-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		THERMINOL FR-1															00350A		1040-245-17
1252		.EAST ALCO ALU FREDERICK MD		40.8															00219703
1886		INTALCO ALUM FERNDALE WA		28.8															10040612
		PARENT CUST. TOT-HOMMET CORP NEW		69.6															00046469
1252		.J M HUBER EDISON NJ		1.80															00124907
1252		.ICI AMERICA INC DIGHTON MA		1.20															10039908
1178		.IMPERIAL ADHES CINN OHIO		2.40															10040124
1287		.CRAWFORD MFG RICHMOND VA		4.80															10020085
1178		.INMONT CORP DANA CINCINNATI OH		5.40															10040736
1178		INMONT CORP TOLEDO OHIO		6.00															10040876
		PARENT CUST. TOT-INMONT CORP NYC		11.4															00044482
1287		.INTA-ROTO RICHMOND VA		.600															00256994
1866		.INTERPACE IONE CA		1.80															10004055
1252		.INTER POLYMER CORP FARMINGD NJ		2.40															00250813
1270		.INTER ROYAL NEW BEDFORD MASS		6.60															00256927
1252		.INTL FLAVORS UNION BEACH NJ		10.8															10041244
1134		.INTL HARVESTER WAUKESHA WI		.600															00196657
1935		.INTL NICKEL WRIGHTSVILLE BH NC		.110															00232513
1974		.INTL PAPER CAMDEN AR		2.40															00125946
1975		INTL PAPER SPRINGHILL LA		.600															10041643
1252		INTL PAPER NO TONAWANDA NY		.275															10041538
		PARENT CUST. TOT-INTL PAPER CO N		3.28															00044504
1872		.INTERPLASTIC MINNEAPOLIS MN		1.80															00088897
1134		.ITT CONTL BAKING MILWAUKEE WI		.600															00177946
1252		.GEORGE JENKINS COM BRIDGEWA MA		.600															00126314
1982		.JENSEN INC SHELBYVILLE TN		.495															00256633
1866		.JERSEY MAID MK LOS ANGELES CA		.600															00198781
1886		.JERSEY NUCLEAR CO RICHLAND WA		1.20															00237825
1935		.JIFFY MFG GRANITE FLS N C		2.40															10042739
1935		JIFFY MFG HIGH PT NC		3.60															10042704
1252		JIFFY MFG HILLSIDE N J		5.40															10042720
1252		JIFFY MFG HANOVER PA		4.20															00126446
1866		JIFFY PACKAGING LA MIRADA CA		8.40															00170518
		PARENT CUST. TOT-JIFFY MANUF BRI		24.0															00048003
1252		.JOHNSN-JOHNSN NW BRUNSWICK NJ		4.80															10042933
1872		.LES JOHNSON CABNT IRON MT MI		.110															00256412
1866		.WESTERN PRECIP LOS ANGELES CA		1.20															10088895

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