAISER INDUST PAR OAKLAN				5.95									.54	5.41			00045616
		**DOLLARS				2.05									.19	1.86			
1	30	.KAWECKI CHEM WENAT WASH				1.09				1.09									10043557
		DOLLARS				.389				.389									
1	39	.MAGNA COPPER SAN MANUEL ARIZ				3.79					1.09				2.70				00256803
		DOLLARS				3.03					.39				2.64				
1	39	.OAK MFG LOS ANGELES CA				.541										.541			10058775
		DOLLARS				.194										.194			
1	60	.THOMPSON-HAYWARD FRESNO CA				.541										.541			00140783
		DOLLARS				.194										.194			
1	60	.TOLEDO ENGINEERING MADERA CA		.118															00242829
		DOLLARS		.037															
		TOTAL PRODUCT * * * * * POUNDS		.118		105				13.5	1.6	8.7	9.7	5.6	18.4	13.5	9.2	24.3	4555-300-11
		* * * * * *DOLLARS		.037		36.6				4.36	.56	2.94	3.24	1.80	7.93	4.69	3.01	7.90	
PRO		11 MARGIN $ .044		COST		TOTAL	CONT	PTS		QT DEV		VOL DEV		PRICE	DEV	AVG	SELL	PP	GOAL LBS
PRO		YR GOAL CONTRI $ .0 CURR		.0			1.1			1.1		1.1		.0			.324		.0
PRO		SELL PR .000 CURR Y		.0			4.6			4.6		4.6		.0			.350		.0

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CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC.
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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.
		PYRAUL 230 PCB		1970		1971													4597-230-11
		.BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														00150797
		DOLLARS	.562	.319	.502														
		.CICH MFG CO CORONA CALIF																	00161330
		DOLLARS		.016															
		TOTAL PRODUCT- * * * * POUNDS	2.00	1.05	2.00														4597-230-11
		* * * * DOLLARS	.562	.335	.502														
		GP MARGIN $ .114	CONTROL GOALS			ACTUAL	CONTROLS		QTY DEV		VOL DEV		PRICE DEV		AVG SELL PR GOAL LOS				
		YR GOAL CONTRI $ .2 QUOTA		.0			.0		.0		.0		.0		.000			.2	
		SELL PR .251 QUOTA		.2			.0		.2-		.2-		.0		.000			2.0	
		PYRAUL 312 PCB																	6760-312-11
		.A & A DIE CAST LOS ANGELES CA	15.0		15.0														00196061
		DOLLARS	10.5		3.43														
		.ACME MACHINE WORKS SPOKANE WA	.600	.500	.600														00234915
		DOLLARS	.137	.194	.137														
		.AJAX HR MFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00			2.00			.022-							00230243
		DOLLARS	6.86	5.25	6.86	.594			.616										
		.ARNOLD ENGINEER FULLERTON CA	.500	.323	.500	.093					.093								00110124
		DOLLARS	.114	.199	.114	.030					.030								
		.ALLOY DIE CASTING BUENA PK CAL	30.0	2.50	30.0														00187569
		DOLLARS	6.86	.743	6.86														
		.ALUMINUM FORGE SANTA ANA CALIF		6.50															00148156
		DOLLARS		1.92															
		.AMREIT IND GLENDALE CA	3.00	2.00	3.00	1.50	.500		.500	.500									10003059
		DOLLARS	.686	.616	.686	.462	.154		.154	.154									
		.AMERICAN PORTABLE EUGENE OR	25.0	13.5	25.0														10004837
		DOLLARS	5.72	4.01	5.72														
		.AMERON STEEL ETIWANDA CA	60.0	29.0	60.0	10.5				5.00		5.50							00196142
		DOLLARS	13.7	8.48	13.7	3.06				1.46		1.60							
		.ANSEN AUTOMOTIVE GARDENA CA	6.00	4.00	6.00														00196614
		DOLLARS	1.37	1.23	1.37														
		.BOEING CO SO SEATTLE WASH	1.00																00045802
		DOLLARS	22.9																

CONTINUOUS INTERLEAVED © MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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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.
		HYDRAUL 312																	6760-312-1
		.CERRO COP - BASS NEWARK CA	.600	.500	.600	1.00					.500		.500						10015227
		DOLLARS	.137	.154	.137	.308					.154		.154						
		.W L CHAPMAN CITY OF INDUSTRY CA	20.0		20.0														00220922
		DOLLARS	9.15		4.59														
		.AGM BRAKES CAST CLOVERDALE CA	12.0	11.0	12.0	3.00	1.00		2.00										00153761
		DOLLARS	2.75	3.36	2.75	.924	.308		.616										
		.COMMERCIAL DIE CASTING LA CA	10.0																00114782
		DOLLARS	2.29																
		.CONTINENTAL CAN SANTA ANA CA		1.00															00242268
		DOLLARS		.308															
		.L M COX MANUFACTUR SANTA AN CA	5.00	3.50	5.00														00115401
		DOLLARS	1.14	1.04	1.14														
		.CROWN CITY DIE CAST PASADEN CA	10.0																00196126
		DOLLARS	2.29																
		.DELMAR DIE CSTG GARDENA CALIF	1.00	1.00	1.00	.990				.500				.490					00170054
		DOLLARS	.229	.308	.229	.308				.154				.154					
		.DIE CASTING PROD GARDENA CA	15.0																00196134
		DOLLARS	3.43																
		.DIECAST MFG SOUTH ELMONTE CA	5.00	2.00	5.00	.490									.490				00220116
		DOLLARS	1.14	.496	1.14	.154									.154				
		.DOW CHEM TORRANCE CAL	2.00	4.50	2.00	3.00			3.00										10022843
		DOLLARS	.458	1.39	.458	.891			.891										
		DOW CHEM CO ROCKY COL	7.50	5.00	7.50														10022959
		DOLLARS	1.72	1.39	1.72														
		TOTAL-DOW CHEM MIDLAND MICH	9.50	9.50	9.50	3.00			3.00										10022908
		**DOLLARS	2.17	2.73	2.17	.891			.891										
		.DRUMHELLER TOOL & DIE TUJUNGA	1.00	.500	1.00	.500			.500										00234192
		DOLLARS	.229	.154	.229	.154			.154										
		.EL MONTE TOOL-DIE EL MONTE CA	30.0		15.0														00196150
		DOLLARS	6.86		3.43														
		.ELEC PRODS-MADLAND REDS LA CA	15.	8.00	15.0														00219290
		DOLLARS	3.43	2.46	3.43														
		.ESCO CORP PORTLAND OR				.500	.500												00248509
		DOLLARS				.154	.154												

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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.
		CY-DRAUL 312																	0760-312-11
		.FRASER MACHINE PROD SUNNYVALE CA																	00231622
		DOLLARS																	
		.GM-DELCO BATTERY ANAHEIM CA																	10032911
		DOLLARS																	
		.GLN ELEC SAN JOSE CA																	10031117
		DOLLARS																	
		.HARVEY ALUMINUM TORRANCE CA																	10037050
		DOLLARS																	
		HARVEY ALUMINUM DALLAS OREGON																	10037042
		DOLLARS																	
		HARVEY ALUM CLIFFS WA																	00252077
		DOLLARS																	
		TOTAL-HARVEY ALUM TORRANCE CAL																	10037050
		*DOLLARS																	
		.HARVILL MACHINE COMONA CA																	00253995
		DOLLARS																	
		HARVILL MACHINE PERRIS CA																	00170461
		DOLLARS																	
		TOTAL-HARVILL MACHINE PERRIS C																	00170461
		*DOLLARS																	
		.HEWLETT-PACKARD PALO ALTO CA																	00153974
		DOLLARS																	
		.HONEYWELL INC GARDENA CA																	10038529
		DOLLARS																	
		.HYATT-DIE CASTING - ENG CYPR CA																	00151378
		DOLLARS																	
		.INTL CAST PROD GARDENA CA																	10041171
		DOLLARS																	
		.IRECO INDUSTRIES EUGENE OR																	00243426
		DOLLARS																	
		.ITT CANNON ELE SANTA ANA CA																	10042127
		DOLLARS																	
		ITT CONTROLS GLENDALE CA																	10042100
		DOLLARS																	

DSW 313797

PAPER PATD BY N C R. CO. NCR BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

STLCOPCB4054881

G2142-3

-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.
		HYDRAUL 312		1970		1971													6760-312-11
		TOTAL-INTL TELEPHONE AND TEL N	55.0	75.1	65.0	2.50				2.50									00044512
		**DOLLARS	14.9	18.1	14.9	.743				.743									
1	32	.KAISER ALUM-CHEM TACOMA WASH		1.00															00154296
		DOLLARS		.309															
1	34	.KENCO DIE CAST GARDENA CA	2.00	1.00	2.00														10043786
		DOLLARS	.458	.309	.458														
1	34	.LANSCO DIECASTING S ELMONTE CA	15.0	4.50	5.00														00156590
		DOLLARS	3.44	1.39	1.14														
1	34	.LOCKHEAD CALIF BURBANK CA	20.0																10046742
		DOLLARS	4.58																
1	34	.LOS ANGELES DIE LOS ANGELES CA	25.0	17.0	25.0	5.95		1.50		3.60	1.50	1.50		2.45					00127906
		DOLLARS	5.72	4.39	5.72	2.07		.462		.879	.446	.446		.729					
1	34	.MCCULLOCH CORP LOS ANGE CA	10.0	4.50	10.0	4.00	1.50			2.50									00128805
		DOLLARS	2.29	1.39	2.29	1.20	.454			.743									
1	34	MCCULLOCH CORP SANTE FE SPR CA				1.50			1.50										00253847
		DOLLARS				.462			.462										
		TOTAL-MCCULLOCH CORP LOS ANGE	10.0	4.50	10.0	5.50	1.50		1.50	2.50									00128805
		**DOLLARS	2.29	1.39	2.29	1.66	.454		.462	.743									
1	34	.DEXTER CHEM MIDLAND LOS ANG CA		2.00															10048052
		DOLLARS		.616															
1	34	.MOEN MACH WKS SANTA FE SPGS CA		5.00															00185515
		DOLLARS		1.51															
2	34	.PAUL MONROE HYD PICO RIEVER CA	2.00	1.50	2.00														10061164
		DOLLARS	.458	.493	.458														
1	34	.NATL METALLURG SPRINGFIELD OR	2.00	2.00	2.00	1.00		1.00											00224472
		DOLLARS	.458	.616	.458	.308		.433											
1	34	.NEUSCHUTZ ENG LOS ANGE CA	5.00	4.00	5.00	1.00				.500		.500							00131458
		DOLLARS	1.14	1.22	1.14	.308				.154		.154							
1	34	.ORANGE CNTY DIECST SNTA ANA CA	5.00	5.00	5.00														00180491
		DOLLARS	1.14	1.42	1.14														
1	34	.OREGON STEEL MILLS PORTLAND OR		2.50															10059461
		DOLLARS		2.80															
1	34	.PEGO MFG CO INC PORTLAND OR				2.00			1.00		1.00								00228575
		DOLLARS				.616			.308		.308								

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PAPER PATD BY N.C.R. CO. 33 MOORE BUSINESS FORMS, INC. CONTINUOUS INTELLAFED ®

STLCOPCB4054882

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FOR DEC 1971 PAGE 501

-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.
		YORAUL 312																	6760-312-1
		PHILLIPS DIE SANTAFE SPRING CA				-.500			.500										00244104
		DOLLARS				.154			.154										
		PTE CORPORATION SAN JOSE CA		.150															00219746
		DOLLARS		.044															
		PUGET DIE CASTING TACOMA WA		2.50															10065100
		DOLLARS		.770															
		RANGER DIE CAST LYNWOOD CA	5.00	-4.00	5.00	-2.00			1.00		1.00								10066336
		DOLLARS	1.14	1.23	1.14	.616			.308		.308								
		SAMSONITE CORP DENVER CO	19.0																00221384
		DOLLARS	5.43																
		SAN JOSE DIE CSTG SAN JOSE CA	5.00	.500	1.00														00184632
		DOLLARS	1.14	.154	.229														
		HUBBELL LIGHTING DV BURBANK CA	3.00	-3.00	3.00	-2.00	1.00			1.00									10072077
		DOLLARS	.686	.924	.686	.616	.308			.308									
		SKAGIT CO RP SEDRO WOOLLEY WA		.546															00236306
		DOLLARS		.170															
		S K S CASTING CO BERKELEY CAL	2.00	1.00	2.00	1.00					1.00								00193631
		DOLLARS	.458	.308	.458	.308					.309								
		SPARTAN CASTINGS BUENA PARK CA	1.50	-1.50	1.50	-1.00					.500		.500						00236969
		DOLLARS	.343	.462	.343	.308					.154		.154						
		SPEEDMASTER ENG SAN LEANDRO CA	10.0																00195693
		DOLLARS	2.29																
		STEARNS-ROGER CO RP DENVER CO		.500															00236381
		DOLLARS		.146															
		UNIVERSAL DIE CAST VERNON CA	8.00																00194883
		DOLLARS	1.83																
		U S STEEL TORRANCE CALIFORNIA	100		100														00220965
		DOLLARS	22.9		22.9														
		VALLEY IRON & STEEL EUGENE OR	1.00	.500	1.00														00225762
		DOLLARS	.229	.154	.229														
		PEAT DIV-WHITTAKER N HOLLYWOOD CA	40.0	-5.00	40.0	-5.48		.50	4.00					.98					00193089
		DOLLARS	9.15	1.79	9.15	1.69		.15	1.23					.31					
		WITHROW DIE CAST N HOLLYWOOD CA	20.0	-17.5	20.0	-2.50	2.50												00094013
		DOLLARS	4.58	5.25	4.58	.446	.446												

DSW 313799

PAPER PATD BY M.C.R. CO. CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC.

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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.
		HYDRAUL 312		1970		1971													6760-312-11
		.A J ARBOA CO PORTLAND OR	1.	.506	1.00														00231940
		DOLLARS	.229	.154	.229														
		TOTAL PRODUCT * * * * * DOLL	1.11	506	766	98.2	16.0	10.3	21.2	29.	10.1	4.5	1.0	6.4	.5				6760-312-11
		* * * * * DOLLARS	.229	154	173	29.7	4.51	3.03	6.71	8.74	3.02	1.29	.31	1.96	.15				
		GROSS PROFIT MARGIN $ .106	GROSS PROFIT			ACTUAL	CONTRIB$		DOLLAR DEV		VOL DEV	PRICE	DEV	AVG	SELL	PR.	GOAL LBS		
		LAST YR GOAL CONTRIB % 70.8	CURR.				.0		6.6-		6.6-		.0		.000		62.0		
		AVG SELL PR .229	CURR. V				17.7		61.2		68.4-		7.3		.303		743.7		
		HYDRAUL 312-A pct																	6761-313-11
		.AJAX MS MFG CITY INDUSTRY CA				10.0						2.50	2.50			2.50		2.50	00230243
		DOLLARS				2.97						.743	.743			.743		.743	
		.ARNOLD ENGINEER FULLERTON CA				.184											.184		00110124
		DOLLARS				.059											.059		
		.AMBRIT IND GLENDALE CA				1.00							.500		.500				10003059
		DOLLARS				.308							.154		.154				
		.AMERON STEEL ETIWANDA CA				37.4					4.0		4.0	4.4	5.0	10.0	5.0	5.0	00196142
		DOLLARS				10.8					1.17		1.17	1.17	1.46	2.92	1.46	1.46	
		.ANSEN AUTOMOTIVE GARDENA CA				4.00					1.00	1.00	1.00			1.00			00196614
		DOLLARS				1.23					.308	.308	.308			.308			
		.ARROW DIECAST LOS ANGELES CA				4.50							2.50	1.50			.50		10006678
		DOLLARS				1.36							.743	.462			.154		
		.CERRO COP - BRASS NEWARK CA				2.00								1.00		1.00			10015227
		DOLLARS				.616								.308		.308			
		.MGM BRAKES CAST CLOVERDALE CA				6.00					1.00	1.00	1.00	1.00		1.00	1.00		00153761
		DOLLARS				1.85					.308	.308	.308	.308		.308	.308		
		.CONTINENTAL CAN SANTA ANA CA				.500											.500		00242268
		DOLLARS				.154											.154		
		.C M COX MANUFACTUR SANTA AN CA				.500						.500							00115401
		DOLLARS				.154						.154							
		.DOW CHEM TORRANCE CAL				3.00									3.00				10022843
		DOLLARS				.891									.891				
		.GM-DELCO BATTERY ANAHEIM CA				18.0							6.00	6.00			6.00		10032911
		DOLLARS				5.25							1.75	1.75			1.75		

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CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. * 22 PAPER PATD BY N.C.R. CO.

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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.
		HYDROIL 312-A																	6761-313-11
		.HARVEY ALUMINUM TORRANCE CA				7.50								7.50					10037050
		DOLLARS				2.19								2.19					
		HARVEY ALUMINUM DALLAS OREGON				1.00								.500	.500				10037042
		DOLLARS				.308								.154	.154				
		HARVEY ALUM CLIFFS WA				27.5						24.5						3.0	00252077
		DOLLARS				8.04						7.15						.89	
		TOTAL-HARVEY ALUM TORRANCE CAL				36.0						24.5		8.0	.5			3.0	10037050
		**DOLLARS				10.5						7.15		2.34	.15			.89	
		.HARVILL MACHINE LYNWOOD CA				3.00									3.00				00264156
		DOLLARS				.891									.891				
		.HEWLETT-PACKARD PALO ALTO CA				5.00				2.50		2.50							00153974
		DOLLARS				1.49				.743		.743							
		.HYATT DIE CASING - ENG CYPR CA				7.50					2.00		2.50			1.50	1.50		00151378
		DOLLARS				2.23					.616		.743			.462	.462		
		.HYDRO CONDUIT CORONA CALIF				4.50					1.00					1.00	2.50		00256781
		DOLLARS				1.36					.308					.308	.743		
		.INTL CAST PROD GARDENA CA				3.50								.50	1.00	2.00			10041171
		DOLLARS				1.08								.154	.308	.616			
		.IRECO INDUSTRIES EUGENE OR				15.0						4.00			3.00		5.00	3.00	00243426
		DOLLARS				4.43						1.19			.89		1.46	.89	
		.ITT CANNON ELE SANTA ANA CA				5.00									2.50	2.50			10042127
		DOLLARS				1.49									.743	.743			
		ITT CONTROLS GLENDALE CA				33.1							33.1						10042100
		DOLLARS				7.69							7.69						
		TOTAL-INTL TELEPHONE AND TEL N				38.1							33.1		2.5	2.5			00044512
		**DOLLARS				9.17							7.69		.74	.74			
		.JORGENSON STEEL SEATTLE WA				.500						.500							00221961
		DOLLARS				.154						.154							
		.LOS ANGELES DIE LOS ANGELES CA				7.50					1.50				3.00			3.00	00127906
		DOLLARS				2.20					.446				.875			.975	
		.MCCULLOCH CORP LOS ANGE CA				8.00					2.00		2.00				2.00	2.00	00128805
		DOLLARS				2.44					.616		.594				.616	.616	
		.NATL METALLURG SPRINGFIELD OH				3.00					1.00				1.00		1.00		00224472
		DOLLARS				.924					.308				.308		.308		

CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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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.
		HYDRAUL 112-A		1970		1971													6761-313-11
		.HUDSCHEITZ ENG LOS ANGE CA				1.50									.50	1.00			00131458
		DOLLARS				.458									.154	.306			
		.PECO MFG CO INC PORTLAND OR				6.00						1.00		1.00	2.00	1.00		1.00	00228575
		DOLLARS				1.85						.306		.306	.616	.308		.308	
		.RUSSELL LIGHTING DV BURBANK CA				7.00					7.00								10072077
		DOLLARS				2.04					2.04								
		.U S STEEL TORRANCE CALIFORNIA				11.0									4.00		4.00	3.00	00220965
		DOLLARS				2.79									1.02		1.02	.76	
		US STEEL HORSE CANYON UTAH				11.0												11.0	00198161
		DOLLARS				3.72												3.72	
		TOTAL-UNITED STATES STEEL NYC				22.0									4.0		4.0	14.0	00047724
		**DOLLARS				6.51									1.02		1.02	4.48	
		.PEAT DIV-WHITTAKER NORWALK CA				27.0								9.50	3.00	3.50	4.50	6.50	00193089
		DOLLARS				8.07								2.77	.89	1.08	1.34	1.93	
		.WITHROW DIE CAST N HOLLYWOD CA				15.0							2.50	5.00		2.50	5.00		00094013
		DOLLARS				4.46							.74	1.49		.74	1.49		
		TOTAL PRODUCT * * * * * POUNDS				297				2.5	20.5	37.5	57.6	37.9	32.0	30.5	38.7	40.0	6761-313-11
		* * * * *DOLLARS				85.9				.7	6.1	11.1	14.9	11.1	9.3	9.1	11.3	12.2	
PRO	UNIT MARGIN $ .106		CONTRI $		ACTUAL	CONTRI $		QTY DEV		DOL DEV		V PRICE DEV		AVG	SELL PR		GOAL LBS		
YEAR	YR GOAL CONTRI $ .0 CURR		0	.0		4.2		4.2		4.2		.0			.305		.0		
GOAL	SELL PR .000 CURR YR		0	.0		31.5		31.5		31.5		.0			.289		.0		
	HYDRAUL 540-A																		6127-540-11
	.DOW CHEMICAL CO AURORA COL				5.34		2.16			3.18									00183369
	DOLLARS				1.49		.562		.022	.842									
	TOTAL PRODUCT * * * * * POUNDS				5.34		2.16			3.18									6127-540-11
	* * * * *DOLLARS				1.49		.562		.022	.842									
PRO	UNIT MARGIN $ .067		CONTRI $		ACTUAL	CONTRI $		QTY DEV		DOL DEV		V PRICE DEV		AVG	SELL PR		GOAL LBS		
YEAR	YR GOAL CONTRI $ .0 CURR		0	.0		.0		.0		.0		.0			.000		.0		
GOAL	SELL PR .000 CURR YR		0	.0		.4		.4		.4		.0			.267		.0		

PAPER PATD BY M.C.R. CO. 33 MOORE BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

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[illegible] SPECIALTY [illegible] PUR DEC 1 71 PAGE 564
01/12/72 [illegible] PRODUCT/CUSTOMER REPORT

[illegible] -- 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.-GRP.-GP.
		HYDRAUL 540B																	6127-541-11
1	33	.DOW CHEMICAL CO AURORA COL	13.0	9.63	10.0	15.4		4.26					3.54	3.54		4.04			00183369
		DOLLARS	2.15	2.46	2.10	4.21		1.12					.98	.98		1.12			
		TOTAL PRODUCT * * * * * PDUCT	13.	9.63	10.0	15.4		4.26					3.54	3.54		4.04			6127-541-11
		* * * * *DOLLARS	2.15	2.46	2.10	4.21		1.12					.98	.98		1.12			
MR		PT MARGIN $ .667	CON	VOL GOALS		ACTUAL	CONTRI$		DT DEV		VOL DEV		PRICE DEV		AVG	SELL PR		GOAL LBS	
[illegible]		VOL GOAL CONTRI $ .7 CURR	0	.1			.0		.1+		.1-		.0			.000		.8	
[illegible]		SELL PR .210 CURR Y	0	.7			2.0		1.2		.4		1.0			.274		10.0	
		HYDRAUL 625-A PCT																	4594-626-11
18	39	.AIR EQUIP-DRILL BAKERSFIELD CA				1.19	.595					.595							00225436
		DOLLARS				.448	.224					.224							
18	33	.ATLANTIC RICHFIELD NEWCUYMA CA				14.2			7.14			3.57		3.45					00251259
		DOLLARS				5.28			2.62			1.31		1.35					
18	39	ATLANTIC RICHFIELD TUPMAN CA	10.0	7.39	10.0	5.24					1.79							3.45	00110574
		DOLLARS	2.64	2.62	2.64	1.98					.67							1.31	
		TOTAL-ATLANTIC RICHFIELD PHILA	10.0	7.39	10.0	19.4			7.14		1.79	3.57		3.45				3.45	10007178
		**DOLLARS	2.64	2.62	2.64	7.27			2.62		.67	1.31		1.35				1.31	
18	39	.GREAT WEST SUG CO JOHNSTOWN CO				.114			.114										00253707
		DOLLARS				.043			.043										
18	36	.HARVEY ALUMINUM DALLAS OREGON	1.00	1.23	1.00	.575									.575				10037042
		DOLLARS	.264	.448	.264	.224									.224				
18	39	.MOBIL OIL BELRIDGE CA	15.0	18.2	15.0	7.02							3.57			3.45			10053943
		DOLLARS	3.96	6.53	3.96	2.62							1.31			1.31			
18	30	MOBIL OIL DIV LOS ANGELES CA	40.0	-29.2	40.0	-14.3	3.57	3.57		7.14									10054044
		DOLLARS	10.6	10.6	10.6	5.22	1.31	1.31		2.59									
18	39	MOBIL OIL LOST HILLS CA	15.0	12.9	15.0	11.8		1.79		2.98				3.55				3.45	10054052
		DOLLARS	3.96	4.65	3.96	4.39		.67		1.09				1.31				1.31	
18	66	MOBIL OIL MARIPOSA CA				28.1						7.14		3.55	3.45	7.10		6.90	10053986
		DOLLARS				10.4						2.59		1.30	1.30	2.59		2.59	
18	66	MOBIL OIL SAN ARDO CA	4.00	4.80	4.00	2.98				2.98									10054079
		DOLLARS	1.06	1.79	1.06	1.09				1.09									
		TOTAL-MOBIL OIL CORP NYC NY	74.	65.2	74.	64.2	3.6	5.4	13.1		7.1	3.6	7.1	3.5	10.6		10.4	10054443	
		**DOLLARS	19.5	23.4	19.5	23.7	1.31	1.98	4.76		2.59	1.31	2.61	1.30	3.90		3.90		

PAPER PATD BY N.C.R. CO. MOORE BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

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...SPECIALTY PRODUCTS ... FOR DEC 1971 PAGE 506

...SALES MANAGER PRODUCT/CUSTOMER REPORT

...-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.
		HYDRAUL 625-A																	4594-626-1
		.STD OIL INGLEWOOD CA	10.0	1.2	2.00														00138932
		DOLLARS	2.66	.448	.524														
		STANDARD OIL LOS ANG CALIF				.575										.575			00158275
		DOLLARS				.224										.224			
		TOTAL-STAND OIL CALIF SAN FRAN	10.3	1.2	2.00	.575										.575			00046906
		**DOLLARS	2.66	.448	.528	.224										.224			
		.UNION PACIFIC RR CUMMERCE CA		.099															00234249
		DOLLARS		.139															
		TOTAL PRODUCT * * * * * POUNDS	95.0	75.2	87.0	86.0	4.2	5.4	7.3	13.1	1.8	11.3	3.6	10.6	4.0	11.1		13.8	4594-626-1
		* * * * *DOLLARS	25.1	27.1	23.0	31.9	1.54	1.98	2.67	4.78	.67	4.13	1.31	3.95	1.52	4.13		5.22	
PROFIT MARGIN % .113				CENTS	PT GOALS		ACTUAL	CENTS		DT DEV		VOL DEV		PRICE	DEV	AVG	SELL	PR	GOAL LBS
TOT YR GOAL CONTRI $ 9.8 CURR				0	1.5			3.1		1.7		.1		1.6			.378		13.0
GRAL SELL PR .264 CURR Y				0	9.8			18.9		9.1		.1		9.2			.371		87.0
		SANTOSAFE W/G 20																	7901-020-1
		.AIR-DRAULICS CO PHOENIX AZ				1.46											1.46		00270865
		DOLLARS				.299											.299		
		.ALCAN ALUMINUM RIVERSIDE CA	20.0		5.00														10001862
		DOLLARS	4.00		1.00														
		.ALUMINUM CO VERNON CA	35.0																00247332
		DOLLARS	7.00																
		.AMERON STEEL ETIWANDA CA	35.0		5.00	36.3		4.95		4.95	3.96		3.96	3.96	4.85	4.85		4.85	00196142
		DOLLARS	7.00		1.00	7.40		.54		1.07	.86		.86	.86	1.07	1.07		1.07	
		.BARON DIECAST GARDEN GROVE CA	10.0																00247316
		DOLLARS	2.00																
		.BETHLEHEM STEEL LOS ANGEL CA	8.00																00247251
		DOLLARS	1.60																
		.CAL ALLOY CASTING ONTARIO CA	30.0		15.3														00196096
		DOLLARS	6.00		3.00														
		.CF & I STEEL CORPO MINNEQUA CO	80.0		20.0														00112712
		DOLLARS	16.0		4.00														
		.CRESTCON IND CITY OF IND CA	5.00																00247308
		DOLLARS	1.00																

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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.
		SAFETSAFE W/G 20																	7901-020-11
		.DI-CAST MFG SOUTH ELMONTE CA	20.0																00220116
		DOLLARS	4.0																
		.FUTURE PRODUCTS CO PORTLAND OR	20.0		10.0														00195529
		DOLLARS	4.00		2.00														
		.HARVEY ALUMINUM TORRANCE CA	40.0		40.0														10037050
		DOLLARS	8.00		8.00														
		.HONEYWELL INC GARDENA CA	99.0		15.0	56.7	5.1	1.5	3.5	12.4	2.5	2.8	2.5	4.9	7.3	7.3	2.4	4.9	10038529
		DOLLARS	18.0		3.00	12.8	.55	.33	1.09	2.70	.55	1.09	.55	1.09	1.62	1.64	.55	1.09	
		.INTERSTATE ENGINEER ANAHEIM CA	20.0		10.0														00196177
		DOLLARS	4.00		2.00														
		.KAISER STEEL CORP FONTANA CA	150		150														00126721
		DOLLARS	30.0		30.0														
		.KWIKSET ANAHEIM CA	9.00																00247294
		DOLLARS	1.80																
		.LOS ANGELES DIE LOS ANGELES CA	50.0		5.00	23.1		4.99		1.98	.99	2.48	2.48	2.43	1.94	2.97		2.91	00127906
		DOLLARS	10.0		1.00	4.54		.545		.429	.218	.545	.545	.536	.429	.653		.644	
		.MCCULLOCH CORP LOS ANGE CA	30.0	16.6	30.0	34.4	2.0			2.5		2.5	4.5	4.9	2.4	13.2		2.4	00128805
		DOLLARS	6.00	3.80	6.00	7.62	.43			.55		.52	1.01	1.10	.55	2.92		.55	
		.MCDONNELL DOUGLAS SANTA MON CA				.495		.495											00210595
		DOLLARS				.113		.113											
		.MONTGOMERY ELEVAT SAN JOSE CA		.495															00224278
		DOLLARS		.113															
		.MURDOCK INC GARDENA CA		.990		2.94				.495		.495	.495		.970	.485			10055784
		DOLLARS		.218		.678				.113		.113	.113		.226	.113			
		.PECO MFG CO INC PORTLAND OR	10.0	3.96	10.0	8.38		.99	1.49			.99	.99	.99	.97		.99	.97	00228575
		DOLLARS	2.00	.904	2.00	1.91		.226	.338			.226	.226	.226	.226		.226	.218	
		.PHILLIPS DIE SANTAFE SPRING CA		.990															00244104
		DOLLARS		.226															
		.PIONEER DIECAST LOS ANGELES CA	8.00																00247278
		DOLLARS	1.60																
		.POMONA DIECAST POMONA CA	8.00																00247286
		DOLLARS	1.60																
		.RAY MFG LOS ANGELES CA	30.0																00195677
		DOLLARS	6.00																

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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.
		SANTOSAFE W/G 20																	7901-020-1
18	39	.SOULE STEEL CO LONG BEA CA	150	75.0	150	104	14.0	14.0	9.9	14.0	9.9	5.0	5.0	9.8		9.8	4.9	4.9	00138401
		DOLLARS	30.0	23.8	30.0	22.5	3.22	3.22	2.15	3.22	2.15	1.07	1.07	2.15		2.15	1.07	1.05	
1	44	.SPEEDMASTER ENG SAN LEANDRO CA	10.0																00195693
		DOLLARS	2.02																
1	39	.UNITED STATES STEEL GENEVA UT				4.95							4.95						00156256
		DOLLARS				1.07							1.07						
		TOTAL PRODUCT * * * * * POUNDS	850	119	665	272	21.8	27.7	14.9	37.1	17.3	14.1	24.8	27.9	18.4	38.6	9.7	20.9	7901-020-1
		* * * * *DOLLARS	174	25.9	93.0	59.0	4.19	4.97	3.57	8.08	3.77	3.56	5.44	5.96	4.12	8.54	2.14	4.62	
PR		PROFIT MARGIN $ .067		CONTRI GOALS		ACTUAL	CONTRI$		QTY DIV		VOL DIV		PRICE DEV		AVG SELL PR		GOAL LBS		
TOT		YR GOAL CONTRI $ 31.2 CURR	0	6.3			1.9		4.5		4.9-		.5		.222		44.7		
P	31	SELL PR .200 CURR Y	0	31.2			22.9		8.3		12.9-		4.6		.217		65.0		
		SANTOSAFE 300																	7900-300-1
18	39	.U S STEEL TORRANCE CALIFORNIA		15.1		34.5	18.3	3.3		12.9									00220965
		DOLLARS		3.62		8.27	4.40	.78		3.10									
18	39	U S STEEL CORP SOMERSET CO	10.0	16.0	10.0														00216089
		DOLLARS	2.03	3.60	2.03														
18	39	US STEEL HORSE CANYON UTAH	7.50	6.00	7.50														00198161
		DOLLARS	1.52	1.20	1.52														
		TOTAL-UNITED STATES STEEL NYC	17.5	37.1	17.5	34.5	18.3	3.3		12.9									00047724
		**DOLLARS	3.55	8.42	3.55	8.27	4.40	.78		3.10									
		TOTAL PRODUCT * * * * * POUNDS	17.5	37.1	17.5	34.5	18.3	3.3		12.9									7900-300-1
		* * * * *DOLLARS	3.55	8.42	3.55	8.27	4.40	.78		3.10									
PR		PROFIT MARGIN $ .087		CONTRI GOALS		ACTUAL	CONTRI$		QTY DIV		VOL DIV		PRICE DEV		AVG SELL PR		GOAL LBS		
TOT		YR GOAL CONTRI $ 1.5 CURR	0	.1			.0		.1-		.1-		.0		.000		1.5		
P	31	SELL PR .203 CURR Y	0	1.5			4.3		2.8		1.5		1.3		.240		17.5		

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CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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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.
		SANTOTRAC 50																	7905-050-11
		.FLOYD DRIVES DENVER CO				.005											.005		00265268
		DOLLARS				.007											.007		
		.IBM CORP SAN JOSE CA				.002											.002		10041082
		DOLLARS				.003											.003		
		TOTAL PRODUCT * * * * * POUNDS				.007											.007		7905-050-11
		* * * * *DOLLARS				.010											.010		
		SANTOTRAC 70																	7905-070-11
		.CITTON SYSTEMS WOODLAND HL CAL				.008												.008	00191876
		DOLLARS				.018												.018	
		TOTAL PRODUCT * * * * * POUNDS				.008												.008	7905-070-11
		* * * * *DOLLARS				.018												.018	
		SANTOVAC 2 PCB																	6776-002-11
		.ARWOOD CORP CITY OF INDUST CA				.600											.600		00270652
		DOLLARS				.630											.630		
		.BEECH AIRCRAFT BOULDER CO				.060								.060					00262145
		DOLLARS				.075								.075					
		.UCLA LOS ANGELES CA				.420								.060		.240		.120	00263435
		DOLLARS				.525								.075		.300		.150	
		UNIV OF CALIF LOS ALAMOS NM				.060					.060								10013186
		DOLLARS				.075					.075								
		TOTAL-UNIV OF CALIF BERKELEY C				.480					.060			.060		.240		.120	00047260
		**DOLLARS				.600					.075			.075		.300		.150	
		.CERTIFIED ALLOY LONG BEACH CA				1.80			1.20							.60			00223069
		DOLLARS				1.99			1.26							.63			
		.DOW CHEM CO ROCKY COL				1.80	1.80		.60			.60							10022959
		DOLLARS				1.89	1.89		.63			.63							
		.EDWARDS LAB SANTA ANA CALIF				2.40				1.20						1.20			00152676
		DOLLARS				3.00				1.50						1.50			
		.E G & G INC LOS ALMOS NM				.060		.060											00244538
		DOLLARS				.075		.075											
		.GENL DYNAMICS SAN DIEGO CA				1.92			.960		.720						.600		10030927
		DOLLARS				2.04			.630		.780						.630		

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M. G. R	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.
		SANTOVAC 2																	6776-002-1
		.KRAD ASSOCIATES COSTA MESA CA				.300		.300											00249270
		DOLLARS				.375		.375											
		.MELCO WIRE PROD GLENDALE CA				.120					.120								00252700
		DOLLARS				.150					.150								
		.PENNWALT CORP CITY OF IND CA				.950				.950									00253472
		DOLLARS				1.19				1.19									
		.REMET CORP LONG BEACH CA				.600										.600			00269220
		DOLLARS				.630										.630			
		.REMET CORP CITY OF IND CA				.600							.600						00260460
		DOLLARS				.630							.630						
		.REMET CORP LA MIRADA CA				1.20									1.20				00264377
		DOLLARS				1.26									1.26				
		.REMET CORP LOS ANGELES CA				.120										.120			00265500
		DOLLARS				.150										.150			
		TOTAL PRODUCT * * * * * POUNDS				5.0	1.80	.36	1.20	2.19	.90	.60	.60	.12	1.20	2.76	1.20	.12	6776-002-1
		* * * * * DOLLARS				14.6	1.99	.45	1.26	2.69	1.01	.63	.63	.15	1.26	3.21	1.26	.15	
		SANTOVAC 5																	6776-000-1
		.A E I INCORP WOODLAND HILLS CA				.003									.003				00265772
		DOLLARS				.086									.086				
		.APPLIED RES LABS SUNLAND CA	.100	.056	.100	.038			.007	.016			.015						00153702
		DOLLARS	2.63	1.31	2.63	1.08			.215	.430			.516			.086			
		.UNIV OF ARIZONA TUCSON AZ																	10006104
		DOLLARS				.023										.023			
		.ATLANTIC RICHFIELD WATSON CA	.004	.003	.004														00110558
		DOLLARS	.105	.071	.105														
		BATTELLE MEM INST RICHLAND WA				.002									.002				00150797
		DOLLARS				.071									.071				
		.CONSOL ELECTRODYNAM MONROVIA CA	.100	.074	.100														10018501
		DOLLARS	2.63	2.31	2.63														
		.BOEING CO RENTON WA				.003										.002	.001		00111767
		DOLLARS				.086										.086			
		.BURROUGHS CORP N LAKE VILLA CA				.005												.005	00272620
		DOLLARS				.142												.142	

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[illegible] DIVISION -SPECIALTY PRODUCTS FOR DEC 1971 PAGE 511
01/12/72 -CUSTOMER MAJOR & PRODUCT/CUSTOMER REPORT

[illegible] J. HANSEN -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.
		SANTOVAC 5																	6776-000-11
[illegible]	[illegible]	.CALIF INST TECH PASADENA CA	.[illegible]		.005	.002							.002						00153753
		DOLLARS	.13[illegible]		.132	.071							.071						
[illegible]	[illegible]	.UNIV OF CALIF BERKELEY CA	.05[illegible]	.003	.004														00047260
		DOLLARS	.1[illegible]	.071	.105														
[illegible]	[illegible]	UNIV OF CALIF LIVERMORE CA	.0[illegible]	.031	.002														10013178
		DOLLARS	.0[illegible]	.043	.053														
[illegible]	[illegible]	UNIV OF CALIF LOS ALAMOS NM	.[illegible]	.048	.060	.030	.015						.015						10013186
		DOLLARS	1.[illegible]	1.28	1.58	.852	.426						.426						
		TOTAL-UNIV OF CALIF BERKELEY C	.[illegible]	.052	.065	.030	.015						.015						00047260
		**DOLLARS	1.7[illegible]	1.[illegible]	1.74	.852	.426						.426						
1839		.COLORADO UNIVERSITY BOULDER CO				.001							.001						00252867
		DOLLARS				.043							.043						
1839		.COLORADO STATE U FT COLLINS CO				.005								.005					00198137
		DOLLARS				.172								.172					
1839		.E I DUPONT MONROVIA CA	.056	.056	.058	.213		.016		.016		.028	.031	.031	.031	.025	.035		00233420
		DOLLARS	1.53	2.20	1.53	5.32		.430		.430		.800	.860	.860	.860	.200	.884		
1966		.EIMAC A DIVISION SAN CARLOS CA		.001															10025400
		DOLLARS		.043															
1966		.ELECTRONIC ASSOC PALO ALTO CA	.00[illegible]	.005	.006														10025834
		DOLLARS	.15[illegible]	.172	.158														
1839		.ENVIRONMENTAL LAB MC CLELLN CA				.001							.001						00257419
		DOLLARS				.043							.043						
1966		.MR ROBERT FIES SAN CARLOS CA				.002												.002	00272035
		DOLLARS				.096												.086	
1966		.FINNIGEN INSTRU PALO ALTO CA	.015	.026	.015	.008	.008												10028019
		DOLLARS	.395	.658	.395	.258	.258												
1966		FINNIGEN INSTRU SUNNYVALE CA		.004		.036				.008			.014	.007		.007	.007	.007	00243140
		DOLLARS		.120		1.55				.258			.516	.258		.258	.258	.002	
		TOTAL-FINNIGEN INSTRUMEN SAN F	.015	.028	.015	.044	.008			.008			.014	.007		.007	.007	.007	00118605
		**DOLLARS	.395	.817	.395	1.80	.258			.258			.516	.258		.258	.258	.002	
19[illegible]	[illegible]	.GENERAL DYNAMICS POMONA CA				.01[illegible]												.010	00164291
		DOLLARS				.270												.270	
[illegible]	[illegible]	.GENERAL ELECTRIC PLEASANTON CA	.00[illegible]	.00[illegible]	.004														00155705
		DOLLARS	.10[illegible]	.1[illegible]	.103														

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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.
		SAN JUAN 5																	6776-000-1
		.BOEING AIRCRAFT EL SEGUNDO CA				.002							.002						10039312
		DOLLARS				.071							.071						
		.HYCON MANF CO MONROVIA CA				.003		.003											00249769
		DOLLARS				.071		.071											
		.IBM CORP SAN JOSE CA		.005		.005								.005					10041082
		DOLLARS		.142		.142								.142					
		.JET PROPULSION LABS PASADEN CA				.001					.001								00242373
		DOLLARS				.043					.043								
		.LARAMIE ENERGY RES LARAMIE WY				.005									.005				00264032
		DOLLARS				.142									.142				
		.L T V SERV LAS CRUCES NEW MEX				.001				.002					.001				00254312
		DOLLARS				.046				.089					.043				
		.MOTOROLA INC PHOENIX AZ	.010	.020	.010														10055571
		DOLLARS	.263	.549	.263														
		MOTOROLA INC SCOTTSDALE AZ		.001															00236101
		DOLLARS		.043															
		TOTAL-MOTOROLA INC PHOENIX AZ	.010	.021	.010														10055571
		**DOLLARS	.263	.583	.263														
		.UNIVERSITY OF OREGON EUGENE OR				.001		.001											00250511
		DOLLARS				.055		.055											
		.PERKIN ELMER MOUNTAIN VIEW CA				.012	.003		.003					.003			.003		00248878
		DOLLARS				.460	.115		.115					.115			.115		
		.SACRAMENTO ST COLLEGE SACRA CA				.001												.001	00272094
		DOLLARS				.043												.043	
		.SALK INSTITUTE LA JOLLA CA				.001									.001				00264385
		DOLLARS				.043									.043				
		.SANDIA CORP LIVERMORE CA	.002	.002	.002														00225363
		DOLLARS	.053	.092	.053														
		.SCIENTIFIC SUPPLIES SEATTLE WA	.001	.001	.001														00232106
		DOLLARS	.026	.046	.026														
		.AIRESEARCH MFG CO TORRANCE CAL	.007	.006	.007														10001501
		DOLLARS	.184	.250	.184														
		.CHEVRON RES RICHMOND CALIF	.007	.006	.007														10016401
		DOLLARS	.184	.142	.184														

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01/12/72 — * * * DIRECT SALES ANALYSIS BY PRODUCT/CUSTOMER REPORT

-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.
		SANTOVAC 5																	6776-000-11
		.STANFORD UNIV STANFORD CA				.001			.001										00139041
		DOLLARS				.043			.043										
		.TENVAC INC LOS ANGELES CALIF		.170															00222208
		DOLLARS		.170															
		.UNIVERSITY HAWAII HONOLULU HI				.001		.001											00232149
		DOLLARS				.043		.043											
		.USGEOLOGICAL SURMENLSPK CA				.003	.003												00248266
		DOLLARS				.086	.086												
		U S NAVY CHINA LAKE CALIF		.001		.009			.006									.003	10084148
		DOLLARS		.046		.350			.221									.129	
		U S NAVY PSTGRD SCH MONTERY CA	.006	.005	.006	.003		.003											00235717
		DOLLARS	.158	.156	.158	.071		.071											
		TOTAL-U S GOVT WASHINGTON D C	.006	.006	.006	.015	.003	.003	.006									.003	10084733
		**DOLLARS	.158	.207	.158	.507	.086	.071	.221									.129	
		.VACUUM ENTERPZE REDONDO BCH CA	.012	.010	.012	.010		.010											00143529
		DOLLARS	.316	.270	.316	.270		.270											
		.VARIAN ASSOC PALO ALTO CA	.070	.057	.070	.060				.030		.010	.020						10086299
		DOLLARS	1.84	1.58	1.84	1.62				.810		.270	.540						
		.UNIV OF WASH SEATTLE WA	.015	.012	.015	.018		.001		.004					.010	.001		.002	10087821
		DOLLARS	.395	.356	.395	.436		.043		.086					.270	.043		.006	
		TOTAL PRODUCT * * * * * POUNDS	.488	.420	.488	.496	.029	.035	.017	.076	.001	.038	.101	.051	.051	.035	.046	.016	6776-000-11
		* * * * *DOLLARS	12.8	12.7	12.8	14.2	.89	.98	.99	2.10	.04	1.07	3.09	1.55	1.43	.52	1.26	.66	
PRO		NET MARGIN % 15.000		CONTRI GOALS		ACTUAL	CONTRIS		DIV DEV		VOL DEV	PRICE	DEV		AVG SELL	PR	GOAL LBS		
DET		YR GOAL CONTRI $ 7.3 CURR	MO	.6			.5		.1		.4	.2			4.375		.0		
SUM		SELL PR 26.318 CURR Y	0	7.3			8.6		1.2		.1	1.1			26.595		.5		
		SANTOVAC 6																	6776-100-11
		.CALIF INST TECH PASADENA CA		.035															00153753
		DOLLARS		.236															
		.EIMAC A DIVISION SAN CARLOS CA		.081															10025400
		DOLLARS		.364															
		.JET PROPULSION LABS PASADEN CA				.003						.003							00242373
		DOLLARS				.118						.118							

DSW 313811

CONTINUOUS INTERLEAVED © MOORE BUSINESS FORMS, INC. 23 PAPER PAT'D BY N.C.R. CO.

STLCOPCB4054895

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.
		SULFIVAL 6																	6776-100-1
		.MORTROP CORP HAWTHORNE CA		.005															10058376
		DOLLARS		.006															
		.VARIAN ASSOC PALO ALTO CA		.001															10086299
		DOLLARS		.006															
		TOTAL PRODUCT * * * * * POUNDS		.012		.003						.003							6776-100-1
		* * * * *DOLLARS		.027		.118						.118							
		SANTOMAX R																	7795-000-1
		.SHELL DEVELOP EMERYVILLE CA		.195															10072352
		DOLLARS		.026															
		TOTAL PRODUCT * * * * * POUNDS		.195															7795-000-1
		* * * * *DOLLARS		.026															
		PROFIT MARGIN $ .088		CONTRI GOAL $		ACTUAL	CONTRIB		DOLLAR DEV		VOLUME DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		CURR YR GOAL CONTRI $ .0 CURR YTD		.0			.0		.0		.0		.0		.000		.0		
		AVG SELL PR .000 CURR YTD		.0			.0		.0		.0		.0		.000		.0		
		TRICRESYL PHOSPHATE																	8530-200-1
		.GREAT WESTERN CHEM SEATTLE WA				1.06		1.06											10035546
		DOLLARS				.372		.372											
		TOTAL PRODUCT * * * * * POUNDS				1.06		1.06											8530-200-1
		* * * * *DOLLARS				.372		.372											
		PROFIT MARGIN $ .069		CONTRI GOAL $		ACTUAL	CONTRIB		DOLLAR DEV		VOLUME DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		CURR YR GOAL CONTRI $ .0 CURR YTD		.0			.0		.0		.0		.0		.000		.0		
		AVG SELL PR .000 CURR YTD		.0			.1		.1		.1		.0		.351		.0		
		TOTAL PRODUCT GROUP-II * POUNDS	3005	1994	2310	1436	99	91	125	151	88	111	131	139	118	139	94	150	
		INDUST. PLUS.C.L.BRAD *DOLLARS	749	497	577	475	32	29	38	51	29	37	41	45	43	48	32	50	
		CURR YR GOAL CONTRI $ 185.0 CURR YTD		CONTRIB GOAL $ 134.0		ACTUAL	CONTRIB 17.3 76.3		DOLLAR DEV 2.7 6.7		VOLUME DEV 7.2 51.7		PRICE DEV 9.3 45.0						

DSW 313812

CONTINUOUS INTEGRATED © MOORE BUSINESS FORMS, INC. 12 PAPER PATD BY N.C.R. CO.

STLCOPCB4054896

G21423

FOR DEC 1971 PAGE 515

-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.
		4 AVIATN FLDS.C.L.BRADFORD																	
		FOLLANSBEE 15																	6140-000-14
		.APPROVED ENG SHERMAN OAKS CA		.022															00245631
		DOLLARS		.140															
		.DURKEE ENVIRON LAB TORRANCE CA		.030															00232548
		DOLLARS		.280															
	38	.FAIRCHILD HILLER MANHAT BEA CA				.104				.030		.074							00254991
		DOLLARS				.980				.280		.700							
	38	.HUGHES AIRCRAFT TORRANCE CA				.111					.111								10039339
		DOLLARS				1.05					1.05								
	39	.MARTIN MARIETTA CORP DENVER CO	1.00		1.00	.007										.007			00176435
		DOLLARS	9.01		9.01	.070										.070			
	39	.MCDONNEL DOUG HUNTGTN BEACH CA		.222		.601			.350					.074			.177		00186058
		DOLLARS		2.10		5.80			3.50					.70			1.68		
	39	MCDONNELL DOUGLAS SANTA MCN CA				.732	.140							.148		.148	.148	.148	00210595
		DOLLARS				7.00	1.40							1.40		1.40	1.40	1.40	
		TOTAL-MCDONNELL DOUGLAS ST L M		.222		1.33	.140		.350					.222		.148	.325	.148	10049571
		**DOLLARS		2.10		12.9	1.40		3.50					2.10		1.40	3.08	1.40	
	39	.NOR AMER ROCKWELL DOWNEY CA				.185							.185						00260134
		DOLLARS				1.75							1.75						
	39	.AIRESEARCH MFG CO TORRANCE CAL				.088							.037	.051					10001501
		DOLLARS				.840							.350	.490					
		.STERER ENGINEC LOS ANGELES CA				.075								.075					10075874
		DOLLARS				.700								.700					
	39	.WILLIAM WAHL LOS ANGELES CA				.008		.008											00250589
		DOLLARS				.070		.070											
		TOTAL PRODUCT * * * * * POUNDS	1.00	.254	1.00	1.91	.140	.008	.350	.030	.111	.074	.222	.348		.155	.325	.148	6140-000-14
		* * * * * DOLLARS	9.01	2.52	9.01	18.3	1.40	.07	3.50	.28	1.05	.70	2.10	3.29		1.47	3.08	1.40	

PROFIT MARGIN $ 5.300		CUST PT GOAL $		ACTUAL CONTR $		PT GOV		VOL GOV		PRICE DEV		AVG SELL PR		GOAL LBS					
TOT PR GOAL CONTRI $ 5.3 CURR %			.4		.9		.4		.3		.1		9.459		.1				
TOTAL SELL PR 9.010 CURR Y			5.3		11.3		6.0		4.8		1.1		9.597		1.0				

PAPER PATD BY N.C.R. CO.
CONTINUOUS INTERLEAFED BY MOORE BUSINESS FORMS, INC.
DSW 313813
STLCOPCB4054897

G2142-3

SPECIALTY PRODUCTS — FOR DEC 1971 — PAGE 516

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.
		THERMEL 20																	6140-020-14
		.GENERAL THERMS CORTLAND NY				.188						.188							10022657
		DOLLARS				.515						.515							
		.MICRO PUMP CONCORD CA				.007					.007								00252816
		DOLLARS				.026					.026								
		.MYERS MACHINE NORTHRIDGE CA				.074							.074						00260142
		DOLLARS				.206							.206						
		.SEATON WILSON CORP BURBANK CA				.148									.148				00137464
		DOLLARS				.412									.412				
		.AIRESEARCH MFG CO ST LOUIS MO				.037							.037						00254231
		DOLLARS				.103							.103						
		.TASK CORPORATION ANAHEIM CA				.222									.111			.111	10077974
		DOLLARS				.618									.309			.309	
		TOTAL PRODUCT * * * * * POUNDS				.674					.007	.188	.111		.259			.111	6140-020-14
		* * * * *DOLLARS				1.88					.026	.515	.309		.721			.309	
		COOLANOL 25																	6781-000-14
		.AIR FRAME MFG SUP CO N HLWD CA				.090											.090	.180	00224227
		DOLLARS				.913											.318	.331	
		.ASTRO PAK INDUSTRIAL DOWNEY CA		.190															00183105
		DOLLARS		.640															
		.AUTONETICS ANAHEIM CA	1.50	2.45	1.00	2.45	1.22	1.27		1.22	.42	.41		.41				.09	10007569
		DOLLARS	2.53	8.16	2.53	6.84	2.82	2.82		2.82	1.41	1.35		1.35					
		.CALIF INST TECH PASADENA CA		.037															00153753
		DOLLARS		.128															
		.J C CARTER CO COSTA MESA CA				.038				.038									10014298
		DOLLARS				.128				.128									
		.CRESCENT TECH CO NEWPORT BE CA		.001															00168688
		DOLLARS		.726															
		.HELIUM LEAK TEST NORTHRIDGE CA		.038															00224154
		DOLLARS		.128															
		.HUGHES AIRCRAFT TUCSON AZ	1.00		1.00														10039304
		DOLLARS	2.53		2.53														
		HUGHES AIRCRAF CULVER CITY CA	20.00	1.00	8.00	.114		.114											10039347
		DOLLARS	50.65	.538	20.25	.396		.396											

DSW 313814

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STLCOPCB4054898

G21423

DEC 1971 PAGE 317

M G	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.
		LOJLANJL 25																	6781-000-14
		HUGHES AIRCRAFT EL SEGUNDO CA		.142															10039312
		DOLLARS		.528															
		HUGHES AIRCRAFT TORRANCE CA		.754		.266			.228				.038						10039339
		DOLLARS		2.56		.924			.792				.132						
		TOTAL-HUGHES TOOL CO HOUSTON T	21.0	2.55	9.00	.380		.114	.228				.038						00124982
		**DOLLARS	73.1	7.69	22.5	1.32		.396	.792				.132						
		HYDRAULAIRE INC BURBANK CA		.152		.340						.151			.037	.151		.075	10039800
		DOLLARS		.512		1.15						.512			.128	.512		.256	
		LOCKHEED AIRCRAFT SUNNYVALE CA				.152							.076	.076					10046718
		DOLLARS				.512							.256	.256					
		LOCKHEAD CALIF BURBANK CA		.079		.091											.091		10046742
		DOLLARS		.276		.336											.336		
		LOCKHEED AIRCRAFT PALO ALTO CA				.015								.015					00197122
		DOLLARS				.061								.061					
		LOCKHEED MISSILE MILPITAS CA		.089		.076		.038		.038									00241814
		DOLLARS		.318		.256		.128		.128									
		TOTAL-LOCKHEAD CALIF BURBANK C		.159		.334		.038		.038			.076	.091			.091		10046742
		**DOLLARS		.594		1.17		.128		.128			.256	.317			.336		
		METAL BELLOWS CHATSWORTH CA				.038			.019										10051819
		DOLLARS				.128			.128										
		NOR AMER ROCKWELL EL SEGUN CA				.015						.015							10058066
		DOLLARS				.061						.061							
		PARKER SEAL CO-CULVER CITY CA		.406															10060923
		DOLLARS		1.35															
		RAYTHEON MFG GOLETA CA		.406															10066638
		DOLLARS		1.22															
		RAYTHEON CO MARION VA				.009								.009					00263354
		DOLLARS				.031								.031					
		TOTAL-RAYTHEON CO LEXINGTON MA		.406		.009								.009					00045721
		**DOLLARS		1.22		.031								.031					
		AUTO CONTROL LOS ANGELES CA				1.35						.190		.750	.414				10007518
		DOLLARS				4.61						.64		2.56	1.41				
		RYAN-AERONAUTICAL SAN DIEGO CA		.104															00136891
		DOLLARS		.31															

DSW 313815

PAPER PAT'D BY N.C.R. CO.
CONTINUOUS INTERLEAVED BOOKS BUSINESS FORMS, INC.
STLCOPCB4054899

G21423

SPECIALTY PRODUCTS — FOR DEC 1971 — PAGE 518

REGION MANAGER PRODUCT/CUSTOMER REPORT

-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.
		*DJLANJL 25																	6781-000-14
18	39	*SEATON WILSON CORP BURBANK CA		.532															00137464
		DOLLARS		1.79															
18	39	*AIRESEARCH MFG CO IL SEGUR C		.076															00226645
		DOLLARS		.252															
18	39	AIRESEARCH MFG LOS ANGELES CA	1.00	.114	1.00														00047880
		DOLLARS	2.53	.384	2.53														
18	39	AIRESEARCH MFG CO TORRANCE CAL		.444		.456	.114	.190						.152					10001501
		DOLLARS		2.18		1.54	.384	.640						.512					
18	39	AIRESEARCH TORRANC PICO CA	1.00		1.00														00107468
		DOLLARS	2.53		2.53														
		TOTAL-SIGNAL OIL - GAS LOS ANG	2.00	.638	2.00	.456	.114	.190						.152					C0045292
		**DOLLARS	5.06	2.32	5.06	1.54	.384	.640						.512					
18	39	*TASK CORPORATION ANAHEIM CA		.038		.075												.075	10077974
		DOLLARS		.126		.256												.256	
18	39	*TELEDYNE RYAN SAN DIEGO CA		.557		.767	.274		.296		.045	.152							00226874
		DOLLARS		1.92		2.64	.94		1.02		.17	.51							
18	39	*U S GEOLOGICAL SUR PRESCOTT AR				.014			.014										00251178
		DOLLARS				.061			.061										
16	39	US GOVT TUSCON ARIZONA				.046							.046						00254223
		DOLLARS				.168							.168						
18	39	US NAVAL AIR STA SAN DIE CAL		.038															00156167
		DOLLARS		.132															
		TOTAL-U S GOVT WASHINGTON D C		.038		.060			.214				.046						10084733
		**DOLLARS		.132		.229			.061				.168						
18	39	*VARIAN ASSOC PALO ALTO CA		.228															10086299
		DOLLARS		.765															
11	36	*UNIV OF WASH SEATTLE WA				.113								.076	.037				10087821
		DOLLARS				.384								.256	.128				
18	39	*WESTERN GEAR PASADENA CA				.013					.013								00244260
		DOLLARS				.056					.056								
1	36	WESTERN GEAR CORP EVERETT WA				.304				.304									10088852
		DOLLARS				1.02				1.02									
		TOTAL-WESTERN GEAR CO LYNW				.317				.304	.013								00144819
		**DOLLARS				1.08				1.02	.06								

DSW 313816

PAPER PATD BY N.C.R. CO. CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC.

STLCOPCB4054900

G21423

01/12/72 * * * DIVISION MAJOR PRODUCT/CUST PER REPORT FOR DEC 1971 PAGE 519

J.S. HANSEN -(DOLLARS & POUNDS)- 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.
		DOLANOL 25																	6781-000-14
		TOTAL PRODUCT * * * * * POUNDS	24.0	7.78	12.0	6.65	1.61	1.56	.58	.86	.48	.91	.16	1.48	.41	.15	.18	.03	6781-000-14
		* * * * * DOLLARS	66.7	22.1	30.9	21.5	4.14	5.99	2.01	1.54	1.63	3.08	.56	5.03	1.41	.51	.65	.09	
		IT MARGIT $ .754	C'A	IT CL	L&	ACTUAL	CONT	IS	OF S/V		TOL DEV		PAICF DEV		AVG	SELL	PR	GUAL LBS	
		YR GOAL CONTRI $ 9.0 CURR		1.5			.1		1.4		1.5-		.2			3.133-		2.0	
		SELL PR 2.530 CURR Y		9.6			9.7		.7		4.0-		4.7			3.238		12.0	
		DOLANOL 35																	6773-000-14
		.AERONICS CORP SAN LEANDRO CA		.222															00246182
		DOLLARS		.684															
		.APPROVED ENG LOS ANGELES CA		.037															10005892
		DOLLARS		.116															
		.BASIC VEG PROD VACAVILLE CA		.037		.037			.037										10008425
		DOLLARS		.116		.116			.116										
		.EIMAC A DIVISION SAN CARLOS CA				.037											.037		10025400
		DOLLARS				.116											.116		
		.GARWOOD LAB MONTEBELLO CA		.037															10030528
		DOLLARS		.116															
		.HUGHES AIRCRAFT EL SEGUNDO CA	1.00	.074	1.00														10039312
		DOLLARS	3.11	.231	3.11														
		HUGHES AIRCRAFT CO LOS ANGE CA		.148															00124974
		DOLLARS		.462		.013-												.013-	
		HUGHES AIRCRAFT TORRANCE CA	1.00	1.04	1.00	.481		.074			.111	.148		.148					10039339
		DOLLARS	3.11	3.72	3.11	1.51		.239			.347	.462		.462					
		TOTAL-HUGHES TOOL CO HOUSTON T	2.00	1.26	2.00	.481		.074			.111	.148		.148					00124982
		**DOLLARS	6.22	4.41	6.22	1.50		.239			.347	.462		.462				.013-	
		.KEYES FIBRE SACRAMENTO CA		.009		.009	.009-												10044162
		DOLLARS		.028		.028	.028-												
		.MAGNEDYNE INC CARLSBAD CA				.037									.037				00261874
		DOLLARS				.116									.116				
		.MCDONNEL DOUG HUNTGTN BEACH CA		.370															00186058
		DOLLARS		1.16															
		MCDONNELL DOUGLAS LONG BE CA		.444															10049547
		DOLLARS		.144															

DSW 313817

STLCOPCB4054901

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.
		DOLANDL 35																	6773-000-14
		TOTAL-MCDONNELL DOUGLAS ST L MO		.416															10049571
		**DOLLARS		1.52															
2	3	*TELEDYNE NEWPORT BEACH CA		.037															10062500
		DOLLARS		.116															
1	3	*RAYTHEON MFG GOLETA CA	4.0	4.35	4.00	12.0	1.20	1.20	1.20	1.20	.04		1.20		1.20	1.60	3.18		10066638
		DOLLARS	12.4	13.7	12.4	37.2	3.78	3.78	3.78	3.85	.12		3.78		3.78	5.03	9.34		
1	3	*REYNOLD INDUSTRY LOS ANGELS CA				.036								.022				.014	00263575
		DOLLARS				.140								.084				.056	
1	3	*SEATON WILSON CORP BURBANK CA		.333		.259		.111	.037	.074				.037					00137464
		DOLLARS		1.04		.811		.347	.116	.232				.116					
1	3	*TELEDYNE RYAN PALO ALTO CA		.296		.185	.037									.148			00230464
		DOLLARS		.925		.578	.116									.462			
1	3	*TRW INC MANHATTAN BEACH CA		.074		.074					.074								00232254
		DOLLARS		.232		.232					.232								
1	3	*TRW INSTRUMENTS EL SEGUNDO CA				.037							.037						00260649
		DOLLARS				.116							.116						
1	3	*U S GOVT ALAMEDA CALIF																	10083931
		DOLLARS				.450											.450		
1	3	U S NAVY ALAMEDA CALIF		.074		.111						.074					.037		10084253
		DOLLARS		.232		.359						.239					.120		
1	3	U S NAVY HUNTERS POINT CAL		.037															10084156
		DOLLARS		.120															
		TOTAL-U S GOVT WASHINGTON D C		.111		.111						.074					.037		10084733
		**DOLLARS		.350		.091						.239					.330		
1	3	*WATKINS-JOHNSON PALO ALTO CA				.074	.037										.037		00087149
		DOLLARS				.232	.116										.116		
1	3	*WESTERN GEAR PASADENA CA		.315															00244260
		DOLLARS		.061															
		TOTAL PRODUCT * * * * * POUNDS	4.00	7.59	6.00	13.4	1.27	1.39	1.28	1.28	.22	.22	1.24	.21	1.24	1.75	3.29	.01	6773-000-14
		* * * * *DOLLARS	12.7	29.1	15.7	41.9	3.98	4.36	4.01	4.08	.70	.70	3.89	.66	3.87	5.50	9.24	.04	
		SOLD TARGET % 1.440																	
		YR GOAL CONTRI % 8.6 CUR Q																	
		SELL PR 3.110 CUR Y																	

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STLCOPCB4054902

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RLS2-3 — SPECIALTY PRODUCTS — FOR DEC 1971 — PAGE 521
01/12/72 — * * * DIRECT * * * REGION MANAGER PRODUCT/CUSTOMER REPORT

J. A. HANSEN — — 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.
		EDOLANOL 40																	6751-040-14
18	39	.MOTOROLA INC PHOENIX AZ				.007										.007			10055571
		DOLLARS				.026										.026			
		TOTAL PRODUCT * * * * * POUNDS				.007										.007			6751-040-14
		* * * * *DOLLARS				.026										.026			
PRC	FIT	MARGIN $ .160	COST	GOALS		ACTUAL	CONT	$	TOT DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
TOT	YR	GOAL CONTRI $ .0 CURR	0	.0			.0		.0		.0		.0			.000		.0	
GOAL		SELL PR .000 CURR Y	0	.0			.0		.0		.0		.0			3.714		.0	
		EDOLANOL 45																	6745-003-14
18	39	.AIR FRAME MFG SUP CO N HLWD CC				.088											.088		00224227
		DOLLARS				.288											.288		
18	66	.UNIV OF CALIF LIVERMORE CA				.037									.037				10013178
		DOLLARS				.116									.116				
18	39	.GIANNINI IRVINE COSTA MESA CA		.037															00155713
		DOLLARS		.103															
18	39	.HITCO GARDENA CALIF	1.00		1.00														10038162
		DOLLARS	2.03		2.03														
18	39	.ISHIMOTO TRADING LOS ANGLES CA				.074		.037									.037		00183776
		DOLLARS				.219		.103									.116		
18	39	.JET PROPULSION LABS PASADEN CA				.037					.037								00242373
		DOLLARS				.116					.116								
18	39	.MOTOROLA INC PHOENIX AZ				.007										.007			10055571
		DOLLARS				.028										.028			
18	39	.TRW INC MANHATTAN BEACH CA				.037		.037											00232254
		DOLLARS				.107		.107											
		TOTAL PRODUCT * * * * * POUNDS	1.00	.037	1.00	.280		.074			.037				.037	.007	.125		6745-003-14
		* * * * *DOLLARS	2.03	.103	2.03	.874		.210			.116				.116	.028	.404		
PRC	FIT	MARGIN $ .536	COST	GOALS		ACTUAL	CONT	$	TOT DEV		VOL DEV		PRICE DEV		AVG	SELL PR	GOAL LBS		
TOT	YR	GOAL CONTRI $ .5 CURR	0	.1			.0		.1+		.1+		.0			.000		.1	
GOAL		SELL PR 2.030 CURR Y	0	.5			.5		.1+		.4+		.5			3.121		1.0	

DSW 313819

PAPER PAT'D BY N.C.R. CO. MOORE BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

STLCOPCB405490

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[illegible] SPECIALTY PRODUCTS FOR DEC 1971 PAGE 522

[illegible] * * * DETAIL SALES MANAGER PRODUCT/CUSTOMER REPORT

[illegible] HANSEN -(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.
		* C S 210																	6141-000-14
[illegible]	[illegible]	.AMERICAN DIVERS SUP DENVER COL		.012															00182869
		DOLLARS																	
1[illegible]	[illegible]	.AQUA ENVIRONMENT COSTA MESA CA		.007		.003											.003		10005914
		DOLLARS		.210		.078											.090	.012	
1[illegible]	[illegible]	.V E KUSTER CO LONG BEACH CA		.005															10044979
		DOLLARS		.150															
[illegible]	[illegible]	.AIRESEARCH MFG LOS ANGELES CA				.031	.001												00047880
		DOLLARS				.030	.030												
1[illegible]	[illegible]	AIRESEARCH MFG CO TORRANCE CAL		.055		.064		.024	.020						.020				10001501
		DOLLARS		1.65		2.10		.900	.600						.600				
		TOTAL-SIGNAL OIL - GAS LOS ANG		.055		.065	.001	.024	.020						.020				00045292
		**DOLLARS		1.65		2.13	.030	.900	.600						.600				
		TOTAL PRODUCT * * * * * POUNDS		.379		.068	.001	.024	.020						.020		.003		6141-000-14
		* * * * *DOLLARS		2.91		2.21	.030	.900	.600						.600		.090	.012	
		MCS-729																	6131-729-14
1[illegible]	[illegible]	.KEN AIR INC SUN VALLEY CALIF				.176									.176				00163155
		DOLLARS				.212									.212				
		TOTAL PRODUCT * * * * * POUNDS				.176									.176				6131-729-14
		* * * * *DOLLARS				.212									.212				
		MCS 825																	6139-000-14
1[illegible]	[illegible]	.RAYCHEM CORP MENLO PK CA				.007									.007				10066468
		DOLLARS				.022									.022				
1[illegible]	[illegible]	.TASK CORPORATION ANAHEIM CA		.111		.037						.037							10077974
		DOLLARS		.309		.103						.103							
		TOTAL PRODUCT * * * * * POUNDS		.111		.044						.037			.007				6139-000-14
		* * * * *DOLLARS		.309		.125						.103			.022				

[illegible]	[illegible]	NET MARGIN $ 1.640	CONTRI GOALS	ACTUAL	CONTRI$	OUT DEV	VOL DEV	PRICE DEV	AVG SELL PR	GOAL LBS								
NET		YR GOAL CONTRI $ .0	CURR YTD	.0		.0		.0		.0			.000		.0			
GOAL		SELL PR .000	CURR YTD	.0		.1		.1		.0			2.841		.0			

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PAPER PATD BY N.C.R. CO. 32 CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC.

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FOR DEC 1971 PAGE 523

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.
		MIL 946-ARR 262																	6132-262-14
1	66	.CALIF DIV OF HIGH SACRAMENT CA				20.0	20.0												00245844
		DOLLARS				4.48	4.48												
		TOTAL PRODUCT * * * * * POUNDS				20.0	20.0												6132-262-14
		* * * * * DOLLARS				4.48	4.48												
		IS 45																	6745-000-14
1	39	.AIR FRAME MFG SUP CO N HLWD CA		.074															00224227
		DOLLARS		.215															
1	39	.ANGLO AMER AVIAT N HOLLWD CALI		.007															00157341
		DOLLARS		.022															
1	39	.CALIF INST TECH PASADENA CA				.015				.015									00153753
		DOLLARS				.056				.056									
1	39	.ISHIMOTO TRADING LOS ANGLES CA		.037															00183776
		DOLLARS		.103															
1	39	.AIRESEARCH MFG CO TORRANCE CAL		.398															10001501
		DOLLARS		1.06															
1	39	.CHEVRON CHEM RICHMOND CALIF				.037			.037										10016290
		DOLLARS				.103			.103										
1	39	.U S NAVY SAN FRANCISCO CALIF		.015															10084164
		DOLLARS		.031															
1	26	.UNIV OF WASH SEATTLE WA		.076															10087821
		DOLLARS		.206															
		TOTAL PRODUCT * * * * * POUNDS		.607		.052			.037	.015									6745-000-14
		* * * * * DOLLARS		1.69		.159			.103	.056									
		S 45 TYPE IV																	6745-001-14
1	39	.BERTEA CORP IRVINE CAL		.074		.185	.074		.074							.037			10009510
		DOLLARS		.206		.515	.206		.206							.103			
1	39	.LITTON IND SAN CARLOS CA	1.00	.074	1.00	.444		.444											10046645
		DOLLARS	2.76	.206	2.76	1.24		1.24											
1	39	.MCDONNELL DOUGLAS SANTA MCA CA	15.0	1.59	15.0	2.51							.87	.05	1.59				00210595
		DOLLARS	41.4	5.48	41.4	6.82							2.37	.13	4.32				
1	39	.MINUTE K AMER SAN FRANCISCO CA	1.00	.074	1.00														00180394
		DOLLARS	2.76	.206	2.76														

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COMMERCIAL INTERSAVE ® MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

STLCOPCB4054905

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...ECIALTY PRODUCTS — FOR DEC 1971 — PAGE 5/4

01/12/72 — ...ER'S PRODUCT/CUSTOMER REPORT

...S DOLLARS 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.
		.. 45 TYPE IV																	6745-001-14
19	3	.PAUL MUNROE HYD PICO RIVER CA	1.0		1.00														10061164
		DOLLARS	2.26		2.26														
1	3	.AIRESEARCH MFG LOS ANGELES CA	1.0	.398	1.00	.398										.398			00047880
		DOLLARS	2.26	1.08	2.26	1.08										1.08			
19	3	AIRESEARCH MFG CO TORRANCE CAL	1.00		1.00	.148							.148						10001501
		DOLLARS	2.26		2.26	.412							.412						
		TOTAL-SIGNAL OIL - GAS LOS ANG	2.00	.398	2.00	.546							.148			.398			00045292
		**DOLLARS	4.52	1.49	4.52	1.49							.41			1.08			
		TOTAL PRODUCT * * * * * POUNDS	20.4	2.58	20.6	3.68	.07	.44	.07				1.02	.05	1.59	.44			6745-001-14
		* * * * *DOLLARS	46.7	7.02	45.2	10.1	.21	1.24	.21				2.78	.13	4.32	1.18			
TOT	GOAL	PT MARGIN $ .503	CONTRI GO	AL$	ACTUAL	CENT	IS	OT DIV		VOL DIV	PRICE DIV		AVG	SELL	PR	GOAL LBS			
		YR GOAL CONTRI $ 10.1 CURR	5.0			.0		5.0-		5.0-	.0			.000		10.0			
		SELL PR 2.260 CURR Y	10.1			3.6		6.5-		8.2-	1.7			2.732		20.0			
		35 59																	6750-000-14
19	3	.CERTIFI IND SALT LAKE CITY UT		.158															00230014
		DOLLARS		.138															
19	3	.FAIRCHILD SEMICON PALO ALTO CA		.015															00228931
		DOLLARS		.051															
18	3	.ISHIMOTO TRADING LOS ANGELES CA		.416		.148	.148												00183776
		DOLLARS		1.13		.412	.412												
19	3	.KABL RADIO SAN FRANCISCO CA		.075															00135135
		DOLLARS		.204															
19		.RAYTHEON MFG GOLETA CA		.038															10066638
		DOLLARS		.107															
18	3	.GOVT MARINE CORP @ BARSTOW CA		.037															00142727
		DOLLARS		.099															
19	3	U S GOVT FT HAUCHUCA ARIZONA		.178															10084539
		DOLLARS		.535															
19	3	U S NAVY ALAMEDA CALIF		.076															10084253
		DOLLARS		.206															
		TOTAL-U S GOVT WASHINGTON D C		.291															10084733
		**DOLLARS		.892															

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CONTINUOUS INTERLEAVED HOOPS BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

STLCOPCB4054906

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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.
		S 59																	6750-000-14
		TOTAL PRODUCT * * * * * POUNDS		1.5		.144	.144												6750-000-14
		* * * * *DOLLARS		.4		.412	.412												
		PROFIT MARGIN $ 1.440		CURR	GOAL	ACTUAL	CONTRIB		ST DEV		VOL DEV		PRICE DEV		AVG SELL		PR GOAL LBS		
		YR GOAL CONTRI $ .0 CURR		.0		.0			.0		.0		.0		.000		.0		
		SELL PR .000 CURR Y		.0		.2	.2				.2		.0		2.784				
		S 138																	6780-000-14
		UNIVERSITY HAWAII HONOLULU HI		.003															00232149
		DOLLARS		.12															
		TOTAL PRODUCT * * * * * POUNDS		.003															6780-000-14
		* * * * *DOLLARS		.12															
		AE PHOS EST ST TEST FL 14																	7840-501-14
		PARKER SEAL CO-CULVER CITY CA				.045									.045				10060923
		DOLLARS				.078									.078				
		PLASTIC - RUBBER ONTARIO CA		.135															00155101
		DOLLARS		.15															
		REEVES RBR CO SAN CLEMENTE CA		.045															10066883
		DOLLARS		.078															
		SARGENT IND CULVER CITY CA				.045								.045					00263699
		DOLLARS				.078								.078					
		STILLMAN RBR CULVER CITY CA		.045															10076196
		DOLLARS		.078															
		TOTAL PRODUCT * * * * * POUNDS		.225		.090								.045	.045				7840-501-14
		* * * * *DOLLARS		.312		.156								.078	.078				
		SKYDROL 500A																	7840-500-14
		AIRCRAFT MECHANICS DOWNEY CA				.089											.089		00270857
		DOLLARS				.111											.111		
		AIRHEART PROD LOS ANGELES CA		.134															00182478
		DOLLARS		.149															
		AIRHEART PROD VAN NUYS CA		.054															00218405
		DOLLARS		.066															

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CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

STLCOPCB4054907

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FOR DEC 1971 PAGE 526

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.
		SKYDROL 500A																	7840-500-14
		TOTAL-AIRHEART PROD LOS ANGELES		.189															00182478
		**DOLLARS		.249															
		.APPROVED ENG LOS ANGELES CA	1.00	.481	1.00														10005892
		DOLLARS	.870	.567	.870														
		APPROVED ENG CHATSWORTH CA		.481															00229059
		DOLLARS		.567															
		TOTAL-APPROVED ENG LOS ANGELES	1.00	.962	1.00														10005892
		**DOLLARS	.870	1.13	.870														
		.ARIZONA HELICOPTER SCOTTSDL AZ				.105											.105		00270423
		DOLLARS				.166											.166		
		.ASCO MACH PROD EL SEGUNDO CA																	10006775
		DOLLARS		.057															
		.A T ENGING AND MFG VAN NUYS CA		.093															00225584
		DOLLARS		.111															
		.BENDIX CORP N HOLLYWOOD CAL	2.00	4.81	2.00	5.77	1.92	.96									1.92	.96	10009235
		DOLLARS	1.74	4.32	1.74	5.18	1.73	.36									1.73	.86	
		.L H BLACK & SON GARDENA CA		.134															00223468
		DOLLARS		.167															
		.BOEING CO SO SEATTLE WASH				.133		.089									.044		00045802
		DOLLARS				.167		.111									.056		
		.CADILLAC CONTROLS COSTA MES CA				.222									.222				00264482
		DOLLARS				.278									.278				
		.CAPTIVE AIR BURBANK CALIF		.053															00152374
		DOLLARS		.067															
		CAPTIVE AIR LOS ANGELES CA		.013															00213020
		DOLLARS		.189															
		TOTAL-CAPTIVE AIR LOS ANGELES		.066															00213020
		**DOLLARS		.256															
		.CARLSON MACHINE SAN FERNAND CA																	10014026
		DOLLARS		.038															
		.CONAIR INC GLENDALE C		.[illegible]	2.00														00114898
		DOLLARS	1.74	1.27	1.74														
		.CONSOL CONTROLS EL SEGUNDO CA		.093															10018471
		DOLLARS		.111															

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R1132-A
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* * * DIRECT * * * SALES MANAGER PRODUCT/CUSTOMER REPORT

FOR DEC 1971

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L6 D.S. HANSEN

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G R	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.
		SKYDROL 500A																	7840-500-14
16	39	.DEXTER CORP HAYWARD CA		.069															00230847
		DOLLARS		.117															
16	39	.FLYING TIGER LINES LOS ANG CA	1.00	.448	1.00									.481					10028795
		DOLLARS	.870	.550	.870									.567					
16	39	.HADDAR CORP ALHAMBRA CA		.053															10036283
		DOLLARS		.075															
16	39	.HASKEL ENG & SUPPLY BURBANK CA		.049															00223166
		DOLLARS		.056															
16	39	.HOWMET CORP POMONA CALIF	1.00	.962	1.00														10039177
		DOLLARS	.870	1.19	.870														
17	39	.HUNTINGTON RBR PORTLAND OR		.083															10039657
		DOLLARS		.111															
16	39	.HURST AIRHEART CHULA VISTA CA		.053															00229989
		DOLLARS		.075															
16	39	.HURST AIRHEART PROD SYLMAR CA		.034															00232009
		DOLLARS		.060															
16	39	.HYDRAU AIRE INC BURBANK CA	1.00	1.44	1.00														10039800
		DOLLARS	.870	1.30	.870														
16	39	.HYDRAULIC RESEA VALENCIA CALIF	1.00	.445	1.00														00209961
		DOLLARS	.870	.550	.870														
16	39	.ITT AEROSPACE CONTR BURBANK CA	1.00	.268	1.00														10042186
		DOLLARS	.870	.325	.870														
16	39	ITT CONTROLS GLENDALE CA		.136															10042100
		DOLLARS		.167															
		TOTAL-INTL TELEPHONE AND TEL N	1.00	.420	1.00														00044512
		**DOLLARS	.870	.492	.870														
16	39	.JENSEN KELLY CTY OF INDUST CA	1.00	.481	1.00	.481								.481					00163139
		DOLLARS	.870	.567	.870	.567								.567					
16	39	.KDI TESTING LAB SO EL MONTE CA		.089															00230154
		DOLLARS		.111															
16	39	.KEN ATK INC SUN VALLEY CALIF		.089															00163155
		DOLLARS		.111															
16	39	.KAL KIDDE VAN NUYS CA		.089															00126969
		DOLLARS		.111															

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PAPER PAT'D BY N.C.R. CO. 23 MOORE BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

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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.
		HYDROL 50 CA																	7840-500-1
		.KIRKHILL RUBBER BREA CA		.053															10044421
		DOLLARS		.075															
		.MENASCO MFG POMONA CA	1.00	.067	1.00														00231118
		DOLLARS	.870	.567	.870														
		.NATL WATER LIFT EL SEGUNDO CA	1.00	.481	1.00														10057043
		DOLLARS	.870	.567	.870														
		.FULLER-O'BRIEN SO SAN FRAN CA		.007															10030226
		DOLLARS		.017															
		.OGDEN TECH LABS MONTERY PK CA		.134															00049093
		DOLLARS		.111															
		.PARKER SEAL CO-CULVER CITY CA		.090															10060923
		DOLLARS		.111															
		.PEACOCK ENG NORWALK CAL	1.00	.481	1.00														10061180
		DOLLARS	.870	.567	.870														
		.PNEUDRAULICS MONTCLAIR CA		.049															10063795
		DOLLARS		.063															
		.JAMES POND-CLARK ANAHEIM CA				.267					.267								00255289
		DOLLARS				.266					.266								
		.PRECO INC LOS ANGELES CA	1.00	.224	1.00														10064449
		DOLLARS	.870	.315	.870														
		.PRODUCTS RESEARCH BURBANK CAL		.089															00045756
		DOLLARS		.111															
		.QANTAS AIRWAYS SAN FRAN CA	1.00	.490	1.00														00134937
		DOLLARS	.870	1.26	.870														
		.REEVES RBR CO SAN CLEMENTE CA		.045															10066883
		DOLLARS		.063															
		.REGENT JACK MFG DOWNEY CA		.134															10066964
		DOLLARS		.217															
		.RUCKER PRECISION SANTA ANA CA				.089						.089							00254886
		DOLLARS				.111						.111							
		.DE SOTO INC BERKELEY CA		.217															10021871
		DOLLARS		.317															
		.SPRAGUE DIV TELE GARDENA CA	1.00	.962	1.00														10074789
		DOLLARS	.870	1.20	.870														

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[illegible] SPECIALTY [illegible] LTD. FOR DEC 1971 PAGE 52

12/27/71 * * * [illegible] * * * [illegible] SALESMAN REPORT/GOAL AND REPORT

-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.
		SKYDROL 500A																	7840-500-14
		.TRANS INTERNL OAKLAND CAL		2.38															10080517
		DOLLARS		2.87															
		.COAST PRO-SEAL COMPTON CA		.175															10017351
		DOLLARS		.222															
		.RANDALL CO LOS ANGELES CALIF	1.00	.481	1.00														10066271
		DOLLARS	.870	.567	.870														
		.UNIVERSAL AIRLINES OAKLAND CA	2.00	3.81	2.00														00143367
		DOLLARS	1.74	4.90	1.74														
		.WESTERN COMMANDER VAN NUYS CA		.320		.420						.105	.105				.105	.105	00144754
		DOLLARS		.512		.664						.166	.166				.166	.166	
		.WESTINGHOUSE EMERYVILLE CALIF		.090															10089921
		DOLLARS		.112															
		.WHITTAKER CONTR CHATSWORTH CA	1.00	.481	1.00														10090512
		DOLLARS	.870	.643	.870														
		WHITTAKER CONTR COSTA MESA CA		.045															10090520
		DOLLARS		.056															
		TOTAL-WHITTAKER CORP LOS ANGEL	1.00	.526	1.00														00047058
		**DOLLARS	.870	.704	.870														
		TOTAL PRODUCT * * * * * POUNDS	21.0	23.7	21.0	7.58	1.92	1.05			.27	.19	.11	.48	.22		2.27	1.07	7840-500-14
		* * * * *DOLLARS	18.3	29.2	18.3	7.51	1.73	.98			.27	.28	.17	.57	.28		2.23	1.03	
PROFIT MARGIN $ .142				CON	RI CO	L $	ACTUAL	CONT	RI $	TOT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS	
GOAL		YR GOAL CONTRI $ 3.0 CURR			.5			.3		.3		.4		.1		.965		4.0	
GOAL		SELL PR .870 CURR Y			3.0			2.0		1.0		1.9		.2		.992		21.0	
		SKYDROL 500B																	7840-502-14
		.ABEX CORP OXNARD CAL	20.0	19.2	20.0	17.3	1.44	1.44	1.44	1.44	1.44	1.44	1.44	1.44	1.44	1.44	1.44	1.44	10000378
		DOLLARS	18.0	17.8	18.0	15.6	1.30	1.30	1.30	1.30	1.30	1.30	1.30	1.30	1.30	1.30	1.30	1.30	
		.JIM ABRAMS DIST CO MOSES LK WA	3.00	2.23	3.00	.890		.890											00168572
		DOLLARS	2.70	3.00	2.70	1.11		1.11											
		.ADEL DIV DE LAVAL BURBANK CA				2.89											2.89		00270091
		DOLLARS				2.67											2.67		
		.AERO MAINTENANCE RED BLUFF CA				.089		.089											00157082
		DOLLARS				.111		.111											

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COMMERCIAL INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PATD BY NCR 25

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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.
		KYDROL 5C 08																	7840-502-14
		.AEROMAVES DE MEX S A				.198										.198			00269697
						.198										.198			
		.ALBUQUIP AIRCRAFT [illegible] A				.187	.087	.094											10001048
						.222	.111	.111											
		.AIRLIFT INT OAKLAND CA		7.32	5.00	5.28						2.64				2.64			10001552
		DOLLARS		11.2	4.47	6.60						3.30				3.30			
		.AMBASSADOR COLLEGE PASADENA CA		.223															00228850
		DOLLARS		.079															
		.AMERICAN CAN MODESTO CA	1.00	.952	1.00														10003601
		DOLLARS	.899	.864	.899														
		.MELPAR INC LEMOORE CA		.223															00224898
		DOLLARS		.278															
		.ANGLO AMER AVIAT N HOLLWD CALI	1.00	.528	1.00														00157341
		DOLLARS	.99	.928	.869														
		.ANSETT INDUST AUSTRL BURBAK CA		.263															00184861
		DOLLARS		.090															
		.ARROWHEAD PROD LOS ALAMITOS CA		.089															00152846
		DOLLARS		.115															
		.ADHESIVE ENG SAN CARLOS CA		.045															10000750
		DOLLARS		.063															
		.BENDIX CORP BURBANK CAL				.099				.089									10009286
		DOLLARS				.086				.086									
		BENDIX CORP N HOLLYWOOD CAL	13.0	6.73	13.0	.962											.962		10009235
		DOLLARS	11.7	6.05	11.7	.864											.864		
		TOTAL-BENDIX CORP DETROIT MICH	13.0	6.73	13.0	1.05				.089							.962		00045551
		*DOLLARS	11.7	6.05	11.7	.950				.086							.864		
		.BERTEA CORP IRVINE CAL	[illegible]	13.5	2.00														10009510
		DOLLARS	24.1	15.7	1.80														
		.BOEING AIR TRANS AUBURN WA		.174															10010195
		DOLLARS		.222															
		BOEING CO RENTON WA		.181															00111767
		DOLLARS		.967															
		TOTAL-BOEING CO SO SEATTLE WA		.353															00045802
		[illegible]		[illegible]															

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CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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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.
		.YORUL DECOR																	7840-502-14
		.ULTRAMAR CHEM CO OAKLAND CA		1.67	2.00														10081416
		DOLLARS		2.00	1.80														
		ULTRAMAR CHEMICAL SAN FRAN CA		3.78	1.00														00141488
		DOLLARS		3.71	.899														
		ULTRAMAR CHEMICAL HONOLULU HI		1.98	2.00	1.60						1.60							00141496
		DOLLARS		1.94	1.80	1.50						1.50							
		TOTAL-C BREWER - CO HONOLULU H		7.46	5.00	1.60						1.60							00045837
		**DOLLARS		7.64	4.49	1.50						1.50							
		.BRITISH OVERSEAS LOS ANGELES		.267															00225517
		DOLLARS		.915															
		.BRUCK ENGINEER CO BURBANK CAL			1.00														00148237
		DOLLARS	.999		.899														
		.CAPTIVE AIR BURBANK CALIF		.178		.356	.134						.089				.133		00152374
		DOLLARS		.222		.369	.167						.089				.133		
		.CARLSON MACHINE SAN FERNAND CA		.337															10014026
		DOLLARS		.111															
		.CONSOL CONTROLS EL SEGUNDO CA		.178		.578		.178									.178	.222	10018471
		DOLLARS		.222		.620		.222									.177	.221	
		.CONT AIRLINES LOS ANGELES CA	100	1.44		.481					.481								10018749
		DOLLARS	89.9	1.70		.446					.446								
		CONTINENTAL AIRLINES CHGO IL		6.68		10.3		1.06	2.13	2.12	2.12	2.12		.77					10018722
		DOLLARS		8.57		14.3		1.58	3.16	3.16	2.55	2.55		1.28					
		TOTAL-CONT AIRLINES LOS ANGELE	100	8.14		10.8		1.06	2.13	2.12	2.61	2.12		.77					10018749
		**DOLLARS	89.9	10.3		14.7		1.58	3.16	3.16	3.00	2.55		1.28					
		.CRISSAIR INCOR EL SEGUNDO CA		.089		.267				.089					.178				10020174
		DOLLARS		.111		.288				.111					.177				
		.CUSTOM COMPONENT CHATSWORTH CA		.049															10020611
		DOLLARS		.063															
		.DUFFER AVIATION PHOENIX AZ				.058										.058			00269247
		DOLLARS				.077										.077			
		.DYNASCIENCES FOR CHATSWORTH CA				.481							.481						00219045
		DOLLARS				.446							.446						
		.DYNASCIENCES NO HOLLYWOOD CA				1.19								.223		.962			00262943
		DOLLARS				1.11								.221		.891			

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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.
		KYDROL 5C 09																	7840-502-14
		.EAGLE FLIGHTWAYS HILLSBORO OR		.053															00241547
		DOLLARS		.053															
		.ENERGY SYSTEMS PALO ALTO CA				.481												.481	10026253
		DOLLARS				.446												.446	
		.EXPLOSIVE TECHNOL FAIRFIELD CA		.134															00227595
		DOLLARS		.157															
		.E F FELT AND CO SAN LEANDRO CA	1.00	.041	1.00														00237922
		DOLLARS	.893	.557	.893														
		.FLIGHTCRAFT INC PORTLAND OR		.052															00237671
		DOLLARS		.043															
		.FLYING TIGER LINES LOS ANG CA	12.0	.666															10028795
		DOLLARS	10.9	.813															
		.FORTNER ENG & MFG GLENDALE CA	1.00	.570	1.00	.669		.178										.481	00187259
		DOLLARS	.893	.678	.893	.668		.222										.446	
		.FRONTIER AIRLINES PHOENIX AZ		.962		.962	.481		.481										10029759
		DOLLARS		.864		.796	.378		.378										
		FRONTIER AIRLINES DENVER CO	35.0	26.8	35.0	11.5	1.92			4.15	2.22	.96	1.11		1.11				10029775
		DOLLARS	31.5	22.6	31.5	9.48	1.51			3.41	1.90	.76	.95		.95				
		FRONTIER AIRLINES BILLINGS MT		.481															00163791
		DOLLARS		.432															
		FRONTIER AIR GREAT FALLS MT		.481															10029783
		DOLLARS		.432															
		TOTAL-FRONTIER AIRLINES DENVER	35.0	26.7	35.0	12.4	2.41		.481	4.15	2.22	.96	1.11		1.11				10029775
		**DOLLARS	31.5	24.3	31.5	10.2	1.89		.378	3.41	1.90	.76	.95		.95				
		.GATES AVIATION DENVER CO		.053		.052									.052				00119598
		DOLLARS		.399		.066									.066				
		.GEN ELEC CITY OF INDUSTRY CA				.089			.089										00251364
		DOLLARS				.111			.111										
		GENERAL ELECTRIC EDWARDS CALIF		.074															00198005
		DOLLARS		.132															
		GEN ELEC LOS ANGELES CA	1.00	.135	1.00														10031559
		DOLLARS	.893	.268	.893														
		TOTAL-GEN ELEC SCHENECTADY NY	1.00	.270	1.00	.089			.089										10031850
		**DOLLARS	.893	.403	.893	.111			.111										

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SPECIALTY PRODUCTS — FOR DEC 1971 — PAGE 533

-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.
		KRYTOX 506																	7840-502-14
18	39	.GENERAL METALS BURBANK CAL	12.0	5.77	12.0	6.25	2.89		1.92					1.44					10021405
		DOLLARS	10.8	7.29	10.8	7.01	3.40		2.27					1.34					
18	39	.AEROJET GENERAL AZUSA CA	1.00	.387	1.00														00237132
		DOLLARS	.899	.111	.899														
18	39	.GLOBL AERO SPACE C NORTH HE CA	1.00	.481	1.00														00121045
		DOLLARS	.899	.567	.899														
18	39	.GOODYEAR TIRE LOS ANGELES CA				.162						.162							10034523
		DOLLARS				.185						.185							
18	39	.GREER HYDRAULICS LOS ANGEL CA	1.00	1.44	1.00	2.41	.481			.962					.481		.481		10035759
		DOLLARS	.899	1.70	.899	2.59	.57			1.13					.45		.45		
18	39	.HILLSBORO AVIAT HILLSBORO OR		.054															10038073
		DOLLARS		.083															
18	39	.HUGHES AIRCRAFT CO LOS ANGE CA	2.00	2.98	2.00														00124974
		DOLLARS	1.80	3.52	1.80														
18	39	HUGHES AIR WEST PHOENIX AZ		.264		.897-			.897-										10010330
		DOLLARS		.312		1.06-			1.06-										
		TOTAL-HUGHES TOOL CO HOUSTON T	2.00	3.24	2.00	.897-			.897-										00124982
		**DOLLARS	1.80	3.81	1.80	1.06-			1.06-										
18	39	.HYDRAU AIRE INC BURBANK CA	10.0	12.5	10.0	6.73						.96		3.85				1.92	10039800
		DOLLARS	8.99	11.9	8.99	6.05						.86		3.46				1.73	
18	39	.IMC MAGNETICS CORP TEMPC AZ	1.00	.962	1.00														00240710
		DOLLARS	.899	1.13	.899														
18	39	.INDUSTRIAL MEASURE POMONA CA				.481								.481					00262927
		DOLLARS				.446								.446					
18	39	.INTERMOUNTAIN AVIA MARANA AZ		.108															10041015
		DOLLARS		.153															
18	39	.ITT AEROSPACE CONTR BURBANK CA				.267								.134			.133		10042186
		DOLLARS				.266								.133			.133		
18	39	ITT CANNON ELE SANTA ANA CA		.010															10042127
		DOLLARS		.017															
18	39	ITT CONTROLS BURBANK CA		.136															10042097
		DOLLARS		.167															
18	39	ITT CONTROLS GLENDALE CA	1.00	.481	1.00	.264	.132		.132										10042100
		DOLLARS	.899	.567	.899	.334	.167		.167										

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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.
		HYDROIL 9668																	78404502-1
		TOTAL-INTL TELEPHONE AND TEL W	1.0	.000	1.00	.531	.132		.132					.134			.133		00044512
		**DOLLARS	.531	.751	.884	.000	.197		.167					.133			.133		
		.JAPAN AIRLINES SAN FRAN CA	1.0	.0	1.00	.706				.353							.353		00126233
		DOLLARS	.529	.0	.899	.944				.529							.419		
		.KAISER ALUM PAR OAKLAND CAL	1.0	.331	1.00														00045624
		DOLLARS	.423	.529	.899														
		.KDI TESTING LAB SO EL MONTE CA		.177															00230154
		DOLLARS		.222															
		.KEN AIR INC SUN VALLEY CALIF		.133		1.06					1.06								00163155
		DOLLARS		.199		.891					.891								
		.LOCKHEAD CALIF BURBANK CA		.083															10046742
		DOLLARS		.111															
		.LUFTHANSA GERMAN AIR TUCSON AZ				1.08	.223	.415					.445						10047439
		DOLLARS				1.28	.278	.555					.443						
		.MALABAR HYDRLC SANLEANDRO CA		.087															00211397
		DOLLARS		.111															
		.MCCULLOCH INTL AIR LONG BEA CA				.178		.089					.089						00250430
		DOLLARS				.200		.111					.089						
		.MC CULLOUGH AERO HAWTHORNE CA				.481												.481	00271926
		DOLLARS				.446												.446	
		.MCDONNELL DOUGLAS LONG BE CA	56.0	39.1	56.0	24.1				4.81	4.81			4.81		4.81	4.81		10049547
		DOLLARS	50.3	34.5	50.3	16.7				3.24	3.24			3.24		3.24	3.24		
		MCDONNELL DOUGLAS SANTA MOA CA		.500		1.44			.481				.481					.481	00210595
		DOLLARS		.894		.972			.324				.324					.324	
		TOTAL-MCDONNELL DOUGLAS ST L M	56.0	40.0	56.0	25.5			.48	4.81	4.81		.48	4.81		4.81	4.81	.48	10049571
		**DOLLARS	50.3	40.5	50.3	17.7			.32	3.24	3.24		.32	3.24		3.24	3.24	.32	
		.MENASCO MANUF PAR BURBANK CAL				4.07		.27			1.44	.48		.48	.48	.48		.48	00046345
		DOLLARS				3.85		.28			1.34	.45		.45	.45	.45		.45	
		MENASCO MFG POMONA CA		.089															00231118
		DOLLARS		.111															
		TOTAL-MENASCO MANUF PAR BURBANK		.177		4.07		.27			1.44	.48		.48	.48	.48		.48	00046345
		**DOLLARS		.111		3.85		.28			1.34	.45		.45	.45	.45		.45	
		.MERCURY SERVICE LOS ANGELES CA		.133															00214523
		DOLLARS		.111															

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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.
		KYDAOL SOOP																	7840-502-14
24		.PAUL MUNROE NYD LONG BEACH CA		2.67	2.00														00229695
		DOLLARS		3.17	1.80														
19	39	.NOR AMER ROCKWELL EL SEGUN CA		.169															10058066
		DOLLARS		.198															
19	39	NOR AMER ROCKWELL LOS ANGEL CA	1.00	.221	1.00														00236128
		DOLLARS	.899	.278	.899														
		TOTAL-NOR AMER ROCKWELL EL SEG	1.00	.347	1.00														10058066
		**DOLLARS	.899	.444	.899														
18	39	.NORTHRUP CORP HAWTHORNE CA	1.00	.529	1.00														10058376
		DOLLARS	.899	.629	.899														
19	39	.OGDEN TECH LABS MONTERY PK CA		.037															00049093
		DOLLARS		.111															
18	39	.OVERSEAS NTL AIRW ALAMEDA CA		.535		1.90		.211	.211	.211		.211	.211	.211	.211	.211		.211	00209864
		DOLLARS		.999		2.21		.269	.269	.331	.062	.264	.264	.254	.211	.211		.201	
18	39	.PACIFIC AIRMOTIVE BURBANK CA	1.00	1.24	1.00														10060087
		DOLLARS	.899	1.65	.899														
18	39	.PAC SOWEST AIRLIN SAN DIEGO CA	40.0																10060206
		DOLLARS	35.9																
12	39	.PARKER AIRCR LOS ANGELES CA		2.93															10060893
		DOLLARS		3.46															
19	39	.PARKER HANNIFIN CORP IRVINE CA	15.0	12.5	15.0	11.6	.49	2.42	.96	.96	.96	.96	1.92		1.92	.96			00225703
		DOLLARS	13.5	14.5	13.5	10.4	.43	2.24	.86	.86	.86	.86	1.73		1.73	.81			
19	39	PARKER SEAL CO-CULVER CITY CA				.072					.045	.027							10060923
		DOLLARS				.087					.044	.043							
		TOTAL-PARKER HANNIFIN CLEVELAN	15.0	12.5	15.0	11.7	.48	2.49	.96	.96	1.01	.99	1.92		1.92	.96			00047775
		**DOLLARS	13.5	14.5	13.5	10.5	.43	2.24	.86	.86	.91	.91	1.73		1.73	.81			
19	39	.PHILLIPINE AIRLINES SAN FRAN C	4.00	4.99	4.00	1.69								1.69					10062535
		DOLLARS	3.60	5.68	3.60	1.68								1.68					
18	39	.JAMES POND-CLARK ANAHEIM CA				.178					.178								00255289
		DOLLARS				.177					.177								
10	3	.POWER ELEN ENG PALO ALTO CA		.139															00223972
		DOLLARS		.166															
18	39	.PUREX CORP NORTH HOLLYWOOD CA	1.00	.443	1.11														00230251
		DOLLARS	.899	.567	.899														

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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.
		SYDROL 5008																	7840-502-1
		.PUROLATOR PROD NEWBURY CA				1.44			.481	.481								.481	10065550
		DOLLARS																	
		.QANTAS AIRWAYS SAN FRAN CA				2.32		.21	2.11										00134937
		DOLLARS																	
		.QUALITRON AERO INC BURBANK CA				.267			.089										00134988
		DOLLARS																	
		.RAYCHEM CORP MENLO PK CA																	10066468
		DOLLARS																	
		.REEVES ROR CO SAN CLEMENTE CA																	10066883
		DOLLARS																	
		.REFLECTONE INC LEMOORE CALIF				.481													00256439
		DOLLARS																	
		.REGENT JACK MFG DOWNEY CA				.089													10066964
		DOLLARS																	
		.REMMERT WERNER LOS ANGELES CA																	00185132
		DOLLARS																	
		.ROCKER INDUSTRIES HARBOR CT CA																	00187062
		DOLLARS																	
		.ROHR CORP SAN DIEGO CA																	00186120
		DOLLARS																	
		ROHR CORP AUBURN WA																	10068932
		DOLLARS																	
		TOTAL-ROHR CORP CHULA VISTA CA																	10068916
		**DOLLARS																	
		.RONSON HYDRIC DUARTE CAL																	10068991
		DOLLARS																	
		.ROCKER PRECISION SANTA ANA CA																	00254886
		DOLLARS																	
		.S F O HELICOPTER OAKLAND CA																	10070058
		DOLLARS																	
		.SARGENT IND HUNTINGTON PK CA																	10070880
		DOLLARS																	
		.SATURN AIRWAYS OAKLAND CA																	10070899
		DOLLARS																	

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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.
		.AYDOJL DCCR																	7840-502-14
		.SCANDINAVIAN ABLNE L A CA				.177	.177												10071011
		DOLLARS				.222	.222												
		SCANDINAVIAN AIRLINES SEATL WA		.000		.356			.178						.178				10071054
		DOLLARS		.111		.399			.222						.177				
		TOTAL-SCANDINAVIAN ABLNE JAMAI		.289		.533	.177		.178						.178				10071038
		**DOLLARS		.111		.621	.222		.222						.177				
		.SEABOARD W AIR FAIRFIELD CALF		2.17		2.12			.528		.528	.540			.528				00087904
		DOLLARS		2.69		2.50			.624		.624	.624			.624				
		SEABOARD WORLD AIR TACOMA WA		.528															00155284
		DOLLARS		.672															
		TOTAL-SEABOARD WORLD AIRL JAMA		2.65		2.12			.528		.528	.540			.528				10071666
		**DOLLARS		3.36		2.50			.624		.624	.624			.624				
		.SEATON WILSON CORP BURBANK CA		.461		1.44			.962	.481									00137464
		DOLLARS		.567		1.70			1.13	.57									
		.SERVAIR OF CALIF ANCHORAGE AK	1.00	1.16	1.00	.528					.211			.317					00181889
		DOLLARS	.829	1.82	.829	.660					.264			.396					
		.SERVAIR OF CALIF OAKLAND CA				.211										.211			00269441
		DOLLARS				.264										.264			
		.AIRESEARCH AVI LOS ANGELES CA	2.00	1.34	2.00	.372				.109	.165					.158			00107441
		DOLLARS	1.29	1.84	1.86	.496				.166	.132					.198			
		.SIN TUNG HING SAN FRANCISCO CA	1.00	1.05	1.00														00230146
		DOLLARS	.999	1.36	.829														
		.SPRAGUE DIV TELE GARDENA CA	1.00	1.92	1.00														10074789
		DOLLARS	.859	2.27	.899														
		.CHEVRON RES RICHMOND CALIF				.089												.089	10016401
		DOLLARS				.089												.089	
		.STEREO ENGINEE LOS ANGELES CA	2.00	1.62	2.00														10075874
		DOLLARS	1.30	1.94	1.30														
		.TRANS INTERNL OAKLAND CAL	5.00	4.27	5.00	2.64							1.32			1.32			10080517
		DOLLARS	4.49	4.38	4.49	3.39							1.65			1.65			
		.TAIC/O AIR FRANCE LOS ANG CA		.534															00139750
		DOLLARS		.695															
		.TASK CORPORATION ANAHEIM CA	1.00	1.00	1.00	.501			.401										10077974
		DOLLARS	.999	.999	1.00	.667			.667										

CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC. PAPER PAT'D BY W.C.R. CO.

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[illegible] SALES REPORT FOR DEC 1971 PAGE 538

[illegible] PRODUCT [illegible] ALL

[illegible] (000 OMITTED) [illegible] 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.
		[illegible]																	7840-502-1
[illegible]	[illegible]	.T.L.LOYD SPRAGUE ENG SAND CA				.962						.962							00259616
		DOLLARS				.891						.891							
[illegible]	[illegible]	.TOLD INC SANTA ANACA				.481											.481		00140910
		DOLLARS				.446											.446		
[illegible]	[illegible]	.TRIDAIR INC TORRANCE CA				.169		.053			.055					.061			00249424
		DOLLARS				.213		.075			.067					.076			
[illegible]	[illegible]	.UNITED AIRLNS LOS ANGELES CAL		[illegible]		1.02	1.02												10083052
		DOLLARS		47.4		.947	.947												
1[illegible]	[illegible]	UNITED AIRLNS SAN DIEGO CA		.491															00233129
		DOLLARS		.455															
1[illegible]	[illegible]	UNITED AIRLNS SAN DIEGO CA		.491															00234141
		DOLLARS		.455															
1[illegible]	[illegible]	UNITED AIRLNS S SAN FRAN CAL	98.0	44.2	98.0	.052	.052												10082994
		DOLLARS	98.1	40.3	98.1	.057	.057												
1[illegible]	[illegible]	UNITED AIRLNS DENVER CO		21.2		2.41	2.41												00142239
		DOLLARS		19.0		2.16	2.16												
1[illegible]	[illegible]	UNITED AIR LINES WINSOOR L CAN		1.44		.481	.481												00142255
		DOLLARS		1.35		.432	.432												
1[illegible]	[illegible]	UNITED AIRLNS WASHINGTON DC		1.26		.962	.962												10083060
		DOLLARS		9.50		.864	.864												
1[illegible]	[illegible]	UNITED AIRLINES MIAMI FLORIDA		.962		.089												.089	10083176
		DOLLARS		.864		.080												.089	
1[illegible]	[illegible]	UNITED AIRLINES W PALM BEACH FL		.053															00241342
		DOLLARS		.360															
1[illegible]	[illegible]	UNITED AIRLINES ATLANTA GA		3.46		.653	.613	.040											10083028
		DOLLARS		3.15		.604	.561	.043											
1[illegible]	[illegible]	UNITED AIRLINES CHICAGO ILL		44.1		5.74	2.93	2.68	.11										10082978
		DOLLARS		44.3		5.47	2.64	2.71	.12										
1[illegible]	[illegible]	UNITED AIRLINES E BOSTON MASS		6.87		.481	.481												10083087
		DOLLARS		6.18		.432	.432												
1[illegible]	[illegible]	UNITED AIRLINES DETROIT MI		[illegible]															00142263
		DOLLARS		5.45															
1[illegible]	[illegible]	UNITED AIRLINES INKSTER MICH		1.92		1.92	1.92												10083257
				1.73		1.73	1.73												

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CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

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01/12/72 — SPECIALTY PRODUCTS — PRODUCT/CUSTOMER REPORT — FOR DEC 1971 — PAGE 539

- 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.
		KYDROL 5008																	7840-502-14
		UNITED AIRLINES ST PAUL MINN		3.85															10083222
		DOLLARS		3.46															
		UNITED AIRLINES OMAHA NEBR		2.41															10083095
		DOLLARS		2.16															
		UNITED AIRLINES NEWARK NJ		8.60		.962	.962												10082935
		DOLLARS		7.74		.864	.864												
		UNITED AIRLINES BUFFALO NY		1.32															10083192
		DOLLARS		1.21															
		UNITED AIR JACKSON HTS L I NY		6.29															10083125
		DOLLARS		5.62															
		UNITED AIRLINES JAMAICA NY		16.4		1.92	1.92												10083133
		DOLLARS		14.7		1.73	1.73												
		UNITED AIRLINE CLEVELAND OHIO		10.6		1.44	1.44												10082951
		DOLLARS		9.63		1.30	1.30												
		UNITED AIRLNS PORTLAND OREGON		6.79		.962	.481	.481											10083117
		DOLLARS		6.12		.864	.432	.432											
		UNITED AIRLINES PITTSBURGH PA		5.29															10082943
		DOLLARS		4.75															
		UNITED AIRLNS PHILADELPHIA PA		5.28		.962	.962												10083141
		DOLLARS		4.73		.864	.864												
		UNITED AIRLINES PITTSBURGH PA		1.92															10083168
		DOLLARS		1.73															
		UNITED AIRLN SALT LAKE CIT UT		3.65															10083001
		DOLLARS		3.46															
		UNITED AIRL NEW PORT NEWS VA		.053															00207306
		DOLLARS		.069															
		UNITED AIR LINES SANDSTON VA		.045															00163295
		DOLLARS		.043															
		UNITED AIRLINES SEATTLE WASH		20.3		1.92	1.92												10083044
		DOLLARS		18.3		1.73	1.73												
		UNITED AIRLINES MILW WISC		.473															00156191
		DOLLARS		.473															
		TOTAL-UNITED AIRLINES ELK GROV	[illegible]	[illegible]	98.0	22.7	18.6	2.4	.1									.1	00047597
		DOLLARS	[illegible]	[illegible]	88.1	20.1	16.7	1.2	.1									.1	

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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.
		KYDROL 5008																	7840-502-14
		.UNITED FILCO CORP GARDENA CA		.483															00243965
		DOLLARS		.527															
		.UNITED FILCO CORP TORRANCE CA	1.00	.570	1.00														00214728
		DOLLARS	.899	.567	.899														
		TOTAL-UNITED FILCO CORP TORRAN	1.00	1.05	1.00														00214728
		**DOLLARS	.899	1.11	.899														
	3	.UNIVERSAL AIRLINES OAKLAND CA	1.00	.878	1.00	1.32						1.32							00143367
		DOLLARS	.899	1.41	.899	1.47						1.47							
	3	.U S NAVY MOFFETT FIELD CALIF		.416															10084520
		DOLLARS		.369															
		.UTA C/O AIR FRANC LOS ANGELES CA				1.30						1.30							00216976
		DOLLARS				1.58						1.58							
	3	.VAN DEUSEN AIRC SUP VANNUYS CA				.178			.089					.089					00093815
		DOLLARS				.200			.111					.089					
	3	.WEST COAST AIRLINES SEATTLE WA	1.00		1.00														10088429
		DOLLARS	.899		.899														
	3	.WESTERN AIR LOS ANGELES CA	90.0																10088666
		DOLLARS	80.9																
	3	.WESTERN COMMANDER VAN NUYS CA		.197		.108				.108									00144754
		DOLLARS		.166		.170				.170									
	3	.WESTERN HYDRAULICS ANAHEIM CA	1.00	.491	1.00														00240400
		DOLLARS	.899	.567	.899														
	3	.WEST-IN HYDRAULIC VAN NUYS CA	10.0	9.77	2.00														10090067
		DOLLARS	8.99	8.59	1.80														
	3	.WHITTAKER CONTROLS NORTH HO CA	1.00	.177	1.00														00145548
		DOLLARS	.899	.222	.899														
	3	.WIEN CONSL AIRLNS ANCHORAGE AK	2.00	2.36	2.00	3.37				.96			.96					1.44	00214817
		DOLLARS	1.80	3.02	1.80	3.02				.86			.86					1.30	
	3	.WINTEC CORP INGLEWOOD CALIFO	1.00	.223	1.00														00223735
		DOLLARS	.899	.278	.899														
	3	.WORLD AIRWAYS INC OAKLAND CA	10.0	14.7	10.0	25.3	1.69	1.96	3.77		1.06	3.17	2.11	2.11	2.11	3.17	3.17	2.11	10092205
		DOLLARS	8.99	19.0	8.99	31.5	1.34	1.34	4.38		1.32	4.96	.11	5.17	2.64	3.96	3.82	2.50	
		TOTAL PRODUCT * * * * * POUNDS	455	53	368	196	28.1	12.2	17.6	17.4	17.2	19.9	11.6	18.6	10.1	16.7	15.5	11.0	7840-502-14
		* * * * * DOLLARS		53	331	192	28.0	13.2	18.8	16.3	15.4	21.7	9.1	20.1	10.3	16.7	14.2	10.3	

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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.
		.KYDROL 5COB																	7840-502-1
PR		GRT MARGIN $ .32	CCS	RT GO	CS	ACTUAL	CONTRI$		DT DEV		VOL DEV	PRICE DEV			AVG	SELL PR	GOAL LBS		
		YR GOAL CONTRI $ 119.2 CURR	0	10.9			4.2		12.5-		13.1-	.6				.951	51.3		
GOAL		SELL PR .899 CURR Y	0	119.2			79.8		59.6-		55.7-	16.1				.981	468.0		
		.KYDROL 5COC																	7840-503-1
1	39	.ABEX CORP OXNARD CAL				1.44						.481			.481		.481		10000378
		DOLLARS				1.30						.432			.432		.432		
1	39	.BRITISH OVERSEAS LOS ANGELES				.052								.052					00225517
		DOLLARS				.066								.066					
1	39	.CONT AIRLINES LOS ANGELES CA				.962			.962										10018749
		DOLLARS				1.17			1.13										
16	39	.HUGHES AIR WEST PHOENIX AZ	10.0	2.22	10.0	5.89		1.08		1.08			1.62		1.05	1.06			10010330
		DOLLARS	8.99	2.02	8.99	6.86		1.25		1.25			1.87		1.25	1.25			
19	39	HUGHES AIR WEST LOS ANGELES CA	2.00		2.00														00107514
		DOLLARS	1.80		1.80														
		TOTAL-HUGHES TOOL CO HOUSTON T	12.0	2.22	12.0	5.89		1.08		1.08			1.62		1.05	1.06			00124982
		**DOLLARS	10.8	2.02	10.8	6.86		1.25		1.25			1.87		1.25	1.25			
18	39	.HURST AIRHEART CHULA VISTA CA	1.00	.431	1.00														00229989
		DOLLARS	.899	.432	.899														
1	39	.CHEVRON CHEM RICHMOND CALIF				.044		.044											10016290
		DOLLARS				.056		.056											
		TOTAL PRODUCT * * * * * POUNDS	13.0	2.77	13.0	8.39		1.12	.96	1.08		.48	1.62	.05	1.53	1.06	.48		7840-503-1
		* * * * * *DOLLARS	11.7	3.09	11.7	9.42		1.30	1.13	1.25		.43	1.87	.07	1.68	1.25	.43		
PR		GRT MARGIN $ .295	CCS	RT GO	CS	ACTUAL	CONTRI$		DT DEV		VOL DEV	PRICE DEV			AVG	SELL PR	GOAL LBS		
TOT		YR GOAL CONTRI $ 3.8 CURR	0	2.6			.0		2.0-		2.0-	.0				.000	6.8		
GOAL		SELL PR .899 CURR Y	0	3.8			4.4		.5		1.4-	1.9				.123	13.0		

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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.
		KRYDROL 7000																	4065-100-1
		.AIR CARRIER SERVICE OAKLAND CA		.11															00227625
		DOLLARS		.1															
		.ARGOSY AIR TRAVEL BELLEVU WA				.140							.090				.090		00252468
		DOLLARS				.252							.126				.126		
		.ASCO MACH PROD EL SEGUNDO CA		.2		.045			.045										10006775
		DOLLARS		.12		.063			.063										
		.AVIATION SANFORD TORRANCE CA				.490										.490			00266493
		DOLLARS				.648										.648			
		.BERTEA CORP IRVINE CAL	4.00	6.48	4.00														10009510
		DOLLARS	4.04	6.72	4.04														
		.RONALD BRIDGEWATER LOS ANGE CA				.045	.045												00112151
		DOLLARS				.063	.063												
		.CARLSON MACHINE SAN FERNAND CA	1.00	.226	1.00	.225	.090						.135						10014026
		DOLLARS	1.01	.469	1.01	.315	.126						.189						
		.CLUB AMERICANA LONG BEACH CA				.090										.090			00269557
		DOLLARS				.126										.119	.007		
		.DOUGLAS DULY N HLYWD CAL	1.00	.137	1.00														10023394
		DOLLARS	1.01	.189	1.01														
		.FAROEST CORP PACOIMA CA				.490	.490												00248681
		DOLLARS				.648	.648												
		.GATES AVIATION DENVER CO	1.00	.045	1.00														00119598
		DOLLARS	1.01	.063	1.01														
		.GENERAL METALS BURBANK CAL				.490				.490									10021405
		DOLLARS				.648				.648									
		.INTERMOUNTAIN AVIA MARANA AZ				.109								.109					10041015
		DOLLARS				.162								.162					
		.JEFFROY BROKERS SAN YSIDRO CA	1.00	.49	1.00	.490			.490										00230774
		DOLLARS	1.01	.64	1.01	.648			.648										
		.KEN AIR INC SUN VALLEY CALIF	1.00	.499	1.00														00163155
		DOLLARS	1.01	.67	1.01														
		.MCDONNELL DOUGLAS LONG BCH CA	1.00	.311	1.01														10049547
		DOLLARS	1.01	.466	1.01														
		.MENASCO MANUF BURBANK CAL		.045															00046345
		DOLLARS		.07															

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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.
		KRYSOL 7000																	4065-100-14
1683		.MERCER AIRLINES BURBANK CALIF	1.00	.411	1.00	.270								.090	.090			.090	00154555
		DOLLARS	1.01	.627	1.01	.378								.126	.126			.126	
1684		.MERCURY AVIA TUCSON ARIZ		.110															00244139
		DOLLARS		.180															
1685		.JAIL AERONAUTICS EDWARDS CA	1.00	.110	1.00														00142891
		DOLLARS	1.01	.180	1.01														
1686		.FRED F NUONAN RICHMOND PIER CA				.055			.055										00253448
		DOLLARS				.090			.090										
1687		.PACIFIC HI-TEMP BURBANK CA				.090									.090				00264962
		DOLLARS				.126									.126				
1688		.PORTS OF CALL DENVER CO		.270		.270						.090			.090			.090	00241504
		DOLLARS		.126		.378						.126			.126			.126	
1689		.POTTER AIRCRAFT SER BURBANK CA	1.00	.055	1.00														10064279
		DOLLARS	1.01	.083	1.01														
1690		.QUALITRON AERO INC BURBANK CA	1.00	.360	1.00	.045												.045	00134988
		DOLLARS	1.01	.504	1.01	.063												.063	
1691		.REEVE ALEUTIAN ARMY BURBANK CA	1.00	.470	1.00														00230324
		DOLLARS	1.01	.648	1.01														
1692		.RONSON HYDRIC DUARTE CAL	1.96	2.76	1.00	2.45									.49			1.96	10068991
		DOLLARS	1.01	3.87	1.01	3.24									.65			2.59	
1693		.AIRESEARCH MFG LOS ANGELES CA	1.00	1.47	1.00														00047880
		DOLLARS	1.01	1.75	1.01														
1693		AIRESEARCH AVI LOS ANGELES CA	1.00	.490	1.00														00107441
		DOLLARS	1.01	.648	1.01														
		TOTAL-SIGNAL OIL - GAS LOS ANG	2.00	.980	2.00														00045292
		**DOLLARS	2.02	1.10	2.02														
1694		.SKYTRONICS INC EL SEGUNDO CA		.220															10073421
		DOLLARS		.315															
1695		.STRATOFLEX INC SANTA ANNA CA				.054							.054						00260770
		DOLLARS				.081							.081						
1696		STRATOFLEX INC HAWTHORNE CAL		.055															10076382
		DOLLARS																	
		TOTAL-STRATOFLEX FORT WORTH TX		.055		.054							.054						10076374
		**DOLLARS				.081							.081						

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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.
		SKYCUBE 700																	4065-100-14
		.TEAM CORP EL MONTE CA				.044				.044					.004				10078059
		DOLLARS				.126				.063					.063				
		.T S A F NORTON A F B CA	1.00	.511	1.00														00229156
		DOLLARS	1.01	.519	1.01														
		U S GOVT EL SEGUNDO CA				.181											.181		00270822
		DOLLARS				.252											.252		
		TOTAL-U S GOVT WASHINGTON D C	1.00	.611	1.00	.181											.181		10084733
		**DOLLARS	1.01	.619	1.01	.252											.252		
		.WESTERN COMMANDER VAN NUYS CA				.055							.055						00144754
		DOLLARS				.099							.099						
		.WORLD AIRWAYS INC OAKLAND CA				.220											.220		10092205
		DOLLARS				.360											.360		
		TOTAL PRODUCT * * * * * POUNDS	13.0	13.4	13.0	6.39	.63		.59	.54		.09	.33	.20	.76	.58	.49	2.19	4065-100-14
		* * * * *DOLLARS	13.1	17.9	19.2	8.76	.89		.83	.71		.13	.49	.29	1.09	.77	.75	2.91	
		NET MARGIN $ .784																	
		YR GOAL CONTRI $ 14.9 CURR		2.0		ACTUAL	CONTRIB		DOL DIV		DOL DIV	PRICE		REV	AVG	SELL	PR	GOAL LBS	
		SELL PR 1.010 CURR YR		14.7			2.4		.4		.3	.7				2.330		2.5	
							7.3		7.6		9.9	2.3				1.370		19.0	
		SKYCUBE 450																	7849-450-14
		.HUGHES AIR WEST PHOENIX AZ				4.23									4.23				10010330
		DOLLARS				3.53									5.04	1.51			
		TOTAL PRODUCT * * * * * POUNDS				4.23									4.23				7849-450-14
		* * * * *DOLLARS				3.53									5.04	1.51			
		NET MARGIN $ .275																	
		YR GOAL CONTRI $ .0 CURR		.0		ACTUAL	CONTRIB		DOL DIV		DOL DIV	PRICE		REV	AVG	SELL	PR	GOAL LBS	
		SELL PR .003 CURR YR		.5			1.2		1.2		1.2	.0				.000		.0	
																.833		.0	

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- SALES DISTRICT - SPECIALTY PRODUCTS
- SALES REGION MANAGER PRODUCT/CUSTOMER REPORT
- MGR. - HANSEN - 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.
		.KYDROL LO																	7840-000-1
		.JENDIX CORP N HOLLYWOOD CAL			2.00	1.00			.462								.041		10009235
		DOLLARS			1.84	.909			.864								.044		
		.BOEING CO SO SEATTLE WASH																	00045802
		DOLLARS																	
		.CONAIR INC GLENDALE CA				.451	.451												00114898
		DOLLARS				.567	.567												
		.CRISSAIR INCOR EL SEGUNDO CA			1.00														10020174
		DOLLARS			.918														
		.DYNASCIENCES COR CHATSWORTH CA			2.00	.451							.451						00219045
		DOLLARS			1.84	.446							.446						
		.FRONTIER AIRLINES PHOENIX AZ				.451										.451			10029759
		DOLLARS				.378										.378			
		FRONTIER AIRLINES DENVER CO				8.22							1.80	.90	.90	1.80	1.80	1.01	10029775
		DOLLARS				6.96							1.65	.62	.76	1.51	1.51	.91	
		FRONTIER AIRLINES BILLINGS MT				.451							.451						00163791
		DOLLARS				.378							.378						
		TOTAL-FRONTIER AIRLINES DENVER				9.12							2.26	.90	.90	2.26	1.80	1.01	10029775
		**DOLLARS				7.72							2.03	.62	.76	1.89	1.51	.91	
		.ITT CONTROLS GLENDALE CA	2.00	.451	2.20														10042100
		DOLLARS	1.84	.567	1.84														
		.LOCKHEAD CALIF BURBANK CA	150	13.1															10046742
		DOLLARS	139	13.3															
		.MARQUARDT CORP OGDEN UTAH	2.00	.164	2.00														00196274
		DOLLARS	1.84	.222	1.84														
		.MCDONNELL DOUGLAS LONG BE CA	162	77.6	162	138		18.0		14.4	15.4	.5	28.9	14.4	14.4	14.0	18.0		10049547
		DOLLARS	149	73.3	149	98.9		13.6		10.4	10.9	.3	23.2	7.9	10.4	9.9	13.0		
		.PARKER HANNIFIN CORP IRVINE CA				1.80											.902	.902	00225703
		DOLLARS				1.73											.864	.864	
		PARKER SEAL CO-CULVER CITY CA				.044						.044							10060923
		DOLLARS				.044						.044							
		TOTAL-PARKER HANNIFIN CLEVELAND				1.85						.044					.902	.902	00047775
		**DOLLARS				1.77						.044					.864	.864	
		.SARGENT IND SAN FRANCISCO CA	1.00	.082	1.00														00240419
		DOLLARS	.918	.076	.918														

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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.
		KYDEX-SL LP																	7840-000-14
1	43	.AIRSTAMPER MFG LOS ANGELES CA			2.00														00047880
		DOLLARS	1.94		1.94														
1	39	.SKI-TRONIC CORP SUN VALLEY ID				.049												.049	00273171
		DOLLARS				.062												.062	
1	39	.CHEVRON CHEM RICHMOND CALIF				.041		.041											10016290
		DOLLARS				.056		.056											
1	39	.TRANS INTERNL OAKLAND CAL	4.00		4.00														10080517
		DOLLARS	3.67		3.67														
1	39	.UNITED AIRLNS SAN DIEGO CA				.451							.451						00233129
		DOLLARS				.432							.432						
1	39	UNITED AIRLNS S SAN FRAN CAL	232	4.51	232	.451						.451							10082994
		DOLLARS	213	4.32	213	.338						.338							
1	39	UNITED AIRLNS WASHINGTON DC				2.77				.902		.962		.902					10083060
		DOLLARS				2.39				.864		.864		.864					
1	39	UNITED AIRLINES ATLANTA GA				.297				2.30	2.26	.09	.04	.08					10083028
		DOLLARS				.258				2.07	2.03	.09	.04	.09					
1	39	UNITED AIRLINES ELK GROVE IL	4.00		4.00														00047597
		DOLLARS	3.67		3.67														
1	39	UNITED AIRLNS PORTLAND OREGON				.050								.050					10083117
		DOLLARS				.066								.066					
		TOTAL-UNITED AIRLINES ELK GROV	236	4.51	236	3.98				3.20	2.26	1.50	.49	1.04					00047597
		**DOLLARS	217	4.32	217	3.69				2.93	2.03	1.29	.48	1.02					
1	39	.WESTON HYDRAULIC VAN NUYS CA	6.00		6.00														10090067
		DOLLARS	5.51		5.51														
1	39	.WHITTIER CORP COSTA MESA CA				.083										.083			10090555
		DOLLARS				.089										.089			
1	39	.WORLD AIRWAYS INC OAKLAND CA	5.00		5.00														10092205
		DOLLARS	4.59		4.59														
		TOTAL PRODUCT * * * * * POUNDS	1175	97.5	425	155	.5	19.9	1.0	17.6	13.1	1.1	32.1	16.4	15.3	16.3	20.8	2.0	7840-000-14
		* * * * * DOLLARS	1077	93.5	396	113	.6	15.7	.9	13.3	7.9	1.0	26.1	9.6	11.1	11.9	15.4	1.8	
		GP MARGIN % .473																	
		YR GOAL CONTRI % 201.0 CUM					CUM 1.6												
		SELL PR .919 CUM					44.4												

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M G R	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.
		TOTAL PRODUCT GROUP-14 * PRODUCTS		6[illegible]		425		37		37		23		38		37		16	
		AVIATN FLDS.C.L.BRAD *OCELLARS	[illegible]	142	[illegible]	436	54	40	27	34	31	29	49	40	36	38	43	18	
			[illegible]		875		44		32		27		47		41		46		
			CUST	[illegible]	GL1	ACTUAL	CONT	11	ST DEV		YR DEV		PRICE	DEV					
		YR GOAL CONTRI $ 375.6 CUPP	[illegible]	[illegible]			8.8		10.1		61.8		1.7						
		CUPP Y	-	375.6			82.2		93.4		92.7		.7						

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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.
1		'S DIELECTRICS DE.C.PATA																	
		ARCLOR 1242																	1040-240-1
*	60	.CAPACITOR SPECLST ESCONDIDO CA	72.0	25.	72.	36.6		12.					2.4	4.8	2.4	3.0	6.6	5.4	00181374
		DOLLARS	11.0	3.8	11.	6.5		2.0					.58	1.16	.58	.73	1.56	1.31	
2	60	.ELECTRO RAG MOUNT VIEW CA				1.20			.600						.600				00250899
		DOLLARS				.290			.145						.145				
2	60	.MARTIN MARIETTA LOMPOC CA		.11															10048974
		DOLLARS		.03		.017				.017									
*	60	.MAXWELL LAB SAN DIEG CA				30.0		7.0		12.0		9.0							00128740
		DOLLARS				7.26		2.19		2.90		2.18							
1	60	.HUMBLE OIL REF BENICIA C				.055		.055											00165379
		DOLLARS				.013		.01											
2	60	.JS CAPACITOR COR SUN VALLEY CA				.600											.600		00219086
		DOLLARS				.145											.145		
		TOTAL PRODUCT * * * * * POUNDS	72.0	25.1	72.0	60.5		21.1	.4	12.0		9.0	2.4	4.8	3.0	3.0	7.2	5.4	1040-240-1
		* * * * *DOLLARS	11.0	3.96	11.0	16.3		4.28	.15	2.90		2.18	.58	1.16	.73	.73	1.71	1.31	
PR		IT MARGIN $ .086	CO	ST GO	LS	ACTUAL	CONT	IB	DT DEV		OL DEV	P	ICE DEV		AVG	SELL	PR	GOAL LBS	
FIT		YR GOAL CONTRI $ 6.2 CURR		.5			.2		.4		.1		.4			.242		6.0	
GOAL		SELL PR .160 CURR Y		3.2			11.2		5.8		.3		5.3			.238		72.0	
		ARCLOR DIST-1248																	1040-260-1
*	60	.WYNN OIL CO AZUSA CALIFORNIA																	10092434
		DOLLARS		.660															
		TOTAL PRODUCT * * * * * POUNDS																	1040-260-1
		* * * * *DOLLARS		.660															
		ARCLOR 1254																	1040-280-1
	60	.CAPACITOR SPECLST ESCONDIDO CA		.253															00181374
		DOLLARS		.077															
1	60	.CORNELL DUB ELEC VENICE CA		6.0															10019834
		DOLLARS		1.26															
		TOTAL PRODUCT * * * * * POUNDS		6.25															1040-280-1
		* * * * *DOLLARS		1.34															

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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.
		SOLUBOR 1254																	1040-280-1
		GP MARGIN % .087	EST. POT. SALES			ACTUAL	CONT. %		DT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		YR GOAL CONTRI % .0 CONT		.0			.0		.0		.0		.0			.000		.0	
		SELL PR .000 CONT		.0			.0		.0		.0		.0			.000		.0	
		VINYLITE 70-30																	1050-210-1
*		.ALLIED CHEM LOS ANGELES CA		.120															00107956
		DOLLARS		.035															
		.ALLIS CHALMERS LOS ALMOS N M				1.08	1.08												00164119
		DOLLARS				.248	.248												
		.BUCK MFG CO GARDEN GROVE CA				1.03					1.03								00252603
		DOLLARS				.234					.234								
*		.CALIF WHSL ELEC LOS ANGELES CA				.120											.120		00215252
		DOLLARS				.039											.039		
		.C E D NARCO CA				.674										.674			00269425
		DOLLARS				.185										.185			
		.COLORADO-UTE ELECT NUCLA CO				.360											.360		00270458
		DOLLARS				.083											.083		
		.ENERGY SYSTEMS PALO ALTO CA		9.76		7.41			7.41										10026253
		DOLLARS		2.21		1.67			1.67										
		.FEDERAL PACIFIC EL MILPITAS CA	100	105	105	235					10.8		49.5		75.3	49.7	50.0		00153389
		DOLLARS	17.6	17.8	17.6	47.0					3.0		9.3		16.2	9.3	9.4		
*		FEDERAL PACIFIC EL SN DIEGO CA		1.35		4.04				2.70			1.35						00234583
		DOLLARS		.340		1.11				.741			.371						
		TOTAL-FED PAC ELEC NEWARK NJ	100	107	100	239				2.7	10.8		50.8		75.3	49.7	50.0		10027527
		**DOLLARS	17.6	18.2	17.6	48.2				.7	3.0		9.6		16.2	9.3	9.4		
		.GEN ELEC DENVER CO				6.07											6.07		10032148
		DOLLARS				1.37											1.37		
		GEN ELEC SPRINGFIELD OR				4.04										4.04			00269883
		DOLLARS				1.11										1.11			
		TOTAL-GEN ELEC SCHENECTADY NY				10.1										4.04	6.07		10031850
		**DOLLARS				2.49										1.11	1.37		
		.MONSANTO INDPG SOUTH SPRGS TX				.674								.674					00094234
		DOLLARS				.152								.152					

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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.
		PIRATRON 70-30																	1050-210-10
		.PACIFIC TRANS REDWOOD CITY C		47.7	50.0														10038049
		DOLLARS		7.7	8.01														
		.H K PORTER BELMONT CA	1	78.7	100	93.7		2.7		21.6		4.7	6.1		10.8	2.7	6.1	6.1	10064155
		DOLLARS	17.2	17.3	17.2	15.8		.74		3.12		1.39	1.67	.12	2.97	.74	1.67	1.67	
		.TERRA TRANSFORMR CORRECTOR CA				91.2					23.6		11.6	27.0		27.0			00230669
		DOLLARS				23.7					6.13		3.51	7.01		7.01			
		.STANDARD TRANSFORMER MEDFRD OR		16		103							103						00216283
		DOLLARS		26.7	35.2	19.3							19.3						
		.U S A F COLORADO SPRINGS COL				.674				.674									10084474
		DOLLARS				.192				.192									
		U S NAVY MOFFETT FIELD CALIF				.674			.674										10084520
		DOLLARS				.185			.185										
		TOTAL-U S GOVT WASHINGTON D C				1.35			.674	.674									10084733
		**DOLLARS				.377			.185	.192									
		.WESTINGHOUSE ELEC COMPTON CA				2.02									1.35		.67		00145076
		DOLLARS				.556									.370		.185		
		WESTINGHOUSE EMERYVILLE CALIF				2.70							.67		1.35		.67	1.35	10089921
		DOLLARS				.761							.185		.371		.166	.371	
		WESTINGHOUSE SAN FRANCISCO CAL		.674		1.35								1.35					00185663
		DOLLARS		.165		.371								.371					
		WESTINGHOUSE ELE SEATTLE WASH		7.41															00206938
		DOLLARS		1.45															
		TOTAL-WESTINGHOUSE ELECTRIC NY		8.35		6.07							.67	1.35	2.70			1.35	00047740
		**DOLLARS		1.61		1.69							.185	.371	.741		.019	.371	
		.WEYERHAUSER KALAMATH FALLS OR				1.35									1.35				00265055
		DOLLARS				.371									.371				
		TOTAL PRODUCT * * * * * POUNDS	45	412	450	524	1	3	9	25	35	3	174	29	90	84	63	7	1050-210-10
		* * * * *DOLLARS	79.2	74.3	79.2	114	.2	.7	1.9	6.9	9.3	1.3	34.3	7.4	20.3	18.3	12.5	2.0	
		PROFIT MARGIN $ .088				ACTUAL	CENTS		PCT DEV		DOL DEV	PRICE DEV		AVG SELL PR		GOAL LBS			
		PROFIT GOAL CONTRI $ 39.6 CURR					1.9		2.9		3.2	.7		.275		43.4			
		AVG SELL PR .176 CURR YTD					69.2		29.6		6.5	22.3		.218		450.0			

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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.
		BARTELLN 100-42																	1050-215-1
		.COLUMBIA ELECTRIC MOBILE LR MA				.600								.600					00261998
		DOLLARS				.132								.132					
		.PACIFIC GAS-ELEC MADERA CA		.600															00230987
		DOLLARS		.132															
		.WESTINGHOUSE PHOENIX ARIZONA	22	129	329	90.5	44.6			45.9									10089387
		DOLLARS	61.2	42.3	61.2	14.9	6.47			8.47									
		WESTINGHOUSE ELEC DENVER COLO				.600										.600			00159271
		DOLLARS				.132										.132			
		TOTAL-WESTINGHOUSE ELECTRIC NY	323	324	329	91.1	44.6			45.9						.6			00047740
		**DOLLARS	61.2	42.3	61.2	15.1	6.47			8.47						.13			
		TOTAL PRODUCT * * * * * POUNDS	329	325	333	91.7	44.6			45.9				.6		.6			1050-215-1
		* * * * *DOLLARS	61.2	42.3	61.2	15.2	6.47			8.47				.13		.13			
PROFIT MARGIN $ .128				CONTRI GOAL		ACTUAL CONTRIB			DT DEV		VOL DEV		PRICE DEV.		AVG SELL PR		GOAL LOSS		
FIRST YR GOAL CONTRI $ 38.4 CURR Y				5.7			.3		3.3+		3.3+		.0			.000		25.7	
GOAL SELL PR .204 CURR Y				35.4			8.3		30.1+		26.7+		3.5+			.166		300.0	
		INERTEEN 54201 CM																	1050-216-1
		.WESTINGHOUSE SEATT ANCHORAG AK		.600															00145068
		DOLLARS		.119															
		WESTINGHOUSE PHOENIX ARIZONA				134							45.9		44.8			44.0	10089387
		DOLLARS				22.2							7.51		7.39			7.26	
		WESTINGHOUSE ELEC HOLLYWOOD CA		.600															00241245
		DOLLARS		.149															
		WESTINGHOUSE POTRERO CA				.600		.600											00250015
		DOLLARS				.162		.162											
		WESTINGHOUSE SAN FRANCISCO CAL		1.74															00185663
		DOLLARS		.334															
		WESTINGHOUSE ELEC DENVER COLO		.600															00159271
		DOLLARS		.119															
		WESTINGHOUSE EL PORTLAND OR		2.52		.320							.320						10089123
		DOLLARS		.446		.072							.072						
		TOTAL-WESTINGHOUSE ELECTRIC NY		4.34		134		.6					45.8		44.8			44.0	00047740
		**DOLLARS		1.17		22.4		.162					7.58		7.39			7.26	

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CONTINUOUS INTERLEAVED ® BOOKS MINNESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

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M G R	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.
		INERTEEN 94201 CP																	1050-216-19
		TOTAL PRODUCT * * * * * POUNDS		.55		1.5		.0					45.8		44.9			44.0	1050-216-19
		* * * * * DOLLARS		1.17		22.4		.16					7.53		7.39			7.26	
		NET TARGET .074 PR GOAL CONTRI $ .0 CURR				GOAL													
		SELL PR .000 CURR Y																	
		6142 962																	6142-962-19
		MAXWELL CAR SAN DIEGO CA DOLLARS																	00128740
		TOTAL PRODUCT * * * * * POUNDS																	6142-962-19
		* * * * * DOLLARS																	
		INERTEEN PPD																	1050-200-19
		AIR PRODUCTS & CHEM CTY IND CA DOLLARS																	10001307
		CROWN ZELLERBACH WEST LINN OR DOLLARS																	10020344
		ELEC SUPP DIST CO SAN DIEGO CA DOLLARS																	00117552
		FED PAC ELEC SANTA CLARA CA DOLLARS																	10027519
		GAINES ELEC CO LONGBEACH CA DOLLARS																	00237647
		MARCONA MINING CO ALAMEDA CA DOLLARS																	00230081
		MCDONNELL DOUGLAS LONG BE CA DOLLARS																	10049547
		NORTHROP CORP HAWTHORNE CA DOLLARS																	10058376
		PACIFIC CAR & FDUN RENTON WA DOLLARS																	00177385
		PUBLIC SER OF COLORDO DENVER CO DOLLARS																	00218278

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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.
		JERTEEN LTD																	1050-200-1
		.2 & REED ELECTROS ANGELES CA		.674															00229105
		DOLLARS		.166															
		.SIERRA TRANSFORMR CERRITOS CA		137	60.0	27.7		13.5		13.5	2.7								00230669
		DOLLARS	12.2	24.8	12.2	7.60		3.91		3.41	.68								
		.STANFORD LINEAR MENLO PK CA		4.09															10075327
		DOLLARS		1.02															
		.U S GOVT OAKLAND CALIF				4.50		4.50								.12			10084024
		DOLLARS				1.51		1.63											
		U S DEPT INTERIOR PALISADES				2.19			.12			.72	1.35						00250529
		DOLLARS				.576			.039			.234	.303						
		U S NAVY OAKLAND CALIF		1.95															10084288
		DOLLARS		.581															
		U S NAVY SUPPLY OAHU HAWAII				.360								.360					00263133
		DOLLARS				.094								.094					
		TOTAL-U S GOVT WASHINGTON D C		1.95		7.05		4.50	.12			.72	1.35	.36		.12			10084733
		**DOLLARS		.581		2.18		1.63	.04			.23	.30	.09					
		.US SMELT & REF & MIN PIERRE SY		.674															00168092
		DOLLARS		.177															
		.NARCO CONTROL LOS ANGELES CA		.674															00243396
		DOLLARS		.177															
		.WESTINGHOUSE ELEC COMPTON CA		7.41		.674			.674										00145076
		DOLLARS		1.86		.185			.185										
		WESTINGHOUSE EMERYVILLE CALIF		4.72		1.35				1.35									10089921
		DOLLARS		1.17		.371				.371									
		WESTINGHOUSE ELEC DENVER COLO		1.15															00159271
		DOLLARS		.269															
		TOTAL-WESTINGHOUSE ELECTRIC SY		13.3		2.02			.67	1.35									00047740
		**DOLLARS		3.29		.556			.185	.371									
		TOTAL PRODUCT * * * * * POUNDS		180	93.0	41.4		18.0	.5	14.8	2.7	.7	1.3	3.1					1050-200-1
		* * * * * *DOLLARS		47.7	18.3	13.2		5.14	.22	5.71	.88	.23	.33	.70		.12			
		SLT CARSTR E .11%				TOTAL	CONT	EB		LEV		LEV	PRICE	REV		AVG SELL	PR	GOAL LBS	
		VR TOTAL CONTRI E 13.2					.3			2.8		2.2	.3			.000		19.1	
		SLT DR .2%					7.1			3.2		5.5	2.3			.264		90.0	

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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.
		[illegible] PYRAMID ALASKA																	1050-306-1[illegible]
		.ADVANCE ELEC ANAHEIM CALIF		[illegible]															00158011
				[illegible]															
		.ALASKA LUMBER & PULP [illegible] ALASKA		[illegible]															00222869
				[illegible]															
		.ALASKA LUMBER & PULP SITKA A		.[illegible]															00212199
		DOLLARS		[illegible]															
		.AMERICAN FOREST PRO PAPERTEL CA		.965															00232122
		DOLLARS		.[illegible]															
		.WESTERN ELECTRIC PHOENIX APL				.720									.720				00221058
		DOLLARS				.166									.166				
		.AMFAC INC HONOLULU HI		2.[illegible]															10005167
		DOLLARS		.925															
		.BOISE CASCADE SALEM ORE				1.35						1.35							10010306
		DOLLARS				.371						.371							
		.CALIF ELEC WORKS SAN DIEGO CA		1.[illegible]															10013119
		DOLLARS		.397															
		.CALIF MENS COLONY SAN LUIS CA		2.03															00156434
		DOLLARS		.[illegible]															
		.CALIF WHSL ELEC LOS ANGELES CA		.[illegible]															00215252
		DOLLARS		.922															
		.CLIMAX MOLY CO CLIMAX CO		3.38															00114464
		DOLLARS		.[illegible]															
		.CONSOL ELEC DISTR COOPGRADO CA		.[illegible]		.130		.[illegible]											00186031
		DOLLARS		.164		.049		.04											
		.CONT CORP OF SANTA CLARA CA		.39[illegible]															10018609
		DOLLARS		.[illegible]															
		.E I DUPONT ANTIOCH CA		.[illegible]															00210359
		DOLLARS		.[illegible]															
		.ELEC MOTOR & SUPPLY FRESNO CA		2.[illegible]		5.40				5.40									00233781
		DOLLARS		.[illegible]		1.49				1.49									
		.ELECTRO ENG WKS SAN LEANDRO		[illegible]		[illegible]							2.70			2.70	2.70		10025753
		DOLLARS		.[illegible]		2.23							.743			.743	.743		
		.ENERGY SYSTEMS PALO ALTO CA		1.[illegible]															10026253
				[illegible]															

COMPUTRONICS INTEGRATED BUSINESS FORMS, INC. 32 PAPER PAT'D BY N.C.R. CO.

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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.
		TRANSFORM PYRANOL A13436																	1050-300-10
		SALES MGR DENVER CO				.360											.360		10030552
		DOLLARS				.093											.083		
		GEN DYNAMICS SAN DIEGO CA		.279															10030927
		DOLLARS		.136															
		GEN ELEC GLENDALE AZ		1.35															10031052
		DOLLARS		1.91															
		G E CO LOS ANGELES ANAHEIM CA				3.38								3.38					00120006
		DOLLARS				.895								.895					
		GEN ELEC LOS ANGELES CA		3.91		2.91							1.08				1.35	.48	10031559
		DOLLARS		2.21		.829							.302				.371	.156	
		GEN ELEC OAKLAND CA		2.53		2.24				.89				1.44					10031397
		DOLLARS		1.39		.582				.231				.331					
		GENERAL ELECTRIC PLEASANTON CA		1.03															00155705
		DOLLARS		.276															
		GENERAL ELEC SUP RIVERSIDE CA		.135															00240877
		DOLLARS		.130															
		GEN ELEC SAN DIEGO CA				.360						.360							00252263
		DOLLARS				.101						.101							
		GEN ELECTRIC SACRAMENTO CA		.079		1.35												1.35	10031451
		DOLLARS		.164		.371												.371	
		GEN ELEC DENVER CO		1.35		2.03	2.03												10032148
		DOLLARS		.271		.456	.456												
		GEN ELEC EUGENE OR		1.35		2.03					1.35					.68			00232904
		DOLLARS		.339		.557					.371					.186			
		GEN ELEC PORTLAND OR		9.38		18.9			4.1						10.1		4.7		10031516
		DOLLARS		1.49		5.29			1.11						2.79		1.30		
		GEN ELEC LOGAN UT		.650															00231282
		DOLLARS		.226															
		GEN ELEC SALT LAKE CTY UTAH		2.03		10.1					10.1								10031192
		DOLLARS		.967		2.79					2.79								
		GEN ELEC SEATTLE WA		[illegible]		[illegible]	.456				2.79							2.03	10030935
		DOLLARS		1.39		1.39	.139				.743							.456	
		GEN ELEC SPOKANE [illegible]		[illegible]		[illegible]										9.45			10032008
		[illegible]		[illegible]		[illegible]										2.50		.08	

CONTINUOUS INTERLEAVED ® MOORE business FORMS, INC. PAPER PATD BY N.C.R. CO.

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DSW 313853

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.
		[illegible]																	1050-300-1
		[illegible]		.77															10032121
				[illegible]															
		[illegible]		[illegible]		[illegible]	[illegible]		[illegible]	[illegible]	14.2	.4	1.1	4.8	10.1	10.1	6.1	3.9	10031650
				[illegible]		[illegible]	[illegible]		1.11	.3	3.90	.10	.30	1.23	2.79	2.79	1.67	1.06	
		.GOLDEN GATE BRIDGE SYS [illegible]		.715															00228613
		[illegible]		.293															
		.GRAYBAR ELECTRIC [illegible]				.675			.675										00250783
		[illegible]				.186			.186										
		GRAYBAR ELECTRIC LOS ANGELES		1.35															00232173
		[illegible]		.338															
		GRAYBAR EL SO SAN FRANCISCO CA		14.2															00185620
		[illegible]		4.30															
		TOTAL-GRAYBAR ELECTRIC LOS ANG		10.1		.675			.675										00232173
		**[illegible]		.69		.186			.186										
		.G & W ELEC SPEC HEADQUARTERS CA		1.35															00241334
		[illegible]		.338															
		.HUNT-WESSON HAYWARD CA		.195															10039592
		[illegible]		.052															
		.INDUSTRIAL ELECTRIC ARCATA CA				.360									.360				00198609
		[illegible]				.083									.083				
		INDUSTRIAL ELECTRIC MODESTO CA				.360											.360		00269956
		[illegible]				.083											.083		
		TOTAL-INDUSTRIAL ELECTRIC ARCA				.720									.360		.360		00198609
		**[illegible]				.166									.083		.083		
		.INDUSTRIAL WHSL ELEC LOS ANGELA				.675								.675					00263397
		[illegible]				.186								.186					
		.INTL RECTIFIER CORP [illegible]				.135	.135												00154049
		[illegible]				.049	.049												
		.ITT FED SUPPORT RICHLAND WA		3.38															10042151
		[illegible]		.423															
		.JET PROPULSION LABS [illegible]		[illegible]															00242373
		[illegible]		.121															
		.KAISER STEEL CORP [illegible]		1.35															00126721
		[illegible]		.338															

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DSW 313854

STLCOPCB4054938

G2142-3

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.
		[illegible] EXPANOL AT SC 39																	1050-300-1[illegible]
		.KENNECOTT COPPER HAYDEN AZ				2.03			.68		1.35								00191612
		DOLLARS				.557			.186		.371								
		KENNECOTT COPPER [illegible]		.57[illegible]															00228026
		DOLLARS		.156															
		UTAL-KENNECOTT COPPER SYC NY		.57[illegible]		2.03			.68		1.35								00045608
		DOLLARS		.156		.557			.186		.371								
		.K-WEST WESTMINSTER CA				.130					.130								00255939
		DOLLARS				.049					.049								
		.LARSEN MOGGE LOS ANGELES CA		5.03		5.40		4.05										1.35	10045444
		DOLLARS		.[illegible]		1.47		1.11										.37	
		.MARCONA MINING CO ALAMEDA CA		2.[illegible]															00230081
		DOLLARS		.[illegible]															
		.NORTHWEST TRANSMR EVERSON WA		.675		.675												.675	10058503
		DOLLARS		.[illegible]		.186												.186	
		.OCCIDENTAL CHEMICAL [illegible]		.36[illegible]															00182656
		DOLLARS		.09[illegible]															
		.OWENS ILLINOIS INC VERNON CA		.675															00132497
		DOLLARS		.1[illegible]															
		.PACIFIC ELEC MOT OAKLAND CA		.67[illegible]		4.05	6.08		2.02										10060125
		DOLLARS		.[illegible]		1.17	1.67		.56[illegible]										
		.PACIFIC PETRO CO OAKLAND CA		.675															00094153
		DOLLARS		.[illegible]															
		.PACIFIC PWR - LT PORTLAND OR		2.[illegible]		2.40		2.43											10060222
		DOLLARS		.[illegible]		.780		.789											
		. P G & E CO HEALDSBURG CA				1.35												1.35	00272299
		DOLLARS				.371												.371	
		.PHELPS DODGE LOS ANGELES CA		.13[illegible]															00236691
		DOLLARS		.04[illegible]															
		.RESOURCE CONTROL SILVER BOW M				.120									.120				00265756
		DOLLARS				.03[illegible]									.03[illegible]				
		.REYNOLDS METALS [illegible]		.[illegible]															10067863
		DOLLARS		.[illegible]															
		.SUNSHINE MINE SPOKANE [illegible]				4.[illegible]						4.05							00178136
						[illegible]						1.11							

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M G R	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.-GRP.-GP.
		[illegible]																	0050-300-1[illegible]
		[illegible]		[illegible]															00234206
		[illegible]		[illegible]															
		[illegible]				[illegible]				[illegible]	[illegible]								00138736
		[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]				[illegible]	[illegible]	10074756
		[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]				[illegible]	[illegible]	
		[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]				[illegible]	[illegible]	10074754
		[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]				[illegible]	[illegible]	
		[illegible]				.120											.120		00270571
		[illegible]				.039											.039		
*		[illegible]		[illegible]															00237663
*		[illegible]		[illegible]															
1		[illegible]				.139	.120												00047159
		[illegible]				.094	.094												
		[illegible]				.315						.315							10082188
		[illegible]				.118						.118							
		[illegible]				.446	.130					.315							00047155
		[illegible]				.167	.049					.118							
		[illegible]		[illegible]															00225746
		[illegible]		[illegible]															
		[illegible]		[illegible]															00089729
		[illegible]		[illegible]															
*		[illegible]		[illegible]															10084458
		[illegible]		[illegible]															
1		[illegible]				1.20						1.25		.05					00257230
		[illegible]				.462						.464		.019					
		[illegible]		[illegible]		[illegible]										.66		2.03	10084289
		[illegible]		[illegible]		[illegible]										.186		.557	
		[illegible]		[illegible]		3.[illegible]						1.25		.05		.66		2.03	10084733
		[illegible]		[illegible]		[illegible]						.459		.01		.186		.557	
		[illegible]		[illegible]															00272963
		[illegible]		[illegible]															
1		[illegible]																	00224064

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DSW 313856

G21423

M G R	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.	CURR. LD. MAIN. PROJ.

M G R	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. ID / MAJ. GRP. CD. OP.
		7 PROCESS FLDS. INC. CA																	
		MOLDOR DIST 5460-NE SOL																	1050-000-0
		YNN OIL CO AZUSA CALIF				72.0							24.0		24.0			24.0	100247
						14.40							4.80		4.80			4.80	
		TOTAL PRODUCT * * * * * POUNDS				72.0							24.0		24.0			24.0	1040-000-0
		* * * * * DOLLARS				14.40							4.80		4.80			4.80	
		T MARVIN * .047				100							TOT.	REV.	AVG.	SELL.	PR.	GOAL	
		GOAL CONTRACT *											.0		.200			.0	
		SELL PR .000 CONT Y		.0															
		MOLDOR 6058																	1040-000-0
		YNN OIL CO CINCINNATI OH				6.00													100270
		DOLLARS				1.44													
		TOTAL PRODUCT * * * * * POUNDS				6.00													1040-000-0
		* * * * * DOLLARS				1.44													
		T MARVIN * .047	CON			ACTUAL	CONT		OT	V			TOT.	REV.	AVG.	SELL.	PR.	GOAL	
		GOAL CONTRACT *											.0		.200			.0	
		SELL PR .000 CONT Y		.0															
		MERYL TECH FLAKE																	1010-000-0
		MARTIN CHEMICAL MILWAUKEE WI		.403		.000									.400				100247
		DOLLARS		.074		.000									.074				
		MANUFACTURERS FULLERTON CA		.740															100247
		DOLLARS		.046															
		STEDT BASSAR LONG BEACH CA		.200															100247
		DOLLARS		.037															
		CROWN ZELLERBACH CORP CAMAS WA	DOM	620	500	840	100	80	200				100		100	140	160	100	100247
		DOLLARS	LOG	124	100	141	16.8	14.7	34.5				16.8		16.8	16.8	19.6	17.3	
		LAU & GRAY INC LOS ANGELES CA		.200															0025-000-0
		DOLLARS		.037															
		ERC CORP FULLERTON CA		4.200															0025-000-0
		DOLLARS		.740															

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M. O R	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. & MAJOR ORG. OF
		DIPHENYL TECH FLAKE																	
		[illegible] DOLLARS		3.00		0.00	[illegible]	[illegible]			3.00					3.00			
		[illegible] DOLLARS		.370		[illegible]	.370	.370			.370					.370			
		[illegible] CAL-PAC CORP SAN JOSE CA		9.00		11.00	[illegible]	2.00			2.00					2.00			
		**DOLLARS		1.11		1.48	.370	.370			.370					.370			
		HERMETIC SEAL ROSEMEAD CA		.200		.200				.100						.100			
		DOLLARS		.039		.078				.016						.023			
		MAGNETIC METALS CO NEWPORT CA				.200	.100	.100											
		DOLLARS				.036	.018	.018											
		MOYCO CHEMICAL CO FRESNO CA		5.00		4.00		4.00											
		DOLLARS		1.11		.740		.740											
		TOTAL PRODUCT * * * * * POUNDS	800	663	800	833	102	4.7	200		.2		IDC		1.00	103	100	100	1[illegible]
		* * * * * DOLLARS	108	126	108	163	19.1	1.9	38.9		.4		LOCB		16.8	19.2	19.8	19.8	
		MARGIN $ .021	BUDGET	$	ACTUAL	CONTRIB	[illegible]	[illegible]											
		% GOAL CONTRI $ 42.4 CURR Y		3.9		4.7		6.2		1.4			3.4			4.58		23.0%	
		SELL PR .021 CURR Y		42.4		142		31.		2.8			29.0			4.58		23.0	
		[illegible]																	
		[illegible] MEYERHOFER QUAKER LUDLOW [illegible]		.920		.460										.460			
		DOLLARS		.226		.129										.129			
		TOTAL PRODUCT * * * * * POUNDS		.920		.460										.460			
		* * * * * DOLLARS		.226		.129										.129			
		MARGIN $ .000 BUDGET		$		TOTAL CONTRIB	[illegible]	[illegible]											
		% GOAL CONTRI $ CURR Y		.0		.0		.0		.0			.0			.0			
		SELL PR .000 CURR Y		.0		.0		.0		.0			.0			.0			
		TOTAL PRODUCT GROUP-27 * POUNDS		6		922		47					12			124			
		PROFESS FLDS-DRUG-PAT * DOLLARS		127		170		8					2			24			
		TOTAL CONTRI $ 42.4 CURR Y		1.		TOTAL CONTRIB	[illegible]	[illegible]											
		CURR Y		42.		24.8		31.2		5.2			29.0			4.1			

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M. G. R	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.
																			6734-003-0
						.420						.420							10057817
						.420						.420							
		TOTAL PRODUCT * * * * * PAPER				.420						.420							6734-003-0
						.420						.420							
																			6734-002-1
																			00166111
						.460												.460	10087968
						.184												.184	
		TOTAL PRODUCT * * * * * PAPER				.460												.460	6734-002-0
						.184												.184	
																			6734-001-0
						37.7												37.7	13079640
																			00263036
		TOTAL PRODUCT * * * * * PAPER																	6734-001-0

DSW 313860

STLCOPCB4054944

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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.
		LEVEL 0014																	6733-100-0
		**ALTER CARPET YARNS LTD				3.30										3.30	.66		00263036
						1.19										1.19	.04		
		TOTAL PRODUCT * * * * * * * * * *				3.30										3.30	.66		6733-100-0
						1.19										1.19	.04		
		DI MARGIN $ .110	COST	LB	LBS	TOTAL COST	LB	OF DEV			VOL DEV	PRICE	DEV	AVG	SELL	PR	GOAL LBS		
		YR GOAL CONTRI $ .2		.0			.0		.0		.0		.0		.000		.0		
		SELL PR .300		.0			.0		-.4		.4		.0		.310		.0		
		POLYIN 3314																	6733-000-0
		**GOALS UNASGND FOR PR TRNT	225		225														00166111
			67.5		67.5														
		**ALTER CARPET YARNS LTD				3.30											3.30		00263036
						1.02											1.02		
		TOTAL PRODUCT * * * * * * * * * *	225		225	3.30											3.30		6733-000-0
			67.		67.5	1.02											1.02		
		DI MARGIN $ .070	COST	LB	LBS	TOTAL COST	LB	OF DEV			VOL DEV	PRICE	DEV	AVG	SELL	PR	GOAL LBS		
		YR GOAL CONTRI $ 14.7		1.			.0		2.3		1.2		.0		.000		18.7		
		SELL PR .300		1.0			.0		15.3		15.3		.0		.310		225.3		
		TOTAL PRODUCT GROUP-LB * POUNDS	375		375	594								19	19	48	255	54	
		LATEX BINDERS C.E.SHA CHEMICAL	113		113	175								7	7	16	69	36	
			COST	PT GOALS		TOTAL COSTS		OF DEV			VOL DEV	PRICE	DEV						
		YR GOAL CONTRI $ .0		.3				.4			2.8		.0						
				30.8				5.9			6.5		.1						

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G2142-3

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.
										.200									1006744
										.200 .114									

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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.
		T AG.-Y PAPER B.TIBBETTS																	
		AG.-DUFF & CO																	1100-000-37
	31	.ROUNT CELLERBACH CO CAMAS WA										.90	.90		1.80				10020352
		DOLLARS																	
	5	.PUBLISHERS PAPER OREGON CITY OR										.450				.450			00134813
		DOLLARS										.563				.563			
		TOTAL PRODUCT * * * * * POUNDS																	1100-000-37
		* * * * * DOLLARS																	
		AA PAILES IND GR																	6486-100-37
		.TOILET PAPER W DE PERE WI																	10057817
		DOLLARS																	
		.RHINELANDER PA RHINELANDER WI																	10067944
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	6486-100-37
		* * * * * DOLLARS																	
		TOTAL PRODUCT GROUP-37 * POUNDS																	
		AG.-Y PAPER B.TIBBETT *DOLLARS																	
		YA GOAL CONTRI % .0 CURR																	
		CURR Y																	

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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.
		[illegible] PAPER [illegible]																	
		[illegible]																	0750-006-65
		.FIBERBOARD CORP STOCKTON CA				.600									.600				10027802
		DOLLARS				.180									.180				
		TOTAL PRODUCT * * * * * PIECES				.600									.600				0750-006-6
		* * * * * DOLLARS				.180									.180				
		AMMONIUM PHOSPHATE TECHNICAL																	0775-220-6
		.CONTAINER CORPORAT VERNON CA	[illegible]	[illegible]	1.[illegible]	1.[illegible]		10.0	20.1	10.0	10.0	20.0		15.0	10.0	15.0			00196347
		DOLLARS	[illegible]	1.[illegible]	6.76	7.[illegible]		.68	1.02	1.01	.75	1.59		1.13	.75	1.13			
		.FEDERAL PAP BD LOS ANGELES CA	[illegible]	[illegible]	[illegible]	[illegible]			20.0					20.0					00248940
		DOLLARS	[illegible]	[illegible]	[illegible]	[illegible]			1.35		.03			1.50					
		.FIBREBOARD SAN JOA MILL ANT CA	800	[illegible]	660														10027780
		DOLLARS	[illegible]	[illegible]	27.[illegible]														
		.LOS ANGELES PAP LOS ANGEL CA		10.[illegible]															10047021
		DOLLARS		.67[illegible]															
		.PERMA POST PROD HILLSBORO OR	[illegible]		[illegible]	[illegible]	[illegible]												00206482
		DOLLARS	[illegible]		[illegible]	[illegible]	[illegible]												
		TOTAL PRODUCT * * * * * PIECES	[illegible]	560	590	190	40.0	10.0	40.1	10.0	10.0	20.0		35.0	10.0	15.0			0775-220-6
		* * * * * DOLLARS	[illegible]	25.1	39.9	13.6	2.81	.68	2.37	1.01	.72	1.59		2.63	.75	1.13			

PROFIT MARGIN $ .003		CURR GOALS	ACTUAL	CONTRIB	MTH DEV	VOL DEV	PRICE DEV	AVG SELL PR	GOAL LBS
YR GOAL CONTRI $ 1.8	CURR Y	.1		.0	.1	.1	.0	.000	49.1
SELL PR .068	CURR Y	1.8		1.1	.6	1.2	.6	.071	690.0

		AMM PHOS REG																	0775-100-6
		.CEL FIBE DIV WILMINGT IL				[illegible]				[illegible]		20.0							00113344
		DOLLARS				[illegible]				[illegible]		[illegible]							
		.CHEMICAL SUPPLY HENAH WI		.23[illegible]		.320						.320							00094617
		DOLLARS																	
		.MOSINEE PAPER CORP MOSINEE WI	[illegible]	[illegible]	[illegible]	180	30.0	[illegible]		[illegible]		60.0							00130931
		DOLLARS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.16	[illegible]	.32	[illegible]	.16						
		.ST REGIS PAPER CO WEST WI	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				5.05								10070457
		DOLLARS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				.543								

CONTINUOUS INTERLEAVED BY MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

STLCOPCB405494B

DSW 313864

G2142-3

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.
		[illegible] AMM PHOS REG																	0775-100-6[illegible]
		TOTAL PRODUCT * * * * * POUNDS	280	[illegible]50	220	231	66.0	40.[illegible]		20.0	9.[illegible]	10.[illegible]							0775-100-6[illegible]
		* * * * *DOLLARS	28.0	27.[illegible]	22.0	23.[illegible]	6.64	3.05	.16	1.29	.92	1.07	.1[illegible]						
PROJ TOT GOAL		PROFIT MARGIN $ .004 CURR YR GOAL CONTRI $ .9 CURR Y SELL PR .100 CURR Y	CONTRI GOALS 0 0			ACTUAL	CONTRI$ .0 .9		TOT DIV .1 .9		DL DIV .1 .9	V P	ICE	REV	AVG	SELL .000 .100	PR	GOAL LBS 18.3 220.0	
		IRE RETARDANT C																	0780-000-0[illegible]
19	72	.CEL FIBE DIV WILMINGT IL DOLLARS	120 12.8	60.0 6.39	120 12.8														00113344
		TOTAL PRODUCT * * * * * POUNDS	120	60.0	120														0780-000-0[illegible]
		* * * * *DOLLARS	12.8	6.39	12.8														
PROJ TOT GOAL		PROFIT MARGIN $ .004 CURR YR GOAL CONTRI $ .5 CURR Y SELL PR .107 CURR Y	CONTRI GOALS 0 0			ACTUAL	CONTRI$ .0 .0		TOT DIV .0 .0		DL DIV .0 .0	V P	ICE	REV	AVG	SELL .000 .000	PR	GOAL LBS 10.0 20.0	
		MOND AMM PHOS REG																	0776-100-6[illegible]
19	72	.CEL FIBE DIV WILMINGT IL DOLLARS		13.0 1.39		34.0 3.64	14.0 1.49			10.[illegible] 1.07		10.0 1.07							00113344
19	72	.ST REGIS PAPER CORNELL WI DOLLARS	100 10.7	114 11.5	100 10.7	32.0 3.43	18.0 1.84				14.0 1.52								10070457
		TOTAL PRODUCT * * * * * POUNDS	100	127	100	66.0	32.0			10.0	14.[illegible]	10.[illegible]							0776-100-[illegible]
		* * * * *DOLLARS	10.7	12.9	10.7	7.08	3.33			1.07	1.52	1.07							
PROJ TOT GOAL		PROFIT MARGIN $ .004 CURR YR GOAL CONTRI $ .4 CURR Y SELL PR .107 CURR Y	CONTRI GOALS 0 0			ACTUAL	CONTRI$ .0 .2		TOT DIV .0 .2		DL DIV .0 .1	V P	ICE	REV	AVG	SELL .000 .106	PR	GOAL LBS 8.3 100.0	

PAPER PATD BY N.C.R. CO. MOORE BUSINESS FORMS, INC. CONTINUOUS INTERLEAVED

STLCOPCB4054949

DSW 313865

G2142-3

DEC 1971 PAGE 868

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.
		0105-CHEK DI AMM PHOSPHATE																	0781-000-6
		.CEL FIRE DIV WILMINGT IL																	00113344
		DOLLARS																	
		.NISTICE PAPER CORP SYRACUSE NY																	00130931
		DOLLARS																	
		.ST REGIS PAPER CORNELL WI																	10070457
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	0781-000-6
		* * * * *DOLLARS																	
		NET MARGIN $ .004	CURR	PI GO	L$	ACTUAL	CONTR$		DT DEV		VOL DEV		PRICE DEV		AVG SELL	PR	GOAL LBS		
		YR GOAL CONTRI $ .0 CURR																	
		SELL PR .000 CURR Y																	
		0105-CHEK MONO AMMONIUM PHOS																	0782-000-6
		.CEL FIRE DIV WILMINGT IL																	00113344
		DOLLARS																	
		.ST REGIS PAPER CORNELL WI																	10070457
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	0782-000-6
		* * * * *DOLLARS																	
		NET MARGIN $ .004	CURR	PI GO	L$	ACTUAL	CONTR$		DT DEV		VOL DEV		PRICE DEV		AVG SELL	PR	GOAL LBS		
		YR GOAL CONTRI $ .0 CURR																	
		SELL PR .000 CURR Y																	
		0105-CHEK P-30 REG																	0778-030-6
		.KIMBERLY CL NEENAH WI																	10044367
		DOLLARS																	
		TOTAL PRODUCT * * * * * POUNDS																	0778-030-6
		* * * * *DOLLARS																	

FORM 2 PAPER PATD BY N.C.R. CO. CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC.

STLCOPCB4054950

DSW 313866

G2142-3

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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.
		8.5-CHEK P-30 LINES																	0778-035-65
		.KIMBERLY CL NEENAH WI		.016															10044367
		DOLLARS		.719															
		.MOSINEE PAPER CORP MOSINEE WI		.013															00130931
		DOLLARS		.615															
		TOTAL PRODUCT * * * * * POUNDS		.029															0778-035-65
		* * * * *DOLLARS		.920															
		85-100																	8240-300-65
		.PSC PAPER ALSIP ILL	1300	2827	2800	1262	167	336	420	339									00118222
		DOLLARS	372	396	372	167	22.1	44.6	55.7	44.9									
		.GARDEN STATE PAPER POMONA CA	2500	2497	2500														10030447
		DOLLARS	333	339	333														
		TOTAL PRODUCT * * * * * POUNDS	5300	5323	5300	1262	167	336	420	339									8240-300-65
		* * * * *DOLLARS	705	735	705	167	22.1	44.6	55.7	44.9									
PROFIT		MARGIN $ .005		CURR PROF GOAL $		ACTUAL	CONT $		DOLLAR DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
PROFIT		% GOAL CONTRI $ 20.5 CURR		2.2			.0		2.2		2.2		.0		.000		441.5		
GOAL		SELL PR .133 CURR Y	0	26.9			6.3		20.2		20.2		.0		.133		5300.0		
		85 110																	8240-310-65
		.PSC PAPER ALSIP ILL		38.4		1734				41	164	328		163	327	165	419	128	00118222
		DOLLARS		5.38		230		.0		5.4	21.7	43.5		21.6	43.3	21.8	55.5	17.0	
		.GARDEN STATE PAPER POMONA CA		39.6		2167		336	166	166	166	165	165	166	167	165	334	171	10030447
		DOLLARS		5.57		305		47.2	23.3	23.3	23.3	23.1	23.2	23.3	23.5	23.2	47.0	24.1	
		TOTAL PRODUCT * * * * * POUNDS		78.0		3901		336	166	207	330	493	165	329	494	330	753	299	8240-310-65
		* * * * *DOLLARS		10.7		535		47	23	29	45	67	23	45	67	45	102	41	
PROFIT		MARGIN $ .005		CURR PROF GOAL $		ACTUAL	CONT $		DOLLAR DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
PROFIT		% GOAL CONTRI $ .0 CURR		.0			1.5		1.5		1.5		.0		.137		.0		
GOAL		SELL PR .000 CURR Y	0	.0			19.5		19.5		19.5		.0		.137		.0		

COMMERCIAL INTERLEAVED ® MOORE BUSINESS FORMS, INC. 32 PAPER PAT'D BY N.C.R. CO.

DSW 313867

STLCOPCB4054951

G21423

PAPER PAT'D BY N.C.R. CO.

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.
		[illegible]																	8180-000-6
[illegible]		.[illegible] PAPER CO OF [illegible]																	10010004
				[illegible]															
[illegible]		.[illegible] TACOMA NEWSPRT [illegible] TACOMA WA		[illegible]															10098518
		DOLLARS		13.[illegible]															
[illegible]		.CONNER CORPORATION CLOQUET MN		[illegible]		[illegible]	[illegible]	[illegible]	[illegible]										10019443
		DOLLARS		[illegible]		[illegible]	[illegible]	[illegible]	.41					.41					
[illegible]		.DIAMOND NAIL CORP RED BLUFF CA		[illegible]															10022304
		DOLLARS		6.[illegible]															
[illegible]		.ITT RAYONIER INC HOQUIAM WA	112	112	112	224							112				112		00126144
		DOLLARS		[illegible]		13.[illegible]							6.61				6.72		
[illegible]		.APPLETON PAPER COMB LOCKS WIS		[illegible]		1048	264	224	112	112	112	224							10018145
		DOLLARS		29.[illegible]		30.[illegible]	7.79	6.61	3.30	3.30	3.30	6.61							
1972		.OWENS ILL TOMAHAWK WI		564															10059917
		DOLLARS		16.[illegible]															
1955		.POTLATCH FORESTS LEWISTN ID				112										112			10064252
		DOLLARS				6.61										6.61			
1977		.TURNER JOSEPH CHICAGO ILL		[illegible]															00155454
		DOLLARS		1.[illegible]															
		TOTAL PRODUCT * * * * * POUNDS	112	3[illegible]	112	1596	362	336	126	112	112	224	112			112	112		8180-000-6
		* * * * * *DOLLARS		[illegible]		56.6	13.[illegible]	6.[illegible]	3.7	3.[illegible]	3.3	6.6	6.6	.4		6.6	6.7		
		500 TRIPOLY PHOS GRAN TR 5-16																	7891-185-6
1977		.RIVERSIDE PAPER APPLETON WI		[illegible]															10068347
		DOLLARS		.[illegible]															
		TOTAL PRODUCT * * * * * POUNDS		13.[illegible]															7891-185-6
		* * * * * *DOLLARS		.[illegible]															
[illegible]		[illegible] MARGIN .093	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
		[illegible] CONTRIB .0		.0			.0		.0		.0		.0			.000		.0	
[illegible]		SELL PR .000 CUPR Y		.0			.0		.0		.0		.0			.000		.0	

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DSW 313868

G21423

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M G R	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.
		XEROX OF																	8240-440-65
		.AMERICAN CAN GREEN BAY WI																84.8	10003636
		DOLLARS		111	93.7	54.0	4.7	4.7	4.7	4.5	4.8	9.1						16.1	
		.FORT HOWARD PAPER GREEN BAY WI																	00119148
		DOLLARS																	
		.GEORGIA PACIFIC BELLINGHAM WA		9.65	23.8														10033357
		DOLLARS		1.29	3.33														
		.KIMBERLY CL NEENAH WI		102	123	99.5	7.92	8.45	8.26		8.17				8.48	8.19			10044367
		DOLLARS		17.1	19.8	9.67	1.43	1.52	1.49		1.47				1.61	1.56			
		.MOSINEE PAPER CORP MOSINEE WI																	00130931
		DOLLARS																	
		.OWENS ILL TOMAHAWK WI			50.6	2.25					2.25								10059917
		DOLLARS			8.29	.523					.523								
		.SCOTT PAPER OCONTO FALLS WI																	00193836
		DOLLARS																	
		.SHAWANO PAPER MILLS SHAWANO WI		17.6	70.0	42.3				21.8								20.6	10072190
		DOLLARS		7.67	11.3	7.19				3.59								3.60	
		.STERLING PULP EAU CLAIRE WI		33.6	35.0	41.6		6.32			8.39			8.14	8.35			8.38	10075947
		DOLLARS		5.01	5.78	7.02		1.50			1.51			1.55	1.59			1.47	
		TOTAL PRODUCT * * * * * POUNDS	1555	875	475	450	36	45	67	50	48	56		8	17	8		114	8240-440-65
		* * * * * DOLLARS	257	143	81.7	78.4	6.1	7.7	11.2	8.2	8.4	9.3		1.5	3.2	1.6		21.2	
		NET MARGIN $ .107		CONTRI GOAL		ACTUAL	CONTRIB		DOT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		YR GOAL CONTRI $ 3.5 CUR Y		3.5			3.2		2.9		.5		2.4		.186		41.2		
		SELL PR .165 CUR Y		3.5			7.2		3.7		.3		4.0		.174		195.0		
		XEROX OJ																	8240-250-65
		.FORT HOWARD PAPER GREEN BA WI		.749															00119148
		DOLLARS		.149															
		.RIVERSIDE PAPER APPLETON WI	17.	15.6	10.1	43.2			5.64	4.70	4.70	4.70		4.70	4.70	9.40	4.70		10068347
		DOLLARS	2.26	3.38	2.24	9.85			1.24	1.03	1.02	1.06		1.08	1.14	2.18	1.07		
		TOTAL PRODUCT * * * * * POUNDS	17.	15.6	10.1	43.2			5.64	4.70	4.70	4.70		4.70	4.70	9.40	4.70		8240-250-65
		* * * * * DOLLARS	2.26	3.38	2.24	9.85			1.24	1.03	1.02	1.06		1.08	1.14	2.18	1.07		
		NET MARGIN $ .007		CONTRI GOAL		ACTUAL	CONTRIB		DOT DEV		VOL DEV		PRICE DEV		AVG SELL PR		GOAL LBS		
		YR GOAL CONTRI $ .1 CUR Y		.6			.2		.3		.0		.0		.000		.8		
		SELL PR .224 CUR Y		.1			.2		.5		.2		.2		.228		10.0		

CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PAT'D BY N.C.R. CO.

STLCOPCB4054953

DSW 313869

G2142-3

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.
		.[illegible] GRAD NED B-13																	7891-100-6
		.WEST TACOMA NEWSPRT TACOMA WA	[illegible]																10088518
		DOLLARS	[illegible]																
		.DIAMOND NATL COR RED BLUFF CA	[illegible]																10022304
		DOLLARS	7.49																
		TOTAL PRODUCT * * * * * POUNDS	[illegible]																7891-100-6
		* * * * *DOLLARS	[illegible]																
		SULFURIC 66 GR A																	8300-660-6
		.DIAMOND NATL COR RED BLUFF CA	9500	97.7															10022304
		DOLLARS	73.5	.767															
		.RHINELANDER PA RHINELANDER WI	165	72.8	80.0	74.5		36.5			38.0								10067944
		DOLLARS	.62	1.25	1.13	1.26		.617			.642								
		TOTAL PRODUCT * * * * * POUNDS	9160	170	80.0	74.5		36.5			38.0								8300-660-6
		* * * * *DOLLARS	72.8	2.02	1.13	1.26		.617			.642								
		SYTON P																	8365-015-6
		.ACORN CORRUGATED BOX CHICAG IL		.671															00235415
		DOLLARS		.[illegible]															
		.CROWN ZELLERBACH COR CAMAS WA				.168		.168											10020352
		DOLLARS				.112		.112											
		CROWN ZELLERBACH PORT TOW WA				1.77				.34					.34			1.10	00115568
		DOLLARS				.656				.206					.225			.225	
		TOTAL-CROWN ZELLERBACH SAN FRA				1.94		.17		.34					.34			1.10	00046221
		**DOLLARS				.768		.112		.206					.225			.225	
		.GRIFFITH LABS CHICAGO IL		.188															00121657
		DOLLARS		.197															
		.LOS ANGELES PAP LOS ANGEL CA		.159															10047021
		DOLLARS		.112															
		TOTAL PRODUCT * * * * * POUNDS		1.01		1.94		.17		.34					.34			1.10	8365-015-63
		* * * * *DOLLARS		.644		.768		.112		.206					.225			.225	
		UIT MARGIN $ .022				TOTAL	CONT	LB	OIL DIV		OIL DIV	PRICE	DIV	AVG	SELL	PR	GAL	LBS	
		YR DOAL CONTRI $ .0 CUR					.0		.0		.0	.0			.205		.0		
		SELL PR .395 CUR					.0		.0		.0	.0			.395		.0		

CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. 22 PAPER PAT'D BY N.C.R. CO.

STLCOPCB4054954

DSW 313870

G2142-3

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.
		XTOL P200																	8365-220-65
		.GRAYS HARBOR PAPER HOQUIAM WA		.524		.326			.326										10035279
		DOLLARS		.312		.236			.236										
		TOTAL PRODUCT * * * * * POUNDS		.524		.326			.326										8365-220-65
		* * * * *DOLLARS		.312		.236			.236										
		FETRA SOD PYRO PHOS GRANULAR																	7892-100-65
		.BERGSTROM PAPER CO NEENAH WI	800	259	200	358	39.4	39.4	39.4	40.0	40.0	40.0	80.0		38.9				10009464
		DOLLARS	38.0	14.9	15.2	34.3	3.80	3.49	3.80	3.86	3.86	3.86	7.72		3.83	.08			
		.CEL FIBE DIV WILMINGT IL	5.00	15.0	5.00	5.00				5.00									00113344
		DOLLARS	.396	.816	.396	.533				.533									
		TOTAL PRODUCT * * * * * POUNDS	805	269	205	363	39.4	39.4	39.4	45.0	40.0	40.0	80.0		38.9				7892-100-65
		* * * * *DOLLARS	24.2	15.6	16.2	34.9	3.80	3.49	3.80	4.39	3.86	3.86	7.72		3.83	.08			
		NET MARGIN $ .003	CON	NT GOAL $		ACTUAL	CONTRIB$		DOL DEV		VOL DEV		PRICE DEV		AVG SELL	PR GOAL LBS			
		YR GOAL CONTRI $ .6 CURR		.1			.0		.1-		.1-		.0		.000		17.1		
		SELL PR .679 CURR Y		.6			7.3		6.6		.5		6.2		.096		205.0		
		RT SODIUM PHOSPHATE ANHY GRAN																	7875-000-65
		.KIMBERLY CLARK NIAGARA WI		32.2															10044375
		DOLLARS		1.30															
		TOTAL PRODUCT * * * * * POUNDS		32.2															7875-000-65
		* * * * *DOLLARS		1.30															
		TOTAL PRODUCT GROUP-65 * POUNDS	14530	11517	7232	8414	727	1156	984	857	612	928	357	377	629	514	894	478	
		INORG.BY PAPER B.TIBB *DOLLARS	1202	1111	842	953	54	117	103	101	66	98	37	50	83	61	113	69	
			CON	NT GOAL $		ACTUAL	CONTRIB$		DOL DEV		VOL DEV		PRICE DEV						
		YR GOAL CONTRI $ 34.2 CURR		2.9			3.0		2.1		.3-		2.4						
		CURR Y		34.2			44.1		9.9		1.0-		10.9						
		TOTAL REGION MANAGER 18 * POUNDS		11775		29295		2742		2383		2293		2020		2750		2291	
			29000		27553		2529		2611		2001		1800		2779		3314		
		*DOLLARS		4958		5072		451		407		377		367		458		419	
			15502		9208		311		446		345		384		519		590		

CONTINUOUS INTERLEAVED ® MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

STLCOPCB4054955

DSW 313871

G2142 3

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.
						117.1							92.0						

Continuous Interleaved ® Moore Business Forms, Inc. PAPER PAT'D BY N.C.R. CO.

STLCOPCB4054956

DSW 313872

#2 Report, Dec. 1969

DSW 313873

Linda,

Regent has
no meaning to her

4-26-22

DSW 313874

#2 Report
dec. 1969

Due to light originals — copies are very dark but readable.

DSW 313875

STLCOPCB4054959

ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G R	SUB 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. NO. / MAJOR GRID-GP
		10 INDUSTRIAL FLUID J.FALLON																	
		MCS-395																	6126-395-11
1136		.BYRON JACKSON LOS ANGELES CA	44.0																10012775
1136		.FMC CORP SAN JOSE CALIF	24.0		3.00														10028922
1136		.KAISER STEEL CORP FONTANA CA	20.0																00126721
1136		.U S STEEL PROVO UTAH	250		7.00														00194875
		TOTAL PRODUCT * * * * * * * LB	338		10.0														6126-395-11
		* * * * * * * $$	78.4		2.32														
		THERMINOL FR-0																	6145-000-10
1036		.AEROJET GENERAL ROSEMEAD	20.0																00195588
1052		.AIR REDUCTION CO I MURRAY H NJ		.060															00107204
1052		AIR REDUCTION SALE MURRAY H NJ				.060									.060				00107267
1052		.BOURGET CO INC BROCKTON MA		.300															10010977
1049		.BUTLER MFG CO MINNEAPOLIS MN				.600								.600					00211719
1052		.CELANESE PLAS CLARK NJ		.780															10014794
		.CHEMSTRAND RES CTR DURHAM NC		.060		.180			.180										10015979
1052		.COMPO CHEM MANSFIEL MA		3.60															00114865
1031		.DOW CHEM CO CLEVELAND OHIO		.600															10022987
1052		.DOW BADISCHE COMPA LEE HALL VA		.240															00116560
1052		.E I DUPONT WILMING BREVARD NC		.420															00116963
1049		.EDELMANN & CO CHICAGO ILL								.180						.180			00178055
1052		.FMC CORP LWEISTOWN PA				36.0								4.8			7.2	24.0	10028892
1036		.FUNLER MACHINE SANTA ANA CALIF				.600								.600					00212296
1038		.GEN ELEC SAN JOSE CA		.120															10031117
1031		.GEN ELEC CLEVELAND OH		.060															10031899
1052		.HAMILTON STD WINDSOR LOCKS CT		.600															10036542
1031		.HERCULES INC WASHINGTON PA		.600															00123897
1049		.IOWA STATE COLLEGE AMES IA				1.20	1.20												10041929
1052		.LANL COMPANY ALTAVISTA VA		2.40		5.40			1.20		2.40					1.80			10045363
1031		.LEES-BRONER CLEVELAND OHIO				.600	.600												00157937
1032		.M P PLASTICS MARYLAND HTS MO				.600											.600		10047706
1049		.MARSH INSTRUMENT SKOKIE IL				.015									1.20	3.56			00213373
1032		.MIAMI MIN & MFG FORT LAU FL		.180															00130257
		.MONSANTO RESEARCH MIAMISBG OH		.240															10055075
1052		.MORTON FROZEN FOOD CROZET VA		1.20															00130915
1052		.PENNWALT CO KING OF PRUSSIA PA		1.80															10061547
1052		.PHILLIPS PET BARTLESVILLE OK		.600		.600					.600								10062659
		.PLASTIC PRODUCT CO GARDEN G CA		.600															00134171
1052		.POLYMER CORP READING PA				.360	.180				.180								10063949
1052		.REICHOLD CHEM ELIZABETH NJ				1.20										1.20			10067081

DSW 313876

STLCOPCB4054960

DIGAULT DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT
FOR DEC 1989

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	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. ID# / MAJR.GRD.GP.
		THERMINOL FR-0																	6145-000-10
1052		.ROHM & HAAS CO BRISTOL PA		.360															10068878
1052		.SCHENECTADY CHEM-SCHE NY		.060															10072135
1032		.SCHILOWACHTER OIL CO BRONX NY				12.0	12.0												00159190
1030		.SIEBEL AIR CO LOS ANGE CA		.060															00137898
1050		.SOUTHWEST POTASH VICKSBURG MS				.120										.120			00217328
1032		.SUN OIL CO TONKAWA OKLAHOMA		2.40															00156108
1032		SUNRAY D-X OIL TONKAWA OK		6.00															00139475
1050		.SUNRAY D-X OIL FAIRFIELD TEX	10.0	4.80	10.0	1.20				1.20									10077029
		PARENT CUST. TOT-SUNRAY D-X OIL	10.0	13.2	10.0	1.20				1.20									10076995
1032		.TECHFORM LABORATOR PASADENA CA		.120															00139504
1030		.TECHFORM LAB VENICE CA		.120															10078075
1053		.TECUMSEH PRODUCTS MARION OHIO				5.40					5.40								00198099
1052		.TEXAS INSTRUMENTS DALLAS TEX				.165										.165			10079314
		.TEXSTREAM CORP HOUSTON TX				.600												.600	00181668
1052		.THERMON MANUFACT HOUSTON TEXAS				.180			.180										00169633
1333		.GOALS UNASGND FOR BK THRU 1333	10.0		10.0														00165514
1352		.GOALS UNASGND FOR BK THRU 1352	20.0		20.0														00165565
1531		.GOALS UNASGND FOR BK THRU 1531	10.0		10.0														00165581
1032		.UNION CARBIDE PADUCAH KY		.060															00141909
1032		UNION CAR - NUC OAKRIDGE TENN		11.5		16.9	16.8								.1				10081971
1031		.U S STEEL CLAIRTON PA		4.80		15.0		3.00	3.00			3.00				3.00	3.00		10085209
1049		.WELLS MFG WISC FOND DU WI				2.40							1.20		.60	.60			00144614
1031		.WESTON CHEM MORGANTOWN WV		.060															10090059
1036		.WEYERHAEUSER LONGVIEW WASH		2.40															10090148
		TOTAL PRODUCT * * * * * * * LB	70.0	44.8	50.0	101	30.8	3.0	4.6	1.4	8.6	3.0	1.2	6.0	1.9	3.2	10.8	24.6	6145-000-10
		* * * * * * * $$	20.3	13.4	14.5	30.9	9.29	.90	1.43	.46	2.64	.90	.38	1.85	.62	.99	3.47	7.16	
		THERMINOL FR-0 LOW																	6145-100-10
1052		.AIR PRODUCTS EMMAUS PA		.600		.710						.110					.600		00107190
1031		.UNIVERSITY OF AKRON AKRON OH		.330															00107557
1052		.CABOT CORP BILLERIC MA		.055															00112801
1032		.AB CHANCE COMPANY CENTRALIA MO				.055								.055					00209309
		.COEN COMPANY RAVENA N Y				3.00												3.00	00180211
1031		.B F GOODRICH AVON LAKE OH				1.20	.600											.600	10034132
1049		.IOWA STATE COLLEGE AMES IA				1.20	1.20												10041929
		.MONSANTO RESEARCH MIAMISBG OH				.165										.165			10055075
1049		.BLOCKSON DIV OL MATH JOLIET IL				2.40										2.40			00219096
1031		.PPG INDUST INC NEW MARTINV W V		1.20															00155853
1050		P P G CO LAKE CHARLES LA		3.00		3.60	1.20				1.20							1.20	00155098
1052		.POLAROID CORP CAMBRIDGE MA		1.91		.330		.165	.165										00155136

DSW 313877

STLCOPCB4054961

DIV/ZIP

UNISYS DIVISION FUNCTIONAL FLUIDS

PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1989

IN THOUSANDS OF POUNDS AND DOLLARS

M O N	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. Y-TD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR-GRD.-CP.
		THERMINOL FR-0 LOW																	6145-100-10
1049		.PURDUE UNIV LAFAYETTE IN				.110			.110										10065127
1052		.RAYTHEON MFG HALTHAM MA		.055															10066549
1031		.REICHOLD CHEMICAL SEWICKLEY PA				3.60				1.20	1.80				3.00	1.60			00178020
		.ROHM & HAAS HUNTSVIL AL		.110															00136417
1052		.SEED ELECTRONICS BURLINGTON MA				.510	.165					.180				.165			00161136
1036		.STEPCO COMPANY FLAGSTAFF ARIZ				3.60											3.60		00219851
1052		.SUN SHIPBLDG & DRY CHESTER PA				48.0						48.0							00206504
		.TEXSTREAM CORP HOUSTON TX				.600												.600	00181684
1031		.UNITED STATES STEE MONROEVI PA	450		100														00145243
1333		.GOALS UNASGND FOR BK THRU 1333	2.00		2.00														00165316
1352		.GOALS UNASGND FOR BK THRU 1352	2.00		2.00														00165965
1936		.GOALS UNASGND FOR BK THRU 1936			3.00														00165670
1052		.UNION CAR - NUC OAKRIDGE TENN		.655		.055									.055				10081971
		.AIR FORCE CAMBRIDGE BEDFORD MA				.055												.055	00180177
1052		.WAKEFIELD ENGINEE WAKEFIELD MA				.600										.600			00218596
		TOTAL PRODUCT * * * * * * * LB	454	7.92	107	72.8	5.2	.2	.3	1.2	3.0	48.3		.1	3.1	3.1	4.2	5.5	6145-100-10
		* * * * * * * $$	136	2.45	32.1	21.0	1.0	.1	.1	.4	.9	13.8		.0	.9	1.7	1.4	1.8	
		THERMINOL FR-1																	1040-245-10
		.CLAIM ACCOUNT																	00156361
		.ACTIVATED METAL SEVIERVILLE TN				3.00												3.00	10000645
1052		.AIRCO TEMESCAL WILTON CONN		.600															00150738
1052		.AIRCO TEMESCAL WILTON CT		.600															00107425
1031		.ALUMINUM CO NEW KENSINGTON PA		1.20		1.20										1.20			10002883
1036		.AMERCOAT CORP BREA CAL		.055															10003121
1052		.AMER THERMPLSTC BOUND BROOK NJ		2.40		1.80		.600			.600		.600						10005051
1052		.AMERY SUPPEY N Y AMITYVIL NY		.055															00109568
1032		.ANADARKO PROD LIBERAL KS				3.00	1.20				1.80								10005515
1036		.ANSEN AUTOMOTIVE GARDENA CA				3.00					1.20			1.20	.60				00196614
1036		.APPLIED EQUI ONTARIO CA	6.00	23.4	6.00														00109800
1050		.ARGUS CHEMICAL CORP TAFT LA				3.00										3.00			00218316
1053		.ARMCO STEEL MIDDLETOWN OH		4.80		9.00	3.00	3.00				3.00							10006228
1052		.ARSYNCO INC CARLSTADT N J				3.60										1.80		1.80	00211346
1032		.ATLANTIC SHIPPERS MOREHEAD NC				5.40				4.80						.60			00177199
1052		.ATLANTIC RESEARCH ALEXANDR VA				.165									.165				00110531
1052		.ATLANTIC ReS GAINESVILLE VA				1.80			1.80										10007186
1053		.AUTOMOTIVE RENTALS COLUMBUS OH				15.0		15.0											00170674
1049		.BADGER BY-PRODUCTS MILWAUKE WI		1.80		4.20		4.20											00110914
1036		.BAKER ENGINEER STOCKTON CALIF				7.20				6.60			.60						00177016
1036		.BAKER ENGINEERNG WILMINGTON NC				7.20										6.00	1.20		00218111
1049		.BARTLETT-SNOW PACI MASON CI IL	50.0	11.4	25.0														00111147
1031		.MOBAY CHEMICAL NATRIUM WV	1.00		1.00														10053692

DSW 313878

STLCOPCB4054962

-IN THOUSANDS OF POUNDS AND DOLLARS-

SIC G N	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																	1040-245-10
1052		.BECHTEL CORP BUCKEYSTOWN MD				33.4											68.0	34.6	00218727
1082		.BECHTOLD ENG FT LAUDERDALE FL		1.80															10008735
1049		.BECHTOLD ENGINEERI LAFAYETT IN		.055															00111264
1036		.BECHWITH CORP VAN NUYS CA		1.04															00111260
1036		.ADHESIVE ENG SAN CARLOS CA				3.00								3.00					10000750
1036		ADHESIVE ENGINEE SAN CARLOS CA				7.20						7.20							00206660
1032		.BENDIX CORP KAN CITY MO	40.0	26.4	40.0	115	10.8		1.8				25.2				77.4		10009219
1052		BENDIX CORP SIDNEY NY	5.00	6.60	5.00	6.00				3.00		3.00							10009278
1052		BENDIX CORPORATION TROY NY		12.0		7.80							2.40				5.40		10009170
		PARENT CUST. TOT-BENDIX CORP DET	45.0	45.0	45.0	129	10.8		1.8	3.0		3.0	27.6				82.8		00045551
1039		.BENJ MOORE LOS ANGELES CA		1.20		4.20												4.20	10055202
1052		.BETZ LAB PHIL PA	2.00		2.00														10009634
1053		.BLACK CLAWSON HAMILTON OH	2.00	.820	2.00														10009928
1050		.BLAZON INC WEST POI MS		9.60		1.20								1.20					00111691
1052		.THE BORDEN MIDDLESEX N J				3.00			2.40	.60									10010802
1052		BORDEN CO BAINBRIDGE N Y		10.2		.600											.600		10010438
1052		BORDEN BAINBRIDGE NY				.600						.600							10010675
		BORDEN CHEM COMPANY SEATTLE WA				.600												.600	00220841
		PARENT CUST. TOT-BORDEN CHEM CO		10.2		4.80			2.40	.60		.60					.60	.60	10010951
		.PESCO PRODUCTS BEDFORD OH		.110		.055						.055							10062101
1052		.BOURGET CO INC BROCKTON MA	1.00		1.00														10010977
1036		.C F BRAUN ALHABRA CALIF	20.0		4.00														00188441
		.BRILLIANT SEAFOOD BOSTON MA				2.40												2.40	00181366
1036		.BROWN BROS PLASTIC NAPA CALIF				.110							.110						00209341
1049		.B S P CORPORATION MILWAUKE WI	12.0	10.8	12.0	1.80			1.80										00110868
1082		.BUELL CABINET CO FT SCOTT KS				.055					.055								00179949
1036		.BURMANS-SHARPE LIBBY MONTANA				.600						.600							00198250
1082		.C AND T REFINERY CHARLOTT NC	12.0	7.20	12.0														00112763
1036		.CAL BOND INDUST N HOLLYWOOD CA				.600											.600		00220051
		.CALLAHAN MINING HARBORSIDE ME				1.80												1.80	00181455
1082		.CAMPBELL SOUP VINCENTOWN N J				1.20			1.20										00169137
1031		.CARBORUNDUM HICKMA SANBORN NY		.165															00113026
1032		CARBORUNDUM HICKMAN KY	30.0	33.0	30.0	24.0			6.00				6.00		6.00		6.00		10013771
1031		CARBORUNDUM NIAGARA FALLS NY		.220															10013763
1031		CARBORUNDUM R-D DIV SANBORN NY				.220			.220										00086886
		PARENT CUST. TOT-CARBORUNDUM NIA	30.0	33.4	30.0	24.2			6.22				6.00		6.00		6.00		10013763
1049		.CARGILL CARPENTERSVILLE ILL		33.0		16.8							1.8	3.0	12.0				10013887
1049		CARGILL INC DES MOINES IOWA		3.60		10.8				3.00						3.00	4.80		10013879

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STLCOPCB4054963

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	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																	1040-248-10
		.CARGILL INC COM DE PENSACOLAFL				9.00									7.20			1.80	00215228
1036		.CARNATION-RES VAN NUYS CA	20.0		20.0														10016050
1052		.CELLUCRAFT INC NEW HYDE PRK NY				11.4				11.4									00176184
1053		.DIXIE SOL LOUISVILLE-LOUSVLE K				.600			.600										10022576
1052		.CHAMPION PAPERS HAMILTON OHIO	2.00	1.20	2.00	3.60			.60					1.20	.60	1.20			10015308
1032		.CHARLOTTE CARBTEK CHESTER S C				6.00				6.00									00168616
1036		.CHEFS BEST FOOD SACRAMENTO CA				6.00						6.00							00193765
1031		.CHEMETRON CORP HUNTINGTON W VA				15.0						15.0							10033359
1052		.CHEM FLEUR INC NEWARK N J				.600									.600				00214550
1050		.CHEVRON OIL CO LEEVILLE LA				30.0					30.0								00151126
1050		.CHEVRON OIL CO LEEVILLE LA				9.00										4.00		3.00	00217644
1036		.CLAYTON CHEMI SAUGET IL				.600									.600				00213845
1032		.CLAYTON CHEM CO SAUGET ILL		4.20		1.37								.17				1.20	10017165
		.CLAYTON CHEMICAL CLAYTON MO				.110												.110	00212655
1032		.COCA COLA BTLG UNION CT TN		.600															00141917
1049		.COLLIN RADIO CEDAR RA IA		1.20		1.20					.600					.600			00114645
1036		.COLORADO OIL CO BITTER C NY		1.20															00114677
1036		COLORADO OIL CO ROCK SPR WY		1.20		2.40										2.40			00114685
1036		.CONTAINER CORP LOS ANGELES CA				1.20										1.20			00218861
1036		.CONT CORP OF AM RENTON WA		.600		.600							.600						10018627
1039		.CONT CAN LOS ANGE CA		1.80															00115126
		CONTINENTAL CAN VAN WERT OH				4.20												4.20	00220787
		CONTINENTAL CAN CO READING PA				4.20												4.20	10018978
		PARENT CUST. TOT-CONTINENTAL CAN		1.80		8.40												8.40	00046167
1031		.CONTINENTAL RBR WKS ERIE PA				.600										.600			10019311
1036		.CONTOUR LAMINATES SEATTLE WA		.220		.165					.165								00115223
1050		.COPOLYMER RBR - CH BATON ROUGE		.600															10019680
		.CUTTER CORP NSL CANON CITY COL				11.4												11.4	00180351
1049		.CRANE PACKING CO VANDALIA IL				1.20					1.20								10020077
1036		.CROWN PLASTICS SAN CARL CA		.055		.165		.165											00115509
1031		.D E K MFG ORRVILLE OH		1.20															10020816
1049		.A DAIGGER CO CHICAGO IL		.110															00115746
1052		.DAN RIVER MILLS DANVILLE VA	2.00		2.00														10020948
1053		.DAVIS SUPPLY FLINT MI		1.80															00115878
1052		.DENNISON - SONS LONG ISLAND NY		.600		.600		.600											10021790
		.DIP SEAL PLASTICS ROCKFORD IL				1.31												1.31	00180238
1052		.DOCK RESINS LINDEN NJ		.600															00150932
		.DOVER CORP ELK GROVE VILLGE IL				1.20												1.20	00181579
1053		.DOW CHEM MIDLAND MICH				2.40											2.40		10022908
1031		DOW CHEM CO CLEVELAND OHIO	3.00	20.4	3.00	5.40	.60								4.80				10022967
1052		DOW CORNING STAMFORD CON		1.80															10022991
1052		DOW CORNING CORP TRUMBULL CONN				.600									.600				00215589

DSW 313880
STLCOPCB4054964

-IN THOUSANDS OF POUNDS AND DOLLARS-

MFG REP	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	LAKES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST I.D. / MAIR-GRD-GP.
		PARENT CUST. TOT-DOW CHEM MIDLAN	3.00	22.2	3.00	8.40	.60								5.40		2.40		10022908
		THERMINOL FR-8																	10000-242-00
1052		.DUNHAM-BUSH INC WEST HAR CT		.055		.110			.110										00116831
1052		.E I DU PONT DE DEEP WATER NJ	5.00	1.20	5.00														10023823
1052		E I DU PONT DE NE AMPTHILL VA		.600															10024110
1052		E I DU PONT DE NE RICHMOND VA				1.20		1.20											10024009
		PARENT CUST. TOT-E I DU PONT DE	5.00	1.80	5.00	1.20		1.20											10023564
1052		.EAST ALCO ALU FREDERICK MD				3.00											3.00		00119765
1031		.EASTMAN KODAK CO ROCHESTER NY				4.80									2.40	2.40			10025823
1036		.EDWARDS LAB SANTA ANA CALIF		.385															00152078
1056		.EL PASO PRODUCTS ODESSA TEXAS		.600															10025617
		.ENGR PROTOTYPE JEFFERSONTWN KY				.165												.165	00180246
1036		.EUREKA CHEM SO SAN F CA		12.0															00118079
1053		.FABRI FORM CO BYESVILLE OHIO				.600					.600								00179752
1053		.FEDERAL COLOR CIN OHIO				4.80											4.80		10027470
1052		.FINE ORGANICS INC LODI NJ	4.00	10.2	4.00	11.4	1.20	1.60	3.00						.60	5.60			10027985
1032		.FLA PORTLAND CEMENT TAMPA FL		1.20															10026701
1032		.FLORICA STEEL CORP TAMPA FL				.600		.60			1.20								10028760
		.FLORIDA PORTLAND CMT TAMPA FLA				1.20												1.20	00164046
1053		.FORD MOTOR CO MT CLEMENS MI	3.00	3.00	3.00	13.2			6.40	2.40					2.40				10029058
1049		.G J FORTMAN MFG IRON MINN				.165								.165					00213195
1052		.FRANKLIN FIBRE LOM WILMNGT DE		1.20															00119210
1049		.GENERAL AMER CARPENTERVILLE IL				.600								.600					00211806
1053		.GEN MOTORS ANDERSON IN		4.80		7.20				4.20								3.00	10032644
1053		GENL MOTORS MUNCIE IND				.165			.165										10032784
1053		GEN MTRS-BUICK DIV FLINT MI		.110															10032565
1053		GEN MOTORS OLDS LANSING MI		2.40															00120502
1053		GENL MOTORS PONTIAC MICH				.165										.165			10032962
1053		GENL MOTORS WARREN MICH		.820		.765						.165		.600					10032768
		PARENT CUST. TOT-GENERAL MOTORS		8.13		8.30			.17	4.20		.17		.60		.17		3.00	00157279
1036		.GEN ELEC SAN JOSE CA		.110															10031117
1049		GENL ELEC MORRISON IL		.600															00119814
1053		GEN ELEC FT WAYNE IND		3.00		1.20	1.20												10031680
1031		GEN ELEC MT VERNON IN	17.0	17.4	17.0	18.0						6.00		6.00		3.00	3.00		10031141
1053		GEN ELEC CINCINNATI OH				1.20			1.20										10031435
		PARENT CUST. TOT-GEN ELEC SCHENE	17.0	21.1	17.0	20.4	1.20		1.20			6.00		6.00		3.00	3.00		10031850
1053		.GEN MTRS WARREN MI		1.20															00120448

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ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MKT GRP	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-SP.
		THERMINOL FR-1																	1040-245-10
1053		.GENERAL MOTORS CORP TOLEDO OHI		.055		.110	.110												00153524
1032		.GENERAL PORTLAND MIAMI FLA		2.40		.600		.600											00120537
1032		.GENERAL PORT CEME STERLING GA				1.20			1.20										00170240
1036		.AEROJET GENL NIMBUS CA				7.80										1.80	5.40	.60	10000963
1052		GEN TIRE - RUB LAWRENCE MA	5.00	18.0	5.00	21.6				6.00		6.00	3.60		6.00				10033179
		GEN TIRE - RUB TOLEDO OH				78.7												78.7	10033187
		PARENT CUST. TOT-GENL TIRE - RUB	5.00	18.0	5.00	108				6.0		6.0	3.6		6.0	1.8	5.4	79.3	10033144
1050		.GEO SPACE CORPORA HOUSTON TX				.330								.165	.165				00213771
1052		.GILMAN BROTHERS GILMAN CT		.600															00120934
1031		.GOODYEAR TIRE AKRON OH	10.0	20.4	10.0	6.00							6.00						10034698
1052		GOODYEAR TIRE LOGAN OH	1.00	1.20	1.00														10034558
1031		GOODYEAR TIRE APPLEGROVE W VA	80.0	266	80.0														00089095
		PARENT CUST. TOT-GOODYEAR TIRE A	91.0	287	91.0	6.00							6.00						10034698
1032		.W R GRACE OWENSBORO KY				3.60							3.60						10034981
1052		W R GRACE ACTON MASS		2.51															10035090
1052		MARCO CHEM LINDEN NJ	2.00	3.00	2.00	6.00	.60	.60	.60	.60		.60		.60	.60	.60		1.20	10048753
		PARENT CUST. TOT-W R GRACE NEW Y	2.00	5.51	2.00	9.60	.60	.60	.60	.60		.60	3.60	.60	.60	.60		1.20	00045489
1036		.GRANT - ROTH HILLSBORO OREGON				.165	.165												00159468
1036		.GRANT & ROTH PLAST HILLSBOR OR		.110															00121363
1053		.GRAY CO INC SOUTHFIELD MICH		.055															00154202
1032		.GREAT LAKES CARBON ST LOUIS MO	12.0		12.0														10035414
1031		.GREGORY INDUST LORAIN OH				1.20	1.20												00163105
1032		.GR LAKES CARBON CO MORGANTO NC	2.00	.600	2.00														00121495
1052		.GRUMMAN AEROSPACE BETHPAGE NY	36.0	36.0	36.0	34.8	7.2		7.2					9.6		10.8			10035899
1053		.GUARDSMAN CHEM COAT GR RAP MI		3.00		3.00												3.00	10035910
1052		.HAMILTON MFG RICHMOND VA		1.20															10036526
1052		.HAMILTON STD WINDSOR LOCKS CT		1.20		.600						.600							10036542
1052		.EL HARLEY CO BROOKLYN NEW YORK				.330								.330					00212423
1033		.HARSAW CHEM LOWELL NC				3.60										3.60			00162388
1049		LAKE CHEMICAL CO CHICAGO IL		.055															10045207
1036		.HEAT - CONT SO SAN FRANCISCOCA				.600		.600											00163503
1032		.HENDERSON PORT CORAL GABLES FL		3.00		5.40	4.80							.60					10037417
1052		.HEXAGON LABORATORI BRONX NY				3.00								3.00					00123994
1053		.HIGH VACUUM METALS PASSAIC NJ		.600		.600								.600					10038006
1049		.HODAG CHEM SKOKIE IL				3.60										3.60			00124133
0384		.HOFFMEISTER CABINE LAS VEGA NV		.275		.110										.110			00124168
0353		.HOUDAILLE IND INC DETROIT MICH				.600											.600		00219053
0386		.HOWMET CORP LOS ANGELES CA	20.0																00124877

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ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	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. LEL / MAJR-GRD-GP.
		THERMINOL FR-1																	1040-245-10
1036		.HUNT FOOD FULLERTN CALIF		.600															10039568
1036		.HYOKOTHANG-LONG BEA CA		.220															00125172
1052		.ICELAND PRODUCTS CAMP HILL PA		1.20															10039932
1052		.IMPERIAL ADHES CINN OHIO				1.20					.600			.600					10040124
1032		.INDUS DEV CTY OF HUNTSVILLE AL				1.20			1.20										00206347
1036		.INDUSTRIAL TECH EL SEGUNDO CA				.220						.220							00206372
1036		.INMONT CO ANAHEIM CA				21.8	21.8												10040914
1052		INMONT CORP CARLSTADT NJ		1.20															10040864
1052		INMONT CORP TOLEDO OHIO		1.20															10040872
		PARENT CUST. TOT-INMONT CO NYC N		2.40		21.8	21.8												00044482
1036		.INTALCO ALUM FERNDALE WA	18.0	36.0	18.0	19.2	19.2												10040632
1052		.INTERCONTINENTAL PLAST DALLAS		.220		.220						.055						.165	00048860
1049		.INTERPLASTIC MPLS MN				2.40							2.40						10041021
1052		.INTL FLAVORS UNION BEACH NJ				6.00					6.00								10041264
1036		.INTL PAPER SAN JOSE CALIF		.600		.600				.600									10041708
1032		.JASPER RBR JASPER IND	40.0		40.0														10042399
1052		.GEORGE JENKINS COM BRIDGEWA NA		2.40															00126314
1052		.JERIS HERPICIDE MF NEW BRUN NJ		.330															00126357
1036		.JERSEY MAID MK LOS ANGELES CA				4.20						1.20	.60	.60	.60	.60		.60	00198783
1032		.JIFFY MFG GRANITE FLS N C		1.20															10042724
1032		JIFFY MFG HIGH PT NC	2.00	3.00	2.00	3.60						1.80				1.80			10042704
1052		JIFFY MFG HILLSIDE N J		1.80		1.20									1.20				10042720
1052		JIFFY MFG LA MIRADA CALIF		.600															00154268
1052		JEFF MFG GETTYSBU PA		3.60															00126438
1052		JEFF MFG HANOVER PA		3.00															00126446
1032		JIFFY MFG SALEM IL		1.80		1.80												1.80	00126454
1052		JIFFY MFG ROSELLE NJ		1.20															00126462
1036		JIFFY PACKAGING LA MIRADA CA				6.00			.60			.60	.60	1.20	.60	1.20	1.20		00170518
		PARENT CUST. TOT-JIFFY MANUF BRI	2.00	16.2	2.00	12.6			.60			2.40	.60	1.20	1.80	3.00	1.20	1.80	00048003
1052		.JOHNSN-JOHNSN NW BRUNSWICK NJ				26.4						26.4							10042933
1036		.JONES SCOTT WASH WALLA WA WA		.500															00126616
1050		.JEFFERSON CHEM CO INC AUSTINTX		4.20		3.60	.60			1.20				.60		1.20			00151416
1036		.KABL RADIO ST SAN FRANCISCO CA				1.20							7.20						00211648
1032		.KAISER ALUMINUM HAWESVILLE KY				10.8							10.8						00212873
1033		.KARD MFG CO EL SEGUNDO CALIF				3.06					.66			1.20	.61	.60			00197327
1036		.KARD MFG LOS ANGELES CA		1.21		1.04		.165				.275				.600			00048917
1053		.KENDALL CO FRANKLIN KY		32.1		22.8									22.8				10043808
1052		.KENTILE FLOORS BROOKLYN NY		3.60		10.8		3.60							3.60		3.60		10044006
1049		.KEY EQUIPMENT CO CROOKSTON MN				62.0										41.6	20.4		00216720
1052		.KORES MFG BRONX N Y				.600						.600							10044855

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MKT G	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. LIST / MKR.-GRD.-GP.
		THERMINOL FR-1																	1040-245-10
1032		.K S A INC CRESTWOOD MO				.600				.600									00177180
1052		.L E SMITH COMPANY BRYAN-OH		.165		.110	.110												00736582
1032		.LACLEDE GAS CO ST LOUIS MO				1.80					1.80								10045081
		.LANGE CO BROOMFIELD COLORADO				.600												.600	00180509
1032		.LANSON CHEM E ST LOUIS IL	1.00		1.00	3.00										3.00			10045401
1031		.LATROBE STEEL CO LATROBE PA				1.80								.60			1.20		10045525
1036		.LEE BEANE PRO SANTA FE CA		.110		.350		.240										.110	00127442
1036		.LEE BEAN SANTA FE SPRINGS CALF				.275		.165							.110				00164364
1031		.LEES BRADNER CLEVELAN OH		.600															00127450
1052		.LESLIE CO PARISPPANY N J				.110									.110				00214744
1032		.LESLI MANUFACTURIN LEBANON TN				.600										.600			00127531
1052		.LISPON VINYL LISBON ME				13.2									12.0	1.2			00127768
1031		.HEWITT ROBINS BUFFALO NY		1.20		1.20	1.20												10037883
1052		.LIFTON INDUST ORANGE NJ				.275						.275							00206780
1032		.LOCKHEED-GEORGIA MARIETTA GA	10.0	7.20	10.0	25.8					4.2			4.8	5.4	11.4			10046750
1032		.M R PLASTICS MARYLAND HTS MO		2.40		13.2										9.60	3.60		10047786
1036		.MACLIN CO CITY OF INDUSTRY CA				1.20											1.20		00220302
1036		.MACLIN CO LOS ANGELES CA		1.91															10047906
1036		.MAGNA SCREEN CHATSWORTH CA		.055															00049042
1052		.MALCOLM NICOL HAWTHORNE N J				.330						.165		.165					00161691
1053		.MARATHON OIL CORP DETROIT MI		9.60		6.00	2.40		3.60										00151564
1053		MARATHON OIL CORP TONAWONDA NY				11.4		9.00	2.40										00162752
1032		.SOUTHERN DYESTUFF HOT SPRI NC		1.80															00138495
1032		SOUTHERN DYESTUFF SODYCCO NC		.600		2.40	1.80		.60										10074037
1052		.MASTER ETCHING MACH AMBLER PA		.440		1.10					.550	.550							10049199
1052		.MAYFLOWER ELE LITTLE FERRY NJ		.055															10049377
1036		.MCDONNEL DOUG SANTA MONICA CAL		.165															10049555
1036		MCDONNELL DOUGLAS LAS VEGAS NV		.055															00125350
1032		.METAL PRODUCTS COR MAULDIN SC		2.40															00129836
1036		.MENASHA CORP ANAHEIM CAL																	10051592
1036		MENASHA CORP BEAVER WA		2.40															00129690
1052		.MERCK - CO RAHWAY NJ		1.20															10051657
1031		.METAL WIRE RECOV DANVILLE PA		1.80															10051843
1036		.MILCHEM INC HOUSTON TX		.055															00130168
1053		.MILROSS CONTROL SOUTHAMPTON PA				.385									.220		.165		00214868
1049		.MINN MIN - MFG ST PAUL MN				.220						.220							10053013
1031		.MOBIL CHEM CORWENSVILLE PA	2.00	2.40	2.00														10053803
1031		MOBIL CHEMICAL ROCHESTER PA				6.60										3.60	3.00		10053811
1031		MOBIL OIL CO PITTS PA		.600															10053781
		PARENT CUST. TOT-MOBIL OIL CORP	2.00	3.00	2.00	6.60										3.60	3.00		10054443
1047		.MOORHEAD MACH MINNEAPOLIS MINN				2.40						2.40							00162191
1036		.MR PLNEY CALIF WILMINGT CA		1.80															00132322

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	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. / MAIR-GRO-GP.
		THERMINOL FR-1																	1040-245-10
1052		.MRS PAULS KITCHENS DOYLESTO PA		7.20															00133035
1052		.MRS PAULS KITCHENS HANMONTO NJ	6.00	16.2	6.00														00133027
1032		.NATIONAL FIBRIT SPRINGFIELD TN				6.60								6.60					00210984
		.NATL BY PRODUCTS MASON CITY IL	7.00	4.80	7.00														00089389
1052		.NATIONAL CAN CORP DANBURY CONN		13.8		13.8						3.60	3.60	3.60		3.60			00151580
1032		.NATL FLOOR FLORENCE AL	2.00	4.80	2.00	7.20	.60		.60	1.20		.60		1.20	1.20	.60	.60	.60	10056500
1052		.NATL BISCUIT PHILA PA		1.20															10056217
1049		.NATL STARCH - CHEM CHICAGO IL				2.40	.60			.60							1.20		10056918
1052		NATL STARCH PLAINFIELD NJ		1.20		8.40		8.40											10056969
1036		.NORONDA MINES	36.0		36.0														00191114
1036		.NORRIS PAINT - VAR SALEM OR	15.0																10056007
1050		.OFF SHORE CHEMICALS BERWICK LA				18.0			18.0										00176370
1050		.OFF SHORE CHEM DULAC LA				18.0				18.0									00171344
1050		.OFF SHORE CHEMI LAFAYETTE LA				12.0								6.00	6.00				00212776
1053		.OLINKRAFT BAY CITY MI		.220															00132906
1053		OLINKRAFT OWOSSO MI		.110															00132314
1052		.OLIN RESEARCH NEW HAVEN CT				.165	.165												10059291
1036		.AL OLNEY LOS ANGELES CALIF				1.80			.600	.600	.600								00176494
1036		.OREGON METALLOGIC ALBANY ORE	8.00		8.00														00192899
1059		.ORMET CORP OMAL OH	3.00	40.2	3.00	15.6					15.6								10059585
1032		.OWENS CORNING K C KANSAS		3.60															10059852
1031		OWENS CORNING FIBERGL AKRON OH				1.20											1.20		00218162
1031		OWENS CORNING GRANVILLE OHIO		1.80		1.20			.600		.600								00088609
1032		OWENS CORNING ANDERSON SC				8.40	8.40												10059844
1032		OWENS CORNING ANDERSN SC	10.0	13.2	10.0	16.2		7.20								6.00	3.00		10059860
		PARENT CUST. TOT-OWENS CORNING T	10.0	18.6	10.0	27.0	8.40	7.20	.60		.60					6.00	4.20		00044881
		.PAN AM WORLD LAS VEGA NV		.715															00132764
1052		.PANELFORM CORP MINEOLA NY		.495		.330		.165										.165	10060702
1053		.PARSON LIN & RUG O COLUMBUS OH		.055		.110											.110		00133000
		.PATCO PRODUCTS GRANDVIEW MO				1.20										1.20			00206334
1052		.MRS PAULS KITCHENS PHILA PA				3.60								3.60					00212865
1052		.MRS PAULS KITCHENS CHRISFLD MD				7.20			7.20										00170208
1052		.MRS PAULS KITCHENS BRADDOCK NJ				10.2			3.00			1.20	3.00		3.00				00170194
		.PENNWALT CORP PHILADELPHIA PA				9.00												9.00	10061636
1053		.SEALSTOMER DETROIT		.165		.165						.165							10083656
1052		.PENOBSCOT UNIT BROOKSIDE MAIN		1.80															00156671
1052		.PERKIN ELMER WILTON CT				.600					.600								10061938
1021		.PERMAFORM CO NEW KENSINGTON PA				.055								.055					00213608
1031		.PERRY PLASTICS ERIE PA		1.20		.600	.600												00049328
1026		.PETERSON MFG CO	150																00193178
1052		.PFISTER CHEM RIDGEFIELD NJ				1.80							1.80						10062217
1052		.CHAS PFIZER - CO GROTON CT				1.20		1.20											10062233

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—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-GR
		THERMINOL FR-1																	1040-249-10
1052		.PHALANX FURN WANTAGH NY				.165								.165					10062281
1036		.PIMA MINING CO TUCSON AR	6.00	14.4	6.00														10068085
1032		.PIONEER PLASTIC ATLANTA GA		.220		.220		.220											00133922
1049		.PIPELINE SER FRANKLIN PARK ILL				3.00						3.00							00207328
1031		.PITTS PLATE GL PLT CREIGHTO PA	2.00	5.40	2.00	4.80											4.80		00134058
1031		PITTS PLATE GL PITTS		3.00															00134082
1050		P P G IND ING CORPUS CHRISTITX				3.00			.60							.60	1.20	.60	00169815
1036		.PPG TORANCE CALIF		3.00															10063418
1031		PPG SPRINGDALE PA				1.20								1.20					10063539
1032		PPG INDUSTRIES HUNTSVILLE AL				1.20			2.40		1.20								00165443
		PARENT CUST. TOT-PITTS PLATE GL	2.00	11.4	2.00	10.2			3.00		1.20			1.20		.60	6.00	.60	10063539
1036		.PLASTIC - RUBBER ONTARIO CA	3.00	9.00	3.00	13.2	3.00		1.80	1.80		3.00				1.80	1.80		00155101
1036		.PLASTIC - RBR LOS ANGELES CA		2.40															10063525
1053		.PLASTIC TOPS LIVONIA MI		.110		.165			.165										10063671
1036		.PLASTICRAFT TOPS COLTON CA		.110		.165				.165									10063726
1052		.POLYMER CORP READING PA		.600		1.20							.600		.600				10063949
1052		.PORTSMOUTH COCA COLA PORTSMTVA		1.20															00155152
1031		.PREMIX INC KINGSVIL OH		1.80		3.20			1.20			2.40	2.40		.80	.80			00134643
1036		.PRESERVATIVE PT SEATTLE WA	5.00	1.20	3.00	4.20								.60				3.60	10064538
1052		.PRINCETON CH ROCKY HILL NJ				.600	.600												10064635
		.PROCESS EQUIP ENGNRNG SUMIT NJ				.600												.600	00181641
1053		.PROCTER AND GAMBLE CINN OH				.600											.600		10064767
1032		.PROCTOR CHEM SALISBURY NC	6.00	4.20	6.00														10064700
1036		.PROUS RESEARCH GLENDALE CA		12.0															10064856
1036		.PUREX CORP WILMINGTON CA				1.20			.600									.600	10065443
1036		PUREX CORP CHGO IL				2.40			1.20					1.20					10065453
1049		.QUAKER OATS MEMPHIS TN		1.80															10065666
1053		.QUAKER CHEMICAL DETROIT MICH				4.80										4.80			00218928
1053		.RCA MFG CO INDIANAP IND		.110															10065844
1036		.RAYCHEM CORP MENLO PK CA		.055		34.8	28.2	3.0			3.6								10066468
1053		.R C A VICTOR INDIANAPOLIS IN		.110															10065879
1036		.RED POINT CORP BURBANK CAS				.055						.055							00206202
1038		.REICHHOLD CHEM TACOMA WA	6.00	13.2															10067170
1052		.REYNOLDS METALS GRUTTOE VA		1.86		3.00									1.80			1.20	10067804
1035		.RINGWAY LITHO CO REDMOND WASH				1.20		.600									.600		00163589
1052		.RIVERSIDE PLAS HICKSVILLE NY				.600								.600					00211540
1036		.ROBERTS CONS IND MONROVIA CA		.055									2.40		9.60				10068436
1036		.ROBLEN RESEARCH COLTON CA				4.20	6.0			16.2									10068606
1032		.ROYAL INDUST SANTA ANA CA				.495			.275				.110				.110		10069602
1052		.GLIDDEN CO BROOKLYN NY				2.40											2.40		10033896
1036		.SAFEWAY STORES INC LOS ANGE CA		.220															00136956
1036		.SANDIA CORP ALB N MEX				.655									.600	.055			10070694

DSW 313886

STLCOPCB4054970

ORGANIC DIVISION FUNCTIONAL FLUIDS

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSAND OF POUNDS AND DOLLARS-

M. C.	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																	1040-245-10
1052		.SANDOZ PHARM HANOVER NJ				3.00							3.00						
1050		.SCOTT WISE POLYMERS CROWLEY LA		6.60		3.00											3.00		
1032		.SEA PASS CORP ST LOUIS MO		.600		1.80	.600			.600						.600			
1050		.DE SOTO INC GARLAND TX	3.00	7.20	3.00	1.20			1.20										
1050		.SHELL CHEM DEER PK TX				.600		.600											
1050		SHELL OIL DEER PARK TX		1.20															
1049		ALLIED PROCESSING CHICAGO ILL				.165					.165								
1050		SHELL CHEM CO DEER PARK TEXAS				.600					.600								
		PARENT CUST. TOT-SHELL OIL NYC N		1.20		1.37		.600			.765								
1050		.C F SHEPHERD HOUSTON TX				.165										.165			
1053		.SHERWIN WILLIAMS CINCINNATI OH				6.60		1.80				2.40				2.40			
1036		.SHULZ RBR PRUD SAN GABRIEL CA		.110															
1036		.SIERRA ENGIN SIERRA MADRE CA				.600		.600											
1036		.SILMAR CHEM DIV HAWTHORNE CA	10.0																
1050		.SINCLAIR PETRO CHANNELVIEW TX	10.0	10.8	10.0	9.60						2.40	3.60				3.60		
1050		.SKYLINE INDUST FORT WORTH TX				3.00				3.00									
		.SOD VALLEY CO COLUMBIA SC	8.00	16.2	8.00														
1036		.SOUTHWEST FOREST SANTA FE CA		1.80		.165						.165							
1053		.SOUTH WIRE HAWESVILLE KY				128							6.6			3.0	85.1	33.0	
1053		.SPECIALTY PAPER DAYTON OH		4.80		4.80	1.20				1.20			1.20			1.20		
1053		.HUMBLE OIL GAYTOWN TEXAS				12.0			12.0										
1053		.STANDARD SUPPLY MAYSVILLE KY		2.40		.440	.220				.220								
1032		.STD CHEM HOBOKEN CHARLOTT NC		1.20															
1036		.STAUFFER CHEM RICHMOND CALIF		.600															
1053		STAUFFER CHE WESTON MICH		3.00		.600								.600					
1053		STAUFFER CHEM LOUISVILLE KY	3.00	4.20	3.00														
		PARENT CUST. TOT-STAUFFER CHEM N	3.00	7.80	3.00	.600								.600					
1032		.STEIN HALL & CO. I DALTON GA		1.80															
1036		.STEPAN CHEM ANAHEIM CA				1.20	1.20												
1049		.STERLING INC MILWAUKE WI		.600															
		.ST MARY CHEM CO INC MORGAN LA				39.0		3.0	36.0										
1050		.SUN OIL COMPANY PREMONT TEXAS				.600					.600								
1036		.TECHFORM LAB VENICE CA		.110															
1052		.TENNECO CHEM-BRAIN BAINBRID NY		.600		.600					.600								
		.TENNECO OIL MORGAN CITY LA				3.00											3.00		
1050		.TEX TRADE HOUSTON TEXAS										.165	.990						
1032		.THAYER COGGINS INC HI POINT NC				7.80		3.00	1.20		2.40			1.20					
1053		.THERMOLATOR INC INDIANAPOLISIN		1.32		.660		.330								.330			
1036		.TOLO INC SANTA ANACA		.220															
1052		.TUPCO LAMINENTS FORT SCOTT KS				.165											.165		

DSW 313887

STLCOPCB4054971

ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

—IN THOUSANDS OF POUNDS AND DOLLARS—

G/A NO.	SHIP TO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOALS FOR CURR. YEAR	CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR.-GRD.-GP.
		THERMINOL FR-1																	1040-245-10
1031		.TRANSPLASTICS CONNEAUT OH				1.20								.600			.600		00212113
1031		.TRUE TEMPER CORP ALLIANCE NB	8.00	4.00	8.00														10081122
1333		.GOALS UNASGND FOR BK THRU 1333	100		100														00165514
1352		.GOALS UNASGND FOR BK THRU 1352	125		125														00165565
1530		.GOALS UNASGND FOR BK THRU 1530	62.0		62.0														00165573
1531		.GOALS UNASGND FOR BK THRU 1531	100		100														00165581
1534		.GOALS UNASGND FOR BK THRU 1534	50.0		50.0														00165603
1549		.GOALS UNASGND FOR BK THRU 1549	250		250														00165611
1553		.GOALS UNASGND FOR BK THRU 1553	100		100														00165646
1932		.GOALS UNASGND FOR BK THRU1932			50.0														00165654
1936		.GOALS UNASGND FOR BK THRU 1936			60.0														00165670
1950		.GOALS UNASGND FOR BK THRU 1950			75.0														00165697
1032		.UNION CAR - NUC OAKRIDGE TENN																	10081971
1052		.UNIROYAL CHEM NAUGATUCK CT				3.60		1.80			.60	1.20							10082439
		.U S GYPSUM JERSEY CITY NJ				6.00												6.00	10084741
1031		.BIGGS UNITED DIV AKRON OHIO		.600															00155462
1031		UNITED MCGILL HUNTSVILLE AL		2.40															00093696
1050		.UPJOHN COMPANY DEER PARK TEXAS		1.20		.600				.600									00089753
1032		.U S GOVT MC ALEST OK		4.80															00142913
1032		U S GOVT MC ALEST OK		10.2															00142905
1032		U S NAVAL AMMUNITION CRANE IND	10.0	16.8	10.0	3.00		3.00											00156159
		PARENT CUST. TOT-US GOVERNMENT W	10.0	31.8	10.0	3.00		3.00											00163368
1049		.VACUOYNE CORPORATE CHICAGO IL		.110															00143510
1053		.VALLEY KITCHENS INC MASON OH		.169															10085926
1049		.VAN-TOP INC OMAHA NB		.055															00143669
1052		.VAN DYK AND CO BELLEVILLE NJ				2.40							1.20				1.20		10086086
1031		.VAN DORN PLAST CLEVELAND OHIO				.600					.600								00197637
1031		.VAN DORN PLASTIC CLEVELAND OH				.600									.600				00215562
1052		.VASCO METALS CORP-READ YORK PA				.600		.600											00168289
1052		.VINYL MAID INC W SPRNGFLD MASS				.600											.600		00219649
1052		.WESTVACO CORP MERIDEN CT		.600															10088534
1036		.WARCO STEEL PARAMOUNT CA				.110											.110		00219355
1049		.WARWICK ELECTRONICS NILES ILL				8.40								8.40					00210803
1050		.WESTERN ELE SCHREV SHREVEPO LA		1.26		7.80							.60	1.20	2.40	1.20	1.20	1.20	00144789
1032		.WESTINGHOUSE VICKS VICKSBUR MS	10.0	4.20	10.0														00145327
1053		.WESTREGO INC MARYSVILLE OH		.055															10090091
		TOTAL PRODUCT * * * * * * * LB	1600	1094	1541	1530	131	79	135	61	76	104	86	79	102	161	333	155	1040-245-10
		* * * * * * * $$	419	285	404	429	34.5	22.9	39.0	17.1	20.9	30.0	24.3	23.2	27.2	46.4	87.2	46.5	

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STLCOPCB4054972

IN THOUSANDS OF POUNDS AND DOLLARS

G #	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR-GRO-GP.
		THERMINOL FR-2																	1040-265-10
		.CUSTOMER ID NOT IN MASTER FILE		.360															00050089
		.CORRECTION		.600															00087558
		.CLAIM ACCOUNT		3.00															00150361
1036		.A B - 1 PLASTICS NEWARK CALIF		1.20		.600								.600					00150645
1032		.ADVANCE FINISHING DALTON GA				.165				.165									00178683
1031		.AIRCO SPEER NIAGARA NY		.600															00107609
1036		.AIRESEARCH MFG CO TORRANCE CAL	4.00	3.60	4.00	1.20										1.20			10001501
1049		.ALBERT TROSTEL LK GENEVA WI				1.20								.600				.600	10001078
1032		.ALLIED NEW HAMPSHI EXETER NH		.120															00108068
1032		.AMER CYAN MOBILE ALA	3.00		3.00	7.20										7.20			10002802
1052		AM CYANAMID .TAMPORD CT		.240		.240			.240										10009784
1052		AM CYANAMID BOUNDBROOK NJ		.600															10009788
1053		AM CYANAMID WILLOW ISL WV		7.80															10009768
		PARENT CUST. TOT-AMER CYANAMID W	3.00	7.44	3.00	7.44			.24							7.20			00049101
1052		.AMER BAKERIES BREMEN OH		.180															00108359
1053		.AMER BAKERIES DET MICH				.600			.600										10009821
1052		AMERICAN BAKERIES BROOKLYN N Y		.180		.925			.360		.180				.220		.165		00087708
		PARENT CUST. TOT-AMERICAN BAKERI		.360		1.53			.960		.180				.220		.165		00044671
1049		.AMERICAN DECALCOMANIA CHIC IL				.820				.220							.600		10003873
1052		.AMER HYDROTHERM LI ROGERS CT		6.60															00108510
1052		.AMER HYDROTHERM ROGERS CT		3.60		3.60		3.60											10004004
1036		.AMERICAN SMELTING SCHUARIT AZ	100	2.40		4.80						2.40				2.40			00109444
1031		.AMEX SPEC METALS WASHINGTON WV				1.20									1.20				00213454
1053		.AMTEK/WEST CH PL WAPAKEONETA O				1.80								1.20				.60	00109622
1036		.APPLIED EQUI ONTARIO CA		3.00															00109808
1049		.ARGONNE NALT LABS ARGONNE ILL				1.20		1.20											00161268
1037		.ARIZONA CHEM PANAMA CITY FL				.600			.600										10006090
1053		.ARMCO STEEL MIDDLETOWN OH		.600															10006228
1036		ARMCO STEEL CORP DAVIS CALIF		1.20		1.20					1.20								00109991
1049		.ARMOUR INDUSTRIAL MC COOK IL	2.00	4.80	2.00														10006376
1032		.ARMSTRONG CORK MACON GEORGIA	3.00	9.60	3.00	22.8			3.60					9.60		4.80	4.80		00088110
1052		ARMSTRONG CORK LANCASTER PA				1.20				.600								.600	10006430
1049		.ARMSTR RBR MIDW DES MOINES IA		.300															10006589
1052		.ARROW SPINNING CO SUSQUEHA PA		.420															00110167
1052		.ARTISAN METAL PROD WALTHAM MA				1.20		.600								.600			10006716
1053		.ATLANTEX MILLS HASBROUCK HT NJ		1.80		.600	.600												10007054
1052		.ATLANTIC RESEARCH ALEXANDR VA		.600															00110531
1049		.AUTOMATIC LIFT CO CHICAGO IL		.600		1.20					.600		.600						00110655
1053		.AWREY BAKERIES DETROIT MI		.600		.600										.600			10007720
1049		.BADGER BY-PRODUCTS MILWAUKE WI																	00110914
1049		.BASCRAFT CORP OF AM CHICAGO IL		1.20		.600							.600						10007992

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STLCOPCB4054973

ORGANIC DIVISION FUNCTIONAL FLUIDS

PRODUCT/CUSTOMER SALES REPORT

FOR DEC. 1981

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IN THOUSANDS OF POUNDS AND DOLLARS

G	YRS 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. LIST / MAJR-GRO-OP
		THERMINOL FR-2																	1040-269-10
1052		.BARD DIV N.Y.		.600															00111865
1052		.BARRY OF GOLDSBORO N CAROLINA	1.00		1.00														00188158
1052		.BATTELLE MEM INST COLUMBUS OH	1.00	.285	1.00														10008484
1036		.BEL ART CREATIONS HERMOSA BEAC		.120															10008956
1031		.BELL AEROSYSTEMS NIAG FLS NY		.720															00111317
1049		.BENDIX CORP S BEND IND	5.00	6.00	5.00	2.40			1.20							1.20			10008189
1052		BENDIX CORPORATION TROY NY		1.80		.600		6.60											10009170
1049		.BEUTEX CORP E CHICAG IN		.180															00111511
1050		.BLANKE MECHANIC FORT WORTH TX				3.00	1.80	1.20											00150097
1052		.BOND BAKING CO BROOKLYN NY				1.80						.600	.600		.600				0020 990 7
1052		.BOND BAKING CO PHILA PA		3.60		2.34	.18			.90	.17	1.97	1.41	.60					00152366
1052		.HENRY BOWER CHEM MFG PHILA PA	1.00		1.00														10010993
1049		.BRADLEY UNIVERSITY PEORIA IL		.600															00112070
1036		.BREA CANYON OIL CO BREA CA		.600															00117135
1032		.BROWN SHOE CO ST LOUIS MO		.600															10011930
1032		.BURLINGTON IND CHERAW SC	10.0	1.20	10.0	1.80	1.80												00148210
1032		BURLINGTON IND ALTAVISTA VA	10.0		10.0	6.00										6.00			10012938
1045		.BURNY BRO NORTH LA IL		1.20		1.20										1.20			00112584
1052		.BUTTERFIELD BARRY TETERBOR NJ				.240			.240										00112690
1053		.CAMPBELL SOUP NAPOLEON OH	3.00	1.80	3.00	1.80							.60		1.20				10018305
1052		.CARMET CO EAST RUT NJ																	00113077
1036		.CARNATION RES VAN NUYS CA				.290											.110	.180	10014050
1052		.CAT CHEM CORP BRAINARDS NJ		6.60															10014468
1052		.CAT-CHEM CORP BRAINARD NJ		1.20															00113204
1052		.CELANESE PLAS CLARK NJ		.600		.165									.165				10014794
1032		.WESTERN ELECTRIC GREENSBORO NC				.600								.600					00212091
1053		.CHAMPION PAPERS HAMILTON OHIO				.600												.600	10015308
1052		.CHEMETRON CORP WILMINGTON DEL	4.00		4.00														10015529
1053		HOLLAND SUCO HOLLAND MIC	5.00	7.20	5.00														10038375
1052		.CHEMICAL PROCESS STAMFORD CT		.600															00114006
1053		.CHEMTRON CORPORA HOLLAND MICH				3.60										3.60			00196428
1049		.CANCO INC RACINE WISC				1.20				1.20									00177008
1043		.WEST BEND CO WEST BEND WI																	10088399
1052		.CLAIRMONT ENGR GRANDVIEW MO				10.8	10.8												00156450
1050		.CLEAVER BROOKS GREENVILLE MISS				6.00		1.20	1.20			3.60							00163058
1036		.CLIMATE CONDITIONING STANTON C				.060	.060												00167789
1052		.COLLOID CHEM CEDAR KNOLLS NJ		.119		.535		.180		.180			.175						10017777
1053		.COLORPAC INC FRANKLYN OH		3.00		1.20												1.20	10017963
1052		.COMPO CHEM WALTHAM MASS				1.20	.600			.600									10018277
1053		COMPO CHEM MANSFIEL MA				3.60							2.40					1.20	00114863
1052		.CONCORD MICA PENA COOK NH		7.80		1.80			.600			.600	.600						00089907
1036		.JOE LONG CORP CITY OF IND CA		.360		.180		.180											10047137
49		.CTNR CORP OF AM SIOUX CITY IA		3.60		.495						.165						.330	10018595
52		CONTAINER CORP OF AMER PHIL PA				.600	.600												00157457

DSW 313890

STLCOPCB4054974

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.C.G.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	CURR. YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.GRO.GP.
		THERMINOL FR-2																	1040-265-10
1049		.CONTINENTAL BAKING MILWAUKE WI				.600				.600									00171964
1032		.CONTINENTAL CAN CO ROGERS ARK				3.00									3.00				00213065
1036		.CONTINENTAL BAK SACRAMENTO CA		.120															10018848
1049		CONTINENTL BAK SCHILLER PK IL		.600															10018851
1049		CONTINENTAL BAKING DETROIT MI		3.30															10018862
		PARENT CUST. TOT-CONTINENTAL BAK		4.02															00046159
1052		.CONTINENTAL CAN CARTERET N J		.600															00152447
1049		.CORN PROD CO ARGO ILL		2.40															10019161
1031		.CORTLAND LINE CORTLAND NY		.060															10019915
1049		.CPC INTERNATIONAL ARGO ILL				1.20								1.20					00211287
1052		.CHEM PUMP DIV WARRNINGTON PA		4.80															10015096
1036		.CROWN ZELLERBACH ANTIOCH CA		2.40															00115917
1036		CROWN ZELLERBACH ANTIOCH CALIF				.600							.600						00209635
1032		CROWN ZELLERBACH DORAVILL GA	3.00	3.60	3.00														00115574
1050		CROWN ZELLERBACH WESLACO TX		2.40											.60		1.20		00115841
		PARENT CUST. TOT-CROWN ZELLERBAC	3.00	8.40	3.00	.600							.60		.60		1.20		00046821
1052		.CURTIS MFG ST LOUIS MO	2.00	2.40	2.00	3.00	.600				.600	.600			.600			.600	10020922
1052		.CUSTOMS MATL CHELMSFO MA		.060															00115681
1049		.D A STUART OIL CHIC ILL				.780	.180	.600											10076501
1053		.DANA CORPORATION CHURUBUS IN		1.20															00115819
1053		DANA CORPORATION CHURUBUSCO IN				1.80				.60			1.20						00178187
1049		.DCA FOOD NORTH LAKE IL		1.20															10021251
1052		DCA FOOD ELLICOTT CITY MD		.600															10021278
1052		DCA FOOD CANTONSV NEWARK NJ		1.20															00115894
		PARENT CUST. TOT-DCA FOOD NEW YO		3.00															10021243
1053		.DE SALVO CONSTR CINCINNATI OH				.600										.600			00216844
1052		.DIKEMAN LAMINATING CLIFTON NJ		.360		.165											.165		10022444
1050		.DIXIE CHEM CO HOUSTON TX		.600															10022541
1036		.DOLLY MADISON CAKES LOS ANG CA		.600		1.20	1.20												10022630
1036		.DONJE CAL THEMES CERITAS CAL		.360		.340						.120			.220				10022657
1052		.DOUBLEDAY HANOVER PA		.600		3.00		.600		.600			.600			.600		.600	10022762
1053		.DOW CORNING MIDLAND MICH				2.40								2.40					10022983
1052		.E I DU PONT DE NEMOUR WILM DE				.180		.180											10023564
1049		E I DU PONT DE NEMOUR CHGO IL		.600															10023629
1052		E I DU PONT DE GIBBSTOWN NJ	5.00	40.8	5.00	20.4	245												10023831
1053		E I DU PONT DE WASHINGTON WV				.180								.180					10024145
		PARENT CUST. TOT-E I DU PONT DE	5.00	41.4	5.00	20.6	245												10023564
1053		.DURAMETALLIC CORP KALAMAZOO MI		.600															00154121

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PRODUCT/CUSTOMER SALES REPORT

—IN THOUSANDS OF POUNDS AND DOLLARS—

G R	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. ID Y MAJR-GRD-GP
		THERMINOL FR-2																	1040-260-10
1031		.E L WIEGAND CO RTSBG PA				.600		.600											10090598
1032		.TENN EASTMAN KINGSPORT TENN		.055		.275		.085				.220							10078888
1052		.EMBOSSOGRAPH PROCESS BRKLYN NY		1.80		1.80		.600		.600		.600							10026059
1049		.ENTERPRISE PT MFG CHICAGO IL	5.00		5.00														10026478
1053		.ESSEX WIRE FT WAYNE IN		.240		.220				.220									10026733
1053		.FABRI KAL CORP KALAMAZOO MICH				.330		.165			.165								00164670
1053		.FAIRBANK CHEM NEW ALBANY IN	1.00		1.00														10027187
1052		.FAIRCHILD ENGINE BAYSHORE NY				3.00						3.00							10027209
1036		.FIBER BOARD CORP SOUTH GATE CA				2.40			2.40										00160475
1053		.FIRESTONE NOBLESVILLE IN	6.00	7.20	6.00	17.4	10.2												10028051
1049		FIRESTONE TIRE DECATUR IL		.060		.240		.060									.180		10028100
1031		FIRESTONE TIRE AKRON OH		.240		.165											.165		10028116
1031		FIRESTONE LATEX DIV AKRON OH		.060															10028124
		FIRESTONE TIRE DES MOINES IA		3.00		.055							.055						10028140
1052		FIRESTONE T & R IPD POTTSTOWN		1.20															10028175
		PARENT CUST. TOT-FIRESTONE TIRE	6.00	11.8	6.00	17.9	10.2	.1					.1				.3		10028116
1032		.FLORIDA CORP COLLEGE PARK GA		3.00		.600												.600	00081774
1053		.FORD MOTOR DEARBORN MICH	25.0		25.0	12.0				6.00							6.00		10029015
1053		FORD MTR-DEARBORN MICH				6.00						6.00							10028981
1053		FORD MOTOR CO DEARBORN MI		28.2															00118982
1053		FORD MOTOR DEARBORN MICH		1.20															00118990
1052		FORD MOTOR CO CARTERET NJ		7.20															00119008
		PARENT CUST. TOT-FORD MOTOR DEAR	25.0	36.6	25.0	18.0				6.00		6.00					6.00		10029015
1053		.FORD MOTOR GEN SER DEARBORN MI				18.0								6.00		6.00		6.00	00210670
1036		.GAS PROCESSORS	10.0		6.00														00190462
1032		.GAYLORD CONTAINER TAMRA FLA				2.40											2.40		00219142
1052		.GEIGY CHEM CRANSTON R I	2.00	1.20	2.00														10030668
1049		.GENERAL AMER RES DES PLAINS IL				2.40								.60		1.80			00211265
1053		.GEN-MTRS ANDERSON IND		.600															10032601
1053		GEN MOTORS MUNCIE IN	6.00	6.60	6.00	3.60		1.80						1.80					10032628
1049		.GENERAL AMERI DES PLAINES ILL				3.00						3.00							00198331
1049		.GEN AM TRANS CORPO NILES IL				1.20						1.20							00119660
1052		.GENL BAKING BROOKS BROOKLYN		.600															00119695
1053		.GEN ELEC ESHORE MICH				1.20					.600					.600			10031060
1052		GEN ELEC WATERFORD NY	2.00		2.00														10031648
1053		GEN ELEC CINCINNATI OH		.600															10031435
		PARENT CUST. TOT-GEN ELEC SCHENE	2.00	.600	2.00	1.20					.600					.600			10031850
1053		.GEN MTRS WARREN MI		1.80															00120383

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—IN THOUSANDS OF POUNDS AND DOLLARS—

CUST. NO.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CORR. FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID./ MAJR.GRD.GP.
		THERMINOL FR-2																	1040-265-10
1052		.GEN TIRE - RUB LAWRENCE MA				2.40					6.0			18.0					10038179
1050		.GEN TIRE - RUB COLUMBUS MS		.275															10033192
1031		GEN TIRE - RUB JEANETTE PA	2.00	3.00	2.00	3.00											3.00		10033160
		PARENT CUST. TOT-GENL TIRE - RUB	2.00	3.28	2.00	5.40					6.0			18.0			3.0		10033144
1032		.P D GEORGE COMPANY ST LOUIS MO	5.00	24.3	5.00														10033276
1038		.B F GOODRICH AKRON OHIO	15.0	25.2	15.0														10034191
1031		.GOODYEAR AEROSPACE AKRON OH	1.00	7.20	1.00														10034485
1011		GOODYEAR TIRE AKRON OH		4.80		3.60	1.60						1.20		1.20	.60		1.20	10034098
1052		.GORDEN FOOD T/OROF THOROFAR NJ		4.80															00121231
1032		.W R GRACE OWENSBORO KY	15.0	9.60	15.0	13.8	1.80	8.40										3.60	10034701
1052		.GREAT ATLANTIC PACIFIC NEWARKN				1.20			.600							.600			00165438
1049		.GREENBAY PACKAGING WAUSAU WISC				2.40						2.40							00207610
1036		.GREENTREE ELECTRON IRVINE CA		.800		.820							.220		.600				00121650
1032		.GR LAKES CARBON CO MORGANTO NC				.600										.600			00121495
1032		.GULF OIL CO PITTS HENDERSO KY		1.20															00121754
1032		GULF OIL HENDERSON KY		1.20															00121924
1052		.GULTON INDUSTRIES NETUCHEN NJ				.600								.600					10036143
1052		.HAMILTON MFG RICHMOND VA		2.40		3.60	2.40							1.20					10036526
1052		.HAMILTON STD WINDSOR LOCKS CT	12.0	8.40	12.0	7.20	3.60							2.40		1.20			10036542
1036		.HARVEY ALUM TORRANCE CAL				9.60	1.20	3.00					1.20		1.20	1.80		1.20	10037050
1036		.HEAT ENGR INC	50.0		44.0														00196169
1052		.HAVEG CORP WILMINGTON DE				.180					.180								10037174
1052		HERCULES INC GLEN FALLS NY				.600							.600						10037700
1052		.HEXAGON LABORATORI BRONX NY	10.0		10.0														00123994
1032		.H J SNELSON STATESVILLE NC		.165															00155330
1053		.HOLY CROSS HOSPITAL DETROIT MI				.550									.550				00214515
1050		.HOOKER CHEM TAFT LA				6.00					6.00								10038693
1052		HOOKER CHEM HICKSVILLE NY				7.20					7.20								10038671
1031		HOOKER CHEM NIAGARA FALLS NY	60.0	61.2	60.0	91.8				20.4		38.4	33.0						10038707
		PARENT CUST. TOT-HOOKER CHEM NIA	60.0	61.2	60.0	105				20.4	13.2	38.4	33.0						10038707
1052		.HORN - HARDART BAK PHIL PA		.360		.770						.165	.165		.220			.220	10038936
1052		.HOWARD JOHNSON BROCKTON MASS				3.00					3.00								00197742
1036		.HUNT FOOD FULLERTN CALIF				.600			.600										10039568
1036		.HUNT-WESSON FOODS FULLERTO CA		.600															00125024
1036		.HUNTER ENGINEER CO	12.0																00191256
1052		.ICI AMERICAN INC DIGHTON MA				1.80						1.80							10039908
1049		.INCA INKS INC NORTHBROOK ILL				.600						.600							10040175
1052		.CRAWFORD MFG RICHMOND VA		1.20		1.20		1.20											10020085
1053		.INMONT CORP DETROIT MICH	20.0	30.0	5.00	15.0										15.0			10040922
1032		INMONT CORP ST LOUIS MO	5.0	5.40	5.00														10040639

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— IN THOUSANDS OF POUNDS AND DOLLARS —

SIC	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. ID# / MAJR.-GRD.-GP.
	THERMINOL FR-2																	1040-269-10
1053	.INHONT CORP CINCINNATI OHIO		19.9		9.66	3.00	.66					3.00	3.00					10040796
1053	.INHONT CORP TOLEDO OHIO	5.00	8.40	5.00	1.20								1.20					10040870
	PARENT CUST. TOT-INHONT CO NYC N	15.0	63.7	15.0	25.9	3.0	.7					3.0	4.2		15.0			00044482
1049	.INTERNATL PAP FOND DU LACK WI				2.40									2.40				00215333
1050	.INTER AMERICAN FOS BROWNSVI TX		1.20															00125363
1036	.INTERPACE INTER PIECER IONE CA	3.00		3.00	12.0									3.00	6.00			10041234
1052	.INTL FLAVORS TETERBORO NJ		1.20		1.20					1.20								10041234
1052	INTL FLAVORS UNION BEACH NJ	2.00	9.60	2.00	3.60							3.60						10041244
1052	INTL FLAVORS FRAG BOONTON NJ		1.80															00125716
	PARENT CUST. TOT-INTL FLAVORS NY	2.00	12.6	2.00	4.80					1.20		3.60						10041252
1049	.INTERNATIONAL HARV WAUKESHA WI				1.20					.600			.600					00196657
1052	.INTERNATL PAPER SOMERVILLE MA				2.40			2.40										00170496
1032	INTERNAT PAP CAMDEN AR		3.00		2.40					.60	.60				1.20			00125944
1032	INTL PAP AUBURNDALE FLA		.600		.600										.600			10041473
1050	INTL PAP SPRINGHILL LA		.600		.600				.600									10041643
1053	INTERNATIONAL PAP HONELL MI		.600															10041422
	PARENT CUST. TOT-INTL PAPER CO N		4.80		6.00			2.40	.60	.60	.60					1.80		00044804
1034	.INT PIPE&CERAMICS MANKATO KS		4.20															00125934
1049	.INTERSTATE BAKER CHICAGO IL		1.20		1.20			.600					.600					10041848
1052	.J M HUBER EDISON NJ	2.00	3.60	2.00	.600												.600	00124907
1049	.JENOS INC DULUTH MN		6.00															00126322
1052	.JEFF MFG HANOVER PA				5.40						3.00				2.40			00126446
1052	.CHICOPEE MFG MILLTOWN NJ				.165						.165							10016495
1049	.K & S MANUFACTURIN FREEPORT IL		.420															00126675
1052	.KANECKI BERYLCO BOYERTOWN PA	3.00	7.80	3.00	9.60										1.20	7.20	1.20	10043549
1049	.KELLOGG CO OMAHA NEB				5.04	1.44			1.20		1.20	1.20						00148032
1032	.KENT PLASTICS EVANSVILLE IN	2.00	3.00	2.00	1.20		.600					.600						10043948
1032	.GEORGE KOCH EVANSVILLE IN		.360															10044618
1052	.KONTRO CO ATHOL MA		.600															00127086
1031	.KOPPER COMPANY MONROEVILLE PA				.600										.600			00217182
1031	.KOPPERS CO BRIDGEVILLE PA		43.0		16.2			16.2										10044820
1031	KOPPERS COMPANY IN MONROEVI PA		.220															00127140
1032	.KOSS CONSTRUCTION EL RENO OK		1.20															00127205
	.KOSS CONSTRUCT YUKON OKLA				1.20		1.20											00163554
1032	.LAWRENCE PAPER CO LAWRENCE KS				3.00		3.00											00163163
1054	.LIBERTY MACH PATERSON NJ		1.80		1.80				.600					.600			.600	10046254
1050	.LUBRIZOL DEER PK TEXAS		23.7															10047293
1050	LUBRIZOL CORPORATION ALREDO TX				6.00			6.00										00165441

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STLCOPCB4054978

IN THOUSANDS OF POUNDS AND DOLLARS

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES OBJ. FOR CURR. YEAR	CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.NO / MAJR.GRO.GP.
		THERMINOL FR-2																	1040-265-10
1031		LUBRIZOL SALES PAINESVILLE OH	15.0	29.4	15.0														10047277
		PARENT CUST. TOT-LUBRIZOL CORP C	15.0	53.1	15.0	6.00			6.00										00044628
1049		.MAGNAFLUX CORP CHICAGO IL		.060															00128376
1036		.MAGNA SCREEN CHATSWORTH CA		.060		.115					.060		.055						00049042
1032		.MAGNOLIA IND SPARTANBURG SC	4.00		4.00														10048125
1053		.MARVAGLASS INC LEXINGTON KY				.330					.165					.165			00194746
1053		.MATHESON COLEMAN & NORWOOD OH		.240		.525	.180						.345						10049253
1052		.MAY CONSTRUCTION CANAAN CONN				1.20					1.20								00197807
1036		.MCDONNEL DOUG SANTA MONICA CAL		.007															10049255
1053		.MEAD CONTAINERS LOUISVILLE KY				.600											.600		10051204
1032		MEAD CONT SPARTANBURG SC	3.00	3.60	3.00														10051290
1053		MEAD CORP CHILLICOTHE OH				1.20									1.20				10051258
1053		MEAD CONTAINERS WASH COU OH		5.40															00129615
		PARENT CUST. TOT-MEAD CORP DAYT	3.00	9.00	3.00	1.80									1.20		.60		00044695
1049		.MIDLAND IND FIN WAUKEGAN IL		.600		2.40						1.20			.60		.60		10052440
1052		.MILLMASTER BERKELEY HGTS NJ	1.00	3.60	1.00	6.00			1.20			1.20			1.20	2.40			10052769
1052		.MILLMASTER ONYX CO BERKELEY NJ		1.20															00130184
1052		.MINN MIN - MFG FREEHOLD NJ		1.20		2.40			1.20									1.20	10053099
1052		MINN MIN EDGEWATE NJ		1.20															00130273
1052		.MOBIL CHEM ASHLAND VA				1.80							1.20		.60				10053722
1052		MOBIL CHEMICAL CO ASHLAND VA		3.60		.600									.600				00130486
		.WOOD TREATING CH ST LOUIS MO				3.00							3.00						10091679
1049		.STO T CHEM CHICAGO IL		.600		.600	.600												10075270
1049		.MOORHEAD MACH MINNEAPOLIS MINN				3.60	3.60												00162191
1052		.MRS SMITHS CO BK SILV SPGS NO		2.04		1.80								1.20	.60				10073677
1032		.THE M W KELLOGG CO OMAHA NB	2.00	4.80	2.00														00126802
1049		.N M ISABELLA MADISON WI		1.20		.600						.600							00048895
1049		.NATIONAL TEA CO CHICAGO IL	10.0	9.00	10.0	1.20										1.20			10057000
1049		.NATIONAL WAX SKOKIE ILLINOIS				1.20					1.20								00196592
1053		.U S INDUSTRIAL DIV CINCINNA OH	3.00	3.60	3.00	1.20							1.20						00143065
1053		US INDUSTRIAL CINCINNATI OHIO				1.20			1.20										00170348
1052		.NATIONAL FELT EASTHAMPTON MA		.600		.600			.600										10056489
1052		.NATL LEAD PERTH AMBOY NJ	6.00		6.00														10056640
1052		NATL LEAD SAYREVILLE NJ	4.00	16.8	4.00	9.60				9.60									10056709
1052		.NATL STARCH PLAINFIELD NJ	6.00		6.00														10056969
1036		.CARL A NEWELL GLENDALE CA		.120															00131555
1031		.NORMAN ENGINEERING TONAWAND NY		4.20															00131695
1052		.NORTH AMERICAN ROCKWL COLUM OH		.060		.165			.165										10058082
1053		.OHIO SEALER DAYTON OH				.600					.600								10058945
1053		.OMEGA RUBBER PROD FT WAYNE IN		.600		.600			.600										00088250

DSW 313895

STLCOPCB4054979

-IN THOUSANDS OR POUNDS AND DOLLARS-

M G	SLS REP	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. I.D. / MAJR-GRD-CP
		THERMINOL FR-2																	1040-265-10
1052		.ONYX CHEM JERSEY CITY	2.00	7.20	2.00	8.40				1.20			1.20	1.20	1.20	4.20	1.20	1.20	10059380
1036		.OWENS-ILLINOIS LOS ANGELES CA		1.80															10059830
1036		.PACIFIC AIRMOTIVE BURBANK CA																	10060087
1053		.PAGE PLM & TLTG DEARBORN MI		2.40															00132667
1059		.PAGE PLM & TLTG DETROIT MI		20.4															00132675
1049		.PAPER CONVERTING CHICAGO ILL				.600				.600									00178608
1053		.PARKE DAVIS - CO HOLLAND MI		2.40															10060885
1036		.PASADENA HYDRAULICS	10.0																00195435
1036		.PATRICK - CO SAN FRAN CA		.120		.110									.110				10061091
1031		.PATTERSON IND E LIVERPOOL OH		.220															10061146
1032		.C J PATTERSON KAN CITY MO	20.0		20.0														10061121
		.PEARSALL CHEM PHIL HOUSTON TX	1.00		1.00														00133083
1049		.PELRON CORP LYONS ILL	2.00		2.00	9.00								1.20		7.80			00154997
		.PENNWALT CORP WYANDOTTE MI				.055												.055	10061571
1031		.PENN REFINING CLEVE OHIO		.600															10061520
1049		SEALSTOMER CHICAGO INC		3.00		3.00									3.00				10071887
1036		.FRITO LAY CO LOS ANGELES CA	6.00	4.20	6.00	8.40			2.40						2.40	2.40	1.20		10029684
1053		FRITO LAY INC DETROIT MI	5.00	6.60	5.00	3.60		3.60											10029692
1052		.PFISTER CHEM RIDGEFIELD NJ		.600		2.40		1.2		1.2		1.8	10.8						10062217
		.PHELPS DODGE SOUTH BRUNSWIK NJ				.600												.600	00177326
1032		.PHILLIPS PET BARTLESVILLE OK	5.00	.060	1.00														10062659
1032		.PIEDMONT MFG ALTAVISTA VA		.110															10062853
		.PILLSBURY CO GAINESVILLE FLA				.600												.600	00181498
1032		PILLSBURY TERRE HAUTE IN	2.00	4.80	2.00	2.40									2.40				10063019
1052		.PIONEER PLASTIC AUBURN ME				.600		.600											10063094
1052		.PITT-CONSOL CHEM NEWARK NJ	10.0	13.8	10.0														00133930
1031		.PPG NATRIUM WV	1.00	7.20	1.00	10.8									10.8				00133969
		PPG CIRCLEVIL OH	6.00	30.0	6.00	30.0	12.0			6.0				6.0			6.0		10063191
1032		.PKGING CORP VINCENNE IN		2.40		.600										.600			00132659
1036		.PLASTIC - RUBBER ONTARIO CA		6.00															00155101
1036		.PLASTICRAFT TOPS COLTON CA		.060															10063729
1053		.POINT OF PURCHASE KETTERING OH				2.40					2.40								00198218
1052		.POLYREZ CO WOODBURY NJ	3.00	12.6	3.00														10063981
1052		.PRATT AND LAMBERT BUFFALO NY				1.20						1.20							10064341
1052		.PRINCETON CH ROCKY HILL NJ	2.00	1.80	2.00	4.80	.60	3.00					4.80						10064635
1036		.PROCESS SERVICE LOS ANGELES CA				1.20							.600		.600				00207926
1032		.PROCESS CONTROL CHAMBLEE GA				.600								.600					00211850
1052		.PROCTOR CHEM SALISBURY NC	3.00	2.40	3.00														10064708
1059		.PUREX CORP CHGO IL		7.20															10065453
1036		.R & A MANUFACTURIN WICHITA KS		1.80															00135046
1052		.RANDOLPH MFG RANDOLPH MA	4.00		4.00														00135267
1053		.REA MAGNET WIRE FT WAYNE IND		.120		.055						.055							00089583
1053		.REA MAGNET WIRE LAFAYETTE IN				.180									.180				10066646
1051		.REICHHOLD CHEM NIA FALLS NY				7.20										6.00		1.20	10067197

DSW 313896
STLCOPCB4054980

IN THOUSANDS OF POUNDS AND DOLLARS

NO.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOING INTO CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR-GRO.-GP.
		THERMINOL FR-2																	1040-265-10
1032		REICHOLD CHEM JACKSONVILLE FL	10.0	12.6	10.0	32.4				2.4		18.0			2.4		9.6		00155225
1004		REPUBLIC CONTR JERSEY CITY NJ				.600	.600												00156160
1052		RESYN CORP OF AMER LINDEN NJ	2.00		2.00	24.0			24.0										10067624
		RIKER LAB NORTHRIDGE CA				1.20												1.20	10068256
1052		REYNOLDS METALS MESSENA NY	10.0	6.00	10.0	6.00						6.00							10067790
1036		RHODIA INC PORTLAND ORE		3.00		1.80				1.80									00152277
1052		RIEGEL PAPER RIEGELSVILLE NJ		.600		.600							.600						10068207
1053		RIEGEL PAPER CO EDINBURG IN		.600															00136188
1053		RIVER HOUSE COOP DETROIT MI	3.00	10.8	3.00														10068320
1032		RIVERSIDE OIL MILL MARKS MS				2.40								2.40					00213581
1036		ROBERTS CONS IND MONROVIA CA				1.20							1.20						10068436
1052		SAUCONIT SILK CO SCRANTON PA		.600															10070967
1036		ROHR CORP CHULA VISTA CA				6.00				6.00									10068916
1036		ROHR CORP RIVERSIDE CA	3.00	3.60	3.00	28.8	3.60	1.80	3.60	1.80		6.00		6.00			6.00		10068974
1052		RONSON METALS CO NEWARK NJ		.275															10069009
1036		ROSE CHEMI ENG BAKERSFIELD CA				4.80										4.80			00216062
1052		ROYAL TYPEWRITER E ELMWOOD CT		1.20															00136669
1052		ROYAL TYPEWRITER W WEST HAR CT				.600									.600				00136670
1032		GLIDDEN DURKEE JACKSONVILLE FL				1.20								1.20					00165239
1031		GLIDDEN CO CLEVELAND OH		.060															10038853
1036		SAFEWAY STORES LOS ANGELES CAL				1.32		1.20	.12										10070139
1036		SAFEWAY STORES INC LOS ANGE CA		.180		.600				1.20	9.00								00136956
1036		SANDIA CORP ALB N MEX				.055										.055			10070694
1052		SCHENECTADY CH ROTTERDAM NY	2.00	3.60	2.00	6.00	1.20						1.20		1.80			1.80	10071127
1053		LKILO/SHOEN PAVING TOLEDO OH		1.20															00137340
1032		SEA PASS CORP ST LOUIS MO		.600															10071769
1049		DE SOTO INC CHICAGO HGT ILL	3.00		3.00	20.4										20.4			10021898
1049		DE SOTO INC CHICAGO ILL				1.20		1.20											10021855
1036		SERV-US BAKERS PHOENIX ARIZONA				.275										.275			00218359
1053		SHAMROCK CORP LOUISVIL KY		.600															00137618
1036		SHELL OIL CO INC GOLETA CAL	12.0	6.00	12.0														10072379
1036		SHELL OIL GOLETA CAL	8.00	3.60	8.00	7.20								3.60				3.60	10072522
1053		SHELL OIL DEER PARK TX		.600		.600									.600				10072441
1036		SHELL OIL CO INC SANTA BA CA		.600															00137738
		PARENT CUST. TOT-SHELL OIL NYC N	20.0	10.8	20.0	7.80								3.60	.60			3.60	00045284
1036		SHERWIN WMS EMERYVILLE CA	15.0	6.60	10.0														10072611
1049		SHERWIN WILLIAMS CHGO IL		4.98															10072654
1053		SHERWIN WILLIAMS CINCINNATI OH	2.00		2.00														00050024
1051		SHERWIN WILLIAMS CLEVELAND OH				3.60			3.60										10072794
		PARENT CUST. TOT-SHERWIN WILLIAM	17.0	11.6	12.0	3.60			3.60										10072794
1032		A O SMITH CORP LITTLE ROCK ARK		3.60		1.20	.600									.600			00138266

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-IN THOUSANDS OF POUNDS AND DOLLARS-

A/C GR	SLS REP	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.	CUST. I.D./ MAJR.GRP.-GP.
		THERMINOL FR-2																	1040-265-10
		.SOU TEX CHEM MT HOLLY N C				1.32			.120		.600				.600				00093868
1050		.SOUTHERN CONT COR DEER PARK NY				3.00		1.20								.60	1.20		00168008
1036		.SOUTHWEST GREASE COMPTON CA				1.80					1.20							.60	10074947
1050		.ST JOE PAPER CO MESQUITE TX				2.40	2.40												00159212
1052		.ST REGIS PAPER W NYACK NY		.600															10070430
1036		.CHEVRON CHEM RICHMOND CALIF		.060															10016235
1036		STD OIL OF CAL GAVIOTA CALIF		12.6		3.60	2.40	1.20											10075130
1052		.STANDARD PACKAGIN CRANBURY NJ				3.00						.60			.60		.60	1.20	10075173
1032		.STD CHEM HOBOKEN CHARLOTT NC	1.00		1.00														00138894
1053		.STANDARD PAVING & LOUISVIL KY		1.20		1.20									1.20				00138978
1052		.STANLEY WORKS NEW BRITAIN CT		1.50		2.58		.300		.900		.336			.550			.275	10075394
1053		.STAUFFER GALLIPOLIS FERRY WV		.600															10075437
1052		.STEDFAST RUBBER EASTON MA	4.00	6.60	4.00	1.80							1.80						10075718
1032		.J P STEVENS GREENVILLE SC	1.00		1.00														00194298
1049		.STONE CONTAINERCORP CHIC ILL	2.00	7.20	2.00	2.40							.60		1.80				10076250
1052		.STOP AND SHOP BOSTON MASS				1.42									1.20	4.50			00214663
1032		.STUCKEYS INC EASTMAN GA	1.00		1.00														00214485
1050		.SUNRAY DX OIL FRANKLIN LA		1.20															00139467
1036		.SYSTEMS PRINTERS SANTA FE CA		.120		.195					.180		.015						00139742
1052		.THE TECH CH WALLINGFORD CT		.600															10078083
1032		.TENNECO CHEMICALS LODECO SC				9.60										9.60			00155365
1052		.TERRELL CORP WILM MASS				1.80				1.20					.60				10078911
1032		.TEXAS-REFINING FORT WORTH TX		1.80															00140449
1052		.THAYER SCHOOL ENG HANOVER NH		.060															00140619
1050		.THERMOTICS INC FELLOWS CALIF				21.0							21.0						00208426
1032		.THIELE KAOLIN SANDERSVILLE GA				12.2								12.2					10079784
1031		.TITANIUM CHEM ASHTABULA OH	40.0	34.6	40.0	39.8	39.8												10080258
1050		.TRADE WINDSND 2 BROWNS VILLE T				1.20						1.20							00206601
1052		.TROY MILLS INC TROY NH		.360															10081114
1052		.USM CHEM DIV MIDDLETON MA		.600															10081327
1333		.GOALS UNASGND FOR BK THRU 1333	100		100														00165514
1352		.GOALS UNASGND FOR BK THRU 1352	194		194														00165565
1530		.GOALS UNASGND FOR BK THRU 1530	50.0		50.0														00165573
1534		.GOALS UNASGND FOR BK THRU 1534	30.0		30.0														00165603
1549		.GOALS UNASGND FOR BK THRU 1549	70.0		70.0														00165611
1553		.GOALS UNASGND FOR BK THRU 1553	40.0		40.0														00165646
1932		.GOALS UNASGND FOR BK THRU1932	42.0		42.0														00165654
1036		.LEVER BROTHERS CO LOS ANGE CA	16.0	55.2	16.0														00127558
1052		LEVER BROTHERS CO	6.00		6.00	6.00							3.00					3.00	10046084
1052		T J LIPTON ENGLEWOOD CLIFFS NJ		.060															00086940
		PARENT CUST. TOT-UNILEVER LTD PA	22.0	55.3	22.0	6.00							3.00					3.00	00026298
1032		.UNION CAMP CORP LAKELAND FLA				1.20			.600						.600				10081564

DSW 313898
STLCOPCB4054982

RPT#1-A DIRECT S2 — ORGANIC DIVISION FUNCTIONAL FLUIDS — FOR PERIOD — PAGE 1-A-1
01/22/80 J.A. — PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M O	SIC	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. LOC MAJR-GRO-GR
		THERMINOL FR-2																	1040-265-10
1032		UNION CAMP CORP SAVANNAH GA	1.00	2.40	1.00	.600						.600							10081509
1032		UNION CAMP CORP MORRISTOWN TN				1.80				1.20			.60						00177335
1032		UNION CAMP CORP DECATUR ALA				2.40									2.40				00214019
1032		UNION CAMP CORP LAKELAND FLA		.600															00141969
		PARENT CUST. TOT-UNION BAG CAMP	1.00	3.00	1.00	6.00			.60	1.20		.60	.60		3.00				00047090
1052		.UNION CARBIDE MARIETTA OHIO	2.00			3.00								3.00					10082005
1032		UNION CAR - NUC OAKRIDGE TENN	30.0	26.4	30.0	14.4								7.20				7.20	10081971
1053		.UNIROYAL PORT CLI OH	1.00	20.4	1.00	12.0											12.0		00182174
1032		.PRATT & WHITNEY UNITED FL				1.20								1.20					00134786
1032		PRATT - WHITN N PALM BEACH FL		1.20		2.40	2.40												10064786
1052		UNT AIRCRAFT CORP E HARTFRD CT		1.20															00152080
		PARENT CUST. TOT-UNITED AIRCRAFT		2.40		3.60	2.40							1.20					10082927
1052		.UNITED RESIN PROD BROOKLYN NY	8.00	3.60	8.00	1.80		1.80											10063621
1052		.UNIVER BOND - PROCES TOTOWA NJ		1.80															10085927
1052		.SUPP OFF NA INDIAN H MD		1.20															00142748
1053		.U S CORRUGATED FIB INDIANAP IN		2.40		1.20									1.20				00142933
1049		.U S MOVIYONE CHICAGO ILL	2.00	4.20	2.00														00143073
1050		.VAN WATERS - R ALBUQUERQUE, N	690		345														10086221
1050		VANWATERS - RODGERS QUESTA N M				4.20				1.20	3.00								10086248
1036		VAN WATERS & RO LOS ANGELES CA				.600					.600								00179086
		PARENT CUST. TOT-VAN WATERS-RODG	690		345	4.80				1.20	3.60								00047827
1052		.VAN DYK AND CO BELLEVILLE NJ		1.20		3.00								1.20	1.80				10086088
1049		.VAPOR CORPORATION NILES IL	2.00	18.0	2.00														10086264
1032		.VELSICOL CHEM MARSHALL ILL		2.40															10086426
1032		VELSICOL CHEM MEMPHIS TENN	15.0	9.60	15.0	4.80			4.80										10086442
1053		.VECTOR MFG CHURUBUSCO IN	10.0	1.20	10.0														10086779
1031		.WESTVACO CORP SANDUSKY OH		2.40		1.20										1.20			00152110
1052		WESTVACO CORP MERIDEN CT	3.00	7.20	3.00	1.80						1.80							10088534
1052		WESTVACO CORP KANSAS CITY KS		2.40		7.20	1.20		1.20			1.80	1.80			1.20			10088542
1052		WESTVACO CORP BALTIMORE MD		3.00															00154806
1049		WEST VIRGINIA PULP CHICAGO IL		2.88		.220		.220											00144673
		PARENT CUST. TOT-W VA PULP-PAPER	3.00	17.9	3.00	10.4	1.20	.22	1.20			3.60	1.80			2.40			00047589
1052		.WAL SELLO PRO PATERSON NJ		.120		.180		.180											10087481
1031		.WALLACE - TIERNAN DOVER OHIO				19.2	6.0	13.2											10087457
1031		WALLACE - TIERNAN DOVER OHIO	1.00	14.5	1.00	1.80			1.80										10087414
1052		.WAPOS FOOD INC EAST ORANGE N J		1.20		1.20				.600							.600		00156310

DSW 313899

STLCOPCB4054983

-IN THOUSANDS OF POUNDS AND DOLLARS-

MFG	SIC REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YR-TO	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		THERMINOL FR-2																	1040-265-10
1049		.WATERLOO CORG BOX WATERLOO IA		1.20		1.80	.60								1.20				00157813
1052		.WATSON FLOUR CO WOODSIDENY		.240		.180	.180												00168428
1049		.WELLS MFG WISC FOND DU WI		1.20		.600								.600					00144814
1052		.WEST CO MILLVIELE N J		3.60		2.40								1.20			1.20		10088545
1052		.WEST VIRGINIA PULP NEW YORK NY				3.60						3.60							00205605
1052		WEST VIRG PULP & P DETROIT MI	5.00	7.50	5.00	.600												.600	00144703
1032		WEST VIRG P-P GASTONIA NC				6.00		2.40						3.60					00163631
		PARENT CUST. TOT-W VA PULP-PAPER	5.00	7.50	5.00	10.2		2.40				3.60		3.60				.60	00047589
1032		.WESTERN CHEM ST JOSEPH MO				.600					.600								00179817
1053		.WESTCHESTER MAPAKEONETA OH				1.20	.600				.600								10088035
1036		.WESTINGHOUSE ELECT SAN CLEM CA		.060															00145394
1053		WESTINGHOUSE MUNCIE INDIANA	3.00	6.00	3.00	32.4					3.0			3.0	20.8		6.0		10089409
1049		.WESTVACO CORP CHICAGO ILL				.600			.600										00168886
1052		.WHEELING PITT ST JAMESBURG NJ				.600			.600										00170508
1052		.WHEELING CORRUGAT JAMESBURG NJ				6.00										6.00			00217409
1052		.WHEELING STEEL CORP		6.60															00145439
1036		.WHITTAKER CONTR COSTA MESA CA				2.40	1.20										1.20		10090520
1036		.WILDOLF MFG CALIF LAGUNA N CA		1.20															00145564
1052		.WILKINS COFFEE CO LANDOVER MD				12.0								12.0					00211664
1049		.WITCO CHEM CHICAGO ILLINOIS	16.0	10.8	16.0														10091096
1052		WITCO CHEM PERTH AMBOY NJ				13.2				3.60						2.40	7.80		10091128
1052		ARGUS CHEM BROOKLYN NY		16.8															00109916
		PARENT CUST. TOT-WITCO CHEM NYC	16.0	27.6	16.0	13.2				3.00						2.40	7.80		00047686
1049		.ZIGNEGO CONTRACT FRANKLIN WISC				1.42					1.20	.22							00196630
		TOTAL PRODUCT * * * * * * * LB	2020	1166	1532	1037	124	51	86	75	36	119	85	86	83	139	81	46	1040-265-10
		* * * * * * * $$	536	317	406	302	35.1	15.1	24.5	21.3	10.2	33.0	23.1	25.1	43.8	43.4	25.2	5.3	
		THERMINOL FR-3																	1040-285-10
1052		.BAL & WIL ALLIANCE LYNCHEUR VA		.180															00110884
1036		.BARKSDALE LOS ANGE CA		.600															00111066
1036		.BECTON DICKINSON LOS GATOS CA		.060															10008875
1052		.HENRY BOWER CHEM MFG PHILA PA		.240															10010993
1053		.CANNON MUSKEGON MUSKEGON MI		3.00		1.80	.60				1.20								10013658
1031		.CARBORUNDUM R-D DIV SANBORN NY		1.80															00086886
1049		.WEST BEND CO WEST BEND WI	149	101	149	134	7.2	21.6	7.2	14.4	7.2	18.0	18.0		20.4	10.2	10.2		10088399
1032		.COLONIAL BAKING CO	2.00	.600	2.00														00114650
1036		.COMINCO PRODUCTS I SPOKANE WA		.060															00114758
1053		.CONTINENTAL CAN CO CULLODEN WV						.180							.720				00168114

DSW 313900

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DIVISION BUDGET REPORT — ORGANIC DIVISION FUNCTIONAL FLUIDS — FOR REL 10.0 — PAGE 46
01/22/80
PRODUCT/CUSTOMER SALES REPORT

—IN THOUSANDS OF POUNDS AND DOLLARS—

M G	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-3																	1040-285-10
1049		.CORN PROD CO ARGO ILL		.240		.240												.240	10059761
1053		.DOW CHEM MIDLAND MICH		.660															10022932
1050		DOW CHEM FREEPORT TEXAS				.180											.180		10026105
1053		.EMERY IND CINCINNATI OHIO		.060		.180	.180												10036526
1052		.HAMILTON MFG RICHMOND VA		1.20															00123644
1031		.HAVEG INDUSTRIES CLEVELAND OH		.060															10037557
1052		HERCULES WILMINGTON DE	1.00		1.00														00127933
1032		.LESLI MANUFACTURIN LEBANON TN		1.80															10057372
1052		.MOBIL CHEM ASHLAND VA				.060							.060						10059888
1053		.OWENS ILL TOLEDO OH				.120							.120						00159855
1031		.PPG INDUST INC NEW MARTINV W V		1.80															10066746
1053		.PROCTER AND GAMBLE CINN OH	1.00	.300	1.00	.120									.120				00218840
1093		.PUBLISH PRNTG SHEPERDVILLE KY				.165										.165			00133564
1032		.REICHHOLD CH TUSCALOO AL	4.00	11.4	4.00	7.20			2.40							2.40		2.40	10070694
1036		.SANDIA CORP ALB N MEX				.060										.060			00137771
1052		.SANDRIK STEEL FAIRLAWN NJ		.600															00162795
1050		.SHELL DEVELOPMENT HOUSTOX TX				.180	.180												10072441
1050		SHELL OIL DEER PARK TX		.600															00137731
1050		SHELL DEVELOP WINTHROP MA		.060															00045284
		PARENT CUST. TOT-SHELL OIL NYC N		.660		.180	.180												10079322
1050		.TEXAS MARINE IND HOUSTON TX				.180								.180					00165514
1333		.GOALS UNASGND FOR BK THRU 1333	13.0		13.0														00165565
1352		.GOALS UNASGND FOR BK THRU 1352	30.0		30.0														00165854
1932		.GOALS UNASGND FOR BK THRU1932			10.0														00165670
1936		.GOALS UNASGND FOR BK THRU 1936			15.0														00165697
1950		.GOALS UNASGND FOR BK THRU 1950			25.0														00209287
1032		.UNION CAMP COMPANY AFFTON MO				.060							.060						10082722
1052		.UNIROYAL PROVIDENCE RHODE ISL		9.00		3.00	1.20	1.80											10010969
1049		.BOSTRUN CORP MILWAUKEE WISC		.060															00142743
1052		.SUPP OFF NA INDIAN H MD				1.80											1.80		00165123
1052		.VACUUM INDUSTRIES MEDFORD MA				.360			.180				.180						00145289
1031		.WESTINGHOUSE ELES PITTSBUR PA		.180															
		TOTAL PRODUCT * * * * * * * LB	200	135	250	150	9.4	23.6	9.8	14.4	8.4	18.0	18.4	.2	19.8	12.8	12.2	2.6	1040-285-10
		* * * * * * * $$	57.2	37.0	71.5	42.6	2.68	6.66	2.80	4.03	2.38	5.04	5.20	.07	5.47	3.71	3.50	.86	
		15 TOT CLASS FIRE RESIST.H.T. $$	1247	655	930	825	12	46	68	43	37	82	53	50	78	96	121	51	
		5THERMINOL 88																	7795-088-10
1036		.STAUFFER CHEM RICHMOND CALIF				.225				.225									10075521
		TOTAL PRODUCT * * * * * * * LB				.225				.225									7795-088-10
		* * * * * * * $$				.081				.081									

DSW 313901

STLCOPCB4054985

IN THOUSANDS OF POUNDS AND DOLLARS

NO	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CONT FOR CURR YEAR	SALES CURR. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST I.D. / MAJOR GRD. CP.
		THERMINOL 55																	8418-055-10
		.INVENTORY ADJUSTMENTS				.001						.001							00197777
1036		.ABC PLASTIK PAC CTY INDUSTR CA				13.7										13.7			00212892
		.BROWN CO KALAMAZOO MICH				.780												.780	10011828
1052		.COLONIAL PRESS CLINTON MA				3.90						3.90							10017831
1049		.CONCO INC PONTIAC MICHIGAN				.780							.780						00209783
		.DRAVO CORP PITTSBURGH PA				30.7												30.7	00180041
1033		.FINDLEY ADHESIVES LOUISVL KY				1.95							.39	1.56					10027959
1032		.GEN ELEC MT VERNON IN				1.17											1.17		10031143
1049		.MENASHA CORP LAKEVILLE MINN				1.95											1.95		00219274
1049		.MENASHA CORPORATION NEENAH WI				1.95						1.95							00198358
1032		.PAN AMERICAN PKG ST LOUIS MO				.390					.390								00196593
1036		.PASADENA HYDRAU S EL MONTE CA				.390									.390				00213958
1049		.PIONEER CONSTRU CEDARBURG WISC				1.95							1.95						00210842
1052		.REICHHOLD CHEM CARTERET NJ				15.6								13.6					10067072
		.SCHAEFFER MANU CO ST LOUIS MO				1.95												1.95	10071100
1049		.SEALTEST CORP MILWAUKEE WISC				.780										.780			00217220
		.SUPERIOR OIL LAKE ARTHUR LA				10.1												10.1	00180300
1049		.UNION CONT & MAT NAPERVILLE IL				9.36									9.36				00218894
1049		.UOP BOSTRUN DIV MILWAUKEE WISC				1.17										1.17			00218894
1036		.U S GYPSUM SOUTHGATE CAL				4.68					3.12				1.56				10084808
1049		.BOSTRUN CORP MILWAUKEE WISC				.780				.780									10010969
		TOTAL PRODUCT * * * * * * * LB				104				.8	3.5	5.9	3.1	17.2	11.3	15.6	3.1	43.4	8418-055-10
		* * * * * * * $$				12.5				.11	.46	1.53	.38	1.72	1.48	2.04	.42	5.08	
		THERMINOL 66																	8419-066-10
		.CLAIM ACCOUNT																	00156361
1031		.UNIVERSITY OF AKRON AKRON OH		.040															00107557
1052		.ALLIED CHEM MORRISTOWN NJ				.280					.280								10002370
1052		.AM CYANAMID BOUNDBROOK NJ	3.00		3.00	6.44		2.76		.46			.46	.46		1.38	.92		10003733
1032		.AMERICAN ENKA ENKA N C		.920		.920			.920										00089761
1032		.AM ENKA CORP LOWLAND TN		22.1		31.3					22.1		9.2						00108480
1032		.ARAPAHOE CHEM BOULDER CO				13.8	9.20						4.60						10005949
1052		.ART PHOTO SERV FITCHBUR MA		.160															00110183
1052		.ASHLAND CHEMICAL NEWARK NJ		6.44															10006856
1036		ASHLAND CHEMICAL OAKLAND CA		24.4		7.82			2.30					2.76			2.76		00152706
1032		.ASSOCIATED PHOTO KANSAS C MO		.460															00110485
1032		.ATLAS CHEM IND ATLAS POINT DE		1.38															10007283
1036		.BARKSDALE LOS ANGE CA		.040															00111066
1032		.BECKMAN INSTR CEDAR GROVE NJ		.080		.120	.120												00156426
1052		.BENDIX CORP SO BEND IND				1.84										.920	.920		10009243
1032		BENDIX CORP KAN CITY MO		.460															10009219
1052		.BERKEY PHOTO FITCHBURG MASS				.200	.200												00158089
1052		.BLACK CLAWSON HAMILTON OH		.620		1.38			.920			.460							10009928

DSW 313902
STLCOPCB4054986

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G R	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 55																	8419-066-10
1052		.CABOT CORP BILLERIC MA		.040															00112801
1031		.CARBORUNDUM NIAGARA FALLS NY		1.26															10013763
1031		CARBORUNDUM R-D DIV SANBORN NY		5.00		13.8				4.60			4.60			4.60			00086886
1052		.CELANESE COATINGS NEWARK NJ		32.2		4.60			4.60										10014697
1032		CELANESE CORP CHARLOTTE NC				.120							.120						10014743
1053		CELANESE PLAS DIV NEWARK NJ		2.76															10014778
		PARENT CUST. TOT-CELANESE CORP N		29.4		4.72			4.60				.12						00049926
1031		.CHEM&SOLVENTS CO MUSE PA		3.22															00114630
1053		.CARLISLE CHEMICAL WORKS	5.00	7.96	5.00	4.14			3.22				.92						10013989
1052		.CLASSIC TEXTILES W NEW YORK NJ				.120					.120								00196678
1752		.C-M CLRPRTS DIV LONGISLD CTYNY		.460		.460		.460											00155500
1032		.COLORCRAFT OF CHA CHARLOTTE N		.460															10017955
1032		.COLORCRAFT CORP DURHAN NC		.100															00114693
1049		.COMMERCIAL SOLV CARPTRVILLE IL				17.6											17.6		00219258
1052		.CONGOLEUM IND TRENTON NJ				8.74			7.36	1.38									10018374
1049		.CRANE PACKING CO NORTON G.IL		.460															00115936
1036		.CX PROCESSING SEATTLE WA		.160															00112771
1031		.DIAMOND SHAMROCK C PAINESVI OH		.460															00116289
1050		.DRESSER INDUST HOUSTON TX				.920		.460			.460								00158771
1032		.DUNBAR STANLEY CHARLOTTE NC				.460	.460												00161632
1052		.E I DU PONT DE NEMOUR WILM DE				.040					.040								10023564
1031		.EASTMAN KODAK CO ROCHESTER NY				.240	.120			.120									10025125
1032		.ECICERD DRUG WINTER PARK FLA		.120															00087424
1050		.EL PASO PRODUCTS ODESSA TEXAS		.920															10025613
1053		.EMERY IND CINCINNATI OHIO	6.00	34.5	6.00	11.0				2.30			2.30				6.44		10026105
1036		EMERY IND LOS ANGE CA		34.4		2.30								2.30					00117684
1052		.ENJAY FIBER - LAM ODENTON MA				.920						.460						.460	10026423
1052		.F W MAIWORM NEWARK DE		.700		.360	.120			.120						.120			10048214
1052		.FARNOW INC SOUTH KEARNY N J	10.0		10.0	10.1										10.1			00195847
1[illegible]		.FLEXONICS DIV UOP BARTLETT ILL				.120										.120			00217344
1052		.FMC CORP BALTIMORE MD	10.0	.080	10.0														10028825
1052		FMC CORP LWEISTOWN PA	30.0	26.7	30.0	25.3		2.30						4.60	9.20	9.20			10028892
1[illegible]		FMC CORPORATION HOUSTON TX				132		91.7	40.0										00163465
		PARENT CUST. TOT-FMC CORP SAN JO	40.0	26.8	40.0	157		94.0	40.0					4.6	9.2	9.2			10028922
1[illegible]		.FORD MOTOR CO MT CLEMENS MI	4.00	10.1	4.00	4.60	.92					3.68							10029058
1[illegible]		.FOREMOST CHEM CO OAKLAND	30.0		30.0														00195561
1052		.FOSTER GRANT LEOMINSTER MASS				.460				.460									00171255
1[illegible]		.FOSTER GRANT MANCHESTER NH		.460		3.22		.920			.460	.460			.460	.460		.460	10029295
1[illegible]		.GENERAL MILLS KANKAKEE ILL				19.3								.92	9.20			9.20	10032474
1[illegible]		GENERAL MILLS MINN MINN				.920											.920		10032490

DSW 313903
STLCOPCB4054987

IN THOUSANDS OF POUNDS AND DOLLARS

AM G R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR.-GRD.-GP.
		THERMINOL 66																	8419-066-10
1053		.GEN ELEC CINCINNATI OH				.080								.080					10031435
1031		.B F GOODRICH AVON LAKE OH				.120		.120											10034564
1081		GOODRICH-GULF INDEPENDENCE OH		.460															10034469
1066		.GREENTREE ELECTRON IRVINE CA		4.14		1.84						1.38			.46				00121630
1052		.A GROSS & CO NJ NEWARK NJ		19.8		2.30								2.30					00121673
1031		.HACHMEISTER INC MCKEES ROCKS P				21.0		21.0											10036275
1049		.HARBO INC ST PAUL MINNESOTA				.240					.240								00197912
1052		.HAVEG CORP WILMINGTON DE				.120								.120					10037174
1036		.HITCO GARDENA CALIF	5.00	4.14	5.00	2.30	.920			.460			.460			.460			10036162
1053		.HITE PHOTO INC DETROIT MI		1.38															00124104
1053		.HOOKER CHEMICAL MONTAGUE MI		6.44		6.90			1.38		1.38		1.38				1.38	1.38	00154024
1053		.HYDRO AIRE INC BURBANK CA		.920															10039800
1049		.KAISER ALUM & CHEM CHICAGO ILL				.200									.200				00219198
1052		.LAWTER CHEM SOUTH KE NJ		9.66		2.76									2.76				00127426
1052		.LIBERTY MACH PATERSON NJ		.160		.460	.460												10046254
1032		.LUWA CORPORATION CHARLOTTE NC		.920		.920										.920			10047496
1052		.MERCURY MOLD MACHI SCOTCH P NJ		1.38															00129759
1036		.MERCURY PHOTO SERV LONG BEA CA		.460															00129747
1036		.MINERAL RESEARCH GLENDALE CAL				.120									.120				00216399
1049		.MINN MIN CHEMOLITE SIDING MN		.920															10052971
1049		MINN MIN - MFG ST PAUL MN		17.0		3.68							3.68						10053013
1036		.MIRROLITE PHOTO SE SEATTLE WA		.240															00130321
		.BARGID DIVISION CHANNELVIEW TX				4.60			1.84						1.84	1.84		1.84	00170267
1036		.CARL W NEWELL GLENDALE CA		.080															00131555
1049		.NICOLET INDUSTRIES UNION ILL	10.0	5.52	10.0														10057779
		.NICOLET INDUSTRIES HAMILTON OH		10.6		7.82		5.52					.46				.92	.92	00131636
1032		.NILOK CHEMICALS INC MEMPHIS TN				1.84	1.84												00159042
1032		NILOK CHEMICALS WOODSTOCK TN				.460			.460										00170712
1031		.NORMAN ENGINEERING TONAWAND NY	40.0																00131695
1032		.NORTHERN NATURAL GAS WICHITAKA				.460									.460				00215295
1032		.PARKSON IND FT LAUDERDALE FLA				3.22							1.38			1.84			00208485
1053		.PEARSON PHOTO SERV LAURENS SC		.160															00154970
1052		.PERFECT PHOTO N CA CHARLOTT NC		.460															00133272
1052		.PERFECT PHOTO PA PHILADEL PA		.920															00133280
1054		.PERRY PHOTO TEXAS HOUSTON TX		.160															00133302
1052		.PITT-CONSOL CHEM NEWARK NJ	5.00	29.4	5.00	53.2							10.1	33.9		4.6		4.6	00133930
1052		.POLAROID CORP CAMBRIDGE MA		.240		.460										.460			00155136
1053		.PROCTER AND GAMBLE CINN OH				.040	.040												10064767
1053		PROCTER - GAMBLE IVORYDALE OH				.460			.460										00151688
		.RANSHAW PHOTO INC DETROIT MI		.200															00135259
1052		.RESISTOFLEX ROSELAND N J		.040															10067596
1052		.REYNOLDS METALS RICHMOND VA				.920									.920				10067782
1052		.RHM - HAAS CO PHILA PA		.320		.120								.120					10068886
1036		.ROSS ENGINEER CULVER C CA		3.68															00136492

DSW 313904
STLCOPCB4054988

-IN THOUSANDS OF POUNDS AND DOLLARS-

PR G R	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 66																	8419-066-10
1052		.ESSO RESEARCH ENG LINDEN NJ		.460															10026822
1036		.CHEVRON CHEM RICHMOND CALIF		.460															10016418
1036		CHEVRON RES. RICHMOND CALIF				.920											.460	.460	10016401
1036		STD OIL OF CAL RICHMOND CALIF	6.00	33.0	6.00	2.30									2.30				10075189
		PARENT CUST. TOT-STAND OIL CALIF	6.00	33.4	6.00	3.22									2.30		.46	.46	00046906
1049		.AMERICAN OIL CO WHITING IND				4.60											4.60		10004691
1049		AMOCO CHEM JOLIET ILL	150		40.0														10009248
1049		AMOCO CHEM WHITTING IN				3.68							3.68						00109581
		PARENT CUST. TOT-STANDARD OIL OF	150		40.0	8.28							3.68				4.60		00046906
1052		.STANDARD THOMSON WALTHAM MA				.120	.120												10075282
1032		.STAR FIBERS INC EDGEFIELD S.C				.920										.460	.460		00218642
1036		.STEAMAN ELECTRONIC VAN NUYS CA				.460											.460		00219878
1049		.STEPAN CHEM MILLSDALE ILL	10.0	4.60	10.0														10075898
1031		.TAPE CABLE DIV ROCHESTER N.Y				.040				.040									10071931
1060		.TARGET PHOTO FIN JACKSON MS		.200															00139866
1049		.PACKAGING CORP BURLINGTON WI				2.76									2.76				00213679
1036		.TITANIUM METALS HENDERSON NEV				14.5						6.44						8.08	00206369
1052		.UGINE KULHMANN OF AMERICA		.040															00141445
1333		.GOALS UNASGND FOR BK THRU 1333	142		142														00165514
1352		.GOALS UNASGND FOR BK THRU 1352	150		150														00165569
1530		.GOALS UNASGND FOR BK THRU 1530	61.0		61.0														00165573
1531		.GOALS UNASGND FOR BK THRU 1531	50.0		50.0														00165581
1534		.GOALS UNASGND FOR BK THRU 1534	200		90.0														00165403
1549		.GOALS UNASGND FOR BK THRU 1549	58.0		58.0														00165411
1553		.GOALS UNASGND FOR BK THRU 1553	44.0		44.0														00165446
1932		.GOALS UNASGND FOR BK THRU1932			90.0														00165654
1950		.GOALS UNASGND FOR BK THRU 1950			260														00165697
1052		.UNION CARBIDE BUFFALO NEW YORK				.080		.080											00164844
1049		UNION CARBIDE COR WHITING IND				74.7					74.7								10081696
1552		UNION CARBIDE COR EASTVIEW NY		.040															10081718
1552		UNION CAR - NUC OAKRIDGE TENN				.040									.040				10081971
		PARENT CUST. TOT-UNION CARBIDE C		.040		74.8		.1			74.7								00045705
1049		.UNIROYAL CHEM CHICAGO IL				10.6							4.60		1.84	1.38	.92	1.84	10082498
1132		.U S GOVT FIN GRANITE IL		.460															00142980
1053		.VAN WATERS - ROG DALLAS TEXAS				.120			.120										10086183
1052		.FRANKL ELECTR FRAMINGHAM MA				.040	.040												10027624
1036		.WEYERHAEUSER LONGVIEW WASH				1.84											1.84		10090148
1049		.WITCO CHEM CHICAGO ILLINOIS	45.0																10091098

DSW 313905

STLCOPCB4054989

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SLS REP	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.	CUST. I.D. / MAJR.GRD.GP.
		THERMINOL 66																	8419-066-10
1069		.WM WRIGLEY JR CO CHICAGO ILL				6.44				5.52			.92						00176753
1031		.XEROX WEBSTER NEW YORK		.460		1.38	.460					.920							10092450
		TOTAL PRODUCT * * * * * * * * LB	1072	373	1117	568	15	125	64	15	100	14	49	48	33	35	41	29	8419-066-10
		* * * * * * * * $$	357	129	372	204	5.9	42.1	23.2	5.9	33.9	5.3	18.9	16.4	12.3	13.3	14.7	11.3	
		THERMINOL 77																	8420-077-10
1031		.UNIVERSITY OF AKRON AKRON OH		.050															00107557
1032		.ALLIED CHEM KING OG-PRUSSIA PA				2.00								2.00					00213588
1052		.ALLIED CHEM PHILADELPHIA PA				1.00										.500	.500		00107505
1032		.AMERICAN ENKA ENKA N C				1.00										1.00			00009707
1032		.BENDIX CORP KAN CITY MO		.500		.500										.500			10009219
1053		.BLACK CLAWSON HAMILTON OH				.500								.500					10009928
1031		.CARBORUNDUM R-D DIV SANBORN NY				1.00					.500			.500					00086885
1052		.CELANESE CORP SUMMIT NJ	1.00	2.50	1.00														10014785
		.CHEMSTRAND RES CTR DURHAM NC		.050															10015979
1031		.CLEVELAND SUPPLY CLEVELAND OH				.500			.500										10017244
1050		.COAST STATES PETRO BAY CITY TX		.050															00114510
1031		.DIAMOND SHAMROCK CLEVELAND OH				2.00						.50	1.00				.50		00164100
1031		.DIAMOND SHAMROCK C PAINESVI OH		1.10															00116289
1031		.DIAMOND SHAMROCK PAINESVI OH	5.00	2.50	5.00														00116338
		PARENT CUST. TOT-DIAMOND SHAMROC	5.00	3.60	5.00	2.00						.50	1.00				.50		00048677
2050		.DOW BADISCHE CHEM FREEPORT TX		1.50															10022800
1050		.DOW CHEM FREEPORT TEX	2.00		2.00														10022940
1052		.DUPONT WILMINGTON DEL				1.00					.500					.500			00162701
1052		E I DU PONT DE NEM NEWPORT DE				.050					.050								10023556
		E I DUPONT SEAFORD DE				.200												.200	00181013
		PARENT CUST. TOT-E I DU PONT DE				1.25					.550					.500		.200	10023564
1031		.EASTMAN KODAK CO KINGSPOR TN		1.91															00117285
1031		EASTMAN KODAK CO ROCHESTER NY		.500		.500					.500								10025125
1032		TENN EASTMAN KINGSPORT TENN		1.25		6.50					1.00	.50	1.00	1.00				3.00	10078547
		PARENT CUST. TOT-EASTMAN KODAK C		3.66		7.00					1.50	.50	1.00	1.00				3.00	10025125
1031		.FABRICATORS INC RAVENNA OH		.010															00118257
1052		.FARRELL CORP CONN ANSONIA CT	1.00	1.00	1.00														00118362
1049		.FLEXIBLE PRODUCTS ST PAUL MN		.150															00118761
1052		.FMC CORP BALTIMORE MD		.100		.100								.100					10028825
1052		.FOSTER GRANT MANCHESTER NH		.600															10029295

DSW 313906

STLCOPCB4054990

PRODUCT/CUSTOMER SALES REPORT

IN THOUSANDS OF POUNDS AND DOLLARS

CUST NO	SHIP TO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES BUDGET 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 77																	8420-077-10
1332		.GEN ELEC MT VERNON IN		.250		.150									.150				10031141
1352		GEN ELEC EDMORE MICH	6.00	.300	6.00	2.76	.37					1.39		1.00					10031060
1353		GENERAL ELECTRIC SUMMIT NJ				.500					.500								00178969
1352		GEN ELEC WATERFORD NY	1.00		1.00														10031680
		PARENT CUST. TOT-GEN ELEC SCHENE	7.00	.550	7.00	3.41	.37				.50	1.39		1.00	.15				10031880
1081		.B F GOODRICH AVON LAKE OH				.100						.100							10034192
1081		.GOODYEAR TIRE APPLEGROVE W VA				.100	1.20												00089095
1052		.M R GRAGE KRC CLARKSVI MD		.100															00121912
1052		.GRAY CHEMICAL GLOUCESTER MASS				.350									.350				00215287
1049		.HAPCO INC ST PAUL MINNESOTA				.100						.100							00197912
1052		.HERCULES WILMINGTON DE				.350					.300						.050		10037697
1053		.HILTON-DAVIS CHEMICAL CO		.050															10038731
1049		.STRESEN-REUTER BENSENVILLE,ILL	10.0	6.00	10.0	.500								.500					10076428
1050		.JEFFERSON CHEM CO INC AUSTINTX		.500															00151416
1052		.LIBERTY MACH PATERSON NJ		.200															10046254
1082		.NILOK CHEMICALS WOODSTOCK TN				9.00						1.00	1.00	1.00		2.00			00170712
1081		.ORC DIVISION LOUISVIL OH		.050															00131970
1081		.OLIN CORP ROCHESTER NY	6.00	3.00	4.00														10059224
1082		.PETROLITE TRETOLITE ST LOUIS M				.050						.050							10080967
1082		.PHILLIPS PET BARTLESVILLE OK		.010															10062659
1082		PHILLIPS PET BARGER TX				1.00										1.00			10062670
1053		.PROCTER AND GAMBLE CINN OH				.050					.050								10064767
		.PROTECTIVE CLOS BUFFALO NY				.500												.500	10064910
1050		.P V T INCORPORATED HOUSTON TX				.100						.100							00198307
1031		.IONAC CHEM CO ROCHESTE NY		.010															00125997
1049		.SHERWIN WILLIAMS CHGO IL				.500										1.00		.50	10072654
1050		.ESSO RESEARCH - EN BAYTOWN TX				.050					.050								10026806
1052		ESSO RESEARCH FLORHAM NJ		.050															00118052
1036		.STAUFFER CHEM RICHMOND CALIF				.100							.100						10075521
1081		.TAPE CABLE DIV ROCHESTER N Y		.450		1.10					.100		.200	.800					10077931
1052		.THERMO ELECTRON WALTHAM MASS		.010															10079713
		.TRW INC CLEVELAND OHIO				14.0												14.0	10081149
1333		.GOALS UNASGND FOR BK THRU 1333	5.00		5.00														00165514
1352		.GOALS UNASGND FOR BK THRU 1352	5.00		5.00														00165565
1936		.GOALS UNASGND FOR BK THRU 1936			4.00														00165670
1950		.GOALS UNASGND FOR BK THRU 1950			4.00														00165697
1352		.UNION CARBIDE CORP BOUND BR NJ		.100															00141666
1352		UNION CARBIDE BOUND BR NJ				.100									.100				00141828
1352		UNION CARBIDE BUFFALO NEW YORK				.100					.100								00164844
1042		UNION CARBIDE BOUND BROOK NJ				.100							.100						00176451
		PARENT CUST. TOT-UNION CARBIDE C		.100		.300					.100		.100		.100				00045705
1053		.U OF LOUISVILLE LOUISVIL KY		.050															00127949

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M Q N	SUS NOP	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 77																	8420-077-10
1053		.U.S A F WRIGHT PATTERSON OHIO		.050															10003903
1053		.FEMAL ELECTR FRAMINGHAM MA	2.00	.900	2.00	.246		.100		.046	.100								10021824
1056		.WEYERHAEUSER LONGVIEW WASH				.500										.500			10090148
		TOTAL PRODUCT * * * * * * * LB	42.0	25.8	50.0	45.1	.8	.1	.5		3.8	3.7	3.4	7.4	.6	7.0	11.1	17.2	8420-077-10
		* * * * * * * $$	69.3	42.7	82.5	95.7	1.4	.2	.8	.1	7.4	7.1	8.0	16.9	.6	15.1	2.0	36.8	
		25 TOT CLASS NON-FIRE RESIST. $$	426	172	454	312	4.6	42.2	24.0	6.2	41.8	14.0	26.2	35.1	34.4	30.4	17.4	53.2	
		MB 40-REACTOR GR																	4790-001-10
1191		.BECHTEL CORP ONTARIO CENTER NY				.460					.460								00188515
		TOTAL PRODUCT * * * * * * * LB				.460					.460								4790-001-10
		* * * * * * * $$				.108					.108								
		MONO ISOPROPYL BIPHENYL																	6380-000-11
		.INVENTORY ADJUSTMENTS				.001						.001							00197767
1136		.AERONUTRONICS NEWPORT BEACH CA	1.00		1.00														00187695
1136		.PHILCO CORP NEWPRT BEACH CA	1.00																10062500
1153		.GEML MOTORS WARREN MICH		.041															10032760
1136		.MCDONNEL DOUG SANTA MONICA CAL		.008															10049553
1136		.NUCLEAR ENTRPRIS SAN CARLOS CA				.016									.016				00215027
1153		.PARKER SEAL BEREA KY		.072															10060931
		TOTAL PRODUCT * * * * * * * LB	2.00	.121	1.00	.017						.001			.016				6380-000-11
		* * * * * * * $$	10.0	.600	5.00	.080									.080				
		35 TOT CLASS MISC. H.T. FLDS. $$	10.0	.600	5.00	.188					.108				.080				
		10 TOT PG INDUSTRIAL FLUID J. $$	1683	827	1390	1137	17	88	92	49	79	96	79	85	92	126	138	104	

DSW 313909

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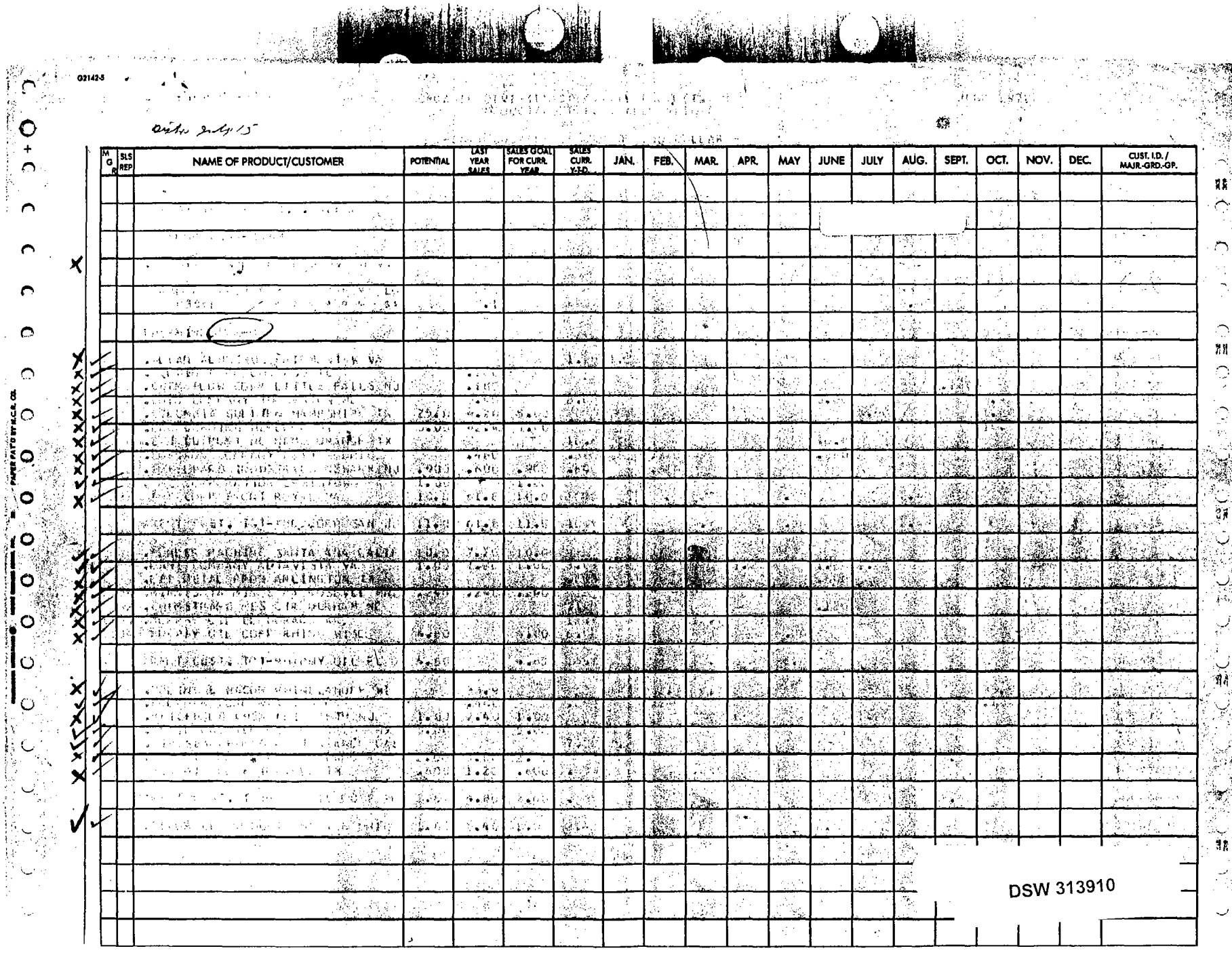

M G R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.

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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.

G2142-5

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.

G2142-5

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.
		• [illegible]		1.00		1.00	1.00												
		• [illegible]	1.00		1.00														
		• [illegible]	.600		.600														
		• [illegible]		.00															
		• [illegible]	5.00		6.00	5.00			3.00			2.00							
		• [illegible]	5.00		7.00	6.00	.00		5.00										
		ARMSTRONG CORK LANCASTER PA				1.00				.600	.400								
		ARMST CUST. TOT-ARMSTRONG CORK	3.00		3.00	2.00	.00		3.00	.00	.00								
		• ARMYNEC INC CARLSTADT N J		21.00									1.00	2.00	1.00				
		• [illegible]				.00		.00											
		• ASHTABULA PAR CO ASHTABULA OH		.120															
		• ATMI PKG DIVISION																	
		• ATLANTIC CEMENT CO HAVENA NY	3.60	6.00	3.00	3.00						3.00			4.20				
		• ATLANTIC RESEARCH ALEXANDER VA	1.00		1.00	.00													
		• ATLANTIC RICHFIELD CHIC IN		9.00		6.00				6.00					6.00		3.00		
		• ATLANTIC RICHFIELD DALLAS TX	20.00		20.00														
		SINCLAIR PEIRO CHANNELVIEW TX	1.00	10.00	1.00											5.00		5.00	
		PRINT CUST. TOT-ATLANTIC RICHFI	21.00	19.00	21.00	6.00				6.00					6.00	5.00	5.00	1.00	
		• AUTOMATIC LIFT CO CHICAGO IL	1.20		1.20														
		• AUBUCK & AILCO'S ALLIANCE OHI				.00				.00									
		• BADGER BY PROD MILWAUKEE WISC	2.40		2.40														
		• BANCROFT CORP CO OF CHICAGO IL	1.00		1.00	.00	.00	.00	.000	.00	.00	.00							
		• BASIC CERAMICS INC MAINLAND PA	.600	.275	.600														
		• [illegible]	.00	.00	.00														
		• BECHTOLD ENG FT LAUDERDALE FL	.600	1.20	.600													.600	
		• BRYE PKG DIV PITTSBURGH PA	.600	1.20	.600	.00			.00										
		• BENDIX CORP AEROSPACE S BEND IN				.00					.00								
		[illegible]	40.00	40.00	40.00														
		BENDIX CORP SIDNEY OH	4.50	5.00	4.50	4.20	1.20		1.20		1.00			1.20					
		[illegible]	.00	.00	.00			.00									.00		
		BENDIX CORP UTICA N Y		3.50													.00		
		[illegible] CUST. TOT-BENDIX CORP OFT	40.00	50.00	45.00	10.00	1.00	.00	1.00		5.00			1.20			.00		
		• [illegible]	.000		.500														
		• [illegible]		.00		.00	.00		.00			.00							
		[illegible]	1.00	1.00	1.00	.00						.00							

DSW 313913

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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.

02142-S

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.
		[illegible]																	
		[illegible]	1.00		1.00	1.00	.20				.80								
		[illegible]	2.00		2.00	2.00		.60		1.40									
		[illegible] ST LOUIS MO	.60		.60														
		CARPENTER STEEL HUNTINGTON W VA	6.00		6.00	7.20				7.20									
		[illegible] CUST. TOT-CRUCIBLE STEEL CORP	15.00		15.00	14.00		3.00		10.00									
		.CORP FLEXO INC HENDERSON NJ	.500		.500														
		.CRESCENT PROCESSING SEATTLE WA		.60											.60				
		.CITIES SERVICE CO HOUSTON TX	10.0		10.0														
		.[illegible]	1.20		1.20	.60	.60												
		.COASTAL CHEM CO ASHEVILLE LA	70.0	SAL	70.0	17	6	7			2		3				1		
		.[illegible]	.500	.600	.500														
		.COEN COMPANY CAMBRIDGE NY		2.40															
		[illegible]	20.0	6.00	20.0									6.00					
		COEN COMPANY RAVENNA N Y		4.80															
		PARENT CUST. TOT-COEN COMPANY RA	20.0	13.2	20.0									6.00					
		.COIL SPRING CO YARDLEY PA				13.8				13.8									
		.[illegible]		.600											.600				
		.COLLEPAD OIL CO ROCK SPRING WY		2.40		.60						.60		2.40					
		.[illegible]	1.20		1.20	1.20		.60		1.20									
		.COMPUSTION ENGINE IN TULSA OK		3.00													3.00		
		.[illegible]	1.00	1.00	1.00	1.20	1.20												
		.CONTAINER CORP LOS ANGELES CA		1.80												.600			
		CONT CORP OF AM SIOUX CITY IA	.600	.60	.600											.240			
		[illegible] CUST. TOT-CONTAINER CORP	.600	1.44	.600											.720			
		.CONTINENTAL BAKING RICHMOND VI				.600					.600								
		.CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							
		CONTINENTAL CAN LOS ANGELES CA				.60						.600							
		CONTINENTAL CAN CO ST VERNON IN		.600										.600					
		CONTINENTAL CAN WAYNESBURG PA	5.00	5.00		1.20					1.20		4.00			4.20			
		CONTINENTAL CAN CO READING PA		4.20															
		PRINT CUST. TOT-CONTINENTAL CAN	6.00	1.80	1.50	3.00					1.20	1.80	4.20	.60		4.20			
		.CONTINENTAL IL NEW ORLEANS LA	10.0		1.20														
		.CONTINENTAL [illegible] SEATTLE WA	5.00	.600										.960					
		.CONTOUR CONTAINER SEATTLE WA																	

DSW 313915

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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.
														1.60					
									.60			.50							
									.60										
								.40	.60										
				.160										.160					
				1.20	1.50														
					1.20														
				.220												.240			
				.60					.60							.600			
											1.30			1.20					
				.160															

G2142-5

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.
		[illegible]																	
		[illegible]		1.[illegible]		11.[illegible]			[illegible]		1.40	.60					.[illegible]		[illegible]
		[illegible] NJ		.60[illegible]		.[illegible]			.600		[illegible]						.[illegible]		[illegible]
		[illegible]	.20[illegible]	.1[illegible]	.20[illegible]	.11[illegible]			.110										[illegible]
		[illegible] CA				.[illegible]				1.[illegible]	.11	3.80							[illegible]
		[illegible]				.16[illegible]				.16[illegible]									[illegible]
		[illegible]		.60[illegible]													.66[illegible]		[illegible]
		[illegible]		1.[illegible]									1.20						[illegible]
		[illegible]		.[illegible]		.[illegible]			.11[illegible]	.1[illegible]		.11[illegible]			.220	.11[illegible]			[illegible]
		[illegible]		.440															
		[illegible]	5.00	[illegible]	[illegible]														[illegible]
		[illegible]	4.00	5.40	[illegible].00	3.00					3.00		3.00						[illegible]
		[illegible]	10.[illegible]	5.40	10.[illegible]	[illegible]		4.00	.60[illegible]						2.40		[illegible]		[illegible]
		[illegible]		1.80														1.[illegible]	[illegible]
		[illegible]				.11[illegible]			.11[illegible]										[illegible]
		[illegible]	10.[illegible]	7.[illegible]	10.[illegible]	[illegible]		[illegible]	[illegible]						2.40		3.[illegible]	1.8[illegible]	[illegible]
		[illegible]	1.[illegible]	1.[illegible]	1.[illegible]										.60[illegible]			.60[illegible]	[illegible]
		[illegible]		.220											.220				[illegible]
		[illegible]	[illegible]	[illegible]		[illegible]			1.20		3.[illegible]				[illegible]			3.[illegible]	[illegible]
		[illegible]	20.0		20.0														[illegible]
		[illegible]	[illegible].0	[illegible].0	[illegible].0	[illegible]		[illegible].00		2.40	2.40	2.40			4.80				[illegible]
		[illegible]	[illegible].0	[illegible].00	[illegible].0	[illegible]		[illegible].00		2.40	2.40	2.40			4.80				[illegible]
		[illegible]		9.00		9.00					6.00	3.00					[illegible].00		[illegible]
		[illegible]		9.00		9.00					6.00	3.00					9.00		[illegible]
		[illegible]	.16[illegible]		.16[illegible]														[illegible]
		[illegible]	[illegible]		[illegible]	[illegible]				.[illegible]									[illegible]
		[illegible]	.500		.500	[illegible]													[illegible]
		[illegible]				[illegible]						.60[illegible]							[illegible]
		[illegible]		.16[illegible]											.16[illegible]				[illegible]
		[illegible]				[illegible]	[illegible]												[illegible]
		[illegible]				[illegible]			[illegible]										[illegible]
		[illegible]	1.[illegible]	[illegible]	1.[illegible]	[illegible]						[illegible]				[illegible]	[illegible]		[illegible]
		[illegible]	1.[illegible]	[illegible]	1.[illegible]	[illegible]			[illegible]			[illegible]				[illegible]	[illegible]		[illegible]
		[illegible]	1.[illegible]	.[illegible]	1.[illegible]													[illegible]	[illegible]

DSW 313917

STLCOPCB405500

G2142-5

M G	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.



G2142-5

M G R	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.
												41							
												41							
													3.00						

G2142-5

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.

02142-5

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.
		[illegible]																	
		[illegible]																	
		[illegible]																	
		•[illegible]																	
		•JES JOHNSON CANTON MI				.110					.055	.055							
		•[illegible]																	
		•J & S MANUFACTURING FREEPORT IL				.110	.110												
		•[illegible]																	
		•KAISER ALUM PERMANENTE CA		2.40											2.40				
		•[illegible]																	
		KAISER FOUNDATION LOS ANGLES CA	50.0																
		[illegible]	25.0		25.0														
		[illegible]																	
		PARENT CUST. NOT-KAISER INDUST F	75.0	2.60	25.0										2.40				
		•[illegible]																	
		•PASEY (SPECIAL CO GLENDALE CA		1.55									.385			.385			
		•THE M W KELLOGG CO OMAHA NE	.600		.600														
		•KENDALL CO ATHENS [illegible]		3.60		6.90	1.20	.60	1.20	3.90								3.60	
		KENDALL CO FRANKLIN KY	1.00	23.6	1.00												23.6		
		PARENT CUST. NOT-KENDALL COMP CO	1.00	27.2	1.00	6.90	1.2	.6	1.2	3.6							23.6	3.6	
		•KENT PLASTICS EVANSVILLE IN	1.20	.11	1.20	.600			.600									.11	
		•KEYSTONE FLOORS BROOKLYN NY	5.00	[illegible]	2.00										1.20			1.2	
		•KESTER SOLDER CO CHICAGO IL	.165	.110	.165														
		•[illegible]		[illegible]															
		•KINGS ELEC SERV HAMMOND LA		.110											.60	.110			
		•KIWI SHOE POLISH PITTSTOWN PA				[illegible]					2.40								
		•KNOLLS ATOMIC SCHENECTADY NY		4.20											4.20				
		•KOPPERS CO BRIDGEVILLE PA	5.00		5.00														
		KOPPERS CO BRISTOL TN	.800	1.20	.800														
		KOPPERS CO BRISTOL VA		1.20											1.20				
		PARENT CUST. NOT-KOPPERS CO PITT	5.00	2.40	5.00										1.20				
		•LAFWAY CHEM MUSKEGON MI				1.80	1.80												
		•LARGE CO SECURITIES COLORADO		3.60												1.20			
		•LATROBE STEEL CO LATROBE PA	5.00	12.6	5.00	3.00				3.00			3.00		3.00				
		•LEE METAL PROD PHILIPSBURG PA		.110															
		•[illegible]	.600		.60														
		•LIBERTY MACH PATTERN NJ				.600				.600									
		•[illegible]				[illegible]	[illegible]												
		•LOCKE INDUSTRIES WILLIAMSPORT PA		.110		.110						.165					.11		

DSW 313921

STLCOPCB405005

G2142-5

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.
		AGENT CUST. TOT-LOOP-LOZOL CORP C	65.00	34.2	25.00	19.08				12.0		7.0							
		.A & A PLASTICS FABRICATORS MO	1.20		1.20														
		.MALCOLM NICOL HAWTHORNE N J	4.00	3.2	4.00	.600	.600						.600	.600					
		.SOUTHERN EYESTUFF SALISBURY NC	2.00	1.60	2.00														
		.MCB MFG CHEMISTS NORWOOD OH	1.00	.8	1.0	1.07	.165				.600	.600		.2					
		.MEAD PKG DIV MEAD ATLANTA GA				1..					1.20								
		MEAD CONTAINERS WATERLOO IA	1.20	1.1	1.2														
		MEAD CONTAINERS WASHINGTON CH	1.00		1.00														
		MURRAY RUBBER CO. HOUSTON TX				1.2	1.0			.600	.600								
		PARENT CUST. TOT-MEAD CORP. DAYT	2.20	1.2	2.20	1.20	1.0			.80	1.80							1.20	
		.MONASHA CORP TACOMA WA		2.40															
		.MIDLAND-IND FIN WAUKEGAN IL	1.20		1.2														
		.OLYX CHEM JERSEY CITY	1.20	.71	1.20	1.2				1.2			.110						
		.JOHN MAN-MFG HUTCHINSON MN	1.20		1.20														
		.MONTGOMERY DRUG LOS ANGELES CA		.220															
		.PINJ MOORE LOS ANGELES CA	2.00	1.2	2.00	1.2		.60	.60				1.20						
		.PINJ MOORE WILMINGTON DEL	3.60	10.2	3.20									1.2		1.20			

G2142-5

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.
		[illegible]																	
		[illegible]																	
		[illegible]																	



G2142-5

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.-GRO.-GP.
		[illegible]																	
		• [illegible]																	
		• [illegible] ILL	.600		.600														
		• [illegible]																	
		• [illegible]	2.40		2.40														
		• [illegible]																	
		• [illegible]																	
		• [illegible]																	
		• [illegible]	.500																
		• [illegible]		9.00															
		• [illegible]		1.20															
		• [illegible]		3.00															
		• [illegible]																	
		[illegible]																	
		[illegible]		14.4															
		• [illegible]																	
		• [illegible]	2.30	13.2	2.30														
		• [illegible]																	
		• [illegible]	1.20		1.20														
		• [illegible]																	
		[illegible]																	
		• [illegible]		2.40															
		• [illegible]		.055															
		• [illegible]																	
		• [illegible]																	
		• [illegible]	



G2142-5

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.
		[illegible]																	
		•[illegible]																	
		•[illegible]									.710								
		•[illegible]																	
		•PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00							.600	.600						
		[illegible]																	
		•PPG CIRCLEVIL OH	30.0		30.0	12.0				12.0									
		•[illegible]	2.00	2.40	2.00														
		PPG INDUST MARYSVILLE PA				1.20					1.20								
		•[illegible]	10.0	2.40	3.00	.600				.60							1.20		
		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0														
		PARENT CUST. TOT-PITTS PLATE GL	83.0	5.40	76.0	16.0	1.2			12.6	1.2		.6				1.2		
		•PPG IX INC NO KINGSVIL OH		10.2		3.60		1.80			1.80					.60	1.80	.60	
		•[illegible]	2.00	3.60	2.00														
		•PRINCETON CH ROCKY HILL NJ	1.00		1.00														
		•[illegible]																	
		•PROCESS SUPPLY CO ORANGE CA		.055													.055		
		•[illegible]		.110															
		PROCTER AND GAMBLE ROSS OH				.600						.600							
		PARENT CUST. TOT-PROCTER AND GAM		.110		.765	.165					.600							
		•PROCTOR CHEM SALISBURY NC	2.10		2.10														
		•PROCTOR PRODUCTS ST LOUIS MO				1.80			1.80										
		•LANSON CHEM E ST LOUIS IL	21.0		21.0														
		[illegible]		1.20															
		[illegible]	21.0	1.20	21.0														
		•[illegible]	2.40	4.80	2.40														
		•CORKEN STATE OIL EMENTON PA				.220				.220									
		•[illegible]	3.00	3.00	2.00	3.00						1.00	1.00						
		•R C A VICTOR INDIANAPOLIS IN		.110															
		•[illegible]		.165		.110		.110											
		•REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	10.8	.40	2.40	2.40		2.40								
		REICHHOLD CH TUSCOLA AL	2.10		2.10	4.80		1.20		3.60									
		REICHHOLD CHEMICALS MORRIS ILL	2.40	22.2	2.40													22.2	
		REICHHOLD CHEM INC TAMPA NJ				.600		.600											
		REICHHOLD CHEM INC TACOMA WA		1.60		3.00					3.00						1.20		
		PARENT CUST. TOT-REICHHOLD CHEM	17.9	24.6	17.6	19.2	.40	4.20	2.40	3.60	5.40						1.20	22.2	
		•REPUBLIC MILL [illegible]	.600	.600	.600								.600						

DSW 313925

STLCOPCB4055009



02142-5

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.

G2142-5

M G R	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.
		[illegible]																	
		[illegible]	1.20	.600	1.20										.600				
		[illegible]	8.00		8.00														
		[illegible]	10.00	24.00	1.00														
		[illegible]	14.00	25.00	1.00										.500				
		[illegible]																	
		.C R SHEPHERD HOUSTON TX		.220		.275					.275								
		.IRWIN WILLIAMS CHGO IL	3.60		3.60														
		.IRWIN WILLIAMS CINCINNATI OH	2.00	3.60	2.00								1.20						
		[illegible]																	
		[illegible] CUST. TOT-IRWIN WILLIAM	5.60	5.60	5.60								1.60						
		.SIERRA BASIN SIERRA MADRE CA		.600															
		.AIRESEARCH MFG CO TORRANCE CAL	6.00		6.00	.110					.110								
		.H C SMITH OVERLAND LITTLE ROCK AR	2.00	.600	2.00													.600	
		.HENRY T SMITH CO MEMPHIS TN	.100	.110	.100														
		.SOU VALLEY CH COLUMBIA SC	3.00	2.40	3.00														
		.SOU TEX CHEM MT HOLLY N C	1.20		1.20	.600						.600							
		.SOUTHERN SERVICE RICHMOND VA				6.00		6.00											
		.SOUTHERN NATURAL GAS HOUSTN TX	60.0		60.0														
		.SOUTHERN PAPER CO ATLANTA GA	.500		.500														
		.NATL-SOUTH WIRE HARDSVILLE KY	20.0	9.46	20.0	11.4	9.00	12.0	7.2		14.4	28.8	14.4		30.0				
		.NORTHWEST FOREST SANTA FE CA	1.00	.372	1.00								1.00						
		.SPECIALTY PAPER DAYTON OH	4.80	4.80	4.80	7.20			1.20	6.00			1.20	1.20					
		.SPECTROCHEM INC SANTA ANA CALIF		.120															
		.ST VINCENTS HOSPITAL LOS AN C	70.0																
		.STD CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														
		STD CHEMICAL PRO HADDONFIELD NJ				.584					.584								
		PARENT CUST. TOT-STD CHEMICAL PR	.500	.600	.500	.584					.584								
		.STANDARD FELT ALHAMBRA CA		.165		.600				.600							.165		
		.CHEVRON OIL CO EVERETT WA	12.0	6.00	12.0														
		CHEVRON OIL CO NEW ORLEANS LA	20.0		20.0														
		[illegible]																	
		STD OIL OF CAL CAVELTS CALIF	2.00		2.00	2.40			2.40			12.0							
		[illegible]						.110											
		[illegible] CUST. TOT-STD OIL CALIF	34.0	6.00	34.0	14.0		.1	2.4			12.0							
		.[illegible]																	
		.[illegible]																	
		.USC RESEARCH - [illegible]	20.0		20.0														
		.[illegible]																	
		.STANDARD SUPPLY [illegible]	.500	.220	.500														

DSW 313927

STLCOPCB405011

G2142-5

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.
		[illegible]																	
		• [illegible]				[illegible]	[illegible]			[illegible]	[illegible]							[illegible]	
		• STAUFFER CHEMICAL [illegible] CALIF		.605															
		• [illegible]		1.01										1.31					
		STAUFFER CHEMICAL PASSAIC N J		.605											.505				
		PLANT CUST. DIST-STAUFFER CHEM N		.605										1.31	.65			.1	
		• TEGRAST RUBBER EASTON MA				1.60			1.60										
		• [illegible]	2.45		[illegible]														
		• [illegible]		4.60		.600			.60							3.60		1.2	
		• [illegible]	2.00	3.60	1.60	2.40	1.60	.60		3.60	3.40	2.40						.2	
		• SUN OIL CO MORGAN CITY		1.20												1.2			
		SUN OIL CO [illegible] CA	.60		2.00														
		SUN OIL CO BISHOP TX	.600	3.00	.4[illegible]										2.40				
		SUN OIL COMPANY PRESIDENT TEXAS	1.20		1.2														
		PLANT CUST. DIST-SUN OIL COMP PR	4.00	4.2[illegible]	4.00										2.40	1.60			
		• SYN-CHEM CORP SC INMAN SC				.600	.600												
		• PACKING CORP VINCENNE IN				1.80				1.80									
		TENNECO OIL PERSON CITY LA	20.0		20.0														
		TENNECO COLORS DIV READING PA	1.00	1.20	1.00														
		TENNECO CHEMICALS [illegible] SC				[illegible]	[illegible]												
		PLANT CUST. DIST-TENNECO INC HOU	51.0	1.20	21.00	[illegible]	[illegible]			1.20									
		• JEFFERSON CHEMICAL INC AUSTIN TX	1.20	2.00	1.20	.600			.60						.60	1.2[illegible]			
		TEXACO INC MORGAN CITY LA	20.0	49.6	10.0								39.6			9.2			
		PLANT CUST. DIST-TEXACO NEW YORK	21.2	51.6	11.2	.600			.6				39.6		.6	10.2			
		• TEXAS-REFINING FORT WORTH TX		1.20														1.20	
		• THERMOLATOR INC INDIANAPOLIS IN	1.00	.660	1.00	.330			.330								.330		
		• [illegible]																	
		• UNITED PAR IN SANDERSVILLE GA	8.30		8.20	11.4			11.4	.120									
		TEPCO LAMINATES ST JOHNS MI	.120	.165	.120														
		PLANT CUST. DIST-TEPCO LAMINATES	.165	.165	.165														
		• [illegible]		1.20		.600						.60			1.20				
		• [illegible]	2.40		2.40							.60							

DSW 313928

STLCOPCB405012



G2142-5

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.
		[illegible]																	
		[illegible] THRU 1975	[illegible]		[illegible]														
		[illegible] THRU 1974	[illegible]		[illegible]														
		[illegible] THRU 1974	[illegible]		[illegible]														
		[illegible] THRU 1974	[illegible]		[illegible]														
		[illegible] THRU 1974	[illegible]		[illegible]														
X		BEVER BROTHERS OF LOS ANGELES	15.00	21.00	10.00														
X		[illegible]		4.20		[illegible]						3.00							
		[illegible] CUST. TOT- [illegible]	18.00	25.00	10.00	[illegible]						3.00							
X		[illegible] CAMP CORP DECATUR ALA	2.00		2.00														
✓		UNION CAMP CORP LAKELAND FLA	1.50		1.50	1.80	.60		1.20										
X		[illegible] CAMP CORP [illegible] OR	2.00		2.00														
✓		UNION CAMP CORP [illegible] TOWN TN	.60		.60														
		PARENT CUST. TOT-UNION CAMP CORP	6.10		6.10	1.80	.60		1.20										
✓		UNION CAR UC PLAS MARIETTA OH	1.00		1.00														
✓		UNION CAR - [illegible] CARTRIDGE [illegible]	15.00		15.00														
✓		UNION CARBIDE CHARLESTON W V				73.1		73.1											
		PARENT CUST. TOT-UNION CARBIDE C	16.00		16.00	73.1		73.1											
X		AMERICAN [illegible] SPTS LAMIRADA CA				6.00	6.00												
X		[illegible] AMERICAN [illegible] SPTS FOSTER CA	4.20	7.20	4.20								1.20	1.20					
X		UNION OIL RICHMOND CALIF		12.00															
		PARENT CUST. TOT-UNION OIL CO LO	4.20	19.20	4.20	6.00	6.00						1.20	1.20					
✓		UNIROYAL CHEM NAUGATUCK CT	2.00	6.00	2.00	7.20	3.60					3.60							
✓		[illegible]		1.80											1.80				
		[illegible] CUST. TOT-[illegible]	2.00	7.80	2.00	[illegible]	3.60					[illegible]			[illegible]				
X		[illegible] UNIROYAL [illegible] NAUGATUCK CT		.60		.11		.11									.60		
X		[illegible] AIRCRAFT CORP CUMMINGTON CT		.60		.11		.11									.60		
		[illegible] CUST. TOT-[illegible] AIRCRAFT C		.60		.11		.11									.60		
X		[illegible]		[illegible]		[illegible]				2.40						[illegible]	[illegible]		
X		[illegible]		[illegible]		[illegible]			2.4							[illegible]	[illegible]		

DSW 313929

PAPER PAT'D BY N.C.R. CO.

STLCOPCB405013



G2142-5

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.
		.U S STEEL STEVENSON CHGO IL	1.20	1.20	1.20	.600				.600							.6		
		.U S GEAR CORP CHICAGO IL	.600	.600	.600								.600						
		.U S GOVT JACKSONVILLE FLA				.600			.600										
		.U S GOVT LOVELL AFB ME				.600				.600									
		.U S NAVAL AMMUNITION DEPOT CRANE IND	6.00		6.00														
		AGENT CUST. NOT-U S GOVT WASHTN	6.00		6.00	1.80			.600	.600									
		.U S GYPSUM SANTA FE SPRINGS CA				1.20					1.20								
		U S GYPSUM SOUTH GATE CAL	5.00	13.2	5.00	5.60	.60			3.00			1.20	1.20		.60		.60	
		U S GYPSUM JERSEY CITY NJ	12.0	22.8	12.0	9.6	1.8				1.20			3.00		.6	6		
		AGENT CUST. NOT-UNITED STATES G	17.0	36.0	17.0	9.60	3.60			3.00	2.40		1.20	4.20		.60	.6	.60	
		.U S MOVIVIDE CHICAGO ILL	1.20		1.20														
		.VAN DYK AND CO BELLEVILLE NJ	5.00	5.40	5.00								.60		1.20		1.20		
		.VAN WATERS - P ALBUQUERQUE N				6.60				6.40									
		.VANCE STEEL BELLEVILLE NJ		1.20												.600		.600	
		.VERDUGO HILLS HOSPITAL VERD CA	20.0																
		.VINYL MAID INC N SPRNGFLD MASS	.100	.600	.120									.600					
		.VONS BAKERY DIV EL MONTE CA				.220		.120											
		.WARWICK ELECTRIC FORREST CITY A		1.20		6.60			4.80							1.20			
		.WELDING ENGINE KING OF PROS PA	10.0	6.00	10.0														
		.WELLS MFG FOND DU LAC WI	.600		.600														
		.WEST CO BELLEVILLE N J				1.20	1.20												
		.WESTFIELD SHT REL KENILWTH NJ				1.						1.20							
		.WESTINGHOUSE MUNCIE INDIANA	5.00		5.00	5.	1.80												
		.WESTVACO CORP CHICAGO ILL	1.20		1.20														
		.WESTVACO CORP DETROIT MI				1.2						1.20							
		.WESTVACO NORTH CHARLESTON SC				.600						.600							
		AGENT CUST. NOT-W VA PULP-PAPER	1.20		1.20	1.80						1.80							
		.WHEELING PITT ST JAMESBURG NJ	10.0		10.0														
		.WHITE MOTORS CO ST LOUIS MO						.055											
		.WIGUS CHEM TAFT LA	1.20	1.20	1.20										1.20				
		.WIGUS CHEM BROOKLYN NY		2.40		4.20					4.80							1.	
		.WITCO CHEM CHIC CO ILLINOIS	7.20	6.00	7.20													6.00	
		.WITCO CHEM PERTH AMBOY NJ				6.60			6.60										
		AGENT CUST. NOT-WITCO CHEM NYC	6.60	12.0	6.60	13.2			6.60		4.80				1.20				
		.WOOD WORKER MFG CO				1.			1.20										
		.TOLEDO CENTRAL FRANKLIN NH	1.20		1.														

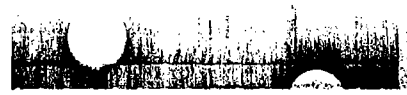
DSW 313930

PAPER PATD BY N.C.R. CO.

STLCOPCB4055014

G2142-S

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.

02142-S

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.
				.15															
				.75															
				.5															
		[illegible] DRAFT DC NEW HYDE PARK NY		1.20		.60			.600						.600	.600			
				.45									.420						
		[illegible] HOLLAND MI		15.00										9.60		.45			
		[illegible] ST LOUIS		1.50															
		[illegible]		10.00										9.00		.45			
		[illegible]		.75		.22	.22						.22			.22	.22		
		[illegible] BROOKLYN GA		1.20															
		[illegible] CITY IA		.15															
		[illegible] DETROIT MI		.600															
		[illegible] CHICAGO ILL		.22															
		[illegible] ILL		.600															
		[illegible]		.75															
		[illegible] ST LOUIS MO		4.20		.600	.600											.600	
		[illegible]		.60									1.20	1.20		1.20			
		[illegible] SANTA FE SPRINGS CALF		.15															
		[illegible]		1.00												1.00			
		DIAMOND SHAMROCK S OXNARD CA		.05															
		[illegible]		1.00															
		[illegible] CAPITAS CAL		.30									.110						
		[illegible]		2.50													.60		
		[illegible] MIDLAND MICH		.60															
		[illegible]		5.00															
		[illegible]		.05															
		[illegible] PARLIN NJ		.60													.600		
		[illegible]				6.00			6.00										
		[illegible]				.75			.750										
		[illegible] BRKLYN NY				.600	.600												
		[illegible]		.05															
		[illegible] KALAMAZOO MICH		.165															
		[illegible]		.60											.60				
		[illegible] BROOKLYN NY		.600															
		[illegible]		.05															
		[illegible]				12.6			12.6										
		[illegible]		.60		.60		.600								.60			
		[illegible] WILL IN		12.0															
		[illegible]		.15											.15				
		[illegible]		1.20											.12				

DSW 313932

STLCOPCB4055016

02142-5

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.

G2142-5

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.
		[illegible]																	
		[illegible]		.60										.600					
		[illegible]		.60															
		[illegible]		1.20										1.20		.600			
		[illegible]		.60															
		[illegible]		.60															
		[illegible]																	
		AGENT CUST. TOT-INTL PAPER CO N		3.20										1.20		.60			
		[illegible]																	
		.INTERSTATE PAPER CHICAGO IL		1.60										.600					
		[illegible]		.60												1.20			
		[illegible]		.60															
		[illegible]		1.20															
		[illegible]		3.17												.430			
		[illegible]		1.20									.600						
		[illegible]		3.60		3.60		3.60											
		[illegible]																	
		KOPPERS COMPANY INC VERONA PA		1.80													.600		
		[illegible]																	
		AGENT CUST. TOT-KOPPERS CO PITT		5.40		3.60		3.60									.60		
		[illegible]																	
		.LANE COMPANY ALTAVISTA VA		.600															
		[illegible]		1.20										.600		.600			
		LUBRIZOL SALES PAINESVILLE OH		41.4									17.4			16.8			
		[illegible]		.120															
		.ALDEN MILLS LAWRENCE MA		1.20															
		[illegible]		.180															
		[illegible]		1.20															
		[illegible]		.600															
		[illegible]																	
		AGENT CUST. INTERNAT CORP DAYT		1.80															
		[illegible]																	
		[illegible]		2.40															
		[illegible]		1.20		1.20	1.20												
		[illegible]		.12															
		[illegible]		1.20		.600	.600								.600	.600			
		[illegible]		3.60											1.20			1.20	
		[illegible]		26.4											12.0				
		[illegible]		3.60												.60			
		[illegible]		1.20												1.20			
		[illegible]		.35															
		[illegible]		1.20		1.20		.60		.60								1.20	
		[illegible]		2.40															
		[illegible]		1.20															

DSW 313934

PAPER PATD BY N.C.R. CO.

STLCOPCB405018



021425

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.
		[illegible]																	
		•[illegible]		•11[illegible]									•11[illegible]						
		[illegible]		1.[illegible]										1.[illegible]					
		•[illegible]		1.[illegible]															
		•GILLASTON INC JACKSONVILLE IL		1.[illegible]													.6[illegible]		
		[illegible]		3.[illegible]													.[illegible]00		
		•[illegible]		•2[illegible]															
		•[illegible]		•[illegible]		.6[illegible]	.[illegible]												
		[illegible]		•60[illegible]															
		[illegible]		1.2[illegible]		.6[illegible]	.[illegible]												
		•PHELPS DODGE SOUTH BRUNSWIK NJ		1.20												.600			
		•ILLSBURY CO GAINESVILLE FLA		•5[illegible]															
		•ILLSBURY PARIS GAINESVILLE GA		•595													.11[illegible]		
		•ILLSBURY [illegible] MOUTE IN		3.0[illegible]															
		[illegible]		2.[illegible]													.11[illegible]		
		•[illegible]		•60[illegible]															
		•[illegible]		7.[illegible]		1.8[illegible]		1.80					6.00						
		•[illegible]		[illegible]									[illegible]		6.00		6.00		
		[illegible]		1.8[illegible]											1.80				
		[illegible]		51.[illegible]									6.00		7.80		6.00		
		•[illegible]		.600										.600					
		•[illegible]		[illegible]										1.80					
		•[illegible]		21.[illegible]		2.40		2.40							3.60			4.80	
		[illegible]				1.2[illegible]			1.20										
		[illegible]		21.[illegible]		[illegible]		[illegible]	1.2[illegible]						3.[illegible]			4.8[illegible]	
		•[illegible]		•60[illegible]															
		•[illegible]		7.20															
		[illegible]		[illegible]		12.[illegible]			12.0										
		•[illegible]		1.2[illegible]									1.20						
		•[illegible]		•6[illegible]															
		[illegible]		•6[illegible]															
		[illegible]		1.2[illegible]															
		•[illegible]		1.[illegible]												.6[illegible]			

DSW 313935

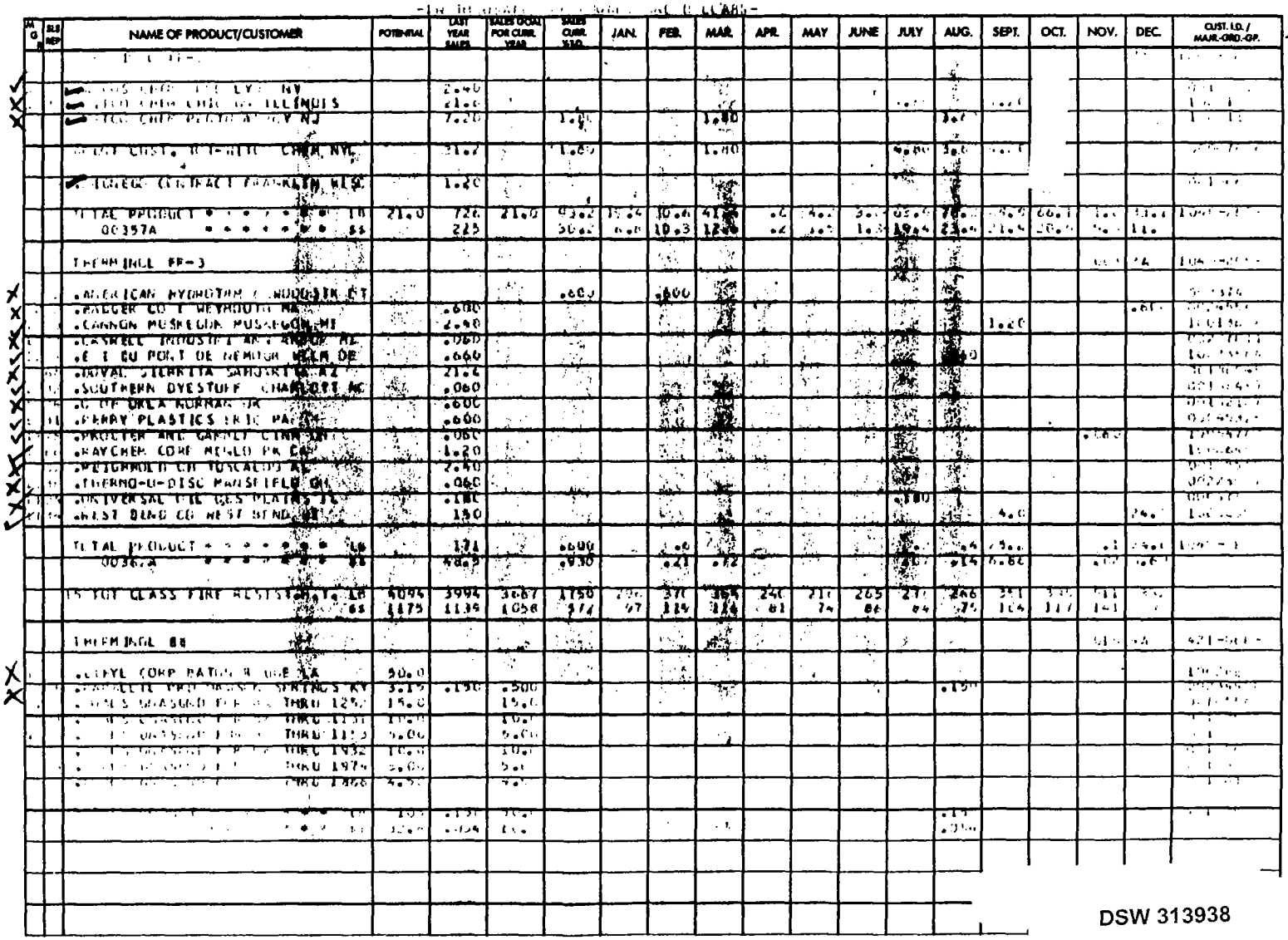
STLCOPCB4055019

G2142-5

M. G.	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.

G2142-5

M. G R	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.



MG	SLS REP	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. LO. / MAJR.-GRO.-GP.
		[illegible]																	
		[illegible] NY		2.40															
		[illegible] ILLINOIS		21.6															
		[illegible] NJ		7.20		1.80			1.80					3.6					
		[illegible] CHEM NY		21.6		1.80			1.80					3.6					
		[illegible]		1.20															
		TOTAL PRODUCT LB	21.0	726	21.0	93.2	15.4	10.6	41.8	.6	4.2	3.6	05.4	78.6	9.6	66.1	1.6	11.6	
		00357A SS		225		56.2	6.8	10.3	12.8	.2	1.6	1.3	10.4	23.6	1.6	26.4	.4	11.	
		THERMINOL FR-3																	
		•AMERICAN HYDROTHERM [illegible]				.60		.600											
		•BADGER CO [illegible]		.600														.60	
		•CANNON MUSKEGON MUSKEGON MI		2.40											1.20				
		•CASWELL INDUSTRIES ANNISTON AL		.060															
		•E I DU PONT DE NEMOUR [illegible] DE		.660										60					
		•DUVAL SIERRITA SAHUARITA AZ		21.6															
		•SOUTHERN DYESTUFF CHARLOTTE NC		.060															
		•C OF ORLA NORMAN JR		.600															
		•FERRY PLASTICS ERIE PA		.600															
		•MOULTON AND GAMBLE CINCINNATI		.060													.06		
		•RAYCHEM CORE MOLD PK CA		1.20															
		•REICHHOLD CH TUSCALOOSA AL		2.40															
		•THERMO-U-DISC MANSFIELD OH		.060															
		•UNIVERSAL PIL GES PLAINS PA		.180										.180					
		•WEST BEND CO WEST BEND WI		150											4.0			2.0	
		TOTAL PRODUCT LB		1.71		.600		.60						.4	.60		.1	.60	
		00362A SS		48.3		.930		.21	.72					.14	6.82		.07	.6	
		[illegible] GLASS FIRE RESISTA LB	4095	3994	3667	1750	370	371	364	240	211	265	270	266	351	330	111	330	
		SS	1875	1139	1058	574	97	134	114	81	74	86	94	75	104	117	141		
		THERMINOL 88																	
		•ETHYL CORP BATON R [illegible] LA	90.0																
		•[illegible] SPRINGS KY	3.6	.150	.500									.150					
		[illegible] THRU 12%	15.0		15.0														
		[illegible] THRU 1130	10.0		10.0														
		[illegible] THRU 1132	5.00		5.00														
		[illegible] THRU 1932	10.0		10.0														
		[illegible] THRU 1974	5.0		5.0														
		[illegible] THRU 1978	4.5		4.5														
		[illegible]	10	.150	10.0									.150					
		[illegible]	2.0	.024	2.0									.024					

DSW 313938

STLCOPCB4055022

DSW 313939

STLCOPCB4055023

Computer Run - Sept. 1969

DSW 313940

4-26-73
Linda does not
know purpose of
this memo

DSW 313941

G2142-5

Food System 70-200 gal

SAVE

Donut = 70 gal ea
Fish Fry Kettle = 500 gal ea
5 Potato Chips = 1000 gal ea

M G R	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.-GRO.-OR.

G2142-5

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-GRO-GR.

G2142-5

FOR SEPT 1969 PAGE 63

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-GRO.-GP.
		[illegible] PR-1																	1040-245-11
		[illegible] LOS ANGELES [illegible] LAMINATES SEATTLE		1.0 .2							.368					.055			00115224 00115223
		[illegible] POWDER KBR - CH [illegible]		.040															1001,9680 00120127
		[illegible] PLASTICS [illegible] SAN CARLOS CA [illegible] MEL DANVILLE IN		.055 1.0		.100		.140											00115509 1002,6816
		[illegible] CO [illegible] CHICAGO IL [illegible] OAK RIVER MILLS DANVILLE VA	1.00	.110	2.00														00115746 1002,8568
		[illegible] DAVIS SUPPLY FLINT MI [illegible] NELSON - SONS LONG ISLAND NY		1.0 .0															00115878 1002,1780
		[illegible] RESINS LINDEN NJ [illegible] CO CLEVELAND OHIO	1.00	.0 2.0															00115943 1002,2672
		[illegible] COATING STAMFORD CONN [illegible] CORP TRUMBULL CONN		1.00											.600				1002,2991 1002,3969
		[illegible] QUIMAN-BUSHING WEST HAR FT [illegible] DU PONT DE DEEP WATER NJ	5.00	.055 1.0	5.00				.100										00116831 1002,1621
	4 2	[illegible] DU PONT DE NE AMPTHILL VA [illegible] DU PONT DE NE RICHMOND VA		.000															1002,4110 1002,4089
		[illegible] CUST. TOT-C I DU PONT [illegible]	5.00	1.0	5.00	1.0		.20											1002,3695
		[illegible] KODAK CO ROCHESTER NY				2.00									.00				1002,[illegible]
		[illegible] LABS SANTA ANA CALIF [illegible] PRODUCTS ODESSA TEXAS		.0 .0													.885		00115[illegible] 1002,[illegible]
		[illegible] CHEM SU SAN FCA [illegible] IRON CO DYESVILLE OHIO		12.0															00116[illegible] 00178[illegible]
		[illegible] ORGANICS INC LODI NJ [illegible] PORTLAND CEMENT TAMPA FL	4.00	1.0 1.00	.30	2.40	1.00	1.00							.20	2.40		1.00	2002,7923 1001,[illegible]
		[illegible] STEEL CORP TAMPA FLA [illegible] MOTOR CO DT CLEMENS MI	3.00	2.0	.000	.40			.00						.000			.000	00115[illegible] 1002,[illegible]
		[illegible] MORTMAN MFG IRON MINN [illegible] IN FIBERGLAS VILMINGT D		1.00	.00									.165					00213[illegible] 00[illegible]
		[illegible] GENERAL MFG CARPENTERVILLE IL [illegible] TORS ANDERSON IN		.0 3.00	.00									.000	.00		.00		00213[illegible] 1002,[illegible]
		[illegible] MOTORS MUNCIE IND [illegible] TERS-BUICK DIV FLINT MI		.100	.00				.00						.00		.000		1002,[illegible] 1002,[illegible]
		[illegible] MOTORS DELCO LANSING MI [illegible] MOTORS WARREN MICH		.000 .0										.000	.000	.000 .000	.000 .000		00120[illegible] 1002,[illegible]
		[illegible] CUST. TOT-GENERAL MOT [illegible]		.0										.000	.00	.00	.00		1002,[illegible]
		[illegible] SAN JOSE CAL		.100											.0				00[illegible]
		[illegible] ED MORRISON IL [illegible] CO FT WAYNE IND		.000 .00															00[illegible] 1002,[illegible]

DSW 313944

STLCOPCB4055028

G2142-5

MG R	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-OP

G21425

SEPT 1969 PAGE 10

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.GRO.-GP.
		TERMINAL PRO																	1040-245-11
		ALLARD PRODUCTS CAMP HILL PA		1.2															
		CENTRAL AGNES CINN OHIO				1.20					.540			.600					
		HUNTSVILLE AL				1.20													
		INMONT CO ANAHEIM CA				21.6	21.6												
		INMONT CORP CARLSTADT NJ		1.20															
		INMONT CORP TOLEDO OHIO		1.20															
		INMONT CORP. TOT-INMONT CO NYC N		2.4		23.6	21.6												
		JAECO ALUM FERNDALE WA	15.0	26.5	18.00	19.2	17.2									1.4	.96		
		CONTINENTAL PLAST DALLAS		.220		.220						.020							
		INTERPLASTIC MPLS MN				2.40													
		JEL PLAYERS UNION BEACH NJ				2.00					2.00		2.40						
		JETT MACH SAN JOSE CALIF	90.0	.600		.600											.600		
		JASPER PRO JASPER IND																	
		JENKINS BRIDGEWA MA		2.40															
		HERBICIDE MF NEW BRUN NJ		.130															
		JERSEY MAID MK LOS ANGELES CA										1.20		.60	.60				
		JETTY REG GRANITE PLS MI		1.20															
		JETTY MFG HIGHPT NCY	2.40	2.00	2.00	1.80						1.80							
		JETTY MFG MILLSIDE N J		1.80		1.20									1.20				
		JETTY MFG CA MIRADA CALIF		.600													.600		
		JETT MFG GETTYSBU PA		3.60												.360			
		JETT MFG HANOVER PA		.00												.360			
		JETTY MFG SALEM IL		1.80															
		JETT MFG ROSELLE NJ		1.20															
		JETTY MAG ARING LA MIRADA CA																	
		JOHNS CUST. TOT-JETTY MANUF DET	2.00	15.2	2.00														
		JOHNS JOHNSON BRUNSWICK NJ																	
		JOHNS SCOTT WASH MACLA WA WA		.600															
		JEFFERSON CHEM CO INC AUSTIN TX		1.20															
		JOHNS MANVILLE SAN FRANCISCO CA				1.20													
		JOHNS ALUMINUM HARRISVILLE KY																	
		JOHNSON MFG CO EL SEGUNDO CALIF																	
		JOHNSON MFG LOS ANGELES CA		1.21															
		JONDALL CO FRANKLIN KY		3.1															
		JONDALL COMPANY FRANKLIN KY																	
		JONELLE FLUORS BROOKLYN NY		3.60															
		JONES MFG BRONX N Y																	
		JONES INC CHESTWOOD MO																	
		JONES SMITH COMPANY BRYAN OH		.180															

DSW 313946

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G2142-5

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.ORD.GR.
		[illegible] FR-1																	1040-245-11
		[illegible] GAS CO ST LOUIS MO																	10045081
		[illegible] CHEMICAL ST LOUIS IL	.400		1.-														10045081
		[illegible] STEEL CORP LATROBE PA			.600									.600					10045534
		[illegible] SANTA FE [illegible]			.-														[illegible]
		[illegible] SANTA FE [illegible]			.-	.-									.110				[illegible]
		[illegible] ORANGE CLEVELAND OH			.-														[illegible]
		[illegible] LOUIS LO RARI SPPANY N J			.-	.-									.110				00214[illegible]
		[illegible] VINYL [illegible]			12.										1.40				[illegible]
		[illegible] ROBINS BUFFALO NY		1.20		1.20										1.20			10[illegible]
		[illegible] [illegible] ORANGE NJ										.-							[illegible]
		[illegible] GEORGIA MARIETTA GA	10.0	7.20	10.0	14.-				.20				4.80	9.60				1.[illegible]
		[illegible] PLASTICS MARYLAND HTS MO		4.-															00[illegible]
		[illegible] CO LOS ANGELES CA		1.41															10[illegible]
		[illegible] STEEL CHATSWORTH CA		.60															00[illegible]
		[illegible] NICOL HAWTHORNE N J		.-															[illegible]
		[illegible] CORP DETROIT MI		5.40															[illegible]
		[illegible] OIL CORP TONAWANDA NY			1.-					.40									00182275
		[illegible] DYESTUFF [illegible] SPA MI		.-															[illegible]
		[illegible] DYESTUFF BODYCOTE		.-															[illegible]
		[illegible] ETCHING MACHINERY CA		.-		1.10													[illegible]
		[illegible] LITTLE FERRY NJ		.-															[illegible]
		[illegible] DOUG SANTA MONICA CA		.-															[illegible]
		[illegible] DOUGLAS LAS VEGAS NV		.-															[illegible]
		[illegible] PROD. CORP. PAULDIN SC		.-															[illegible]
		[illegible] CORP ANAHEIM CA																	[illegible]
		[illegible] [illegible] PA		2.40															[illegible]
		[illegible] CO KAHWAY NJ		1.20															[illegible]
		[illegible] WIRE ALCOA DANVILLE PA		1.40															[illegible]
		[illegible] INC HOUSTON TX		.-															[illegible]
		[illegible] [illegible] SOUTHAMPTON PA																	[illegible]
		[illegible] MTN - MFG ST PAUL MN				.-													[illegible]
		[illegible] [illegible] EVANSVILLE PA	2.00	2.40	2.00														[illegible]
		[illegible] CO ST LOUIS PA		.-															[illegible]
		[illegible] [illegible] MINNEAPOLIS MINN				2.40													[illegible]
		[illegible] CALIF WILMINGTON CA		1.80															[illegible]
		[illegible] KITCHENS BOYLESTON PA		7.20															[illegible]
		[illegible] KITCHENS HAMMONTON NJ	6.00	10.-	6.00														[illegible]
		[illegible] FLORIST SPRINGFIELD TN																	[illegible]
		[illegible] PRODUCTS MASON CITY IL	7.00	4.80	7.00														[illegible]
		[illegible] [illegible] PHILA PA		1.20															[illegible]
		[illegible] CAN CORP DANBURY CONN		13.-		10.-													[illegible]
		[illegible] FLOOR FLORENCE AL	2.00	4.80	2.00														[illegible]
		[illegible] SEARCH - CHEM CHICAGO IL																	[illegible]
		[illegible] SEARCH PLAINFIELD NJ		1.20															[illegible]

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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.GRO.OP.
		PRINTING INK-1																	1040-245-11
		ACADEMIA MINES																	
		ACME PAINT - VAN SALES 02	15.0		36.0														00194774
		DEF SHURE CHEMICALS GERALDA LA				10.0			10.0										00176370
		DEF SHURE CHEMI LAFAYETTE LA				12.0				10.0									00171340
		DEF SHURE RESEARCH NEW HAVEN CT				.195	.195							6.00	6.00				00212776
		DELAWARE - BAY CITY MI		.220															00059291
		DELAWARE - GROSSO MI		.110															00132300
		DEL CAY LOS ANGELES CALIF				1.40			.600	.600	.600								00132314
		DEL CAY METALLIFIC ALBANY ORE	8.00		8.00														00176494
		DURRET CORP ONAL OH	3.00	40.2	3.00	13.6					13.6								00192853
		OWENS CORNING K C KANSAS		3.40													3.60		10059585
		OWENS CORNING GRANVILLE OHIO		1.80		1.20			.600		.600					.600			10059854
		OWENS OWENS ANDERSON SC				6.40	6.40												00088603
		OWENS CORNING ANDERSON SC	10.0	18.2	10.0	7.20		7.20								3.60			10059854
		PRINT CUST. TOT-OWENS CORNING I	10.0	18.8	10.0	12.8	2.40	7.20	.60		.600					4.20	3.60		10059854
		PAA SHERWOOD LAS VEGA NV		.715															00088603
		PANOLAM CORP ONEIDA NY		.495		.195		.195									.10		00132764
		PARSON LIN & PUL O COLUMBUS OH		.055															10060702
		PAUL KITCHENS PHILA PA				1.20													00135000
		PAUL KITCHENS CHRISFLD NJ				7.20			6.20			1.20	.20						00212776
		PAUL KITCHENS BRADDOCK NJ				10.0								3.00					00176200
		PEASTONE DETROIT LIVONIA MI		.165		.195						.195							00176200
		PEASTONE LIGHT BROOKSIDE MAIN		1.80														10.80	00088603
		PEASTONE ELMER WILTON CT				.195					.195								00176200
		PEASTONE PROCONEX KENSINGTON PA				.195		.195											10059854
		PENN PLASTICS ERIE PA		1.20		.60	.60												00212776
		PENTAPLEX CO CLEV	150																00046377
		PETER CHEM RIDGEFIELD NJ				1.80													00132764
		PHELPS DUDGE CO CROTON CT												3.00					10060702
		PHILLIPS HUNTINGTON WANTAGH NY				.195													10062817
		PHILMINING CO TUCSON AR	6.00	1.4	6.0									.195					10060702
		PIONEER PLASTIC ATLANTA GA		.220		.220													10060702
		PITCHESTER FRANKLIN PARK ILL																	00133942
		PITTS PLATE GL PIT CREIGHTO PA	2.00	5.40	2.00														00134059
		PITTS PLATE GL PITTS		3.00															00134059
		PLAS ING INC CORPUS CHRISTI TX				.600			.600										00134059
		PLASTERANCE VALLE		3.6															00134059
		PPG SPRINGDALE PA				1.20								1.20					10060702
		PPG INDUSTRIES HUNTSVILLE AL																	00134059
		PRINT CUST. TOT-PITTS PLATE GL	2.00	11.4	2.00									1.20					10060702
		PLASTIC - RUBBER ONTARIO CA		6.0	3.0														00134059

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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. ORD. QT.
		[illegible] FR-1																	1040-245-11
		•PLASTIC PROD LOS ANGELES CA																	10066523
		•PLASTIC TOPS LIVONIA MI																	10063471
		•PLASTICRAFT TOPS COLTON CA																	10063728
		•PORTSMOUTH COCA COLA PORTSMTH																	10044048
		•POWER ENG KINGSVILLE OH																	10155142
		•PRESERVATIVE PT SEATTLE WA																	10134065
		•PRINCETON CHEM RICKY HILL NJ																	10084588
		•PRINCETON CHEM SALISBURY NC																	10086700
		•PURE SEARCH GLENDALE CA																	10086348
		•PUREX CORP HUNTINGTON CA																	10065448
		PUREX CORP CHGO IL																	10065348
		•QUAKER OATS MEMPHIS TN																	10086966
		•QUAKER OIL TOLEDO OH																	10086943
		•QUAKER STATE OIL REFINING CORP																	10086600
		•R & R VICTOR INDIANAPOLIS IN																	10086878
		•REICHHOLD CHEMICALS INC																	10086900
		•RELIANCE PAINT CORP BURBANK CA																	10086966
		•RESIN DESIGN TACOMA WA																	10086966
		•REYNOLDS METALS LOUISVILLE KY																	10086966
		•REYNOLDS METALS RICHMOND VA																	10086966
		•RICHARDSON CHEM RICHMOND CA																	10086966
		•RIVERSIDE PEAS HIGGINSVILLE NY																	10086966
		•ROBERTSHAW INDUSTRIES																	10086966
		•ROHM & HAAS SEARCH COLTON CA																	10086966
		•ROYAL INDUST SANTA ANA CA																	10086966
		•SAFEWAY STORES INC LOS ANGELES																	10086966
		•SALSA CORP MEXICO																	10086966
		•SANDY HOOK HANOVER NJ																	10086966
		•SCHLUMBERGER CHOLEY LA																	10086966
		•SEM PASS CORP ST LOUIS MO																	10086966
		•SHELL CHEM HOUSTON TX																	10086966
		•SHELL CHEM DEER PK TX																	10086966
		•SHELL OIL DEER PARK TX																	10086966
		•SHELL OIL DEER PARK TEXAS																	10086966
		•SHELL OIL NYC

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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. LO. / MAJR.-GRO.-GP.
		THERMINOL FR-1																	1040-245-11
		.SOUTHWEST FOREST - SANTA FE CA		1.00		.165						.165							00139614
		.SOUTH WIRE-HAWESVILLE KY				6.90							6.90						00210552
		.SPECIALTY PAPER-DAYTON OH		4.80		3.60	1.20				1.20			1.20		1.20	1.20	.60	10074614
		.SPECIALTY PAPER-DAYTON TEXAS				1.20													10039695
		.STANDARD SUPPLY-MAYSVILLE KY		2.40		.440	.220				.220								00156825
		.STD CHEM-NORDKEN-CHARLOTT NC		1.20															00138894
		.STAUFFER CHEM-RICHMOND CALIF		.600															10075521
		.STAUFFER CHE-WESTON MICH		2.00		.600								.600		.600			10075880
		.STAUFFER CHEM-LOUISVILLE KY	5.00	4.20	5.00														10075864
		.STAUFFER CUST. TOT-STAUFFER CHEM N	5.00	7.80	5.00	.600								.600		.600			00046869
		.STEIN HALL & CO. I-DALTON GA		1.80		1.20	1.20												00139149
		.STEPAN CHEM-ANAHEIM CA																	00094865
		.STERLING INC-MILWAUKEE WI		.600															00339173
		.ST GARY CHEMICAL INC-MORGAN CA																	00167894
		.SUN OIL COMPANY-PREMONT TEXAS				.600					.600								00175078
		.TECHNICHEM-VENICE CA		1.20															10074078
		.TENNECO CHEM-ERAIN-BAINBRID NY		.600		.600					.600								00140082
		.JEFFERSON CHEM-AUSTIN TX		2.00															10042019
		.TEX TRADE-HOUSTON TEXAS										.165	.165						00124534
		.THAYER COGGINS INC-HI POINT NC				7.50		2.50	1.20		2.50			1.20					00124541
		.THERMOLATOR INC-INDIANAPOLIS IN		1.32		.330		.330								.330			00140841
		.TIRO INC-SANTA ANA CA		.220															00140010
		.TRANSPLASTICS CORP-AUT OH				.600								.600					00212113
		.TUBE TEMPER CORP-ALLIANCE OH	6.00	6.00	6.00														00211554
		.GOALS UNASGND FOR BK THRU 1935	100		100														00115514
		.GOALS UNASGND FOR BK THRU 1952	125		125														00115514
		.GOALS UNASGND FOR BK THRU 1530	62.0		62.0														00165514
		.GOALS UNASGND FOR BK THRU 1551	100		100														00165514
		.GOALS UNASGND FOR BK THRU 1534	90.0		90.0														00165514
		.GOALS UNASGND FOR BK THRU 1545	250		250														00165514
		.GOALS UNASGND FOR BK THRU 1553	100		100														00165514
		.GOALS UNASGND FOR BK THRU 1937			50.0														10021555
		.GOALS UNASGND FOR BK THRU 1939			60.0														00165514
		.GOALS UNASGND FOR BK THRU 1950			72.0														00165514
		.GRICN CAR - NOC-OAKRIDGE TENN																	10001071
		.UNIROYAL CHEM-NAUGATUCK CT				1.60		1.60			.40	.40							00048855
		.VEGOS UNITED DIV-AKRON OHIO		.600												.600			00215960
		.UNITED METALS-HUNTSVILLE AL		2.40												2.40			00215963
		.UPJOHN COMPANY-DEER PARK TEXAS		1.20		.600										1.20			00048975
		.U S GOVT RC-ALEST OK		4.50															00156134
		.U S NAVAL AMMUNITION-CRANE IND	10.2	10.2	10.2	.00											6.00		00156134
		.U S GOVT RC-ALEST OK		10.2															00142925

DSW 313950

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G2142-5

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.
		TERMINAL PR-1																	1040-244-11
		.VARIOUS CORPORATE CHICAGO IL		.140															00145660
		.VAN-TEX INC OMAHA NE		.055															00149660
		.VAN DORN PLASTICS CLEVELAND OHIO																	00197697
		.VASCO METALS CORP-READ YORK PA																	00106240
		.VECTRON ELECTRONICS NILES IL																	00216088
		.WESTINGHOUSE VICKS VICKSBURG MS	10.00		10.00														00145227
		TOTAL PRODUCT																	1040-244-11
		TERMINAL PR-2																	1040-284-11
		.CUSTOMER IS NOT IN MASTER FILE		.360															00330095
		.CLOSED ACCOUNT		2.00-															00156966
		.VALCOR PLASTICS SPRINGFIELD NJ																	00178083
		.VALLEN PUMP NILES MI		.500		.100				.100									00107602
		.VARIAN RESEARCH PALO ALTO TORRANCE CAL	4.00	3.00	4.00														10001801
		.VOEST INDUSTRIEL GENEVA SWITZ				.600								.600					00081076
		.VALLEY NEW HAMPSHIRE EXETER NH		.120															00108065
		.VARIAN RUBIDEX CALIF	1.00		1.00														00003885
		.VARIAN SUBSIDIARY STAMFORD CT		.240		.240			.240										10003784
		.VARIAN SUBSIDIARY SOUNDBROOK NJ		.600-															10001118
		.VARIAN WILLOW ISL NY		7.80													4.80		10003768
		.VARIAN CUST. TOT-AMERVARIAN	4.00	7.64	3.00	.240											4.80		00045101
		.VARIAN GARRETTS BREMEN GR		.120		.300											.180		00108359
		.VARIAN GARRETTS DET MICH																	10003931
		.VARIAN GARRETTS BROOKLYN N Y		.180		.780			.360		.180				.220				00089784
		.VARIAN CUST. TOT-AMERICAN GARRETT		.360		1.38			.360		.180				.220		.120		00046671
		.VARIAN DECALCAMANIA CHIC IL				.120				.120									10003873
		.VARIAN HYDROTHERM ROGERS CT		6.61												1.80			00108510
		.VARIAN HYDROTHERM ROGERS CT		3.60		3.60		3.60				2.40				2.40		3.60	10004064
		.VARIAN SMELTING SCHWARTZ AZ	100	2.40		2.40													00195445

DSW 313951

STLCOPCB4055035

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DIRECT SALES — FOR SEPT 1969 — PAGE 7

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. / MAIR-GRD.-GP.
		INDUSTRIAL PR-2																	1040-265-11
		.SHETEK N CH PL NAPAKE INDIANA				.600								.600					00212458
		.WITTWEST CH PL NAPAKE INDIANA				.600								.600					00109629
		.APPLIED EQUI ONTARIO CA		2.00															00109800
		.CLINE MAINT LABS ARGO IL				.20		.20											00161268
		.ARIZONA CHEM PANAMA CITY FL				.600			.600										10006090
		.ARNCO STEEL MIDDLETOWN OH		.600															10006228
		ARMCO STEEL CORP DAVIS CALIF		1.20		1.20					1.20								00109991
		.SEMCOR INDUSTRIAL MC COOK IL	2.00	4.80	2.00														10006374
		.ARMSTRONG CORK MACON GEORGIA	3.00	9.60	3.00	13.2			3.60					9.60			2.40		00068110
		.ARMSTRONG CORK LANCASTER PA				.600				.600									10006430
		.AMISTAD&R MIDWORKS MOINES PA		.300															10006589
		.AMICK SPINNING CO SUSQUEHA PA		.120													.180		00110147
		.ARTISAN METAL PROD WALTHAM MA				.600		.600											10006716
		.ATLANTIC MILLS HASBROUCK HT NJ		1.6		.600	.600									.600			10007056
		.ATLANTIC RESEARCH ALEXANDRIA VA		.600															00110831
		.AUTOMATIC LIFT CO CHICAGO IL		.300		1.20					.300		.600						00110638
		.ARLEY BAKERIES DETROIT MI		.600														.600	10007720
		.BOURNE BY-PRODUCTS MILWAUKEE WI																	00110914
		.BASCRAFT CORP OF AM CHICAGO IL		1.20		.600							.600			.600			10007992
		.BAKO DEV N Y		.600													.600		00111805
		.BARRY DR GOLDSBORO N CAROLINA	1.00		1.00														00198154
		.BATTELLE MEM INST COLUMBUS OH	1.00	.487	1.00														10008484
		.BEL ART CREATIONS HERMOSA BEAC		.120															10006894
		.BELL AEROSYSTEMS NIAGARA FLS NY		.720															00111317
		.BENDIX CORP S BEND IND	5.00	3.60	5.00														10009189
		BENDIX CORP SO BEND IND		2.40		1.20			1.20							1.20			10009243
		BENDIX CORPORATION TROY NY		1.80		.600		.600											10009170
		ARCUT CUST. TOT-BENDIX CORP OLT	5.00	7.80	5.00	.600		.600	1.20							1.20			00045554
		.BEUTEX CORP OF CHICAGO IN		.180												.180			00111514
		.BEANKE MECHANIC FORT WORTH TX				3.00	1.80	1.20											00150097
		.BOND BAKING CO BROOKLYN NY				1.80						.600	.600			.600			00205990
		.BOND BAKING CO PHILA PA		3.60		2.34	.18			.90	.47	1.97	1.47	.60	.600		.60		00132200
		.BERRY RUBER CHEM MFG PHILA PA	1.00		1.00														10010923
		.BRADLEY UNIVERSITY PEORIA IL		.600															00112070
		.BREA CANYON OIL CO BREA CA		.600												.600			00112185
		.BRUNE MOE CO ST LOUIS MO		.900															10011930
		.BURLINGTON IND CHERAW SC	10.0	1.20	10.0	1.20	1.20										1.20		00148810
		BURLINGTON IND ALTAVISTA VA	10.0		10.0														10012936
		.BUNAY BRO NORTH CA IL		1.20															00112583
		.BUTTERCUP DAIRY TETERBOR NJ				.240			.240										00112892
		.CAMPBELL SOUP MAPOLEON OH	5.00	1.80	5.00	1.80							.60		1.20				10011504
		.CARNET CO EAST RUT NJ																	00118077

DSW 313952

STLCOPCB4055036

G2142-8

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.-CK
		TOLHURST TP-2																	1040-001-11
		CAT-CHEM CORP BRAINARD NJ		9.60															10014468
		CAT-CHEM CO / BRAINARD NJ		9.60															00113209
	2	CLARKSOL CLAY CLARK NJ		.600		.120									.120				10014794
		CLARKSOL DOCTOR SPECIALTY				.120													00214
		CHEMTRON CORP WILMINGTON DEL	4.00		4.00														10015829
		CHEMTRON CORP MIDLAND MIC	4.00	1.20	3.00												1.80		10018815
		CHEMICAL PROCESS STAMFORD CT		.600															10014004
		CHEMICAL PROCESS / REST HAVEN				1.20													00117002
		EAST COAST CO / EST HAVEN CT														1.20	1.20		10016593
		EAST COAST CO / MOUNT PLEASANT SC																	00116593
		CLEAN BROOKS GREENVILLE SC				.600		1.20	.60				.60						10020033
		CLEAN BROOKS / INDUSTRIAL CONDITIONING STANTON				.600	.360												00217711
		CLEAN CHEM / CEDAR KNOLLS NJ		.11		.540		.120		.180			.120						10017777
		CLEAN CHEM / CHEMCO INC FRANKLIN TN		3.60													1.20		10017777
		CLEAN CHEM / WALTHAM MASS				1.20	.600			.600									10018277
		CLEAN CHEM / ANGELES CA				.240							2.40						00118277
		CLEANCO / VILLA PARK OHIO		7.80		1.20			.60			.60	.60				.60	1.20	10018907
		CLEANCO CHEM CITY OF IND CA				.60		.60									.120		10018117
		CLEANER CHEM / STOCK CITY PA		1.80		.180						.180							10018599
		CLEANER CHEM OF APPL PHIL PA				.600	.600												00117457
		CONTINENTAL BAKING MILWAUKEE WI				.60				.60									00117944
		CONTINENTAL CONT'L BAKERS ASH				.60									3.60				00217944
70		CONTINENTAL BAK SACRAMENTO CA		.120															10018840
70		CONTINENTAL BAK SCHILLER PK IL		.600															10018854
70		CONTINENTAL BAKING DETROIT MI		3.00															10016802
		MFG. CUST. TOT-CONTINENTAL BAK		9.02															00046
		CONTINENTAL BAK CARTERET N J		.600														.600	00118244
		CONTINENTAL BAK ARLINGTON ILL		.240															10019714
		CORTLAND LINE CORTLAND NY		.600															10019919
		CORTLAND INTERNATIONAL KNOX ILL				1.20							1.20						00211557
		CROWN RUBB DIV WASHINGTON PA		4.80													1.20		10018934
		CROWN ZELLERBACH ANTIOCH CA		2.40															00115517
		CROWN ZELLERBACH ANTIOCH CALIF				.600							.600						00204634
		CROWN ZELLERBACH / CROWN ZELLERBACH OAKVILLE CA	3.00	2.60	3.00														00115576
		CROWN ZELLERBACH WESLACO TX		2.40		.600									.60	2.40			00115541
		MFG. CUST. TOT-CROWN ZELLERBAC	3.00	8.40	3.00	1.20							.60		.60	2.40			00046221
		CURTIS MFG ST LOUIS MO	2.00	2.40	2.00	2.40	.600				.600	.600			.600	.600		.600	10020522
		CURTIS MATH CHEMICAL PA		.240															00115681
		D A STUART OIL CHIC ILL				.780	.180	.600											10018501
		DBA CORPORATION CHURUBUS IN		1.20															00118818

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PUR. SEPT 1980

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.GRO.GR.
		THERMINOL FS-2																	1040-265-41
		DANA CORPORATION CHG JACKSON TN				1.60				.60			1.20						00178187
		DCA FOOD NORTH LAKE IL		1.20												1.20			10021251
		DCA FOOD ELLICOTT CITY MD		.600															10021278
		DCA FOOD CANTONLY [illegible]		.120															00113894
		ACCT CUST. TOT-DCA FOOD [illegible]		.720												1.20			10021243
		DIKEMAN LAMINATING CLIFTON NJ		.120												.120			10022944
		DIXIE CHEM CO HOUSTON TX		.600															10022591
		DOLLY MADISON CAKES LOS ANG CA		.60		1.20	1.20												10028630
		DONJE CAL THEWES CERITAS CA		.360		.360						.120			.120			.120	10022657
		DOUBLEDAY HANOVER PA		.600		.480		.120		.060			.300						10023762
		DOW CORNING MIDLAND MICH				2.40										.40			10022981
		E I DU PONT DE NEMOUR WILM DE				3.80													10023504
		E I DU PONT DE NEMOUR CHGO IL		.600															10023629
		E I DU PONT DE KINGSTON NJ	5.00	40.6	5.00	20.4	20.4												10023831
		E I DU PONT DE WASHINGTON WV				.180								.180					10024245
		ACCT CUST. TOT-E I DU PONT DE	5.00	41.4	5.00	20.6	20.4												10023564
		ENGRAMETALLIC CORP KALAMAZOO MI		.600		.600		.600										.600	00134121
		E C HEGAN CO PITTSBURG PA																	10030038
		EIMA EASTMAN KINGSPORT TENN		.999		.720		.120				.220							10023547
		EMPIRE GRAPH PROCESS BARLYN NY		1.68		1.20		.600		.600		.600				.600			10023059
		ENTERPRISE PT MFG CHICAGO IL	6.00		5.00														10026614
		ESSEX WIRE FT WAYNE IN		.240		.240				.240						.240			10026733
		FABRI KAL CORP KALAMAZOO MICH				.330		.165			.165								00164603
		FAIRBANK MORSE ALBANY IN	1.00		1.00														10027183
		FAIRCHILD ENGINE BATSHORE NY				4.80						4.80							10027209
		FIBERGLAS BOARD CORP SOUTH GATE CA				2.40		2.40											00164614
		FIRESTONE MOBLESVILLE IN	6.00	7.20	6.00	13.8	10.2												10024031
		FIRESTONE TIRE DECATUR IL		.060		.060	.060											.060	10024108
		FIRESTONE TIRE AKRON OH		.240												.060			10028116
		FIRESTONE LATEX DIV AKRON OH		.060															10030174
		FIRESTONE TIRE DES MOINES IA		3.00		.065							.065						10028140
		FIRESTONE T & R PROD PITTSTOWN		1.20															10024115
		ACCT CUST. TOT-FIRESTONE TIRE	6.00	11.8	6.00	13.9	10.2												10024116
		FISHER CORP COLLEGE PARK GA		3.30															00082163
		FORD MOTOR DEARBORN MICH	25.0		25.0	6.00				.600									10029019
		FORD MTR-DEARBORN MICH				6.00													10027981
		FORD MOTOR CO DEARBORN MI		25.2															00166824
		FORD MOTOR DEARBORN MICH		1.20															00118495

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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-OP
		THE GENERAL TIRE																	1040-263-11
		FORD MOTOR CO CARTERET NJ																	00211905
		AGENT CUST. TOT-FORD MOTOR DEAR																	10029015
		FORD MOTOR GEN SER DEARBORN MI MCS ENGINEERING																	00210879 00130-68
		GELCO CORP CRANSTON R I GENERAL AMER REF DES PLAINES IL																	10030658 00296203
		GENERAL AMER TRANS CORP NILES IL GENERAL MOTORS MUNCIE IN																	00198311 00115668
		GENERAL TIRE - RUB AKRON OH GENERAL TIRE - RUB BARBERTON OH																	10033179 10033185
		GENERAL TIRE - RUB CINCINNATI OH GENERAL TIRE - RUB COLUMBUS MS																	10033177 10033178
		GENERAL TIRE - RUB JEANETTE PA GENERAL TIRE - RUB WATERBORO NY																	10033160 10031640
		AGENT CUST. TOT-GENL TIRE - RUB																	10033144
		GEORGE COMPANY ST LOUIS MO GOODRICH AKRON OHIO																	10033216 10033132
		GOODYEAR AEROSPACE AKRON OH GOODYEAR TIRE AKRON OH																	10034465 10034966
		GORDEN FOOD THORDE THOROFAR NJ GRACE CHEMICAL KY																	00121231 10034981
		GREAT ATLANTIC PACIFIC BALTIMORE GREENBAY PACKAGING HAUSAU WISC																	00165433 00207516
		GREENTREE ELECTRON IRVINE CA GULF OIL CO PITTS HENDERSON KY																	00121636 00121784
		GULF OIL HENDERSON KY GULTON INDUSTRIES METUCHEN NJ																	00121924 10036483
		HAMILTON MFG RICHMOND VA HAMILTON STD WINDSOR LOCKS CT																	10036526 10036562
		HARVEY ALUM TORRANCE CAL HEAT ENGR INC																	10037050 00196169
		HAVEG CORP WILMINGTON DE HERCULES INC GLEN FALLES NY																	10037174 10037700

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PRODUCT/CUSTOMER SALES REPORT

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.-OP.
		THOMINOL FR-2																	1040-265-11
	27	•DRAGON LABORATORIES BRONX NY	10.0		10.0														00123994
	27	•H L NELSON STATESVILLE NC		.165													.165		00155330
	03	•HENRY FORD HOSPITAL DETROIT MI				.550									.550				00214315
	03	•HOOKER CHEM TAFT LA																	10038693
	27	•HOOKER CHEM HICKSVILLE NY				7.20					7.20								10038677
	27	•HOOKER CHEM NIAGARA FALLS NY	60.0	61.2	60.0	61.2				20.4		20.4	33.0						10038703
		AGENT CUST. TOT-HOOKER CHEM NIA	60.0	61.2	60.0	61.2				20.4	13.2	20.4	33.0						1003A707
	27	•HORN-HAGDART PHA PHIL PA		.360		.550						.165	.165		.220			.100	10038934
	27	•HOWARD JOHNSON RANDOLPH MASS				3.00					3.00								00197742
	27	•HUNT FOOD FULLERTN CALIF				.600													10039540
	03	•HUNT-WESSON FOODS FULLERTO CA		.600															00125024
		•INTER ENGINEER CO	12.0																00191144
	27	•ICI AMERICAN INC DIGHTON MA				1.80						1.80							10039908
	27	•ICA INDS INC NORTHBROOK ILL				.600						.600							10040173
	27	•CRAWFORD MFG RICHMOND VA		1.20		1.20		1.20									1.20		10220085
	27	•INMONT CORP DETROIT MICH	5.00	30.0	5.00														10040922
	27	•INMONT CORP ST LOUIS MO	5.00	5.40	5.00														10040655
	27	•INMONT CORP CINCINNATI OHIO		16.5		5.65	2.0	.7					3.0	3.0			10.9	.1	10040734
	27	•INMONT CORP TOLEDO OHIO	5.00	5.40	5.00	1.20								1.20			4.80		10040876
		AGENT CUST. TOT-INMONT CO NYC N	15.0	65.7	15.0	15.9	3.0	.7					3.0	4.2			24.7	.1	00044823
	27	•INTERNATL PAP PEND OU LACK NI				2.40									2.40				00219331
	27	•INTER AMERICAN FUS BROWNSVI TX		1.20															00125563
	27	•INTERFACE INTER PIGER IRVINE CA	3.00		3.00	3.00									3.00				10041726
	27	•INTL FLAVORS PETERSBURG NJ		1.20		1.20					1.20							1.20	10041235
	27	INTL FLAVORS UNION BEACH NJ	2.00	4.80	2.00	4.80							3.60				1.20		100-1244
	27	•INTL FLAVORS FRAG OUDONTON NJ		1.80															00125076
		AGENT CUST. TOT-INTL FLAVORS NY	2.00	12.6	2.00	4.80					1.20		1.20				1.20	1.20	10041234
	27	•INTERNATIONAL PAPR WAUKESHA WI				1.20					.600			.600					00156657
	27	•INTERNATL PAPER SOMERVILLE MA				.40													00173494
	27	INTERNATL PAP CAMDEN AR		3.00		.20					.600	.600						.600	00125965
	19	INTL PAP AUSURNDALE FLA		.600															10041473
		INTL PAP SPRINGHILL LA		.600		.60				.600									10041644
		INTERNATIONAL PAP HOWELL MI		.600															10041422
		AGENT CUST. TOT-INTL PAPER CO N		4.80		4.20				.6	.60	.60						.60	00844504
	27	•INTRACHEMICALS MANKATO MS		4.20												4.20			00125954
	09	•INTERSTATE BAKER CHICAGO IL		1.20		1.20								.600		.600			10041845

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A/C	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.-GRO.-DIV.
		[illegible]																	10[illegible]
		•J [illegible] EDISON NJ																	
		•JEFF [illegible] HANOVER PA										1.00							
		•K & S MANUFACTURING CORP PT PL														.120			00126075
		•KELLOGG CO PANAMA NEB																	
		•KENT CORP EVANSVILLE IN	1.00	1.00	2.00	1.20						.800				.600			
		•KOCH EVANSVILLE IN														.350			
		•LOGAN CO BRIDGEVILLE PA																	
		•MORRISS CONSTRUCTION SER K MI																	
		•OWENS PAPER CO LAWRENCE KS																	
		•PENNZOIL DEER PK TEXAS																	
		•PRINTING SALES PAINESVILLE OH																	
		•PRINT CUSTOM AUTOMATIC COMP																	
		•RAINFLEX CORP CHICAGO IL																	
		•RICHARDSON GOLEMAN & NORWOOD SM																	
		•SCHOOL SUPPLY CO CANAAN CONN																	
		•SEAGRAVE CORP CLEVELAND OH																	
		•SHAGUTA INC SPARTANBURG SC	4.00		4.00														
		•SHAVER FARMS INC LEXINGTON KY																	
		•SIMPSON GOLEMAN & NORWOOD SM																	
		•SOUTHERN SUPPLY CO CANAAN CONN																	
		•SPRINGFIELD SENTINEL SPRINGFIELD IL																	
		•STEAM CORP CHILLICOTHE OH																	
		•STEVENS & WATTS WASHINGTON DC																	
		•TAYLOR & FISH MANUFACTURING CO																	
		•TRANSCONTINENTAL PIPE LINE HOUSTON TX																	
		•TRUSTEES OF THE ESTATE OF BERNICE P BISHOP HONOLULU HI																	
		•UNION CARBIDE CHEMICALS & PLASTICS CO NEW YORK NY

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DIRECT [illegible] — [illegible] DIVISION FORECASTING REPORT — FOR SEPT 1969 — PAGE 27

PRODUCT/CUSTOMER SALES REPORT

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.-OP.
		CREAMTROL FR-2																	1040-465-11
	4	.ARDSHEAD MALH MINNEAPOLIS MINN				3.60	3.60												
	2	.[illegible] SALTUS CO SK SILV SPGS MD		2.60		.80								1.20	.60	.90			00162191 10073677
	4	.THE KELLOGG CO OMAHA NB	2.00	4.60	2.00												1.20		00126802
	2	.W. FRANKLIN MADISON WI		1.[illegible]		.80						.80							10056889
	4	.NATL LEAD PERTH AMBOY NJ	6.00		4.00														10056640
	2	.NATL LEAD SAYREVILLE NJ	4.00	4.50	4.00	2.60				1.80									10056705
	4	.NATIONAL TEA CO CHICAGO IL	10.0	9.00	10.0														10057000
	2	.NATIONAL WAX SKOKIE ILLINOIS				1.20					1.20								00196577
	4	.US INDUSTRIAL CINCINNATI OHIO				1.20		1.20											00170348
	4	.NATL STARCH PLAINFIELD NJ	6.00		6.00														10056969
	4	.U S INDUSTRIAL DIV CINCINNA OH	3.00	3.60	3.00	1.20							1.20						00143065
	2	.NATIONAL FELT EASTHAMPTON MA		.600		.600		.600									.600		10056402
	4	.CARL A NEWELL GLENDALE CA		.120															00131555
	2	.NORMAN ENGINEERING TONAWAND NY		.2															00131695
	3	.NORTH AMERICAN ROCKWL COLUM OH		.060		.165		.165											10058082
	3	.OHIO SEALER DAYTON OH				.600				.300									10058945
	4	.OMEGA RUBBER PROD FT WAYNE IN		.600		.600		.600									.600		00088250
	2	.ONYX CHEM JERSEY CITY	.00	7.20	2.[illegible]	1.80				.20			1.20	1.20	1.20	1.20	1.20		10059380
	4	.OWENS ILLINOIS LOS ANGELES CA		1.40													1.20		10059810
		.PACIFIC AIRMOTIVE BURBANK CA																	10060087
	3	.PAGE PLM & TLTG DEARBORN MI		2.40															00132667
	3	.PAGE PLM & TLTG DETROIT MI		20.4															00132675
	4	.PAPER CONVERTING CHICAGO ILL				.600				.400									00176603
	2	.PARKE DAVIS & CO HOLLAND MI		2.40															10060083
	0	.PASADENA HYDRAULICS	10.0																00196636
	4	.PATRICK & CO SAN FRAN CA		.120		.110									.110				10061031
	1	.PATTERSON IND E LIVERPOOL OH		.220															10081144
	2	.C A PATTERSON KAN CITY MO	40.0		40.0														10081215
	4	.PEAPSALL CHEM PHIL HOUSTON TX	1.00		1.00														00130643
	9	.PENN CORP LYONS ILL	2.00		2.00	1.20								1.20					00159971
	1	.PENN SERVICE CLEVELAND OHIO		.600															10061320
	9	.PLASTOMER CHGO DESPLAINES ILL		3.00															10071887
	4	.PITTSBURGH CO LOS ANGELES CA	8.00	4.20	8.00	4.80									3.40				10029060
	2	.PITTSBURGH INC DETROIT MI	5.00	6.60	5.00	2.40													10029044
	4	.POLYSTER CHEM RIDGEFIELD NJ		.600		1.20		1.20		1.80		1.80	1.80						10042217
	2	.PHILLIPS PET BARTLESVILLE OK	5.00	.060	1.00														10062053
	4	.PIEDMONT MFG ALTAVISTA VA		.110															10062053
	2	.PILLSBURY TERRE HAUTE IN	2.00	4.80	2.00	2.40									2.40		1.40		10063102
	4	.PLUNGER PLASTIC AUBURN ME				.600		.600											10060309
	4	.PPG-NIKSOL CHEM DENARK NJ	10.0	13.0	10.0														00133910
	4	.PPG NATRIUM WV	2.00	7.20	1.00	10.8									10.8				00181965
	2	.PPG CISCLEVIL OH	0.00	30.0	3.00	24.0				.60				6.00					10063102
	4	.PAGING CORP VINCENNE IN		2.40															00132647
	2	.PLASTIC - RUBBER ONTARIO CA		0.60															00152101

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M G R	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.ORD.GP.
		THERMOLYTE-2																	

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FOR SEPT 1969

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
		AGENT CUST. TOT-SHELL OIL NYC	20.0	14.4	20.0	4.20								3.60	.60				00045236
		YOUNGWOOD PA-P																	1040-245-11
		SHERWIN WMS CINCINNATI OHIO	7.0		4.0														00058026
		SHERWIN WMS EMERYVILLE CA	15.0	6.60	10.0														10072611
		SHERWIN WILLIAMS CHGO IL		9.90													4.80		10072654
		SHERWIN WILLIAMS CLEVELAND OH				3.60			3.60										10072794
		AGENT CUST. TOT-SHERWIN WILLIAM	17.0	11.6	12.0	3.60			3.60								4.80		10072704
		.A.O. SMITH CORP LITTLE ROCK ARK		3.60		.600	.600										.600		00136266
		.SOUTEX CHEM NT HOLLY N C				1.32					.600				.600				00093866
		.SOUTHERN CONT CON DEER PARK NY				1.20		1.20											00160084
		.SOUTHWEST GREASE COMPTON CA				1.20					1.20								10074467
		.ST JOE PAPER CO MESQUITE TX				2.40	2.40												00159212
		.ST REGIS PAPER N NYACK NY		.600															10076330
		.CHEVRON CHEM RICHMOND CALIF		.960															10016213
		.TEXACO INC CAL GAVIOTA CALIF		12.6		3.60	2.40	1.20								1.80		4.80	10074120
		.STANDARD PACKAGING CRANBURY NJ				1.20						.600			.600				10079173
		.TOCHEM HOBOKEN CHARLOTT NC	1.00		1.00														00136894
		.STANDARD PAVING & LOUISVIL KY		1.20		1.20									1.20				00134973
		.STANLEY WORKS NEW BRITAIN CT		1.50		2.30		.600		.600		.550			.550	.300		.600	10076301
		.STAUFFER CALLIPOLIS FERRY WV		.600															10079627
		.STERLING RUBBER EASTON MA	4.00	5.60	4.00	1.80							1.80						10075210
		.J P STEVENS GREENVILLE SC	1.00		1.00														00134284
		.STONE CONTAINER CORP CHIC ILL	3.00	7.20	2.00	2.40							.60		1.80		.60		10076250
		.STOP AND SHOP BOSTON MASS				1.20									1.20				00214661
		.SUCCESS INC EASTMAN GA	1.00		1.00														00214681
		.SUNRAY OX OIL FRANKLIN LA		1.20															00139467
		.SYSTEMS PRINTERS SANTA FE CA		.120		.165					.180		.015						00139742
		.THE TECH CH WALLINGFORD CT		.600															10078803
		.TERRELL CORP KILN PASS				1.80				1.20					.60				10078911
		.TEXAS-REFINING FORT WORTH TX		1.80															00140444
		.TRAY-R SCHOOL ENG HANOVER NH		.063															00140611
		.THERAPEUTICS INC FELLONS CALIF				21.0							21.0						00208426
		.UNILEVER KAOLIN SANDERSVILLE GA				12.2								12.2					10075784
		.TITANIUM CHEM ASHTABULA OH	90.0	31.2	40.0	39.6	12.6												10080258
		.TRAVENOL 2 BROWNSVILLE TX				1.20						1.20							00208601
		.TROY MILLS INC TROY NH		.360															10081124
		.GOALS UNASGND FOR QK THRU 1553	100		10														00165284
		.GOALS UNASGND FOR QK THRU 1552	194		10														00165285
		.GOALS UNASGND FOR QK THRU 1551	90.0		30														00165577
		.GOALS UNASGND FOR QK THRU 1550	50.0		20														00165801
		.GOALS UNASGND FOR QK THRU 1549	70.0		70														00165811

DSW 313960

STLCOPCB405044

G2142-5

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.
		THERMOGEL 19-2																	1040-26-11
		.GOALS UNASSIGNED FOR EXISTING USES																	00165[illegible]
		.GOALS UNASSIGNED FOR POTENTIALS																	00165[illegible]
G		.LEVER BROTHERS CO LOS ANGELES CA	[illegible]	55.2	[illegible]	[illegible]													00127[illegible]
		LEVER BROTHERS																	
		T J LIPTON ENGLEWOOD CLIFFS NJ		.80													.80		00186940
		AGENT CUST. TGT-UNILEVER LTD PA	22.0	55.2	22.0	3.[illegible]							2.20				.[illegible]8		00[illegible]
		.UNION CAMP CORP MORRISTOWN TN				1.40				.40			.40						00127[illegible]
		UNION BAG CAMP SAVANNAH GA				[illegible]													00186940
		UNION BAG CAMP PAPER CORP LAKELAND FL	3.00	2.40	1.00	.60						.600							10002[illegible]
		AGENT CUST. TGT-UNION BAG CAMP	1.00	3.60	1.00	3.60						.80	.40		.60				00[illegible]
		.UNION CAMP CORP DECATUR ILL				[illegible]									[illegible]				00[illegible]
		.UNION CARBIDE MARIETTA OHIO	2.00			3.20								1.60				[illegible]	10082[illegible]
		UNION CARBIDE MAUD HARRIS TEXAS	3.00	40.0	30.0	7.2[illegible]								7.20				2.40	10081977
		AGENT CUST. TGT-UNION CARBIDE	3.00	24.0	20.0	14.[illegible]								14.[illegible]	2.4[illegible]			2.4[illegible]	00[illegible]
		.UNIVERSAL PORT ARTHUR TEX	1.00	48.0	40.0	[illegible]													00[illegible]
		.PLAT[illegible] BRENNER UNITED FL				1.20								1.20					00134588
		.UNITED PALM BEACH FL		[illegible]		2.[illegible]	.60												10045[illegible]
		UNITED AIRCRAFT CORP S HARTFORD CT		1.40															00158[illegible]
		AGENT CUST. TGT-UNITED AIRCRAFT		.[illegible]		3.60	.60							1.20					10082927
		.UNITED RESIN PROD BROOKLYN NY	3.00	1.60	1.00	1.60		1.60								.[illegible]00		1.60	10083[illegible]
		CONTAINER CORP - PECK'S TOTOWA NJ		1.80															10085[illegible]
		.SUPP OFFICE INDIAN HEAD		1.20											1.20				00142743
		.U S GYPSUM CO LA PORTE IND		[illegible]		1.20													00142[illegible]
		AGENT CHEM DIV-MIDDLETOWN		.[illegible]00															10081327
		U S MOLYBDENUM CHICAGO ILL	2.00	[illegible].20	2.00														00153073
		.VAN WATERS - R ALBUQUERQUE, N	[illegible]		[illegible]	[illegible]				1.20	.60								10086221
		VANWATERS - ROGERS QUESTA N M																	10086248
		VAN WATERS & RO LOS ANGELES CA				[illegible]00					.600								00179088
		AGENT CUST. TGT-VAN WATERS-ROGERS	[illegible]		3.[illegible]	[illegible].80				.20	1.60								00047627
		.VAN DYK AND CO BELLEVILLE NJ		1.20		3.[illegible]								1.20	1.60				10086086
		VAPOR CORPORATION NILES IL	[illegible].00	[illegible].0	2.00														10086264
		.VELSICOL CHEM MARSHALL ILL		2.40														2.40	10086426
		VELSICOL CHEM MEMPHIS TENN	11.0	[illegible].[illegible]	10.[illegible]	[illegible].80													10086462

DSW 313961

STLCOPCB405045

G21425

PAPER PATENT BRANCH

FOR SEPT 1969

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAIN ORG. CD
		ORIGINAL FR-2																	1040-265-11
		WESTVACO CORP SANDUSKY OHIO																	
		WESTVACO CORP NORWICH CT																	
		WESTVACO CORP KANSAS CITY KS																	
		WESTVACO CORP BALTIMORE MD																	
		WEST VIRGINIA PULP CHICAGO IL																	
		AGENT CUST. TOT-W VA PULP-PAPER																	
		WALLACE - TIERNAN DOVER OHIO

G2142-5

M G R	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. GRO. OF
		[illegible]																	
		[illegible]																	
		[illegible]																	

G2142-S

FOR SEPT 1966 PAGE 11

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./ MATR-GRD-QR
		[illegible]																	4790-041-11
		[illegible]																	00196523
		TOTAL PRODUCT [illegible]																	4790-041-11
		[illegible]																	4790-041-11
		[illegible]																	
		.AMERICAN GENERAL BRADENTON																	00195568
		.ATA REDUCTION CO. MURRAY HILL NJ																	00107204
		.ATA REDUCTION SALE MURRAY HILL																	00107204
		.BURGESS CYCLO BROOKLYN PA																	10010977
		.BUTLER MFG CO MINNEAPOLIS MN																	00211410
		.CELANESE PLAS CLARK NJ																	10014794
		.CELANESE PLS CTR CHARLOTTE NC																	10013929
		.COMPO CHEM MANSFIELD MA																	00114863
		.DAN CHEM CO CLEVELAND OHIO																	10022947
		.DAN BADISCHE GUMPA LEE HALL VA																	00116580
		.E I DUPONT WILMING BREVARD NC																	00116963
		.EDELMANN & CO CHICAGO ILL																	00118853
		.EMC CORP LANCASTER PA																	10028093
		.FOWLER MACHINE SANTA ANA CALIF																	00212296
		.GEN ELEC SAN JOSE CA																	10031078
		.GEN ELEC CLEVELAND OH																	10021897
		.HAMILTON STD WINDSOR LOCKS CT																	10034542
		.HERCULES INC WASHINGTON PA																	00123897
		.IOWA STATE COLLEGE AMES IA																	10031926
		.LANE COMPANY ALTAVISTA VA																	10045563
		.LESS EMMONS CLEVELAND OHIO																	10034542
		.MANSEL INSTRUMENT SKOKIE IL																	00213811
		.MINE MIN & MFG PORT LAU FL																	00120428
		.MONSANTO RESEARCH MIAMISBG OH																	10059878
		.MURTON FROZEN FOOD CROZET VA																	00130912
		.PENNWALT CO KING OF PRUSSIA PA																	10041547
		.PHILLIPS PET BARTLESVILLE OK																	10026358
		.PLASTIC PRODUCTS CO GARDEN G CA																	00124172
		.POLYCHEM CORP READING PA																	10026348
		.ROHM & HAAS CO BRISTOL PA																	10056878
		.SEMIDEFACTORY CHEM SCHE NY																	10027134
		.SCHLUMBACHER OIL CO BRONX NY																	00189100
		.TERRA AIR CO LOS ANGELES CA																	00117681
		.SUN OIL CO TEXANA-OKLAHOMA																	00196406
		SUNRAY D-X OIL TEXANA TX																	00127877
		SUNRAY D-X OIL FAIRFIELD TEX																	10027752
		AGENT COST - TOT-SUNRAY D-X OIL																	00076784
		.TECHNICAL LABORATORIES PASADENA CA																	00199904

DSW 313964

STLCOPCB4055048

G21425

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. / MAIL CAD. CK.
		TOTAL PRODUCT																	

G2142-3

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. / MAJOR-GRO-GP
		MONO ISOPROPYL BIPHENYL																	6380-000-11
		INVENTORY ADJUSTMENTS				.001						.001							0013777
		ACCUTRONICS NEWPORT BEACH CA	1.00		1.00														0018744
		PHILCO CORP NEWPORT BEACH, CA	1.00																10062350
															.041				10062350
		MCDONNEL DOUG SANTA MONICA CAL		.009															10049335
		VULCAN ENTERPRIS SAN CARLOS CA				.15									.016		.008		00218447
		PARKER SEAL BEREA KY		.072															10068931
		TOTAL PRODUCT	2.00	.121	1.00	.017						.001			.016	.041	.008		6380-000-11
			13.0	.601		.934									.080	.300	.040		
		STERLING DS																	7755-0081-11
		BAKER CHEM RICHMOND CALI																	10075321
		TOTAL PRODUCT				.235													7755-0081-11
						.081				.001									
		THERMINOL FS																	8668-000-11
		INVENT ADJUSTMENTS				.001						.001							0018777
		FEDERAL PRESS CLINTON PA				.080						.080							10018781
		MCD-DIC PONTIAC MICHIGAN				.750							.750						10085706
		ST DLEY ADHESIVES LOUISVL KY				.95							.30	.50					10027546
		NEPASHA CORPORATION INC NAH NI				.95						.95							10019896
		PAL AMERICAN PKG ST LOUIS MO				.070													10012651
		PASADENA HYDRAU S EL MONTE CA				.390									.390				00213543
		PITTSBURGH CONSTRUCTION PGH				.2							.15						8668-000-11
		PETROLITE CHEM CARTERET NJ				1.00								.500					10043078
		DIVERSEY CORP CHAT NAPERVILLE IL				.500									.500				8668-000-11
		U S GYPSUM SOUTHGATE CAL				.100				.002				.050					10088405
		BOSTROM CORP MILWAUKEE WISC				.100													10013176
		TOTAL PRODUCT																	8668-000-11
						.10													
		THERMINOL 66																	8668-000-11
		LEAFS ACCOUNT																	00180161
		UNITY SOLV OF AKRON AKRON																	10010
		ALLIED CHEM MORRISTOWN NJ				.010													10000210
		DAP CYANAMID BOUND BR NJ	.00			.10													10000210
		ALCHEM KOKA KOKA N C																	10000761
		CPC KOKOMO LOUISIANA TN																	10000761
		ARAPAHOE CHEM BOULDER CO																	10000761

DSW 313966

STLCOPCB4055050

G2142-5

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.-GRO.-OP.

G2142-5

M G R	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.
		THERMAGUE 55																	[illegible]3-066-11
		FORD MOTOR CO MT CLEMENS MI	.400	13.1	4.2[illegible]	4.62	.92					3.68				4.14	1.84		10029051
		FORMOST CHEM CO OAKLAND																	00195561
		FOSTER GRANT LEOMINSTER MASS				.400													00171255
		FOSTER GRANT [illegible]		.4[illegible]								.44			.600				10020293
		GENERAL MILLS KANKAKEE ILL				10.[illegible]								.92	9.20				10032474
		GEN ELEC CINCINNATI OH				.0[illegible]								.000					10031635
		B F GOODRICH AVON LAKE OH				.120		.12											10034132
		GOODRICH-GULF INDEPENDENCE OH		2.480															10034469
		GREENTREE ELECTRON IRVINE CA		4.[illegible]		1.90						1.30			.60				00121030
		A GROSS & CO NEWARK NJ		15.[illegible]		2.3[illegible]								1.30					00121673
		HACHMEISTER INC MCKEES ROCKS P				21.0		[illegible]											10356275
		HARRY INC ST PAUL MINNESOTA				.24[illegible]					.26								0017[illegible]912
		HAVEG CORP WILMINGTON DE				.120								.120					1005[illegible]174
		[illegible] GARDENA CALIF	3.00	4.14	3.0[illegible]	1.34	.920						.460						1004[illegible]162
		HILTS PHOTO INC DETROIT MI		1.30															00124109
		HODAG CHEMICAL MONTAGUE MI		3.4[illegible]		.11					1.15		1.36			2.30		1.15	0019[illegible]024
		HYDRAULIC [illegible] BURBANK CA		.925															10035600
		KAISER ALUM & CHEM CHICAGO ILL				.200									.200				0025[illegible]
		[illegible] CHEM SOUTH [illegible] NJ		4.66		2.76									2.76			2.76	00127420
		LIBERTY MACH PATERSON NJ		.100		.480	.4[illegible]												1004[illegible]
		LUKA CORPORATION CHARLOTTE NC		.[illegible]														.960	1004[illegible]
		MERCURY MOLD MACH SCOTCH P NJ		.39															[illegible]
		MERCURY PHOTO SERV LONG BEA CA		.4[illegible]															[illegible]
		[illegible] RESEARCH GLENDALE CAL				.12[illegible]									.240				[illegible]
		MINN MIN CHEMOLITE SIDING MN		.925															1005[illegible]
		MINN MIN & MFG ST PAUL MN		17.0		3.06							3.4[illegible]				4.60		1005301[illegible]
		[illegible] PHOTO SE SEATTLE WA		.240															0015[illegible]
		[illegible] AVIATION GRANDVIEW TX				1.2[illegible]													0017[illegible]
		CARL M NEWELL GLENDALE CA		.100															0013155[illegible]
		[illegible] INDUSTRIES UNION ILL	10.0	5.55	10.0														1004[illegible]
		[illegible] INDUSTRIES HAMILTON OH		10.[illegible]		7.42										1.6[illegible]			0010169[illegible]
		[illegible] CHEMICALS INC MEMPHIS TN				3.[illegible]	1.2[illegible]												[illegible]
		[illegible] CHEMICALS WOODSTOCK [illegible]				.566													0017074[illegible]
		NORMAN ENGINEERING TONAWANDA NY	40.0																[illegible]
		NORTHERN NATURAL GAS WICHITA KA				.460									.460				0021579[illegible]
		[illegible] AT LAUDERDALE FLA				.12[illegible]							1.2[illegible]						0020065[illegible]
		[illegible] PHOTO SERV LAURENS SC		.200														.080	[illegible]
		PERFECT PHOTO [illegible] CHARLOTTE NC		.400															[illegible]
		[illegible] PA PHILADELPHIA PA		.5[illegible]															[illegible]
		[illegible] PHOTO TEXAS HOUSTON TX																	[illegible]
		[illegible] CHEM NEWARK NJ	5.00	29.[illegible]	5.[illegible]	[illegible]							1[illegible]	23.9					[illegible]
		[illegible] CAMBRIDGE MA		.2[illegible]															[illegible]

PAPER PAT'D BY N.C.R. CO.

DSW 313968

STLCOPCB4055052

G2142-5

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.-GRO.-GR.

G2142-B

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. CMD. OF

G2142-5

M G R	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. CKT. OR
		77																	

DSW 313971

STLCOPCB4055055

Computer Runs / Mar. 1970

DSW 313972

STLCOPCB4055056

G2142-5

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.
		[illegible]																	[illegible]
		[illegible]				[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12.[illegible]	37.4	2.7	
		[illegible]																	1040-230-11
		[illegible]										1.1[illegible]							10088755 10088420
		[illegible]				11.[illegible]			[illegible]			2.7		2.3	10.5				00211919 00286781
		[illegible]		[illegible]												11.0			[illegible] 10055552
		[illegible]		[illegible]		[illegible]		[illegible]					1.1						[illegible] 10116983
		[illegible]		[illegible]		[illegible]	[illegible]	[illegible]	[illegible]										10917917
		[illegible]		[illegible]		91.[illegible]	12.7	17.[illegible]	[illegible]				1.1						00045977
		[illegible]	[illegible]	[illegible]	[illegible]					1.[illegible]	[illegible]								00045473 00116383
		[illegible]		[illegible]		[illegible]			.79							.550			10065874 00141631
		[illegible]		[illegible]													.550	.15[illegible]	[illegible] 10038785
		[illegible]		[illegible]		[illegible]		[illegible]	[illegible]									.050	[illegible] 10392434
		TOTAL PRODUCT [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3.[illegible]	1.1	23.7	10.5	22.6	.6	.2	1040-230-11
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.[illegible]	[illegible]	.7	.2	2.6	2.0	3.3	.1	.1	
		[illegible]																	1040-240-11
		[illegible]		[illegible]								.22[illegible]							[illegible] 10013761
		[illegible]		[illegible]									.5[illegible]				1.20		
		[illegible]		[illegible]									.16[illegible]						[illegible] 00152[illegible]
		[illegible]		[illegible]						.6[illegible]					3.60[illegible]				[illegible] 10021227
		[illegible]		[illegible]		[illegible]		[illegible]											[illegible] 00[illegible]
		[illegible]		[illegible]															[illegible] 00[illegible]
		[illegible]		[illegible]									.16[illegible]						[illegible] 00216135
		[illegible]		[illegible]		[illegible]	[illegible]					.[illegible]							[illegible] 10046555
1141		[illegible] MOBIL CHEM CO CLEVELAND OHIO	[illegible]	[illegible]	[illegible]					.[illegible]									[illegible] 10354362
		[illegible]		[illegible]						[illegible]									[illegible] [illegible]

DSW 313973

PAPER PATD BY N.C.R. CO.
STLCOPCB4055057

G2142-5

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.
		[illegible]																	
		[illegible]																	
		[illegible] FOR SPECIAL CHARLOTTE NR																	
		[illegible]																	
		[illegible]																	
		[illegible]

G21475

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.
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		TOTAL PRODUCT * * * * * * * * * *	[illegible]	44	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	55.4	50.5	51.1	1.2	[illegible]
		* * * * * * * * * *	73.4	69.4	73.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	8.6	8.0	8.1	.2	
		ARGUCLOR-1248 MIXTURE																	1040-261-11
		[illegible]	[illegible]																10029236
		TOTAL PRODUCT * * * * * * * * * *	[illegible]																1040-261-11
		* * * * * * * * * *																	
		ARGUCLOR EL/1254-44657																	[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]							[illegible]			22.1				[illegible]
		TOTAL PRODUCT * * * * * * * * * *	[illegible]	[illegible]	[illegible]							[illegible]			22.1				1040-484-11
		* * * * * * * * * *	17.4	[illegible]	17.4							[illegible]			4.59				
		ARGUCLOR 1254																	1040-[illegible]-11
		[illegible]																	[illegible]
		[illegible]													.300				[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]

CONTINUOUS STATIONERY ® MOORE BUSINESS FORMS, INC. PAPER PATD BY N.C.R. CO.

DSW 313975

STLCOPCB4055059

G2142-5

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.

G2142-5

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.

G2142-5

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.
		TOTAL PRODUCT																	
		TOTAL PRODUCT																	

G2142-5

M G R	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.

DSW 313980

Customer Runs/Dec. 1971

Save for file

FIND →				24,894	4,150		AR	
							AR 002139	
					220	165		
							AR 002846	00164463
				44,050	1,095		AR 005922	
							AR 006305	
1237 VARIOUS 1242								
1237 ARCHER 1254				1,863,980	287,336	1,600,000		1040-240-16
TOTAL LOSTAR				34,200	6,964	25,000		1040-280-16
				1,898,180	294,300	1,625,000		10001313
1866 IMERTEEN PPG				24,264	4,659		AR 007392	00259462
							AR 007722	
1355 TRANSTHERM PYRANOL A13633				195	68		AR 999999	00222960
1355 TRANSTHERM PYRANOL A13633				195	59		AR 002372	
								10001811
TOTAL				165	75			10001811

DSW 313981

STLCOPCB4055065

				TOTAL LAST YEAR SALES		TOTAL YEAR GOAL 1985	COST ID
						AR 010500	00264008 1040-281-16
						AR 012794	1050-210-16
						AR 013527	00049039 03102956 1050-210-16
ALLIS-CHALMERS DES MOINES IA 1247 INLAT 70-30				3,379	657	AR 014014	00226084 1050-210-16
				1,774	2,103	AR 014014	1050-210-16
ALLIS-CHALMERS CARLSBAD NM 1247 INLAT 70-30	1,740	324				AR 014014	00248049 1050-210-16
						AR 014014	00164119 1050-210-16
ALLIS CHALMERS PITTS PA 1247 INSERTER 70-30	476,730	92,000	1,109,786	214,819	1,700,000	AR 014014 1,700,000	10002664 1050-210-16
					217,479	1,700,000	
AMERICAN YARN MILL SAVANNAH GA 1247 INSERTER 70-30	674	152				AR 020226	00150398 1050-210-16
					179	AR 020[illegible]	1050-210-16
				1,450	271	AR 020800	00089761 00089761 1050-100-16
					92	AR 021184	1050-300-16

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STLCOPCB4055066

DSW 313982

					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
					UNITS	DOLLARS	GOAL $$$	MAJOR-SUB-MIN
								10004913
							AR 025888	10004913
1237		4,720	1,514	16,[illegible]	27,675	5,438	50,000	1050-300-16
								00004516
							AR 790253	00021958
			7	144				1050-750-16
							AR 790255	10004755
1196			1,[illegible]	817	7,600	1,297		1040-283-16
							AR	00144770
					60	18		1040-283-16
	PAR AMER TEL AND TEL SYS CY		9,600	933	6,660	1,315		00045160
								00026693
							AR 028850	00026693
1236			4,216	1,305				1050-210-16
	AMERICAN ZINC LAST ST LOUIS MI							00236813
	AMERICAN ZINC LAST ST LOUIS MI						AR 029675	00236813
1133					574	135		1050-210-16
	AMFAC INC HONOLULU HI							10005167
	AMFAC INC HONOLULU HI						AR 030100	10005167
1866	TRANSFORM PYRANOL AI3833				3,120	925		1050-300-16
								10005574
							AR 031130	00231258
1133					250	78		1050-300-16
	ANCHOR HOCKING GLASS SALES CO						AR 031130	10005566
1237	TRANSFORM PYRANOL AI3833		1,350	304	2,025	392		1050-300-16
	ANCHOR HOCKING GLASS CORPS CO						AR 031130	10005582
1237	TRANSFORM PYRANOL AI3833		2,625	651	2,025	392		1050-300-16
TOT	PAR ANCHOR HOCKING GLASS CORP		3,975	955	4,310	862		10005574
								10005655
	ANDERSON CLAYTON & CORP						AR 031535	10005655
1932			1,[illegible]	272				1050-200-16
1932	[illegible]				4,[illegible]44	796		1050-200-16
	TOTAL [illegible]		1,[illegible]	272	4,[illegible]44	796		10005655

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DSW 313983

STLCOPCB4055067

				LAST YEA SALES		TOTAL YEAR	CUST ID
							10005965
VEAL CHEM CO E PLEASANT WV ✓						AR 035610	10005965
1237 INERTEEN 7-30				4,718	953		1050-210-16
							00214809
[illegible] Y CHEMICAL ✓						AP 036408	00214809
[illegible] 1237 [illegible]				[illegible]	98		1050-300-16
[illegible] STEEL MIDDLETOWN OH ✓							10006228
ARMCO STEEL KANSAS CITY MO ✓						AR 037510	10006198
[illegible]							1050-210-16
[illegible] STEEL GAINESVILLE TX ✓						AR 037502	00261719
1960 INERTEEN 100-42		1,200	24				1050-215-16
.AMOCO OF CHICAGO IL ✓							00161950
[illegible] OF CHICAGO [illegible] ✓						AR 700540	00243552
1237 INERTEEN CYBAN'L AL1038				675	136		1050-300-16
.ATLANTIC CITY EL ATLANTA CITY NJ ✓							00163392
ATLANTIC CITY ELEC ATLANTIC C NJ ✓						AR 045225	00163392
1237 INERTEEN PPG				1,348	272		1050-200-16
							00183008
CITY OF AUSTIN AUSTIN TX ✓						AR 048654	00183008
1960 INERTEEN 7C-30				4,718	920		1050-210-16
							00248495
[illegible] COAST ST CHAR WI ✓						AR 049420	00248495
[illegible] A 7-30		[illegible]	[illegible]				1050-210-16
.AVIATION FLUID SER OVERLAND MO							10007631
AVIATION FLUIDS OVERLAND MO						AR 049592	10007631
1185 ARCCLOR 1254				180	55		1040-280-16
[illegible] ARCCLOR 1254				180	55		1040-280-16
TOTAL CUSTOMER				360	110		10007631
							10007739
AXEL ELECTRICS JAMAICA NY						AR 049950	10007739
1237 [illegible] 1254		7,500	1,769	20,400	4,310		1040-280-16
							10038166
DALTEX [illegible] ELEC DALTO [illegible] ✓						AR 054668	10038166
1237 IN. [illegible] PPG		2,500	564	17,233	3,623		1050-200-16
							00266329
[illegible] CHEMICAL [illegible] ✓						AR 0[illegible]	[illegible]
[illegible] PARAMOUNT CHEMICAL [illegible]		[illegible]					1050-400-16

Data Documents, Inc. 02

STLCOPCB4055068

DSW 313984

						AR 070255	10009219
				33	93		1050-200-16
				11,475	2,433		1050-300-16
							00233280
						AR 074947	00233280
1257 TRANSFORM PYRAMDL AE3838				675	136		1050-300-16
							00045571
						AR 075952	
				1,348	272		1050-200-16
							00235350
						AR 077108	00235350
							00045810
						AR 087364	10010306
1855 TRANSFORM PYRAMDL AE3838		1,150	371				1050-300-16
						AR 087394	
				4,404	892		1050-200-16
TOT PAR ACISE CASCADE CORP BOISE ID		1,150	371	4,404	892		00045810
							00112011
						AR 090245	00112011
							00229210
						AR 091150	00229210
							00045853
						AR 101220	10011825
1153 INDUCTOR 22-30				2,022	394		1050-210-16
1153 TRANSFORM PYRAMDL AE3838				675	133		1050-300-16
TOTAL CUSTOMER				2,697	527		10011825
						AR 101235	10011909
TOT PAR				3,372	658		00045853

Data Documents, Inc. 02

STLCOPCB4055069

DSW 313985

						AR 102553	00184438 1050-300-16
						AR 102533	00045661 1050-200-16
						AR 104200	00045661 1050-200-16
OCCIDENTAL ELECTRICAL UNION NJ 1237 TRANSFORMER PPD			130	38		AR 104782	10012163 1050-200-16
	1,554	234				AR 111610	00252603 1050-210-16
						AR 105844	10012287 1050-210-16
	81,200	17,000				AR 106028	00250489 1050-210-16
			1,800	373		AR 106172	00112696 1050-210-16
	1,[illegible]	[illegible]				AR 108974	00094358 1050-210-16
			1,945	357		AR 113960	10013119 1050-300-16
			[illegible]	329		AR	00155636 1050-100-16
						AR 114608	00215252 1050-210-16

Data Documents, Inc. 02

STLCOPCB4055070

DSW 313986

			Y-T-D		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
							GOAL $$$	MAJ-SEG-GP
								00215252
CATIE ROSE INC LOS ANGELES CA							AR 114686	00215252
1993 TRANSFORM PYRAMID A13838					65	22		1050-300-16
TOTAL CUSTOMER					65	22		00215252
								00236659
CAYUGA MFG CAYUGA NY							AR 115630	00236659
1237 INSERTION PPG					674	136		1050-200-16
								00187143
CAYER 76 PARK CHARLESTON S C							AR 999999	00187143
1237 INSERTION PPG					1,348	264		1050-200-16
								00181374
CAZADERO SPECIST ESCONDIDO CA							AR 119180	00181374
1993 ARCTUR 1254					25,200	5,421	72,000	1040-240-16
1865 ARCTUR 1254					240	73		1040-280-16
TOTAL CUSTOMER					25,440	5,494	72,000	00181374
								00259500
CAZENELL MACHINE CO RICHMON VA							AR 120995	00259500
1237 INSERTION 70-30								1050-210-16
CAZELINA RBR HOSE SALISBURY NC								10014115
CAZELINA RBR HOS GREENVILLE SC							AR 123731	00225614
1932 ARCTUR 1254					2,400	490		1040-280-16
CAZELINA TRANS FAYETTEVILLE NC							AR 123744	10014123
1932 INSERTION 70-30			1,368	303				1050-210-16
1932 INSERTION PPG					5,438	1,093		1050-200-16
TOTAL CUSTOMER			1,368	303	5,438	1,093		10014123
CAZTLE RUBBER BUTLER PA								10014425
CAZTLE RUBBER BUTLER PA							AR 127575	10014425
1191 TRANSFORM PYRAMID A13838					65	19		1050-300-16
CATERPILLAR TRACTOR PEORIA ILL								10014549
CATERPILLAR TRACT PEORIA IL							AR 127905	10014530
1194 INSERTION 70-30					5,132	1,051		1050-210-16
								00248355
CAUCILL PIPE & MARF LOUISVL KY							AR 127988	00248355
1174 TRANSFORM PYRAMID A13838			675	152				1050-300-16
[illegible]							AR 11[illegible]	[illegible]
1193 INSERTION PPG [illegible]					675	131		1050-[illegible]-16

Data Documents, Inc. 02

STLCOPCB4055071

DSW 313987

			Y-T-D SALES	AVG SALES	PRIOR LAST YEAR SALES		TOTAL YEAR SALES	CUST ID MAJ-SUB-SP	
C & O RAILROAD CA 1405 INTERLOCK 75-20			474	148			AR 112057	00269425 00269425 1050-210-16	
CENTRAL POWER & LIGHT CORPUS CHRISTI TX 1405 INTERLOCK 75			2,400	750			AR 131628	00254460 00254460 1050-200-16	
CENTRAL ILLINOIS GRIFFEN IL 1134 INTERLOCK 1			2,320	464			AR 130398	00270393 00270393 1050-200-16	
CENTRAL ILL FUEL SER MERRIMAC IL 1134 INTERLOCK 150-42		2,400	1,400	350			AR 130398	00273287 00273287 1050-215-16	
CENTRAL ILL LIGHT CO PEORIA IL 1134 INTERLOCK 75-20					1,340	263	AR 130390	00227331 00227331 1050-210-16	
CENTRAL TRANSFORME PINE BLU AR 1405 SPOOL # 1.54					120	37	AR 132316	00113549 00113549 1040-200-16	
CERAMASEAL IND ORANGE NJ CERAMASEAL NEW LEBANON NY 1237 INTERLOCK PIN					130	38	AR 132673	10015210 10015200 1050-200-16	
CHAMPION PAPER-CINCINNATI OH CHAMPION PAPER-HAMILTON OH 1405 INTERLOCK 1.31-1.56			28,600	2,200			AP 756401	00047133 10015308 1060-200-16	
CHAMPION PNEUMATIC PRINCETON IL 1134 INTERLOCK 1-0 1134 INTERLOCK 150-42 TOTAL LOCATION			1,320 1,200 2,520	440 400 840			AR 134389	00260428 00260428 1050-210-16 1050-215-16 00260428	
AR CHASE WASHINGTON MO 1132 IR 1 1/4							AR 134491	00266280 00266280 1050-2 0-16	
CHATTANOOGA TE POW PLATTA TE 1132 TRANSFORM PYRAMEL A13733			2,325	465			AR 136689	10015499 10015499 1050-300-16	

Data Documents, Inc. 02

STLCOPCB4055072

DSW 313988

11/1/77

			Y-T-			LAST Y AR SALES		TOTAL YEAR	COST ID
									00257036
CONTAINER PROD ERWINVILLE TX								AR 172886	00257036
1232 ACCELERATED			104						1040-240-16
									00245704
ATLAS CORPORATION HOUSTON TX								AR 174099	00245704
1237 DEPRECIATION 25-30				240		72			1050-210-16
CONSOL ELEC DISTR CORONADO CA									00186031
CONSOL ELEC DISTR CORONADO CA								AR 175026	00186031
1134 TRANSFORM PYRANOL AI3836		15	60	675		164			1050-300-16
CONSOLIDATED EDISN ASTORIA NY									00152439
CONSOLIDATED EDISN ASTORIA NY								AR 175025	00152439
1237 DEPRECIATION PPD		6,745	1,217						1050-200-16
CONSOLIDATED PAP WISC GROS WI									10018552
CONSOLIDATED PAPER CO DIRON WI								AR 175452	00157309
1134 TRANSFORM PYRANOL AI3836				4,050		784			1050-300-16
CONTAINER CORP OF AM CHGO ILL									10018617
CONT CORP OF SANTA CLARA CA								AR 176128	10018609
1304 TRANSFORM PYRANOL AI3836				360		135			1050-300-16
									00223662
CONTINENTAL WIRE CABLE YORK P								AR 177417	00223662
1237 DEPRECIATION PPD				674		132			1050-200-16
									10019680
CORPUS CHR PPR CO PATON ROUGE								AR 178928	10019680
1237 DEPRECIATION 25-30		2,522	455						1050-210-16
									10019923
CUSTOM PKG CO WASHINGTON MO								AR	10019923
1237 DEPRECIATION PPD								40,000	1050-200-16
									00256196
CUTLER RICHARDSON ROYALTON ST								AR 181176	00256196
1134 TRANSFORM PYRANOL AI3836		850	208						1050-300-16
									00182702
DEPOSITORS CO AR LEDGYT ALT								AR 999999	00182702
1134 TRANSFORM PYRANOL AI3836				675		121			1050-300-16
									00228044
DIAMOND S FLEX CANTERBURY NH								AR 183433	00228044
1237 DEPRECIATION PPD				1,351		253			1050-200-16

Data Documents, Inc. 02

STLCOPCB4055074

DSW 313990

			TOTAL LAST YEAR SALES		TOTAL YEAR	COST TO	
			(000'S)	DOLLARS	GOAL LBS	MAJOR-SUB-GP	
						00115660	
CROSS MINES SYRACUSE NY					AR 186893	00115660	
1237 INERTEEN PPO			1,440	289		1050-200-16	
CROSS ZELLERBACH SAN FRAN CAL						00044221	
CROWN ZELL ST FRANCISVILLE LA					AR 188256	00221074	
1237 INERTEEN PPO			260	79		1050-200-16	
CROWN ZELLERBACH WEST LINN OR					AR 188254	10020344	
1237 INERTEEN PPO			674	166		1050-200-16	
TOT FOR CROSS ZELLERBACH SAN FRAN C			934	245		00044221	
						00242497	
DANIEL CONST JACKSON TN					AR 194395	00242497	
1932 INERTEEN 70-30			1,348	272		1050-210-16	
						00269433	
DAUPHIN ELEC HARRISBURG PA					AR 195800	00269433	
1153 TRANSFORM PYRANOL A13838	180	69				1050-300-16	
						00253383	
DELAWATER DREW PENNSVILLE NJ					AR 200403	00253383	
1237 TRANSFORM PYRANOL A13838	360	83				1050-300-16	
DETROIT EDISON CO DETROIT MI						10021952	
DETROIT EDISON CO BELLE RIV MI					AR 205350	00249785	
1153 INERTEEN 70-30	2,696	607				1050-210-16	
1153 INERTEEN 100-42	155	54				1050-215-16	
TOTAL CUSTOMER	2,851	660				00249785	
						00234168	
DIAMOND STATE ELECT NEWPORT DE					AR 207442	00234168	
1237 TRANSFORM PYRANOL A13838			130	39		1050-300-16	
DIAMOND SHAMROCK CLEVELAND OH						00046477	
DIAMOND SHAMROCK SHEFFIELD ALA					AR 207417	10022134	
1932 INERTEEN PPO	2,696	607	2,696	545		1050-200-16	
DIAMOND SHAMROCK C HOUSTON TX					AR 207418	00116297	
1153 INERTEEN 100-42	550	132				1050-215-16	
TOT FOR DIAMOND SHAMROCK CLEVELAND	3,246	739	2,696	545		00046477	
DINGS COMPANY MILWAUKEE WI						10022460	
1153 TRANSFORM PYRANOL A13838	17,412	2,733	24,300	4,530	AR 209223	10022460	
						1050-300-16	

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STLCOPCB4055075

DSW 313991

				TOTAL LAST YEAR SALES		TOTAL YEAR GOAL	CUST ID
				(000)	(UNITS)		MAJ-MIN-SUF
							10023564
						AR 216159	10022932
							1050-200-16
							10023961
						AR	10023961
1135 INERTEEN PPG	4,994	910	2,022	408			1050-200-16
							10023564
						AR 222200	00210358
				675	169		1050-[illegible]-16
						AR 222200	10023564
1237 INERTEEN 70-30	60	20					1050-210-16
1237 INERTEEN 100-42	55	18					1050-215-16
1237 INERTEEN PPG			130	38			1050-200-16
TOTAL CUSTOMER	[illegible]	[illegible]	130	38			10023564
						AR 222200	10023688
1134 ARCCLOR 1016	100	100					1040-016-16
1134 ARCCLOR 1242HIGHLY REFINED			1,980	1,980			1040-242-16
TOTAL CUSTOMER	100	100	1,980	1,980			10023688
						AR 222200	10023947
1170 ARCCLOR 1242HIGHLY REFINED			1,036	1,036			1040-242-16
TOT PAR E I DU PONT DE NEMOUR WILM	215	138	3,821	3,223			10023564
							00260029
						AR 228705	00260029
1243 INERTEEN 70-30	1,394	303					1050-210-16
							10025125
						AR 229453	10025125
[illegible]	580	83	4,680	964			1050-[illegible]-16
						AR 728300	10078547
1902 INERTEEN PPG			12,132	2,451			1050-200-16
E I DUPAR EASTMAN KODAK CO ROCHESTER	3[illegible]	83	16,812	3,415			10025125
							10025249
						AR 230975	10025249
1136 INERTEEN PPG			720	145			1050-200-16
							00117412
						AR 230975	00117412
1237 ARCCLOR 1254	5[illegible]	150	2,452	516			1040-280-16

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DSW 313992

							00163457
ELECTRIC CHEMICAL VAN HORN TX						AR 233264	00163457
1968 ENDICOTT PPD				720	145		1050-200-16
							00117560
ELECTRICAL ENGINEERING PES PORT TX						AR 999999	00117560
1130 INERTEEN 70-30		720	160				1050-210-16
							00261009
ELECTRICAL ENGINEERING IOWA CITY I						AR 234130	00261009
1130 INERTEEN 70-30		4,000	1,210				1050-210-16
							00117552
ELEC SUPP DIST CO SAN DIEGO CA						AR 234108	00117552
1968 ENDICOTT PPD				674	170		1050-200-16
							00228605
ELECTRIC SUPPLY GARY IN						AR 234105	00228605
1130 TRANSFORM PYRANOL AL3838				1,080	210		1050-300-16
							10025702
ELECTRIC APPA PHIL PA						AR 233553	10025702
1237 ENDICOTT PPD				8,752	1,741		1050-200-16
1237 TRANSFORM PYRANOL AL3838				2,709	522		1050-300-16
TOTAL CUSTOMER				11,461	2,263		10025702
							00259535
ELECTRIC INST & REP BETHEL PA						AR 233770	00259535
1131 INERTEEN 70-30		1,350	313				1050-210-16
							00253138
ELECTRIC MFG REPAIR BETHEL P P						AR 233770	00253138
1131 INERTEEN 70-30		5,078	1,144				1050-210-16
							00233781
ELEC MOTOR & SUPPLY FRESNO CA						AR 233830	00233781
1838 TRANSFORM PYRANOL AL3838		5,400	1,485	2,025	508		1050-300-16
							00196576
ELECTRIC SERVICE CINCINNATI OH						AR 233975	00196576
1171 TRANSFORM PYRANOL AL3838		6,750	1,519	4,725	914		1050-300-16
							00250899
ELECTRIC MAG MOUNT VIEW CA						AR 234258	00250899
1968 ENDICOTT 1242		1,230	290				1040-240-16

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DSW 313993

			Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR GOAL LBS	CUST ID MAJR-MIN-CD
			PRODUCT	DOLLARS	PRODUCT	DOLLARS		
								00251542
ELECTRIC SERV NEW RECEPTACL							AR 999999	00251542
1237 INSERTION 1016-42			770	245				1050-215-16
								00270784
ELECTRIC SERV CO ALCOA TE							AR 233975	00270784
1237 TRANSFORM PYRAMUL A13836			975	152				1050-300-16
								10025745
ELECTRICAL UTILIT LA SALLE IL							AR 234158	10025745
1237 ARCCLOR 1016			57,100	1,166				1040-016-16
1237 ARCCLOR 1242			702,900	122,199	1,414,440	210,188	400,000	1040-240-16
TOTAL CUSTOMER			760,000	123,365	1,414,440	210,188	400,000	10025745
								10025753
ELECTRO ENG WKS SAN LEANDRO CA							AR 234239	10025753
1237 TRANSFORM PYRAMUL A13836			8,100	1,350	16,875	4,195		1050-300-16
								10025796
ELECTRON IC COM BRIDGEPORT CT							AR 234423	10025796
1237 ARCCLOR 1016	88,700	14,484	362,200	64,089				1040-016-16
1237 ARCCLOR 1242			383,000	65,048	1,503,100	230,676	1,500,000	1040-240-16
1237 ARCCLOR DIST-1248		134	700	129				1040-260-16
1237 ARCCLOR 1254	27,000	5,830	76,600	16,469				1040-280-16
TOTAL CUSTOMER	115,700	20,448	822,300	138,725	1,503,100	230,676	1,500,000	10025796
								00165018
ELECTRONIC COMPONEN TOTOWA N J							AR 234423	1040-016-16
1237 ARCCLOR 1016			136,800	33,624				1040-240-16
1237 ARCCLOR 1242			287,900	81,750	754,460	115,781	800,000	00165018
TOTAL CUSTOMER			424,700	115,374	754,460	115,781	800,000	
TOT PAR ELECTRON IC COM BRIDGEPORT	115,700	20,448	1,247,100	224,100	2,257,560	346,457	2,300,000	10025796
								00256021
ELECTRO SEALED MASS							AR 234467	00256021
1237 TRANSFORM PYRAMUL A13836			975	152				1050-300-16
								10026253
ENERGY SYSTEMS PALO ALTO CA							AR 239288	10026253
1237 INSERTER 70-20			7,414	1,668	8,762	2,208		1050-210-16
1237 TRANSFORM PYRAMUL A13					7,425	1,864		1050-300-16
TOTAL CUSTOMER			7,414	1,668	16,187	4,372		10026253
								00180475
ENGLISH ELECTRIC CHICAGO IL								
ENGLISH ELECTRIC CAMBRIDGE MA							AR 239521	00251380
1237 INSERTER PPD			4,713	1,062				1050-200-16

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DSW 313994

			Y-T-D SALES	SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			POUNDS	DOLLARS	POUNDS	DOLLARS	GOAL $US	MAJR-GRP-GP
FED PAC ELEC NEWARK NJ								10027527
COASTEL DUL ELEC VENICE CA							AR 179301	10019834
1254 AROCLOR 1254					6,000	1,281		1040-280-16
[illegible] ELEC & NELSON NJ							AR 179301	[illegible]
1247 AROCLOR 1016		1,[illegible]	371,[illegible]	64,852				1040-016-16
1247 AROCLOR 1254			845,[illegible]	152,172	2,474,180	380,832	2,500,000	1040-240-16
1237 AROCLOR 1254					61,200	11,017	70,000	1040-280-16
TOTAL CUSTOMER	[illegible]	15,[illegible]	1,216,[illegible]	219,024	2,539,380	391,849	2,570,000	00086746
[illegible] AL PACIFIC EL MILPITAS CA							AR 254491	00153389
1660 [illegible] 70-30			235,[illegible]	47,143	185,440	17,834	100,000	1050-210-16
FEDERAL PACIFIC EL SN DIEGO CA							AR 254491	00234583
1660 INERTEEN 70-30			4,244	1,112	1,348	340		1050-210-16
FED PAC ELEC SANTA CLARA CA							AR 254492	10027517
1660 INERTEEN PPO							30,000	1050-200-16
FED PAC ELEC ST CLAIR MI							AR 254491	00250171
1153 INERTEEN 70-30			3,056	699				1050-210-16
FED PAC ELEC LONG ISLAND NY							AR 999999	00189693
1247 INERTEEN 70-30					180	53		1050-210-16
TOT PAR FED PAC ELEC NEWARK NJ	88,903	15,340	1,459,144 1217 242	267,868	2,552,348 2478 174	411,357	2,700,000	10027527
								10027772
FILTRON PESTA CORP RESEVILLE MI							AR 257082	10027772
1153 AROCLOR 1242					55	29		1040-240-16
								10027861
FILTRON CO INC FLUSHING NY							AR 257930	10027861
1237 AROCLOR 1254			46,800	10,674	54,000	10,800		1040-280-16
FIRESTONE TIRE AKRON OH								10028116
FIRESTONE TEX LOWLING GREEN KY							AR 999999	00187070
1170 INERTEEN 70-30					180	53		1050-210-16
FIRESTONE TIRE-RER ALBANY GA							AR 258036	00152864
[illegible] TRANSFORM PYRANOL A1254					1,300	393		1050-300-16
FIRESTONE TIRE DELATUR IL							AR 258942	10028108
1134 TRANSFORM PYRANOL A1254			8,[illegible]	1,823				1050-300-16

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DSW 313996

			YEAR SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			(UNITS)	(DOLLARS)	(UNITS)	(DOLLARS)	GOAL ($)	MAJ-GRD-CLP
.FIRESTONE TIRE AKRON OH ✓								10028116
FIRESTONE W LAKE CHARLES LA ✓							AR 259368	10028748
1965 INSPTEST 70-30			1,343	303				1050-210-16
TOT FOR FIRESTONE TIRE AKRON OH			9,949	2,1	1,440	446		10028116
FLA P&L LIGHT MIAMI FL ✓							AR 263530	10028736
1976 TRANSFORM PYRANOL AI3836					1,440	297		1050-300-16
FLORIDA POWER & LIGHT MIAMI FL							AR 263530	00273252
1976 TRANSFORM PYRANOL AI3836	1,440	331	1,440	331				1050-300-16
.GOLF MINERAL CO EXTON PA ✓								00213241
FOOTE MINERAL KNOXVILLE TN ✓							AR 264920	00224502
1982 INSPTEST PPD					195	58		1050-200-16
.FORD MOTOR DEARBORN MICH ✓								00118990
FORD MOTOR CO CHGO HGHTS IL ✓							AR 265340	10029074
1134 TRANSFORM PYRANOL AI3838			3,375	759				1050-300-16
FORD MOTOR CO LOUISVILLE KY ✓							AR 265312	00248843
1176 TRANSFORM PYRANOL AI3838			740	166				1050-300-16
FORD MOTOR DEARBORN MICH ✓							AR 265371	00118990
1237 TRANSFORM PYRANOL AI3838			4,565	1,103				1050-300-16
FORD MOTOR STEEL DEARBORN MI ✓							AR 265323	10029015
1153 TRANSFORM PYRANOL AI3838			5,400	1,216				1050-300-16
FORD MOTOR CO N J EDISON NJ ✓							AR 265295	00119024
1237 TRANSFORM PYRANOL AI3838					675	136		1050-300-16
FORD MOTOR NASHVILLE TN ✓							AR 265329	10029023
1934 INSPTEST 70-30			677	152				1050-210-16
TOT FOR FORD MOTOR DEARBORN MICH			15,917	3,396	675	136		00118990
GAINES ELEC CO LONGBEACH CA ✓							AR 277140	00237647
1366 INSPTEST PPD					674	170		1050-200-16
.GARLOCK PALMYRA NY								10030498
GARLOCK PALMYRA NY							AR 277200	10030498
1237 SPECIAL 1.07				1				1050-300-16
.GATES RUB DENVER CO ✓								10030525
GATES RUB DENVER CO ✓							AR 280700	10030562
1866 TRANSFORM PYRANOL AI3838			72	9				1050-300-16

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STLCOPCB4055081

DSW 313997

01/12/72

	TOTAL PARTS SALES	Y-T-D SALES	TOTAL LAST Y AR SALES		TOTAL YEAR	CUST ID
		DOLLARS	POUNDS	DOLLARS	GOAL LAS	MAJR-SUB-SUF
.GENERAL MOTORS NEW YORK NY						00157279
GM-NEW DEPARTURE BRISTOL CT					AR 284163	00244310
1237 INERTEEN 76-30			1,800	3,726		1050-210-16
GM-GREY IRON WILLOW SPRGS IL					AR 284151	00120480
1134 TRANSFORM PYRANOL A13838			3,700	522		1050-300-16
GM-CHEVY GREY IRON SAGINAW MI					AR 284119	10032571
1143 INERTEEN 100-42		708 158				1050-215-16
GM-CENTRAL FOUNDRY DEFIANCE OH					AR 284168	10032822
1138 TRANSFORM PYRANOL A13838		369 93				1050-300-16
TOT PAR GENERAL MOTORS NEW YORK NY		1,068 241	4,500	4,248		00157279
.GENERAL CABLE CORP NYC NY						00045446
GENL CABLE ST LOUIS MO					AR 282347	10030846
1133 INERTEEN PPO		4,718 1,142				1050-200-16
.GEN DYNAMICS FT WORTH TX						10030919
GENL DYNAMICS SAN DIEGO CA					AR 282769	10030927
1886 TRANSFORM PYRANOL A13838			675	166		1050-300-16
.GEN ELEC SCHENECTADY NY						10031050
GENERAL ELE APPR LOUISVILLE KY					AR 283105	00214914
1173 TRANSFORM PYRANOL A13838			720	148		1050-300-16
GENL ELEC BIRMINGHAM AL					AR 282822	00120014
1232 TRANSFORM PYRANOL A13838		1,158 324				1050-300-16
GEN ELEC GLENDALE AZ					AR 282797	10031052
1866 TRANSFORM PYRANOL A13838			4,050	1,011		1050-300-16
G E OF LOS ANGELES ANAHEIM CA					AR 282908	00120006
1855 TRANSFORM PYRANOL A13838		3,477 775				1050-300-16
GEN ELEC LOS ANGELES CA					AR 282908	10031559
1865 TRANSFORM PYRANOL A13838	155	2,918 829	3,905	2,209		1050-300-16
GEN ELEC OAKLAND CA					AR 282890	10031397
1856 TRANSFORM PYRANOL A13838		6,450 1,437	5,525	1,390		1050-300-16
GENERAL ELECTRIC PLEASANTON CA					AR 282858	00155705
1866 TRANSFORM PYRANOL A13838			1,080	276		1050-300-16
GENERAL ELEC SUP RIVERSIDE CA					AR 283143	00240877
1856 TRANSFORM PYRANOL A13838			135	135		1050-300-16

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STLCOPCB4055082

DSW 313998

			Y-T-D SALES	SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			DOLLARS	DOLLARS	PERCENT	DOLLARS	TOTAL LBS	MAJR-SUB-GP
GEN ELEC SCHENECTADY NY								10031859
GEN ELEC SAN DIEGO CA							AR 283214	00252263
1956 TRANSFORM PYRANOL A13838			362	101				1050-300-16
GEN ELECTRIC SACRAMENTO CA							AR 282898	10031451
1966 TRANSFORM PYRANOL A13833	1,35	471	1,350	471	675	164		1050-300-16
GEN ELEC DENVER CO							AR 283209	10032148
1966 INERTEEN 70-30			6,996	1,365				1050-210-16
[illegible] TRANSFORM PYRANOL A13833			[illegible]	496	1,350	271		1050-300-16
TOTAL CUSTOMER			8,191	1,671	1,350	271		10032148
GEN ELEC PLANTSVILLE CT							AR 282783	10030951
1237 TRANSFORM PYRANOL A13838			16,875	3,798				1050-300-16
GEN ELEC TAMPA FL							AR 282863	10031133
1976 TRANSFORM PYRANOL A13838					1,440	297		1050-300-16
GEN ELEC JACKSONVILLE FL							AR 282869	10031176
1976 TRANSFORM PYRANOL A13838			5,025	1,266	2,025	398		1050-300-16
GENL ELECTRIC PATRICK AFB FL							AR 282782	00265993
1982 TRANSFORM PYRANOL A13838			675	152				1050-300-16
GEN ELEC TAMPA FLA							AR 283142	10030943
1976 TRANSFORM PYRANOL A13838			3,770	806	1,350	271		1050-300-16
GEN ELEC PUPE GA							AR 282881	10031281
1962 APPLETON DIST-1248			95,710	15,096				1040-260-16
1962 APPLETON 1254			493,480	65,319	737,800	108,103		1040-280-16
1962 APPLETON 1260					1,225,600	183,227		1040-290-16
1962 B-9[illegible]5-51							2,000,000	1040-241-16
1962 B-9[illegible]8-3-1	311,10[illegible]	51,663	1,616,333	235,356				1040-281-16
1962 TRANSFORM PYRANOL A13838			[illegible],107	12,[illegible]9	194,360	24,262	2,000,000	1050-300-16
TOTAL CUSTOMER	311,10[illegible]	51,663	1,[illegible],980	329,[illegible]9	2,131,740	315,592	4,000,000	10031281
GEN ELEC BETTENDORF IA							AR 282798	00153419
1134 TRANSFORM PYRANOL A13838			675	152	675	136		1050-300-16
GEN ELEC BETTENDORF IA							AR 282798	00176850
1134 INERTEEN 70-30				15				1050-210-16
1134 TRANSFORM PYRANOL A13833			675	152	2,025	407		1050-300-16
TOTAL CUSTOMER			675	167	2,025	407		00176850
GEN ELEC CHICAGO IL							AR 282883	10031346
1179 TRANSFORM PYRANOL A[illegible]			[illegible]	[illegible]	2,700	547		1050-300-16

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DSW 313999

			Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			POUNDS	DOLLARS	POUNDS	DOLLARS	GEAR LBS	MAJR-MED-GP
GEN ELEC SCHENECTADY NY								10031850
GEN ELEC DECATUR IN							AR 283000	00224812
1135 TRANSFORM PYRANOL A13838					1,350	265		1050-300-16
GEN ELEC FT WAYNE IND							AR 283000	10031680
1135 TRANSFORM PYRANOL A13838			5,985	1,147	6,075	1,220		1050-300-16
GEN ELEC INDIANAPOLIS IN							AR 282787	10031028
1173 TRANSFORM PYRANOL A13838			4,250	911	8,100	1,592		1050-300-16
GENL ELEC WHITING IN							AR 282883	00243663
1134 TRANSFORM PYRANOL A13838					360	74		1050-300-16
GENERAL ELECTRIC HUTCHISON KS							AR 282933	00181269
1133 TRANSFORM PYRANOL A13838					675	131		1050-300-16
G E SUPPLY KANSAS C KS							AR 283162	00120146
1133 TRANSFORM PYRANOL A13838					360	71		1050-300-16
GENELEC LAWRENCE KS							AR 282933	00226769
1133 TRANSFORM PYRANOL A13838					675	133		1050-300-16
GEN ELEC LOUISVILLE KY							AR 283114	10031915
1178 TRANSFORM PYRANOL A13838					2,025	407		1050-300-16
GEN ELEC SERV SHOP BATON RGELA							AR 283172	00151009
1968 TRANSFORM PYRANOL A13838			2,700	608				1050-300-16
GEN ELEC NEW ORLEANS LA							AR 282888	10031370
1968 TRANSFORM PYRANOL A13838	675	152	8,775	1,974	1,350	271		1050-300-16
GEN ELEC MEDFORD MA							AR 283104	10031877
1237 TRANSFORM PYRANOL A13838			12,925	2,886	18,900	3,673		1050-300-16
GEN ELEC PITTSFIELD MA							AR 283046	10031761
1237 AROCLOR 1254	1,200	272	1,200	272				1040-280-16
1237 AROCLOR 1260			826,440	147,071	710,360	106,200	800,000	1040-290-16
1237 TRANSFORM PYRANOL A13838			479,100	89,591	216,800	35,013		1050-300-16
TOTAL CUSTOMER	1,200	272	1,306,740	236,934	927,160	141,213	800,000	10031761
GEN ELEC ANNAPOLIS MD							AR 283170	00224421
1237 TRANSFORM PYRANOL A13838					1,440	290		1050-300-16
GEN ELEC BALTIMORE MD							AR 282880	10031249
1237 TRANSFORM PYRANOL A13838			6,120	1,408	3,915	800		1050-300-16
GEN ELEC GALTI MARYLAND							AR	10032067
1237 TRANSFORM PYRANOL A13838					14,350	2,972		1050-300-16

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DSW 314000

	Y-T-D SALES POUNDS	Y-T-D SALES DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-GRP-GP
GEN ELEC SCHENECTADY NY						10031850
GEN ELEC HAGERSTOWN MD 1237 TRANSFORM PYRANOL A13038			375	294	AR 283170	00156515 1050-300-16
GEN ELEC SUITLAND MARYLAND 1237 TRANSFORM PYRANOL A13038			4,050	814	AR 283170	00242756 1050-300-16
GEN ELEC SILVER SPRING MD 1237 TRANSFORM PYRANOL A13038			585	173	AR 283170	10032091 1050-300-16
GEN ELEC CARTERET NJ 1237 TRANSFORM PYRANOL A13038			5,400	1,061	AR 283154	00227005 1050-300-16
GEN ELEC BENTON HARBOR MI 1153 TRANSFORM PYRANOL A13038	3,600	828			AR 283160	00254932 1050-300-16
GEN ELEC SUPPLY WYANDOTTE MI 1153 TRANSFORM PYRANOL A13038	4,050	911			AR 282963	00252271 1050-300-16
GEN ELEC MINNEAPOLIS MN 1134 TRANSFORM PYRANOL A13038			2,160	435	AR 282860	00119881 1050-300-16
GEN ELEC W DELUTH MINN 1134 TRANSFORM PYRANOL A13038			720	148	AR	00197319 1050-300-16
GEN ELEC KANSAS CITY MO 1133 TRANSFORM PYRANOL A13038			25,650	5,125	AR 282933	00120049 1050-300-16
GEN ELEC ST LOUIS MO 1133 TRANSFORM PYRANOL A13038	11,475	2,582	13,860	2,361	AR 283109	10031885 1050-300-16
GEN ELEC CHARLOTTE NC 1932 TRANSFORM PYRANOL A13638	12,600	2,899	8,640	1,760	AR 282961	10031672 1050-300-16
GEN ELEC WINSTON SALEM NC 1232 TRANSFORM PYRANOL A13038			10,800	2,176	AR 282881	00229385 1050-300-16
GEN ELEC NC ELPGEN NJ 1237 TRANSFORM PYRANOL A13038	11,475	2,581	8,100	1,628	AR 282906	10031532 1050-300-16
GENE ELEC NEWARK NJ 1237 TRANSFORM PYRANOL A13038			675	136	AR 283215	10032172 1050-300-16
GEN ELEC ALBANY NY 1237 TRANSFORM PYRANOL A13038	5,400	1,215	10,800	2,140	AR 283124	10031958 1050-300-16
GEN ELEC OWEGO NY 1237 INSULFLUID PYR			65	20	AR 282894	00237388 1050-300-16

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DSW 314001

			Y-T-D SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
		PERIODS	DOLLARS	PERIODS	DOLLARS	GOAL LIN	MAJR-SUB-GP
GEN ELEC SCHENECTADY NY							10031850
GEN ELEC DEWITT NY						AR 282884	00237388
1237 TRANSFORM PYRANOL A13838	117	2,350	761				1050-300-16
TOTAL COST	117	2,350	761	65	20		00237388
GEN ELEC FORT EDWARDS NY						AR 283123	00240467
1237 CAPACITOR 21		13,520	2,611				1040-725-16
GENERAL ELEC GUILDERLAN CTR NY						AR 283054	00215783
1237 CAPACITOR 12				1,800-	218-		1040-290-16
GEN ELEC HUDSON FALLS NY						AR 283123	10031931
1237 ARCLOR 1016	117,070	1,323,360	238,292				1040-015-16
1237 ARCLOR 1242		4,222,900	833,172	9,589,040	1,405,645	9,000,000	1040-240-16
1237 ARCLOR 1254		68,820-	9,867-	93,400	14,098		1040-280-16
1237 PYRANOL 1442		250	50	250	56		1050-135-16
TOTAL CUSTOMER	117,070	5,478,990	861,683	9,682,690	1,419,799	9,000,000	10031931
GEN ELEC OLD BETHPAGE NY						AR 999999	00246387
1237 TRANSFORM PYRANOL A13838		3,375	759				1050-300-16
GEN ELEC SYRACUSE NY						AR 282859	00119873
1237 TRANSFORM PYRANOL A13838	1,215	4,050	944	4,725	813		1050-300-16
GEN ELEC SCHENECTADY NY						AR 283100	10031850
1237 TRANSFORM PYRANOL A13838		720	166	675	136		1050-300-16
GENERAL ELECTRIC TONAWANDA N Y						AR 282918	00186899
1131 TRANSFORM PYRANOL A13838				6,300	1,269		1050-300-16
GEN ELEC UTICA NY						AR 283113	10031907
1237 TRANSFORM PYRANOL A13838				1,800	365		1050-300-16
G E AIRCRAFT-JET CINCINNATI OH						AR 282904	10031435
1178 TRANSFORM PYRANOL A13838		12,510	2,817				1050-300-16
GENERAL ELECTRIC YOUNGSTOWN OH						AR 282803	00223522
1138 TRANSFORM PYRANOL A13838				675	131		1050-300-16
G E SUPPLY TULSA OK						AR 282898	00121038
1974 TRANSFORM PYRANOL A13838				6,750	1,326		1050-300-16
GEN ELEC EUGENE OR						AR 282806	00232904
1836 TRANSFORM PYRANOL A13838		2,025	557	1,350	339		1050-300-16
GEN ELEC PORTLAND OR						AR 282903	10031516
1836 TRANSFORM PYRANOL A13838		14,490	3,193	6,075	1,489		1050-300-16

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DSW 314002

		Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR GOAL $'S	CUST ID / MAJOR GROUP
		POUNDS	DOLLARS	POUNDS	DOLLARS		
.INTL HARVESTER MEL PK IL							10041273
INTL HARVESTER CHICAGO IL						AR 364849	00215929
1134 INERTEEN 70-30		720	162				1050-210-16
.INTL PAPER CO SYC NY							00044504
INTL PAPER RILEY'S MI						AR 365674	10041465
1237 INERTEEN 70-30				2,022	394		1050-210-16
.							00154040
INTL RECTIFIER CORP ELSEG CAL						AR 366075	00154040
1366 TRANSFORM PYRANUL A13038		150	41				1050-300-16
.							00228516
INC-BURLINGTON BURLINGTON IA						AR 368028	00228516
1134 INERTEEN PPD		60	20				1050-200-16
1134 TRANSFORM PYRANUL A13038				260	77		1050-300-16
TOTAL CUSTOMER		60	20	260	77		00228516
.ITL CIRCUIT BREAKER PHIL PA							10042054
ITL IMPERIAL SPARTANSBURG SC						AR 369820	00235555
1932 INERTEEN PPD				360	75		1050-200-16
ITL CIRCUIT BREAKER PHIL PA						AR 369820	10042054
1237 INERTEEN 70-30	200,150	36,363	2,188,622	401,464	406,700	67,379	1050-210-16
1237 INERTEEN PPD					1,908,140	307,425	2,000,000 1050-200-16
TOTAL CUSTOMER	200,150	36,863	2,188,622	401,464	2,314,840	374,804	2,000,000 10042054
I-T-E IMPERIAL SCHOOLCRAFT MI						AR 369820	00183970
1[illegible] INERTEEN PPD				674	132		1050-200-16
ITE IMPERIAL PLEASANTVILLE NJ						AR 369820	00241369
1237 INERTEEN 70-30				2,696	545		1050-210-16
ITE IMPERIAL SPARROWS PT MD						AR 369820	00222232
1[illegible] INERTEEN PPD				2,382	471		1050-200-16
TOT PAR ITE CIRCUIT BREAKER PHIL PA	[illegible]	[illegible]	2,188,622	401,464	2,320,952	376,027	2,000,000 10042054
.ITEL TELEPHONE AND TEL NYC NY							00044512
ITT PRO SUPPORT RICHLAND WA						AR 369882	10042151
1[illegible] TRANSFORM PYRANOL A13038				3,375	678		1050-300-16
ITT-HAMILTON GROVE IL						AR 355082	00265713
1[illegible] INERTEEN PPD		674	152				1050-200-16
TOT PAR ITT NEW YORK NY		674	152	3,375	678		00044512

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DSW 314003

	TOTAL YEAR SALES UNITS	TOTAL YEAR SALES DOLLARS	Y-T-D SALES UNITS	Y-T-D SALES DOLLARS	TOTAL LAST YEAR SALES UNITS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL $'S	CUST ID MAJR-GRP-GP
GENL ELEC SCHENECTADY NY								10031850
GEN ELEC SPRINGFIELD OR 1236 INSERTS & TX-30			4,044	1,112			AR 282806	00269883 1050-210-16
GEN ELEC ALLENTOWN PA 1237 TRANSFORM PYRANOL A13838			675	319	2,025	399	AR 282902	10031508 1050-300-16
GEN ELEC ERIE PA 1181 TRANSFORM PYRANOL A13838					2,025	407	AR 283134	10031664 1050-300-16
GENL ELEC JOHNSTOWN PA 1181 TRANSFORM PYRANOL A13838					4,725	950	AR 282833	00231231 1050-300-16
GEN ELEC W MIFFLIN PA 1181 TRANSFORM PYRANOL A13838			31,725	7,067	2,025	398	AR 282833	10031109 1050-300-16
GEN ELEC PHIL PA 1237 TRANSFORM PYRANOL A13838			43,200	9,722	12,075	2,444	AR 283214	10031206 1050-300-16
GENL ELEC WASHINGTONVILLE PA 1237 TRANSFORM PYRANOL A13838			300	98			AR 282862	00263842 1050-300-16
GEN ELEC YORK PA 1237 TRANSFORM PYRANOL A13838			675	152			AR 283053	00154172 1050-300-16
GENERAL ELECTRIC KNOXVILLE TN 1932 TRANSFORM PYRANOL A13838					1,350	265	AR 283182	00159433 1050-300-16
GEN ELEC MEMPHIS TN 1932 TRANSFORM PYRANOL A13838			5,400	1,215	1,350	265	AR 282921	00227897 1050-300-16
GEN ELEC BAYTOWN TX 1968 TRANSFORM PYRANOL A13838					2,025	398	AR 283128	00226459 1050-300-16
GEN ELEC BEAUMONT TX 1968 TRANSFORM PYRANOL A13838					1,350	271	AR 283184	00245739 1050-300-16
GEN ELEC CORPUS CHRISTI TX 1968 TRANSFORM PYRANOL A13838			3,375	759	12,150	2,401	AR 282796	10031044 1050-300-16
GEN ELEC DALLAS TX 1974 TRANSFORM PYRANOL A13838	[illegible]	228	9,455	1,907	5,580	1,127	AR 282785	10030994 1050-300-16
GEN ELECTRIC SUP FREEPORT TX 1968 TRANSFORM PYRANOL A13838			6,715-	1,175-			AR 283128	00120111 1050-300-16
GENE ELECTRIC HOUSTON TEXAS 1968 TRANSFORM PYRANOL A13838			[illegible]	1,062	10,530	2,120	AR 282930	00159983 1050-300-16

DSW 314004

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-DOLLARS-

	TOTAL POWER SALES LBS	TOTAL POWER SALES DOLLARS	Y-T-D SALES POUNDS	Y-T-D SALES DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJ-SUB-GP
.GEN. ELEC SCHENECTADY NY								10031850
GEN ELEC MIDLAND TEXAS							AR 282813	00185035
1965 INERTEEN 100-42					4,200	792		1050-210-16
1965 TRANSFORM PYRANOL A13838			2,025	455	260	76		1050-300-16
TOTAL CUSTOMER			2,025	455	4,460	868		00185035
GENERAL ELECT PORT NECHES TEX							AR 282881	00185965
1968 TRANSFORM PYRANOL A13838					6,120	1,215		1050-300-16
GENERAL ELECT SUP TEXAS CITY T							AR 282930	00209155
1968 TRANSFORM PYRANOL A13838			720	166				1050-300-16
GEN ELEC LOGAN UT							AR 282979	00231282
1966 TRANSFORM PYRANOL A13838					650	228		1050-300-16
GEN ELEC SALT LAKE CITY UTAH							AR 282875	10031192
1966 TRANSFORM PYRANOL A13838			10,125	2,785	2,025	507		1050-300-16
GEN ELEC ALEXANDRIA VA							AR 283170	10032105
1237 TRANSFORM PYRANOL A13838					5,850	1,735		1050-300-16
GEN ELEC RICHMOND VA							AR 282929	10031621
1237 TRANSFORM PYRANOL A13838			7,200	1,656				1050-300-16
GEN ELEC RICHMOND VA							AR	10032075
1237 TRANSFORM PYRANOL A13838					6,885	1,363		1050-300-16
GEN ELEC SEATTLE WA							AR 282781	10030935
1835 TRANSFORM PYRANOL A13838	2,025	456	5,400	1,395	4,050	1,017		1050-300-16
GEN ELEC MILWAUKEE WI							AR 282868	10031168
1134 TRANSFORM PYRANOL A13838	675	152	1,035	235	6,120	1,305		1050-300-16
GEN ELEC CHARLESTON WV							AR 282899	10031478
1131 TRANSFORM PYRANOL A13838	3,150	1,023	8,150	1,823	4,050	784		1050-300-16
G E SER SHOP CHEMELEE GA							AR 282878	10031222
1932 INERTEEN 70-30			1,348	303				1050-210-16
1932 TRANSFORM PYRANOL A13838	2,700	603	10,125	2,289	27,730	5,489		1050-300-16
TOTAL CUSTOMER	2,700	603	11,473	2,592	27,730	5,489		10031222
G E SERVICE CLEVELAND OH							AR 282889	10031349
1134 TRANSFORM PYRANOL A13838	1,350	304	6,075	1,368	2,700	540		1050-300-16
G E SERV SHOP PHILA PA							AR 283214	10032156
1917 TRANSFORM PYRANOL A13838	1,350	304	41,625	9,367	35,131	7,169		1050-300-16

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			Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
		SALES	POUNDS	DOLLARS	POUNDS	DOLLARS	GOAL LBS	MAJR-GRD-GP
•GEN ELEC SCHENECTADY NY								10031850
GEN ELEC SUPPLY OAKLAND CA							AR 283141	10032008
1966 TRANSFORM PYRANOL AI3B3		75	2,475	2,675	3,375	847		1050-300-16
GEN ELEC SUPPLY PLAINFIELD IL							AR 283170	00255920
1237 TRANSFORM PYRANOL AI3B33			4,500	1,463				1050-300-16
GEN ELEC SUPPLY PHIL PA							AR 283204	10032113
1237 ARCLOR 1242					55	16		1040-240-16
1237 TRANSFORM PYRANOL AI3B3			1,275	414	4,350	814		1050-300-16
TOTAL CUSTOMER			1,275	414	4,405	830		10032113
GEN ELEC SUPPLY GRD PRAIRIE TX							AR 282785	00231460
1968 TRANSFORM PYRANOL AI3B3B					2,700	543		1050-300-16
GEN ELEC SUPPLY SPRANE GA							AR 282832	10032171
1836 TRANSFORM PYRANOL AI3B3B					6,750	1,694		1050-300-16
IGE EXPORT DIV GE-UNKNOWN							AR 983047	00084107
TRANSFORM PYRANOL AI3B33					2,690-	446-		1050-300-16
IGE EXPORT DIV GEN EL-NETHERLA							AR 983047	00172502
TRANSFORM PYRANOL AI3B3B						823		1050-300-16
TOT PAR GEN ELEC SCHENECTADY NY	1,[illegible]77	178,648	3,143,316	1,520,759	13,130,585	1,958,005	13,800,000	10031850
								10033454
GEORGIA POWER CO ATLANTA GA							AR 286750	10033454
1932 TRANSFORM PYRANOL AI3B33					4,320	858		1050-300-16
								00253146
GIFFORD HILL MIDLOTHIAM TX							AR 288900	00253146
1976 INERTEEN TC-30			674	152				1050-210-16
								00228613
GOLDEN GATE BRIDGE SAN FRAN CA							AR 295035	00228613
1866 TRANSFORM PYRANOL AI3B3B					715	248		1050-300-16
•GOODYEAR TIRE AKRON OH								10036698
GOULDS ATLANTIC SAVANNAH GA							AR 296897	10034577
1139 TRANSFORM PYRANOL AI3B33	7,[illegible]00	1,827	16,023	3,645				1050-300-16
								00271497
GRAND RIVER DAM AUTH PRYOR OK							AR 300525	00271497
1133 INERTEEN TC-30			360	83				1050-210-16
1133 TRANSFORM PYRANOL AI3B3			[illegible]	83				1050-300-16
TOTAL CUSTOMER			720	166				00271497

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DSW 314006

		Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
		POUNDS	DOLLARS	POUNDS	DOLLARS	CASE LOT	MAJOR-MIN-SUF
							10035236
GRANITE CITY STEEL DR CITY IL						AR 300950	10035236
1133 INERTEEN 70-30		674	152	120	35		1050-210-16
GRAYBAR ELECTRIC LOS ANGELES C							00232173
GRAYBAR ELECTRIC BAKERSFLD CA						AR 302461	00250783
1965 TRANSFORM PYRANOL A13838		675	196				1050-300-16
GRAYBAR ELECTRIC LOS ANGELES C						AR 302463	00232173
1966 TRANSFORM PYRANOL A13838				1,390	338		1050-300-16
GRAYBAR EL SU SAN FRANCISCO CA						AR 302465	00185629
1969 TRANSFORM PYRANOL A13838				14,790	4,299		1050-300-16
GRAYBAR ELECTRIC WILMINGTON DE						AR 302464	00224219
1237 TRANSFORM PYRANOL A13838				130	39		1050-300-16
GRAYBAR ELECTRIC MOSSVILLE IL						AR 302458	00269565
1134 INERTEEN 70-30		674	152				1050-210-16
GRAYBAR ELECTRIC ST LOUIS MO						AR 302462	00241520
1133 TRANSFORM PYRANOL A13838				1,200	362		1050-300-16
GRAYBAR ELECTRIC LIMA OHIO						AR 302467	00240729
1138 TRANSFORM PYRANOL A13838				720	148		1050-300-16
TOT PAR GRAYBAR ELECTRIC LOS ANGELE		1,349	338	18,190	5,186		00232173
							10035414
GREAT LAKES CARBON ST LOUIS MO						AR 303660	10035414
1133 INERTEEN 70-30		180	59				1050-210-16
GREAT LAKES CHEM EL DORADO ARK							00214787
GREAT LAKES CHEM EL DORADO ARK						AR 303669	00214787
1974 TRANSFORM PYRANOL A13838		675	152				1050-300-16
							00228230
GREENVILLE MILL GREENVILLE MS						AR 490678	00228230
1974 TRANSFORM PYRANOL A13838				260	77		1050-300-16
							10035937
GUSMAN CO CHICAGO ILL						AR 310500	10035937
1139 ARCLOR 1016	545	6,200	1,099				1040-016-16
1134 ARCLOR 1242		7,200	1,635	600	124	15,000	1040-240-16
1134 ARCLOR 1254		19,200-	3,926-	76,800	15,526	5,000	1040-280-16
TOTAL CUSTOMER	545	7,200-	1,281-	77,400	15,650	20,000	10035937

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DSW 314007

				Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
				POUNDS	DOLLARS	POUNDS	DOLLARS	QUAL LBS	MAJR-SBD-GP
									00254657
GULF STATES PATEN BTUGE LA								AR 311220	00254657
1056 INERTEEN PPO				1,348	303				1050-200-16
[illegible]									10030293
[illegible]								AP 276759	00241334
1136 TRANSFORM PYRANOL A13B3B						1,350	339		1050-300-16
[illegible]								AR 276759	10030293
1134 INERTEEN 70-30				360	117				1050-210-16
									00212709
[illegible]								AR 312440	00212709
1932 ARCCLOR 1254				600	136	1,800	354		1040-280-16
									10036550
[illegible]								AR 446668	10036836
1237 ARCCLOR 1242						110	33		1040-240-16
									00269239
HARMON ELECTRIC CICERO ILL								AR 321440	00269239
1134 TRANSFORM PYRANOL A13B3B				3,600	828				1050-300-16
									10037050
HARVEY ALUMINUM LEWISPORT KY								AR 325028	10037034
1173 INERTEEN PPO						2,022	396		1050-200-16
1178 TRANSFORM PYRANOL A13B3B				675	152				1050-300-16
TOTAL CUSTOMER				675	152	2,022	396		10037034
									10037557
HERCULES INC HERCULES DE								AR 331850	10037549
1237 ARCCLOR 1242	4,000		79	4,000					1040-240-16
HERCULES WILMINGTON DE								AR 331850	10037557
1237 ARCCLOR 1016				600	609				1040-016-16
1237 ARCCLOR 1242				600	609				1040-240-16
1237 ARCCLOR 1242HIGHLY REFINED						1,237	1,237		1040-242-16
TOTAL CUSTOMER				1,200	1,200	1,237	1,237		10037557
HERCULES INC TERRE HAUTE IN								AR 331850	00153958
1193 ARCCLOR 1016				5[illegible]	136				1040-016-16
1193 ARCCLOR 1242				600	660				1040-240-16
1193 ARCCLOR 1242HIGHLY REFINED				1,222	1,222	4,388	4,288		1040-242-16
TOTAL CUSTOMER				2,422	1,958	4,388	4,288		00153958
TOT FOR HERCULES WILMINGTON DE	4,[illegible]		79	7,622	3,158	5,625	5,525		10037557

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DSW 314008

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01/12/72 [illegible] DOLLARS-

			Y-T-D	SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			PERIOD	DOLLARS	PERIOD	DOLLARS	GOAL $'S	MAJR-SUB-SP
								00087963
HEVI-DUTY ELE GOLDSBORO NC							AR 333139	00087963
1152 INERTEEN 70-30	[illegible]	[illegible]	169,848	39,236	181,980	34,967	150,000	1050-210-16
1152 INERTEEN PPD					13,480	2,723		1050-200-16
TOTAL CUSTOMER	[illegible]	[illegible]	[illegible]	[illegible]	195,460	37,690	150,000	00087963
								10037964
HIGH ENERGY MALVERN PA							AR 334612	10037964
1237 ARCLOR 1016	7,[illegible]	1,[illegible]	13,270	2,996				1040-016-16
1237 ARCLOR 1242			41,630	[illegible],198	42,000	8,306	50,000	1040-240-16
TOTAL CUSTOMER	7,[illegible]	1,[illegible]	[illegible]	12,194	42,000	8,306	50,000	10037964
								10037980
HIGH STRENGTH PLAST CHGO ILL							AR 334650	10037980
1134 ARCLOR 1242	1,200	272	2,[illegible]0	544	600	124		1040-240-16
1134 ARCLOR 1254	1,[illegible]0	272	2,[illegible]0	544				1040-280-16
TOTAL CUSTOMER	[illegible],[illegible]	[illegible]	4,[illegible]	1,[illegible]8	600	124		10037980
								00182044
HIGH VOLT MAINTNCE NEWPORT IN							AR 334694	00182044
1134 INERTEEN PPD					4,320	868		1050-200-16
								00248576
HI-VOLTAGE SYSTEMS,TOLEDO OH							AR 338501	00248576
1153 INERTEEN PPD		[illegible]00		83				1050-200-16
								00046469
.HOWMET CORP NEW YORK CTY NY								00230472
HOWMET CORP MILWAUKEE WI							AR 348429	1050-300-16
1155 TRANSFORM PYRANOL A13833					360	74		00183555
								00183555
J L HUGHES ELE CO COLUMBUS OH							AR 350649	1050-210-16
1178 INERTEEN 70-30					674	131		00241709
								00241709
HUGHES SUPPLY FT PIERCE FL							AR 350758	1050-300-16
1176 TRANSFORM PYRANOL A13838					675	136		00124982
.HUGHES TOOL CO HOUSTON TX								00124982
HUGHES TOOL CO HOUSTON TX							AR 350764	1050-200-16
1151 INERTEEN PPD		[illegible]74		1[illegible]2				00046272
.HUNT WESSON FOODS INC FULLT CA								10030592
HUNT-WESSON PAYWAPL CA							AR 352281	1050-300-16
1866 TRANSFORM PYRANOL A13838					195	68		

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DSW 314009

				TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
		SALES	$-1-0 SALES	PERIODS	DOLLARS	GOAL LBS	
							00125059
• [illegible] CEMENT ALP[illegible] PI						AR 353146	00125059
1[illegible] INERTEEN PPI		674	152	674	136		1050-200-16
• [illegible] CORP CLEARLAKE TX							10039878
[illegible] CORP CLEARLAKE TX						AP 354976	10039878
11[illegible] APOLLO 124-				55	16		1040-242-16
11[illegible] APOLLO 1242-HIGHLY REFINED				57	58		1040-242-16
TOTAL CLEARLAKE				112	74		10039878
							10040205
[illegible]IANA GENERAL OCEANY [illegible]						AP 361064	10040205
11[illegible] TRANSFORM PYRANOL AI333[illegible]		16,200	3,[illegible]40	22,350	4,349		1050-300-16
•							00227269
[illegible]DIANA KENTUCKY EL MADISON IN						AR 361092	00227269
11[illegible] INERTEEN PPI		2,[illegible]56	[illegible]17	2,696	528		1050-200-16
							00125385
INDIANA & MICHIGAN LAWRENCE IN						AR	00125385
1178 INERTEEN 7C-30		340	83				1050-210-16
•INDUSTRIAL ELECTRIC ARCATA CA							00198609
INDUSTRIAL ELECTRIC ARCATA CA						AR 362357	00198609
1865 TRANSFORM PYRANOL AI[illegible]20		340	83				1050-300-16
INDUSTRIAL ELECTRIC MCKINLEYVILLE CA						AR 362357	00269956
1866 TRANSFORM PYRANOL AI[illegible]3[illegible]		360	83				1050-300-16
TOT PAR INDUSTRIAL ELECTRIC ARCATA		720	166				00198609
							00263397
INDUSTRIAL WIRE ELEC LOS ANGELES CA						AR 362971	00263397
1865 TRANSFORM PYRANOL AI[illegible]3[illegible]		675	186				1050-300-16
•INLAND STL 1 COLL SUPP & DE IN							10040566
INLAND STEEL CHESTER IL						AR 363654	00251526
1134 TRANSFORM PYRANOL AI[illegible]3[illegible]		2,025	456				1050-300-16
•							10041856
[illegible]TED STATE[illegible] EL [illegible] SMELTING CO						AP 366722	10041856
1974 INERTEEN PPI		6,[illegible]40	1,517				1050-200-16
•INTL BUS MACHINES POUGHKEEPSIE NY							00044490
IBM CORP POUGHKEEPSIE NY						AR 364452	10041112
1237 APOLLO 1251-124-				220	78		1040-260-16

Data Documents, Inc. 02

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DSW 314010

			Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR GOAL LBS	CUST ID MAJP-SPO-SP
			POUNDS	DOLLARS	POUNDS	DOLLARS		
JACKSONVILLE ELEC JACKSONVI FL								00223727
1176 INERTEEN PPO					1,348	264	AR 371290	00223727 1050-200-16
JARD COMPANY INC PENNINGTON NJ								00183830
1237 ARCLOR 1016			162,430	26,920			AR 373198	00183833 1040-016-16
1237 ARCLOR 1242		124	331,800	68,559	267,600	48,744	300,000	1040-240-16
TOTAL CUSTOMER		1,458	494,200	95,487	267,600	48,744	300,000	00183830
JET PROPULSION LABS PASADEN CA								00242373
1266 TRANSFORM PYRANOL A13838					260	91	AR 114258	00242373 1050-300-16
JOHNSN JOHNSN NW BRUNSWICK NJ								10042933
JOHNSON & JOHNSON CHICAGO IL							AR 378349	00224081
1154 TRANSFORM PYRANOL A13838					520	154		1050-300-16
JA JONES CONST NORCROSS GA								00248460
1932 INERTEEN 70-30			4,044	910			AR 380343	00248460 1050-210-16
JOSLYN MFG CO CHICAGO IL								10043166
1134 TRANSFORM PYRANOL A13838			60	20			AR 381264	10043166 1050-300-16
JOY MFG CO PITT PA								00045632
HART ELECTRIC BLUEFIELD W VA							AR 324158	00241717
1131 ARCLOR 1242	3,601	817	14,430	3,268	3,600	745		1040-240-16
JOY MFG BLUEFIELD W VA							AR 324158	00246077
1131 ARCLOR 1242					3,600	745		1040-240-16
JOY MFG FRANKLIN PA							AR 381436	10043190
1131 ARCLOR 1242					36,000	7,191		1040-240-16
TOT PAR JOY MFG CO PITT PA	3,601	817	14,430	3,268	43,200	8,681		00045632
KAISER INDUST PAR OAKLAND CAL								00045616
KAISER STEEL CORP FONTANA CA							AR 383260	00126721
1866 TRANSFORM PYRANOL A13838					1,080	272		1050-300-16
KANSAS GAS AND EL WICHITA KS								10043468
1133 TRANSFORM PYRANOL A13838					325	98	AR 384844	10043468 1050-300-16

Data Documents, Inc. 02

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DSW 314011

			Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			DOLLARS		DOLLARS		GOAL $'S	PART-GRP-GP
								00217190
KEENE CORP COOKEVILLE TENN							AR 387184	00217190
1142 TRANSFORM PYRANOL A13B37			360	83				1050-300-16
.R M KELLY GOLDEN NYC NY								00045608
KENNECOTT COPPER PAYSEN AZ							AR 389883	00191612
1860 TRANSFORM PYRANOL A13B38			2,025	557				1050-300-16
KENNECOTT COPPER RUTH NV							AR 389885	00228028
1860 TRANSFORM PYRANOL A13B33					675	166		1050-300-16
TOT PAR KENNECOTT COPPER NYC NY			2,025	557	675	166		00045608
								00207284
KENTUCKY POWER CO LOUISA KY							AR 391074	00207284
1176 TRANSFORM PYRANOL A13B38					105	58		1050-300-16
.HAL KIDDE VAN NUYS CA								00126969
FENWAL ELECTRONICS ASHLAND MA							AR 256060	00118451
1237 ARCOLOR 1254					60	18		1040-240-16
.KIMBERLY CL NEENAH WI								10044367
P J SCHWEITZER LEE MASS							AR 655410	10071429
1237 ARCOLOR 1016			252	72				1040-016-16
1237 ARCOLOR 1242			308	108	660	201		1040-240-16
TOTAL CUSTOMER			560	180	660	201		10071429
								10044715
KLEATZ WAGNER ELEC S BEND IND							AR 401075	10044715
1153 TRANSFORM PYRANOL A13B38			3,960	1,013	4,680	947		1050-300-16
								00088080
KOHLMAN ELECTRIC CRYST SPRG MO							AR 404311	00088080
1133 TRANSFORM PYRANOL A13B39					6,750	1,306	100,000	1050-300-16
								00127264
KOHLMAN ELEC CRYSTAL SPR MS							AR 404311	00127264
1974 TRANSFORM PYRANOL A13B38	24,750	5,225	257,850	56,318	40,500	8,050		1050-300-16
								00255939
KOREST MOTEL LOSTER CA							AR 382919	00255939
1860 TRANSFORM PYRANOL A13B38			132	49				1050-300-16
								10045444
LARSEN IDIQUE LOS ANGELES CA							AR 412228	10045444
1860 TRANSFORM PYRANOL A13B38	1,350	171	5,400	1,435	2,025	493		1050-300-16

Data Documents, Inc. 02

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DSW 314012

	TOTAL [illegible] SALES POUNDS	TOTAL [illegible] SALES DOLLARS	YEAR TO DATE SALES POUNDS	YEAR TO DATE SALES DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-GRP-GP
•LEADS NORTHROP N SALES NC								10045789
LEADS NORTHROP N WALES PA							AR 417414	10045789
1237 TRANSFORM PYRANOL A1983A	138	42	138	42				1050-300-16
•ELI LILLY INDIANAPOLIS IN								10046319
ELI LILLY INDIANAPOLIS IN							AR 424750	10046319
1176 INERTEEN 70-30			360	83				1050-210-16
•LTNG TEMCO VOUGHT DALLAS TX								10046513
JONES & LAUGHLIN STEEL CLEV OH							AR 380418	00239356
1176 INERTEEN 7 -30			1,308	303				1050-210-16
•								00228141
LOUISIANA ELEC BATON ROUGE LA							AR 433586	00228141
1960 INERTEEN PPO					1,754	356		1050-200-16
•								10047080
LOUISVILLE G E LOUISVILLE KY							AR 434338	10047080
1173 INERTEEN 70-30					720	144		1050-210-16
•								00239461
LUKENS STEEL COATESVILLE PA							AR 437110	00239461
1233 INERTEEN 70-30			576	152				1050-210-16
•								00249491
LUMMUS CO BLOOMFIELD NJ							AR 437200	00249491
1237 INERTEEN 70-30			720	200				1050-210-16
•								10047692
M G R ELEC SUP HOT SPRINGS AR							AR 496510	10047692
1974 INERTEEN 70-30					1,320	399		1050-210-16
•								10048060
MAGNA TRAN INC KEARNEY NJ							AR 442562	10048060
1237 INERTEEN PPO			2,676	687				1050-200-16
•MALLINCKRODT CHEM ST LOUIS MO								10048311
MALLINCKRODT CHEM ST LOUIS MO							AR 444700	10048311
1133 INERTEEN 70-30			240	78				1050-210-16
•MALLORY CAPACI INDIANAPOLIS IN								10048554
MALLORY CAPACITOR WAYNESBORO TN							AR 444717	00216143
1932 ARACLOR 1016	[illegible]	17,312	179,340	60,202				1040-016-16
1932 ARACLOR 1242			420,198	169,475	2,205,740	330,334	1,900,000	1040-240-16
TOTAL CUSTOMER	[illegible]	17,312	779,538	229,677	2,205,740	330,334	1,900,000	00216143

Data Documents, Inc. 02

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DSW 314013

		Y-T-D SALES	SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
		POUNDS	DOLLARS	POUNDS	DOLLARS	GOAL LBS	BAJR-SRT-GP
							00164771
BARRETT IND LOUISVILLE KY						AR 445700	00164771
1155 ARCLOR 1254				720	197		1040-280-16
							00230081
MARCONA MINING CO ALAMEDA CA						AP 448059	00230081
1060 IMPTEEN PPD				2,646	663		1050-200-16
1060 TRANSFORM PYRANOL A1383B				2,700	666		1050-300-16
TOTAL CUST				5,346	1,329		00230081
.MARTIN MARIETTA NYC NY							00044652
MARTIN MARIETTA COMPLC CA						AP 461980	10048974
1155 ARCLOR 1242			17-	110	34		1040-240-16
							00128740
MASWELL LAB SAN DIEG CA						AR 457012	00128740
1155 ARCLOR 1254			7,200				1040-280-16
1155 PCB 1262				800	1,620		6142-962-16
TOTAL CUSTOMER		0,000	7,200	800	1,620		00128740
.MCDONNELL DOUGLAS ST L MO							10049571
MCDONNELL DOUGLAS LONG BEACH						AR 461325	10049547
1060 IMPTEEN PPD				4,719	1,189		1050-200-16
MCDONNELL DOUGLAS ST L MO						AR 461325	10049571
1155 ARCLOR 1254				4,800	972		1040-280-16
.MCGRAW EDISON CO ELGIN ILL							00044687
MCGRAW EDISON SUPPLY DIV						AR 462345	00128910
1155 ARCLOR 1016		130,940	32,691				1040-016-16
1155 ARCLOR 1242		552,[illegible]	99,336	1,178,530	180,944	1,200,000	1040-240-16
1155 ARCLOR 1254		600	136				1040-280-16
1155 IMPTEEN 75-25 CAPACITOR				600	127		1060-100-16
TOTAL CUSTOMER		723,640	132,083	1,179,100	181,071	1,200,000	00128910
TATE ELECT COIL FERNDALE MICH						AR 511482	00192784
1155 IMPTEEN PPD		3,370	708	5,760	1,157		1050-200-16
TOT PAR MCGRAW EDISON CO ELGIN ILL		737,010	132,841	1,184,860	182,228	1,200,000	00044687
.MEA [illegible] BOYTON BEA							00046605
JOHNSON P P PASADENA CA						AP 104275	10012104
1[illegible] IMPTEEN 140-42		600	132				1050-215-16
APAL CORP CHILLICOTHE OH						AR 467895	10051258
1[illegible] TRANSTHERM PYRANOL A1[illegible]				3,375	678		1050-300-16

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DSW 314014

			Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			POUNDS	DOLLARS	POUNDS	DOLLARS	GOAL $$$	MAJR-GRD-GP
								00256110
METALFAB INC BEAVERDAM WISC							AR 473678	00256110
1134 INERTEEN PPD			120	39				1050-200-16
								10051932
METROPOLITAN SANIT CHICAGO IL							AR 474420	10051932
1134 TRANSFORM PYRANOL A13838			630	140	675	133		1050-320-16
								00130044
MID-OHIO ELECTRIC COLUMBUS OH							AR 477770	00130044
1178 TRANSFORM PYRANOL A1383	7,9	1,7	7,929	1,671				1050-300-16
								00196304
MILLER SELLER ELECTR DETROIT M							AR 482322	00196304
1133 TRANSFORM PYRANOL A13838			6,680	1,776				1050-300-16
MILLS & LUPTON SUP CHATTANO TN								00130192
MILLS & LUPTON MUSCLE SHOAL AL							AR 483197	00272531
1932 INERTEEN PPD	674	152	674	152				1050-200-16
MILLS & LUPTON SUP CHATTANO TN							AR 483197	00130192
1932 INERTEEN 70-30			60	20				1050-210-16
1932 INERTEEN PPD			674	152				1050-200-16
1932 TRANSFORM PYRANOL A13838			120	39				1050-300-16
TOTAL CUSTOMER			854	211				00130192
TOT PAR MILLS & LUPTON SUP CHATTANO	674	152	1,528	363				00130192
MINN MIN MFG ST PAUL MN								10053013
MINN MIN CHEMOLITE SIDING MN							AR 485200	10052971
1134 INERTEEN PPD					360	75		1050-200-16
MINN MIN MFG ST PAUL MN							AR 485200	10053013
1134 TRANSFORM PYRANOL A13838	120	38	975	250	130	38		1050-300-16
TOT PAR MINN MIN MFG ST PAUL MN	120	38	975	250	490	113		10053013
								00227013
UNIVER OF MINN MINNEAPOLIS MN							AR 485300	00227013
1134 TRANSFORM PYRANOL A13838					1,440	290		1050-300-16
MOBIL OIL CORP NYC NY								10054443
MOBIL OIL DIV LEAG TEXAS							AR 488371	10054451
1963 TRANSFORM PYRANOL A13838					2,420	512		1050-300-16
MOLONEY ELECTRIC ST LOUIS MO								10054931
MOLONEY ELECTRIC ST LOUIS MO							AR 491075	10054931
1133 INERTEEN 70-30			112,[illegible]	[illegible]	34,374	6,650	200,000	1050-210-16

Data Documents, Inc. 02

STLCOPCB4055099

DSW 314015

31/12/77

	TOTAL YEAR POUNDS	TOTAL YEAR DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL $$	CUST ID MAJOR-GRP-OP
.MCLONEY ELECTRIC ST LOUIS MO						10054931
MCLONEY ELECTRIC ST LOUIS MO					AR 491075	10054931
1133 INERTEEN PPD	12	39				1050-200-16
TOTAL CUSTOMER	112,972	22,644	34,374	6,660	200,000	10054931
MCLONEY ELECTRIC CHARLTCO VA					AR 491075	00260940
1133 INERTEEN 70-30	360	83				1050-210-16
TOT PAR MCLONEY ELECTRIC ST LOUIS M	112,972	22,644	34,374	6,660	200,000	10054931
.						00262765
MCMICHAELA POWER RIVERSVILL WV					AR 492176	00262765
1141 INERTEEN 70-30	1,644	333				1050-210-16
.						00260932
MCLONEY ELECTRIC FERRELVIL MO					AR 491075	00260932
1133 INERTEEN 70-30	1,344	303				1050-210-16
.MOORE HANDLEY BIRMINGHAM AL						00046329
MOORE-HANDLEY GROW MOBILE AL					AR 495354	10055229
1975 INERTEEN PPD			1,034	245		1050-200-16
MOORE HANDLEY BIRMINGHAM AL					AR 495358	00046329
1932 INERTEEN 100-42	600	132				1050-215-16
MOORE HANDLEY MONTGOMEPY AL					AR 999999	00254282
1932 INERTEEN 70-30	720	166				1050-210-16
MOORE-HANDLEY EARL SHEFFIEL AL					AR 495354	00130788
1932 INERTEEN 70-30	480	156				1050-210-16
TOT PAR MOORE HANDLEY BIRMINGHAM AL	1,800	454	1,034	245		00046329
.						00223710
MOORHEAD MACH OAKDALE PA					AR 495811	00228710
1131 TRANSFORM PYRANOL A13838	576	152	675	133		1050-300-16
.						00262889
PAUL MORROW CO NEW CASTLE DEL					AR 499625	00262889
1237 INERTEEN 100-42	1,800	396				1050-215-16
1237 INERTEEN PPD			674	132		1050-200-16
TOTAL CUSTOMER	1,800	396	674	132		00262889
.						00223794
MOUNT VERNON MILL - FALLASSE A					AR 502684	00223794
1951 INERTEEN 100-42			1,350	297		1050-215-16

Data Documents, Inc. 02

STLCOPCB4055100

DSW 314016

01/12/72

	TYPE	SALES	YEAR TO DATE POUNDS	YEAR TO DATE DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-SUB-GP
								00184624
M MURRAY ENGINEERNG GREENVLE AL							AR 999999	00184624
1232 INERTEEN PPD					674	132		1050-200-16
•MURPHY OIL FL EGRASC AR								00049220
MURPHY OIL CORP MEBAUX LOUIS							AR 505426	00224049
1234 INERTEEN 1.6-42					230	69		1050-215-16
•NAEL DISTILLERS RICHMOND VA								00044792
U S INC CHEM DEER PARK TX							AR 756220	00248809
1233 TRANSFORM PYRANOL A13038			1,[illegible]	582				1050-300-16
								00238643
NATIONAL ELECTRIC CO PASSAIC N							AR 511500	00238643
1237 TRANSFORM PYRANOL A13038					2,025	407		1050-300-16
•NATL GYPSUM BUFFALO NY								10056578
NATIONAL GYPSUM KIMBALLTON VA							AR 999999	00183636
1237 TRANSFORM PYRANOL A13038					2,760	522		1050-300-16
•NATIONAL STEEL PITT PA								00044822
NATL STEEL DETROIT MI							AR 514936	10056985
1154 TRANSFORM PYRANOL A13038			[illegible],[illegible]3	1,235	6,075	1,194		1050-300-16
NATIONAL STEEL WEIRTON WV							AR 514928	00239372
1131 TRANSFORM PYRANOL A13038			4,725	1,063				1050-300-16
TOT PAR NATIONAL STEEL PITT PA			10,123	2,278	6,075	1,194		00044822
								00271020
NO CHG SHIPMENTS SPECIALTY PRO							AR 693202	00271020
0624 ARECLOR 1016		18-	55					1040-016-16
•PORT OF NEW YORK AUT NYC NY								00048089
PORT OF NY AUTH JAMAICA NY							AR 525820	10057531
1237 TRANSFORM PYRANOL A13038			3,375	759				1050-300-16
PORT OF NEW YORK AUT NYC NY							AR 525820	00048089
1252 INERTEEN 70-30			2,696	606				1050-210-16
TOT PAR PORT OF New YORK AUT NYC NY			6,071	1,365				00048089
•NIAGARA MOHAWK PWR SYRACUSE NY								10057736
NIAGARA MOHAWK PWR BUFFALO NY							AR 999999	00230928
1131 TRANSFORM PYRANOL A13038					3,600	742		1050-300-16

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DSW 314017

								10057744
NIAGARA TRANSFORM BUFFALO NY							AR 527809	10057744
1131 INERTEEN 7C-30			393,000	73,492	391,900	64,415	350,000	1050-210-16
								10058376
NORTHROP CORP HAWTHORNE CA								10058376
NORTHROP CORP HAWTHORNE CA							AR 532953	1050-200-16
1306 INERTEEN PPL			2,496	607	2,696	652		10058309
NORTHERN STATES POWER MPLS MN								10058309
NORTHERN STATES POWER MPLS MN							AR 532851	1050-300-16
1134 TRANSFORM PYRANOL A13038			1,440	341	6,120	1,215		00261661
NORTHWEST ELECTRIC ERIE PA							AR 533101	00261661
1131 TRANSFORM PYRANOL A13038			1,350	304				1050-300-16
								00131814
NORTHWESTERN STEEL STERLING IL							AR 533665	00131814
TRANSFORM PYRANOL A13038	2,760	603	2,700	608				1050-300-16
								10058503
NORTHWEST TRANSFMR EVERSON WA							AR 533188	10058503
1636 TRANSFORM PYRANOL A13038	675	185	675	185	675	164		1050-300-16
								00259721
N W L TRANSFORMERS TRENTON NJ 4							AR 534402	00259721
1237 AROCLOR 1242			12,300	2,724				1040-240-16
1237 INERTEEN 7C-30			7,614	1,669				1050-210-16
TOTAL CUSTOMER			19,914	4,393				00259721
								00131962
NYTRONICS CARLINGTON SC							AR 536803	00131962
1934 AROCLOR 1254	660	136	5,460	1,224	10,800	2,256		1040-280-16
								00182656
OCCIDENTAL CHEMICAL LATHROP CA							AR 538490	00182656
1864 TRANSFORM PYRANOL A13038					360	89		1050-300-16
								10058856
OCTAGON PROCESS EDGEWATER NJ								10058856
OCTAGON PROCESS EDGEWATER NJ							AR 538804	1050-300-16
1237 TRANSFMR PYRANOL A13038			20,520	5,060				00270555
OHIO POWER CO BEVERLY OHIO							AR 540221	00270555
1138 TRANSFORM PYRANOL A13038			2,700	608				1050-300-16

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DSW 314018

								00170186
ORLAHOMA GAS ORLAHOMA CITY OK							AR 541438	00170186
1974 INERTEEN 79-30	3,577	758	3,370	758				1050-210-16
1975 INERTEEN PPG					15,502	3,375		1050-200-16
TOTAL CUSTOMER	3,577	758	3,370	758	15,502	3,375		00170186
OLIN CORP NYC NY								00044865
OLIN CORP LAKE CHARLES LA							AR 542447	10059186
1968 TRANSFORM PYRANOL A13333					675	131		1050-300-16
OLIN CORP CAL OH							AR 542445	10059178
1975 TRANSFORM PYRANOL A13638					2,700	543		1050-300-16
OLINCORP CHARLESTON TN							AR 542428	00241539
1972 INERTEEN 79-30			180	39				1050-210-16
TOT PAR OLIN CORP NYC NY			180	39	3,375	674		00044865
ORLANDO ARMATURE ORLANDO FL								10059550
ORLANDO ARMATURE ORLANDO FL							AR 547032	10059550
1976 TRANSFORM PYRANOL A13638			6,750	1,519	2,700	543		1050-300-16
								10059615
ORR FELT BLANKET PIQUA OH							AR 547464	10059615
1138 APCOLOR 1242					55	16		1040-240-16
OWENS I. : TOLEDO OH								10059933
OWENS ILLINOIS INC VERNON CA							AR 549879	00132497
19 TRANSFORM PYRANOL A13638					675	169		1050-300-16
								00177385
PACIFIC CAR & FOUN RENTON WA							AR 551396	00177385
1936 INERTEEN PPG					674	166		1050-200-16
PACIFIC ELEC MOT OAKLAND CA								10060125
PACIFIC ELEC MOT OAKLAND CA							AR 551637	10060125
1866 TRANSFORM PYRANOL A13638			4,050	1,140	675	169		1050-300-16
PACIFIC GAS ELEC SAN FRAN CA								10060176
PACIFIC GAS-ELEC MADERA CA							AR 551750	00230987
1966 INERTEEN 79-42					600	119		1050-215-16
PACIFIC PUMP CO OAKLAND CA								00094153
PACIFIC PUMP CO OAKLAND CA							AR 552355	00094153
1966 TRANSFORM PYRANOL A13638					675	169		1050-300-16

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STLCOPCB4055103

DSW 314019

			Y-T-D	SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			POUNDS	DOLLARS	POUNDS	DOLLARS	GOAL $$$	MAJP-SUB-SUP
								10060222
PACIFIC PWR LT PORTLAND OR							AR	10060222
1366 TRANSFORM PYRANOL A13838			2,400	780	1,200	392		1050-300-16
								00223964
PACIFIC RESINS MILWAUKEE WI							AR 552374	00223964
1366 TRANSFORM PYRANOL A13838					65	19		1050-300-16
								10038049
PACIFIC TRANS REDWOOD CITY CA							AR 552403	10038049
1366 INERTEEN 70-30					62,700	7,952	50,000	1050-210-16
PENNSYLVANIA RR PHIL PA								10061504
PENN CENTRAL TRNS NEW HAVEN CT							AR 565683	00232378
1237 INERTEEN PPO					674	136		1050-200-16
PENN CENTRAL WILMINGTON DELA							AR 565678	00177970
1237 INERTEEN PPO			6,740	1,517	40,440	8,023		1050-200-16
1237 TRANSFORM PYRANOL A13838			6,100	1,822				1050-300-16
TOTAL CUSTOMER			14,840	3,339	40,440	8,023		00177970
PENN CENTRAL CROTON ON HUDS NY							AR 999999	00183857
1237 TRANSFORM PYRANOL A13838					675	131		1050-300-16
PENN CENT & AFFILATED ENOLA PA							AR 565678	00220647
1237 INERTEEN PPO			1,348	303				1050-200-16
PENN CENTRAL PAOLI PA							AR 565678	00156663
1237 INERTEEN 70-30			13,950	3,034				1050-210-16
1237 INERTEEN PPO			35,722	8,029	51,898	10,320		1050-200-16
1237 TRANSFORM PYRANOL A13838			6,750	1,519				1050-300-16
TOTAL CUSTOMER			55,952	12,582	51,898	10,320		00156663
PENN RR ENOLA PA							AR 567047	10061490
1237 TRANSFORM PYRANOL A13838			1,450	304				1050-300-16
TOT PAR PENNSYLVANIA RR PHIL PA			73,490	16,538	93,687	18,610		10061504
PENNWALT CORP PHILADELPHIA PA								10061636
PENNWALT CORP PHILADELPHIA PA							AR 567200	10061636
1237 TRANSFORM PYRANOL A13838					1,350	271		1050-300-16
P G & E CO HEALDSBURG CA							AR 551085	00272299
1366 TRANSFORM PYRANOL A13838	1,3	371	1,350	371				1050-300-16

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					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
.PHELPS DODGE COPP NYC NY								00044989
PHELPS DODGE LOS ANGELES CA							AR 576094	00236691
1866 TRANSFORM PYRANOL A1383B					130	46		1050-300-16
								10062489
PHILADELPHIA ELEC PHIL PA							AR 576450	10062489
1237 AROCLOR DIST-124B					2,400	497		1040-260-16
.PHILLIAS PET BARTLESVILLE OK								10062659
PHILLIPS PET BARGER TX							AR 577700	10062675
1965 TRANSFORM PYRANOL A1383B		36	83	360	74			1050-300-16
PHILLIPS PPG BERGER TX							AR	00133787
1968 TRANSFORM PYRANOL A1383B		720	166					1050-300-16
TOT PAR PHILLIPS PET BARTLESVILLE O		1,080	249	360	74			10062659
.PHIPPS PROD CORP MEMPHIS TN								00155047
PHIPPS PROD CORP PHILADELPH PA							AR 577908	00253774
1252 INERTEEN PPG		3,370	725					1050-200-16
								00253782
PHIPPS PROD NORFOLK VA							AR 577908	00253782
1252 INERTEEN PPG		12,000	2,753					1050-200-16
								00227382
PICKANDS MATHER KELLY LAKE MN							AR 578651	00227382
1134 INERTEEN 70-30				360	72			1050-210-16
								00243175
PITTS & CONNEAUT CONNEAUT OH							AR 582607	00243175
1138 TRANSFORM PYRANOL A1383B				4,725	950			1050-300-16
								00208418
PLASTIC CAPACITORS CHICAGO ILL							AR 586882	00208418
1134 AROCLOR 1242				6,600	1,346			1040-240-16
.H K PORTER CO PITT PA								00045012
H K PORTER DELMONT PA							AR 590384	10064155
1366 INERTEEN 70-30		1,963	60,453	15,756	78,858	17,340	100,000	1050-210-16
H K PORTER THERM PHILA PA							AR 590378	10064112
1237 TRANSFORM PYRANOL A1383A		144	42					1050-300-16
PULTER CO WESSLN PA							AR 591335	10064287
1366 INERTEEN 70-30		1,080	249	1,800	373	1,200		1040-260-16

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DSW 314021

	Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR GOAL LBS	CUST ID MAJR-SUB-SUP
•PRECISION PAPERS DAYTON OH						10064416
PRECISION PAPERS LEBANON IN					AR 592076	10064422
1032 TRANSFORM PYRANOL A13B33	124	39				1050-300-16
•PROCTER AND GAMBLE CINCINNATI OH						10064767
PROCTER-GAMBLE KAN CITY KS					AR 594800	10064740
1133 TRANSFORM PYRANOL A13B33	152	47	152			1050-300-16
PROCTER AND GAMBLE ST LOUIS MO					AR 594800	00158534
1133 TRANSFORM PYRANOL A13B33	332	83				1050-300-16
TOT FOR PROCTER AND GAMBLE CINCINN	152	1,436	239			10064767
•						00218278
PUBLIC SER OF COLORDO DENVER CO					AR 596935	00218278
1860 INERTEEN FPD			2,696	545		1050-200-16
•						00242284
PUB SERV OF OKLAHOMA TULSA OK					AR 596934	00242284
1974 INERTEEN 70-30			1,348	272		1050-210-16
•QUAKER OATS CHICAGO ILL						00045772
QUAKER OATS OREGON IL					AR 601800	10065674
1134 TRANSFORM PYRANOL A13B33			65	19		1050-300-16
•						00253294
QUINN ENGINEER BELLHAVEN NC					AR 604355	00253294
1932 AROCLOR 1254	620	136				1040-280-16
•R F INTERONICS OCEANSIDE LI NY						10065895
R F INTERONICS BAYSHORE NY					AR 604697	10065887
1237 AROCLOR 1254			1,800	373		1040-280-16
R F INTERONICS BAYSHORE LI NY					AR 604697	00270849
1232 AROCLOR 1254	136	1,200	272			1040-280-16
TOT FOR R F INTERONICS OCEANSIDE LI	136	1,200	272	1,800	373	10065895
•						00260762
RANSLOW ELEC-COAT INDIANAP IN					AR 607418	00260762
1174 AROCLOR 1242	110	39				1040-280-16
•						00230812
RATH PACKING CO WATERLOO IA					AR 607960	00230812
1134 TRANSFORM PYRANOL A13B33			1,080	222		1050-300-16

Data Documents, Inc. 02

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DSW 314022

	Y-T-D SALES POUNDS	Y-T-D SALES DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-GRP-GP
R A REED ELECTRUS ANGELUS CA					AR 612167	00229105 00729105
1965 INERTEEN PPD			674	166		1050-200-16
•RELIANCE ELEC CLEVELAND OH						10067251
RELIANCE ELEC CLEVELAND OH					AR 614620	10067243
1237 AEROTHERM 1242	4,400	2,590	10,200	2,123		1040-240-16
RELIANCE ELEC CLEVE OH					AR 614621	10067251
1237 AEROTHERM 1242	1,830	458	6,600	1,407		1040-240-16
107 PAT RELIANCE ELEC CLEVE OH	13,200	2,998	14,800	3,530		10067251
•REPUBLIC AVIAT FARMINGDALE NY					AR 615728	10067391 10067391
1237 TRANSFORM PYRANOL AI3838			675	133		1050-300-16
•REPUBLIC STEEL CORP CLEVE OH						10067480
REPUBLIC STEEL ALABAMA CITY AL					AR 615950	10067421
1932 TRANSFORM PYRANOL AI3838	1,350	304				1050-300-16
RESEARCH CTTRE BOUND BROOK NJ						10067537
RESEARCH CTTRE BOUND BROOK NJ					AR 616018	10067537
1237 INERTEEN 70-30	346,436	73,497	295,212	55,757		1050-210-16
1237 INERTEEN PPD			163,848	31,590	100,000	1050-200-16
TOTAL CUSTOMER	346,436	73,497	465,060	87,347	100,000	10067537
RESOURCE CONTROL WESTHAVEN CT					AR 616250	00262226
1270 TRANSFORM PYRANOL AI3838	2,265	534				1050-300-16
RESOURCE CONTROL SILVER SPRING MD					AR 616250	00265756 00265756
1838 TRANSFORM PYRANOL AI3838	120	39				1050-300-16
•REX CHAINBELT MILWAUKEE WI						10067650
REX CHAINBELT MILWAUKEE WI					AR 616905	10067650
1134 INERTEEN 70-30	180	59				1050-210-16
•REYNOLDS METALS RICHMOND VA						10067782
REYNOLDS MET SPOTT CITY OH					AR 617388	00135992
1932 TRANSFORM PYRANOL AI3838	1,350	304				1050-300-16
REYNOLDS METALS GUM SPGS AR					AR 617480	10067855
1974 INERTEEN PPD			1,348	264		1050-200-16
REYNOLDS METALS MESTIA SY					AR 617466	10067790
1237 TRANSFORM PYRANOL AI3838	3,775	1,063	3,375	678		1050-300-16

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DSW 314023

	TOTAL [illegible] SALES		Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR GOAL $$$	CUST ID MAJR-GRP-GP
.REYNOLDS METALS RICHMOND VA								10067782
REYNOLDS METALS GREGORY TX 1238 INERTEEN 70-30			674	152			AR 617481	00270563 1050-210-16
REYNOLDS METALS LONGVIEW WA 1236 TRANSFORM PYRANOL A13836					675	169	AR 617484	10067863 1050-300-16
TOT PAR REYNOLDS METALS RICHMOND VA			6,749	1,519	5,398	1,111		10067782
.[illegible] ROGERS PITTSBURGH PA FREEMAN CHEMICAL SAUKVILLE WI 11[illegible] TRANSFORM PYRANOL A13836					675	136	AR 271355	10068479 10029546 1050-300-16
.ROGERS CORP ROGERS CT ROGERS CORP ROGERS CT 1237 INERTEEN PPO					130	39	AR 629159	10068819 10068819 1050-200-16
.ROMANOFF ELEC MOTOR TIFFIN OHI ROMANOFF ELEC MOT DEFIANCE OH 1138 TRANSFORM PYRANOL A13838			660	215			AR 630193	10068967 00248762 1050-300-16
ROYALITE COMPANY FLINT MICH 1153 INERTEEN 70-30			674	152			AR 634987	00217204 00217204 1050-210-16
S & M ELEC PHILADELPHIA PA 1237 INERTEEN PPO					674	136	AR 638737	00232564 00232564 1050-200-16
SACRAMENTO MUNIC SACRAMENTO CA 1866 TRANSFORM PYRANOL A13836			4,050	1,114			AR	00178136 00178136 1050-300-16
SAN ANGELO ELEC SAN ANGELO TX 1966 TRANSFORM PYRANOL A13836			5,400	1,216	4,725	933	AR 644060	00089591 00089591 1050-300-16
SANCMAN ELEC BOSTON MA 1237 INERTEEN 7 -30			240	78			AR 644886	10070708 10070708 1050-210-16
.SANGAMO EL-C SPRGFD ILL SANGAMO ELECTRICKENS SC 1932 ARCLOR 1016 1932 ARCLOR 1242 1932 ARCLOR 1[illegible]	[illegible]	16,952	290,280 [illegible],220 [illegible],[illegible]	52,278 137,457 [illegible],945	1,203,540 [illegible],[illegible]0	181,549 13,129	AR 645451 1,700,000 110,000	10070783 10070783 1040-016-16 1040-240-16 1040-280-16
TOTAL CUSTOMER	[illegible],[illegible]	16,[illegible]	370,133	[illegible],[illegible]3	1,[illegible],960	194,677	1,810,000	10070783

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STLCOPCB4055108

DSW 314024

01/12/72

	TOTAL CURRENT SALES POUNDS	TOTAL CURRENT SALES DOLLARS	Y-T-D SALES POUNDS	Y-T-D SALES DOLLARS	TOTAL LAST YEAR SALES POUNDS	TOTAL LAST YEAR SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-SRD-GP
SAN MATEO UT H.S. SAN MATEO CA							AR 644249	00234206 00234206
1866 TRANSFORM PYRANOL A13936					325	114		1050-300-16
SCOTT PAPER CO PHIL PA								00045269
SCOTT PAP CO WINSLOW ME							AR 656447	10071542
1237 INERTEEN 70-30					674	131		1050-210-16
SCOTT W A ENG PHILADELPHIA PA							AR 656547	00253006 00253006
1237 TRANSFORM PYRANOL A13933			1,350	311				1050-300-16
SEATRAIN SHIP BLDG BROOKLYN NY							AR 658275	00270377 00270377
1237 INERTEEN 100-42			630	132				1050-215-16
SEABRIGHT IND SCHILLER PARK IL							AR 658484	00254746 00254746
1134 TRANSFORM PYRANOL A13938			4,950	737				1050-300-16
SHARON STEEL FARRELL PA							AR 663621	10072166 10072166
1131 TRANSFORM PYRANOL A13938			300	93				1050-300-16
SHELLER GLOBE TOLEDO OHIO								00046035
SHELLER-GLOBE NORFOLK VA							AR 488016	00253057
1230 INERTEEN PPO			126	39				1050-200-16
SIERRA TRANSER LOS ANGELES CA								10072956
SIERRA TRANSFORMR CERRITOS CA							AR 671106	00230669
1266 INERTEEN 70-30			90,990	23,659				1050-210-16
1866 INERTEEN PPO			29,656	7,602	107,166	23,969	60,000	1050-200-16
TOTAL CUSTOMER			120,646	31,261	107,166	23,969	60,000	00230669
S P ELECTRIC CO INC PARWAY NJ							AR 638735	00211109
1237 INERTEEN PPO			674	152	674	132		1050-200-16
MRS SMITHS CLL DR SILV SPGS MD							AR 680212	10073677 10073677
1237 TRANSFORM PYRANOL A13938							1,000	1050-300-16
SMITH CIL CORP ROCKFORD IL							AR 679548	10073669 10073669
1134 INERTEEN PPO					195	58		1050-200-16

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DSW 314025

	Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
	PIECES	DOLLARS	PIECES	DOLLARS	COST LBS	PAGE-ZZZ-GP
						00271802
S-M SUPPLY BLACK RIV FALLS WI					AR 638739	00271802
1134 INERTEEN 70-30	474	152				1050-210-16
						00263702
SOUTH CAROL PUBLIC WORKS CO SC					AR 693934	00263702
1936 TRANSFORM PYRANOL A13038	1,350	304				1050-300-16
SOUTHWESTERN ELEC OKLA CITY OK						00228648
SOUTHWESTERN ELECTRIC WICHITA KS					AR 691160	00219347
1133 TRANSFORM PYRANOL A13038			675	133		1050-300-16
SOUTHWESTERN ELEC OKLA CITY OK					AR 691166	00228648
1974 TRANSFORM PYRANOL A13038			11,160	2,195		1050-300-16
TOT PAR SOUTHWESTERN ELEC OKLA CITY			11,835	2,328		00228648
						10074339
SOUTHWEST ELEC OKLA CITY OK					AR 690663	10074339
1974 TRANSFORM PYRANOL A13038	5,400	1,216				1050-300-16
						00225738
SPACE CORP OKLAHOMA CITY OK					AR 691786	00225738
1974 ARCOLOR 1254			60	18		1040-280-16
SPAULDING FIBRE TONAWANDA NY						10074533
SPAULDING FIBRE CO NORTH RD NY					AR 692636	00139649
1237 INERTEEN 70-30	864	217	360	106		1050-210-16
SPAULDING FIBRE TONAWANDA NY					AR 692635	10074533
1237 INERTEEN 70-30			60	18		1050-210-16
TOT PAR SPAULDING FIBRE TONAWANDA	864	217	420	124		10074533
SPERRY RAND NYC NY						00045217
SPERRY RAND CORP DOYLINE L					AR 614893	00185485
1968 TRANSFORM PYRANOL A13038			1,350	261		1050-300-16
SPERRY RAND CORP SHREVEPORT LA					AR 614893	00232521
1974 TRANSFORM PYRANOL A13038			1,350	271		1050-300-16
TOT PAR SPERRY RAND NYC NY			2,700	532		00045217
SPOKANE TRANSFRM SPOKANE WA						10074754
SPOKANE TRANSFORME SEATTLE WA					AR 694220	00138738
1836 TRANSFORM PYRANOL A13038	1,350	372				1050-300-16

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DSW 314026

				TOTAL LAST Y AR SALES		TOTAL YEAR GOAL $AS	CUST ID MAJR-GRP-GP
.SPRAGUE E AUSEN SPRAGUE WA							10074754
.SPRAGUE TRANSFMR SPOKANE WA						AR 694220	10074754
1844 TRANSFORM PYRANOL A13833		53,000	4,633	29,025	5,690	25,000	1050-300-16
TOT PAR SPRAGUE TRANSFM SPOKANE WA		24,375	4,371	29,025	5,690	25,000	10074754
.SPRAGUE ELEC N ADAMS MA							10074770
.SPRAGUE ELEC N ADAMS MA						AR 694400	10074770
1837 ARECLOR 1016		1,000	1,410	13,479			1040-016-16
1837 ARECLOR 1242			991,000	171,279	1,733,060	159,169	2,000,000 1040-240-16
1837 ARECLOR 1254			7,200	1,605	8,400	1,737	40,000 1040-280-16
TOTAL CUSTO		1,1	1,1	206,283	1,741,460	161,106	2,040,000 10074770
.SPRING MILLS INC FORT MILL SC							00222496
SPRINGS MILLS INC LANCASTER SC						AR 694549	00222392
1982 IP RT Fan 70-30				1,348	263		1050-210-16
.A L STALEY MFG DECATUR IL							00214582
A L STALEY MFG DECATUR IL						AR 696250	00214582
1133 INERTEEN 70-30		16,850	3,732				1050-210-16
.STAND OIL CALIF SAN FRAN CA							00046906
CHEVRON OIL PANAMA CITY FL						AR 140353	00270954
1914 TRANSFORM PYRANOL A13838		120	29				1050-300-16
.STAND OIL NJ NEW YORK CITY NY							00046892
HUMBLE OIL ELE BENICIA CA						AR 351293	00165379
1966 ARECLOR 1254		55	14				1040-240-16
.STANFORD LINEAR MENLO PK CA							10075327
1866 INERTEEN PPH				4,046	1,019	AR 999999	10075327 1050-200-16
.STA-RITE INC DARABED NI							00261696
1135 TRANSFORM PYRANOL A13838		3,375	750			AR 695811	00261696 1050-300-16
.STATE CHEM CLEVELAND OHIO							00194212
STATE CHEM CO LUBBOCK TX						AR 703491	00139092
1966 ARECLOR 1254				120	37		1040-280-16
.STAUFFER TECHNOL AUGUSTA GA							10039282
HOUSTON PULP PAP PALATKA FL						AR 350909	10039274
1975 TRANSFORM PYRANOL A13838		1,440	330	2,529	511		1050-300-16
.STEVENS PAP MILL [illegible] SC							00139266
STEVENS PAPER S HADLEY FALL MA						AR 797656	00139238
1837 ARECLOR 1016			1,5				1040-016-16

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DSW 314027

		Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR GOAL LAST	CUST ID MAJ-GRP-GP
•STEVENS PAP MILL WINDSOR CT							00139246
STEVENS PA MILLS WESTFIELD MA						AR 707656	10076137
1237 ABECLOR 1016		630	130				1040-016-16
1237 ABECLOR 1246		1,[illegible]	2[illegible]	2,400	484		1040-240-16
TOTAL CUSTOMER		1,110	409	2,400	484		10076137
TOT PAR STEVENS PAP MILL WINDSOR CT		2,400	544	2,400	484		00139246
•							10076501
U A STUART OIL CHIC ILL						AR 712713	10076501
1134 TRANSFORM PYRANOL A13838		350	83				1050-300-16
•							00244082
SUCREST CORP BROOKLYN NY						AR 713504	00244082
1237 INERTEEN 70-30				360	75		1050-210-16
•SUNSTRAND AVIATION ROCKFORD IL							10076919
SUNSTRAND AVIATION ROCKFORD IL						AR 715619	10076919
1134 INERTEEN PPO		180	59				1050-200-16
•							00261491
SWITCHGEAR SERVICE OREGON WI						AR 722157	00261491
1134 INERTEEN 70-30		674	152				1050-210-16
•							00251291
TAPPAN ZEE ELECT W NYACK NY						AR 724843	00251291
1237 TRANSFORM PYRANOL A13838		2,700	608				1050-300-16
•							00223131
TENNESSEE ARM EL KNOXVILLE TEN						AR 728149	00223131
1932 INERTEEN PPO				3,370	661		1050-200-16
1932 TRANSFORM PYRANOL A13838		720	166	2,090	417		1050-300-16
TOTAL CUSTOMER		720	166	5,460	1,078		00223131
•							00186910
TENN TRANSFORM CHATTANOOGA TN						AR 728598	00186910
1932 TRANSFORM PYRANOL A13838		6,075	1,307	6,075	1,121		1050-300-16
•THE UNIV OF TENN KNOXVLE TN							10078857
THE UNIV OF TENN KNOXVLE TN						AR 728600	10078857
1932 INERTEEN 70-30		1,348	304				1050-210-16
•							00238376
TEXAS ELEC SERV COLORADO CT TX						AR 730011	00238376
1968 TRANSFORM PYRANOL A13838				1,035	210		1050-300-16

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DSW 314028

							00271837
TEXAS ELEC SER WICH FALLS TX						AR 730511	00271837
1174 TRANSFORM PYRANOL AI3B3B							1050-300-16
							00270571
TIMKEN-DETROIT AXLE/RANE SPRGS CO						AR 735897	00270571
1160 TRANSFORM PYRANOL AI3B3B							1050-300-16
							10021995
1131 DEUTSCHMANN CANTON MA						AR 205860	10021995
1137 ASKEL - 1279				600	124		1040-280-16
							00272949
TOLEDO EDISON CO TOLEDO OH						AR 737541	00272949
1153 TRANSFORM PYRANOL AI3B3B							1050-300-16
							00259357
TORRANCE ELECTRIC CO ROCK I IL						AR 738650	00259357
1134 TRANSFORM PYRANOL AI3B3B							1050-300-16
							00248908
TOWNSEND BOTTUM MONROE MI						AR 739260	00248908
1153 TRANSFORM PYRANOL AI3B3B							1050-300-16
							00183415
TRANE COMPANY LEXINGTON KY						AR 739953	00183415
1173 INERTEEN PPO				360	72		1050-200-16
.TRANSCO GD CHICAGO ILL							00030298
STD TRNSFRMER WARREN OH						AR 701029	10075319
1134 INERTEEN 70-30	48,346	22,486	33,240	56,906		300,000	1050-210-16
STANDARD TRANSFORMER MEDFRD OR						AR 701029	00216283
1836 INERTEEN 70-30	103,100	19,280	159,520	26,710		200,000	1050-210-16
							00240761
TRANSFER SERVICE CO DETROIT MI						AR 739678	00240761
1155 INERTEEN PPO				720	149		1050-200-16
.TRANSFORMER SERV DETROIT MI							10080851
TRANSFORMER SERV DETROIT MI						AR 739678	10080851
1155 INERTEEN 70-30				3,370	657		1050-210-16
1193 INERTEEN PPO	2,776	607	2,160	439			1050-200-16
TOTAL CUSTOMER	2,776	607	5,530	1,096			10080851
TRANSFORMER SERV LIVONIA MI						AR 739678	00225320
1155 INERTEEN PPO				720	145		1050-200-16

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			Y-T-D SALES	SALES	TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			POUNDS	DOLLARS	POUNDS	DOLLARS	GOAL LBS	MAJR-SEC-GP
.TRANSFORMER SERV DETROIT MI								10080851
TRANSFORMER SERV MONROE MI							AR 739678	00196894
1154 INERTEEN PPO			2,160	497				1050-200-16
TRANSFORMER SERV CONCORD NH							AR 739679	00243876
1237 INERTEEN 70-30	1,[illegible]	248	1,[illegible]80	248	2,696	544		1050-210-16
TOT PAR TRANSFORMER SERV DETROIT MI	1,[illegible]	248	5,936	1,352	8,946	1,785		10080851
TRANSFORMER SERV OHIO AKRON OH								00261815
							AR 739677	00261815
1134 INERTEEN 70-30	2,[illegible]72	758	3,[illegible]78	758				1050-210-16
1138 INERTEEN PPO	6,[illegible]48	272	7,880	603				1050-200-16
TOTAL CUSTOMER	9,[illegible]20	1,030	11,258	1,361				00261815
TRANS REX DIV TORRANCE CA								00237663
							AR 739617	00237663
1866 TRANSFORM PYRANOL A13838					1,350	339		1050-300-16
TREESWEET PRODUCTS FT PIERC FL								00269395
							AR 740410	00269395
1932 TRANSFORM PYRANOL A13838			975	192				1050-300-16
TRI-STATE ELEC WESTVILLE IN								00260479
							AR 741046	00260479
1138 TRANSFORM PYRANOL A13838			3,000	975				1050-300-16
TURNER ELEC WKS JACKSONVILLE F								10081246
							AR 744821	10081246
1976 TRANSFORM PYRANOL A13838			24,300	5,225	64,125	12,065		1050-300-16
TYSON BEARING CO GLASGOW KY								00228443
							AR 746830	00228443
1178 INERTEEN PPO					390	115		1050-200-16
.UNIONCAMP CORP NYC NY								00047090
UNION CAMP CORP FRANKLIN VA							AR 748238	10081572
1230 TRANSFORM PYRANOL A13838					720	148		1050-300-16
.UNION CARBIDE CORP NYC NY								00045705
UNION CARBIDE PADUCAH KY							AR 748685	00141909
1133 TRANSFORM PYRANOL A13838					4,140	833		1050-300-16
UNION CAR NUC OAKRIDGE TENN							AR 748676	10081971
1932 TRANSFORM PYRANOL A13838			34,[illegible]65	3,244	9,720	1,952		1050-300-16
UNION CARBIDE TEXAS CITY TEX							AR 748588	10081734
1963 TRANSFORM PYRANOL A13[illegible]38			[illegible],[illegible]55	1,216	5,375	674		1050-300-16

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				TOTAL LAST YEAR SALES		TOTAL YEAR	LIST TO
				GALLONS	DOLLARS	GOAL (P)	MAJR-SUB-GP
•UNION CARBIDE CORP NYC NY							00045705
UNION CARB INSTITUT WV						AR 748635	00141771
1231 INERTEEN PP				1,348	272		1050-200-16
TOT PAR UNION CARBIDE CORP NYC NY			13,665	14,583	3,731		00045705
•UNION ELECTRIC CO MARYLAND MO							00141925
UNION ELEC CO MARYLAND EGIS MO						AR 749200	00141925
1233 TRANSFORM PYRANOL AI3838	67	12	3,375	765	3,375	653	1050-300-16
•UNION OIL CO LOS ANGELES CA							00047155
UNION OIL CO LOS ANGELES CA						AR 750200	00047155
1555 TRANSFORM PYRANOL AI3838		130	49				1050-300-16
UNION OIL WILMINGTON CALIF						AR 750200	10082188
1555 TRANSFORM PYRANOL AI3838		15	118				1050-300-16
TOT PAR UNION OIL CO LOS ANGELES CA		445	167				00047155
•UNIROYAL NEW YORK CITY NY							00047325
UNIROYAL JOLIET ARS JOLIET ILL						AR 751181	00386703
1134 TRANSFORM PYRANOL AI3838		15 -	75 -				1050-300-16
							10083389
UNITED ELEC CONT WATERTOWN MA						AR 752222	10083389
1237 AROCLOR 1242				1,200-	160-		1040-240-16
							00233048
UNIV MACHINERY & EQUIP REARING						AR 757740	00233048
1237 INERTEEN 76-30		574	152				1050-210-16
1237 TRANSFORM PYRANOL AI3838				675	136		1050-300-16
TOTAL CUSTOMER		574	152	675	136		00233048
•UNIVERSAL OIL EQ PLAINS IL							00047645
U O P G RUTHERFORD NJ						AR 757842	10395586
1237 INERTEEN 54261 CM				2,400	478		1050-216-16
							00232734
UPJOHN INC ROCKY MOUNT NC						AR 758244	00232734
1232 INERTEEN 76-30				1,834	211		1050-210-16
							10085713
V L OPTICRAFT PTC SCOTTSDALE PA						AR 758345	10085713
1231 INERTEEN 76-30		146,639	17,377	98,100	16,036		1050-210-16
2131 INERTEEN PP						50,020	1050-200-16
TOTAL CUSTOMER		147,...	17,377	98,100	16,036	50,020	10085713
							00219886
VS CARPENTER LTA SUN VALLEY CA						AR 759179	00219886
1961 SYNOIL 2.4D		...	145				1060-240-16

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	Y-T-D SALES		TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
	PERIOD	DOLLARS	DOLLARS	UNITS	GOAL LBS	MAJR-GRP-SUP
.U S GOVT WASHINGTON D C						10084733
DEPT OF INTERIOR US PAGE AZ					AR 754748	00225746
1845 TRANSFORM PYRANOL A13838			675	166		1050-300-16
GENERAL SERVICE ADM RICHLAND WA					AR 755314	00245503
1923 TRANSFORM PYRANOL A13838			1,350	376		1050-300-16
TENN VALLEY AUTHOR N CUMBER TN					AR 728650	00270318
1932 INERTEEN 100-42	1,402	396				1050-215-16
U S A F CAMPALO SPRINGS COL					AR 754800	10084474
1857 INERTEEN 70-30	576	152				1050-210-16
U S ARMY FOREST PARK GEORGIA					AR 754578	10084318
1932 INERTEEN PPO			3,900	1,062		1050-200-16
U S ARMY NEW CUMBERLAND PA					AR 754939	00259032
1131 TRANSFORM PYRANOL A13838	147	39				1050-300-16
VA HOSPITAL MONTGOMERY AL					AR 753956	00225495
1932 INERTEEN PPO			360	72		1050-200-16
U S GOVT EL TORO CALIFORNIA					AR	00089729
1865 TRANSFORM PYRANOL A13838			675	166		1050-300-16
U S GOVT LONG BEACH CALIF					AR 755108	10084458
1866 TRANSFORM PYRANOL A13838			1,350	329		1050-300-16
U S GOVT OAKLAND CALIF					AR 754578	10084024
1866 INERTEEN PPO	4,500	1,509				1050-200-16
U S GOVT WASHINGTON D C					AR 754201	10084733
1237 INERTEEN 70-30	1,348	303	360	75		1050-210-16
U S DEPT INTERIOR PALISADES					AR 087375	00250929
1865 INERTEEN PPO	2,185	576				1050-200-16
U S GOVT FINANCE SAVANNA ILL					AR 755280	00256617
1134 INERTEEN 70-30	363	83				1050-210-16
U S GOVT-SEA-KANSAS CITY MO					AR	00093688
1135 INERTEEN PPO			6,500	2,140		1050-200-16
U S GOVT ARMY PHILADELPHIA PA					AR 755238	00207578
1237 TRANSFORM PYRANOL A13838	2,175	456				1050-300-16
US GOVT NAVAL SHPYD CHELSEA MASS					AR 754756	00211893
1912 INERTEEN 70-30			474	131		1050-210-16

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					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
					POUNDS	DOLLARS	DUAL LBS	MAT-SEG-GP
•U S GOVT WASHINGTON D C								10084733
US NAVAL BASE SAN DIEGO CALIF							AR 754952	00257230
1806 TRANSFORM PYRAMOL AL3633			1,250	44				1050-300-16
U S NAVY PETROLEUM FIELD CALIF							AR 755210	10084520
1... INERTEEN 70-30			671	192				1050-210-16
U S NAVY OAKLAND CALIF							AR 755125	10084288
1805 INERTEEN PPD					1,950	531		1050-200-16
1... TRANSFORM PYRAMOL AL3633	2,...	...	1,...	74	675	166		1050-300-16
TOTAL CUSTOMER	...	597	3,...	741	2,625	697		10084288
U S NAVY PORT HUENEME CALIF							AR 755370	10084571
2603 INERTEEN 70-30			12,...	3,522				1050-210-16
U S NAVY WASHINGTON D C							AR 755003	10084298
1237 INERTEEN 70-30	57...	152	579	152				1050-210-16
U S NAVY SUPPLY OAHU HAWAII							AR 754731	00263133
1366 INERTEEN PPD			369	96				1050-200-16
U S NAVAL SUP CENT E MAGENTA DE							AR 753953	00180091
1237 TRANSFORM PYRANOL AL3633					1,350	261		1050-300-16
U S DEPT NAVY PORTSMOUTH VA							AR 755052	10084350
0423 INERTEEN PPD			2,022	456				1050-200-16
TOT PAR U S GOVT WASHINGTON D C	...	7...	03,451	2,115	19,819	5,475		10084733
•U S SMELTING MIDVALE UT								10085160
US SMELT & REF & MIN FERRO SIL							AR 756735	00168092
1066 INERTEEN PPD					674	170		1050-200-16
•UNITED STATES STEEL NYC NY								00047724
U S STEEL FAIRFIELD ALABAMA							AR 756872	10085357
1302 INERTEEN 70-30			674	152				1050-210-16
US STEEL CHEMICAL BAYTOWN TX							AR 756843	00218049
1263 INERTEEN PPD					360	75		1050-200-16
U S STEEL CORPORATION GARY W V							AR 999099	00187003
1151 INERTEEN PPD					2,696	528		1050-200-16
TOT PAR UNITED STATES STEEL NYC NY			674	152	3,056	603		00047724
UTAH INTERNATIONAL SAN FRANCISCO							AR 759594	00222963
1846 TRANSFORM PYRANOL AL3...					675	166		1050-300-16

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								00225754
WALCOM INDUS DIVISION							AR 759481	00225754
1237 AROCLOR 1254					60	18		1050-280-16
								00270967
VALENTINE ELEC LITTLE [illegible]							AR 760061	00270967
1237 INERTEEN 70-30		[illegible]	152					1050-210-16
								00224065
VALLEY FAIR SHOP SAN JOSE CA							AR 760540	00224065
1233 TRANSFORM PYRANOL AI[illegible]						180		1050-300-16
								00233986
VALLEY STEEL CONST DECATUR AL							AR 760760	00233986
1232 INERTEEN 70-30					1,348	272		1050-210-16
								00265039
VAN NESS CO POTSDAM NY							AR 762200	00265039
1273 TRANSFORM PYRANOL AI3[illegible]		675	152					1050-300-16
								10086256
VANTRAN ELECTRIC VANPALTO IL							AR 762724	10086256
1233 INERTEEN 10-[illegible]	[illegible]	1,320	[illegible]	[illegible]				1050-215-16
1233 TRANSFORM PYRANOL AI3033	[illegible]		[illegible]	18,275	90,450	17,786		1050-300-16
TOTAL COST-SHEET	[illegible]	1,320	124,[illegible]	[illegible]	90,450	17,786		10086256
.VIRGINIA ELE PCW RICHMOND VA								00048224
VIRGINIA EL PC NORFOLK VA							AR 765675	10086969
1237 TRANSFORM PYRANOL AI3[illegible]					[illegible]	445		1050-300-16
VIRGINIA ELE PCW RICHMOND VA							AR 766675	00048224
1237 INERTEEN PPO					1,440	289		1050-200-16
VIR ELEC PCW MOUNT STORM W V							AR 766675	10086957
1231 TRANSFORM PYRANOL AI3[illegible]		1,[illegible]	[illegible]					1050-300-16
TOT PAR VIRGINIA ELE PCW RICHMOND V		1,[illegible]	304		3,600	734		00048224
								10087112
VOLLARO ELECTRIC BUFFALO NY							AR 768812	10087112
1231 TRANSFORM PYRANOL AI3[illegible]					[illegible]	136		1050-300-16
								00228451
WALCOM IND DV WALTONEN TROY [illegible]							AR 772315	00228451
1231 AROCLOR 1254					60	18		1040-280-16

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					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
							GOAL LBS	MAJ-SRD-GP
WESTINGHOUSE ELECTRIC SYC NY								00047740
WESTINGHOUSE EMPYVILLE CALIF							AR 792279	10089921
1868 INERTEEN PPO			1,365	471	4,718	1,165		1050-200-16
TOTAL CUSTOMER	1,[illegible]	[illegible]	[illegible]	1,[illegible]	4,718	1,165		10089921
WESTINGHOUSE ELEC HOLLY-SUD CA							AR 792276	00241245
1865 INERTEEN 54201 CM					600	149		1050-216-16
WESTINGHOUSE PETALUMA CA							AR 792276	00250015
1[illegible] INERT EN 54201 CM	[illegible]	[illegible]	[illegible]	1[illegible]				1050-216-16
WESTINGHOUSE SAN FRANCISCO CAL							AR 792279	00185663
1865 INERTEEN 70-30			1,368	471	674	165		1050-210-16
1866 INERTEEN 54201 CM					1,740	314		1050-216-16
TOTAL CUSTOMER			1,368	471	2,414	479		00185663
WESTINGHOUSE ELEC DENVER COLO							AR 792337	00159271
1865 INERTEEN 1[illegible]-42			[illegible]	1[illegible]				1050-215-16
1866 INERTEEN 54201 CM					600	119		1050-216-16
1876 INERTEEN PPO					1,348	264		1050-200-16
TOTAL CUSTOMER			[illegible]	132	1,948	383		00159271
WESTINGHOUSE NEW HAVEN CT							AR 792262	00266310
1270 INERTEEN 70-30			676	192				1050-210-16
WESTINGHOUSE STAMFORD CT							AR 792262	00273392
1237 INERTEEN 54201 CM	602	132	630	132				1050-216-16
WESTINGHOUSE WINDSOR LOCKS CT							AR 792305	00262552
1237 INERTEEN 70-30			8,[illegible]	1,658				1050-210-16
WESTINGHOUSE ELEC WESTPORT CT							AR 792305	00271896
1270 INERTEEN 54201 CM	26,[illegible]	5,[illegible]	26,[illegible]	5,695				1050-216-16
WESTINGHOUSE WASHINGTON DC							AR 792244	10090328
1237 INERTEEN 54201 CM			9,[illegible]	2,061				1050-216-16
WESTINGHOUSE PITTS-BALDWIN PL							AR 792283	00145203
1975 INERTEEN 70-30			3,379	758				1050-210-16
1975 INERTEEN 1[illegible]-42					1[illegible]	2,646		1050-215-16
1975 INERTEEN 54201 CM					4,[illegible]0	836		1050-216-16
1975 INERTEEN PPO					1,348	272		1050-200-16
TOTAL CUSTOMER			3,379	758	1[illegible],348	3,754		00145203
WESTINGHOUSE % ATL ATLANTA GA							AR 792284	00145157
1936 INERTEEN 1[illegible]-42			1,[illegible]	[illegible],[illegible]				1050-215-16
1932 INERTEEN PPO			[illegible]	166	[illegible]	149		1050-200-16
TOTAL CUSTOMER			10,[illegible]	[illegible],441	7[illegible]	149		00145157

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			TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
			POUNDS	DOLLARS	GOAL LBS	MAJOR-SUB-GP
WESTINGHOUSE ELECTRIC NYC NY						00047140
WESTINGHOUSE ELECTRIC-CHILE					AR 989383	00085332
1133 INERTEEN 54201 CM			10,800	2,360		1050-216-16
WESTINGHOUSE AUTON ILLINOIS					AR 792302	00263125
1133 INERTEEN 70-30	544	173				1050-210-16
WESTINGHOUSE CHICAGO ILLINOIS					AR 792292	10089611
1134 INERTEEN 54201 CM	132	92	39,600	7,698		1050-216-16
WESTINGHOUSE TUSCOLA ILL					AR 792311	00262560
1134 INERTEEN 70-30	574	152				1050-210-16
WESTINGHOUSE BLOOMINGTON IND					AR 792306	10089786
1176 ARCCLOR 1016	285,100	51,490				1040-016-16
1176 ARCCLOR 1232			550	122		1040-230-16
1176 ARCCLOR 1242	648,[illegible]	[illegible],194	2,462,380	390,652	2,700,000	1040-240-16
1176 ARCCLOR 1242HIGHLY REFINED			89,600	14,336	300,000	1040-242-16
1176 ARCCLOR 1254					30,000	1040-280-16
1176 INERTEEN 54201 CF CAPACITOR	98,000	17,640				1050-219-16
1176 INERTEEN 54201 A9	[illegible]	526				1060-200-16
1176 INERTEEN 54201 KJ	[illegible]	[illegible]				1050-218-16
1176 INERTEEN 54201 CM				4,087-		1050-216-16
TOTAL CUSTOMER	1,063,[illegible]	175,822	2,552,530	391,023	3,030,000	10089786
WESTINGHOUSE EVANS EVANSVIL IN					AR 792238	00144975
1133 INERTEEN 70-30	3,379	758				1050-210-16
WESTINGHOUSE GARY INDIANA					AR 792232	10089263
1134 INERTEEN 54201 CM			600	113		1050-216-16
WESTINGHOUSE INDIANAPOLIS IND					AR 792300	10089468
1173 INERTEEN 70-30	4,044	910				1050-210-16
1176 INERTEEN 100-42			1,200	239		1050-219-16
1176 INERTEEN PPO			1,348	272		1050-200-16
1176 TRANSFORMER INERTEEN 54201 KA	2,022	414				1050-217-16
TOTAL CUSTOMER	6,066	1,324	2,548	511		10089468
WESTINGHOUSE YORKTOWN IND					AR 792197	00272612
1134 INERTEEN 70-30	[illegible]	[illegible]				1050-210-16
WESTINGHOUSE WICHITA KS					AR 792263	00265594
1133 INERTEEN 54201 CM	6,[illegible]	1,320				1050-216-16
WESTINGHOUSE BATON ROUGE LA					AR 792270	10089395
1166 INERTEEN 100-42	[illegible]	1,[illegible]				1050-219-16
1166 INERTEEN 54201 CM			4,200	819		1050-216-16
TOTAL CUSTOMER	6,[illegible]	1,[illegible]	4,200	819		10089395

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					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
WESTINGHOUSE ELECTRIC SYS CO								00047740
WESTINGHOUSE EL PORGAT CITY LA							AR 792318	00185175
1960 INERTEEN 54201 CM					120	35		1050-216-16
WESTINGHOUSE SPO VEPORT LA							AR 792318	00270792
1960 INERTEEN 70-30			6,743	1,517				1050-210-16
1960 TRANSFORM PYRANGL A13930			675	152				1050-300-16
TOTAL CUSTOMER			7,418	1,669				00270792
WESTINGHOUSE OPANGA LA							AR 792318	00233757
1960 INERTEEN 54201 CM					110	33		1050-216-16
WESTINGHOUSE BOSTC CAMBRIDG MA							AR 792281	00145149
1237 INERTEEN 70-30			1,196	309				1050-210-16
WESTINGHOUSE LEOMINSTER MA							AR 792281	00240982
1237 INERTEEN 54201 CM					1,200	239		1050-216-16
WESTINGHOUSE NEWTON HGHLNDS MA							AR 792281	00231169
1237 INERTEEN 100-42					3,600	716		1050-215-16
WESTINGHOUSE SPRINGFIELD MASS							AR 792295	10089670
1237 INERTEEN 100-42					12,600	2,432		1050-215-16
1237 INERTEEN 54201 CM	7,[illegible]	1,716	15,[illegible]	3,432				1050-216-16
TOTAL CUSTOMER	7,[illegible]	1,716	15,500	3,432	12,600	2,432		10089670
WESTINGHOUSE BALTIMORE MD							AR 792307	10089832
1237 INERTEEN 100-42					[illegible]	597		1050-215-16
1237 INERTEEN 54201 CM			[illegible]	792	19,400	3,782		1050-216-16
TOTAL CUSTOMER			[illegible]	792	22,800	4,379		10089832
WESTINGHOUSE SUP HAGERSTOWN MD							AR 792201	00223786
1237 INERTEEN 54201 CM					600	113		1050-216-16
WESTINGHOUSE LANCOVER MD							AR 792244	00235180
1237 INERTEEN 54201 CM					2,400	478		1050-216-16
WESTINGHOUSE SPARROWS POINT MD							AR 792314	00210412
1237 INERTEEN 70-30					4,718	953		1050-210-16
WESTINGHOUSE TOWSON MD							AR 792346	00249963
1237 INERTEEN 70-30			4,744	910				1050-210-16
1237 INERTEEN 54201 CM			660	144				1050-216-16
TOTAL CUSTOMER			5,584	1,054				00249963
WESTINGHOUSE [illegible]							AR 792[illegible]	[illegible]
1237 INERTEEN 54201 CM					2,400	478		1050-216-16

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DSW 314038

					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
								00047760
WESTINGHOUSE BILLINGSLEY AL							AP 999999	10089247
1207 INERTEEN 54201 CM					12,000	2,388		1050-216-16
WESTINGHOUSE CIRCUIT MIDDLE							AP 792290	10089484
1193 INERTEEN 100-42					660	190		1050-215-16
1193 INERTEEN 54201 CM					11,870	2,504		1050-216-16
TOTAL CUSTOMER					12,530	2,694		10089484
WESTINGHOUSE ELE CLASS BOOS MI							AP 792308	00185167
1193 INERTEEN 54201 CM					609	113		1050-216-16
WESTINGHOUSE ELEC MUSKEGON MI							AP 999999	00271969
1193 INERTEEN 70-30								1050-210-16
WESTINGHOUSE FRENTON MI							AP 792280	00245275
1193 INERTEEN 54201 CM					3,600	716		1050-216-16
WESTINGHOUSE INTL FALLS MN							AP 792200	00227692
1134 INERTEEN 70-30					1,348	263		1050-210-16
1134 INERTEEN 54201 CM					1,200	226		1050-216-16
TOTAL CUSTOMER					2,548	489		00227692
WESTINGHOUSE MINNEAPOLIS MN							AP 792300	00205362
1134 INERTEEN 100-42					220	63		1050-215-16
1134 INERTEEN 54201 CM					3,000	597		1050-216-16
1134 INERTEEN PPD	2,000	667			1,034	204		1050-200-16
1134 TECHNICAL CITIZENS RESALE					4,200	868		9902-200-16
TOTAL CUSTOMER	2,000	667			8,454	1,712		00205362
WESTINGHOUSE COLUMBIA MO							AP 792299	00226696
1133 INERTEEN 70-30					240	71		1050-210-16
WESTINGHOUSE KANSAS CITY MO							AP 792291	10089603
1135 INERTEEN 70-30	1,548	323						1050-210-16
1135 INERTEEN PPD	674	132			6,112	1,212		1050-200-16
TOTAL CUSTOMER	2,022	455			6,112	1,212		10089603
WESTINGHOUSE ST LOUIS MO							AP 792299	10089735
1135 INERTEEN 70-30					7,614	1,498		1050-210-16
1135 INERTEEN 54201 CM					1,200	226		1050-216-16
TOTAL CUSTOMER					8,814	1,724		10089735
WESTINGHOUSE CHARLOTTE NC							AP 792307	00145419
1952 INERTEEN PPD	4,000	800	6,600	1,436	22,380	4,445		1050-200-16
WESTINGHOUSE MONTGOMERY AL							AP 792300	00234702
1952 INERTEEN PPD					1,348	272		1050-200-16

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					TOTAL LAST YEAR SALES		TOTAL YEAR	CUST ID
							FUEL LBS	MAJR-MIN-CO
WESTINGHOUSE ELECTRIC SYS NY								00047740
WESTINGHOUSE ELEC NEW BURN NC							AR 792309	00197181
1237 INERTEEN 70-30	75	15	474	102				1050-210-16
WESTINGHOUSE WILMINGTON N C							AR 792309	12089794
1237 INERTEEN 70-30			1,395	504				1050-210-16
WESTINGHOUSE EL SU FARGO N D							AR 999999	00182990
1237 INERTEEN 70%					65	19		1050-200-16
WESTINGHOUSE MANCHESTER NH							AR 999999	00185009
1237 INERTEEN 70-30					240	70		1050-210-16
WESTINGHOUSE ATLANTIC CITY NJ							AR 792351	00218448
1237 INERTEEN 54201 CM					1,800	358		1050-216-16
WESTINGHOUSE BOUND BROOK N J							AR 792351	00183334
1237 INERTEEN 54201 CM					30,600	7,480		1050-216-16
WESTINGHOUSE HILLSIDE NJ							AR 792349	10089417
1237 INERTEEN 70-30	1,[illegible]	333	1,348	303				1050-210-16
1237 INERTEEN 54201 CM		[illegible]	6,[illegible]	1,[illegible]	1,800	357		1050-216-16
TOTAL CUSTOMER	1,[illegible]	[illegible]	7,[illegible]	1,755	1,800	357		10089417
WESTINGHOUSE NEWARK NJ							AR 792207	00242063
1237 TRANSFORM PYRANOL A13838					735	154		1050-300-16
WESTINGHOUSE EL SU TRENTON NJ							AR 792208	00222305
1237 INERTEEN 54201 CM					275	53		1050-216-16
WESTINGHOUSE BEECHHURST NY							AR 792378	00257001
1237 INERTEEN 54201 CM			55	18				1050-216-16
WESTINGHOUSE QUEENS VLG NY							AR 792290	10089581
1237 INERTEEN 130-42					1,800	358		1050-215-16
1237 INERTEEN 070			2,696	607				1050-200-16
TOTAL CUSTOMER			2,696	607	1,800	358		10089581
WESTINGHOUSE GREENLAWN L IS NY							AR 792349	00271934
1237 INERTEEN [illegible]			[illegible]	[illegible]				1050-216-16
WESTINGHOUSE ELECTRIC SYC NY							AR 792233	00047740
1237 INERTEEN 54201 CM					9,000	1,697		1050-216-16
WESTINGHOUSE ELEC SUPPLY NY							AR 792336	10089158
[illegible]			[illegible]		[illegible]	414		[illegible]

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				TOTAL LAST YEAR SALES		TOTAL YEAR COST TO	
							00067143
WESTINGHOUSE CLEVELAND OHIO						AR 792275	10089425
1171 INERTEEN 1-3-42				632	254		1050-215-16
[illegible]				10,[illegible]	2,194		[illegible]
TOTAL COST				11,765	2,448		10089425
WESTINGHOUSE CLEVELAND OHIO						AR 792277	10089441
1176 ARCLOR 1416		5,[illegible]	1,[illegible]				1040-016-16
1101 ARCLOR 1242				11,600	2,360		1040-240-16
1171 INERTEEN 54201 CM		[illegible]	[illegible]	[illegible]	966		1050-216-16
TOTAL COST		1,[illegible]	[illegible]	14,400	2,926		10089441
WESTINGHOUSE DAYTON OHIO						AR 792277	00261122
1134 INERTEEN 72-30		720	166				1050-210-16
WESTINGHOUSE OKLAHOMA CITY OK						AR 792360	00224901
1131 INERTEEN 54201 CM				2,120	401		1050-216-16
WESTINGHOUSE EL PORTLAND OR						AR 792210	10089123
1836 INERTEEN 54201 CM		300	72	2,400	465		1050-216-16
WESTINGHOUSE ELEC ALLENTOWN PA						AR 792377	00237949
1237 INERTEEN 54201 CM				1,200	239		1050-216-16
WESTINGHOUSE ELEC BRADDOCK PA						AR 792300	00237191
1237 INERTEEN 54201 CM		1,800	340	26,400	4,990		1050-216-16
WESTINGHOUSE PITTS EAST PIT PA						AR 792300	00145246
1191 ARCLOR 1242				600	124		1040-240-16
WESTINGHOUSE ELRAMA PA						AR 792300	00220736
1131 INERTEEN 54201 CM				600	113		1050-216-16
WESTINGHOUSE GLASSPORT PLSB						AR 792312	10089801
1131 INERTEEN 54201 CM		12,[illegible]	[illegible],772	12,005	2,275		1050-216-16
WESTINGHOUSE PHILADELPHIA PA						AR 792298	10089727
1237 INERTEEN 7[illegible]30	[illegible],[illegible]	617	35,722	7,835	28,308	5,638	1050-210-16
1237 INERTEEN 1-3-42					220	63	1050-215-16
1237 INERTEEN 54201 CM					275	79	1050-216-16
1237 TRANSFORMER INERTEEN CAPACITOR	[illegible],[illegible]	423	7,[illegible]19	1,[illegible]28			1050-217-16
TOTAL COST	[illegible],[illegible]	1,[illegible]5	43,[illegible]6	[illegible],[illegible]	28,803	5,790	10089727
WESTINGHOUSE [illegible]ESBURGH PA						AP 792300	10089743
11[illegible] ARCLOR 1[illegible]		1,[illegible]	27[illegible]				1040-016-16
1131 AR CLOR 1[illegible]				[illegible]	247		1040-240-16
TOTAL COST		1,[illegible]	27[illegible]	[illegible]	247		10089743

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							00047740
WESTINGHOUSE SPRINGFIELD PA						AR 792229	00196851
1131 INERTEEN 54201 CM				1,[illegible]	548		1050-216-16
WESTINGHOUSE SHARON PENN						AR 792303	10089751
1131 INERTEEN 70-30	13,[illegible]	2,736	7,[illegible]20	13,174		200,000	1050-210-16
1132 INERTEEN 54201 CM	1,206,150	198,619	2,166,700	291,415		1,500,000	1050-216-16
TOTAL CUSTOMER	1,219,[illegible]	201,355	2,244,[illegible]20	304,589		1,700,000	10089751
WESTINGHOUSE CAYNEY SC						AR 792268	00261847
1974 INERTEEN 70-30	[illegible]	456					1050-210-16
WESTINGHOUSE HAMPTON S C						AR 792296	10089689
1982 ABCELOR 1254			12,600	2,478			1040-280-16
WESTINGHOUSE CHARLESTON SC						AR 792309	00225142
1932 INERTEEN PPU			674	132			1050-200-16
WESTINGHOUSE KINGSPORT TN						AR 792322	00261831
1982 INERTEEN 54201 CM	[illegible]	132					1050-216-16
WESTINGHOUSE TEEG GASCOIT TX						AR 792303	00271519
1932 INERTEEN 54201 CM	[illegible]	106					1050-216-16
WESTINGHOUSE AMARILLO TX						AR 792265	00264202
1974 INERTEEN 70-30	1,[illegible]	331					1050-210-16
WESTINGHOUSE TEEG FT WORTH TX						AR 792300	00165131
1974 INERTEEN 100-42			2,400	452			1050-215-16
1974 INERTEEN 54201 CM	[illegible]	[illegible]					1050-216-16
TOTAL CUSTOMER	1,200	264	2,400	452			00165131
WESTINGHOUSE PITTS HOUSTON TX						AR 792313	00145262
1974 INERTEEN 100-42	1[illegible]	[illegible]70	[illegible]20	2,958			1050-215-16
1982 INERTEEN 54201 CM			8,420	1,609			1050-216-16
TOTAL CUSTOMER	10,[illegible]	[illegible]30	21,620	4,117			00145262
WESTINGHOUSE LUBBOCK TX						AR	00237345
1982 INERTEEN 54201 CM			495	148			1050-216-16
WESTINGHOUSE ALEXANDRIA VA						AR 792244	10089344
1982 INERTEEN 70-30			[illegible]72	[illegible]87			1050-210-16
WESTINGHOUSE TEEG CHARLESTON WV						AR 792334	00243094
1982 INERTEEN 54201 CM			2,[illegible]	478			1050-216-16
WESTINGHOUSE TEEG [illegible]						AR 000000	00179027
1982 INERTEEN [illegible] CM			[illegible]	87			1050-216-16

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DSW 314042

								00047740
WESTINGHOUSE ELEC SEATTLE WASH							AR 792319	00145335
1232 AROCLOR 7-30		594.32	7,623					1050-210-16
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		1050-216-16
[illegible]		1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		1050-217-16
[illegible]	[illegible]	[illegible]	[illegible]	3,[illegible]	461,332	[illegible]		00145335
WESTINGHOUSE ELE SEATTLE WASH							AR 792266	00206938
1234 AROCLOR 7-30				7,414	1,446			1050-210-16
[illegible]							AR 792342	10089948
1235 AROCLOR 4,4 C		1,[illegible]	521					1050-216-16
1236 AROCLOR 1260		4,718	1,[illegible]					1050-200-16
TOTAL CUSTOMER		6,358	1,501					10089948
[illegible]							AR 792335	10089918
1241 AROCLOR 54,01 CM		2,439	521	605	114			1050-216-16
WESTINGHOUSE PHILADELPHIA W VA							AR 792216	00247869
1131 AROCLOR 54,01 CM		1,[illegible]	26[illegible]					1050-216-16
SET FOR WESTINGHOUSE ELECTRIC CORP	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		00047740
W VA PULP PAPER AXIS DY								00047589
WESTVACO CORP COVINGTON VA							AR 792471	10088589
1237 AROCLOR 1242		600	130					1040-240-16
WEYERHAEUSER KALAMATH FALLS OR								00265055
1855 [illegible] 7,-30		1,[illegible]	271				AR 792722	00265055
								1050-210-16
WEYERHAEUSER COMP TACOMA WA								00047708
WEYERHAEUSER FITCHBURG MASS							AR 792740	10090164
12 7 AROCLOR 1242				1,270	242			1040-240-16
								00196703
WHITTAKER ELECT MUSKEGON MICH							AR 797815	00196703
1153 [illegible] 70-30		720	234					1050-210-16
								00145619
WILLIAMS ASBCO ALLEN [illegible]							AR 801831	00145619
1153 AROCLOR 1254				[illegible]	118			1040-280-16
								00224464
WILSON ELECT BARTLESVILLE OK							AR 903555	00224464
1260 [illegible] IPC	[illegible]	[illegible]	[illegible]	17,[illegible]	[illegible]	[illegible]		[illegible] -16

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DSW 314043

								TOTAL LAST YEAR	TOTAL YEAR	COST ID
									AP 805381	00232219
										1060-210-16
									AP 811693	10092116
										1060-260-16
									AP 814721	10092434
							660-			1060-260-16
									AP 816494	10092593
1217	APPLEGR	1242								1060-260-16
		TOTAL						125,000	125,000	10092593
									AP 817825	00144527
										1060-210-16
TOTAL	FROM	GROUP	16					6,618,109	41,444,200	

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