-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.
		DISC PCB PCT															02442B		9998-000-17
5200		.ATLANTIC VARNISH RICHMOND VA		.200															00187925
5200		.BASF WYANDOTTE CARLSTADT NJ		.750		.400		.400											00233099
1138		.BASIC ALUM CAST CLEVELAND OH		7.50															10008409
5200		.MOBAY CHEMICAL NATRIUM WV		2.08															10053692
1134		.BEARDSLEY PIPER DIV CHICAGO IL		2.50															10008603
1134		.BELL & HOWELL CO CHICAGO IL		10.0															10009049
1134		.FRYE COPYSYSTM DES MOINES IA		6.70															00119296
1252		.BELRAY CO INC FARMINGDALE NJ		3.30		12.0	12.0												10009111
5200		.MORGAN ADHESIVES CO STOW OH		.100															10055334
1237		.BEST BROTHERS SINKING SPRGS PA		.150															00273244
5200		.BETHLEHEM STEEL BETHLEHEM PA		12.7															10009588
1836		BETHLEHEM STEEL SEATTLE WA		4.86															10009596
		PARENT CUST. TOT-BETHLEHEM STEEL		17.6															00045578
5200		.BETOSIA CORPORATION NEWARK N J		.300															00212385
5200		.BIRMA PRODUCTS SAYREVILLE NJ		60.9		65.0	24.0	41.0											10040604
5200		.BLAIR PROCESS TALLMADGE OHIO		.050															00216577
1163		.UNIV AMER BOHRN DIV ADRIAN MI		2.00															00161586
5200		.BORDEN PEABODY MA		.600															10010411
1252		BORDEN MIDDLESEX NJ		137		46.3		46.3											10010802
5200		BORDEN BROOKLYN NY		1.04															10010543
		PARENT CUST. TOT-BORDEN COLUMBUS		139		46.3		46.3											10010586
1134		.CALUMET STEEL CHIC HTS IL		11.7															10013194
1134		.BRIGGS-STRATTON MILWAUKEE WI		48.0															10011442
5200		.BROOKS GLUE CORP CANTON MA		.520															00233935
5200		.M A BRUDER & SONS PHILADEL PA		.300															10012007
5200		.BRUNING PAINT CO BALTIMORE MD		2.10		1.00	1.00												10012058
1138		.BRUSH WELLMAN ELMORE OH		1.50															00151114
1134		.BUDD CO GARY IND		5.00															10012325
1163		BUDD CO DETROIT MI		10.0															00151122
1280		BUDD CO FORT WASHINGTON PA		.500															10012260
1280		BUDD CO PHILADELPHIA PA		17.5															10012287
		PARENT CUST. TOT-BUDD CO PHILA P		33.0															10012287
5200		.BUHL CHEM WEIRSDALE FLA		.300		.300	.300												10012406
1138		.CABOT STELLITE DIV KOKOMO IN		7.74															10081785
1866		.UNIV OF CALIF LIVERMORE CA		.060															10013178
5200		.CANDY CORPORATION CHICAGO ILL		.100															00259276
1163		.CANNON MUSKEGON MUSKEGON MI		3.00															10013658
1131		.CARBORUNDUM FALCONER NY		2.15															00158100

WATER_PCB-00042759