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Monsanto

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H-E

MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

ORIGINAL

December 11, 1975

63970005452

AKA "MONSANTO LIST"
WITH EXHIBITS A-J (ONLY) ATTACHED
for DOCKET OPPTS-66009A
- PCB DISPOSAL AMENDMENTS

Mr. Earl J. Stephenson
Director, Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108

Dear Mr. Stephenson:

Attached is a response to the questionnaire which accompanied Mr. Stanley Legro's letter dated October 17, 1975.

To the best of my knowledge and belief, the information contained in this response represents the best information available to Monsanto.

If I can be of further assistance, please let me know.

Sincerely,

W. B. Papageorge

W. B. Papageorge
Manager, Product Acceptability
Process Chemicals Division

BEST COPY AVAILABLE
[whole Document]

ajt

Attachment

CC: Mr. Stanley W. Legro
US Environmental Protection Agency
401 "M" Street, SW
Washington, D.C. 20460

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97 SEP -3 AM 9:05

NOTE - BEST AVAILABLE COPY!

Contains No CBI
A Unit of Monsanto Company

360pp

POLYCHLORINATED BIPHENYL (PCB) COMPOUNDS OR MIXTURES

In this response the phrase "PCB compound or mixture" includes those materials listed under Base Products in Exhibit A.

1. (a) Monsanto Industrial Chemicals Company does not import PCB compounds or mixtures. Amounts produced for 1971, 1972, 1973, 1974 and the first three quarters of 1975 are included in Exhibit C.

   (b) Production facilities:

   For 1971 and 1972

   Monsanto Company
   Box 249
   Anniston, Alabama 36201

   For 1971 to present

   Monsanto Company
   Route 3
   Sauget, Illinois 62201

   The amounts produced at the Anniston, Alabama plant are shown on Exhibit D. The Sauget, Illinois unit produced the amounts shown on Exhibit E. Wholesale and retail outlets are not used.

   (c) See Exhibit F for 1971, Exhibit G for 1972, Exhibit H for 1973 and 1974 and Exhibit I for 1975. The PCB compounds or mixtures from the Anniston, Alabama facility are listed in Exhibit D. The remaining were shipped from the Sauget, Illinois facility.

2. (a) See Exhibit A - pages 2, 3 and 4 and Exhibit B.

   (b) See Exhibit A - pages 2, 3 and 4.

   (c) The PCB compounds or mixtures used were produced by Monsanto. See 1(b).

   (d) Production facilities are those shown under 1(b) and for 1971 and 1972 also included Monsanto Company, 1700 South Second Street, St. Louis, Missouri 63177. Products distributed through Monsanto's Anniston, Alabama unit are shown on Exhibit D. All Pydraul products were distributed through the St. Louis, Missouri facility. Remainder of products distributed through the Sauget, Illinois unit. Amounts distributed are shown on the exhibits listed in 2e below.

(e) See Exhibit F for 1971, Exhibit G for 1972, Exhibit H for 1973 and 1974 and Exhibit I for 1975. The products obtained from the Anniston, Alabama facility are listed in Exhibit D. The Pydraul products originated at the St. Louis, Missouri unit. The remaining were shipped from the Sauget, Illinois facility. We do not manufacture consumer products containing PCB compounds or mixtures.

3. (a) During 1971 and 1972 PCB compounds or mixtures were used as heat transfer fluids, hydraulic fluids and in transformers and capacitors. During the latter part of 1972, 1973, 1974 and 1975 PCB compounds or mixtures are only present in transformers and capacitors.

(b) See Exhibit J. Amounts shown are for total Monsanto Company usage. No records are available to determine specific company facility. Inerteen was used in transformers. Pydrauls in air compressors. Therminols in industrial heat transfer systems.

(c) The PCB products were all produced by Monsanto Company. The specific sources are shown on Exhibit J.

4. PCB compounds or mixtures are not reclaimed.

5. (a) During 1971 and 1972 solid waste material contaminated with PCB compounds or mixtures were buried in a secure landfill located within a fenced area on property owned by Monsanto Company at the Anniston, Alabama facility. Similar waste has also been buried in a secure landfill located on Monsanto Company property at the Sauget, Illinois facility during the period 1971 - 1975. Liquid wastes have been disposed by incineration for the period 1971 - 1975 in a high temperature unit located at the Sauget, Illinois facility. During 1975 solid waste was sent to Texas Ecologists, P. O. Box 307, Robstown, Texas 78380.

(b) Waste materials containing PCB compounds or mixtures are received from many sources. The type of PCB compound or mixture in the waste is unknown. The concentration is also unknown. Solid waste is estimated as containing levels ranging from the ppm level to 50% by weight. Liquid waste is estimated to contain about 90% PCB compound or mixture.

For amounts disposed see Exhibit K. Note the amounts shown refer to the total weight of waste. The actual PCB content is unknown.

(c) See Exhibit K for total waste disposed. Concentration and type of PCB compound or mixture are unknown.

(d) See Exhibit L. Total amounts of waste are shown. Concentration and type of PCB compound or mixture are unknown.

(e) See 5a for name and location. See Exhibit K for amount disposed.

6. See Exhibit A. Monsanto Company does not import or reclaim PCB compounds or mixtures. Composition of disposed material is unknown but can range from ppm level to 100% by weight PCB.

7. (a) See Exhibit M for Sauget, Illinois facility waste effluent analyses. See Exhibit N for Anniston, Alabama facility water effluent analyses. For PCB emissions to the atmosphere at the Sauget, Illinois facility see Exhibit O. Analyses of air emissions were not made at the Anniston, Alabama facility.

(b) See Exhibits M, N and O.

(c) No information is available regarding the Anniston, Alabama facility. No information is available relating to PCB concentration in the air in the area of the Sauget, Illinois facility. Samples of the Mississippi River were taken in 1972. Results were as follows:

*Sample Date	Location	mg/1 PCB
10/30/72	T.B. Bridge (downstream)	0.00012
12/13/72	Chain of Rocks Bridge (upstream)	0.0002 - 0.0004
12/12/72	N. of Ill. River (upstream)	0.0002 - 0.0004

*Analytical blank value at 0.00005-0.00017

8. (a) PCB compounds or mixtures are liquids and are transported in bulk or in steel drums.

(b) See Exhibit P for transporters of PCB compounds or mixtures from Monsanto facilities. Transporters of material returned for disposal can be any common carrier serving the St. Louis, Missouri area.

9. Monsanto Company is not aware of any occasion in which PCB compounds or mixtures were introduced into the environment which is not already known to representatives of the Environmental Protection Agency. Examples include the contamination of fish meal in North Carolina, the drainage of fluid from a transformer in transit in Tennessee and the leakage of fluid from a damaged transformer in the Duwamish waterway in Washington.

10. Monsanto Company is not aware of any health or environmental effects resulting from the introduction of PCB compounds or mixtures into the environment which has not been reported in the scientific and popular press and already known to representatives of the Environmental Protection Agency.

11. (a) Monsanto Company has received reports that about 1800 drums of PCB compounds or mixtures are being offered by a company located in the northeastern U.S. for sale for any application. This information was received from Mr. Robert Laham, Hub Fabric Leather Company, 7 Charlton Street, Everett, Massachusetts 02149. This has been discussed with a representative of the Environmental Protection Agency.

Recently Pyramid Chemical Sales Company, 1035 Virginia Drive, Fort Washington, Pennsylvania 19034 has advertised the availability for any application of Aroclor 1221, Aroclor 1232 and Arclor 5460. A representative of the Environmental Protection Agency has been informed.

EXHIBIT A

POLYCHLORINATED BIPHENYL AND POLYCHLORINATED TERPHENYL PRODUCTS

MONSANTO INDUSTRIAL CHEMICALS COMPANY

1971 - 1975

Base Products

Aroclor 1016	Polychlorinated biphenyls (41.3% chlorine by weight)	100%
Aroclor 1221	Polychlorinated biphenyls (21% chlorine by weight)	100%
Aroclor 1232	Polychlorinated biphenyls (32% chlorine by weight)	100%
Aroclor 1242	Polychlorinated biphenyls (42% chlorine by weight)	100%
Aroclor 1248	Polychlorinated biphenyls (48% chlorine by weight)	100%
Aroclor 1254	Polychlorinated biphenyls (54% chlorine by weight)	100%
Aroclor 1260	Polychlorinated biphenyls (60% chlorine by weight)	100%
Aroclor 1262	Polychlorinated biphenyls (62% chlorine by weight)	100%
Aroclor 5060	Polychlorinated terphenyls (60% chlorine by weight)	100%
Aroclor 5432	Polychlorinated terphenyls (32% chlorine by weight)	100%
Aroclor 5442	Polychlorinated terphenyls (42% chlorine by weight)	100%
Aroclor 5460	Polychlorinated terphenyls (60% chlorine by weight)	100%

Hydraulics/Lubricants

Pydraul AC-A Aroclor 5432	53.5%
Pydraul AC-A Winter Grade Aroclor 5442	14.0%

Pydraul A-200		
	Aroclor 1242	33.3%
	Aroclor 1248	66.7%
Pydraul A-200B		
	Aroclor 5432	30.0%
Pydraul F-9A		
	Aroclor 5432	39.5%
Pydraul 135		
	Aroclor 1232	9.5%
	Aroclor 1242	36.5%
Pydraul 135A		
	Aroclor 5432	27.8%
Pydraul 150		
	Aroclor 1242	23.0%
Pydraul 150A		
	Aroclor 5432	14.8%
Pydraul 230		
	Aroclor 1221	3.0%
	Aroclor 1242	54.7%
Pydraul 230A		
	Aroclor 5432	29.3%
Pydraul 312		
	Aroclor 1242	47.3%
Pydraul 312A		
	Aroclor 5432	31.1%
Pydraul 540A		
	Aroclor 1242	38.8%
	Aroclor 5442	15.7%
Pydraul 540B		
	Aroclor 5432	42.0%
Pydraul 625A		
	Aroclor 5432	60.0%
Santovac 1		
	Aroclor 1248	100.0%
Santovac 2		
	Aroclor 1254	100.0%

Hydraulics/Lubricants (cont'd)

Turbinol 153	
Aroclor 1221	6.4%
Aroclor 1242	81.5%

Heat Transfer Fluids

Therminol FR-O	
Aroclor 1242	80.0%
Therminol FR-O Low Temperature	
Aroclor 1242	50.0%
Therminol FR-1	
Aroclor 1242	100.0%
Therminol FR-2	
Aroclor 1248	100.0%
Therminol FR-3	
Aroclor 1254	100.0%

Transformer and Capacitor Fluids

Capacitor 21	
Aroclor 1221	100.0%
Inerteen PPO	
Aroclor 1260	60.6%
Inerteen 70-30	
Aroclor 1254	70.0%
Inerteen 100-42	
Aroclor 1242	100.0%
Inerteen 54201 A9	
Aroclor 1242	65.0%
Inerteen 54201 CM	
Aroclor 1242	99.9%
Inerteen 54201 KA	
Aroclor 1254	70.0%
Inerteen 54201 KJ	
Aroclor 1221	32.5%
Aroclor 1016	32.5%
HCS 1489	
Aroclor 1016	90.0%

EXHIBIT B

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS SOLD IN 1971

Aroclor 1016
Aroclor 1221
Aroclor 1232
Aroclor 1242
Aroclor 1248
Aroclor 1254
Aroclor 1260
Aroclor 1262
Aroclor 4465
Aroclor 5060
Aroclor 5432
Aroclor 5442
Aroclor 5460
Aroclor 6037
Aroclor 6040
Aroclor 6050
Aroclor 6062
Aroclor 6070
Aroclor 6090

Capacitor 21

Inerteen PPO
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 A9
Inerteen 54201 CF
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ
Montar 5

Pydraul AC-A
Pydraul AC-A Winter Grade
Pydraul A 200
Pydraul A 200B
Pydraul F-9A
Pydraul 135
Pydraul 135A
Pydraul 150-A
Pydraul 230
Pydraul 230A
Pydraul 312
Pydraul 312A
Pydraul 540A
Pydraul 540B
Pydraul 625A

Transformer and Capacitor Fluids (cont'd)

Pyranol A13B1 (also Pyranol 1476) Aroclor 1254 electrical grade	100.0%
Pyranol A 13B 3B Aroclor 1260	45.0%
Pyranol A13B 3B-2 Aroclor 1254	45.0%
Pyranol A13B 3B-3 Aroclor 1254	60.0%

Plasticizer Applications

Aroclor 6037	
Aroclor 5460	37.0%
Aroclor 1221	63.0%
Aroclor 6040	
Aroclor 5460	40.0%
Aroclor 1221	60.0%
Aroclor 6050	
Aroclor 5460	50.0%
Aroclor 1221	50.0%
Aroclor 6062 (10% Xylene) Aroclor 6062	90.0%
Aroclor 6062	
Aroclor 5460	62.0%
Aroclor 1221	38.0%
Aroclor 6070 (10% Xylene) Aroclor 6070	90.0%
Aroclor 6070	
Aroclor 5460	70.0%
Aroclor 1221	30.0%
Aroclor 6090	
Aroclor 5460	90.0%
Aroclor 1221	10.0%
Aroclor 4465	
Aroclor 1262	50.0%
Aroclor 5460	50.0%
Montar 5 Polychlorinated polyphenyl residue	100.0%

1971 (Cont'd)

Pyranol A13 B3E

Santovac 1
Santovac 2

Therminol FR-0
Therminol FR - Low Temp.
Therminol FR-1
Therminol FR-2
Therminol FR-3

Turbinol 153

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS SOLD IN 1972

Aroclor 1016
Aroclor 1221
Aroclor 1242
Aroclor 1254
Aroclor 5432
Aroclor 6037

Capacitor 21

Inerteen PPO
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ

Pydraul AC-A
Pydraul AC-A Winter Grade
Pydraul A-200B
Pydraul F-9A
Pydraul 135A
Pydraul 150A
Pydraul 230A
Pydraul 312A
Pydraul 540B
Pydraul 625A

Pyranol A13 B1
Pyranol A13 B3B
Pyranol A13B 3B-2

Santovac 2

Therminol FR-1

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS SOLD IN 1973

Aroclor 1016
Aroclor 1242
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ
MCS 1489
Pyranol A13B1
Pyranol A13B 3B
Pyranol A13B 3B-2
Pyranol A13B 3B-3

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS SOLD IN 1974

Aroclor 1016
Aroclor 1242
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
MCS 1489
Pyranol A13B1
Pyranol A13B 3B-2
Pyranol A13B 3B-3

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS SOLD IN 1975

Aroclor 1016
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 CM
Inerteen 54201 KA
Inerteen 54201 KJ
MCS 1489
Pyranol A13B1
Pyranol A13B 3B-3

EXHIBIT C

REVISED 12/22/75

SEE A Hach & REVISED copy

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS

PRODUCTION

(Thousands of Pounds)

Product	1971	1972	1973	1974	YTD Thru Sept. 1975
Aroclor 1016	6299	22334			
Aroclor 1221	2781	403			
Aroclor 1232	237	-			
Aroclor 1242	23700	7228			
Aroclor 1248	1139	-			
Aroclor 1254	8782	9171			
Aroclor 1260	2479	3			
Aroclor 5060	387	-			
Aroclor 5432	6220	1272			
Aroclor 5460	13983	6861			
Montar 5	4905	1879			
	70912	49151			

Monsanto

MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

OTS
Copy 1/27

December 22, 1975

Mr. Earl J. Stephenson
Director, Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108

Dear Mr. Stephenson:

I have carefully reviewed the information I forwarded to you on December 11 and have the following corrections, additions and comments to offer.

1(a) Exhibit C which was sent to you was not complete. A revision is attached.

1(c) Note that Exhibit I is for the period ending June, 1975. All quantities shown for the months July thru December in this report are for 1974.

2(a) In Exhibit A, I grouped the PCB products by application. I did not intend to imply that the materials listed under Base Products were not distributed "as is" to these applications.

Base Products were sold directly to the following uses:

Transformer and Capacitor Fluids

Aroclor 1016
Aroclor 1242
Aroclor 1254
Aroclor 1260

a unit of Monsanto Company

Plasticizer Applications

Aroclor 1221
Aroclor 1232
Aroclor 1242
Aroclor 1248
Aroclor 1254
Aroclor 1260
Aroclor 1262
Aroclor 5060
Aroclor 5432
Aroclor 5442
Aroclor 5460

2(d) Products distributed thru Monsanto's Anniston, Alabama unit included the Aroclor 6000 series as well as those shown on Exhibit D.

2(e) See comment 1(c) above regarding Exhibit I. See comment 2(d) above regarding products from the Anniston, Alabama facility.

5(b) Exhibit K has been revised to correctly reflect proper breakdown. Totals are not changed.

5(d) Exhibit L has been revised to show accurate totals.

7(a) Water effluent from the Sauget, Ill. facility is discharged to the Municipal Treatment Plant.

8(a) The majority of the PCB components or mixtures and the products we make using PCB components or mixtures are liquids and are transported in bulk or in steel drums as I indicated previously. Bulk shipments are made in railroad tank cars and tank trucks in every case. Tank truck deliveries involved customer pickup. Two products which we formerly manufactured were solids. These were Aroclor 5460 and Montar 5. Aroclor 5460 was shipped in 100# multiwall paper bags. Montar 5 was shipped in 40 gallon fiber drums.

I hope you find this information helpful. If I can be of further service, please let me know.

Sincerely,

W B Papageorge

W. B. Papageorge
Manager, Product Acceptability
Process Chemicals Division

CC: [redacted]
U. S. Environmental Protection Agency
401 "M" Street, SW
Washington, D.C. 20460

EXHIBIT C

(REVISED)

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS

PRODUCTION

(Thousands of Pounds)

Product	1971	1972	1973	1974	YTD Thru Sept. 1975
Aroclor 1016	6299	22334	27159	25085	10350
Aroclor 1221	2781	403	52	79	-
Aroclor 1232	237	-	-	-	-
Aroclor 1242	23700	7228	6039	6925	5120
Aroclor 1248	1139	-	64	-	-
Aroclor 1254	8782	9171	8864	8029	6980
Aroclor 1260	2479	3	-	-	-
Aroclor 5060	387	-	-	-	-
Aroclor 5432	6220	1272	-	-	-
Aroclor 5460	13983	6861	-	-	-
Montar 5	4905	1879	-	-	-
	70912	49151	42178	40118	22450

4

EXHIBIT D

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS

PRODUCTION - ANNISTON, ALABAMA*

(Thousands of Pounds)

Product	1971	1972
Aroclor 1221	1962	--
Aroclor 5060	387	-
Aroclor 5432	6220	1272
Aroclor 5460	13983	6861
Montar 5	4905	1879

ALSO AROCLOR 600 SERIES

*production terminated in 1972

EXHIBIT E

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS

Production - Sauget, Illinois

(Thousands of Pounds)

Product	1971	1972	1973	1974	YTD Thru Sept. 1975
Aroclor 1016	6299	22334	27159	25085	10350
Aroclor 1221	819	403	52	79	-
Aroclor 1232	237	-	-	-	-
Aroclor 1242	23700	7228	6039	6925	5120
Aroclor 1248	1139	-	64	-	-
Aroclor 1254	8782	9171	8864	8029	6980
Aroclor 1260	2479	3	-	-	-

-IN THOUSANDS OF POUNDS AND DOLLARS-

CUST NO	NAME OF PRODUCT/CUSTOMER	PORTFOLIO	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTRACT MAR GRD GR.
	10 HEAT TRANSFER DR.C.PATON																	
	THERMIOL FR-0															003	7A	6145-000-10
1131	.ALCAN ALUMINUM FAIRMONT W VA				1.20	1.20												00183160
1132	.BELDEN CORP CHICAGO IL		.120															10008964
1252	.CHEM FLOW CORP LITTLE FALLS NJ		.160															00236961
1252	.CHEM COMPANY THOMASTON ME		8.40		3.00						3.00							00246470
1132	.COLUMBIA GULF TRANS HAMPSHI TN	25.0	4.20	5.00														00232092
1132	.DOW BADISCHE ANDERSON SC				.120											.120		00114572
1155	.DOW CORNING HEMLOCK MI	3.00	42.4	3.00	1.20							1.20						00229096
1176	.E I DU PONT DE NEMO ORANGE TX				16.8						16.8							10024064
1176	.DURIRON COMPANY DAYTON OHIO		.480		.360		.120				.240							10024387
1252	.ENGELHARD INDUSTRIES NEWARK NJ	.900	.600	.900	.600		.600											00117706
1252	.FMC CORPORATION LEWISTOWN PA	1.00		1.00	36.0							24.0			12.0			10028892
1237	FMC CORP FRONT ROYAL VA	10.0	61.8	10.0	15.3			5.72		4.80				2.40			2.40	10029914
	PARENT CUST. TOT-FMC CORP SAN JO	11.0	61.8	11.0	51.3			5.7		4.8		24.0		2.4	12.0		2.4	10029922
1240	.FOXLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														00212296
1270	.INTL FUELING BEDFORD MA				1.20							1.20						00260614
1252	.LANE COMPANY ALTAVISTA VA	1.00	7.20	1.00	4.27				1.27		1.00				1.20			10045363
1274	.LEE METAL PROD ARLINGTON TX				.600						.600							00257083
1134	.MINNESOTA MIN & MA ROSEVLL MN	.240	.240	.240	-													00182559
1132	.CHEMSTRAND RES CTR DURHAM NC				.120						.120							10015979
1134	.MURPHY OIL EL DORADO AR				12.7			12.7										00049220
1134	.MURPHY OIL CORP RHINE WISC	4.80		4.00	12.0					6.00			6.00					00220914
	PARENT CUST. TOT-MURPHY OIL EL D	4.80		4.80	24.7			12.7		6.0			6.0					00049220
1252	.PENNWALT CO KING OF PRUSSIA PA				1.80									.600	.600	.600		10061547
1134	.POLYMER CORP READING PA		33.9				12.7	12.7										00238511
1252	.REICHHOLD CHEM ELIZABETH NJ	1.00	.480	1.00	.360		.240								.120			10063949
1252	.SCHILDKNECHTER OIL CO BRONX NY	5.00	2.40	5.00	1.20											1.20		10067081
1194	.AIRESEARCH MFG CO TORRANCE CAL				7.20	7.20												00157190
1274	.SUN OIL CO TONKAWA OKLAHOMA	2.00	3.60	2.00	3.60											3.60		10001501
1266	SUN OIL CO FAIRFIELD TX	.600	1.20	.600	.635			.635										00156103
	PARENT CUST. TOT-SUN OIL COMP PH	2.60	4.80	2.60	4.24			.64								3.60		10077028
1136	.TECUMSEH PRODUCTS MARION OHIO	1.00	2.40	1.00	5.40						2.40			1.20			1.80	00045663
1133	.TRANS-LINE INC CHANUTE KS		1.32															00198099
1252	.GOALS UNASGND FOR DK THRU 1252	20.0		20.0														00227404
1131	.GOALS UNASGND FOR DK THRU 1131	20.0		20.0														00165565
																		00165581

192

01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SYS	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 ID / MAJR GRD GP
		THERMINOL FR-O															00367A		6145-000-10
1153		.GOALS UNASGND FOR BK THRU 1153	20.0		20.0														00165646
1932		.GOALS UNASGND FOR BK THRU 1932	10.0		10.0														00165654
1866		.GOALS UNASGND FOR BK THRU 1866	10.0		10.0														00166170
1932		.UNION CAR - NUC OAKRIDGE TENN	25.0																10081971
1131		UNION CARBIDE SISTERSV WV				2.40									2.40				00141852
		PARENT CUST. TOT-UNION CARBIDE C	25.0			2.40									2.40				00045705
1131		.U S STEEL CLAIRTON PA				2.40	2.40												10085209
1134		.WELLS MFG FOND DU LAC WI	4.80	4.20	4.80														00144614
		TOTAL PRODUCT * * * * * * * LB	175	182	130	130	10.8	13.7	6.4	1.3	10.8	25.0	26.4	6.0	6.6	13.9	5.5	4.2	6145-000-10
		THERMINOL FR-LO TEMP															00361A		6145-100-10
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	4.80	4.00	6.00		3.00		3.00									00225572
1252		.ATLANTIC CEMENT CO RAVENA NY	2.70	6.00	2.70	3.00						3.00							00228753
1176		.BLEDSOEN CORP RICHMOND IND		.600															10008712
1865		.UNIV OF CALIF LIVERMORE CA				.060							.060						10013173
1252		.CARRIER AIR COND SYRACUSE NY		1.20		.600			.600										00176176
1133		.AB CHANCE COMPANY CENTRALIA MO	.100	.110	.100														00200369
1252		.COEN COMPANY CENTRITION NY		12.0															00165706
1252		COEN COMPANY RAVENA N Y		3.00															00180211
		PARENT CUST. TOT-COEN COMPANY RA		15.0															00180211
1252		.COLONIAL SAND KINGSTON NY				13.2									7.20	6.00			00262359
1252		.DEXTER CHEM MIDLAND ROCKY H CT				3.60		3.00	.60										10015506
1260		.DOW CHEM FREEPORT TEXAS *				.110				.110									10022932
1252		.E I DU PONT DE DEEP WATER NJ				10.8						10.8							10023923
1252		.EL PASO PRODUCTS ODESSA TEXAS	.500		.500														10025613
1163		.FEDERAL MOGUL ANN ARBOR MI		.110															10027482
1131		.B F GOODRICH AVON LAKE OH		1.20		.600							.600						10034132
1180		.MARTIN MARIETTA CORP DENVER CO				.120						.120							00170435
1170		.MONSANTO RESEARCH MIAMISBG OH		.605															10055075
1156		.MOTOROLA INC PHOENIX AZ				12.6			6.60	3.60		1.20			1.20				10055571
1252		.NEW ENGLAND PETROL KINGSTON NY				46.4				46.4									00255068
1134		.BLOCKSON DIV OL MATH JOLIET IL	1.20	1.20	1.20														00219096
1134		OLIN CORP JOLIET IL		1.20		3.00	1.20							1.80					00243604
		PARENT CUST. TOT-OLIN CORP NYC N	1.20	2.40	1.20	3.00	1.20							1.80					00044865
1974		.OZARK MAHONING TULSA OK				.165						.165							00257338
1252		.POLAROID CORP CAMBRIDGE MA				.180							.180						00155136

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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.	COST ID / MAN CED OF
		THERMINOL FR-LO TEMP															003518		6145-100-
1968		.P P G CO LAKE CHARLES LA	.500			1.80		1.20		.60									00159099
1134		.PIREX CORP CHGO IL		3.60															10155453
1131		.REICHHOLD CHEM SEWICKLEY PA		1.00															00178020
1230		.HUMBLE OIL NEW PORT NEWS VIRG		18.0															00222313
1974		.TEXAS INSTRUMENTS DALLAS TEX				.220					.110		.120						10379317
1968		.TEXSTREAM CORP HOUSTON TX		.710															00181694
1252		.GOALS UNASGND FOR BK THRU 1252	10.0		10.0														00165565
1131		.GOALS UNASGND FOR BK THRU 1131	10.0		10.0														00165581
1134		.GOALS UNASGND FOR BK THRU 1134	10.0		10.0														00165611
1153		.GOALS UNASGND FOR BK THRU 1153	11.0		11.0														00165649
1974		.GOALS UNASGND FOR BK THRU 1974	10.0		10.0														00165591
1968		.UNITED TECH CEN SUNNYVALE CA		2.40															10085452
1968		.WAKEFIELD ENGINEER DENVER CO		.220															00238621
		TOTAL PRODUCT * * * * * * * LB	60.0	58.8	59.5	103	1.2	7.2	7.8	53.8	.1	15.3	1.0	1.8	8.4	6.0			6145-100-
		THERMINOL FR-1															003508		1050-249
1134		.ABBOTT LABS NO CHICAGO IL		.165															10300330
1932		.ACTIVATED METAL SEVERVILLE TN				3.00					3.00								10300643
1133		.AEROQUIP CORP BARRINGTON ILL	—			.110				.110									00157697
1273		.AERO VAC CORP TROY NY				.110				.110									00235495
1134		.AIR CARGO EQUIP DES PLAINES IL				4.20		4.20									21.0		00249051
1131		.ALLIED CHEM HOUNDSVILLE WV				30.0		9.0											10300244
1237		.ALMON-WIGGINS RICHMOND VA	.800	.165	.800														00234054
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	6.00	4.00	4.20			1.80						2.40				00225590
1131		.ALCAN ALUMINUM FAIRMONT W VA	1.00		1.00	.600			.600										00183100
1131		.ALUMINUM CO NEW KENSINGTON PA				1.20	1.20										.600		10300285
1138		RCA MAGNET WIRE FT WAYNE IND				.600													00108958
1138		RCA MAGNET WIRE LAFAYETTE IN				4.80			4.80										10006565
		PARENT CUST. TOT-ALUMINUM CO OF				6.60	1.20		4.80								.60		00054506
1153		.AMERICAN BAKERIES DETROIT MI				.600				.600			.275						10300343
1252		AMERICAN BAKERIES BROOKLYN N Y				.275													00089718
		PARENT CUST. TOT-AMERICAN BAKERI				.875				.600			.275						00064667
1975		.AMERICAN CYANAMID MOBILE AL	3.00		3.00														10300336
1134		.AMERICAN DECALCAMANIA CHIC IL	.600		.600														10300337
1252		.AMERICAN HYDROTRM E WOODSTK CT				4.80					2.40		2.40						00237447
1133		AMERICAN HYDROTHERM KC MO		83.0		2.40		2.40											00221235
		PARENT CUST. TOT-AMER HYDROTHERM		83.0		7.20		2.40			2.40		2.40						10060600
1932		.REVERE COPPER BRASS SCOTSB AL	16.0		16.0	26.4		6.0					14.4			3.0	3.0		00221900

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-IN THOUSANDS OF POUNDS AND DOLLARS-

% G	SIS 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 ID / MKT GRP-GP
		THERMINOL FR-1															00350A		1040-245-1
1178		.HOOVERNOTE INC NEW CASTLE IN				.110		.110											10054567
1974		.WESTERN ELEC SHRVEPORT LA	2.00	8.40	2.00														00144789
1252		.AMERICAN THERMPLSTC BOUNOBR NJ	.700	2.40	.700	1.80	1.20						.60						10005051
1252		.AMEX PLASTICS ROCKWAY NJ		1.80		.600	.600												00243353
1932		.AMSCO CHARLOTTE NC	6.60		6.60														00221929
1138		.AMETEK/WEST PL NAPAKEONETA OH				.600	.600												00107622
1133		.ANADARKO PROD LIBERAL KS	3.00	3.00	3.00	7.20								3.60	3.60				10005515
1153		.TONY ANGELO CEMENT DETROIT MI				1.20							1.20						00260894
1252		.ANSLEY CORP PERKASIE PA		1.20															00242403
1252		.ANSLEY EAST CORP DOYLESTOWN PA				1.20	1.20												00187291
1974		.ANTRIM LUMBER PONCA CITY OK				1.20					1.20								00256625
1138		.ARGONNE NAT'L LABS ARGONNE ILL	1.20		1.20														00161260
1976		.ARIZONA CHEM PANAMA CITY FL	.600		.600														10006093
1178		.ARMCO STEEL MIDDLETOWN OH		3.00		3.00							3.00						10006223
1134		.ARMOUR INDUSTRIAL MC COOK IL	6.00		6.00	4.80			1.20			3.60							10006376
1932		.ARMSTRONG CORK MACON GEORGIA	3.00		3.00	13.2	3.00		3.00					3.60				3.60	00060110
1252		ARMSTRONG CORK LANCASTER PA.				3.00				.600	.600			.600			.600	.600	10000430
		PARENT CUST. TOT-ARMSTRONG CORK	3.00		3.00	16.2	3.00		3.00	.60	.60			4.20			.60	4.20	10000430
1252		.ARSYNCO INC CARLSTADT N J.		21.0															00211346
1866		.ARTCRAFT INDUST TURLOCK CA				.110		.110											00253378
1138		.ASHTABULA RUB CO ASHTABULA OH		.220															10056937
1932		.ATPOL MFG BUTNER NC				1.20	.600								.600				10007011
1252		.ATLANTIC CEMENT CO RAVENA NY	3.60	6.60	3.60	3.00						3.00							00220753
1237		.ATLANTIC RESEARCH ALEXANDER VA	1.00		1.00	.275	.275												00110531
1134		.ATLANTIC RICHFIELD E CHIC IN		9.00		3.60				6.00						2.40			10073189
1974		ATLANTIC RICHFIELD DALLAS TX	20.0		20.0														00222003
1968		ATLANTIC RICHFIELD HOUSTON TX				3.60												3.60	10073200
1958		SINCLAIR PETRO CHANNELVIEW TX	1.00	10.8	1.00														10073170
		PARENT CUST. TOT-ATLANTIC RICHFI	21.0	19.8	21.0	7.20				6.00						2.40		3.60	10007178
1134		.AUTOMATIC LIFT CO CHICAGO IL	1.20		1.20														00110455
1139		.BABCOCK & WILCOX ALLIANCE OHIO				.600				.600									00464713
1134		.BADGER DY PROD MILWAUKEE WISC	2.40		2.40														00154313
1134		.BAGCRAFT CORP OF AM CHICAGO IL	1.20		1.20	3.60	.600	.600	.600	.600	.600	.600							10007902
1252		.BASIC CERAMICS INC MAINLAND PA	.600	.275	.600														00230057
1976		.F BAUMGARTNER ST PETERSBURG FL	.200	.165	.200														00184368
1976		.BECHTOLD ENG FT LAUDERDALE FL	.600	1.20	.600														10008735
1134		.BRYE MFG DES MOINE IA	.600	1.20	.600	.600			.600										00117276
1866		.ADHESIVE ENG SAN CARLOS CA				3.00							3.00						10000750
1153		.BENDIX CORP AEROSPCE S BEND IN				3.60					3.60								10009189
1133		BENDIX CORP KAN CITY MO	40.0	49.8	40.0														10009219

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 ID / MAJ GRO GP
		THERMINOL FR-1															00350A--		1040-245-1
1252		BENDIX CORP SIDNEY NY	4.50	3.00	4.50	6.00	1.20		1.20		1.80					1.80			10009278
1252		BENDIX CORP TROY NY	.460	2.40	.460	4.20		3.00									1.20		10009170
1252		BENDIX CORP UTICA N Y		3.00															10009197
		PARENT CUST. TOT-BENDIX CORP DET	45.0	58.2	45.0	13.0	1.20	3.00	1.20		5.40					1.80	1.20		00045551
1252		.DETZ LAB PHILA PA	.500		.500														10009685
1133		.BOISE CASCADE HAZELWOOD MO				2.19	.11		.11			1.97							00244360
1066		.BORDEN FREMONT CALIF		2.40		10.2		1.20				1.80			7.20				10010462
1252		BORDEN MIDDLESEX NJ	1.80	1.20	1.80	.600						.600							10010802
1252		BORDEN BAINBRIDGE NY	3.60	10.8	3.60														10010675
1178		BORDEN COLUMBUS OHIO		19.8		32.4	20.4	7.2		4.8									10010506
1639		BORDEN SEATTLE WA		1.80															00280641
		PARENT CUST. TOT-BORDEN COLUMBUS	5.40	36.0	5.40	43.2	20.4	8.4		4.8		2.4			7.2				10010586
1134		.BRADLEY UNIVERSITY PEORIA IL	.600		.600														00112070
1266		.C F BRAUN ALHABRA CALIF	20.0		10.0														00168441
1273		.BRISTOL LAB INC E SYRACUSE NY		4.80		1.20		1.20											10011493
1666		.BROWN BROS PLASTIC NAPA CALIF		.110															00209341
1134		.B S P CORP MASON CITY IL	3.60		3.60														00111147
1656		B S P CORPORATION BRISBANE CA				.600			.600										00253413
1134		B S P CORPORATION PALATINE IL	.600	.600	.600														00186015
		PARENT CUST. TOT-B S P CORPORATI	4.20	.600	4.20	.600			.600										00186015
1932		.BURLINGTON IND GREENSBORO NC				6.60	6.60												10012546
1932		BURLINGTON IND CHERAW SC	5.00		5.00	19.2			3.60	1.80	7.20		3.60			3.00			00140210
1932		BURLINGTON IND ALTAVISTA VA	6.00		6.00	3.60								3.60					10012538
		PARENT CUST. TOT-BURLINGTON IND	11.0		11.0	29.4	6.60		3.60	1.80	7.20		3.60	3.60		3.00			10012546
1138		.CABOT TITANIA INC ASHTABULA OH	30.0	21.2	30.0	26.0							26.0						10080258
1156		.CAL BOND INDUST N HOLLYWOOD CA		1.20															00220051
1153		.CANNON MUSKEGON MUSKEGON MI				1.20	1.20												10013958
1133		.CARBORUNDUM HICKMAN KY	25.0	39.0	25.0	24.0			6.00			6.00		6.00		6.00			10013771
1131		CARBORUNDUM R-D DIV SANBORN NY				.220	.220												00080000
		PARENT CUST. TOT-CARBORUNDUM NIA	25.0	39.0	25.0	24.2	.22		6.00			6.00		6.00		6.00			10013763
1976		.CARGILL INC PENSACOLA FL	1.20	2.40	1.20														00215229
1134		CARGILL INC DES MOINES IOWA		3.00															10013879
1134		CARGILL INC CARPENTERSVILLE IL	6.00	17.4	6.00	15.0											15.0		10013967
		PARENT CUST. TOT-CARGILL INC MIN	7.20	22.8	7.20	15.0											15.0		00041672

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS REF	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 ID / MAJ GRD GP
		THERMINOL FR-1															0035	0A	1040-245-10
1836		.CASCADE FIBER EUGENE ORE		.275															00163031
1153		.CASWELL INDUSTRI ANN ARBOR MI				.165		.165											00227311
1932		.CELANESE PLAS GREER SC		1.20		1.20						1.20							00245690
1252		.CELLUCRAFT INC NEW HYDE PRK NY	2.70	1.80	2.70	2.40							2.40						00176184
1556		.CENAC TOWING CO HOUMA LA	.700	4.80	.700	1.20							1.20						00226033
1170		.CHAMPION PAPERS HAMILTON CH	2.00	1.80	2.00														10015308
1836		US PLYWOOD ANDERSON CALIF				.110				.110									10004946
1836		US PLYWOOD REDDING CA		.110															00240958
		PARENT CUST. TOT- U S PLYWOOD-CH	2.00	1.91	2.00	.110				.110									00047333
1836		.CHANSLOR WESTERN OIL FELLOWS C	1.00		1.00	8.40	2.40				6.00								00227838
1252		.CHEM FLEUR INC NEWARK N J	.500		.500														00216550
1836		.CHEMICAL PROCESSORS SEATTLE WA		3.00															00235814
1956		.CITIES SERVICE CO HOUSTON TX	10.0		10.0														00221996
1133		.CLAYTON CHEM CO SAUGET ILL	1.20		1.20	.600	.600												10017165
1956		.COASTAL CHEM CO ABBEVILLE LA	70.0	361	70.0	174	68.9	78.0			27.0								00187186
1153		.COCA-COLA BOTTLING CO FLINT MI	.500	.600	.500														00224677
1252		.COEN COMPANY CEMINTION NY		2.40															00165306
1252		COEN COMPANY KINGSTON NY	20.0	6.00	20.0														00235008
1252		COEN COMPANY RAVENA N Y		4.80															00180211
		PARENT CUST. TOT-COEN COMPANY RA	20.0	13.2	20.0														00180211
1252		.COLD SPRING CO YARDLEY PA				13.8				13.8									00255556
1252		.COLLINS & AIKMAN ASHAWAY RI				3.00								3.00					00262331
1134		.COLLIN RADIO CEDAR RA IA		.600															00114642
1252		.COLLOID CHEM CEDAR KNOLLS NJ				.820										.820			10017777
1252		.COLONIAL SAND KINGSTON NY				10.0								3.60	7.20				00262358
1856		.COLORADO OIL CO ROCK SPR WY		2.40		3.00						.60		1.20		1.20			00114685
1178		.COLORPAC INC FRANKLYN OH	1.20		1.20	1.80		.60		1.20									10017963
1974		.COMBUSTION ENGINE IN TULSA OK		3.00															00243183
1156		.COMMOD.PASTEURIZING STOCTON CA	1.00	1.80	1.00	1.20	1.20												00227544
1856		.CONTAINER CORP LOS ANGELES CA		1.80															00213463
1134		CONT CORP OF AM SIOUX CITY IA	.600	.165	.600														10018595
1836		CONT CORP OF AM RENTON WA				.600								.600					10018625
		PARENT CUST. TOT-CONTAINER CORP	.600	1.97	.600	.600								.600					10018617
1974		.CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							00215066
1856		CONTINENTAL CAN LOS ANGELES CA				.600						.600							00252174
1138		CONTINENTAL CAN MT VERNON CH		.600															10018951

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G	AS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YE/R	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		THERMINOL FR-1															00350A		1040-245-1
1138		CONTINENTAL CAN VAN WERT OH	5.00	5.40															00220787
1252		CONTINENTAL CAN CO READING PA		4.20		1.20					1.20								10018778
		PARENT CUST. TOT-CONTINENTAL CAN	6.50	1.80	1.50	3.00					1.20	1.80							00046167
1968		.CONTINENTAL OIL NEW ORLEANS LA	10.0		1.00														00221198
1131		.CONTINENTAL RUB WKS ERIE PA	30.0																10019311
1036		.CONTOUR LAMINATES SEATTLE WA		.600															00115223
1066		.COTTER CORP NSL CANON CITY COL	5.00	3.60	5.00														00180351
1134		.CRANE PACKING CO VANDALIA IL	.600	.600	.600							.600				.600			10020077
1138		.CROWN FIBER & GLAS ORRVILLE OH		1.80		1.80			.600										00233197
1066		.CROWN ZELLERBACH LOS ANGEL CA		1.20		.600			.600										00237752
1632		CROWN ZELLERBACH DORAVILL GA		1.20		1.20					1.20								00115576
		PARENT CUST. TOT-CROWN ZELLERBAC		2.40		1.80			.60		1.20								00046221
1133		.CURTIS MFG ST LOUIS MO.	2.50		2.50	1.80			.600	.600	.600								10020522
1667		.CUZN INC SAN LUIS OBISPO CA				3.00		2.40	.60								1.80		00249147
1128		.DANA CORPORATION CHURUBUSCO IN	2.00		2.00	7.00	1.20		1.20				1.80		1.80		1.80		00170187
1056		.D C SALES & MFG CERRITOS CA		.165															00234176
1156		.LEE DEAN SANTA FE SPRINGS CALF		.600															00164364
1932		.DEERING MILLIKEN ABBEVILLE SC	40.0	1.20	1.00														00183725
1252		.DENNISON - SONS LONG ISLAND NY	.500		.500									.600		.600			10021790
1237		.DENNISON MFG CHELMSFORD MA				1.20													00227366
1124		.DIP SEAL PLASTICS ROCKFORD IL	1.20		1.20														00180238
1252		.DOCK RESINS LINDEN NJ.	.200		.200	.330					.330								00155932
1066		.DOLLY MADISON CAKES LOS ANG CA		.220															10022630
1232		.DOUBLEDAY HANOVER PA				.600			.600										10022762
1636		.DOUGLAS UTD NUCLEAR RICHLND,		.600															00236094
1134		.DOVER CORP ELK GROVE VILLGE IL	1.20		1.20														00181579
1153		.DOW CHEM MIDLAND MICH.	1.00	1.20	1.00	1.80					1.80								10022900
1136		DOW CHEM CO CLEVELAND OHIO	4.50	7.00	4.50	1.80			1.20	.60									10022967
1232		DOW CORNING CORP TRUMBULL CONN	1.00	.600	1.00													12.0	00215569
1152		DOW CORNING MIDLAND MICH.	3.00		3.00	27.6		1.8	.6			13.2						12.0	10022983
		PARENT CUST. TOT-DOW CHEM MIDLAN	9.50	9.60	9.50	31.2		1.8	1.8	.6	1.8	13.2						12.0	10022908
1252		.DUNHAM-BUSH INC WEST HAR CT		.165															00116931
1252		.E I DUPONT NEWPORT DE.				3.60	.60	.60	1.20			1.20							10023556
1252		E I DUPONT WILMINGTON DE.				.330			.330										10023564
1134		E I DU PONT DE NEMOUR CHGO IL	.600		.600	.600							.600						10023290
1252		E I DUPONT GRAINGER NC				.440					.440								10023890
1252		E I DU PONT DE DEEP WATER NJ.	2.70	12.6	2.70	8.40		3.60			3.60				1.20			1.20	10023237
1178		E I DU PONT DE CIRCLEVILLE OH.		1.20		3.00				1.20	.60								10023947

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	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 ID / MAJR GRO GP
																	00350A		1040-245-10
		THERMINOL FR-1																	
																			10023963
																			10023971
1252		E I DU PONT DE NEMOU PHILA PA	1.80	1.20	1.80														
1131		E I DU PONT DE NEM TONANDA PA		1.80		.600		.600						1.80		2.40		3.00	10024099
1237		E I DU PONT DE NE RICHMOND VA	.900	6.60	.900	12.0	1.80			3.00									
		PARENT CUST. TOT-E I DU PONT DE	6.00	23.4	6.00	29.0	2.40	4.80	1.53	4.20	4.64	1.20	.60	1.80	1.20	2.40		4.20	10023564
																			00186945
																			00234117
1256		.DUVAL SIERRITA SAHUARITA AZ	10.0	65.4	10.0	97.8	9.6		33.0	18.0			18.6	18.6					
1233		.EAST COAST TERML WILMINGTON NC		1.80		9.40					5.80	3.60							10025001
1252		.EASTERN DIV LAB HAMDEN CT		1.20															10022509
1131		.DISTILLATION PRO ROCHESTER NY		1.20														1.80	10025125
1131		EASTMAN KODAK CO ROCHESTER NY				1.80													
																		1.80	10025125
		PARENT CUST. TOT-EASTMAN KODAK C		1.20		1.80													
																		1.20	00251356
																			00256714
1252		.ECOLOGY INC BROOKLYN NY				13.2			9.00		1.80	.60	.60						
1252		.EDWARDS ENG POMPTON PLAINS NJ				.600					.600								00152692
1252		.ELAN CHEMICAL NEWARK NJ		.600		.600			.600										10026091
1133		.EMERSON ELEC ST LOUIS MO	.100	.110	.100														00117706
1252		.ENGELHARD INDUSTRIES NEWARK NJ				.110			.110										10026830
1260		.ETHYL CORP BATON ROUGE LA				3.71				1.80	.11	1.80							00164690
1153		.FABRICAL CORP KALAMAZOO MICH				.165				.165									00242527
1153		.FARM CREST BAKERIES DETROIT MI		.600															10027470
1174		.FEDERAL COLOR CLAN OH		1.20															10027439
1153		.FED MOGUL ANN ARBOR MI		.330		.985			.110	.165		.110	.600						00240940
1160		.FEDERAL PAP BD LOS ANGELES CA		.440															00166475
1056		.FIBREBOARD CORP SOUTH GATE CA	5.00		5.00														10027985
1252		.FINE ORGANICS INC LODI NJ	4.00	5.40	4.00	3.00					3.00								10028051
1138		.FIRESTONE NOBLESVILLE IN	10.0	5.40	10.0	15.6		4.80	3.60					3.60			3.60		10028116
1138		FIRESTONE TIRE AKRON OH		1.80															10028124
1138		FIRESTONE LATEX DIV AKRON OH				.110			.110										
														3.60			3.60		10028116
		PARENT CUST. TOT-FIRESTONE TIRE	10.0	7.20	10.0	15.7		4.80	3.71										
																			10028405
																			10028442
1134		.FLEX-O-GLASS INC CHICAGO IL	1.20	1.80	1.20														
1134		.FLEXAN CORP CHICAGO IL		.220															00235512
1153		.FLINT CHEM COATING FLINT MI		9.00		10.2			1.20		3.00			1.20		4.80			00260339
1132		.FLORIDA CORRUGATING WILDWD FL				.600							.600						00110990
1153		.FORD MOTOR DEARBORN MICH	20.0		20.0														10029058
1153		FORD MOTOR CO MT CLEMENS MI	30.0	9.60	30.0	14.4		6.00		2.40	2.40	2.40						1.20	00118990
		PARENT CUST. TOT-FORD MOTOR DEAR	50.0	9.60	50.0	14.4		6.00		2.40	2.40	2.40						1.20	00118990
																			00241598
																			10049806
1134		.JIFFY FRY CORRKSTON MN		2.00		13.8					6.00	3.00	4.80						
1158		MCKESSON CHEM CO NEW ORLEAN LA																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PAG	SLS OFF	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.
		PARENT CUST. TOT-FOREMOST DAIRIE		9.00		13.8					6.00	3.00	4.80						00045403
		THERMINOL FR-1															00350A		1040-245-10
1134		.GM-FORTMAN MEG IRON MINN	.165		.165														00213195
1252		.FOSTER GRANT LEOMINSTER MASS				1.20				.600			.600						00171255
1252		.FRANKLIN FIBRE LOM WILMINGT DE	.500		.500														00119210
1252		.FRANKLIN CONT PHILADELPHIA PA				.600						.600							00048755
1346		.FRIEDHEIM TOOL LOS ANGELES CA		.165															00236063
1252		.FULTON BOILER WORKS PULASKI NY				1.20	1.20												00248959
1154		.G A F CORP DENVER COLORADO				2.40			1.80							.60			00251933
1134		GAF CORP JOLIET IL	1.20	6.00	1.20	5.40						1.80		2.40			1.20		10069031
		PARENT CUST. TOT-G A F CORP NEW	1.20	6.00	1.20	7.80			1.80			1.80		2.40		.60	1.20		00045438
1979		.GAYLORD CONTAINER TAMPA FLA	1.00	.600	1.00														00219142
1252		.CIBA & GEIGY CORP CRANSTON RI	.900	.600	.900	1.20			1.20										10032658
1134		.GM-ELECTRO MOTIVE DIVCOOK IL	.600		.600														00104667
1138		GM-DELCO REMY ANDERSON IN				1.20									1.20				10032601
1138		GM-GUIDELAMP ANDERSON IN				1.20				1.20									10032644
1138		GM-DELCO BATTERY MUNCIE IN				5.68	1.80					2.08			1.80				10032628
1138		GM-CHEVROLET MUNCIE IN	2.00		2.00														10032784
1153		GM-BUICK FLINT MI		.110															10032555
1153		GM-OLDSMOBILE LANSING MI		1.80															00120502
1153		GM-TECHNICAL CENTER WARREN MI	1.00	.600	1.00	.710	.600	.110											10032768
		PARENT CUST. TOT-GENERAL MOTORS	3.60	1.09	3.60	8.79	2.40	.11		1.20		2.08			3.00				00157279
1134		.GENERAL AMER RES DES PLAINS IL	4.80		4.80														00211265
1860		.GENL DYNAMICS SAN DIEGO CA				.165		.165											10030927
1134		.GENL ELEC MORRISON IL	.600	.600	.600	.600					.600								00119814
1136		GEN ELEC FT WAYNE IND	1.00	.600	1.00	1.20			1.20										10031680
1133		GEN ELEC MT VERNON IN	5.00	30.0	5.00	12.6					.60	6.00			6.00				10031141
1178		GEN ELEC MADISONVILLE KY				24.0	24.0												00247839
1153		GEN ELEC EDMORE MICH	1.00		1.00														10031060
1957		~~GENERAL ELEC HENDERSONVILLE IN~~		.600															00106830
		PARENT CUST. TOT-GEN ELEC SCHENE	7.60	31.8	7.60	38.4	24.0		1.2		1.2	6.0			6.0				10031950
1976		.GENERAL PORTLAND MIAMI FLA		.600															00120537
1976		.GENERAL PORTLAND TAMPA FL	1.50	6.60	1.50	5.40		.60		.60	.60		.60	.60	.60	1.80			00240893
		.AEROJET GENERAL AZUSA CA		.110															00237132
1252		GEN TIRE - RUB LAWRENCE MA	9.00	18.0	9.00	30.0		6.00	6.00	6.00					6.00			6.00	10033179
1974		GEN TIRE - RUB COLUMBUS MS	.165		.165														10033195
1252		GEN TIRE & RUB NEW SHREWSBR NJ				3.00											3.00		00270490

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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 ID / MAJ GRD GP
		THERMINOL FR-1															00350A		1040-245-1
1138		GENL-TIRE - RUB AKRON OH	20.0																10033144
1153		GEN TIRE - RUB TOLEDO OH	10.0	72.9	10.0	4.80											2.40	2.40	10033187
1131		GEN TIRE - RUB JEANETTE PA	3.00		3.00	6.00										6.00			10033160
		PARENT CUST. TOT-GENL TIRE - RUB	42.2	91.0	22.2	43.8		6.00	6.00	6.00					6.00	6.00	5.40	8.40	10033144
1133		.P D GEORGE COMPANY ST LOUIS MO		12.0															10033276
1252		.GILMAN BROTHERS GILMAN CT	.500	1.20	.500														00120936
1156		.W C GINTHER GAS PLT GILLETE WY	10.0	1.20	10.0														00232815
1138		.GLOBE ALBANY CO BUFFALO NY		6.60															00234907
1134		.GLOBE INDUSTRIES INC LOWELL IN	1.20	6.60	1.20	5.40		.60				.60	3.00	1.20					00230529
1138		.GLYCOL CHEMICAL CO CLEVELND OH	10.0																00222186
1136		GLYCO CHEM PAINESVILLE OH		7.20		1.80										1.80			00244015
		PARENT CUST. TOT-GLYCO CHEM PAR	10.0	7.20		1.80										1.80			00048097
1158		.GOODYEAR TIRE AKRON OH		.600		7.80		3.60		.60			2.40	.60			.60		10034698
1131		~~GOODYEAR TIRE APPLEGROVE W VA~~	.240	167	240	282			41.2			41.1	40.5	40.0		80.0		39.4	00089095
		PARENT CUST. TOT-GOODYEAR TIRE A	240	168	240	290		3.6	41.2	.6		41.1	42.9	40.6		80.0	.6	39.4	10034698
1178		.W R GRACE OWENSBORO KY	3.00	1.80	3.00														10034901
1252		W R GRACE LINDEN NJ	4.00	13.2	4.00														10048753
1166		MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.00														10068606
		PARENT CUST. TOT-W R GRACE NEW Y	8.00	15.6	8.00														00045489
1132		.GRANT - ROTH HILLSBORO OREGON				.165	.055			.110									00159468
1156		.GREAT LAKES CARBON ROSAMOND CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00183022
1134		.GREENBAY PACKAGING WAUSAU WISC	.600		.600														00207616
1252		.GRUENBERG UDOLF INC TROY NY		8.40															00245534
1252		.GRUMMAN AEROSPACE BETHPAGE NY	5.00	25.2	5.00	36.0	7.2					14.4				14.4			10035899
1156		.GULF COAST ALUMINUM LK CHAS LA	2.00	33.6	2.00	24.0									12.0		12.0		00235024
1134		.CP HALL CHICAGO IL	2.40		2.40														00122173
1252		.HALO CARBONS HACKENSACK NJ				2.40					2.40								10036461
1252		.HAMILTON MFG RICHMOND VA				.600							.600						10036526
1252		.HAMILTON STD WINDSOR LOCKS CT		.600															10036542
1252		.EL HARLEY CO BROOKLYN NEW YORK	.500		.500														00212423
1153		.HARRIGAN REID DETROIT MI		25.3															00237779
1132		.HARSAW CHEM LOWELL NC	1.00	1.20	1.00														00162308
1138		HARSHAW CHEMICAL C ELYRIA OH		.165															00122610
1134		LAKE CHEMICAL CO CHICAGO IL	.600		.600														10045207
		PARENT CUST. TOT-HARSHAW CHEM CL	1.60	1.37	1.60														10036968
1252		.F H HARTMAN PT ELIZABETH NJ				6.60				4.20				2.40					00251402

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SIS REF	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 / MAIN GRD GP
																	00360A		1040-245-10
		THERMINOL FR-1																	
														1.80					00262404
1252		.F W HARTMAN PORT WASHINGTON NJ				1.80										3.00			10037050
1266		.HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20										00196428
1153		.CHEMETRON CORP HOLLAND MI	9.00		9.00	7.20		3.60		3.60									00184608
1133		CHEMETRON CORP ST LOUIS M	.600		.600														
1178		CHEMETRON CORP HUNTINGTON W VA	6.00		6.00	31.8				7.20			4.80	3.00	8.40	2.40		6.00	10038359
		PARENT CUST. TOT-HARWICK AKRON O	15.6		15.6	39.0		3.6		10.8			4.8	3.0	8.4	2.4		6.0	00123218
													1.20	.71	.60	.60			00260363
1133		.HAZEN RESEARCH GOLDEN CO				3.11													00257311
1131		.HEAT EXCHANG PITTS CARNEGIE PA				.275						.275							10037417
1976		.HENDERSON PORT CORAL GABLES FL	5.00	4.20	5.00														00123994
1257		.HEXAGON LABORATORI BRONX NY	2.00	7.80	2.00														10038006
1252		.HIGH VACUUM METALS PASSAIC NJ	1.50	1.80	1.50														00124133
1134		.HODAG CHEM SKOKIE IL	1.20	.600	1.20														00124160
1068		.HOFFMEISTER CABINE LAS VEGA NV		.165						.600									00251623
1134		.STANLEY H HOLMES CHICAGO IL				.600													00214515
1153		.HOLY CROSS HOSPITAL DETROIT MI	1.00		1.00														00223050
1134		.HONEYMEAD PRODUCTS MANKATO MN		24.0															00154032
1178		.HOOKER CHEM CO SOUTH SHORE KY		.165															10033693
1960		HOOKER CHEM TAFT LA	.500		.500													9.00	00154024
1153		HOOKER CHEMICAL MONTAGUE MI	3.60	15.0	3.60	9.00													10038677
1257		HOOKER CHEM HICKSVILLE NY	1.00	1.20	1.00														10036707
1131		HOOKER CHEM NIAGARA FALLS NY	100	215	100	78.6			39.6								39.0		10081343
1153		UDYLITE CORP WARREN MICH				2.40									2.40				
		PARENT CUST. TOT-HOOKER CHEM NIA	105	232	105	90.0			39.6						2.4		39.0	9.0	10038707
																			00249750
1178		.HONDAILLE IND LANCASTER OH				6.00		6.00											00219703
1252		.EAST ALCO ALU FREDERICK MD	10.0	27.0	10.0	40.8					10.8	12.0		6.0			12.0		10040612
1030		INTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				
		PARENT CUST. TOT-HOWMET CORP NEW	15.0	27.0	15.0	69.6					25.2	12.0		6.0	14.4		12.0		00046469
													1.20				.60		00124907
1252		.J M HUBER EDISON NJ				1.80								1.20					10039908
1252		.ICI AMERICA INC DICHTON MA				1.20													10040124
1178		.IMPERIAL ADHES CINN OHIO	1.00	2.40	1.00	2.40			2.40										00235607
1932		.IMPERIAL FABRICATING PORTLD TN		3.60															10040175
1154		.INCA INKS INC NORTHBROOK ILL	.600		.600										4.80				10020005
1230		.CRAWFORD MFG RICHMOND VA				4.80													10040914
1168		.INMONT CO ANAHEIM CA	2.00		2.00														10040922
1153		INMONT CORP DETROIT MICH	15.0	30.0	15.0												2.40		10040736
1178		INMONT CORP CINCINNATI OHIO	9.00	6.00	9.00	5.40			1.20	1.80									10040876
1153		INMONT CORP TOLEDO OHIO	3.00		3.00	6.00						6.00							
																	2.40		00044482
		PARENT CUST. TOT-INMONT CORP NYC	29.0	36.0	29.0	11.4			1.20	1.80		6.00							

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MA G.	SIS SEE	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 ID / MAJR GRD SP.
																	00350A		1040-245-10
		THERMINOL FR-1																	
						.600							.600						00256994
1230		.INTA-ROTO RICHMOND VA	10.0		10.0	1.80			1.80										10004055
1256		.INTERPACE IONE CA	1.00		1.00														00183407
1133		.INTERPACE MANKATO KANSAS				2.40			1.80	.60									00255813
1252		.INTER POLYMER CORP FARMINGD NJ				6.60					6.60								00256927
1270		.INTER ROYAL NEW BEDFORD MASS	1.80	3.00	1.80	10.0			3.60			3.60	3.60						10041244
1252		.INTL FLAVORS UNION BEACH NJ	1.20		1.20	.600					.600								00196657
1134		.INTL HARVESTER WAUKESHA WI				.110							.110						00232513
1232		.INTL NICKEL WRIGHTSVILLE BH NC	1.50	1.20	1.50	2.40		1.20			1.20								00125946
1274		.INTL PAPER CAMDEN AR				.600					.600								10041643
1275		INTL PAPER SPRINGHILL LA				.275		.275											10041533
1252		INTL PAPER NO TONAWANDA NY	.600		.600														00215333
1134		INTL PAPER FOND DU LACK WI																	00044504
		PARENT CUST. TOT-INTL PAPER CO N	2.10	1.20	2.10	3.20		1.48			1.80								00088097
1134		.INTERPLASTIC MINNEAPOLIS MN	2.40		2.40	1.00			1.80										00048895
1134		.W H ISABELLA MADISON WI	.600		.600						.600								00177945
1134		.ITT CONTL BAKING MILWAUKEE WI				.600													10042399
1133		.JASPER RDR JASPER IND	40.0		40.0														00224162
1252		.JEANCO LAMINATES AMITYVILLE NY		.165															00126314
1252		.GEORGE JENKINS COM BRIDGEWA MA	3.60	2.40	3.60	.600	.600												00126322
1134		.JENOS INC DULUTH MN	1.20		1.20						.220						.275		00256633
1232		.JENSEN INC SHELBYVILLE IN				.495							.600						00137731
1056		.JERSEY MAID RK LOS ANGELES CA		6.00		.600								1.20					00237825
1130		.JERSEY NUCLEAR CO RICHLAND WA		1.20		1.20								1.20					10042739
1232		.JIFFY MFG GRANITE FLS N C	1.00	1.80	1.00	2.40	1.20				1.80								10042704
1232		JIFFY MFG HIGH PT NC	1.00	6.60	1.00	3.60			1.80		1.80					1.20			10042720
1252		JIFFY MFG HILLSIDE N J	2.00	1.20	2.00	5.40				1.80	1.20	1.20							00126946
1252		JIFFY MFG HANOVER PA				4.20	3.00							1.20					00170518
1660		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	00048003
		PARENT CUST. TOT-JIFFY MANUF BRI	12.0	17.4	12.0	24.0	5.40	1.20	1.80	3.00	4.20	1.20	1.20	3.60	1.20	2.40		1.20	10042933
1252		.JOHNSN-JOHNSN NW BRUNSWICK NJ	2.00	15.6	2.00	4.80				2.40	2.40								00256412
1134		.LES JOHNSON CADNT IRON MT MI				.110					.055	.055							10088895
1056		.WESTERN PRECIP LOS ANGELES CA				1.20	1.20												03126675
1134		.K & S MANUFACTURIN FREEPORT IL				.110	.110												00234265
1170		.K & W PRODUCTS BLOOMINGTON IN		3.60															00126683
1056		.KAISER ALUM PERMAN PERMANEN CA		2.40															00213047
1056		KAISER ALUM & CH PLEASANTON CA		.275															00220930
1660		KAISER FOUNDATION LOS ANGLS CA	50.0																00045616
1066		KAISER INDUST PAR OAKLAND CAL	25.0		25.0														

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PRODUCT/CUSTOMER SALES [illegible]

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SIS CP	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 GEN GP.
		PARENT CUST. TOT-KAISER INDUST P	75.0	2.68	25.0														00345616
		THERMINOL FR-1															00350A		1040-245-1
1156		.KASEY CHEMICAL CO GLENDALE CA		1.59															00227773
1133		.THE M W KELLOGG CO OMAHA NB	.600		.600														00126832
1932		.KENDALL CO ATHENS GA		3.60		6.58	1.20	.60	1.20	3.58									00244824
1178		KENDALL CO FRANKLIN KY	1.00	23.6	1.00														10043803
		PARENT CUST. TOT-KENDALL CORP BO	1.00	27.2	1.00	6.58	1.20	.60	1.20	3.58									00046434
1133		.KENT PLASTICS EVANSVILLE IN	1.20	.110	1.20	.600			.600										10043948
1252		.KENTILE FLOORS BROOKLYN NY	6.00	7.20	6.00	1.20									1.20				10044036
1134		.KESTER SOLDER CO CHICAGO IL	.165	.110	.165														00186619
1968		.KING INDUSTRIES LAFAYETTE LA		.600															00236033
1966		.KINGS ELEC SERV HAMMOND LA		.110															00238007
1230		.KIWI SHOE POLISH POTTSTOWN PA				2.35					2.08			.28					00255335
1252		.KNOLLS ATOMIC SCHENECTADY NY		4.20															00348953
1131		.KOPPERS CO BRIDGEVILLE PA	5.00		5.00														10044823
1932		KOPPERS CO BRISTOL TN	.800	1.20	.800														00226934
1932		KOPPERS CO BRISTOL VA		1.20															00237043
		PARENT CUST. TOT-KOPPERS CO PITT	5.80	2.40	5.80														00044571
1133		.LAKEHAY CHEM MUSKEGON MI				1.80	1.80												10045231
1169		.LANGE CO BROOMFIELD COLORADO		3.60															00180599
1131		.LATROBE STEEL CO LATROBE PA	5.00	12.0	5.00	3.00				3.00									10045525
1131		.LEE METAL PROD PHILIPSBURG PA		.110															00187151
1932		.LESLI MANUFACTURIN LEBANON TN	.600		.600														00127531
1252		.LIBERTY MACH PATERSON NJ				1.20				.600							.600		10046254
1136		.ELI LILLY LAFAYETTE IN				.600	.600												10046327
1252		.LIQUID DYNAMICS SOUTHAMPTON PA		.110		.165						.165							00242357
1131		.HEWITT ROBINS BUFFALO NY	2.00	9.00	2.00														10037833
1131		HEWITT ROBINS NIAGARA FALLS NY		6.00															00233714
1252		LITTON SYSTEMS W HARTFORD CT				.600									.600				00265837
		PARENT CUST. TOT-LITTON IND BEVE	2.00	15.0	2.00	.600									.600				00044520
1932		.LOCKHEED-GEORGIA MARIETTA GA	10.5	27.0	10.5	27.6	2.40	3.00		6.00	2.40		3.00	3.00	7.80				10046750
1136		.LUBRIZOL SALES PAINESVILLE OH				19.8				12.6		7.2							10047277
1968		LUBRIZOL DEER PARK TX	65.0	34.3	25.0														10047293
		PARENT CUST. TOT-LUBRIZOL CORP C	65.0	34.3	25.0	19.8				12.6		7.2							00044628
1133		.M R PLASTICS MARYLAND HTS MO	1.20		1.20														10047706

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ORGANIZATION PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS	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 ID / NAME 3RD SP.
		THERMINOL FR-1															00350A		1040-245-1
1256		.MACLIN CO LOS ANGELES CA		.600		1.80			.600						.600			.600	10047900
1252		.MALCOLM NICOL HAWTHORNE N J	4.00	3.33	4.00	.600	.600									1.20			00161671
1252		.MALDEN MILLS LAWRENCE MA				1.20													10048265
1153		.MARATHON OIL CORP DETROIT MI	2.00		2.00														00151564
1932		.SOUTHERN DYESTUFF SODYCCO NC	2.00	1.80	2.00														10074031
1252		.MASTER ETCHING MACH ANDLER PA	1.00	.880	1.00	.165						.165							10049193
1178		.MCB MFG CHEMISTS NORWOOD OH				1.97	.165				.600	.600		.600					10049253
1133		.MCDONNELL DOUGLAS ST L MO				.165	.165												10049571
1932		.MEAD PKG DIV MEAD ATLANTA GA				1.20					1.20								10051355
1134		MEAD CONTAINERS WATERLOO IA	1.20	1.20	1.20														00225789
1178		MEAD CONTAINERS WASH COU OH	1.00		1.00														00129615
1932		MEAD CORPORATION MEMPHIS TENN				1.80	1.80												00244334
1966		MURRAY RUBBER CO HOUSTON TX				1.80				.600	.600					.600			10055792
		PARENT CUST. TOT-MEAD CORP DAYT	2.20	1.20	2.20	4.80	1.80			.60	1.80					.60			00044695
1630		.MENASHA CORP TACOMA WA		2.40															00184229
1252		.MERCK - CO DANVILLE PA		3.60															10051655
1134		.MIDLAND IND FIN WAUKEGAN IL	1.20		1.20														10052440
1134		.MIDWEST WAX PAP FT MADISON IA	1.20	.710	1.20														00227180
1257		.MILLMASTER BERKELEY HGTS NJ				5.40								4.20		1.20			10052769
1252		ONYX CHEM JERSEY CITY				1.20				1.20									10059380
		PARENT CUST. TOT-MILLMASTER CHEM				6.60				1.20				4.20		1.20			00044709
1252		.MILROSS CONTROL SOUTHAMPTON PA	1.00		1.00														00214069
1134		.MINN MIN-MFG-HUTCHINSON MN	1.20		1.20														00222674
1132		.MONSANTO EPC DIV ST PETERS MO	6.50		6.50														00153265
1630		.MONTGOMERY BROS LOS ANGELES CA		.220															00185651
1134		.STU T CHEM CHICAGO IL	2.40		2.40	.600											.600		10075270
1660		.BENJ MOORE LOS ANGELES CA	2.00	1.20	2.00	2.40		.600	.600				.600	.600					10055121
1133		BENJ MOORE DENVER COLO		1.20															10055148
1134		BENJ MOORE MELROSE PARK IL	3.60	10.2	3.60														10055156
1257		BENJ MOORE NEWARK NJ		3.00		19.2	3.00		3.00	9.00		4.20							10055180
		PARENT CUST. TOT-BENJAMIN MOORE	5.60	15.6	5.60	21.6	3.00	.60	3.60	9.00		4.20	.60	.60					00047848
1134		.NALCO CHEMICAL CO CHICAGO IL	1.20	6.00	1.20														00131075
1133		.C E NATCO CO TULSA OK				.600						.600							00254363
1133		.NATL BY PRODUCTS MASON CITY IL		.600															00389369
1252		.NATIONAL CAN CORP DANBURY CT	4.00	5.40	4.00	9.00		7.20			1.80								00151580
1178		.U S IND CHEM DIV CINCINNATI OH	1.00		1.00														00143065
1932		.NATIONAL FIBRIT SPRINGFIELD TN	4.80																00210986
1932		.NATL FLOOR FLORENCE AL	6.30	1.80															10056500

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	SUB 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 / MAJ. CED. GP.
		THERMINUL FR-1															00350A		1040-245-10
1130		.NATIONAL HOMES CO LAFAYETTE IN	.330	.275	.330	.165	.165												00223506
1252		.N L INDUSTRIES SAYREVILLE NJ				9.60		9.60											10056705
1134		.NATL STARCH - CHEM CHICAGO IL	2.40	3.00	2.40	2.40		1.20				1.20							10035918
1252		NATL STARCH PLAINFIELD NJ	1.00	1.20	1.00	1.20			1.20										10056969
1252		NATL STARCH - CHEM NYC NY		1.20															00044814
		PARENT CUST. TOT-NATL STARCH - C	3.40	5.40	3.40	3.60		1.20	1.20			1.20							00044814
1134		.NATIONAL TEA CO CHICAGO IL	21.0		21.0	3.60	3.60												10057000
1134		.NATIONAL WAX SKOKIE ILLINOIS	.600		.600														00196592
1133		.NEPACCO VERONA MO	2.20	6.60	2.20	1.20							1.20						00163849
1133		.CITY NEW MADRID NEW MADRID MO		81.0															00225070
1273		.NIAGARA MOHAWK OSWEGO NY				1.80							1.80						00131598
1133		.NORANDA MINES NEW MADRID MO	9.00		9.00														00220949
1133		.NORANDA ALUM NEW MADRID MO		6.00															00236934
1176		.NORTH AMERICAN ROCKWL COLUM OH	.300		.300														10058032
1252		.NORTON CO TROY NY		.600		4.80	2.40								2.40				00154725
1158		.OIL BASE INC HOUSTON TEXAS	.800	6.00	.800														00221228
1153		.OLINKRAFT OWOSSO MI		.110		.165			.165										00132314
1252		OLIN MATHIESON NEW HAVE CT				.110			.110										00132268
1252		OLIN RESEARCH NEW HAVEN CT				.110											.110		10059291
		PARENT CUST. TOT-OLIN CORP NYC N		.110		.385			.275								.110		00044865
1830		.OREGON METTALLURGIC ALBANY OR	5.00	20.4	5.00	2.40		2.4	12.6							12.6			00192899
1139		.ORMET CORP OMAL OH	9.00	18.0	9.00	6.00				6.00									10059985
1932		.OUTSIDE CARPETS INC ROME GA				2.40					1.80		.60						10059720
1133		.OWENS CORNING K C KANSAS		.600		2.40						1.20		.60		.60			10059052
1130		OWENS CORNING GRANVILLE OHIO		4.37															00088609
1932		OWENS CORNING ANDERSN SC	10.0	18.0	10.0	3.00					3.00								10059060
		PARENT CUST. TOT-OWENS CORNING T	10.0	23.0	10.0	5.40					3.00	1.20		.60		.60			00044881
1860		.OWENS ILLINOIS LOS ANGELES CA				1.20					.600		.600						10059879
1133		OWENS ILLINOIS INC ALTON ILL				.600	.600												00151610
1932		OWENS ILLINOIS DURHAM NC				.600	.600												00249033
1252		OWENS ILLINOIS BRIDGETON NJ				.275	.165						.110						00212202
1131		OWENS ILLINOIS BROCKPORT NY				.600		.600											00244554
1153		OWENS ILL TOLEDO OH				.110			.110										10059933
		PARENT CUST. TOT-OWENS ILL TOLED				3.39	1.37	.60	.11		.60		.71						10059933
1252		.PALL CORP GLEN COVE NY				.165			.165										10060370
1252		.PANELFORM CORP MINEOLA NY		.275															10060702

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS REF	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 GRD GP
		THERMINOL FR-1															00360A		1040-245-10
1134		.PAPER CONVERTING CHICAGO ILL	.600		.600														00170508
1136		.PARAGON WAYNE FT WAYNE IND				.220						.220							00257273
1153		.PARKE DAVIS - CO HOLLAND MI	2.40		2.40														10060985
1152		.PARKER COMPANY DETROIT MI		.165															10060015
1976		.PARKSON CORP FT LAUDERDALE FLA				1.80		1.80											00208485
1133		.PATCO PRODUCTS GRANDVIEW MO	.500		.500														00169358
1252		.MRS PAULS KITCHENS DOYLESTO PA		9.00															00133035
1252		MRS PAULS KITCHENS CHRISFLD MD		1.20															00170208
1252		MRS PAULS KITCHENS BRADDOCK PA		3.00															00170194
1252		MRS PAULS KITCHENS PHILA PA		1.20															00212865
		PARENT CUST. TOT-MRS PAULS KITCH		14.4															00212865
1252		.PEABODY & LANE INC BOSTON MA				6.00		6.00											00249599
1932		.PEE DEE FABRICS CO CHERAW SC	2.30	13.2	2.30														00225509
1134		.PELRON CORP LYONS ILL	3.60		3.60														00154997
1134		.SELASTOMER INC BENSENVILLE IL	1.20		1.20	1.20						1.20							10071087
1153		SELASTOMER INC FARMINGTON MI				.110		.110											10083656
		PARENT CUST. TOT-PENN REFINERY G	1.20		1.20	1.31		.11				1.20							00090271
1252		.PENNWALT CORP PHILADELPHIA PA		2.40															10061636
1131		.PERMAFORM CO NEW KENSINGTON PA		.055		.110						.110							00213608
1131		.PERRY PLASTICS ERIE PA		.600															00049328
1131		.THE PFAUDLER CO ROCHESTER NY				.165			.165										00087998
1252		.PFISTER CHEM RIDGEFIELD NJ	5.00	2.40	5.00														10062217
1252		.PFIZER INC GROTON CT	1.50	1.20	1.50	2.40	2.40												10062233
1252		.PHILMONT MFG CO ENGLEWOOD NJ				.110		.110											00249246
1252		.PHOTOCIRCUITS GLEN COVE NY		.600															10062199
1932		.PILLSBURY FARMS GAINESVILLE GA	.275		.275														00185523
1133		PILLSBURY TERRE HAUTE IN	2.00		2.00	13.8	10.8				3.0								10063019
		PARENT CUST. TOT-PILLSBURY CO MP	2.28		2.28	13.8	10.8				3.0								10062969
1656		.PIMA MINING CO TUCSON AZ	2.00	3.60	2.00	6.00		6.00											10063035
1932		.PIONEER PLASTIC ATLANTA GA	.500	.440	.500														00133922
1252		PIONEER PLASTIC AUBURN ME				13.2	7.20					6.00							10063094
		PARENT CUST. TOT-PIONEER PLASTIC	.500	.440	.500	13.2	7.20					6.00							00045004
1134		.PIPELINE SER FRANKLIN PARK ILL	3.00		3.00	1.20			1.20										00207330
1252		.PITT-CONSOL CHEM NEWARK NJ		1.20		13.2	1.20	7.20	1.80	1.20			1.80						00133930
1656		.PLASTIC - RUBBER ONTARIO CA	20.0	26.4	20.0	18.6	2.40	2.40	1.20	1.20	1.20	1.80	1.90	3.00	1.80		1.80		00155101
1153		.PLASTIC TOPS LIVONIA MI				.110								.110					10063671

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01/12/72

ORGANIC DIVISION
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS 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 ID / MAJ GEO GP
		THERMINOL FR-1															00350A		1040-245-1
1178		.POINT OF PURCHASE KETTERING OH				.600				.600									00198218
1252		.POLYCHEMICAL INTL BRONX N Y				.710					.710								00155144
1252		.POLYMER CORP READING PA	1.00	.600	1.00	1.20			.600			.600							10063349
1932		.PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00														00165484
1856		PPG TORRANCE CALIF				4.20	1.20								3.00				10063413
1170		PPG CIRCLEVIL OH	30.0		30.0	27.6				12.0			6.0	3.6	6.0				10063191
1131		PITTS PLATE GL PIT CREIGHTO PA	2.00	2.40	2.00														00134956
1131		PPG INDUST HARMARVILLE PA				1.20					1.20							2.40	00159123
1968		P P G IND INC CORPUS CHRISTITX	10.0	2.40	3.00	.600				.600									00169911
1968		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0														00156736
		PARENT CUST. TOT-PITTS PLATE GL	83.0	5.40	76.0	31.2	1.2			12.6	1.2		6.0	3.6	9.0			2.4	10063345
1252		.PRATT & WHITNEY E HARTFORD CT				2.40							1.20	1.20					00261688
1138		.PREMIX INC NO KINGSVIL OH		10.2		5.40		1.80			1.80					1.80			00136643
1836		.PRESERVATIVE PT SEATTLE WA	2.00	3.60	2.00														10064538
1252		.PRINCETON CH PRINCETON NJ				3.60								3.60					10066627
1252		PRINCETON CH ROCKY HILL NJ.	1.00		1.00														10064635
		PARENT CUST. TOT-PRINCETON CH PR	1.00		1.00	3.60								3.60					10066627
1252		.PROCESSEQUIPENGBURLINGTON NJ				1.20	1.20												00247731
1656		.PROCESS SUPPLY CO ORANGE CA		.055		.165	.165												00242519
1178		.PROCTER AND GAMBLE CINN OH		.110		.600						.600							10064767
1178		PROCTER AND GAMBLE ROSS OH																	10064775
		PARENT CUST. TOT-PROCTER AND GAM		.110		.765	.165					.600							10064767
1932		.PROCTOR CHEM SALISBURY NC	2.10		2.10														10064708
1133		.PROCTOR PRODUCTS ST LOUIS MO				1.80			1.80										00170577
1668		.PRYOR CABINET SHOP GROVER C CA				.110											.110		00269972
1133		.LANSON CHEM E ST LOUIS IL	21.0		21.0	.600										.600			10065401
1134		PUREX CORP CHGO IL		1.20															10065453
		PARENT CUST. TOT-PUREX CORP LAKE	21.0	1.20	21.0	.600										.600			00025750
1932		.QUAKER OATS MEMPHIS TN	2.40	4.80	2.40														10065665
1134		.QUAKER STATE OIL EMLENTON PA				.220				.220									00251550
1656		.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00	3.60						3.60							10066452
1170		.RCA CONSUMER ELECTRO INDIAN IN		.110															10065379
1660		.RED POINT CORP BURBANK CAS		.165		.110		.110											00206202
1970		.REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	13.2	8.40	2.40	2.40		2.40			2.40					00155225
1932		REICHHOLD CH TUSCALOO AL	2.10		2.10	4.80		1.20		3.60									00135589
1134		REICHHOLD CHEMICAL MORRIS ILL	2.40	22.2	2.40														00220906

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS	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 ID / MAP STD CP
		THERMINOL FR-1															00350A		1040-245-1
1252		REICHHOLD CHEM INC FORDS NJ				.600		.600											00248134
1236		REICHHOLD CHEM TACOMA WA		1.80		3.00					3.00								10067170
		PARENT CUST. TOT-REICHHOLD CHEM	17.9	24.0	17.9	21.6	8.40	4.20	2.40	3.60	5.40			2.40					00045713
1932		REPUBLIC MILL ROME GA	.600	.600	.600														00232797
1133		REPUBLIC STEEL MILES OHIO		8.40															00215167
1252		REYNOLDS METALS MESSENA NY				12.0			12.0										10067779
1252		REYNOLDS METALS PITTSBURGH PA				.600				.600									00253653
1237		REYNOLDS METALS GROTTOE VA	2.00	9.60	2.00	2.40					2.40								10067504
		PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								10067787
1835		RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60						1.20	3.60		1.20	00152271
1133		RIEGEL PAPER CORP HAZELWOOD MO				.600				.600									00253331
1866		RIETZ MFG SANTA ROSA CA		.600		.600											.600		00231767
1252		ROGERS CORP E WOODSTOCK CONN				1.20										1.20			00151757
1173		ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	5.40			3.00									2.40	00151777
1252		ROHM - HAAS CO BRISTOL PA				30.0			28.8		1.2								10068878
		PARENT CUST. TOT-ROHM - HAAS CO.	1.00	21.0	1.00	35.4			31.8		1.2							2.4	10063336
1866		ROHR CORP RIVERSIDE CA	5.00		5.00														10061921
1252		RONSON METALS CO NEWARK NJ				.220				.220									10069003
1976		ROESEL BRADENTON FL		.165															00232252
1134		ROTARY SEAL CORP CHICAGO IL				.110				.110									00253467
1066		MITCHELL DIV ROYAL IND. LA CA		.275															10053537
1660		ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						10069602
		PARENT CUST. TOT-ROYAL INDUST SA		1.50		.820				.220			.600						10069602
1237		RUBATEX CORP BEDFORD VA				1.20				2.40		1.20							10069653
1252		SANDOZ PHARM HANOVER NJ				.275		.275											10070724
1976		SAV A STOP JACKSONVILLE FL		.600															00231657
1252		SAV A STOP SALEM VA	1.00	.600	1.00														00231770
		PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														00231657
1252		SCHENECTADY CH ROTTERDAM NY		.110		7.80						4.80	3.00						10071127
1976		GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00	3.00											3.00		00165239
1230		GLIDDEN CO. READING PA		1.80															10033808
		PARENT CUST. TOT-S C M CORP CORT	3.00	1.80	3.00	3.00											3.00		00045454
1958		SCOTT WISE POLYMERS GROWLEY LA	1.20	7.80	1.20														10071569

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SIC	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.ID / MAJR GRD CF.
		THERMINOL FR-1															00360A		1040-245-10
1133		.SEA PASS CORP ST LOUIS MO		1.20															10071763
1134		.DESOTO INC CHICAGO IL	1.20		1.20														10021855
1134		DE SOTO INC CHICAGO HEIGHTS IL	6.00	6.00	6.00	2.40		2.40											10021898
1974		DE SOTO INC GARLAND TX	.600	.600	.600														10021901
		PARENT CUST. TOT-SEARS ROEBUCK C	7.80	6.60	7.80	2.40		2.40											00045276
1124		.ALLIED PROCESSING CHICAGO ILL	.165		.165														00196401
1968		.SHELL CHEM DEER PK TX	1.20	.600	1.20														10072331
1866		SHELL OIL GOLETA CAL	8.00		8.00	3.00									3.00				10072522
1966		SHELL OIL CO MORGAN CITY LA	10.0	24.6	10.0														00180635
		PARENT CUST. TOT-SHELL OIL NYC N	19.4	25.2	19.4	3.00									3.00				00045284
1968		.C E SHEPHERD HOUSTON TX		.220		.550					.275		.275						00216941
1869		.SHERWIN WILLIAMS OAKLAND CA				7.20									7.20				10072638
1134		SHERWIN WILLIAMS CHGO IL	3.60		3.60														10072654
1178		SHERWIN WILLIAMS CINCINNATI OH	2.00	3.60	2.00														00050024
		PARENT CUST. TOT-SHERWIN WILLIAM	5.60	3.60	5.60	7.20									7.20				10072794
1856		.SIERRA ENGIN SIERRA MADRE CA		.600															
1866		.AIRESEARCH MFG CO TORRANCE CAL	6.00		6.00	.110					.110								10072921
1974		.A O SMITH INDLAND LITTLEROK AR	2.00	.600	2.00	1.20							.600			.600			10001551
1932		.HENRY T SMITH CO MEMPHIS TN	.100	.110	.100														00139266
1932		.SOU VALLEY CO COLUMBIA SC	3.00	2.40	3.00														00225711
1932		.SOU TEX CHEM MT HOLLY N C	1.20		1.20	.600						.600							10073839
1220		.SOUTHERN ADHES RICHMOND VA				6.60		6.60											00093866
1956		.SOUTHERN NATURAL GAS AMELIA LA				9.00													10073979
1932		SOUTHERN NATL GAS MORGAN CT LA				14.4								6.00	9.00		.60	9.00	00272051
1966		SOUTHERN NATURAL GAS HOUSTN TX	60.0		60.0														00262761
		PARENT CUST. TOT-SOUTHERN NATR G	60.0		60.0	23.4								6.00	9.00		.60	9.00	00222038
1932		.SOUTHERN BAKERY CO ATLANTA GA	.600		.600														00181129
1178		.SOUTHWIRE ALUM HAWESVILLE KY	20.0	94.8	20.0	.129	9.0	12.0	7.2		14.4	28.8		28.8	28.8				00104640
1860		.SOUTHWEST FOREST SANTA FE CA	1.00	.875	1.00														00210552
1170		.SPECIALTY PAPER DAYTON OH	4.80	4.80	4.80	16.2			1.20	6.00			9.00						00133614
1856		.SPECTRICON INC SANTA ANA CALIF		.165															10074014
1866		.ST VINCENTS HOSPITAL LOS AN C	70.0																00106678
1932		.STD CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														00222143
1252		STO CHEMICAL PRO HOBOKEN NJ				1.10					.58			1.20	.60				00133594
		PARENT CUST. TOT-STO CHEMICAL PR	.500	.600	.500	1.10					.58			1.20	.60				00222100
1856		.STANDARD FELT ALHAMBRA CA		.165		.600				.600									00222100
																			00241903

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR GRO-GP
THERMINOL FR-1															00360A		1040-245-10
1968 .CHEVRON OIL CO LEEVILLE LA	12.0	6.00	12.0														00217646
1968 CHEVRON OIL MORGAN CITY LA				4.20									4.20				00265985
1968 CHEVRON OIL CO NEW ORLEANS LA	20.0		20.0														00150127
1830 STAND OIL CALIF SHANSON RIV AK				49.2						12.0			19.2		4.8	13.2	00252921
1866 STD OIL OF CAL CARPINTERIA CA				3.00									3.00				10075122
1866 STD OIL OF CAL GAVIOTA CALIF	2.00		2.00	5.40			2.40						3.00				10075130
1866 STD OIL LA HABRA CA				5.40							2.40			1.20	1.80		00138940
1866 STANDARD OIL TAFT CALIF				.110		.110											00197858
PARENT CUST. TOT-STAND OIL CALIF	34.0	6.00	34.0	67.3		.1	2.4			12.0	2.4		29.4	1.2	6.6	13.2	00046906
1932 .AMOCO CHEM DECATUR ALA				16.0			9.00		7.00								10005221
1958 .ESSO RESEARCH - EN BAYTOWN TX	20.0		20.0														10026905
1252 .STANDARD PACKAGIN CRANBURY NJ				6.00				1.20		2.40		1.20		1.20			10075173
1178 .STANDARD SUPPLY MAYSVILLE KY	.500	.220	.500														00156025
1252 .STANLEY WORKS NEW BRITAIN CT				6.00	1.20			1.20	1.20				1.20		1.20		10075394
1958 .STAUFFER CHEM RICHMOND CALIF		.600															10075521
1175 STAUFFER CHEM LOUISVILLE KY		1.81															10075564
1252 STAUFFER CHEMICAL EDISON NJ				6.00							6.00						00210706
1252 STAUFFER CHEMICAL PASSAIC N J		.600															10075513
1131 STAUFFER GALLIPOLIS FERRY WV				1.80								1.80					10075637
PARENT CUST. TOT-STAUFFER CHEM N		.609		7.80							6.00	1.80					00046868
1252 .STEDFAST RUBBER EASTON MA				1.80			1.80										10075718
1134 .STONE CONTAINERCORP CHIC ILL	2.40		2.40														10076250
1958 .STRESSKIN PRO CO SANTA ANA CA		4.80		1.20			.600						.600				00230708
1932 .SUN CHEMICAL CO CHESTER SC	1.00	3.60	1.00	37.2	6.60	3.00		3.00	5.40	2.40		4.80	2.40	4.80		4.80	00183373
1968 .SUN OIL CO MORGAN CITY		1.20															00230325
1968 SUN OIL CO FRANKLIN LA	3.00		3.00														00139467
1968 SUN OIL CO BISHOP TX	.600	3.00	.600														00227315
1968 SUN OIL COMPANY PREMONT TEXAS	1.20		1.20														00179078
PARENT CUST. TOT-SUN OIL COMP PH	4.80	4.20	4.80														00046663
1932 .SYLVAN CHEM CO INMAN SC				.600	.600												00139718
1958 .SYSTEMS PRINTERS SANTA FE CA				.220									.220				00139742
1230 .TELEDYNE READCO YORK PA				.600										.600			00269263
1133 .PAGING CORP VINCENNE IN				1.80				1.80									00132659
1958 TENNECO INC INTRACOASTAL CI LA				12.0											12.0		00271667
1958 TENNECO OIL MORGAN CITY LA	50.0		20.0														00210789
1252 TENNECO COLORS DIV READING PA	1.00	1.20	1.00														10078512
1932 TENNECO CHEMICALS LOBECO SC				3.00	3.00												00155365
PARENT CUST. TOT-TENNECO INC HOU	51.0	1.20	21.0	16.8	3.0			1.8							12.0		10078504

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 ID / MAJR GRP GP
		THERMINOL FR-1															00350A		1040-245-10
1968		.JEFFERSON CHEM CO INC AUSTINTX	1.20	3.00	1.20	.600			.600										00151416
1968		TEXACO INC MORGAN CITY LA	20.0	48.6	10.0														00231134
		PARENT CUST. TOT-TEXACO NEW YORK	21.2	51.6	11.2	.600			.600										00046647
1974		.TEXAS-REFINING FORT WORTH TX		1.20															
1932		.THAYER COGGINS INC HI POINT NC	7.20		7.20														00140443
1974		.THERMOJET INC JACKSON MISS				1.20													00160041
1178		.THERMOLATOR INC INDIANAPOLISIN	1.00	.660	1.00	.330			.330				.600	.600					00261793
1135		.THERMO-O-DISC MANSFIELD OH		.055		.110				.110									00146643
1932		.THIELE KAOLIN SANDERSVILLE GA	8.30		8.30	11.4			11.4										00228907
1133		.TOPCO LAMINENTS FORT SCOTT KS	.165		.165														10079764
1133		TOPCO LAMINATES ST JOHNS MO		.165															00219398
		PARENT CUST. TOT-TOPCO LAMINATES	.165	.165	.165														00222836
1958		.TRADE WINDS NO 2 BROWNSVILL TX		1.20		.600						.600							00206601
1135		.TRANSPLASTICS CONNEAUT OH		.600		2.40						.600			.600	.600	.600		00212113
1134		.TROSTEL COMPOUND LK GENEVA WI	2.40		2.40	.600											.600		10081084
1252		.GOALS UNASGND FOR BK THRU 1252	361		361														00165565
1131		.GOALS UNASGND FOR BK THRU 1131	388		388														00165581
1134		.GOALS UNASGND FOR BK THRU 1134	52.0		52.0														00165611
1153		.GOALS UNASGND FOR BK THRU 1153	358		358														00165645
1932		.GOALS UNASGND FOR BK THRU 1932	223		223														00165654
1974		.GOALS UNASGND FOR BK THRU 1974	76.0		76.0														00165677
1866		.GOALS UNASGND FOR BK THRU 1866	278		278														00166170
1260		.LEVER BROTHERS CO LOS ANGE CA	10.0	21.8	10.0														00127558
1252		LEVER BROTHERS BALTIMORE MD		1.20		3.00						3.00							10046092
		PARENT CUST. TOT-UNILEVER IAKOOP	10.0	23.0	10.0	3.00						3.00							00026298
1975		.UNION CAMP CORP DECATUR ALA	2.00		2.00														
1976		UNION CAMP CORP LAKELAND FLA	1.50		1.50	1.80	.60		1.20										00214019
1136		.UNION CAMP CORP DOVER OH	2.00		2.00														10081564
1932		UNION CAMP CORP MORRISTOWN TN	.600		.600														00209333
		PARENT CUST. TOT-UNIONCAMP CORP	6.10		6.10	1.80	.60		1.20										00177339
1135		.UNION CAR UC PLAS MARIETTA OH	1.00		1.00														00047090
1932		UNION CAR - NUC OAKRIDGE TENN	15.5		15.5														10081374
1131		UNION CARBIDE SISTERSV WV				1.20													10081971
1131		UNION CARBIDE S CHARLESTON W V				73.1		73.1								1.20			00141352
																			10081777

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S.S. 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
		PARENT CUST. TOT-UNION CARBIDE C	16.5		16.5	74.3		73.1								1.2			00045705
		THERMINOL FR-1															0036	0A	1040-245-1
1256		UNION AMSCO LAMIRADA CA				6.00	6.00												00242320
1232		UNION AMSCO TUCKER GA	4.20	7.20	4.20														10004551
1066		UNION OIL RICHMOND CALIF		12.0															10082145
		PARENT CUST. TOT-UNION OIL CO LO	4.20	19.2	4.20	6.00	6.00												00047155
1252		UNIROYAL CHEM NAUGATUCK CT	2.00	6.00	2.00	7.80	3.60					3.60					.60		10082439
1252		UNIROYAL FTWEAR NAUGATUCK CT		1.80															10082781
		PARENT CUST. TOT-UNIROYAL NEW YO	2.00	7.80	2.00	7.80	3.60					3.60					.60		00047335
1252		PRATT & WHITNEY SO WINDSOR CT				.110		.110											00249007
1252		UNT AIRCRAFT CORP FARMINGTN CT		.600															00243264
		PARENT CUST. TOT-UNT AIRCRAFT CO		.600		.110		.110											00152005
1252		UJP E RUTHERFORD NJ		3.60		2.40				2.40									Y0085586
1270		UPJOHN CO N HAVEN CONNECTICUT				2.40									2.40				10085705
1968		UPJOHN COMPANY LA PORTE TX		1.20		2.40			2.40										00161241
		PARENT CUST. TOT-UPJOHN KALAMAZO		1.20		4.80			2.40						2.40				10085675
1131		UPSON COMPANY LOCKPORT N Y		1.20															00206474
1134		UNITED STATES ADHESIVE CHGO IL	1.20	1.20	1.20	.600				.600									10083672
1134		U S GEAR CORP CHICAGO IL	.600	.600	.600														00232131
1232		U S GOVT ORDN HUNTSVILLE ALA				.600			.600										10084725
1237		U S GOVT LORING AFB ME				.600				.600									00253618
1133		U S NAVAL AMMUNITION CRANE IND	6.00		6.00														00155459
		PARENT CUST. TOT-U S GOVT WASHIN	6.00		6.00	1.20			.600	.600									10084733
1066		U S GYPSUM SANTA FE SPRINGS CA				1.20					1.20								00253596
1066		U S GYPSUM SOUTHGATE CAL	5.00	13.2	5.00	6.00	.60			3.00					1.20			1.20	10084826
1252		U S GYPSUM JERSEY CITY NJ	12.0	22.8	12.0	17.4	3.00				1.20		2.40	3.60		3.60	1.80	1.80	10084741
		PARENT CUST. TOT-UNITED STATES G	17.0	36.0	17.0	24.6	3.60			3.00	2.40		2.40	3.60	1.20	3.60	1.80	3.00	00047341
1134		U S MOVIYONE CHICAGO ILL	1.20		1.20														00143073
1153		VAIL RUBBER WORKS ST JOSEPH MI				.600								.600					10065759
1252		VAN DYK AND CO BELLEVILLE NJ	5.00	5.40	5.00														10086086
1568		VAN WATERS - R ALBUQUERQUE, N				8.40				8.40									10086221

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01/12 PRODUCT/CUSTOMER

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SES	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES OTHR FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GEO-SP.
		THERMINOL FR-1															00350A		1040-245-1
1252		.VANCE STEEL BELLEVILLE NJ		1.20															00240768
1232		.VELSICOL CHEM MEMPHIS TENN				10.8											3.60	7.20	10006442
1265		.VERDUGO HILLS HOSPITAL VERD CA	20.0																00222135
1252		.VINYL HAID INC W SPRNGFLD MASS	.100	.600	.100														00217649
1060		.VONS BAKERY DIV EL MONTE CA				.220		.220											10087120
1974		.WARWICK ELECTRIC FORREST CTY A		1.20		4.80			4.80										00240064
1252		.WAYLAND CHEM CO LINCOLN RI				2.40							2.40						10087936
1133		.FRED WEBER CONST ST LOUIS MO				3.00							3.00						00260576
1252		.WELDING ENGINE KING OF PRUS PA	10.0	6.00	10.0														00225715
1134		.WELLS MFG FOND DU LAC WI	.600		.600														00144614
1252		.WEST CO BELLVILLE N J				4.20	1.20						1.20					1.80	10033445
1237		.WESTFIELD SHT MTL KENILWTH NJ				1.80					.60	1.20							00252324
1135		.WESTINGHOUSE MUNCIE INDIANA	3.00		3.00	3.00	3.00												10069401
1134		.WESTVACO CORP CHICAGO ILL	1.20		1.20														00168166
1252		WESTVACO CORP BALTIMORE MD				.600							.600						00154803
1252		WESTVACO CORP DETROIT MI				.600						1.20			.60				00144703
1976		WESTVACO NORTH CHARLESTON SC				1.20						.600		.600					10086577
		PARENT CUST. TOT-W VA PULP-PAPER	1.20		1.20	2.40						1.80	.60	.60	.60				00047589
1252		.WHEELING PITB ST JAMESBURG NJ	10.0		10.0														00170968
1133		.WHITE RODGERS CO ST LOUIS MO				.055		.055											10050350
1134		.WILLIAMSON ADHESIVES CINN OH				1.37							1.37						00260299
1958		.ARGUS CHEM TAFT LA	1.20	1.20	1.20														00236926
1252		ARGUS CHEM BROOKLYN NY		5.40		7.20					4.80		2.40						00105918
1134		WITCO CHEM CHICAGO ILLINOIS	7.20	6.00	7.20	3.60									3.60				10091098
1252		WITCO CHEM PERTH AMBOY NJ				8.40			8.40										10091128
		PARENT CUST. TOT-WITCO CHEM NYC	8.40	12.6	8.40	19.2			8.40		4.80		2.40		3.60				00047686
1131		.XEROX WEBSTER NEW YORK				1.20			1.20										10092450
1134		.ZIGNEGO CONTRACT FRANKLIN WISC	1.20		1.20														00196630
1056		.ZINSCO ELECT PROD LOS ANG CA				1.80				1.20	.60								10092760
		TOTAL PRODUCT * * * * * * * LB	3837	2607	3476	2520	265	318	308	184	201	227	201	189	200	143	152	132	1040-245-1
		00350A * * * * * * * $$	1106	753	1002	822	86	101	98	64	68	73	66	62	68	44	49	43	
		THERMINOL FR-2															00357A		1040-265-1
1131		.AIRCO SPEER NIAGARA NY		.600															00107409
1131		.ALLIED CHEM BUFFALO NY		2.40		6.00	6.00												10002309
1131		.ALCAN ALUMINUM FAIRMONT W VA		1.80															00183180
1136		.REA MAGNET WIRE FT WAYNE IND		.165															00089583
1136		REA MAGNET WIRE LAFAYETTE IN		.600															10066646
		PARENT CUST. TOT-ALUMINUM CO OF		.765															00045063

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PRODUCT/CUSTOMER [illegible] REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS 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. ID./ MAJ. CUS. GP.
		THERMINOL FR-2															00357A		1040-265-1
																			00065789
1252		.AMERICAN BAKERIES BROOKLYN N Y		.330															10003065
1279		.AMERICAN CYANAMID MOBILE AL		3.60										3.00					10003768
1131		AMERICAN CYANAMID WILLOW IS NY				3.00													
														3.00					00045101
		PARENT CUST. TOT-AMER CYANAMID W		3.60		3.00													
																			10003773
																			00231473
1134		.AMERICAN DECALCAMANIA CHICAGO IL		1.20															10004004
1254		.AMERICAN HYDROTHERM E WOODSTK CT		1.20		1.80	1.80												
1252		AMERICAN HYDROTHERM ROGERS CT	1.00	.600	1.00														10004004
		PARENT CUST. TOT-AMER HYDROTHERM	1.00	1.80	1.00	1.80	1.80												
																			07109622
																			10001070
1139		.AMETEK/WEST PL WAPAKONETA OH		.600															10005316
1178		.ARIZONA CHEM PANAMA CITY FL		.600															00089110
1134		.ARMOUR INDUSTRIAL MC COOK IL		6.00															10005430
1932		.ARMSTRONG CORK MACON GEORGIA		4.20															
1252		ARMSTRONG CORK LANCASTER PA		4.20															10006430
		PARENT CUST. TOT-ARMSTRONG CORK		8.40															
																			00228419
																			00245542
1153		.AUNREY BAKERIES LIVONIA MI		3.00															10001772
1252		.BADGER CO E WEYMOUTH MA		.930															00190158
1134		.BACCRAFT CORP OF AM CHICAGO IL		3.00															00265770
1932		.BARRY OF GOLDSBORO N CAROLINA		.600															00152366
1252		.BOND BAKING CO BROOKLYN NY		2.40															
1252		BOND BAKING CO PHILA PA		5.03															00265770
		PARENT CUST. TOT-BOND BAKING CO		7.43															
																			10012533
1932		.BURLINGTON IND ALTAVISTA VA		6.00															00112535
1134		.BURNY BRO NORTH LA IL		2.40															00112690
1252		.BUTTERFIELD BARRY TETERBORO NJ		.165															10014350
1866		.CARNATION CO VAN NUYS CA		.240															10014794
1252		.CELANESE PLAS CLARK NJ		.330															00170106
1252		.CELLOCRAFT INC NEW HYDE PRK NY		1.20		.600			.600										00227833
1866		.CHANSLOR WESTERN OIL FELLOWS C		2.40															10017111
1252		.COLLOID CHEM CEDAR KNOLLS NJ		.935		.220	.220												10017563
1178		.COLORPAC INC FRANKLYN OH		1.20															10018595
1134		.CONR CORP OF AM SIOUX CITY IA		.165															10013902
1134		.CONTINENTAL CAN CHICAGO ILL		.220															00211237
1134		.CPC INTERNATIONAL ARGO ILL		.600															10015936
1252		.CHEM PUMP DIV WARRNINGTON PA		.975															

81131-A DIRECT #2
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ORGANIC [illegible] PRODUCT/CUSTOMER [illegible]ES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS 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 ID / MAJ GRP GP.
		THERMINOL FR-2															003 57A		1040-265
1133		.CURTIS MFG ST LOUIS MO		4.20		.600	.600												10020522
1136		.DANA CORPORATION CHURUBUSCO IN		4.80															00176157
1166		.LEE DEAN SANTA FE SPRINGS CALF		.165															00164364
1132		.DEERING MILLIKEN INMAN SC		1.80															00240923
1166		.DIAMOND SHAMROCK S OXNARD CA		.055															00086943
1166		.DOLLY MADISON CAKES LOS ANG CA		1.80															10022630
1160		.DONJE CAL THEMES CERITAS CAL		.330															10022651
1252		.DOUBLEDAY HANOVER PA		1.58															10022762
1153		.DOW CHEM MIDLAND MICH		.600															10022909
1153		DOW CORNING MIDLAND MICH		3.06															10022981
		PARENT CUST. TOT-DOW CHEM MIDLAN		3.66															10022906
1252		.E I DU PONT DE NEMO PARLIN NJ		.600		6.00			6.00										10023865
1166		.DUVAL STERRITA SAHUARITA AZ				.600			.600										00198945
1166		.EL MONTE CHEM PASADENA CA				.600	.600												00253280
1252		.EMBOSSOGRAPH PROCESS BRKLYN NY		.600															10025037
1131		.E L WIEGAND CO PTSBG PA		.165															10050591
1153		.FABRI KAL CORP KALAMAZOO MICH		4.80															00164691
1252		.FARRELL CORP CONN ANSONIA CT		.600															00118301
1252		.FELTON CHEMICAL CO BROOKLYN NY		6.00															00223484
1166		.FIBREBOARD CORP SOUTH GATE CA				12.6			12.6										00168417
1133		.FINDETT SERVICE CO SAINT CH MO		4.20		3.00		3.00											00118583
1252		.FINE ORGANICS INC LODI NJ		12.0															10027995
1136		.FIRESTONE NOBLESVILLE IN		.165															10028095
1136		FIRESTONE TIRE AKRON OH																	10028111
		PARENT CUST. TOT-FIRESTONE TIRE		12.2															10028111
1153		.FORD MOTOR DEARBORN MICH		15.6		4.00		4.80											00119775
1153		FORD MOTOR CO WOODHAVEN MI		1.80															00225675
		PARENT CUST. TOT-FORD MOTOR DEAR		17.4		4.00		4.80											00118975
1958		.MCKESSON CHEM CO NEW ORLEAN LA		3.00		9.00		9.00											10049300
1976		.GAYLORD CONTAINER TAMPA FLA		1.20															00219140
1134		.GM-ELECTRO MOTIVE MCCOOK IL		.600															00184660
1130		GM-DELCO BATTERY MUNCIE IN		3.60															100326
1152		GM-TECHNICAL CENTER WARREN MI		.600															100327
		PARENT CUST. TOT-GENERAL MOTORS		4.80															001572
1134		.GENERAL AMER RES. DES. PLAINS IL		.820															002112
1153		.GEN. ELEC EDMORE MICH.		1.15															100310

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	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															00357A		1040-265-1
1974		.GEN TIRE - RUB COLUMBUS MS		.165															10033195
1131		GEN TIRE - RUB JEANETTE PA		6.00															10033160
		PARENT CUST. TOT-GENL TIRE - RUB		6.17															10033144
1252		.GEORGE G. LYNCH NEW CASTLE DE		.600															00230413
1100		.N C GINTHER GAS PLT GILLETE WY				1.80		1.80											00232815
1138		.GOODYEAR TIRE AKRON OH		2.40		.600			.600										10034699
1252		.GREAT ATLANTIC PACIFIC NEWARKN		3.60															00165433
1178		.GULF PLASTICS GREENSBURG IN																	00225924
1252		.HAMILTON MFG RICHMOND VA		3.00															10035526
1252		.HAMILTON STD WINDSOR LOCKS CT		3.60															10036542
1153		.CHEMETRON CORP HOLLAND MI		15.0															00196428
1133		CHEMETRON CORP ST LOUIS M		1.80															00164606
		PARENT CUST. TOT-HARWICK AKRON O		16.8															00123218
1153		.HOLY CROSS HOSPITAL DETROIT MI		.600															00214515
1252		.HOOKER CHEM HICKSVILLE NY				3.60	3.60												10036677
1252		.HORN - HARDART BAK PHIL PA		3.65															10033936
1252		.J M HUMER EDISON NJ		3.60															00124937
1252		.ICI AMERICA INC DIGHTON MA		1.80															10039908
1230		.CRAWFORD MFG RICHMOND, VA		3.60															10020035
1178		.INMONT CORP CINCINNATI OHIO		6.00															10040733
1153		INMONT CORP TOLEDO OHIO		4.80															10043876
		PARENT CUST. TOT-INMONT CORP NYC		10.8															00044402
1156		.INTERMT CONCRETE SALT LK CT UT		1.20															00228018
1166		.INTERPACE IONE CA		9.00		3.60	3.60												10004055
1133		.INTERPACE MANKATO KANSAS		1.20															00103407
1252		.INTL FLAVORS TETERBORO NJ		1.20															10041236
1160		.INTL HULTI FOODS CITY INDUS CA		.345															00223867
1122		.INTL NICKEL WRIGHTSVILLE BH NC		.060															00252513
1174		.INTL PAPER CAMDEN AR		3.00															00125940
1175		INTL PAPER SPRINGHILL LA		1.20															10041643
1252		INTL PAPER SOMERVILLE MA		2.40		.600										.600			00170470
1134		INTL PAPER FOND DU LACK WI		.600															00215333
		PARENT CUST. TOT-INTL PAPER CO N		7.20		.600										.600			00044504
1134		.INTERSTATE BAKER CHICAGO IL		1.80															10041849
1153		.I.T.T. CONTL BAKING DETROIT MI		.600															10018862
1252		.JIFFY MFG. HANOVER PA.		3.60															00126446

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SIS	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 ID / MAIN GEO GP
		THERMINOL FR-2															.003	57A	1040-265-10
1656		.WESTERN PRECIP LOS ANGELES CA		.600															10088895
1252		.KANECKI SERVICO BOYERTOWN PA		1.20															10043549
1133		.THE K W KELLOGG CO OMAHA NB		3.17															00126602
1133		.KENT PLASTICS EVANSVILLE IN		1.20															10043948
1131		.KOPPERS CO BRIDGEVILLE PA		3.60		3.60		3.60											10044920
1131		KOPPER COMPANY MONROEVILLE PA																	00217182
1131		KOPPERS COMPANY INC VERONA PA		1.80															00185876
		PARENT CUST. TOT-KOPPERS CO PITT		5.40		3.60		3.60											00044571
1252		.LANE COMPANY ALTAVISTA VA		.600															10045363
1252		.LIBERTY MACH PATERSON NJ		1.20															10046254
1138		.LUBRIZOL SALES PAINESVILLE OH		41.4															10047277
1656		.MAGNA SCREEN CHATSWORTH CA		.120															00049042
1252		.MALDEN MILLS LAWRENCE MA		1.20															10048265
1178		.MARVAGLASS INC LEXINGTON KY		.165															00196746
1134		.MEAD CONTAINERS WATERLOO IA		1.20															00225769
1178		MEAD CONTAINERS WASH COU OH		.600															00129615
		PARENT CUST. TOT-MEAD CORP DAYT		1.80															00044695
1252		.ONYX CHEM JERSEY CITY		2.40															10059380
1134		.MINN MIN-REC HUTCHINSON MN		1.20		1.20	1.20												00222674
1604		.MONSANTO COMPANY SPRINGFIELDMA		.120															00215740
1134		.STD T CHEM CHICAGO IL		1.20		.600	.600												10075270
1178		.U S IND CHEM DIV CINCINNATI OH		3.60															00143065
1252		.N L INDUSTRIES SAYREVILLE NJ		26.4															10056705
1134		.NATIONAL TEA CO CHICAGO IL		3.60															10057000
1134		.NLFCO INC CHICAGO IL		1.20															00237054
1170		.NORTH AMERICAN ROCKWL COLUM OH		.055															10058082
1656		.OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10059879
1153		.PARKE DAVIS - CO HOLLAND MI		2.40															10060085
1133		.PATCO PRODUCTS GRANDVIEW MO		1.20															00160358
1138		.PATTERSON IND E LIVERPOOL OH		.110															10061148
1134		.PELRON CORP LYONS ILL		1.80															00154997
1138		.PENN REFINING CLEVE OHIO		1.20															10061520
1134		SELASTOMER INC BENSENVILLE IL		1.80															10071887
		PARENT CUST. TOT-PENN REFINERY G		3.00															00090271
1856		.PENNWALT-KERNS UNITD ORANGE CA		.220															10044065
1856		.FRITO LAY CO LOS ANGELES CA		.600		.600	.600												10029686
1134		FRITO LAY CHGO ILL		.600															15525678
		PARENT CUST. TOT-PEPSICO INC NEW		1.20		.600	.600												00044954

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	SEC.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUAL FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ CTD GP
		THERMINOL FR-2															00357A		1040-265-1
12	52	.PHELPS DODGE SOUTH BRUNSWIK NJ		1.20															00177326
19	76	.PILLSBURY CO GAINESVILLE FLA		.600															00181498
19	32	PILLSBURY FARMS GAINESVILLE GA		.385															00185523
11	33	PILLSBURY TERRE HAUTE IN		3.00															10063019
		PARENT CUST. TOT-PILLSBURY CO MP		2.79															10062969
12	52	.PIONEER PLASTIC AUBURN ME		.600															10063094
12	52	.PITT-CONSOL CHEM NEWARK NJ		7.20		1.80		1.80											00133730
11	78	.PPG CIRCLEVIL OH		49.2															10063191
11	31	PPG SPRINGDALE PA		1.80															10063353
		PARENT CUST. TOT-PITTS PLATE GL		51.0															10063345
11	78	.PROCTER AND GAMBLE ROSS OH		.600															10064775
19	32	.PROCTOR CHEM SALISBURY NC		3.60															10064708
19	76	.REICHHOLD CHEM JACKSONVILLE FL		21.6		2.40		2.40											00155225
11	31	REICHHOLD CHEM NIA FALLS NY				1.20			1.20										10057197
		PARENT CUST. TOT-REICHHOLD CHEM		21.6		3.60		2.40	1.20										00045713
12	52	.REPUBLIC CONTR JERSEY CITY NJ		.600															00156760
12	52	.RESYN CORP OF AMER LINDEN NJ		7.20															10057625
12	52	.REYNOLDS METALS MESSENA NY		6.00		12.0			12.0										10067790
18	36	.RHODIA INC PORTLAND ORE		1.20															00152277
11	33	.RIEGEL PAPER CORP HAZELWOOD MO		.600															00185531
12	52	RIEGEL PAPER RIEGELSVILLE NJ		.600															10068207
		PARENT CUST. TOT-RIEGEL PAPER NY		1.20															00045187
18	66	.ROBERTS CONS IND MONROVIA CA		1.80															10068436
18	66	.SAFEWAY STORES LOS ANGELES CAL		2.75															10070139
12	52	.SCHENECTADY CH ROTTERDAM NY		3.60															10071127
12	52	.SCHENUIT RBR BALTIMORE MD		.165															10071143
11	33	.W A SCHUMAN & CO BRIDGETON MO		1.20															00237841
19	76	.GLIDDEN DURKEE JACKSONVILLE FL		6.00															00165239
19	32	.INDUSTRIAL DIV BD SCOTSBORO AL		42.6															00223573
11	78	.SHAMROCK CORP LOUISVIL KY		.600															00137618
19	68	.SHELL CHEM DEER PK TX		1.20															10072301
18	66	SHELL OIL GOLETA CAL		3.60															10072522
		PARENT CUST. TOT-SHELL OIL NYC N		4.80															00045284
11	34	.SHERWIN WILLIAMS CHGO [illegible]		[illegible]															10072654

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 / MAIN GRD GP.
		THERMINOL FR-2															00357A		10402265-1
1138		SHERWIN WILLIAMS CLEVELAND OH		28.6															10072794
		PARENT CUST. TOT-SHERWIN WILLIAM		33.6															10072794
1066		.AIRESEARCH MFG CO TORRANCE CAL		3.60															10001501
1974		.A O SMITH INDLAND LITTLEROCK AR		2.40															00138266
1252		.ARS SMITHS COL OK SILV SPGS MD		1.20															10073677
1932		.SOU TEX CHEM MT HOLLY N C		1.20															00093866
1252		.SOUTHERN CONT COR DEER PARK NY		4.20		.600		.600											00168084
1933		.SOUTHERN BAKERY CO ATLANTA GA		.600															00184640
1963		.ST JOE PAPER CO MESQUITE TX		1.20															00156212
1252		.STD CHEMICAL PRO HOBOKEN NJ				.600	.600												00222100
1060		.STD OIL OF CAL GAVIOTA CALIF		1.20															10075130
1252		.STANDARD PACKAGIN CRANBURY NJ		8.40		1.20		1.20											10075173
1252		.STANLEY WORKS NEW BRITAIN CT		4.65															10075394
1060		.STAUFFER CHEM RICHMOND CALIF		.055															10075521
1131		STAUFFER GALLIPOLIS FERRY WV		.600															10075637
		PARENT CUST. TOT-STAUFFER CHEM N		.655															00046868
1252		.STEDFAST RUBBER EASTON MA		1.80															10075718
1134		.STONE CONTAINERCORP CHIC ILL		1.80															10075250
1060		.SYSTEMS PRINTERS SANTA FE CA		.275															00139742
1252		.TERRELL CORP WILM MASS				1.80		1.80											10078911
1138		.THERMO-O-DISC MANSFIELD OH		.055															00228907
1932		.THIELE KAOLIN SANDERSVILLE GA		11.9															10079764
1134		.TROSTEL COMPOUND LK GENEVA WI		.600															10081034
1932		.TULL CHEMICAL CO OXFORD AL		1.20															10081181
1974		.GOALS UNASGND FOR UK THRU 1974	20.0		20.0														00165697
1975		.UNION CAMP CORP DECATUR ALA		4.80															00214019
1970		UNION CAMP CORP LAKELAND FLA		1.80															10081564
1970		UNION CAMP CORP SAVANNAH GA		1.20		.600					.600								10081599
1138		UNION CAMP CORP DOVER OH		12.0															00205333
1932		UNION CAMP CORP MORRISTOWN TN		1.20															00177334
		PARENT CUST. TOT-UNIONCAMP CORP		21.0		.600					.600								00047090
1138		.UNION CAR UC PLAS MARIETTA OH		4.80															10081874
1932		UNION CAR - NUC OAKRIDGE TENN		16.2															10081971
1131		UNION CARBIDE S CHARLESTON W V		1.80															10081777
		PARENT CUST. TOT-UNION CARBIDE C		22.8															00045705
1252		.UNT AIRCRAFT CORP E HARTFRD CT		1.20															00152005

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PRODUCT/CUSTOMER [illegible]S REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MAG	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 / MAIR GEO GR.
		THERMINOL FR-2															00357A		1040-265-1
12	52	UNT AIRCRAFT CORP FARMINGTN CT		6.00															00243264
		PARENT CUST. TOT-UNT AIRCRAFT CO		7.20															00152005
12	52	.UNITED AIR LINES WINSDOR L CON		2.40															00142255
12	52	.UNITED RESIN PROD BROOKLYN NY		.600															10083621
12	52	.U S A F LIMESTONE ME		1.20															00236500
19	68	.VAN WATERS - R ALBUQUERQUE, N		24.0		8.96			6.00		2.96								10086221
19	68	VANWATERS - ROGERS QUESTA N M		10.8															10086248
		PARENT CUST. TOT-VAN WATERS-ROOG		34.8		8.96			6.00		2.96								00047627
18	66	.VONS BAKERY DIV EL MONTE CA		.110															10087120
12	52	.WAL SELLO PRO PATERSON NJ		.165															10087481
12	52	.WARD FOOD INC EAST ORANGE NJ		.600															00156310
12	52	.WEST CO MILLVILLE N J		2.40															10088445
11	38	.WESTINGHOUSE MUNCIE INDIANA		3.00															10089409
12	52	.WESTVACO CORP MERIDEN CT		1.80															10088534
11	34	WESTVACO CORP CHICAGO ILL		.648															00168866
12	52	WESTVACO CORP BALTIMORE MD		.600															00154806
19	32	WESTVACO CORP GASTONIA NC		.864															00163651
12	52	WESTVACO CORP EATON OH				.600					.600								00205605
11	38	WESTVACO CORP SANDUSKY OH		3.00															00152110
19	76	WESTVACO NORTH CHARLESTON SC		1.20															10088577
		PARENT CUST. TOT-W VA PULP-PAPER		6.38		.600					.600								00047589
12	52	.WHEELING PITB ST JAMESBURG NJ		12.0															00170968
12	52	WHEELING CORRUGAT JAMESBURG NJ				3.00						3.00							00217409
		PARENT CUST. TOT-WHEELING STEEL		12.0		3.00						3.00							00047082
18	66	.WHITTAKER CONTR COSTA MESA CA		.600															10090520
12	52	.ARGUS CHEM BROOKLYN NY		2.40															00109916
11	34	WITCO CHEM CHICAGO ILLINOIS		21.6															10091098
12	52	WITCO CHEM PERTH AMBOY NJ		7.20		1.80			1.80										10091128
		PARENT CUST. TOT-WITCO CHEM NYC		31.2		1.80			1.80										00047686
11	34	.ZIGNEGO CONTRACT FRANKLIN WISC		1.20															00196630
		TOTAL PRODUCT * * * * * * * LB	21.0	726	21.0	89.6	19.4	30.6	41.4	.6	4.2	3.0		3.0		.6			1040-265-1

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PRODUCT/CUSTOMER ES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAR CRD SP
		THERMINOL FR-3															00352A		1040-285-1
1252		.AMERICAN HYDROTRM E WOODSTK CT				.600		.600											00237493
1252		.BADGER CO E WEYMOUTH MA		.600															00245542
1153		.CANNON MUSKEGON MUSKEGON MI		2.40															10013658
1153		.CASWELL INDUSTRI ANN ARBOR MI		.060															00227311
1252		.E I DUPONT WILMINGTON DE		.660															10023564
1556		.DUVAL SIERRITA SAHUARITA AZ		21.6															00186945
1132		.SOUTHERN DYESTUFF CHARLOTT NC		.060															00138487
1174		.J OF OKLA NORMAN OK		.600															00132167
1131		.PERRY PLASTICS ERIE PA		.600															00049328
1178		.PROCTER AND GAMBLE CINN OH		.060															10064767
1166		.RAYCHEM CORP MENLO PK CA		1.20															10066466
1132		.REIGHHOLD CH TUSCALOO AL		2.40															00135569
1138		.THERMO-O-DISC MANSFIELD OH		.060															00228907
1134		.UNIVERSAL OIL DES PLAINS IL		.180															00047635
1134		.WEST BEND CO WEST BEND WI		140															10088399
		TOTAL PRODUCT * * * * * * * LB		171		.600		.600											1040-285-1
		15 TOT CLASS ER FLUIDS LB	4094	3744	3687	2043	296	370	364	240	216	265	229	194	215	163	150	136	
		$$	1175	1101	1050	932	97	119	116	81	74	86	75	64	74	51	51	45	
		THERMINOL 55															01338A		8418-055-1
1252		.ACUSHNET PROCESS NEW BED MA		.390		.390		.390											10000653
1556		.ALE PLASTIK PAK CTY INDUSTY CA	6.00	3.90	6.00	7.41	1.95		1.56	3.90									00217247
1252		.AGC INC MERIDEN CT		1.17		.200					.200								00183148
1133		.AIR CARGO EQUIP TULSA OK				2.80												2.80	00272736
1132		.AMERICAN ARTOS CHARLOTTE NC	21.0		21.0	56.0						56.0							00221937
1556		.AMERICAN CYANAMID AZUSA CA				11.2											11.2		10003717
1133		.APEX OIL CO ST LOUIS MO				16.0											16.0		00276636
1252		.ARSYNCO INC CARLSTADT N J		.780		11.1	.78	1.17	1.17	2.00			2.00	2.00		1.95			00211346
1134		.ASHLAND CHEM CO CALUMET CTY IL				16.0							8.00	8.00					00152250
1252		.ATLANTIC CEMENT CO RAVENA NY				46.3	30.7	15.6											00228753
1958		.AVONDALE SHIPYDS MORGAN CTY LA		36.1															00236700
1134		.BADCRAFT CORP OF AM CHICAGO IL				.800									.400	.400			10007992
1132		.BALLET FABRICS SCOTTSBORO AL				10.0								4.00	6.00				00262954
1277		.BANCROFT MARTIN SO PORTLAND ME				6.00				6.00									00255645
1277		BANCROFT & MARTIN N LEEDS ME				2.00												2.00	00272167
		PARENT CUST. TOT-BANCROFT MARTIN				8.00				6.00								2.00	00255645
1138		.BARMATIC PRODUCTS CLEVELAND OH				.400									.400				00263796
1134		.BARRETT PAVING MAT CHICAGO IL	3.90	1.95	3.90									.400					00224588
1958		.BAYPORT HOLDING HOUSTON TX				.400								.400					00262906
1134		.BELL COMPANY INC RICHMOND IN				.400													00111333

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SES 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.ID / MAJ-GRP.GP.
		11 INDUST. FLDS.C.L.BRADFORD																	
		PYGRAUL F-9 A																	01771A 4550-009-11
1974		.AAA PRODUCTS DALLAS TX	1.77	1.18	1.77														00213736
1134		.ABEX CORP ST PAUL MN	.885	1.18	.885	.545											.545		00105771
1230		ABEX CORP PORTSMOUTH VA		.590															10000351
		PARENT CUST. TOT-ABEX CORP NEW Y	.885	1.77	.885	.545											.545		00046531
1134		.ACRO METAL PRODUCTS MINN MN	1.18	1.18	1.18														00106860
1134		.ACRO WELDER MFG MILWAUKEE WI	1.00	2.36	1.00														10000037
1139		.AERO TITANIUM LEMON GROVE CAL	1.50	1.18	1.50														00106992
1160		.AIRCO VACUUM MET BERKELEY CA				22.1			5.52		5.57		2.73	5.54				2.73	00243345
1153		.AJAX FORG-CAST FERNDALE MI	.900	.590	.900														10001676
1922		.ALLIED CHEM IRIND SC				.552	.552												00170372
1976		.ALLIED MARINE CORPOR MIAMI FLA	1.07	1.07	1.07														00105183
1178		.ALLIS CHALMERS NORWOOD-CINC OH		.235															00108073
1134		ALLIS CHALMERS W ALLIS WI	3.00	2.36	3.00														10002646
		PARENT CUST. TOT-ALLIS CHALMERS	3.00	2.58	3.00														00045055
1919		.ALUMINUM DIE LOS ANGELES CALIF	2.00	1.10	2.00														00108197
1974		.ALUMINUM CO BAUXITE AR		.106		.102			.102										00236764
1009		ALUMINUM CO COVINA CA	10.0	5.90	10.0	1.09											1.09		00222662
1035		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
1134		ALUMINUM CO RIVERDALE IA	190	194	190	135		22.1			13.1	13.1	13.1	13.1	13.1	37.1		8.7	10002819
1133		ALUMINUM CO LAFAYETTE IN	100	181	100	23.0			2.21	3.31	3.27			2.73		3.27	2.73	5.45	10002738
1932		ALUMINUM CO BADIN NC	7.00	3.11	7.00	4.94	1.10		1.66	1.09						1.09			10002842
1138		ALUMINUM CO CLEVELAND OH	50.0	65.3	50.0	41.1	5.52	2.76	6.62		8.72	3.27			5.45		5.45	3.27	10002850
1220		ALUMINUM CO CRESSONA PA	12.0	14.2	12.0	19.8	10.5				6.0		3.3						10002677
1181		ALUMINUM CO NEW KENSINGTON PA		51.9		4.36							4.36						10002885
1922		ALUMINUM CO ALCOA TN	250	16.2	50.0	26.2			4.4		10.9	1.1	2.7	1.1	2.7	4.4		3.3	10002893
1960		ALUMINUM CO POINT COMFORT TX	20.0	27.0	20.0	35.5	2.8	2.8	2.8			5.5	16.4	5.5					10002907
1960		ALUMINUM CO ROCKDALE TX	17.7	4.61	17.7														10002915
1968		ALUMINUM CO SANDON TX	98.0	13.5	18.0	17.5	2.76	1.66	2.21			1.09	1.64	1.64	1.64		2.73	2.18	10002923
		PARENT CUST. TOT-ALUMINUM CO OF	875	678	595	359	22.6	24.8	20.0	12.7	42.0	28.3	44.7	30.5	27.3	5[illegible].9	15.3	31.6	00045063
1220		.AMERICAN CAN WASHINGTON NJ	10.0	11.7	10.0	0.76		1.10		1.09	1.66	1.64		1.64				1.64	10003328
1138		.AMERICAN CHAIN & CABLE AKRN OH				.102							.102						00261759
1175		.AMERICAN MFG CO GREENBURG IN				.202									.202				00264113
1153		.AMERICAN MOTOR CORP DETROIT MI				.545						.545							00109207
1220		.NASSAU SMELTING STATEN ISLAN NY	5.00	5.90	5.00	3.27								3.27					00133276
1039		.APLTEK STRAZZA EL CAJON CALIF				.552					.552								00256846

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MARKED GR
		PYDRAUL F-9 A															017	1A	4550-000-11
1133		.AMERICAN STEEL FOUND GRNT C IL	30.0	11.0	20.0	23.4		4.42			4.36	6.54	4.36			4.36		4.36	10005027
1037		.ANADITE INC LOS ANGELES CA	1.00	1.18	1.00														00225541
1134		.ANCHOR COUPLING CO LIBERTYV IL				.050							.050						00109665
1133		.ANCHOR COU-STDALL DEARBORN MIC		1.77															00223005
1975		.ANHEUSER BUSCH MIAMI FLA	1.00	1.07	1.00	1.00											1.00		00109711
1975		.ANHEUSER BUSCH PASSAGRIL BE FL	.600	.510	.600														00209112
1976		ANHEUSER BUSCH ST PETER FL				1.02		.510		.510									00109738
1970		ANHEUSER BUSCH QUINCY MA				.500							.500						00260509
		PARENT CUST. TOT-ANHEUSER BUSCH	1.60	1.58	1.60	2.52		.51		.51			.50				1.00		10005760
1039		.ARMCO STEEL TORRENCE CAL	1.00	.590	1.00	.590				.590									10006163
1170		ARMCO STEEL MIDDLETOWN OH	55.0		55.0	116				34.0	20.4			45.7		31.0	25.9		10006228
1131		ARMCO STEEL BUTLER PA	20.0	27.2	20.0	33.3		2.76			6.54	6.54		2.76	8.14	6.54			10006260
		PARENT CUST. TOT-ARMCO STEEL MID	76.0	27.8	76.0	150		2.8		34.6	13.8	6.5		48.5	8.1	37.6	25.9		10006228
1839		.ARROW DIECAST LOS ANGELES CA	3.00	2.32	3.00	.545								.545					10006578
1839		.ARROWHEAD BRASS PR LOS ANGE CA	1.00	.534	1.00	1.51		.107	.160					.695	.545				00110175
1133		.ATHENS FOUNDRY ELK GROVE VL IL				2.73						2.73							00257451
1131		.ATHENS FOUNDRY ATHENS PA				2.73								2.73					00262203
1032		.ATLANTIC RICHFIELD RICHLAND WA				.411								.161			.250		00262587
1932		.ATLANTIC STEEL CO ATLANTA GA		.590															10007252
1933		.ATLAS SYSTEMS SPOKANE WA				.545											.545		00271470
1339		.AVES MFG COMPANY LOS ANGELE CA	1.00	.590	1.00														00165604
1175		.BAUER IND SALES DAYTON OH				1.10			1.10										00244703
1230		.CITY OF BEACON BEACON NY		1.69		1.10	.552							.545					00229057
1138		.BELLOWS VALVAIR ZANESVILLE OH	1.00	1.13	1.00														00198021
1239		.BLAKITT IND E LOS ANGELES CA				.545									.545				00255391
1237		.BETHLEHEM STEEL STEELTON PA		17.7															00179035
1236		BETHLEHEM STEEL LEBANON PA	1.50	1.18	1.50														00111503
		PARENT CUST. TOT-BETHLEHEM STEEL	1.50	18.9	1.50														00045578
1230		.BLAKE MARINE MONTVALE N J	1.00	1.24	1.00	.215			.215										00163414
1124		.BLAW KNOX CO ROCKFORD IL		5.90															00229466
1131		BLAW KNOX CO PARKOUD WV	2.00	1.77	2.00	2.21			2.21										00111643
		PARENT CUST. TOT-BLAW KNOX CO BL	2.00	7.67	2.00	2.21			2.21										10010047
1126		.E W BLISS CO CANTON OHIO		.590															00047279
1132		.BOUNTY SHOES CARTERSVILLE GA				.545										.545			00112038
1133		.BUNTING BRASS BRONZE TOLEDO OH		.697		1.10			.552						.545				00229792
1153		.CALHOUN FOUNDRY CO HOMER MICH	1.50	1.13	1.50	1.10				.552						.545			00217123

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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		PYDRAUL F-9 A															01771A		4550-009-11
1230		.CAPSTONE IND CORPUS CHRISTI TX		5.31		1.64						.552				.545	.545		00236454
1225		.CARPENTER TECHNOLOGY READING PA				.545											.545		00231207
1121		.CARRIER CORP DEWITT NY				1.10	1.10												00249060
1230		.CHLANESE PLAS CLARK NJ		.054															10014794
1139		.CE REFRACTORIES VANDALIA MO		1.05		1.00						.500					.500		00219304
1139		.CLEVELAND CRANE RICKLIFFE OH				.100						.100							00257443
1154		.CONSOL ALUMINUM MADISON IL				2.18				1.09							1.09		00255668
1220		.CONTINENTAL CAN WILMINGTON DE	1.00	1.18	1.00														10019301
1134		CONTINENTAL CAN ELK GROVE IL				3.82					3.27	.55							00234850
1123		CONTINENTAL CAN LENEXA KS				1.64											1.64		00270296
1230		CONTINENTAL CAN BALTIMORE MD				1.09						1.09							00235305
1230		CONTINENTAL CAN MILLTOWN NJ																	00235318
1178		CONTINENTAL CAN CINCINNATI OH				.545								.545					00261971
1154		CONTINENTAL CAN BURLINGTON WI				1.64												1.64	00273155
		PARENT CUST. TOT-CONTINENTAL CAN	1.00	1.18	1.00	8.72					3.27	1.64		.55			1.64	1.64	00046167
1134		.CONTINENTAL MACH SAVAGE MN	.161	.107	.161														10019168
1174		.CRANE COMPANY JONESBOR AR	1.00	.590	1.00	.545				.545					1.64	.55			00115428
1123		.CURTIS MFG ST LOUIS MO				2.18													10020522
1153		.DACO COMPANY MARYSVILLE MICH	1.00	.804	1.00	1.23				1.23									00152535
1124		.DAYLAND POWER GENOA MI				1.09												1.09	00115754
1173		.DAVIS FIREBRICK CO OAK HIL OH		.590															00186732
1178		.DAYTON MALLEABLE IRON COLUM OH	3.00	2.36	3.00	10.2		3.64		1.10		2.18			3.27				10021219
1178		DAYTON MALLEABLE IRON IRWIN OH	35.0	33.4	35.0	17.5	2.21		2.76			2.18		2.73	2.73	4.91			10021227
1136		IRONTON MALLEABLE CLEVELAND OH				2.18					2.18								00177563
		PARENT CUST. TOT-DAYTON MALLEABL	38.0	35.7	38.0	29.9	2.21	3.64	2.76	1.10	2.18	4.36		2.73	6.00	4.91			00046604
1132		.DEERING MILLIKEN SPARTANBURGSC	.200	.107	.200														00163449
1130		.DE LAVAL TURBINE POUGHKEE NY				1.09								1.09					00115940
1124		.DIECAST CORP SHEBOYGAN FL WI	140	64.9	140														10022371
1153		.DORT MFG CO FLINT MI		1.18															00227137
1133		.DOUBLE A PRO MANCHESTER MI	3.00	7.95	3.00														10022703
1123		.DUN METAL DIV MADISON ILL	4.00		4.00														10022573
1223		.DURAVO CORP READING PA				.545										.545			00238333
1121		.DRESSER INDUSTRIES DEPEW NY				7.63				7.63									00239305
1230		.E I DUPONT N FAIRFIELD CT				1.09					1.09								10023521
1131		E I DU PONT DE PARKERSBURG WV				.606			.306		.300								10024137
1131		E I DU PONT DE WASHINGTON WV				.522	.522												10024145
		PARENT CUST. TOT-E I DU PONT DE				2.22	.52		.31		1.39								10023564
1136		.EAGLE IRON WORKS DES MOINES IA	1.77	1.18	1.77														00231797

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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		PYDRAUL F-9 A															01771A		4550-009-11
1932		.TENN EASTMAN KINGSPORT TENN	3.00	2.36	3.00	2.73											2.73		10078547
1128		.EATON CORP CLEVELAND OHIO				.545						.545							00252972
1153		.EATON YALE - TOWN SAGINAW MI	1.00		1.00														10025184
1133		.EDISON ELEC ST LOUIS MO		.590															10026091
1178		.ELKTON DIECASTING ELKTON KY	20.0	29.3	20.0	18.2		1.66		1.77			4.96	3.27	1.64	1.64		3.27	10025923
1120		EMPIRE DIE CASTING CLEVE OH		2.36															10026156
		PARENT CUST. TOT-EMPIRE DIE CAST	20.0	31.7	20.0	18.2		1.66		1.77			4.96	3.27	1.64	1.64		3.27	10026156
1138		.EMPIRE PLOW CO CLEVELAN OH	2.00	1.77	2.00	1.65	1.10											.55	00117692
1134		.ERIE MINING HOYTCARES MN	7.00	7.13	7.00	2.18										2.18			10025947
1134		.ESSEX INTL ROCKFORD IL				.545											.545		00270873
1153		ESSEX INTERNATL THREE RIVER MI		.590		2.74		.55	.55			.55	1.09						00118001
		PARENT CUST. TOT-ESSEX INTL FT W		.590		3.28		.55	.55			.55	1.09				.55		10026733
1163		.ETHYL CORPORATION FERNDALE MI		.107															00183014
1188		.EX-CELL-O CORP GREENVILLE OHIO		.161															00197793
1153		.FEN MOUL ANN ARBOR MI	.500	.590	.500														10027489
1230		.GEDNEY ELEC CO TERRYVILLE CONN		1.18															00223379
1138		.GM-DELCO RADIO KOKOMO IN				1.09									1.09				10032552
1133		GM-FISHER BODY MANSFIELD OH	1.00	1.18	1.00														00229784
1158		GM-NICK DEPARTURE SANDUSKY OH	20.0	20.4	20.0	6.58		3.31			3.27								00218146
1162		GM-CHEVROLET TOLEDO OH	150		30.0														00153524
		PARENT CUST. TOT-GENERAL MOTORS	171	21.6	51.0	7.67		3.31			3.27				1.09				00157279
1133		.GENL CABLE CORP TRUESDALE MO				1.05						.500						.545	00254401
1183		GENERAL CABLE WARRENTON MO		.537															00245352
		PARENT CUST. TOT-GENERAL CABLE C		.537		1.05						.500						.545	00045446
1176		.GEN ELEC LOUISVILLE KY		1.18		1.09								1.09					10031915
1131		GEN ELEC CLEVELAND OH		.107															10031893
1230		GEN ELEC ALLENTOWN PA	3.00	3.39	3.00	1.64						1.64							10031508
		PARENT CUST. TOT-GEN ELEC SCHENE	3.00	4.68	3.00	2.73						1.64		1.09					10031850
1832		.GERARD METAL CRFTMN GARDENA CA	1.00	.590	1.00	.545								.545					00196266
1932		.GLASROCK PROD ATLANTA GA		.590															10033705
1932		.GLASS ROCK PRO ATLANTA GA		.552															00125979
1974		.GLENVALE PRO MAINE MALVERN AR	.600	.552	.600														00121002
1153		.GRAND HAVEN BRASS GR HAVEN MI				1.68	.590					.545						.545	10035198
1133		.GRANITE CITY STEEL GR CITY IL	3.00		3.00														10035236

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SALES 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.ID / MAJ.GRO.GP.
		PYDRAUL F-9 A															01771A		4550-009-11
1270		.GRINNELL CORP CRANSTON RI				1.66			1.66										00250502
1968		.GULF OIL CO ORANGE TX	1.50	1.18	1.50	1.09										1.09			00181000
1974		WARREN PETRO CORP LINDSAY OK		.161															00144312
1974		WARREN PET HAYSVILLE OK	2.00	1.77	2.00	.552				.552									10037643
		PARENT CUST. TOT-GULF OIL CORP P	3.50	3.11	3.50	1.64				.55						1.09			00044466
1232		.HEAT & CONTROL CHATTANOOGA TN		.590															
1230		.HEISLER MACH TOOL FAIRFIELD NJ				1.10		1.10											00225324
1230		.HERCULES INC RADFORD VA		.197															00249319
1237		.HILLIARD CORP ELMIRA N Y				.050					.050								00123919
1124		.HITCHCOCK INDUST MINNEAPOLI MN	.885	.590	.885														10033055
1229		.HALT INDUSTRIES VENICE CA	1.50	1.34	1.50	2.94	.267	.482	.552			.552				.545	.545		00231908
1033		.HOFFING FOUNDRY PASADENA CA				.150									.150				10038480
1155		.HOOPET CORP PLYMOUTH MI		.590		.552			.552										10038298
1170		.HOFFAKER PLUMBING TROY OH				1.09								1.09					00183040
1936		.HYDRAULIC AIR LNG PORTLAND OR		.106															00261572
1230		.IDEAL FISH FLOAT DES PLAINS IL	.800	.550	.800														00229977
1230		IDEAL FISH FLOAT RICHMONDVIRG	2.60	2.32	2.60	1.10				.552								.545	00186481
		PARENT CUST. TOT-IDEAL FISH FLOA	3.40	2.91	3.40	1.10				.552								.545	10039967
1134		.ILL LOCK CO WHEELING IL	.900	1.14	.900	.545								.545					10039967
1230		.INDUSTOTHERM CORP BUYERSTN PA				1.09							1.09						00048036
1138		.INGRAM-RICHARDSON FRANKFOR IN		.161		.303				.153					.150				00260150
1153		.INTERLAKES ENG MI CLEMENS MI				9.40		.60		6.62		1.09				1.09			00126520
1939		.ITT CONTROLS GLENDALE CA		1.10															00250376
1938		ITT FED SUPPORT RICHLAND WA		.269		.702				.552		.150							10042100
		PARENT CUST. TOT-INTL TELEPHONE		1.37		.702				.552		.150							10042151
																			00044512
1974		.J. AND S FOUNDRY DENEY OK	5.00																
1230		.JEN JOHNSON READING PA				1.10	1.10												10042259
1976		.JONES BOAT YARD MIAMI FL	1.00	1.07	1.00														00243223
																			10043093
1179		.THE JOYCE-CRIDLAND CO DAYTON O		1.77															00223826
1131		.KAISER ENGINEERS BUTLER PA		59.0															00207345
1038		.KASPER FOUNDRY CO ELYRIA OH	1.50	1.18	1.50	4.45		1.18							1.09	1.09	1.09		10043522
1032		.KOHLER JONESBORO GA				.545							.545						10043565
1121		.KENNAMETAL INC GREENSBURG PA				.545								.545					00263265
1220		.KENNECOTT REF CORP BALT MD	30.0	8.18	15.0														10043891
1134		.KEYSTONE STEEL PEORIA IL	20.0	107	20.0	93.2		3.3		16.4	24.5	24.5	24.5						10044251
1124		.KOX MACH DES PLAINES ILL		.590															10044995
1968		.KYLE MACHINE WORKS EL PASO TX		1.77															00235055
1103		.LACLEDE GAS CO ST LOUIS MO		13.8															10045061

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS 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.GR.
		PYDRAUL F-9 A																	
1733		.LACLEDE STEEL CO ALTON IL	100	174	100	85.8		19.9	19.3	29.4							01771A		4550-009-1
1133		LACLEDE STEEL CO ST LOUIS MO		11.8											17.2				10045088
																			00044563
		PARENT CUST. TOT-LACLEDE STEEL C	100	186	100	85.8		19.9	19.3	29.4					17.2				00044563
1133		.LIBBY OWENS TOLEDO OH	4.00	3.54	4.00	2.74			1.10	1.64									10046238
1234		.JEL STEEL HENNEPIN IL	100		50.0														00239771
1130		.LOGANSPORT MACH LOGANSPORT IN				1.09												1.09	00229049
1233		.LYNCHBURG FOUNDRY RADFORD VA	5.00	5.79	5.00	7.11		2.21					2.18		1.09		1.64		10047552
1170		.MAGNUS METAL CO CINCINNATI OH				1.09								1.09					00263346
1134		.MANCO MFG CO BRADLEY IL				1.29	.20							1.09					10048397
1139		.MARION BRONZE COMPANY MARION O	2.00	1.18	2.00														10048842
1139		.MARVEL ENGINEERING CHICAGO ILL		.214															00124375
1134		.MATERIALS TRANS CHICAGO IL		-376															00185077
1139		.MCDONNELL DOUGLAS SANTA MON CA	5.00	.590	1.00														00210595
1133		MCDONNELL DOUGLAS ST L MO	7.00	4.72	7.00	13.1			1.66	2.18		2.18		2.18		2.18		2.73	10049571
		PARENT CUST. TOT-MCDONNELL DOUGL	12.0	5.31	8.00	13.1			1.66	2.18		2.18		2.18		2.18		2.73	10049571
1956		.METHODIST HOSPITAL HOUSTON TX				.200										.200			00217336
1134		.MINNKOTA PAPER CO CENTER ND		.552															00244031
1532		.AMERICAN LAVA CHATTANOOGA TN		.590															00219339
1234		.MINRO ALUM MANITOWOC WI	16.0	10.6	16.0	5.47		1.66				2.18						1.64	10055315
1133		.MISSOURI ROGERS JOPLIN MO		1.10															10053528
1230		.MOBIL OIL BROOKLYN NY				.051				.051									10054222
1139		.PAUL MONROE HYD PICO RIEVER CA				3.27										3.27			10061164
1122		.MONSANTO RESEARCH MIAMISBG OH		.204		.204	.204												10055375
1133		.A O MUELLER ST LOUIS MO				1.09						.545	.545						10055660
1133		.MUELLER BRASS PORT HURON MI	30.0	11.2	12.0	7.26	1.77	1.66	1.66							1.09	1.09		10055677
1139		.MUELLER CO BREA CA	4.00	3.54	4.00	2.19			1.10					1.09					10055687
1139		.MURDOCK INC GARDENA CA	10.0	5.86	10.0														10055784
1130		.L W NASH CO E PALESTINE OH				1.64				1.64									10056047
1133		.N L INDUSTRIES ST LOUIS MO				1.64									1.64				00151597
1138		.NATIONAL METAL CLEVELAND OHIO	1.00	1.14	1.00	2.18				.55		1.09					.55		00156647
1220		.NATL STARCH PLAINFIELD NJ				.545				.545									10056959
1133		.CITY NEW MADRID NEW MADRID MO				.200					.100		.100						00225878
1133		.NORANDA MINES NEW MADRID MO		.588															00220949
1133		.NORANDA ALUM NEW MADRID MO				.100				.100									00236934
1139		.NORRIS INDUSTRIES LOS ANGELES	4.00	3.54	4.00														10058015
1130		.NORTH AMER MFG CLEVELAND OH		.162															10058090
1139		.NOR AMER ROCKWELL EL SEGUN CA	5.00			2.18									1.09	1.09			10058066
1139		.NORTHROP CORP HAWTHORNE CA		.106															10055276
1131		.NORTHERN PACKAG ROCHESTER NY		.102		.102				.102									10058287
1968		.OIL STATES RUBBER ARLINGTON TX				.100								.100					00228672

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.O.	S.C.	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.
		PYDRAUL F-9 A															01771A		4550-009-1
1630		.OMARK IND PORTLAND OREGON		.590															10095697
1630		.OREGON STEEL MILLS PORTLAND OR	25.0	31.0	25.0	70.2	3.3	6.9		6.6		8.2	6.5	13.1	9.8	7.6	3.3	4.9	10059461
1139		.OVERMYER CORPORATION WINCH TX				1.09						1.09							00259594
1832		.OVERTON FOUNDRY SO GATE CA	1.00	.590	1.00	.552					.552								10059771
1029		.PARKER HANNIFIN CORP IRVINE CA		.054															00225703
1034		.PARK-OHIO IND CLEV CLEVELAN OH		1.10															00132942
1133		.PENWALT CORP CALVERT CTY KY	1.40	.562	1.00	1.09								1.09					10061644
1837		.G P PFLEGER NEW PORT BEACH CA		.106		.420			.107		.107	.106						.100	00235741
1970		.GEORGE PFLEGER LANTANA FL		.107															00185817
1230		.PHELPS DODGE LAUREL HILL NY	3.00	2.36	3.00														10062454
1960		PHELPS DODGE EL PASO TX	25.0	23.6	25.0	15.3									15.3				10002470
1133		PHELPS DODGE ALUMIN MADISON IL	25.0	1.69	1.00														00185302
1963		PHELPS DODGE COPPER EL PASO TX	30.0	37.0	30.0	84.8		5.5	8.3	19.2	5.5	10.9	5.5	5.5	18.0		6.5		00168491
		PARENT CUST. TOT-PHELPS DODGE CO	83.0	64.7	59.0	100		5.5	8.3	19.2	5.5	10.9	5.5	5.5	33.2		6.5		00044989
1131		.PHOENIX DIE CAST BUFFALO NY	1.00	1.13	1.00														00185310
1839		.POMONA DIECAST POMONA CA				.207		.107								.100			00247236
1175		.WILLIAM POWELL CO CINN OH				.552	.552												10064295
1128		.PITTS PLATE GL CRESTLINE OH	8.00	9.43	8.00	6.04	2.76			1.10				1.09	1.09				10063329
1131		PITTS PLATE GL TIPTON PA	13.0	8.85	13.0	4.39	2.21									2.18			10063361
		PARENT CUST. TOT-PITTS PLATE GL	21.0	18.3	21.0	10.4	4.97			1.10				1.09	1.09	2.18			10063345
1839		.PRECISION SHEET METAL LA CA				.552								.552					00261785
1128		.PRJ RET FURNACE SCHAUBURG ILL	.161	.107	.161														00183989
1134		.PUGET DIE CAST DES PLAINES IL	4.00																00162612
1138		.RACINE HYDRAUL ZANESVILLE OH	2.00	1.18	2.00	5.46				5.46									10065925
1134		.REACTIVE METALS ASHTABULA OH	1.00	.059	1.00	.318		.318											10066534
1230		.REGINA CORP RAHWAY NJ	3.00	5.67	3.00														10066972
1134		.REX CHAINBELT HAMMA CHICAGO IL				.645								.100		.545			10036712
1134		.REYNOLDS METALS MC COOK ILL	35.0	26.0	35.0	54.1	6.1		6.6	2.7	5.5	4.4	3.8	3.3	10.9	5.5		5.5	00209791
1836		.RIDGE FOUNDRY SAN LEANDRO CA	8.00	6.39	8.00														10068189
1230		.L S ROCKEFELLER NEW LONDON CT		.318															00233978
1230		L S ROCKEFELLER BRONX NY				.832					.432	.400							00255331
1230		L S ROCKEFELLER CITY ISLAND NY		.318															00238139
		PARENT CUST. TOT-L S ROCKEFELLER		.636		.832					.432	.400							00233978
1134		.ROCKFORD CLUTCH ROCKFORD ILL				.545								.545					00263672
1138		.SALEM BROSIUS INC CLEVELAN OH		1.77		1.64												1.64	00137065
1270		.CITY OF SALEM SALEM MA		.552															10070554
1270		.SANDERS ASSOC NASHUA NH		.106															00046701
1134		.SANDERSON & FORTER PEORIA IL		2.36															00224138

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJ GRP-GR.
PYDRAUL F-9 A															0171A		4550-009-1
1230 .SANDVIK STEEL FAIRLAWN NJ	5.00	.590	5.00														
1230 .SANDVIK STEEL INC FAIRLAWN NJ				.552	.552												00137170
1131 .SCHROEDER BROTHERS MCKEES PA				1.10		1.10											00248138
1222 .SOUTHERN NATR GAS ANNISTON AL				.100											.100		00248886
1150 .SOUTHWEST IND EQUIP HOUSTON TX		.590															00181129
1153 .VICKERS INC DIV TROY MIC				.150											.150		00223326
1230 .AMOCO CHEM NEW CASTLE DE				1.65				1.10					.55				10066698
1230 AMOCO CHEM ALVIN TX				2.67						.20	.58			.25	.55	1.09	00253480
1230 AVISON CORP NEW CASTLE DE	2.00	1.18	2.00														00259305
																	10007658
PARENT CUST. TOT-STANDARD OIL OF	2.00	1.18	2.00	4.32				1.10		.20	.58		.55	.25	.55	1.09	00040965
1230 .SUJAY FIBER & LAM ODENTON MD		1.14															
1932 .STAR FIBERS INC EDGEFIELD S C				.545											.545		10026423
1230 .STAUFFER CHEM DOBBS FERRY NY				.150													00218642
1229 .SHEDLOW GARDEN GROVE CA		.054										.150					10075602
1136 .SYLVESTER ENTRPRIS CLEVELND OH		.107															10077311
1138 .TAYLOR WINFIELD CORP WARREN OH				.545													00165351
1139 .TELEDYNE OHIO STEEL LIMA OH		1.10														.545	10078032
1124 .THOMAS IND SHEBOYGAN WISC	2.00	1.18	2.00	3.83		.552	.552			.545	.545		.545	.545	.545		10056996
1153 .TOMKINS-JOHNSON JACKSON MI	1.50	1.18	1.50	3.83				1.10			.55			1.09	1.09		10079837
1132 .TRANSUE -WMS STEEL ALLIANCE OH	2.00	2.36	2.00	1.09								1.09					10060355
1230 .UNIMATION INC DANBURY CT		1.10															10060356
1133 .UNION CARBIDE PADUCAH KY	100	3.54	10.0	8.76			2.76	2.73							3.27		00245585
1230 UNION CAR UC BOUND BROOK N J		.552		1.64			.552					.545		.545			00141909
																	10061825
PARENT CUST. TOT-UNION CARBIDE C	100	4.09	10.0	10.4			3.31	2.73				.55		.55	3.27		00045705
1138 .UNION MALLIABLE ASHLAND OH	2.00	3.46	2.00	7.10				1.10			.55		1.64		3.82		10082048
1639 .COLLIER CARBON CALLENDER CA	1.00	1.07	1.00														10017742
1974 .UNIROYAL INC ARDMORE OKLAHOME		1.18															00221538
1131 .UNITED ENG - FOUNDRY PITT PA	1.00	1.18	1.00	1.64											1.64		10083400
1131 UNITED ENG VANDERGRIFT PA	2.00	1.18	2.00	1.18			1.18										10083419
PARENT CUST. TOT-UNITED ENG - FO	3.00	2.36	3.00	2.82			1.18								1.64		10083400
1639 .UNITED STATES BORAX BORON CAL	1.00	1.73	1.00														
1230 .US PIPE BURLINGTON NJ	6.00	2.95	6.00	2.73								2.73					10083710
2023 .U S NAVY CHERRYPOINT NC		.552															10064881
1270 U S NAVY BOSTON MASS				.545								.545					10083974
																	00262749
PARENT CUST. TOT-U S GOVT WASHIN		.552		.545								.545					10034733
1230 .US METALS REFINING CARTERET NJ		1.10		.545											.545		00207667

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81131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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.	CUSTID / MAJ.CUS.CD.
															01771A		4550-009-1
PYDRAUL F-9 A																1.09	10085217
								1.10	1.09								00143227
1138 .U S STEEL YOUNGSTOWN OHIO	10.0	7.59	10.0	3.28												10.9	10095268
1230 UNITED STATES STEE FAIRLESS PA	10.0																00143243
1131 U S STEEL IRVINE PENNSYLVANIA				10.9							1.09						00218049
1131 UNITED STATES STEE MONROEVI PA		1.69		3.30		1.10	1.10										
1968 US STEEL CHEMICAL DAYTOWN TX	50.0															12.0	00047724
PARENT CUST. TOT-UNITED STATES S	70.0	9.29	10.0	17.5		1.1	1.1	1.1	1.1		1.1						10085934
																	00183971
1230 .VALLEY METALURGICAL ESSEX CT		.429															00256102
1130 .VAUGH MACHINE CYUAHOGA FAL OH		.161															00262714
1233 .V A W OF AMERICA BELLEVILLE NY				.545					.545			.545					00265128
1230 .VICTRA CORP DENTON MD				.545									1.09				10087767
1130 .CELOTEX CORP LAGRON IN				1.09													00206539
1134 .WARWICK IND WHEELING ILL				2.41	1.86			.55							1.09		00233700
1134 .WAUPACA FOUNDRY WAUPACA WISC	2.00	2.28	2.00	1.09									.545				00246371
1133 .WEIL MCLAIN MICHIGAN CITY IN		.590		.545													10088844
1134 .WESTERN ARCADIA CHICAGO IL				1.09					1.09								00235482
1134 .WESTERN FELT WORKS CHGO IL	2.00	3.39	2.00														00145336
1036 .WESTERN OVERHEAD PORTLAND OR		1.14									.100						00223607
1131 .WESTINGHOUSE W MIF WEST MIF PA				.100													00220019
1478 .WESTVACO CORP WICKCLIFFE KY				.102			.102						.545				00251059
1968 .WICHTA FLS FNDRY WICHTA FLS TX				.545									.545				10090806
1230 .WILEY CORK WILMINGTON DE				1.10			.552										00221287
1131 .K R WILSON DIV ARCADE N Y		.590															10092434
1220 .WOOD PRESERVERS WARSAW VA		.161															
1066 .WYNN OIL CO AZUSA CALIFORNIA		.267															
TOTAL PRODUCT * * * * * * * LB	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	4550-009-1
OS TOT MAJOR PYDRAUL F-9A LB	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	
															01899A		4591-151-
PYDRAUL 150-A																	00185590
1230 .AIROYAL COMPANY LINDEN NJ		1.53															10002893
1032 .ALUMINUM CO ALCOA TN	10.0	14.8	10.0	21.3		3.05		4.07			3.03	1.09	5.05	5.05		1.01	10002907
1968 ALUMINUM CO POINT COMFORT TX	15.0	11.2	10.0	11.2	1.53	4.07				2.53		2.02					10002923
1968 ALUMINUM CO SANDOW TX		.094															10002958
1030 ALUMINUM CO MALAGA WA	25.0	23.9	25.0	20.3	2.53	2.55		5.09	5.05				5.05				
PARENT CUST. TOT-ALUMINUM CO OF	50.0	50.0	45.0	52.8	4.1	9.7		9.2	5.1	2.5	3.0	3.1	10.1	5.1		1.0	00045063
1966 .AMERICAN SMELTING SAN FRAN CA	2.00	1.65	2.00	.470							.940		.470				10004959
1134 .ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109565

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	SEQ NO	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.ID / MAJR GRO.GP.
		PYDRAUL 150-A															01899A		4591-151-1
1970		.ANHEUSER BUSCH MIAMI FLA																	
1609		.ARMCO STEEL PORT HUENEME CALIF	25.0		25.0	.470						.470							00[illegible]711
1973		ARMCO STEEL ASHLAND KY				4.07		1.53	2.55										00[illegible]602
1133		ARMCO STEEL KANSAS CITY MO		76.4		79.6		20.4			19.8	24.2				15.2			10006171
1178		ARMCO STEEL HAMILTON OH	1.00	1.07	1.00	1.50	.376					.376			.752				10006198
1774		ARMCO STEEL SAND SPRINGS OK	10.0		10.0														10006201
																			10006244
		PARENT CUST. TOT-ARMCO STEEL MID	36.0	77.4	36.0	85.1	.4	21.9	2.5		19.8	24.6			.8	15.2			10006228
1968		.ASHLAND CHEM CO FRANKLIN LA				1.53		.51	1.02										
1968		ASHLAND CHEM CO NEW IBERIA LA		2.04															00162533
1968		ASHLAND CHEM CO UNITED LA				.505								.505					00142201
																			10003265
		PARENT CUST. TOT-ASHLAND OIL ASH		2.04		2.03		.51	1.02					.51					00046094
1932		.ATLANTIC STEEL CO ATLANTA GA	2.00	2.04	2.00	.505					.505								
1039		.BALL BROS EL MONTE CA		.509															10007232
1134		BALL BROS MUNDELEIN IL	.750	.509	.750														10008123
1932		BALL BROS ASHVILLE NC		.471															10008115
																			10008107
		PARENT CUST. TOT-BALL BROS MUNCI	.750	1.49	.750														
																			10008093
1026		.BETHLEHEM STEEL SEATTLE WA	25.0	23.9	25.0	26.9		5.09	2.55	7.62		3.82		5.05		.27	2.53		10009596
1974		.BLACKWELL ZINC BLACKWELL OKLA	5.00	10.2	5.00	10.1				5.09				5.05					10009779
1026		.BOEING CO AIRP DIV EVERETT WAS	3.00	2.04	3.00														00158353
1974		.BREWSTER CO SHREVEPORT LOUISIA		1.02															00184551
1134		.BUCYRUS-ERIE CO S MILWAUKEE WI	15.0	12.7	15.0	3.04		1.53			1.52								10012244
1153		.CARBORUNDUM NEW CARLISLE IN	10.0	2.55	10.0														00233366
1230		.CARPENTER TECHNOLOGY READING PA	2.00	2.55	2.00														00231207
1105		.CARTER MECH INC GALLON OH		1.53															00227714
1136		.CONN FILTERS LEBANON IND		.508															10015133
1134		.CONTINENTAL CAN CHICAGO ILL		.509															10018900
1435		CONTINENTAL CAN PISCATAWAY NJ	.600	.509	.600														00236012
		PARENT CUST. TOT-CONTINENTAL CAN	.600	1.02	.600														00046167
1839		.CONTINENTAL-EMSCO COMMERCE CA	5.00	3.56	5.00														
1968		.CONTINENTAL-EMSCO HOUSTON TX	4.00		4.00														00183350
1020		.CONTINENTAL STEEL KOKOMO IND	1.00	3.05	1.00	2.03	1.02										1.01		00115150
1230		.CRAVO CORP READING PA				.505							.505						10010338
1178		.E I DU PONT DE LOUISVILLE KY	.600	.236	.600	.235		.235											00233333
1176		E I DU PONT DE CIRCLEVILLE OH	.500	1.53	.500														10023726
1932		EI DUPONT LUGOFF SC				1.01													10023947
1932		E I DUPONT WINONA S C	.200	.188	.200													1.01	00272345
																			00186406

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-IN THOUSANDS OF POUNDS AND DOLLARS-

%	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTION FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAR STD-CP
	PYDRAUL 150-A															01899A		4591-151-
1960	E I DU PONT DE BEAUMONT TX				.090													10024021
1960	E I DUPONT GENERGU LA PORTE TX	5.00	11.2	5.00	3.90		3.05						.094					00152528
1960	E I DUPONT NEMOURS STRANG TX	7.00	13.2	7.00														10024072
	PARENT CUST. TOT-E I DU PONT DE	13.3	24.4	13.3	1.77		2.82						.09				1.01	10023564
1150	.DUQUESNE LIGHT GREENSBORO PA				.141						.141							10024226
1953	.E G & G INC ALBUQUERQUE NM				.505									.505				00265330
1153	.FEDERAL SCREWS WKS DETROIT MI	4.00	3.56	4.00	8.61	1.02		.51	1.02		2.02	1.01	3.03					00118435
1153	FEDERAL SCREWS WKS ROMULUS MI	2.50	2.04	2.50	3.03							3.03						00118443
	PARENT CUST. TOT-FEDERAL SCREWS	6.50	5.60	6.50	11.6	1.02		.51	1.02		2.02	4.04	3.03					00118435
1134	.EJOTE MINERAL CO KEOKUK IA	17.0	13.2	17.0	14.2	2.04		2.04			2.02	2.02		4.04			2.02	10028947
1153	.FORD MOTOR DEARBORN MICH				1.01										1.01			00118990
1153	FORD MOTOR STEEL DEARBORN MI	50.0	1.02	10.0	3.05	2.04		1.02										10029015
1932	FORD MOTOR NASHVILLE TN		1.53		3.03								1.01	.51	.51	1.01		10029023
	PARENT CUST. TOT-FORD MOTOR DEAR	50.0	2.55	10.0	7.09	2.04		1.02					1.01	.51	1.52	1.01		00118990
1932	.FORMEX CO DI HUYCK GREENVLL TN				1.01	.509				.505								00219495
1133	.GARDNER DENVER CO CLEVELAND OH				.232												.282	00272752
1933	GARDNER DENVER CO DALLAS TX				.235								.235					00262554
	PARENT CUST. TOT-GARDNER DENVER				.517								.235				.282	00227735
1179	.GENERAL SHALE HOURESVILLE IN		.047															00228222
1260	.AEROJET LIQ RCKT SACRAMENTO CA	2.30	1.88	2.30														00230421
1908	.GLOBAL SUPPLY HOUSTON TX	2.00	3.05	2.00	5.07	1.02					1.01	3.04						00219850
1133	.GRANITE CITY STEEL GR CITY IL	50.0																10035236
1133	.GREAT LAKES CARBON ST LOUIS MO	5.00	7.61	5.00	3.05		2.04		1.02									10035414
1908	.AP GREEN REFR SULPHUR SPRNG TX		.094		.094					.094								00183520
1134	.GRUNDS MACHINE TK CHICAGO IL	.764	.509	.764														00223475
1960	.HELMERICH & PAYNE ORANGE TX	1.80		1.80														00167533
1250	.HERCULES INC RALEIGH VA				.141										.141			00123919
1908	.HOUSTON SYSTEMS HOUSTON TX	30.0	1.53	30.0														00230634
1134	.INLAND STL I COLD STRP E CH IN	108	105	108	64.8	20.4				24.2					10.1	10.1		10040566
1134	.INTERLAKE STEEL RIVERDALE IL	112	17.8	12.0	9.64			2.55		2.55	2.53						2.02	10041007
1939	.INTERMARINE SERVICES SANPED CA				4.07		4.07											00249653
1908	INTERMARINE SERVICES HOUSTN TX		2.04		7.64	7.64												00244058
	PARENT CUST. TOT-INTERMARINE SER		2.04		11.7	7.64	4.07											00244058
1134	.INTL HARVESTER CHICAGO IL		10.2		12.7			5.09					5.05	2.53				00215929

-IN THOUSANDS OF POUNDS AND DOLLARS-

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.NO / MAR GRO GP
PYGRAUL 150-A															018	094	4591-151-
.INTL TOOL & SUPPLY HOUSTON TX				4.05			1.02					3.03					00244732
.KAISER ALUMI HEAD WA	25.0	28.5	25.0	16.7	3.05	3.05			3.03					3.03	2.02	2.53	10043379
.KEYSTONE STEEL PEORIA IL	130	50.9	130	94.3	15.3	15.3	15.3					24.2				24.2	10044251
.KOPPERS CO INC EAST CHICAGO IN		1.02															00186422
.LACLEDE GAS CO ST LOUIS MO	.300	.282	.300	.470			.141				.094		.094	.141			10045061
.LACLEDE STEEL CO ALTON IL	130	91.6	80.0	12.7		12.7											10045058
.LOCKHEED-GEORGIA MARIETTA GA	.400	.509	.400														10046750
.MASTEN CORP ARLINGTON HTS IL	.700	1.02	.700														10047156
.F W MEANS CO LEXINGTO KY		.509															00129631
.MOBIL OIL DIV BEAU TEXAS	15.0	24.9	15.0	28.3	1.53		3.05	3.05	6.06		3.03	7.58				4.04	10054451
.MONTGOMERY ELEVAT HERMIN PA		5.09		1.02	1.02												00232297
.NECO FILTER STOUGHTON MI				.094	.094												00245975
.NORTHWESTERN STEEL STERLING IL	63.0	35.6	63.0														00121314
.NOVAMONT CORP HENOVA NV	1.00	1.87	1.00	2.03				1.02			1.01						10053507
.OWEAR WESTR GLASS LINCOLN ILL		.509															00155810
.OCEAN DRILL NEW ORLEANS LA	1.00	1.02	1.00														00235776
.OCEAN DRILL & EXPLO HOUSTON TX	10.0	18.8	10.0														00227552
.OHIO ENERGY SYSTEMS COLUMBU OH				.094										.094			00266132
.OWNET CORP OMIL OH	10.0	1.53	10.0	9.61		1.53			1.01	3.03	4.04						10059585
.OWENS INDUSTRIES KANSAS CTY MO				.505						.505							00259829
.TAN OF OYST CAN OLD BETHPGE NY		1.02															00216650
.PETROLEUM DIST BEAUMONT TX				1.52	1.52												00247450
PETROLEUM DIST SABINE PASS TX		3.05															00245011
PARENT CUST. TOT-PETROLEUM DIST		3.05		1.52	1.52												00093750
.PHELPS DODGE LAUREL HILL NY				1.02	1.02												10062454
PHELPS DODGE HASPETH NY				.509					.509								10062462
PARENT CUST. TOT-PHELPS DODGE CO				1.53	1.02				.51								00044989
.PALMER MIDSTREAM PT ARTHUR TX	15.0	5.09	15.0														00181471
.PIPING SYSTEMS LANSING IL	.141	.094	.141														00182664
.PITTSBURG DEMOINES MARIETTA GA		.509															00214159
.PITTS PLATE GL TIPTON PA		.047															10063351
.PRICE BROS CLARKSON MI				5.58	.51	3.05					2.02						10064539
.QUALITY CASTINGS C ORRVILLE OH				2.03			.51		1.02					.51			00134996
.AUTO CONTROL LAB LOS ANGELS CA				1.02			1.02										00253367
.RALSTON PURINA OTTUMWA IA				2.03						1.02						1.01	00259284
.REACTIVE METALS MILES OH		2.55															00135437
.REDFIELD BRICK RED REDFIELD IA	.100	.094	.100														00135456
.RENCO HYDRAULICS WILLITS CALIF	5.00	6.11	5.00														00181501
.REPUBLIC STEEL ALABAMA CTY AL	40.0	9.16	10.0														10067421
REPUBLIC STEEL COR SOUTH BE IL		10.2															00135844

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 NO / MAR SEC CO.
PYDRAUL 150-A															01899A		4591-151-1
1134 REPUBLIC STEEL CORP SO CHGO IL	185	152	185	177	17.8	36.9	10.2	15.1	1.4	6.6	30.1	5.1	19.9	10.1	9.2	17.7	10067456
1131 REPUBLIC STEEL BUFFALO NY	2.00	1.53	2.00	.505												.505	10067454
1138 REPUBLIC STEEL CORP CLEVE OH				3.05	3.05												10067480
1139 REPUBLIC STEEL YOUNGSTOWN OH	6.00	5.09	6.00	4.06				2.04						2.02			10067502
1639 REPUBLIC SUPPL LONG BEACH CA	6.00	4.31	6.00	1.52							1.52						00170230
PARENT CUST. TOT-REPUBLIC STEEL	239	182	209	186	20.9	36.9	10.2	17.1	1.4	6.6	31.6	5.1	19.9	12.1	9.2	18.2	10067480
1932 .VICHTEX CORP COLUMBIA SC				.094				.094									00255858
1932 .RUNIE ELECTRIC FRN ROCKWOOD TN		5.09		7.60	2.35				3.54			1.01				2.02	00195329
1131 .ROBINSON VET ZELIENOPLE PA	1.00	1.53	1.00														10065392
1134 .RODGERS HYDRAUL GRANITE FLS MN				3.03							3.03						00136379
1863 .RUCKER CONTROL SUP BERKELEY CA				13.6										2.0		11.6	00136840
1866 RUCKER CO BERKELEY CA		1.02															10059890
1968 RUCKER CNTRL SYS BEAUMONT TX	30.0	14.3	30.0	24.3			6.6			17.7							00240931
PARENT CUST. TOT-RUCKER CO OAKLA	30.0	15.3	30.0	37.9			6.6			17.7				2.0		11.6	00046728
1932 .RUST FURNACE CO KERNESVILLE NC		1.02															00240737
1599 .SANTA FE MARINE PT HUENEME CA	2.00	2.55	2.00														00177202
1939 .SANTA FE MARINE SANTA BARBR CA				2.02					2.02								00256374
1173 .SCOTT EQUIPMENT CO DAYTON OH		.509		.509		.509											00226815
1974 .SEDCO INC HOUSTON TX				10.1											4.04	6.06	00270512
1966 .SHAFFER TOOL WORKS BEAUMONT TX	6.50	7.64	6.50	5.54										3.54	2.02		00235288
1963 SHAFFER TOOL WORKS HOUSTON TX	5.00	5.09	5.00														00237426
PARENT CUST. TOT-SHAFFER TOOL WO	11.5	12.7	11.5	5.56										3.54	2.02		00235288
1639 .SHELL OIL CO DOMINQUEZ CALIF				1.02	1.02												00155640
1639 SHELL OIL WILMINGTON CAL	2.00	6.71	2.00														10072506
PARENT CUST. TOT-SHELL OIL NYC N	2.00	6.71	2.00	1.02	1.02												00045284
1556 .HUYZLE OIL DAYTON TEXAS				8.12	5.09											3.03	10039495
1932 .STAUFFER CHEM MT PLEASANT TEN	3.00	3.05	3.00	2.53		.509				.505	.505	.505			.505		10075645
1133 .STEEL IMPROVEMENT CLEVELAND OH	2.00	14.3	2.00	5.58		2.55									3.03		00226853
1868 .JOE STINE INC WILLITTS CALIF		3.56															00182494
1969 JOE STINE HOUSTON TX		19.9															00094604
PARENT CUST. TOT-JOE STINE HOUST		23.4															00094604
1558 .SUPERIOR IRONWORKS HARVEY LA		2.55															00182915
1979 .TENNESSEE FORG STEEL NEWPT AR				5.05												5.05	00247455
1932 .TENN METALLURG CORP KIMBLE TN		.509															00168122

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SEG	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.ID / MAT.GRD CD
		PYGRAUL 150-A															01899A		4591-131-11
1974		.TEXAS STEEL FORTWORTH TX				1.02			1.02										00150491
1966		.THIOKOL CHEM THIOKOL UTAH				.505											.505		00270736
1132		.TOLEDO ENGINEER NASHVILLE TN		1.02															00230030
1123		.UNION CARBIDE PADUCAH KY		3.05															00141009
1134		UNION CARBIDE MINNEAPOLIS MN		.094															00231753
1932		UNION CAR - NUC OAKRIDGE TENN				1.01						1.01							10001971
1932		UNION CARBIDE CORP ROCKWOOD TN	6.00																00141739
		PARENT CUST. TOT-UNION CARBIDE C	6.00	3.15		1.01						1.01							00045705
1131		.UNION ELEC STEEL BURGETTSTN. PA				.505												.505	00272205
1932		.UNION OIL BIRMINGHAM AL				24.2								24.2					00262529
1230		.UNITED AIRLINES NEWARK NJ		.509															10082935
1974		.UNITED CLAY PIPE SCHEDULE CK		.094															00227099
1908		.UNIVERSAL MFG HENDERNALL NS	.600	.509	.600														10085543
1932		.UNITED STATES FOUND BIRMING AL	5.00																10084865
1232		US PIPE BESSEMER ALA	25.0	24.4	25.0	33.4	7.07	6.11				5.05	5.05	5.05	5.05				10084903
1232		US PIPE BURLINGTON NJ	7.00	6.11	7.00	6.08						3.05					3.03		10084881
		PARENT CUST. TOT-UNITED STATES F	37.0	30.5	32.0	39.5	7.07	6.11				8.10	5.05	5.05	5.05		3.03		10084865
2623		.WAINL ADVISORY COM HAMPTON VA		1.53		1.52									1.52				00142581
1178		TENNESSEE VALLEY OAKRESBORC KY	1.00	3.05	1.00														00164461
1178		U S A F WRIGHT PATTERSON OHIO	.500	.509	.500														10083907
1230		US GOVT VET ADMIN HAMPTON VA		1.53															00206571
		PARENT CUST. TOT-U S GOVT WASHIN	1.50	6.62	1.50	1.52									1.52				10084733
1034		.UNITED STATES STEEL GENEVA UT	4.00	2.55	4.00														00150256
1922		U S STEEL FAIRFIELD ALABAMA	6.00		6.00	2.03		1.02									1.01		10085357
1134		UNITED STATES STEE JOLIET IL	5.00	7.13	5.00	4.58		2.04	1.02	1.02						.51			00143197
1134		UNITED STATES STEE STEELTON MN				.509		.509											00143219
1138		U S STEEL YOUNGSTOWN OHIO	10.0	10.2	10.0	2.04					2.04								10085217
1230		UNITED STATES STEE FAIRLESS PA	10.0	5.09	10.0	5.09		.51	4.58										00143227
1131		U S STEEL HOMESTEAD PA		1.02															10085349
1959		UNITED STATES STL HOUSTON TX	100	2.04	50.0														00170224
1839		US STEEL HORSE CANYON UTAH	5.00	2.04	5.00	2.02				2.02									00198161
		PARENT CUST. TOT-UNITED STATES S	140	30.0	90.0	16.3		4.07	5.60	3.04	2.04					.51	1.01		00047724
1036		.WACO CORP RICHLAND WASH				3.03									3.03				00264431
1935		.WESTERN GEAR CORP EVERETT WA				.329							.188	.141					10068052
1131		.WHEELING PITT ST MINGO JUNT OH		1.02															10090253
1131		WHEELING STEEL STEUBENVILLE OH		1.02															00094005

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PRODUCT/CUSTOMER S[illegible] REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PAG	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMM FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRO-GP
		PARENT CUST. TOT-WHEELING STEEL		2.04															00047082
		PYDRAUL 150-A															01899A		4591-151-11
1134		.WHEELING CORP S MILWAUKEE WI		3.05															00237449
1134		.YOUNGSTOWN SHEET E CHICAGO IN	10.0	5.09	10.0														00227412
1966		.ZAPATA OFFSHORE CO HOUSTON TX	2.50	2.55	2.50	16.2	5.09						7.58	3.54					00231924
		TOTAL PRODUCT : * * * * * * * LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	4591-151-11
		10 TOT MAJOR PYDRAUL 150A LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	
		PYDRAUL A 200															00505A		4595-200-11
1131		.ABEX CORP HEADVILLE PA	3.50	5.81	3.50	1.29	1.29												10006386
1153		.ACHESON COLLOIDS PORT HURON MI		.295															10006475
1839		.AGRI CRAFT CO INC CAMARILLO CA		.059															00184721
1130		.ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002783
1230		ALUMINUM CO CRESSONA PA	13.6	9.68	13.6	3.23	3.23												10002877
1030		ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002958
1030		ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002966
		PARENT CUST. TOT-ALUMINUM CO OF	108	75.5	108	3.23	3.23												00045063
1138		.AMIXTER GENERAL PENNISCLA OH		.645															00184756
1178		.ARMCO STEEL ASHLAND KY	40.0	40.0	40.0	6.45	6.45												10006171
1178		ARMCO STEEL MIDDLETOWN OH	150	143	150	23.0	23.0												10006223
		PARENT CUST. TOT-ARMCO STEEL MID	190	183	190	29.5	29.5												10006228
1153		.BENDIX CORP SOUTHFIELD MI		1.94															00237337
1131		BENDIX CORP ROCHESTER NY	1.00	4.28	1.00														00111430
1230		BENDIX CORP SIDNEY NY	12.0		12.0														10009278
		PARENT CUST. TOT-BENDIX CORP DET	13.0	6.22	13.0														00045551
1836		.BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10007596
1230		.BLACK AND DECKER LANCASTER PA	3.50	1.29	3.50														10009936
1136		.CABOT STELLITE DIV KOKOMO IN	30.0	36.1	30.0	7.74			7.74										10091785
1133		.CHEMICAL METALS ALTON IL	6.00		6.00														00247480
1153		.CITY CONTROLLER DETROIT MICH		15.5		2.65	2.65												00178578
1133		.CLYDE EQUIPMENT CO ST LOUIS MO		.118		.118								.118					10017327
1134		.COLLIN RADIO CEDAR RA IA		.645															00114642
1270		.COLSON CO SOMERVILLE MA		1.94		1.29				1.29									00243523

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO G	SUB SEP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREV. YR. FOR CUR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJ. GRO. GP.
		PYDRAUL A 200															00505A		4595-200-1
1170		.COLT INDUSTR ELIZABETHTOWN KY	1.30																00218309
1230		.CONSOLIDATED EDISN ASTORIA NY	3.00	2.58	3.00	5.16	5.16												00152439
1258		.A F CURLEE MFG CO HOUSTON TX	1.00	.645	1.00														00115614
1230		.DANA CORP POTTSTOWN PA	18.0	18.2	18.0														00[illegible]029
1178		.J H DAY CINCINNATI OH	1.00	.645	1.00														10021170
1134		.DELTA DIE CASTING ADDISON IL	16.5	16.1	16.5	1.29	1.29												10021650
1131		.DIAMOND SHAMROCK BELLE WV		.118															00226971
1230		.DRAVO CORP READING PA		.645															00239333
1958		.DRESSER INDUST HOUSTON TX	3.00	.177	.200														00158771
1866		.DURUM INSTRUMENTS PALOALTO CA				.177				.177									00254878
1153		.EATON YALE - TOWNE DTL CRK MI	3.00	1.94	3.00	.645	.645												10025163
1932		.BEAUNIT FIBERS CHILDERSBURGH AL	5.00	7.10	5.00	1.94			1.94										10005670
1932		BEAUNIT FIBERS TRIANGLE NC	4.00		4.00														00111236
		PARENT CUST. TOT-EL PASO NATURAL	9.00	7.10	9.00	1.94			1.94										10025532
1133		.EMERSON ELEC ST LOUIS MO	1.50	1.29	1.50														10025091
1130		.GM-DELCO RADIO KOKOMO IN																	10032652
1131		GM-CHEVROLET BUFFALO NY	50.0	77.7	50.0	8.95	8.95												10032849
1273		GM-CHEVROLET ROSSEVELTOWN NY	250	368	250														10032717
1131		GM-CHEVROLET TONAWONDA NY	5.00	3.23	5.00	3.23		3.23											10032733
		PARENT CUST. TOT-GENERAL MOTORS	305	449	305	12.2	8.95	3.23											00157279
1230		.GENERAL CAST JEFFERSON VALLEYN	.700	.645	.700														00156973
1930		.GULF COAST ALUMINUM LK CHAS LA	20.0	25.8	20.0	9.68	6.45	3.23											00235024
1936		.HANNA NICKLE SMELT RIDGE OR	30.0	36.1	30.0	15.5	5.16	5.16	5.16										10036747
1974		.HOOKER CHEMICAL COLUMBUS MISS	1.20	1.29	1.20														00197009
1866		.HUGLE INDUSTRIES SUNNYVALE CAL	1.00	.645	1.00														00155039
1866		.IMM CORP SAN JOSE CA				.059		.059											10041032
1230		.JADE CORP BETHAYRES PA	1.00	.645	1.00														00160068
1153		.JULIAN ALUM FOUNDRY DETROIT MI		.645															00232157
1836		.KAISER ALUM & CH PLEASANTON CA	1.00	2.58	1.00	1.29				1.29									00213047
1836		KAISER ALUM HEAD WV		2.58															10043379
1836		KAISER ALUM-CHEM TACOMA WASH	8.00	6.45	8.00	1.29			1.29										00154295
1836		KAISER ALUM TRENTWOOD WA	20.0	12.9	20.0														10043336
		PARENT CUST. TOT-KAISER INDUST P	29.0	19.4	29.0	2.58			1.29	1.29									00045616
1836		.KANECKI CHEM HENAT WASH	8.00	6.45	8.00														10043557
1131		.MW KELLOGG CO WILLIAMSPORT PA	1.00	.645	1.00														00219266
1131		.KENNAMETAL LATROBE PA	2.00	1.29	2.00														10043859
1153		.LIBBY OWENS TOLEDO OH	2.00	5.16	2.00														10046238
1839		.LOCKHEED AIRCRAFT REDLANDS CA	3.00	2.58	3.00														10046680

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

A G	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJ. SALES FOR CURR YEAR	SALES CURR. YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJR GRD-GP
		PYDRAUL A 200															00505A		4595-200-1
						.645	.645												00140910
1829		.TOLO INC SANTA ANACA		1.94															00246255
1958		.U S A F KELLY A F BASE TX																	00182992
1939		.VERSAFORM INDUSTR GARDENA CA	4.00	2.58	4.00														10[illegible]8496
1132		.WEST PENN POWER SPNGDALE PA	3.00	2.58	3.00	1.94	1.94		1.94	1.94									
		TOTAL PRODUCT * * * * * * * LB	2122	2026	2118	197	163	12	19	1	2	2							4595-200-1
		PYDRAUL A-2000															01828A		4555-300-1
1131		.ADEX CORP HEADVILLE PA				4.87		1.08		1.09			1.08			.54		1.08	10000386
1139		.ALUMINUM CO LAFAYETTE IN				31.9			3.24	5.43	2.71	5.41	5.41		6.49			3.25	10002738
1230		ALUMINUM CO CRESSONA PA				10.8	.54				5.42		2.16			2.71			10002877
1136		ALUMINUM CO MALAGA WA				.541					.541								10002958
1030		ALUMINUM CO VANCOUVER WA				33.5				5.40		4.33	5.41	5.41	6.49		6.49		10002966
		PARENT CUST. TOT-ALUMINUM CO OF				76.8	.5		3.2	10.8	8.7	9.7	13.0	5.4	13.0	2.7	6.5	3.2	00045063
						.100							.050			.100			00264113
1178		.AMERICAN MFG CO GREENBURG IN				.050							5.41				2.71		00105565
1134		.ANCHOR COUPLING CO LIBERTYV IL				16.2						8.12	19.8	20.0					10006171
1178		.ARMCO STEEL ASHLAND KY				80.0				19.5	20.7								10006223
1179		ARMCO STEEL MIDDLETOWN OH																	
		PARENT CUST. TOT-ARMCO STEEL MID				96.2				19.5	20.7	8.1	25.2	20.0			2.7		10006228
						2.71										2.71			00266353
1134		.BARBER DIE & TOOL OSHKOSH WI				.200								.200					00262633
1839		.BARON-BLAKESLEE SANTA FE SP CA				13.3	1.94		.50								7.57	3.30	00111430
1131		.BENDIX CORP ROCHESTER NY				21.6							21.6						10005273
1230		BENDIX CORP SIDNEY NY																	
		PARENT CUST. TOT-BENDIX CORP DET				34.9	1.9		.5				21.6				7.6	3.3	00045551
						8.11				2.70						2.71	2.71		10009596
1926		.BETHLEHEM STEEL SEATTLE WA				5.40			3.24					1.08			1.08		10009936
1230		.BLACK AND DECKER LANCASTER PA				4.34				2.17					2.16				00176573
1153		.CITY CONTROLLER DETROIT MICH				10.8				2.72			2.71	5.41					00089029
1230		.DANA CORP POTTSTOWN PA				16.2		1.08	1.62	3.26	1.08	1.08	2.16	2.16	2.16	1.62			10021650
1134		.DELTA DIE CASTING ADDISON IL				2.16						1.62	.54					.541	10005670
1932		.DEAVITT FIBERS CHILDERSBURGH AL				.541												.541	10026391
1133		.EMERSON ELEC ST LOUIS MO				.541							.54			2.16	1.08		00118970
1153		.FORD MOTOR DEARBORN MICH				3.79													10032741
1153		.GM-PROVING GROUNDS MILFORD MI				57.3	2.7	5.9	10.8	5.4	5.4	8.1	8.1		5.4	2.7		2.7	10032349
1131		GM-CHEVROLET BUFFALO NY				25.9	25.9												00239313
1131		GM-DELCO PRODUCTS ROCHESTER NY		37.8		515	25.9	51.8	56.2	56.5	28.1	28.0	56.3	43.3	28.1	56.3	56.3	28.1	10032717
1273		GM-CHEVROLET ROSSEVELTOWN NY				51.4		2.7		5.4		2.7	5.4		5.4	5.4	16.2	8.1	10032733
1131		GM-CHEVROLET TONAWONDA NY																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

CODE	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.ID / MAR.ORD.SP.
	PARENT CUST. TOT-GENERAL MOTORS		37.0		653	54.5	60.5	67.0	67.3	33.6	38.8	70.3	43.3	39.0	66.5	73.6	39.0	00157279
	PYDRAUL A-2000															01828A		4555-300-1
1232	.GENERAL CAST JEFFERSON VALLEYN				4.33			1.08			1.08			1.08			1.09	00156973
1[illegible]	.GULF COAST ALUMINUM LK CHAS LA				24.3			2.70	5.40		5.41			5.41		5.41		00235024
1[illegible]	.HANNA NICKLE SHELL RIDGE OR				50.3				4.3		4.3	4.3		8.7	4.3		24.3	10036747
1237	.HILLIARD CORP ELMIRA N Y				.050					.050								10030065
1[illegible]	.HOOKER CHEMICAL COLUMBUS MISS				.541										.541			00197039
1[illegible]	.KAISER ALUM & CH PLEASANTON CA				.541									.541				00213047
1[illegible]	KAISER ALUM TRENTWOOD WA				5.41										5.41			10043336
	PARENT CUST. TOT-KAISER INDUSTIE				5.95									.54	5.41			00045616
1[illegible]	.KARECK CHEM MONAT WASH				1.09				1.09									10043557
1[illegible]	.LESTER ENGINEERING CLEV OH				2.16				2.16									10046068
1[illegible]	.LOUDEN DIV FAIRFIEL IA				.400			.400										00127230
1[illegible]	.MAGMA COPPER SAN MANUEL ARIZ				3.79					1.08				2.70				00250803
1[illegible]	.MARCO MFG CO BRADLEY IL				.645		.645											10048397
1[illegible]	.MC GRAW EDISON JEFF CITY MO				16.2				4.33			1.08	3.25	2.16	2.16	2.16	1.08	10049628
1[illegible]	MCGRAW EDISON TUPELO MS				1.08		1.08											00250449
	PARENT CUST. TOT-MCGRAW EDISON C				17.3		1.08		4.33			1.08	3.25	2.16	2.16	2.16	1.08	00044607
1[illegible]	.JULICAST COMPANY TOLEDO OH				6.50			1.62	1.63		1.62			1.62				10092730
1[illegible]	.SKELLY OIL DORGER TEXAS				.541						.541							00222194
1[illegible]	SKELLY OIL SKELLYTOWN TX				.836				.295				.541					10073393
	PARENT CUST. TOT-MISSION CORP WI				1.38				.295		.541		.541					00046043
1[illegible]	.WILMAN MACHINE GREENSBORO NC				.841									.300	.541			00264954
1[illegible]	.NORTHERN BALL IRON ST PAUL MN				1.08								.541				.541	10056279
1[illegible]	.JAK MFG LOS ANGELES CA				.541										.541			10059775
1[illegible]	.OSWEGO CASTING OSWEGO NY				1.94	1.94												10059674
1[illegible]	.GALE PROD CO GALESBURG IL				89.0				8.7	8.1		8.1	8.1	16.2	16.2	8.1	16.2	10030331
1[illegible]	JOHNSON MOTORS WAUKEGAN IL		10.8		924		104	113	159	77	80	78	41	125	40	68	40	10042976
	PARENT CUST. TOT-OUTBOARD MARINE		10.8		1013		104	113	167	65	80	86	49	141	56	76	56	00044873
1[illegible]	.PERFECTION HEAT TREAT CHICA IL				1.62							.541			.541		.541	00260754
1[illegible]	.PERFECTION TOOL CHICAGO IL				.540		.540											10061903
1[illegible]	.THOMPSON-HAYWARD FRESNO CA				.541										.541			00140783
1[illegible]	.SEALRITE CO INC KAN CITY KS				.541								.541					10071704
1[illegible]	.PRESCOLITE-ITCO EL DORADO AR				.543				.543									10040507
1230	.READING METALS READING PA				3.24							2.16					1.08	00252220

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

CUST. NO.	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.ID./ MAJ. GRP.GP
																01828A		4555-300-11
	PYDRAUL A-200B																	
																		00136352
1231	.ROCKWELL MFG DU BOIS PA				.540		.540											10071591
1232	.SANGAMO ELEC H UNION SC				8.66					1.08	1.08		1.08	2.16	1.08	1.08	1.08	00257265
1136	.STARCO DIVISION NEW BREMAN OH				2.71						1.62						1.08	10077591
1232	.SPINCLINE LONG ISL CITY NY				1.08										1.08			10077761
1273	.SYRACUSE DIE CAST SYRACUSE NY				.541										.541			00242629
1	.TOLEDO ENGINEERING MADERA CA		.118															10009705
1270	.UPJOHN CO N HAVEN CONNECTICUT				.059			.059										10088495
1231	.WEST PENN POWER SPNGDALE PA				8.66				2.17		1.08	1.08		1.08	1.62	1.62		00266140
1476	.WESTINGHOUSE TAMPA FL				.541										.541			
	TOTAL PRODUCT * * * * * * * LB		46.7		2084	59	170	194	299	151	156	232	132	223	153	180	134	4555-300-11
	25 TOT MAJOR PYDRAUL A-200B LB	2122	2075	2110	2281	222	181	214	299	153	158	232	132	223	153	180	134	
																00504A		6770-000-11
	PYDRATEK 100																	
																		00088722
1275	.ABEX CORP COLUMBUS OHIO				.100			.100										00252735
1276	.ACME TOOL & MACHINE KEARNY NJ				.050					.050								10002087
1231	.ALLEGHENY PIPE PITTSBURGH PA				.050					.050								10003571
1278	.AMERICAN BOSCH ARMA SPRINGF MA	1.00	.800	1.00	.500			.500										00185161
1034	.AQUA-CHEM INC WAUKESHA WISC	.144	.096	.144														00217670
1134	.ARBOUR METAL PROD SCHAUMBURG I		.096															10009271
1134	.BARKER ROCKFORD CO ROCKFORD IL				.050			.050										00227129
1034	.JOHN S BARNES CORP ROCKFORD IL	.100		.100												.048		00235059
1124	.J BARTHOLOMEW ENG CHICAGO IL		.048		.048													10009235
1033	.BENDIX CORP N HOLLYWOOD CAL				.050		.050											00253035
1	.CAPITAL WESTWARD PARAMOUNT CA				.048				.048									00234067
1133	.CLARK CABLE CORP CLEVELAND OH		.096															10022703
1133	.DOUBLE A PRO MANCHESTER NH				.048					.048								00227730
1133	.DRONER DENVER CO QUINCY IL		.050															00217025
1270	.GENERAL DYNAMICS QUINCY MA	15.0	21.3	15.0														10021405
1	.GENERAL METALS BURBANK CAL		.055															00230421
1	.AEROJET LIQ ROKT SACRAMENTO CA		.500														.096	00219300
1	.GLOBAL SUPPLY HOUSTON TX				.866	.770										.048		00270030
1229	.GREER HYDRAULICS FLAINVIEW NY				.048													00245747
1032	.HARRIS SHARP CONT RALEIGH NC		.300															00230634
1	.HOUSTON SYSTEMS HOUSTON TX	10.0	.096	10.0									.048					00244058
1	.INTERMARINE SERVICES HOUSTN TX				.348	.150	.150											00244732
1	.INTL TOOL & SUPPLY HOUSTON TX				.050			.050										00074307
1	.JEMCO INDUST TROY MICH				.528							.528						00228524
1270	.KENNETT CORP NEWTON FALL MA		.050															00219665
1275	.INGALLS SHIPBLDG PASCAGOULULMS		3.12															00230510
1275	LITTON SYSTEMS PASCAGOULA MS	10.0	12.5	10.0	9.36	9.36												

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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./ MAJ'R GRD-GR.
	PARENT CUST. TOT-LITTON IND BEVE	10.0	15.7	10.0	9.36	9.36												00044520
	PYDRATEK 100															00504A		6770-000-11
1230	.NEWPORT NEWS SHIP NEWPT NS VA				4.26									3.22	4.16	3.12-		10057655
1134	.DRIMAN MILLER MACH HAMMOND IN		.050															00210730
1134	.PARKER HANNEFIN DES PLAINES IL	.225	.150	.225														00209163
1839	.REPUBLIC SUPPL LONG BEACH CA		.050		.048							.048						00176230
1134	.CHERRY BURRELL CEDAR RAPIDS IA		.050															00150886
1066	.RUCKER CONTROL SUP BERKELEY CA				.520										.520			00136340
1066	RUCKER CO BERKELEY CA	2.00	1.04	2.00														10069800
1768	RUCKER CNTRL SYS BEAUMONT TX	1.00		1.00	1.56	.520				.520					.520			00240931
	PARENT CUST. TOT-RUCKER CO OAKLA	3.00	1.04	3.00	2.08	.52				.52					1.04			00046728
1839	.SANTA FE MARINE PT HUENEME CA		.100															00177202
1839	.SCHMEEBECKS INDUST COLORADO CO				.048	.048												00137324
1068	.SHAFFER TOOL WORKS BEAUMONT TX		.246															00235208
1178	.SHEFFER CORPORATIO CINCINNA OH				.050			.050										00137669
1220	.VICKERS INC BENSENVILLE IL		.040															10086701
1153	VICKERS INC DIV FERNDALE MI		.050															10086671
	PARENT CUST. TOT-SPERRY RAND NYC		.098															00045217
1968	.JOE STINE HOUSTON TX		.271															00094684
1968	.SUPERIOR IRONWORKS HARVEY LA		.144															00182915
1120	.TEST INSTITUTE CO CLEVELAND OH		.096															00183881
1133	.UNIDYNAMICS FREDRICKTOWNHO		.520															00244267
1133	.UNIDYNAMICS ST LOUIS MO	1.00		1.00														00247502
1068	.U S NAVY HUNTERS POINT CAL		.520															10084156
1066	U S NAVY SAN FRANCISCO CALIF				.520												.520	10084164
	PARENT CUST. TOT-U S GOVT WASHIN		.520		.520												.520	10084733
1831	.WALWORTH CO SO GREENBURG PA				.288						.288							00207683
1830	.WESTERN GEAR CORP EVERETT WA	1.50	3.60	1.50														10088852
1838	.WYATT & KIPPER FABR SEATTLE WA				.400				.400									00197726
	TOTAL PRODUCT * * * * * * * LB	42.0	46.2	42.0	19.8	10.6	.2	.8	.4	.7	.3	.6		3.2	5.2	3.0-	.6	6770-000-11
	PYDRAUL AC-A															01740A		6756-000-11
1230	.AIR PRODUCTS & CHEM ALLENT PA	385		96.0														00222054
1831	AIR PRODUCTS CREIGHTON PA	13.0	11.4	13.0	8.24	2.95		2.95									2.34	00178039
	PARENT CUST. TOT-AIR PRODUCTS &	398	11.4	109	8.24	2.95		2.95									2.34	00222054

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

A G	SS DEC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAS YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTID/ MARSPD CD.
		PYDRAUL AC-A															017	0A	6756-000-
1135		.AIRCO CHEM LORAIN OH		.113													.216		00220221
1330		.ARNOLD ENGINEER FULLERTON CA		.113		.494		.113			.165								00110124
1974		.ALTON BOX BOARD JACKSNVLE FL	3.00	5.43	3.00	3.53			1.77							1.76			10002745
1968		.AMERICAN CAN MODESTO CA	.350	.281	.350	.110							.110						10003601
1039		.AMERICAN CHEM LONG BEACH CA				.586					.586								00225164
1032		.AMERICAN CORP SANTA FE SPGS CA				.110				.110									00254135
1034		.AMERICAN GILSNT GILSONITE COL		.165															00176620
1036		.ANACONDA CO BUTTE MT	1.00	1.20	1.00	.590		.590											00206709
1036		ANACONDA CO BONNER MT	10.0	7.24	10.0	7.06				2.36				1.17	1.18		1.17	1.17	10005450
		PARENT CUST. TOT-ANACONDA CO NEW	11.0	8.44	11.0	7.65		.59		2.36				1.17	1.18		1.17	1.17	00345175
1134		.ANCHOR COUPLING CO LIBERTYY IL				.054							.054						00105565
1134		.ASCOMBE MALT LABS ASCOMBE ILL	1.50	2.36	1.50														00161298
1131		.AMCO STEEL ANDRIDGE PA	7.00	3.65	7.00	5.86	2.95										2.93		10006252
1974		.ARNOLD AIR DRILLIN FORT SMI AR	.900	.565	.900	.330									.330				00110116
1024		.ASSOCIATED MILK PROD ROCHES MN	.250	.170	.250	.327	.165						.162						00161755
1032		.ATLANTA GAS LIGHT RIVRDALE GA		.610		.586											.586		10007046
1039		.ATLANTIC RICHFIELD TORRAN CA				1.18								1.18					00110574
1038		.ATLANTIC RICHFIELD GILLETTE WY				.216							.108				.108		00266568
1134		.A J BAXTER CO DEER RIVER MN		.165															00242245
1134		A J BAXTER CO HALLOCK MINN	.250	.226	.250														00180720
		PARENT CUST. TOT-A J BAXTER CO R	.250	.391	.250														00111163
1039		.BELRIDGE OIL CO MCKITTRICK CA	15.0	15.0	15.0	18.3	1.18	2.36	1.18	1.18	2.36	2.34		4.72	2.93				10009135
1275		.BENDIX CORP UTICA N Y	8.50	9.15	8.50	1.22		1.22											10006197
1132		.BETHLEHEM STEEL LACKAWANNA NY	50.0																00239275
1133		.BORDEN ILLIOPOLIS ILL				.275	.275												10010624
1230		.BOSSERT MFG UTICA NY	1.00	1.03	1.00	.586						.586							10010918
1039		.C F BRAUN ALHAMBRA CALIF		.647		.586								.586					00138441
1270		.BRAUN CO BERLIN NH	.300	.283	.300														10011180
1038		.CABOT CORP WICKETT TEXAS				.586						.586							10012266
1037		.CATALINA DIVERS AVALON CA	.200	.113	.200														00112316
1133		.CITIES SERVICE HESTON KANSAS		1.10															00088394
1135		CITIES SERVICE GAS LYONS KAN				.054								.054					00078659
1133		CITIES SERVICE GAS ULYSSES KS	.250	.170	.250														00037594
1133		CITIES SERVICE GAS PAMPA TX		.220		.216										.216			10016947
1974		CITIES SER TAM AGRI TAMPA FLA	2.00	4.23	2.00	2.34					.59			1.17	.59				00185042
1133		CITIES SERVICE GAS HAZELTON KS		.112		.108							.108						00150900
1133		CITIES SERVICE GAS INDEPENDENCE				.119	.119												00156037
1133		CITIES SERVICE GAS WELDA KS				.110	.110												00114297

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	S.S. CODE	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./ MAJ. SPEC.OP.
		PYRRAUL AC-A															01740A		6756-000-1
1133		CITIES SERV GAS KNOB NOSTER MO	.300	.283	.300														00186074
1174		CITIES SERVICE GAS ALVA OK	.200	.226	.200														00114316
1174		CITIES SERVICE GAS BLACKWEL OK	.300	.613	.300	.864					.324				.540				00114324
1174		CITIES SERVICE GAS MOORELAN OK	.300	.359	.300														00114332
1122		CITIES SER CO E TAMPA FL				.586											.586		10078539
1663		CITIES SERV GAS CO HIGGINS TX				.120	.120												10016932
		PARENT CUST. TOT-CITIES SERVICE	3.35	7.29	3.35	4.52	.35				.91		.11	1.23	1.13	.22	.59		00045977
1829		COLO INTER GAS CO COLO SPR CO	.200	.170	.200														00047449
1829		COLO INTERSTATE GAS LAMAR CO	.500	1.22	.500														10017674
1829		COLO INTERSTATE GAS LAKIN KS	.500	.610	.500														10017880
		PARENT CUST. TOT-COLO INTER GAS	1.20	2.00	1.20														00047449
1131		ATLANTIC SEABOARD BEVERLY WV				.165					.165								10007224
1131		ATLANTIC SEABOARD MATHIAS WV		.110															00116506
1131		ATLANTIC SEABOARD TERRA AL WV	1.00	1.20	1.00														00110604
1131		COLUMBIA GAS WARCO KY				.586								.586					10033435
1131		COLUMBIA GAS GARSTER OH				.162												.162	00273074
1131		COLUMBIA GAS BRANCHLAND WV				.108										.108			00269367
1153		COLUMBIA GAS CHARLES WV				.108							.108						00018240
1131		COLUMBIA GAS CERMEO WV		.610															00142344
1131		COLUMBIA GAS CEDAR GROVE WV		.113		.270								.270					00143101
1122		COLUMBIA GAS GLENVILLE WV				.110	.110												00170933
1131		COLUMBIA GAS HUNTINGTON WV				.590		.590											00246076
1131		COLUMBIA GAS KERMIT WV		.110		.108												.108	00243520
1133		COLUMBIA GAS ST ALBANS WV	.270	.225	.270														00177962
1131		COLUMBIA GAS BEVERLY WV				.216												.216	00272171
1131		COLUMBIA GAS CLENDENIN W VA				.324								.324					00243752
1131		COLUMBIA GAS MATHIAS WV				.108												.108	00272140
1131		COLUMBIA GAS TRANS TERRE AL WV				.586										.586			00269379
1273		KY HYDROCARBON MAYTOWN KY				.210				.210									10044022
1133		OHIO FUEL GAS CO PAVONIA OH		.112															00132055
1136		OHIO FUEL GAS CO SUGAR GR OH		.590		1.17						1.17							00132071
		PARENT CUST. TOT-COLUMBIA GAS NY	1.27	3.07	1.27	4.02	.11	.59		.21	.17	1.17	.11	1.18		.69		.59	00047406
1134		COMMONWEALTH EDISO MAYWOOD IL				.108											.108		00114355
1121		CONTINENTAL CAN CLARKSBURG WV	10.0	6.10	10.0	2.93									2.93				00180025
1165		DIAMOND METALS ALLOY HOUSTON TX				.586					.586								00116122
1152		DIVE SHOP BAYSHORE NY				.110					.110								00255238
1153		DOW CHEM MIDLAND MICH	4.00	2.32	4.00														10022908
1123		ELECTRIC ENERGY JOPPA I	30.0	3.56	30.0	2.36												2.36	00185418

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SUS CODE	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 ID / MAJ-GTD-GP.
		PYDRAUL AC-A															017	40A	6756-000-1
1968		.EL PASO NATURAL GAS EL PASO TX	30.0																
1966		EL PASO NATURAL GAS MOAB UT				.162									.162				10025532
1930		EL PASO NATURAL GAS SUMAS WA		.336		.324											.324		10025557
1932		EL PASO NATURAL GA OPAL WY				.324								.324					00117455
		PARENT CUST. TOT-EL PASO NATURAL	30.0	.336		.810								.324	.162		.324		10025532
1975		.FAIRMONT GLASS INDIANAP IN	5.00																
1974		.FAN STEEL INC MUSKOGEE OKLA		.110		.109			.109										00119281
1110		.FOSTER FORBES MARION IND	7.00																00179574
1103		.GARDNER DENVER CO QUINCY IL		.170															00090050
1974		.GEN DYNAMICS FT WORTH TX	10.0																00227750
1973		.GEN ELEC UTICA NY	1.00	.610	1.00	.586					.586								10030919
1929		.TIDEWATER OIL FELLOWS CALIF	16.0																10031907
1130		.GLEN-GERY CORP BASICANTON OHIO	.700	1.20	.700	.586											.586		10050053
1829		.GOODYEAR AIRCRAFT LITCH PK AZ				.108											.108		00214949
1178		.W R GRACE OWENSBORO KY	1.00	1.22	1.00	.654			.330					.324					10034493
1932		W R GRACE - CO WOODSTOCK TN	5.00	9.44	5.00	18.9	4.88			7.03					7.03				10034981
		PARENT CUST. TOT-W R GRACE NEW Y	6.00	10.7	6.00	19.6	4.88		.33	7.03				.32	7.03				10034949
																			00045489
1133		.GREAT LAKES GAS CLARE MI	.300	.336	.300	.108							.108						00121517
1134		GREAT LAKES GAS HALLOCK MN		.275		.981			.330	.327				.324					00241143
		PARENT CUST. TOT-GREAT LAKES GAS	.300	.611	.300	1.09			.330	.327			.108	.324					00121517
1124		.GREAT LAKES TRANS DEEP RIVR MN				.054								.054					00261238
1124		.GREAT LAKES TRANS SHELVIN MN				.054								.054					00261211
1270		.HIGH VOLTAGE POWER WESTBURG PA		.610															00228060
1837		.GLASS CONTAINER LA CALIF	3.00	3.07	3.00	6.43	.54	.59	.59	.59	.59	1.10	.54		.59	.59	.59		10033713
1134		HUNT WESSON CHICAGO ILL	.170	.223	.170	.162												.162	10039606
		PARENT CUST. TOT-HUNT WESSON FOO	3.17	3.29	3.17	6.59	.59	.59	.59	.59	.59	1.18	.54		.59	.59	.59	.16	00046272
1153		.INGERSOLL-RAND CAMPBELLVIL KY				.110		.110											00249696
1839		.GETTY OIL CO LOS A COALINGA CA		.452		.444			.169	.165	.110								00120820
1839		.GETTY OIL CO TAFT CA	2.00	.590	2.00														00120863
1866		GETTY OIL CO TRACY CA		.359		.818		.170					.216			.216		.216	00120871
1859		GETTY OIL CO VENTURA CA	1.00	1.20	1.00	1.18	1.18												00120898
		PARENT CUST. TOT-INC CO SKOKIE I	3.00	2.58	3.00	2.44	1.16	.17	.17	.17	.11		.22			.22		.22	00054277
1975		.INTL PAP SO KRAFT MOBILE AL	1.90	1.91	1.90														10041619
1839		.ITT CANNON ELE SANTA ANA CA		.566															10042127

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PAG	SEQ	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.GEO.CO
		PYDRAUL AC-A															017	40A	6756-000-11
1434		.LADISH CO CUDAHY WISC				.108													
1770		.CITY OF LAKELAND LAKELAND FL	1.20	1.22	1.20	1.76		.59							1.17			.108	00272109
1153		.MARATHON OIL CORP DETROIT MI	120	56.7	60.0	96.1		24.5			42.4				3.4			32.7	00211834
1839		.MCDONNEL DOUG HUNTGTN BEACH CA		.590		.590		.590											00151564
1839		MCDONNELL DOUGLAS SANTA MON CA				.590					.590								00180058
																			00210595
		PARENT CUST. TOT-MCDONNELL DOUGL		.590		1.18		.590			.590								10049571
1131		.NATL ELEC COIL BLUEFIELD WV	.200	.165	.200														
1230		.METROPOLITAN EDISON PORTLAND P	3.00	1.83	3.00	3.53			3.54	1.77				1.76					10056454
1134		.MICHIGAN WISCONSIN BIRMINGH IA		.339															10051924
1134		.MICHIGAN WISC PL LINEVILLE IA		.110															00129968
1134		MICH WIS PIPELINE SANDWICH IL	.400	.440	.400														00207012
1134		MICH WISC PIPELINE WOODSTOCK IL	.200	.226	.200														10052114
1138		MICHIGAN WISC PIPE PORTLAND IN	.100	.110	.100														10052122
1134		MICH WISC PIPELINE ST JOHN IND		.223		.320	.110			.110				.108					00129941
1133		MICH WISC PIPELINE GREENSBG KS		.110		.216		.110						.108					00135364
1133		MICH WISC PIPELINE MEADE KS	.150	.113	.150														10052173
1178		MICH WISC PIPELINE MADISONVL K	.300	.283	.300														10052181
1174		MICH WISC PIPELINE DELHI LA		.165															10052203
1174		MICHIGAN WISCONSIN JENA LA		.275															00231452
1153		MICH WISC PIPELINE BIG RAP MI		.550		.540													00129984
1153		MICHIGAN WISC PIPE DETROIT MI				.109				.109								.540	10052211
1133		MICH WISC PIPELINE MAITLAND MO	.150	.110	.150	.108						.108							00047538
1174		MICH WISC PIPELINE GREENVILLE MS				.108													10052262
1174		MICH WISC PIPELINE SARDIS MS	.200	.226	.200	.216											.108		00094633
1174		MICHIGAN WISC PI LN GUYMON OKL		.223														.216	10052254
1132		MICH WISC PIPELINE COTT GR MN	.200	.223	.200														00182575
																			10052297
		PARENT CUST. TOT-MICHIGAN WISC P	1.70	3.73	1.70	1.69	.110	.110		.219		.108		.216			.108	.756	00047538
1168		.SHELLY OIL SHELLYTOWN TX				.270													
1230		.MOBIL OIL BROOKLYN NY				.055				.055					.270				10073383
1136		.MONSANTO INORG SODA SPRGS ID	1.00	.678	1.00														10054222
1139		.MONTANA POWER CUT BANK MT				.108													00094234
1133		.JACK MORRIS NEODESHA KS				.586										.108			10055063
1133		.NATL CO-OP INC PHERSON KS	3.00	5.37	3.00	4.69				1.76			1.76			.586			00266507
1230		.NATL GYPSUM GARWOOD NJ	.120	.223	.120	.108											1.17		10056411
1174		.NAT GAS PIPELINE CIGGER ARK				.110										.108			10056535
1174		NAT GAS PIPELINE SEARCEY AR	.130	.113	.130	.217				.109					.110				00264067
1134		NAT GAS PIPE LINE CENTRALIA IL				.163	.055								.108				00229253
1134		NAT GAS PIPE LINE GENESEO IL				.382	.220											.108	00247795
1134		NAT GAS PIPELINE HAMMOND IL	.190	.336	.190	.108							.162						00247987
1124		NAT GAS PIPELINE JOLIET IL		.220												.108			10057078
																			00233668

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YRS.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID/ MAR-GTO-G
		PYDRAUL AC-A															01740A		6755-000
1133		NAT GAS PIPELINE GLASCO KS				.270											.270		0027032
1133		NAT GAS PIPELINE JACKSON MO	.100	.057	.100														0023492
1936		NAT GAS PIPELINE FRITCH TX	.600	.610	.600	.586											.586		1005709
1974		NAT GAS PIPELINE LUFKIN TX				.108								.108					0026120
1936		NAT GAS PIPELINE STIRRETT TX				.586												.586	1005709
		PARENT CUST. TOT-NAT GAS PIPE LI	1.02	1.34	1.02	2.53	.275			.109			.162	.108	.218	.108	.856	.694	0004757
1939		.NORTHROP COR EL RE ANAHEIM CA	.200	.170	.200	.162											.162		0021320
1979		.ORLANDO UTIL TITUSVILLE FL	1.00	1.10	1.00	.586								.586					1005956
1933		.OWENS ILL VALDOSTA GA	3.00	1.83	3.00	3.52		1.18				2.34	1.17			1.17			1005993
1133		OWENS ILLINOIS BURLEY ID				1.77	1.77												0014008
1133		OWENS ILLINOIS INC ALTON ILL	2.70	1.18	.700	2.93					1.17			1.76					0015161
1134		OWENS ILLINOIS STREATOR IL	8.00	9.03	8.00	4.70		1.18		1.18		1.17				1.17			0015983
1138		OWENS ILLINOIS GAS CITY IN	5.00	.590		.586						.586							0024055
1153		OWENS ILLINOIS CHARLOTTE MI	1.00	.600	1.00	.586					.586								0021500
1230		OWENS ILLINOIS BRIDGETON MO	5.00	7.32	5.00	7.71		1.22	1.22	1.17	1.17	1.17			1.76				0021220
1774		OWENS ILLINOIS WACO TX				1.18						.586			.590				0025035
1131		OWENS ILL FAIRMONT W VA	60.0																0004929
		PARENT CUST. TOT-OWENS ILL TOLED	84.7	20.6	17.7	23.0	1.77	3.58	1.22	2.35	2.93	5.86	1.17	1.76	2.35	2.34			1005993
1339		.PACIFIC GAS EQUIP EL MONTE CA		.113															0023038
1339		.PACIFIC LIGHTING VENTURA CA		.113															0024167
1970		.PAN AM WORLD MIAMI FL	.700	.610	.700														1006056
1133		.PANHANDLE EA PIPL DIVERNON ILL	.700	.678	.700														0021032
1133		PANHANDLE EASTERN PIPE LIBE KS	1.00	.678	1.00	.820				.550				.270					0013286
1133		PANHANDLE ESTN PL PAOLA KA	1.60	1.23	1.60														0013288
		PARENT CUST. TOT-PANHANDLE EASTE	3.30	2.58	3.30	.820				.550				.270					0013286
1153		.PENN CONTROLS GOSHEN IN	1.00	.610	1.00	1.18		.590					.586						1006140
1153		.PENNWALT CORP WYANDOTTE MI	5.00	6.39	5.00	4.70	1.77				1.76					1.17			1006157
1333		PENNWALT CORP TACOMA WA	.600	.610	.600	1.20		.610									.586		0013322
		PARENT CUST. TOT-PENNWALT CORP P	5.60	7.00	5.60	5.90	1.77	.61			1.76					1.17	.59		1006163
1988		.PETROLEUM DIST CO HOUSTON TX	200	230	200	78.4		39.7			39.7								0009375
1988		PETROLEUM DIST CO ODESSA TX		5.10		38.4									38.4				0022939
		PARENT CUST. TOT-PETROLEUM DIST.	200	235	200	117		39.7			39.7				38.4				0009375
1133		.PEVELY DAIRY ST LOUIS MO	.300	.335	.300	.434	.110				.108		.108					.108	1006219
1133		.PFIZER INC TERRE HAUTE IN	6.00	5.94	6.00	11.2	1.18	1.18	1.77	.59		.59	1.17	1.17	.59	1.17	.59	1.17	1006226

-IN THOUSANDS OF POUNDS AND DOLLARS-

PA CODE	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 / MAN.GRP.CD.
		PYCRAUL AC-A															017	40A	6756-000-1
1974		-PHILLIPS PETROLEUM CO SMACK AK				.108							.108						00252441
1133		PHILLIPS PET STAMPS ARK				1.17									1.17				00[illegible]664
1133		PHILLIPS PET ST JOSEPH LA				.110								.110					00[illegible]068
1974		PHILLIPS PET BARTLESVILLE OK	2.50	3.66	2.50														10062659
1133		PHILLIPS PET SPARTANBURG SC				.108											.108		00270288
1968		PHILLIPS PET BARGER TX	4.00	3.58	4.00	4.12	2.36										1.76		10062675
1968		PHILLIPS PETROLEUM ETTER TX		2.36		5.89		2.36				1.76			1.77				10062683
1968		PHILLIPS PRO BORGER TX				2.34								2.34					00133787
		PARENT CUST. TOT-PHILLIPS PET DA	6.50	9.60	6.50	13.9	2.36	2.36				1.76	.11	2.45	2.94		1.87		10062659
1178		-CHARMIN PAPER MEHOOPANY PA	1.00	.839	1.00	3.52		1.18			1.17							1.17	00162559
1234		CHARMIN PAPER GREEN BAY WISC	3.00	2.98	3.00	1.76				1.17								.59	00216127
1039		PROCTER-GAMBLE LONG BEACH CA	.700	.590	.700	1.18					.590						.586		10064716
1166		PROCTER GAMBLE SACRAMENTO CAL	4.00	1.33	4.00	.586								.586					00134740
1122		PROCTER - GAMBLE AUGUSTA GA	.500	.702	.500	.982	.110		.110		.108		.324			.330			00151718
1134		PROCTER AND GAMBLE CHI IL	2.00	2.40	2.00	1.18			.590					.586					10064724
1133		PROCTER-GAMBLE KAN CITY KS	.700	1.20	.700	1.18		.590						.586					10064740
1270		PROCTER AND GAMBLE QUINCY MA	1.50	1.28	1.50														10064759
1230		PROCTER GAMBLE BALTIMORE MD	1.50	1.22	1.50	1.20		.610							.586				00037521
1133		PROCTER AND GAMBLE ST LOUIS MO	1.50	1.22	1.50	1.77	1.18											.59	00158334
1230		PROCTER AND GAMB STATEN IS NY	2.00	2.44	2.00	3.55		.61	1.18					.59		.59		.59	10064791
1178		PROCTER AND GAMBLE CINN OH	12.0	1.77															10064767
1178		PROCTER-GAMB ST BERNARD OH	1.50	1.22	1.50	3.52				1.18					1.17		1.17		10064783
		PARENT CUST. TOT-PROCTER AND GAM	31.9	19.3	19.9	20.4	1.29	2.99	1.88	2.35	1.87		.32	2.34	1.76	.92	1.76	2.93	10064767
1974		-RALSTON PURINA SPRINGDAL AR		.220		.220		.220											10066153
1230		RALSTON PURINA WILMINGTON DE				.108											.108		10066093
1932		RALSTON PURINA GAINESVILLE GA		.110		.108								.108					10066059
1932		RALSTON PURINA MACON GA		.220															10066077
1133		RALSTN PURINA DAVENPORT IA	1.00	1.20	1.00	1.17						.586					.586		10066123
1030		RALSTON PURINA POCATLO ID	.400	.338	.400	.108								.108					10066195
1153		RALSTON PURINA BATTLE CR MI	1.00	1.11	1.00	1.18		.590								.586			10066204
1134		RALSTON PURINA CO MINNEAPO MN	.500	.226	.500	.218				.218									00135224
1974		RALSTON PURINA JACKSON MS				.216										.216			00135208
1133		RALSTON PURINA GRANT NJ	.500	.339	.500	.272				.272									00135216
1032		RALSTON PURINA WILSON NC	.200	.170	.200	.323	.112						.108					.108	00135232
1178		RALSTON PURINA CIRCLEVL OHIO				.110			.110										10066182
1178		RALSTON PURINA CIN OHIO	1.00	1.92	1.00	.586												.586	10066220
1234		RALSTON PURINA MEM MEMPHIS TN		.275															00135170
1230		RALSTON PURINA RICHMO VA	.200	.226	.200														10066131
		PARENT CUST. TOT-RALSTON PURINA	4.80	6.36	4.80	4.62	.112	.810	.110	.490		.586	.108	.216		.802	.694	.694	10066107
1230		-THATCHER GLASS MFG ELMIRA NY	1.00	1.79	1.00	1.77	.59		1.18										00151858

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	S.S. PER	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. ID / MAIN-GEOLOG
		PYDRAUL AC-A															01740A		6756-000-1
1839		THATCHER GLASS MFG SAUGUS CA	6.00	3.03	6.00	8.22					.59		.59		2.35	1.17	1.17	2.34	10079659
		PARENT CUST. TOT-REXALL DRUG LOS	7.00	4.82	7.00	9.99	.59		1.18		.59		.59		2.35	1.17	1.17	2.34	00045591
1839		.REYNOLDS ELECT LAS VEGAS NV	20.0																00207721
1934		.CHERRY BURRELL CEDAR RAPIDS IA		.590		.586						.586							00150835
1932		.ROHM - HAAS FAYETTEVILLE NC	.200	.225	.200														10068851
1933		.ROHMOS - STEWART MARION KS	.150	.110	.150														10069491
1974		.SOLBA HOT SPRINGDALE AR				.110					.110								00255211
1939		.SELOX CHATTANOOGA TN	13.0		13.0														00247472
1969		.SHELL OIL SHERIDAN TX				.694				.586								.108	00137770
1939		.SIGNAL OIL & GAS HUNTINGT CA	.120	.113	.120														00137936
1933		.SMITH - LOVELESS LENEXA KS				.110	.110												10072650
1839		.SOUTHERN CALIF EDI REDONDO CA	1.50	.590	1.50	2.26				1.18						1.08			00138479
1956		.CHEVRON CHEM RICHMOND CALIF		.590		.586										.586			10016290
1939		CHEVRON OIL SALT LAKE CITY UT	5.00	4.27	5.00	5.87			1.77				1.76				2.34		10016320
1939		STANDARD OIL E WHITTIER CALIF	.700	.658	.700														00142109
1933		STD OIL LA HABRA CA	.700	.610	.700														00138940
1956		STAND OIL CALIF SAN FRAN CA		.113															00046906
		PARENT CUST. TOT-STAND OIL CALIF	6.40	6.24	6.40	6.46			1.77				1.76			.59	2.34		00046906
1974		.AMERICAN OIL CO ELDORADO ARK	48.0																10004675
1933		AMERICAN OIL CO ROOD RIVER IL	10.0																10004683
1934		AMERICAN OIL CO WHITING IND	27.5	9.76															10004691
1934		AMOCO CHEM JOLIET ILL	2.00	1.22	2.00														10005248
1939		PAN AM PET CRP POWELL WY	1.30	2.44	1.30														00132756
		PARENT CUST. TOT-STANDARD OIL OF	98.0	13.4	3.30														00046965
1960		.SUN OIL CO HOUSTON TX	120																00238236
1956		SUN OIL CO SNYDER TX				1.18	1.18												10077036
		PARENT CUST. TOT-SUN OIL CORP PH	120			1.18	1.18												00046663
1953		.SWEDISH CRUCIBLE DETROIT MI	3.30	3.53	3.30	1.18		.590			.586								10077303
1956		.TEXAS EASTERN TRAN JACKSON LA				.108												.108	10079209
1968		TEXAS EASTERN TRANS LAMBERT NJ				.586									.586				00263789
1968		TEXAS EASTERN TRNSMSN BALLY PA				.272			.272										00220477
1968		TEXAS EAST TRANS CRESSON PA				.586										.586			00266191
		PARENT CUST. TOT-TEXAS EAST TRAN				1.55			.272						.586	.586		.108	00048186
1978		.TECHNICAL REVEL CO DAYTON OH		.223		.379			.109	.108								.162	00224391

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ORGANIC DIVISION SPECIALTY PRODUCTS
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FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

SIC	SIC	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.ID / MAR.GRO.GR.
		PYGRAUL AC-A																	
1300		•TENNECO INC HOUSTON TX	30.0														017	0A	6756-000-1
1221		TENN GAS PIPE LINE NASSAU NY	•500	•610	•500														10078504
1968		TENN GAS TRANS CARROLLTON CH				•586													10078555
		PARENT CUST. TOT-TENNECO INC HOU	30.5	•610	•500	•586										•586			10078741
1969		•TRANSCON GAS GILLIS LA														•586			10078504
1122		•UNIVERSAL MATCH ST LOUIS MO	•400	•335	•400	•055		•055											00141119
1836		•COLLIER CARBON SEATTLE WA		•170		•108											•108		10085551
1832		UNION OIL PORLAND OR				•110							•110						00234451
1839		UNION OIL COALINGA CA				1.18									1.18				10082323
1839		UNION OIL CASTAIC CALIF				•170		•170											00141934
1839		UNION OIL ROUES CALIF	6.00	6.17	6.00	5.35	1.18	•65		1.18				1.17			1.17		10082110
1839		UNION OIL SANTA MARIA CALIF	2.00	1.20	2.00	•590						•590							10082153
1839		UNION OIL WILMINGTON CALIF	30.0	33.1	30.0	21.8					4.13		5.90		5.90			5.86	10082161
1839		UNION OIL CO OF DENVER		•291															10082188
1839		UNION OIL CO FORT MADISON CO				•162													10082315
1839		UNION OIL OF CALIF MOAB UT		•110										•162					00263737
		PARENT CUST. TOT-UNION OIL CO LO	38.0	41.0	38.0	29.4	1.18	•82		1.18	4.13	•59	6.01	1.33	7.08		1.17	5.86	00155470
1960		•UNION TEXAS PETRLM HAUGHTON LA																	00047155
1973		•UNION TEXAS PETRLM LAUGHTON LA				•162													
1900		•PRATT & WHITNEY UNITED FL	17.0	•610	17.0	•165					•165							•162	00272469
1839		•UNITED CONSTRUCTIO WESTRINS CA				1.77					1.77								00255900
1670		•U S A F WRIGHT PATTERSON OHIO		•590		•590			•590										00134554
1133		•USS AGRI-CHEM CRYSTAL CITY MO	18.0																00142320
1133		U S STEEL LORAIN OH	3.00	2.42	3.00	1.18		•590		•590			•586	•586	•586	•590			10003907
1131		U S STEEL CORP DUQUESNE PA		•170															00206351
1131		U S STEEL HOMESTEAD PA	6.10	11.9	6.10	14.7	2.95					2.93			5.86			2.93	10057027
1131		UNITED STA STE MCKEES ROCKS PA	2.00																00079131
1131		U S STEEL RANKIN PA	2.00																10085349
		PARENT CUST. TOT-UNITED STATES S	31.1	14.5	9.10	15.8	2.95	•59		•59		2.93	•59	•59	6.45	•59		2.93	00215864
1922		•VELSICOL CHEM CHATTANOOGA TN	1.00	2.38	1.00	1.17													10085403
1131		•WEST PENN POWER SPNGDALE PA	30.0	1.79	2.00	1.18			1.16	1.18		1.17							00047724
1123		•WESTERN TEXTILE ST LOUIS MO				•110				•110					•59			•59	10086434
1131		•WESTINGHOUSE AT WILMERDING PA	3.00		3.00														10086496
1121		•WESTVACO CORP WELLSBURG WV		•338		•435	•110		•109			•108			•108				10089042
																			10089115
																			00158194

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PG	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES YR.A. FOR CURR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MARGIN ID
		PYDRAUL AC-A WINTER GRADE															01769A		6757-000
1124		.ANCHOR COUPLING CO LIBERTYV IL				.052							.052						0010966
1139		.ATLANTIC RICHFIELD HUNTINGTON CA				6.76										3.38		3.38	0025125
1135		.BELRIDGE OIL CO MCKITTRICK CA				8.45									2.82		5.63		1000913
1535		.BOEING CO RENT WASHINGTON		.563		.563											.563		0015717
1834		BOEING CO SO SEATTLE WASH				1.13					.563			.563					0004580
		PARENT CUST. TOT-BOEING CO SC SE		.563		1.69					.563			.563			.563		0004580
1121		.COLUMBIA GAS GLENVILLE WV				.106	.106												0017093
1153		COLUMBIA GAS KENOVA WV		.585		.563												.563	1008344
1131		COLUMBIA GAS ST ALBANS WV		.054															0017736
		PARENT CUST. TOT-COLUMBIA GAS NY		.639		.669	.106											.563	0004746
1135		.DIVERS EQUIPMENT KANSAS C MO		.112															0011647
1968		.DRESSER MAGCOBAR CLOVERDA CA	10.0	6.44	10.0	3.96	2.27				1.69								0011674
1139		DRESSER MAGCOBAR HUNTINGTON CA				1.69	.503			.054			.563	.563					0024071
		PARENT CUST. TOT-DRESSER INDUSTR	10.0	6.44	10.0	5.65	2.78			.05	1.69		.56	.56					1002312
1839		.GLASS CONTAINER LA CALIF		.610															1003371
1974		.J H P AIR CO VIAN OKLA				.053		.053											0024439
1939		.NORTHLAND RESOURCES RANGELY CO				.563									.563				0026473
1230		.OWENS ILLINOIS BRIDGETON NJ		3.51		2.82											.56	2.25	0021220
1958		.PETROLEUX DIST CO HOUSTON TX	10.0	12.3	10.0														0009375
1932		.PONKA DRILL PROD RANGELY COLO		.799															0015773
1932		.RALSTON PURINA GUNTERSVL AL				.563										.563			1006621
1968		.TENN GAS TRANS CARROLLTON CH		.585															1007874
1968		.UNION OIL CLOVERDALE CA				5.03		5.03											0025055
		TOTAL PRODUCT * * * * * * * LB	20.0	25.5	20.0	32.3	2.83	5.68		.05	2.25		.62	1.13	3.38	3.94	6.76	6.19	6757-000
		PYDRAUL 60-PYDRAUL 10E															00329A		6735-100
1134		.ALUMINUM CO RIVERDALE IA	7.00	7.92	7.00	3.91					.98				1.96		.98		1000281
1136		ALUMINUM CO LAFAYETTE IN	9.00	9.98	9.00	15.6				.98		1.96			5.38	2.45		4.89	1000279
1133		ALUMINUM CO WARRICK IN	80.0	2.97	1.49	3.94	.99	.99										1.96	1000279
1958		ALUMINUM CO POINT COMFORT TX	8.00	3.98	8.00	1.97			.990							.978			1000290
1958		ALUMINUM CO ROCKDALE TX	2.50	4.95	2.50														1000291
1968		ALUMINUM CO SANDOW TX	7.00	13.9	7.00	18.7	2.97	1.49	1.49		1.47	1.49	.99	.99	.99	2.45		4.40	1000292
		PARENT CUST. TOT-ALUMINUM CO OF	114	43.6	35.0	44.2	4.0	2.5	2.5	1.0	2.4	3.4	1.0	1.0	8.3	5.9	1.0	11.2	0004505
1124		.ANCHOR COUPLING CO LIBERTYV IL				.045							.045						0010966
1124		.ARGONNE MALT LABS ARGONNE ILL				7.82									4.89	2.93			0016123

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.C.	SS PT	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST'D/ MAR.GRO
		PYDRAUL 60-PYDRAUL ICE																	
1932		.ARO INC ARNOLD AFB STA TN															00329A		6735-10
1[illegible]		.CHEROLA MFG CO HOUSTON TX		1.49															
1138		.GARDNER DENVER CO CLEVELAND OH		.092															100656
1266		.GLOBAL SUPPLY HOUSTON TX				.180													100152
1229		.MARINE PURCHASING BEAUMONT TX				2.97												.180	002727
1139		.REPUBLIC STEEL CORP CLEVE OH		.092											2.97				002198
1235		.REYNOLDS METALS RICHMOND VA	2.00	.990	2.00	1.47													001835
1[illegible]		.RUCKER CNTRL SYS BEAUMONT TX	1.00	.495	1.00					1.47									100674
1234		.SARGENT IND HUNTINGTON PK CA		2.48															100677
1836		.UNITED STATES STEEL GENEVA UT				.091													002409
						4.95	4.95						.091						100708
		TOTAL PRODUCT * * * * * * * LB	117	49.2	38.0	61.7	8.9	2.5	2.5	2.4	2.4	3.4	1.1	1.0	16.2	8.8	1.0	11.4	001582
																			6735-10
		PYDRAUL 280																	
1932		.TENN EASTMAN KINGSPORT TENN		.300													00653A		4596-28
		TOTAL PRODUCT * * * * * * * LB		.300															100785
																			4596-28
		PYDRAUL 625-A																	
1839		.AIR EQUIP-DRILL BAKERSFIELD CA				1.19	.595					.595					01685A		4594-62
1932		.ALABAMA OXYGEN BESSEMER AL	30.0	30.6	30.0	52.8	5.95	5.95		5.92	5.92	5.92	5.92	5.75		5.75	5.75		002254
1230		.ALCO MACHY & SUPPLY NYC NY				.110									.110				100317
1834		.LOUIS ALLIS CO MILWAUKEE WIS	2.50	2.46	2.50														002640
1230		.ALCOA CASTINGS EDISON NJ		.616															050824
1[illegible]		ALUMINUM CO LAFAYETTE IN	1.00	1.21	1.00	.595				1.79	1.19								001975
1275		ALUMINUM CO MASSENA NY	20.0	20.3	20.0	25.1			7.1				4.1			13.8			100027
1232		ALUMINUM CO ALCOA TN	25.0	.532	18.5	5.19								2.88	.02			2.30	100028
		PARENT CUST. TOT-ALUMINUM CO OF	46.0	22.7	39.5	30.9			7.1	1.8	1.2		4.1	2.9		13.8		2.3	100028
1134		.ANCHOR COUPLING CO LIBERTYV IL				.055							.055						006450
1839		.ATLANTIC RICHFIELD NEWCASTLE CA				14.2			7.14			3.57		3.45					001096
1239		ATLANTIC RICHFIELD TUPMAN CA	10.0	7.39	10.0	5.24					1.79							3.45	002512
		PARENT CUST. TOT-ATLANTIC RICHFI	10.0	7.39	10.0	19.4			7.14		1.79	3.57		3.45				3.45	001165
1136		.CADDER DIE CAST MILWAUKEE WI		2.38															100071
1[illegible]		.BIG THREE GAS HOUSTON TX	110		40.0														100079
1133		.CENTURY ELEC ST LOUIS MO	70.0	62.5	70.0	76.5	7.9		7.7	1.8	7.7	5.9	11.2	7.7	3.5	5.8	10.4	6.9	002213
1932		CENTURY ELEC HUMBOLDT TN	4.00	5.48	4.00	5.36		1.86				1.78					1.73	-	100151
1932		CENTURY ELEC MONINNVL TX	7.00	6.16	7.00														001372
		PARENT CUST. TOT-CENTURY ELEC ST	81.0	74.2	81.0	81.8	7.9	1.9	7.7	1.8	7.7	7.7	11.2	7.7	3.5	5.8	12.1	6.9	100151
																			100151

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CUTR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID MAP CRD
	PYDRAUL 625-A															01655A		4594-52
1277	.SALEM PLASTICS - CHEM SALEM MA		2.46															100725
1263	.COLUMBIA GAS CHARLES WV				1.18										1.18			000402
1231	COLUMBIA GAS CLENDENIN W VA		.595															002437
	PARENT CUST. TOT-COLUMBIA GAS NY		.595		1.18										1.18			000474
1423	.DELTA AIRLINES MIAMI FLA	6.00																100214
1218	.E I DU PONT DE NEMO ORANGE TX	100																100240
1432	.TENN EASTMAN KINGSPORT TENN		.114															100785
1434	.GREAT WEST SUG CO JOHNSTOWN CO				.114			.114										002527
1246	.HARVEY ALUMINUM DALLAS OREGON	1.00	1.23	1.00	.575									.575				100575
1252	.ITT RAYONIER INC HOQUIAM WA				.055									.055				031261
1274	.J M P AIR CO VIAN OKLA				.114	.114												002443
1121	.REYNOLD METALS MONROEVILLE PA		.616															002336
1423	.MARATHON OIL CO BELTON MO	7.00																100439
1432	.SS MARSHALL FLT CNTR HUNTSV AL				8.91								6.51			2.30		002617
1434	.MOBIL OIL BELRIDGE CA	15.0	18.2	15.0	7.02							3.57			3.45			100539
1435	MOBIL OIL DIV LOS ANGELES CA	40.0	29.3	40.0	14.3	3.57	3.57		7.14									100540
1439	MOBIL OIL LOST HILLS CA	15.0	12.9	15.0	11.6		1.79		2.98				3.55				3.45	100540
1465	MOBIL OIL MARIPOSA CA				20.1						7.14		3.55	3.45	7.10		6.90	100539
1466	MOBIL OIL SAN ARDO CA	4.00	4.80	4.00	2.98				2.98									100540
	PARENT CUST. TOT-MOBIL OIL CORP	74.0	65.2	74.0	64.2	3.6	5.4		13.1		7.1	3.6	7.1	3.5	10.6		10.4	100543
1133	.PANHANDLE EASTERN PIPE LINE KS				.275								.275					001328
1968	.PETROLEUM DISTRIBUT JOPPA IL				.550									.550				002653
1968	PETROLEUM DIST CO HOUSTON TX	15.0			.285		.285											000937
	PARENT CUST. TOT-PETROLEUM DIST	15.0			.835		.285							.550				000937
1124	.NORTHWEST PAP CLOQUET MN		.114		.279	.114							.165					100584
1258	.PRATT & WHITNEY E HARTFORD CT				.340									11.8		11.5		002615
1123	.PROCTER-GAMBLE KAN CITY KS		.228		.102		.102											100647
1123	PROCTER AND GAMBLE ST LOUIS MO		.616															001585
	PARENT CUST. TOT-PROCTER AND GAM		.844		.102		.102											100647
1133	.PROCTOR PRODUCTS ST LOUIS MO		.114															001705
1230	.READING TUBE READING PA	4.00	3.70	4.00														100666
1232	.STD OIL INGLEWOOD CA	10.0	1.23	2.00														001389
1439	STANDARD OIL LOS ANG CALIF				.575										.575			001502
	PARENT CUST. TOT-STAND OIL CALIF	10.0	1.23	2.00	.575										.575			000469

81131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SSI CD	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/ MARGIN
		PYDRAUL 625-A																	
1133		• PAN AM PET KIMBALL NEB	60.0	41.1	60.0												01685A		4594-626
1839		•UNION PACIFIC RR COMMERCE CA		.099															1006044
1230		•VATL AERONAUTICS HAMPTON VA				2.88													0023424
1932		TENNESSE VALLEY TUSCUMBIA ALA	3.00	4.84	3.00	2.30								2.30				2.88	0026339
1178		TENNESSEE VALLEY DRAKESBORO KY		19.5		18.6		7.1								11.5			0018054
1933		TENN VALLEY AUTHOR CHATTANO TN				7.10							7.10						0016445
1932		TENN VALLEY AUTHOR MEMPHIS TEN	30.0	9.14	30.0	8.26		2.38		2.38			1.78		1.73				0014027
1933		U S A F SEC HUNTSVILLE ALABAMA	4.00	3.08	4.00														0016641
1178		U S A F WRIGHT PATTERSON OHIO	.225	.171	.225	.275			.275										1008462
1932		U S GOVT ORDN HUNTSVILLE ALA	6.00	6.00	6.00	4.76	2.38	2.38											1008290
		PARENT CUST. TOT-U S GOVT WASHIN	43.2	42.7	43.2	44.2	2.4	11.9	.3	2.4			8.9	2.3	1.7	11.5		2.9	1008472
1230		•WESTINGHOUSE PHILADELPHIA PA				.114				.114									1008473
		TOTAL PRODUCT * * * * * * * LB	600	300	387	308	20.7	25.5	22.4	25.1	14.2	24.9	33.8	36.1	21.8	49.1	8.6	25.9	1008972
		20 TOT MAJOR MISCELLANEOUS LB	2299	1001	1156	903	73	118	47	49	122	49	50	61	122	81	33	98	4594-626
		ALL TOT SUB-CL FIRST GEN PYDRA LB	8047	5757	5879	5346	451	518	405	562	438	400	460	431	523	430	333	396	
		PYDRAUL 312																	
1833		•A & A DIE CAST LOS ANGELES CA	45.0		15.0												00693A		6760-312
1178		•ABEX CORP COLUMBUS OHIO		.054															0019606
1232		•ACADEMY DIE CASTING EDISON N J	15.0	13.0	15.0	3.00		1.00	2.00										0008872
1832		•ACME MACHINE WORKS SPOKANE WA	.600	.500	.600														0018336
1230		•ACTION MFG CO PHILADELPHIA PA	3.00	2.50	3.00														0023491
1153		•ADAMS CARLIDE DEARBORN HTS MI		.500															0021524
1135		•AETNA-STANDARD ELLWOOD CITY PA		1.00															1000068
1133		•AIRPATH INSTRU BRIDGETON MO	1.00		1.00														0022904
1133		•AIRTEX INC FAIRFIELD ILLINOIS	5.00	5.00	5.00														1000161
1829		•AJAX HR MFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00			2.00										0022145
1270		•ALLEGHENY LUDLUM W BOSTON MA	80.0																0023024
1131		ALLEGHENY LUDLUM BRACKENRIDGE PA	100		10.0														0010769
1131		ALLEGHENY LUDLUM DUNKIRK NY	30.0		15.0														0016540
1839		ARNOLD ENGINEER FULLERTON CA	.500	.323	.500	.093					.093								0024724
		PARENT CUST. TOT-ALLEGHENY LUDLU	211	.323	25.5	.093					.093								0011012
1835		•ALLOY DIE CASTING BUENA PK CAL	30.0	2.50	30.0														0004669
																			0018756

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MASTER CODE
		PYDRAUL 312															00693A		6760-312-1
1230		.ALPHA INC LOGANSPORT IN	9.00	7.50	9.00	2.00	2.00												00108154
1273		.ALCAN ALUMINUM CORP OSWEGO NY	70.0	42.5	50.0														00143199
1134		.ALUMINUM FORGE SANTA ANA CALIF		6.50															00148156
1035		.ABBOTT IND GLENDALE CA	3.00	2.00	3.00	1.50	.500		.500	.500									10003059
1034		.AMERICAN ALUM WEBSTER CITY IA	4.00	2.50	4.00														00161358
1035		.AMERICAN BRASS CO BUFFALO NY	4.00																00247219
1132		.AMERICAN CYANAMID SAVANNAH GA		.270															00150398
1234		.AMERICAN PORTABLE EUGENE OR	25.0	13.5	25.0														10014037
1170		.AMERICAN STANDARD LOUISVILL KY	50.0																10005019
1131		AMERICAN STANDARD BUFFALO NY	6.00																00247235
		PARENT CUST. TOT-AMER STANDARD I	56.0																00047733
1178		.WESTERN ELEC IND IND	100	32.5	35.0	7.50		7.50											10008798
1234		.AMEROCK CORP ROCKFORD IL	75.0	45.0	75.0	7.50		7.50											00107517
1039		.AMERON STEEL ETIWANDA CA	60.0	29.0	60.0	10.5				5.00		5.50							00196142
1133		.ANACONDA ALUM TERRE HAUTE IN	15.0	18.5	7.00	10.0	5.00					5.00							10003396
1034		.ANSEN AUTOMOTIVE GARDENA CA	6.00	4.00	6.00														00156614
1230		.ARMCO STEEL BALTIMORE MD	75.0		25.0														00229429
1178		ARMCO STEEL MIDDLETOWN OH	110	143	110	44.0		20.0	24.0										10006228
1121		ARMCO STEEL AMBRIDGE PA	46.0	37.5	46.0														10006252
1131		ARMCO STEEL BUTLER PA	80.0	9.93	40.0	2.50		2.50						2.50	2.50				10006260
1130		POLLAK STEEL CO MARION OH	40.0	20.0	40.0	10.0	5.00		5.00										00231878
		PARENT CUST. TOT-ARMCO STEEL MID	351	210	261	56.5	5.0	22.5	29.0					2.5	2.5				10006228
1134		.ARROW ACME WEBSTER CITY IA	3.00	4.50	3.00	1.00			.500	.500									10006635
1139		.ARROW ALUM CAST AVON LAKE OH	3.00	2.00	3.00														10006643
1128		ARROW ALUM CAST CLEVELAND OH	5.00	7.50	5.00														10006651
		PARENT CUST. TOT-ARROW ALUM CAST	8.00	9.00	8.00														10006651
1132		.ATHENS UTL CO ATHENS TN	4.00	5.00	4.00														00187100
1153		.ATLANTIC DIECASTING DETROIT MI	1.50	1.00	1.50														10007135
1124		.ATLANTIC STEEL CO ATLANTA GA	10.0																10007232
1178		.ATLAS DIE CAST GERMANTOWN OHIO	90.0																00148121
1153		.AUBURN DIE CAST AUBURN MI	30.0																00247073
1131		.BABCOCK & WILCOX BEAVER FLS PA	100		10.0														10007917
1134		.BADGER DIE CAST MILWAUKEE WI	15.0	12.0	15.0														10007941
1133		.BALLMAN ENGRG WASHINGTON MO	1.50	1.00	1.50														00094331
1124		.BARBER-COLMAN CO ROCKFORD IL	7.00	1.00	7.00														10008223
1139		.BASIC ALUM CAST CLEVELAND OH	36.0	31.5	36.0	7.50	2.50		5.00										10006409
1134		.BASO PROD DIV PENN WATERTWN WI	8.00	6.50	8.00														00222259
1134		.BEARDSLEY PIPER DIV CHGO IL	1.00	3.00	1.00	2.50			2.50										10009603

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	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. ID./ MAN.-GED-SP.
		PYDRAUL 312															00693A		6760-312-1
1178		.BECDEN CORP RICHMOND IND	[illegible]	[illegible]															[illegible]
[illegible]		[illegible] & HOWELL CO CHICAGO IL	35.0	30.0	35.0	10.0	5.00	5.00											[illegible]
1230		.BETHLEHEM STEEL STEELTON PA	100	50.0	70.0														00172035
1232		.BETHLEHEM STEEL BURNS HA IN	500	20.0	270														[illegible]
1230		BETHLEHEM STEEL SPARROWS PT MD	100		10.0														00171352
1230		BETHLEHEM STEEL BETHLEHEM PA	25.0		10.0														10009583
1231		BETHLEHEM STEEL JOHNSTOWN PA	20.0		5.00														00232335
		PARENT CUST. TOT-BETHLEHEM STEEL	785	70.0	365														00045578
1836		.BOEING CO SO SEATTLE WASH	100																00045602
1153		[illegible] MICHIGAN	1200	11.00	1.00	12.00													00161586
1178		[illegible] NEW CASTLE IND	150.0		20.0														00185387
1231		.BRAEBURN STEEL BRAEBURN PA	4.00																00247227
1178		[illegible] BRASS INDIANAPOLIS IN	[illegible]		20.0														00246955
1134		[illegible] STRATTON MILWAUKEE WI	[illegible]	196	238	48.0		24.0	[illegible]										[illegible]
1178		BRUSH BERYLLIUM CLEVELAND OH	[illegible]	2.50	2.25								1.50						10012147
1536		BRUSH BERYLLIUM ELMORE OHIO	5.00			1.50													00151116
		PARENT CUST. TOT-BRUSH BERYLLIUM	7.25	2.50	2.25	1.50							1.50						10012147
1169		[illegible] MACHINERY CO HOLLAND MI	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
1178		.BUCKEYE STEEL CAST COLUMBUS OH	40.0	35.00	40.0														[illegible]
1134		BUDD CO GARY IND	42.0	30.0	42.0	5.00	5.00												10012325
1153		BUDD CO DETROIT MI	45.0	45.0	45.0	10.0		10.0											[illegible]
1232		BUDD CO FORT WASHINGTON PA				.500							.500						10012260
1230		BUDD CO PHILADELPHIA PA	60.0	50.5	60.0	17.5	7.5		10.0										10012287
		PARENT CUST. TOT-BUDD CO PHILA P	147	129	147	33.0	12.5	10.0	10.0				.5						10012287
1168		.C & H DIE CASTING TEMPLE TX	8.00	4.00	8.00														00241768
1168		.CAMERON IRON WORKS HOUSTON TX	30.0		30.0														10013257
1152		[illegible] INC CLARKSON MI		1.00															00143359
1153		[illegible] BREWSKY CLEVELAND OHIO		1900															00187173
1230		.CARPENTER TECHNOLOGY READING PA	18.0	13.0	9.00	5.00			5.00										00231207
1230		CARPENTER STEEL BRIDGEPORT CT	14.0		7.00														10014174
		PARENT CUST. TOT-CARPENTER TECHN	32.0	13.0	16.0	5.00			5.00										00231207
1122		.CARTER CARBURETOR ST LOUIS MO	210	160	210	27.2	13.2	13.9											10014253
1120		.CASH AND CORP BENEDIA NY		.500															00225525
1153		[illegible] HORICON HORICON WI	[illegible]	[illegible]		100.0	[illegible]	[illegible]	[illegible]	[illegible]									00177679
1153		CAST FORGE HOWELL MI	60.0	62.5	60.0	15.0	5.00	5.00	5.00										00214000
		PARENT CUST. TOT-CAST FORGE CO L	60.0	62.5	60.0	25.0	5.0	5.0	5.0	10.0									00088917

-IN THOUSANDS OF POUNDS AND DOLLARS-

V.O.	MS CODE	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./ MAP GEO GP.
		PYDRAUL 312															00693A		6760-312-
1136		.CATCHING ENGINEER LOCKPORT IL		.500															00243280
1134		.CATERPILLAR TR NAPLETON ILL	.170	.132	.170	48.0	24.0	24.0											00162531
1232		.CELANESE PLAS CLARK NJ		.046															10014794
1134		.CENTRAL DIECASTING CHGO IL	40.0	25.0	40.0	10.0	5.00	5.00											10014948
1133		.CENTRAL DIECASTING CLEVELAND OH	32.0																00113409
		PARENT CUST. TOT-CENTRAL DIECAST	72.0	25.0	40.0	10.0	5.00	5.00											10014948
1133		.CENTURY ELEC ST LOUIS MO	8.00	9.00	8.00	7.50		6.00	1.50										10015162
1065		.CERRO CORP - BRASS NEWARK CA	.600	.500	.600	1.00					.500		.500						10015227
1131		CERRO CORP BELLEFONTE PA	50.0		10.0														00188371
		PARENT CUST. TOT-CERRO CORP BELL	50.0	.500	10.0	1.00					.500		.500						00188391
1539		.W L CHAPMAN CITY OF INDSTRY CA	40.0		20.0														00220022
1134		.CHEM-CONTCO EDEN PRAIRIE MINN	2.70	1.500	2.70	.500		.500											10015456
1135		.CHASE MFG DOUGLAS MI	36.0		10.0														00182117
1134		.CHICAGO MET METAL CA CHICAGO IL	10.0																00143135
1170		.CINCINNATI SHAPER WHITEWATER		2.50															00116478
1133		.CLARCE CO GARDNER MASS	.750	.500	.750														00225375
1135		.CLEVELAND TOOL PRINTING CLEVELAND	1.00		1.00														[illegible]
1135		.CLEVITE CORP CALDWELL OH	1.00	2.50	1.00														00182605
1135		.ASM BRAKES CAST CLOVERDALE CA	12.0	11.0	12.0	3.00	1.00		2.00										00153761
1134		.JAMES B COON & SN DENSENVL IL	6.00																00339941
1138		.COUS PRODUCTS CLEVELAND OHIO	11.0	12.5	11.0	2.50			2.50										10054974
1839		.COMMERCIAL DIE CASTING LA CA	10.0																00114782
1133		.COMMODITY STEEL PRO DETROIT MI		.500															00230723
1933		.CONSOL ALUMINUM JACKSON TN				8.00			8.00										10018455
1932		CONSOL ALUMINUM NW JOHNSVL TN	85.0	62.5	85.0	25.0	10.0	10.0					5.0						10018463
		PARENT CUST. TOT-CONSOL ALUMINUM	85.0	62.5	85.0	33.0	10.0	10.0	8.0				5.0						10018455
1839		.CONTINENTAL CAN SANTA ANA CA		1.00															00242268
1134		.CONTINENTAL CAN ELK GROVE IL	.750	.500	.750	1.50													00239350
1230		CONTINENTAL CAN BALTIMORE MD	1.00	.732	1.00														00235385
1230		CONTINENTAL CAN MILLTOWN NJ	.300	.232	.300	1.00	.500		.500										00235318
1132		CONTINENTAL CAN CLEVELAND OHIO	.300	.232	.300	.460		.460											00235334
1988		CONTINENTAL CAN HOUSTON TX	.300	.730	.300	.684			.684										00235873
		PARENT CUST. TOT-CONTINENTAL CAN	2.65	3.43	2.65	3.64	2.00	.46	1.18										00046167
1135		CONTINENTAL STEEL KORUD OH	8.00	6.00	8.00	1.50													10019338

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		PYCRAUL 312															00693A		6760-312
1833		.COPPERWELD STEEL SHELBY OH	2.00	2.00	2.00														1001970
1839		.L R COX MANUFACTUR SANTA AN CA	5.00	3.50	5.00														0011540
1839		.CRANE CO CHICAGO IL		1.00															0023449
1839		.SOUTH CITY DIE CAST PASADEN CA	10.0																0019412
1273		.CRUCIBLE STEEL SYRACUSE NY	40.0		6.00														1002033
1832		CRUCIBLE STEEL MIDLAND PA	10.0		5.00														0023929
		PARENT CUST. TOT-CRUCIBLE STEEL	50.0		11.0														0004624
1839		.SHAYAPOGA INDUSTRIES CLEVE OH	2.00	.500	2.00														10022719
1374		.DAISY HEDDEN ROGERS AR	4.00	6.00	4.00	4.00	2.00			2.00									0011576
1574		.DALLAS DIE CASTING DALLAS TX	6.00	7.00	6.00	2.00		.500	.500	.500		.500							10020905
1870		.DANA CORP RICHMOND IN		1.50	2.00														0011549
1875		.DAYTON MALLEABLE IRON IRNTN OH	5.00	5.50	5.00	.500	.500												1002122
1143		G H R FOUNDRY DIV DAYTON OH		9.00	20.0	9.00	3.00	3.00	3.00										16030271
1839		.ALTA MOLD ALUM CEDARBURG WI	7.50	4.50	7.50	1.50	1.50												10051627
		PARENT CUST. TOT-DAYTON MALLEABL	32.5	19.0	32.5	11.0	5.00	3.00	3.00										00046604
1279		.DAYTON STEEL FDRY DAYTON OH	12.0																
1839		.JOHN DEERE MOLINE IL	100		2.00														00246971
1124		.DELAMAN MFG WEST DES MOINES IA	2.00	1.00	2.00														
1839		.DELMAR DIE CSTG CARDONA CALIF	1.00	1.00	1.00	.990				.500				.490					00231351
1239		.A P DESANTO & SONS READING PA		.500															00170054
1968		.DIAMOND METALS ALLOY HOUSTONTX	4.00	2.00	4.00														00227978
1639		.DIE CASTING PROD GARDENA CA	15.0																00116127
1853		.DIE CAST CORP JACKSON MI	80.0																00196134
1839		.DIECAST MFG SOUTH ELMONTE CA	5.00	2.00	5.00	.490									.490				00246685
1839		.DIX LINE CASKET MOND GALVA IL	[illegible]		[illegible]														00220116
1979		.DOW CHEMICAL CO CROSSETT AR	6.00	5.00	6.00														00162878
1979		DOW CHEMICAL RUSSELLVILLE ARK	15.0	20.0	15.0														00182729
1839		DOW CHEM TORRANCE CAL	2.00	4.50	2.00	3.00			3.00										10022843
1939		DOW CHEM CO ROCKY COL	7.50	5.00	7.50														10022959
		PARENT CUST. TOT-DOW CHEM MIDLAN	30.5	42.5	30.5	3.00			3.00										10022903
1839		.DOWN IND SERVICE YOUNGSTOWN OH		2.50															
1831		.DRESSER INDUSTRIES DEPEW NY	20.0		20.0														00246247
1839		.DRUMHELLER TOOL & DIE TUJUNGA	1.00	.500	1.00	.500			.500										00239305
1831		.DRYAD DIE CAST MANCHESTER KY	1.50	1.50	1.50														00234172
1979		.DUNCAN IND HARRISON ARKANSAS	10.0		10.0														10023270
1230		.E I DUPONT WILMINGTON DE		.139															00221430
1968		E I DUPONT NEMOURS STRANG TX	1.00	10.0	1.00	3.00					3.00								10023564
		PARENT CUST. TOT-E I DU PONT DE	1.00	10.1	1.00	3.00					3.00								10024072
																			10023557

C1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAR-GRP-G
HYDRAUL 312															00693A		6760-212
1933 .DUTTON LAINSON HASTINGS NEBR	1.00	.500	1.00														0015266
1932 .DYNAMIC FORGE CORP OXFORD NB	9.00	6.00	9.00	3.00	3.00												[illegible]
1932 .EAST CAROLINA STEEL DARLTON SC	30.0																0023925
[illegible] .EAST [illegible] EAST CHRLTN	1.50	1.00	1.50														[illegible]
1235 .EASTERN CASTINGS NEWBURGH NY	10.0		3.00														0023949
1235 .EASTLAND INDUST IN EASTLAND TX		2.50															0022367
1933 .EDGEWATER STEEL CO OAKMT PA	4.00																0024715
1939 .EL MONTE TOOL-DIE EL MONTE CA	30.0		15.0														0019615
[illegible] .ELANCO CORP [illegible] OH	1.00	1.00	1.00	[illegible]					.600								[illegible]
1932 .ELCO PRODS-MAPLAND BOSS LA CA	15.0	8.00	15.0														0021929
1234 .ELECTROLUX CORP HOLLAND MI		42.0															[illegible]
1230 ELECTROLUX OLD GREENWICH CT	45.0	52.5	45.0	7.50		7.50											1002581
1230 ELECTROLUX BRISTOL VA		4.50															0024591
PARENT CUST. TOT-ELECTROLUX OLD	45.0	69.0	45.0	7.50		7.50											1002581
[illegible] .ELLE-PARKER ELEC CLEVE OH				2.50	2.50												[illegible]
[illegible] .EMERSON ELECTRIC BASTIN KISSIM	6.00	2.50	6.00	2.00		2.00											0021630
1232 .EMPIRE DIE CASTING CLEVE OH	50.0	40.5	50.0	8.00	3.00	2.00	2.00	1.00									1002615
[illegible] .EMPIRE ADHESIVES N READING M		1.00															[illegible]
1836 .ESCO CORP PORTLAND OR				.500	.500												0024650
[illegible] .FARRELL CREEK ST SANDUSKY OHIO	1.50	1.00	1.50	1.00		1.00											[illegible]
[illegible] .FALE BROTHERS PLYMOUTH [illegible]	2.00	3.50	2.00														1002790
[illegible] .FEDERAL MOGUL NEW ALBANY IND	.500	.500	.500														[illegible]
1978 .FLORIDA STEEL INDIANTOWN FL	60.0	20.0	60.0														0022789
1978 FLORIDA STEEL TAMPA FL	130	181	130	51.0	30.0		6.0	15.0									1002876
PARENT CUST. TOT-FLORIDA STEEL T	190	201	190	51.0	30.0		6.0	15.0									1002876
1978 .UNIV OF SOUTH FLORIDA TAMPA FL		6.00															
[illegible] .FLUID CONTROLS INC MENTOR OHIO				.138			.138										0023395
[illegible] .FORD IRON FOUNDRY DEARBORN MICH	700	963	700	400	404	164	102										[illegible]
[illegible] .FORD MOTOR STEEL DEARBORN MICH				42.0				42.0									0021511
1121 FORD MOTOR BUFFALO NY	300		25.0														[illegible]
[illegible] .FORD MOTOR CO CLEVELAND OHIO	200		10.0														0015883
1932 FORD MOTOR NASHVILLE TN	8.00	11.0	8.00	2.50		2.50											0022160
PARENT CUST. TOT-FORD MOTOR DEAR	1208	974	743	445	154	166	82	42									1002902
1974 .FT SMITH IND FOUND FT SMITH AR	8.00	6.50	8.00														0011899
[illegible] .FT SMITH IND FOUND HOLLAND MI		5.00															00234664
1939 .FRASER MACHINE PROD GOLETA CA	2.00	2.50	2.00														00236314
																	00231622

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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.	CUSTID / MAT-GRD-OP.
	PYDRAUL 312															C0693A		6760-312-11
1235	.J.L. FRENCH SHEBOYGAN WIS.	80.0	15.0	30.0	7.50	2.50	[illegible]	5.00	[illegible]									00099042
1232	.PRUEHAUF TRAILER CO DECATUR AL	70.0																00195411
1233	.GEORGEY ELEC CO TERRYVILLE CONN		1.00															00223379
1239	.GM-DELCO BATTERY ANAHEIM CA	20.0	24.0	20.0	6.00				6.00									10032911
1230	GM-DELCO BATTERY ANDERSON IN	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]									10032631
1165	GM-DELCO BATTERY ANDERSON IN	2.00	2.00	2.00														10032644
1170	GM-CENTRAL FOUNDRY BEDFORD IN	475	430	475	147	[illegible]	[illegible]	50.0	[illegible]									10032102
1170	GM-ALLISON INDIANAPOLIS IN	20.0																10032947
1128	GM-DELCO RADIO KOKOMO IN	10.0	23.5	30.0	20.0	5.00	5.0	10.0										[illegible]
1128	GM-DELCO BATTERY DUNCIE IN	20.0	15.0	20.0	6.00	3.00		3.00										10032628
1132	GM-DELCO BATTERY OLATHE KS	80.0																C0192015
1153	GM-CHEVROLET BAY CITY MI	400	323	400	121	[illegible]		10.0										00164542
1155	GM-AC SPARK PLUG FLINT MI				38.0	[illegible]	36.0	[illegible]										00279744
1125	GM-BUICK FLINT MI	150	120	150	39.0	39.0												10032935
1230	GM-CHEVROLET HOLLAND MI		25.0															10032709
1153	GM-CHEVROLET LIVONIA MI	2.00		2.00														10032679
1123	GM-PONTIAC PONTIAC MI	150	132	150	88.0	22.0	1.5	18.0	15.0									10032552
1123	GM-STEERING GEAR SAGINAW MI	20.0	12.0															00126472
1153	GM-CHEVY TRANSMISSION SAGIN MI																	C0208310
1155	GM-CHEVY MODULAR FORY SAGIN MI	60.0		15.0														C0245016
1153	GM-CHEVY GUEY IRON SAGINAW MI	300	328	300	48.0	24.0	[illegible]											10032571
1153	GM-CENTRAL FOUNDRY SAGINAW MI	60.0	11.0	60.0	1.00				1.00									[illegible]
1230	GM-NEW DEPARTURE CLARK NJ	35.0	31.0	35.0	10.0		5.00	5.00										10032357
1131	GM-ROCHESTER PROD ROCHESTER NY	90.0																00239321
1178	GM-DELCO PRODUCTS DAYTON OH	60.0																10032636
1135	GM-CENTRAL FOUNDRY DEFIANCE OH	60.0	36.5	40.0	13.0	5.00	4.00		4.00									10032622
1138	GM-NEW DEPARTURE SANDUSKY OH	10.0	7.00	10.0														00218146
	PARENT CUST. TOT-GENERAL MOTORS	2424	1531	1709	559	277	146	110	27									00157279
1174	.GENL CABLE HOT SPRINGS AR	5.00	5.50	5.00														10030811
1153	GEN DIE CASTING MI OAK PARK MI	50.0																00119725
1174	.GEN DYNAMICS FT WORTH TX	50.0																10030919
1174	.GENL ELEC FORT SMITH AR	10.0	11.5	10.0	1.00		1.00											10031503
1155	GEN ELEC SAN JOSE CA	1.00	1.00	1.00														10031117
1135	GEN ELEC FT WAYNE IND	100		10.0	1.00	1.00												10031660
1173	GEN ELEC LOUISVILLE KY	100	100	100														10031915
1132	GEN ELEC HENDERSONVILLE NC	175	.500															10031419
1121	GENERAL ELECTRIC TONAWANDA N Y	2.00	1.73		.500		.500											00186899
1170	G-E AIRCRAFT-JET CINCINNATI OH	6.00	6.00	6.00														10031435
1132	GENERAL ELEC HENDERSONVILLE TN		.500															00186889
	PARENT CUST. TOT-GEN ELEC SCHENE	394	121	127	2.50	1.00	1.50											10031850
1132	.GEORGETOWN STEEL GEORGETON SC	100		100														00221821

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-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. I.D./ MAJR GRD GP
		PYDRAUL 312															00693A		6760-312-1
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00164429
[illegible]		.VIN METAL PROD CARLE PLACE NY	7.00	5.50	7.00	4.00	1.00	1.00	2.00										00198323
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00194404
[illegible]		[illegible]	140	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10033926
[illegible]		.GLOBE INDUSTRIES INC DAYTON OH	[illegible]	2.50	2.00	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		.GOLDEN FOUNDRY BEDFORD IND	1.50	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00227950
[illegible]		.GOULD INC TECH CE CLEVELAND OH	[illegible]	1.00	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00211591
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00215457
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1230		.GRIFFIN PIPE PROD FLORENCE NJ	72.0		28.0														00207519
1230		.GRINNELL CORP COLUMBIA PA	52.8		30.0														00239534
1968		.GULF COAST ALUMINUM LK CHAS LA				2.50			2.50										00235024
1960		.GULF STATE TUBE ROSENBERG TX	9.00	16.5	9.00	9.50		1.50	4.50		3.50								10036127
1131		.HAMCO DIV KAYEX ROCHESTER NY		.500															00227749
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00219708
1131		.HARRISON MACH WESLEYVILLE PA		1.50															00225249
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1839		.HARVEY ALUMINUM TORRANCE CA	30.0		30.0														10037050
1178		HARVEY ALUMINUM LEWISPORT KY	25.0	37.5	25.0														10037034
1835		HARVEY ALUMINUM DALLAS OREGON	1.00		1.00														10037042
1836		HARVEY ALUM CLIFFS WA	30.0		30.0														00252077
		PARENT CUST. TOT-HARVEY ALUM TOR	86.0	37.5	86.0														10037050
1839		.HARVILL MACHINE CORONA CA				1.00				1.00									00253993
1839		HARVILL MACHINE PERRIS CA	20.0	20.0	20.0	2.50	2.50												00170461
		PARENT CUST. TOT-HARVILL MACHINE	20.0	20.0	20.0	3.50	2.50			1.00									00170461
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10037204
1131		.HAYS MFG ERIE PA		.500		1.00			1.00										00122592
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00227501
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00240350
1856		.HEWLETT-PACKARD PALO ALTO CA	20.0	2.50	20.0														00153974
1230		.HOLLY HYDRAULICS MT HOLLY NJ		2.00															00227196
1839		.HONEYWELL INC GARDENA CA	15.0	13.0	15.0	4.00	1.00	2.00	1.00										10036529
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00157317
[illegible]		HONEYWELL NEW BRIGHTON MN	160	98.5	160	15.0	10.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5.0	[illegible]	[illegible]	[illegible]	[illegible]	10036561
		PARENT CUST. TOT-HONEYWELL PAP S	175	112	175	29.0	11.0	2.0	11.0					5.0					00046450
1974		.HOT SPRING SR &FD HOT SPRING A	2.50	2.00	2.50	1.00	.500		.500										00211052
1230		.EAST ALCO ALU FREDERICK MD	54.0																00219703
1230		HUMMET LANCASTER PA	50.0		25.0														10039207

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-IN THOUSANDS OF POUNDS AND DOLLARS-

% G	S.S.	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./ MAN.SPD.GP.
		PARENT CUST. TOT-HOHMET CORP NEW	104		25.0														00046469
		HYDRAUL 312															00693A		6760-312-1
		[redacted]																	[redacted]
1037		.HYATT DIE CASTING - ENG CYPR CA	40.0	22.0	40.0	4.19	2.50		.22					1.47					00151379
1437		.HYDRAULIC SERVICE CHELTENHM PA		.500		1.00	1.00												00235675
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1024		.IMPACT DIE CASTING SANDWICH MA	10.0	2.50	10.0	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	00151394
1032		.INDUSTRIAL CASTINGS CLEV OH	5.50	7.50	5.50	2.00		1.00	2.00										10042212
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	00246099
1039		.INTL CAST PROD GARDENA CA	15.0	11.5	15.0	4.98		1.00		3.00				.98					10041171
1232		.INTL CENTRAL CORP CALDWELL NJ		1.50															00176535
1173		.INTL HARVESTER LOUISVLLE KY	20.0																00243697
1922		INTL HARVESTER MEMPHIS TN	15.0																10041287
		PARENT CUST. TOT-INTL HARVESTER	35.0																10041279
1178		.INTL NICKEL HUNTINGTON WV	40.0																00247006
1038		.IRECO INDUSTRIES EUGENE OR		4.00		18.5	3.00	4.00	3.00	4.00	4.50								00243426
1233		.ISLIP TOWN OF HOLBROOK NY		1.50		6.00	3.00	3.00											00236368
1839		.ITT CANNON ELE SANTA ANA CA	15.0	10.0	15.0	2.50				2.50									10042127
1839		ITT CONTROLS GLENDALE CA	50.0	65.1	50.0														10042100
		PARENT CUST. TOT-INTL TELEPHONE	65.0	75.1	65.0	2.50				2.50									00044512
1133		.JACKES-EVANS MFG CO ST LOUIS M		.277															10042267
1233		.JADE CORP BETHAYRES PA		1.00															00180068
1032		.KAISER ALUM-CHEM TACOMA WASH		1.00															00154256
1222		.KASON HARDWARE BINGHAMTON NY	6.00		1.00														00190436
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1539		.KENCO DIE CAST GARDENA CA	2.00	1.00	2.00														10043786
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1974		.AMERICAN POTASH HAMILTON NJ	.200	.139	.200														10004653
1131		.KEYSTONE BRASS INS ERIE PA	1.50	2.50	1.50														10044197
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1134		.KUHARES-GREAVES ROSEMONT IL				.128			.128										00244759
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1835		.LAMSCO DIECASTING S ELMONTE CA	15.0	3.50	5.00														00156590
1131		.LATROBE STEEL CO LATROBE PA	15.0		15.0														10045525
1576		.LECTROMELT CORP INDIANTOWN FL		2.50															00225959
1131		LECTROMELT CORP PITTSBURG PA				.184			.184										00253766
		PARENT CUST. TOT-LECTROMELT CORP		2.50		.184			.184										00253766

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ PROD GP
PYRAUL 312															00693A		6760-312-1
.LESTER INDUSTRIES INC BEDFRD O	130	120	130	40.0	15.0	10.0	15.0										10046033
[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
.JONES & LAUGHLIN STEEL CLEVELAND	[illegible]																00330456
.JONES LAUGHLIN STEEL ALIQUIP P	150		10.0														00291507
PARENT CUST. TOT-LING TEMCO VOUG	200		10.0														10046513
.L & L WHITEMETALS CARLSTADT NJ				1.00				1.00									00215538
.LOCKHEAD CALIF BURBANK CA	20.0																10045742
.JOHNSPORT INDUSTRIES LOS ANGELES	[illegible]	.093															00320869
.LOS ANGELES DIE LOS ANGELES CA	25.0	17.0	25.0	6.95		1.50		3.00	1.50	1.50		2.45					00127935
.LYONS DIECASTING MOLLAND MI	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]											[illegible]
LYONS DIECASTING DUCKNER MO	7.00	7.50	7.00	5.00	1.50		1.50	2.00									10047625
PARENT CUST. TOT-LYONS DIECASTIN	7.00	7.50	7.00	7.00	1.50	2.00	1.50	2.00									10047625
.MAGNESIUM CASTING H P MA	30.0	20.0	30.0	9.00	4.00	2.50	2.50										10045079
.MCCULLOCH CORP LOS ANGE CA	10.0	4.50	10.0	4.00	1.50			2.50									00128805
MCCULLOCH CORP SANTE FE SPR CA				1.50			1.50										00253347
.MCCULLOCH CORP HOLLAND MI	[illegible]	[illegible]	[illegible]														[illegible]
PARENT CUST. TOT-MCCULLOCH CORP	10.0	6.00	10.0	5.50	1.50		1.50	2.50									00128805
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]										[illegible]
.MC QUAY NORRIS WASHINGTON MO	20.0		20.0														00221648
[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
.METALART BUCKLE PROVIDENCE RI				1.50				1.50									00251917
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]												[illegible]
.DEXTER CHEM MIDLAND LOS ANG CA		2.00															10046052
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
.ILLIN FUEL CEL CO JACKSON MI	[illegible]	[illegible]	[illegible]	8.50		4.00		2.50									[illegible]
[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
.MISSOURI ROGERS JOPLIN MO	5.00	8.50	5.00														10053528
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]											[illegible]
.MOEN MACH WKS SANTA FE SPGS CA		5.00															00185515
.PAUL MONROE HYD PICO RIEVER CA	2.00	1.59	2.00														10051164
.A J MUELLER ST LOUIS MO	1.20	1.00	1.20														10052660
.NATL METALLURG SPRINGFIELD OR	2.00	2.00	2.00	1.00		1.00											00224472
.NATL ALUMINUM HAWESVILLE KY	10.0	4.50	5.00														00235199

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

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 NO/ MAR-CO-GP
PYDRAUL 312															00693A		6760-312
1133 .NATL STEEL DETROIT MI	320																1005698
1131 .NATIONAL STEEL BEIRTON WV	150		10.0														0023937
PARENT CUST. TOT-NATIONAL STEEL	430	4.50	15.0														0004482
1133 .NEUSCHOTZ ENG LOS ANGE CA	5.00	4.00	5.00	1.00				.500		.500							C013145
1133 .CITY NEW MADRID NEW MADRID MO	50.0	.500	50.0														0022587
1124 .NORD ENG MFG MILWAUKEE WI		.500															
1133 .OHIO BRASS MANSFIELD OH	8.00	11.5	8.00	4.00		1.00		.50									0904080
1133 .OLIN CORP E ALTON IL	15.0																1005621
1133 .OLIN CORP ORAL OH	13.0	13.0	13.0	1.50		1.50											
PARENT CUST. TOT-OLIN CORP NYC N	28.0	13.0	13.0	1.50		1.50											0004485
1139 .ORANGE CNTY DIECST SNTA ANA CA	5.00	5.00	5.00														0018049
1130 .OREGON STEEL MILLS PORTLAND OR		9.50															1005946
1137 .OSLE PROD CO GALESBURG IL	30.0	16.0	30.0	2.00		1.50											
1133 .OWENS ILLINOIS INC ALTON IL		1.00															1005095
1133 .OWENS ILL TOLEDO OH	.200	.139	.200	.136	.136												0025161
PARENT CUST. TOT-OWENS ILL TOLED	.200	1.64	.200	.136	.136												1005993
1133 .PARAGON DIECAST CHICAGO IL	6.00																1005993
1133 .PARKER HANNIFIN OTSEGO MICH	5.00	5.00	5.00	2.00			1.00					1.00					0023773
1132 .PARKER WHITE METAL FAIRVIEW PA	100																0008809
1133 .PARK-OHIO IND CLEV CLEVELAND OH		3.00		3.00		3.00											0023500
1270 .PEASLEY PROD STRATFORD CT	6.50	6.00	6.50	1.00			1.00										0013204
1133 .PELO MFG CO INC PORTLAND OR				2.00			1.00		1.00								1006123
1275 .PERMANENT CASING HOT SPRING AR	8.00		2.00	.500			.500										0022587
1233 .PHELPS DODGE LAUREL HILL NY	6.00																0015107
1133 .PHILLIPS DIE SANTAFE SPRING CA				.500			.500										1005245
1220 .PHOENIX STEEL CLAYMONT DE	46.0		20.0														0024410
1178 .H K PORTER STEEL HUNTINGTN WV	25.0																0023945
1225 .POWER HYDRAULICS NYC HUNTINGT NY		.500															0024703
1133 .PRECISION REGULATORS SKOKIE ILL				.500		.500											C013445
1133 .PRECISION CASTING CO CLEVELAND	50.0		10.0														
1133 .PRESS AUTOMATION DETROIT MI		1.50															0022217
1133 .PRESSURE CASTINGS CLEVELAND OH	35.0	9.00	10.0														0016511
1210 .PRESTOLITE WIRE W. SPRINGFIELD				2.50			2.50										0006450
1133 .PRINCE MFG CO HOLLAND MI	12.0	12.0	12.0														0013149
1270 .PRISTOLITE W SPGFLD MA	20.0	30.0	20.0														0013471
1173 .PROCESS EQUIP TIPP CITY OH		1.00		.500				.500									0004938
1133 .CHARMIN PAPER GREEN BAY WISCON		1.00		.500	.500												0023695
1060 .PTE CORPORATION SAN JOSE CA		.150															0021612
																	0021974

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES VOLUME FOR CURR. YEAR	SALES CURR. YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID./ MAN.ORD.GP.
		PYCRAUL 312															00693A		6760-312-1
1233		.PUGET DIE CASTING TACOMA WA		2.50															10065100
1232		.RANGER DIE CAST LYNWOOD CA	5.00	4.00	5.00	2.00			1.00		1.00								1[illegible]6336
1232		~~.REACTIVE METALS ASHTABULA OH~~	~~15.0~~	~~10.0~~	~~15.0~~														~~10[illegible]1654~~
1236		~~.REACTIVE METALS NILES OH~~		~~4.00~~															~~00135437~~
		PARENT CUST. TOT-REACTIVE METALS	15.0	14.0	15.0														10066654
1232		.READING TUBE READING PA	7.00	6.50	7.00														10066697
1230		~~.REPUBLIC STEEL CORP CLEVELAND OH~~	~~7.50~~	~~5.00~~	~~7.50~~														~~10067480~~
1230		~~REPUBLIC STEEL MASSILLON OH~~	~~55.0~~	~~30.0~~	~~55.0~~	~~5.00~~		~~5.00~~											10067479
1230		~~REPUBLIC STEEL WARREN OHIO~~	~~200~~		~~50.0~~														~~00221619~~
		PARENT CUST. TOT-REPUBLIC STEEL	263	35.0	113	5.00		5.00											10067480
1234		~~.RCK CHAINBELT HAMMA CHICAGO IL~~		~~.199~~															~~10336712~~
1274		.REYNOLDS METALS ARKADELPHIA AR	5.00	3.00	5.00														10067547
1274		REYNOLDS METALS GOO SPGS AR	5.00	8.46	5.00	2.00	2.00												10067555
1274		REYNOLDS METALS JONES BL AR	2.00	3.00	2.00														10067820
		PARENT CUST. TOT-REYNOLDS METALS	12.0	14.5	12.0	2.00	2.00												10067782
1270		.RIDGE CASTING CO CEN FALLS RI	2.00	1.00	2.00	1.50		1.50											10058150
1133		.RIVAL MFG KANSAS CITY MO	50.0																00221373
1270		.RIVETT INC WEECHAM HEIGHTS MA	.500	.500	.500														00161128
1134		.CHERRY BURRELL CEDAR RAPIDS IA		.685															00150836
1130		.RUBLIN STEEL DUNKIRK NY	40.0																00195766
1178		.ROCKWELL MFG RUSSELVILLE KY	65.0	59.5	65.0	28.0	5.00			5.00			8.00	5.00	5.00				10066732
1230		.RONSON METALS CO NEWARK NJ		10.0															10059039
1238		~~.ROPER CORP AT GILEAD OH~~				~~9.00~~	~~9.00~~												~~00240334~~
1238		~~GEORGE D ROPER NEWARK OH~~	~~80.0~~	~~82.5~~	~~80.0~~	~~34.0~~	~~12.0~~	~~18.0~~				~~10.0~~							~~10069033~~
		PARENT CUST. TOT-GEORGE D ROPER	80.0	82.5	80.0	43.0	21.0	12.0				10.0							10069033
1230		.ROTATING COMPON BAY SHORE NY	.600	.500	.600														10069459
1135		~~.SAGINAW PT MFG SAGINAW MI~~		~~5.00~~															~~10070236~~
1139		.SAMSONITE CORP DENVER CO	15.0																00221384
1432		~~.SANGAMO ELEC SPRGFD ILL~~	~~3.00~~	~~2.00~~	~~3.00~~														~~10070775~~
1135		.SAN JOSE DIE CSTG SAN JOSE CA	5.00	.500	1.00														00184632
1230		.SAYVILLE INCINERAT HOLBROOK NY		2.00															00223397
1270		.SCOVILL MFG WATERBURY CONN	1.00																10071535
1131		.SELAS CORP OF AMER SEATTLE WA		.232															00240605
1133		.HUBBELL LIGHTING DV BURBANK CA	3.00	3.00	3.00	2.00	1.00			1.00									10072077
1131		.SHARON STEEL FARRELL PA	24.0	12.0	24.0	4.00	4.00												10072165
1131		.SIMONDS SAW&STEEL CO LOCKPT NY	3.00																00247200

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAP SEC OP
PYORAUL 312															00693A		6760-312-11
1230 .SINGER CO ELIZ NJ	43.0	39.0	43.0	15.0	3.00	4.00	4.00	4.00									
1230 SINGER CO SOMMERVILLE NJ				1.00	1.00												10073294
																	00155322
PARENT CUST. TOT-SINGER CO NYC N	43.0	39.0	43.0	16.0	4.00	4.00	4.00	4.00									
																	00045330
1239 .SKAGIT CO RP SEDRO WOOLLEY WA		.546															
1133 .SKRL DIECASTING IN EASTLAKE OH	15.0	4.00	15.0	4.00	2.00		1.00	1.00									00236306
1132 SKRL TOOL EASTLAKE OH		8.00															00236305
																	10073403
PARENT CUST. TOT-SKRL TOOL EASTL	15.0	12.0	15.0	4.00	2.00		1.00	1.00									
																	10073405
1380 .S K S CASTING CO BERKELEY CAL	2.00	1.00	2.00	1.00													
1174 .SOUTHERN PREC IND HARRISON ARK	35.0								1.00								00173631
1974 .SOUTHNSTRN DIE CAST FT SMTH AR				1.50	1.50												00221449
1170 .SOUTHWIRE ALUM HAWESVILLE KY	45.0	2.00	45.0	1.00	1.00												00244406
1033 .SPARTAN ALUMINUM PRO SPARTA WI	.500																00210552
1139 .SPARTAN CASTINGS DUENA PARK CA	1.50	1.50	1.50	1.00													00263969
1164 .SPEEDMASTER ENG SAN LEANDRO CA	10.0								.500		.500						00236969
1974 .SPINOZA INC RUSSELLVILLE AR				.500			.500										00195583
1132 .SPRAUT WALDRON MERCY PA	5.00	7.50	5.00	2.00			2.00										00251143
1133 .ST LOUIS DIECAST BRIDGETON MO	40.0	11.2	20.0														10074800
1974 .ENJAY CHEM CO MEMPHIS TENN		1.00															00217115
1230 ESSO RESEARCH ENG LINDEN NJ		.500															10026305
																	10026922
PARENT CUST. TOT-STAND OIL NJ NE		1.50															
																	00045892
1195 .STANDARD PRODUCTS CO CLEVE OH																	
1200 .STAUFFER CHEM DOBBS FERRY NY		.500															00046264
1039 .STEARNS-ROGER CO RP DENVER CO		.500															10075602
1134 .STIRITE ANDERSON CO MIDLAND MI	20.0	20.0	20.0	2.00													00230381
1133 .STRUH-DIE-CAST MILWAUKEE WI	10.0	17.5	10.0	6.00	2.50	2.50											10076939
1135 .SUNTEN PRODUCTS ST LOUIS MO	2.00																10076455
1133 .SUNTRAC CO MADISON HTS MI																	
1131 .TANNER MFG CO ERIE PA	1.00	1.50	1.00	.500			.500										10076943
1155 .TAYLOR MFG CO DALLAS TEXAS	20.0																00255564
1974 TAYLOR MFG CO GARLAND TX		1.00															00139831
																	00221414
PARENT CUST. TOT-TAYLOR MFG CO D	20.0	1.00															00245488
																	00221414
1172 TECHTRONIC ENGINE PT																	
1974 .TENNESSEE FORG STEEL NEWPT AR	25.0																
1132 .TENN METALLURG CORP KIMBLE TN	4.00	2.50	4.00	2.00		1.00	1.00										00247456
1153 .PARAMOUNT DIE ST JOSEPH MICH	100	40.5	50.0	7.00	2.50	4.50											00169122
1172 .THE DEE PRODUCTS INC DAYTON OH	1.00	1.00	1.00	1.50		1.50											00140316
																	10090134

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D[illegible]-A DIRECT #2
01/12/72

ORGANIC DIVISION [illegible]
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MAG	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
		PYDRAUL 312															00693A		6760-312-[illegible]
1132		.TIMKEN ROLLER BEAR CANTON OH	20.0	24.0	20.0	4.00		4.00											10080193
1132		TIMKEN ROLL BEARING GAFFNEY SC	10.0		10.0														00247464
		PARENT CUST. TOT-TIMKEN ROLLER B	30.0	24.0	30.0	4.00		4.00											10080193
1138		.TOOL DIE ENGINEERING CLEVE OHIO	6.00	6.00	6.00														10086728
1178		.TOOLSTEEL GEAR ELMWOOD PL IL	5.00	2.00															00223182
1134		.TUR-DIECASTING MARENGO IL	10.0																00240222
1180		.UNION CARBIDE FUSTORIA OH		.500															00246397
1132		UNION CAR - NUC OAKRIDGE TENN	150																10081971
		PARENT CUST. TOT-UNION CARBIDE C	150	.500															00045705
1138		.UNITED ENGINEERING CANTON OH	1.00	1.50	1.00														00146384
1139		.UNIVERSAL DIE CAST VERNON CA	8.00																00154033
1133		.UNIVERSAL VISE & TOOL PARMA MI		.500															00106542
1139		.U S STEEL TORRANCE CALIFORNIA	100		100														00220965
1139		.UNITED STATES STEE STEELTON PA		.276															00148219
1138		U S STEEL CLEVELAND OHIO	4.00																10047273
1138		U S STEEL LORAIN OH	50.0																10057027
1131		US STEEL CORP BRADDOCK PA	5.00																00247162
1131		U S STEEL CORP DUQUESNE PA	40.0		40.0														00090131
1131		US STEEL DRAVOSBURG PA				5.00			5.00										00246835
1131		US STEEL CORP ELLWOOD CITY PA	4.00																00247170
1230		UNITED STATES STEE FAIRLESS PA	12.0		2.00														00143227
1131		U S STEEL HOMESTEAD PA	150																10085349
1132		U S STEEL IRVINE PENNSYLVANIA	10.0	.500	10.0	5.00	5.00												10085260
1131		US STEEL CORP JOHNSTOWN PA	1.50		1.50														00152048
1131		U S STEEL MCKEESPORT PA	100		100														00143162
		PARENT CUST. TOT-UNITED STATES S	477	.776	254	10.0	5.00		5.00										00047724
1139		.VALLEY IRON & STEEL EUGENE OR	1.00	.500	1.00														00225762
1131		.VEEDER ROOT INC ALTOONA PA	30.0	28.0	30.0														10085395
1170		.HENRY VOGT MACH LOUISVILLE KY	2.00	2.00	2.00														10087077
1133		.WAGNER CASTINGS DECATUR IL	15.0																00221435
1133		.WAGNER ELECTRIC ST LOUIS MO	40.0		40.0														10087279
1134		.W P HAY CORPORATI MILWAUKEE WI	1.00	1.00	2.00														00223212
1131		.WEINMAN PUMP & S PITTSBURGH PA		2.50															10088097
1170		.WESTINGHOUSE COLUMBUS OH	35.0		10.0														10083182
1132		.WESTINGHOUSE LIMA OHIO	50.0	28.5	50.0	2.50		2.50											10069700
		PARENT CUST. TOT-WESTINGHOUSE EL	75.0	28.5	60.0	2.50		2.50											00047740
1131		.WHEELING PITTS ST MONESSEN PA	80.0		20.0														00239402

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-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 YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJ-GRO-GP.
		PYDRAUL 312															00693A		6760-312-11
		~~WHITTAKER INDUSTRIES CLEVELAND OH~~	~~96.0~~																~~00124084~~
1839		.PEAT DIV-WHITTAKER NORWALK CA	40.0	6.00	40.0	5.48		.50	4.00					.98					00193089
~~1153~~		~~WHITTAKER-ARCADIA DIV MI~~		1.50															~~00226230~~
		PARENT CUST. TOT-WHITTAKER CORP	40.0	7.50	40.0	5.48		.50	4.00					.98					00047056
1133		.WILSON DEICASTING GRAIN VLY MO		.500		1.10		1.10											00232041
1339		.WITHROW DIE CAST N HOLLYWOOD CA	20.0	17.5	20.0	2.50	2.50												00094013
1932		.WOLVERINE TUBE DECATUR AL	10.0		10.0														00221872
1336		.A J ZINDA CO PORTLAND OR	1.00	.500	1.00														00231940
		TOTAL PRODUCT * * * * * * * LB	14804	6211	8059	1929	714	585	400	148	17	20	22	20	3				6760-312-11
		PYDRAUL 312-A															01857A		6761-313-11
1230		.ACADEMY DIE CASTNG EDISON N J				10.5				1.50	3.00			1.50	1.50	1.50		1.50	00185566
1230		.ACTION MFG CO PHILADELPHIA PA				1.00										1.00			00215341
~~1133~~		~~.AIRTEX INC FAIRFIELD ILLINOIS~~				~~8.50~~													~~00[illegible]~~
1839		.AJAX HR MFG CITY INDUSTRY CA				10.0						2.50	2.50			2.50		2.50	00230243
1139		.ARNOLD ENGINEER FULLERTON CA				.104											.184		00115124
~~1[illegible]~~		~~ALCOA INDUSTRIAL CORP [illegible] IN~~				~~10.6~~				~~3.00~~				~~2.60~~			~~2.50~~	~~2.00~~	~~00[illegible]~~
1273		.ALCAN ALUMINUM CORP OSWEGO NY				30.0				20.0		10.0							00143199
1839		.ABBOTT IND GLENDALE CA				1.00							.500		.500				10003059
1134		.AMERICAN ALUM WEBSTER CITY IA				5.00				2.50								2.50	00161358
1133		.AMERICAN SMELT & REF GLOVER MO				3.00				2.00			1.00						00180017
~~1[illegible]~~		~~.AMERON CORP [illegible] CA~~				~~[illegible]~~					~~[illegible]~~								~~00[illegible]~~
1839		.AMERON STEEL ETIWANDA CA				37.4					4.0		4.0	4.4	5.0	10.0	5.0	5.0	00196142
~~1[illegible]~~		~~.ANGOLNDA ALUM TERRE HAUTE IN~~				~~[illegible]~~													~~[illegible]~~
~~1[illegible]~~		~~.ANCHOR COUPLING CO LIBERTYVILLE~~				~~[illegible]~~													~~00[illegible]~~
1939		.ANSEN AUTOMOTIVE GARDENA CA				4.00					1.00	1.00	1.00			1.00			00196614
~~1178~~		~~.ARMCO STEEL MIDDLETOWN OH~~				~~148~~				~~24.0~~		~~24.0~~	~~24.0~~	~~24.0~~	~~24.0~~		~~21.5~~		~~10006228~~
1131		ARMCO STEEL AMBRIDGE PA				48.0				24.0					24.0				10006252
1131		ARMCO STEEL BUTLER PA				5.00									5.00				10006260
~~1[illegible]~~		~~.POLLOCK STEEL CO MARION OH~~				~~[illegible]~~				~~10.0~~	~~10.0~~	~~10.0~~	~~10.0~~			~~10.0~~	~~20.0~~		~~00231478~~
		PARENT CUST. TOT-ARMCO STEEL MID				275				58.0	10.0	34.0	39.0	24.0	58.0	10.0	41.5		10006228
1134		.ARROW ACME WEBSTER CITY IA				4.00					.50		.50	.50	.50	1.00	.50	.50	10006635
~~1136~~		~~.ARROW ALUM CAST AVON LAKE OH~~				~~[illegible]~~					~~[illegible]~~						~~1.50~~	~~2.50~~	~~10006643~~
~~1136~~		~~.ARROW ALUM CAST CLEVELAND OH~~				~~[illegible]~~					~~1.00~~		~~1.00~~	~~1.00~~	~~1.00~~		~~.50~~		~~10006651~~
		PARENT CUST. TOT-ARROW ALUM CAST				9.50					2.00		1.00	1.00	1.00		2.00	2.50	10006651
1139		.ARROW DIECAST LOS ANGELES CA				4.50							2.50	1.50			.50		10006678

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PA 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 ID / MAJR GRO GP
		PYORAUL 312-A															01857A		6761-313-1
1232		.ATHENS OIL CO ATHENS TN				5.00					2.50						2.50		00187100
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				[redacted]				2.50	2.50	2.50		5.00		2.50	2.50	2.50	[redacted]
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				30.0						[redacted]							[redacted]
[redacted]		[redacted]				5.00						5.00							00251168
1230		.BETHLEHEM STEEL STEELTON PA				48.0						24.0						24.0	00179035
[redacted]		[redacted]				6.00										6.00			00111481
		PARENT CUST. TOT-BETHLEHEM STEEL				54.0						24.0				6.0		24.0	00045578
1231		.BLAW KNOX CO WARWOOD WV				3.00						3.00							00111643
[redacted]		[redacted]				[redacted]				[redacted]									[redacted]
1133		.BRACKETT STRIPPING TOPEKA KS				.138										.138			10011078
[redacted]		[redacted]				[redacted]				[redacted]	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]		[redacted]	[redacted]
[redacted]		[redacted]				[redacted]					[redacted]	[redacted]						[redacted]	[redacted]
[redacted]		[redacted]				[redacted]							[redacted]						[redacted]
[redacted]		[redacted]				[redacted]							[redacted]						[redacted]
[redacted]		[redacted]				[redacted]							[redacted]						[redacted]
1230		BUDD CO PHILADELPHIA PA				26.5					3.50	5.00		5.00	5.00	5.00	3.00		10012287
		PARENT CUST. TOT-BUDD CO PHILA P				37.0					8.50	5.00	5.00	5.00	5.00	5.50	3.00		10012287
[redacted]		[redacted]				[redacted]						[redacted]							[redacted]
1230		.CARPENTER TECHNOLOGY READING PA				12.5						2.50		5.00				5.00	00231207
1133		.CARTER CARBURETOR ST LOUIS MO				96.5			13.8	24.6			19.4		14.3	11.2		13.3	10014263
[redacted]		[redacted]				[redacted]				10.0	[redacted]								[redacted]
[redacted]		[redacted]				[redacted]					[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		PARENT CUST. TOT-CAST FORGE CO L				75.0				10.0		10.0	10.0	5.0	5.0	20.0	5.0	10.0	00088919
[redacted]		[redacted]				[redacted]				[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]		[redacted]				[redacted]						[redacted]							[redacted]
1133		.CENTURY ELEC ST LOUIS MO				15.0						3.00	4.50		3.00		1.50	3.00	10015162
1232		CENTURY ELEC HUMBOLDT TN				.500												.500	00187240
		PARENT CUST. TOT-CENTURY ELEC ST				14.5						3.00	4.50		3.00		1.50	2.50	10015162
1866		.CERRO CUP - BRASS NEWARK CA				2.00								1.00		1.00			10015227
[redacted]		[redacted]				[redacted]					[redacted]								[redacted]
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				[redacted]											2.50		00114235
[redacted]		[redacted]				[redacted]													[redacted]
1866		.GM BRAKES CAST CLOVERDALE CA				6.00					1.00	1.00	1.00	1.00		1.00	1.00		00153761
[redacted]		[redacted]				[redacted]										[redacted]			[redacted]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S.S. REF	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 ID./ MAJ.GRO.GP.
		PYDIAUL 312-A															01857A		6761-313-11
1934		.COLLIN RADIO CEDAR RA IA				2.50										2.50			00114642
1978		.OHIO FUEL GAS COLUMBUS OH				.141					.141								10028910
1932		.CONSOL ALUMINUM JACKSON TN				8.00				8.00									10018455
1932		CONSOL ALUMINUM NW JOHNSVL TN				16.0								8.00	5.50	2.50			10018463
		PARENT CUST. TOT-CONSOL ALUMINUM				24.0				8.00				8.00	5.50	2.50			10018455
1932		.CONTINENTAL CAN SANTA ANA CA				.500											.500		00242268
1934		CONTINENTAL CAN ELK GROVE IL									1.00	1.00							[illegible]
1933		CONTINENTAL CAN MILLTOWN NJ				.500				.500									00235318
1938		CONTINENTAL CAN CLEVELAND OH				.184				.184									00235334
		PARENT CUST. TOT-CONTINENTAL CAN				1.18				.68	1.00	1.00					.50		00046167
1934		.CONTINENTAL STEEL KOKOMO IND				4.00					.50		1.00				2.00		10019656
1938		.CONTINENTAL STEEL SHELBY OH				1.50						1.50	1.00						10019702
1939		.L M COX MANUFACTUR SANTA AN CA				.500						.500							00115401
1938		.DAYCO INDUSTRIES CLEVE OH				1.00										1.00			10025719
1974		.DAISY HEDDEN ROGERS AR				2.00										2.00			00115762
1974		.DALLAS DIE CASTING DALLAS TX				1.55							.054	.500	.500			.500	10020905
1970		.DANA CORP RICHMOND IN				1.50			1.50										00115797
1970		.DAYTON MALLEABLE IRON IRVIN OH				8.00						1.50				.50			10021027
1970		.DAYTON MALLEABLE DIV DAYTON OH				30.0			3.00		5.00	3.00	3.00	4.50	3.00	6.00	6.00		10030277
1970		.DAYTON MALLEABLE CLEVELAND OH				1.00					.500								00119032
1974		.DETA HOLD ACCM GEDARBURG WI				3.00					1.00			.50					10031027
		PARENT CUST. TOT-DAYTON MALLEABL				35.5			3.00		5.00	4.50	3.00	4.50	3.00	6.50	6.00		00046604
1939		.DELTA DIE CASTING ADDISON IL				1.00												1.00	10021653
1968		.DIAMOND METALS ALLOY HOUSTONTX				1.00					.500							.500	00116122
1974		.DOW CHEMICAL RUSSELLVILLE ARK				8.00							5.00			.50	2.50		00102727
1939		DOW CHEM TORRANCE CAL				3.00									3.00				10022643
		PARENT CUST. TOT-DOW CHEM MIDLAN				11.0							5.00		3.00	.50	2.50		10022903
1931		.DRESSER INDUSTRIES DEPEW NY				2.00												2.00	00239305
1968		.E-I DUPONT NEMOURS STRANG TX				2.00											2.00		10024072
1933		.DYNAMIC FORGE CORP OXFORD NB				.500									.500				00196714
1934		.EATON CORP QUEN PRAIRIE MN				[illegible]												.500	[illegible]
1939		.ELECTROLUX OLD GREENWICH CT				45.5						7.5		15.0			15.0	8.0	10025818
1931		.ELLIOTT COMPANY JEANETTE PA				.500											.500		00260708
1938		.ESCHELL PARKER ELEC CLEVELAND				.500													10026070
1939		.EMERSON ELECTRIC RACINE WISC				2.00											1.00		00210001
1938		.EMPIRE DIE CASTING CLEVELAND				30.5				2.00	4.00	5.00	3.00	4.00	3.50	3.00	3.00	3.00	10026156

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG P	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 ID / MAJR GRP-GP
		HYDRAUL 312-A															01857A		6761-313-1
1132		.ERICKSON CROP MINNEAPOLIS MN				.500				.500									00255133
1133		.FELM PRODUCTS INC IOLA KANSAS				5.00											5.00		00271659
1134		.FIBERITE CORP WINONA MN				2.50												2.50	10027713
1170		.FLORIDA STEEL TAMPA FL				171			24.0	24.0	24.0	24.0	20.0	25.0	24.0	24.0	30.0		10028760
1153		.FORD MOTOR DEARBORN MICH				6.50			.50				6.00						00116990
1153		FORD IRON FOUNDRY DEARBORN MI				46.0				5.0		12.0		6.0	23.0				00215112
1132		FORD MOTOR NASHVILLE TN				4.00					2.50			1.50					10029023
		PARENT CUST. TOT-FORD MOTOR DEAR				56.5			.5	5.0	2.5	12.0	6.0	7.5	23.0				00116990
1134		.J L FRENCH SHEBOYGAN WIS				10.0					2.50		2.50		2.50		2.50		00090052
1133		.GENLY ELEC CO TERRYVILLE CONN				4.50											3.50	1.00	00223379
1039		.GM-DELCO BATTERY ANAHEIM CA				18.0							6.00	6.00			6.00		10032911
1030		GM-DELCO REMY ANDERSON IN				25.5			3.0	3.0				2.0	2.0		3.5	10.0	10032601
1178		GM-GENERAL FOUNDRY DEDEDRO IN				458		15.0		36.9	73.9		40.1	73.1	72.3	36.9	73.1	36.0	10032792
1133		GM-DELCO RADIO KOKOMO IN				18.5					5.0				10.5		3.0		10032662
1130		GM-DELCO BATTERY MUNCIE IN				33.5						3.0	3.0	5.0	15.0	7.0	10.5		10032620
1153		GM-CHEVROLET BAY CITY MI				365			30.2	70.7	41.7	42.3	40.2		42.0		41.6		00163542
1133		GM-BUICK FLINT MI				182				36.0			24.0	24.0	30.0	30.0	37.5		10032555
1230		GM-CHEVROLET HOLLAND MI				10.0							10.0						10032709
1133		GM-PONTIAC PONTIAC MI				129				8.0	18.3	21.5	4.0	34.0			19.0	18.0	10032962
1133		GM-CHEVY GREY IRON SAGINAW MI				294			24.0			24.0	40.0	40.0	30.0	30.0	00.0	30.0	10032571
1133		GM-GENERAL FOUNDRY SAGINAW MI				62.0						19.0	7.0	12.0	15.0	5.0	8.5	15.0	10032819
1133		GM-NEW DEPARTURE CLARK NJ				20.0							5.0		5.0	10.0			10032857
1130		GM-GENERAL FOUNDRY DEFIANCE OHIO				33.5											7.0	14.0	10032824
		PARENT CUST. TOT-GENERAL MOTORS				1648		15	65	163	144	80	200	226	243	119	270	124	00157279
1174		.GENL DYNAMICS BENBROOK TX				4.50								1.50	3.00				00231363
1178		.GENERAL ELE APPR LOUISVILLE KY				105						2.5	35.8		63.1			5.0	00214914
1174		GENL ELEC FORT SMITH AR				2.00				2.00									10031563
1133		GEN ELEC FT WAYNE IND				4.50						3.50					1.00		10031880
1178		GEN ELEC LOUISVILLE KY				22.7			32.1								9.5		10031915
1132		GENERAL ELEC HENDERSONVILLE TN				100							100						00186880
		PARENT CUST. TOT-GEN ELEC SCHENE				236			32	2		6	136		63		8	5	10031850
1155		.GERETTY SCHULTZ CORP TOLEDO OHIO				64.3					8.3	12.5	12.3	12.0	10.2	1.3			00184429
1230		.GIA METAL PROD CARLE PLACE NY				15.0					1.00		2.00	2.00	2.00	2.00	6.00		00198323
1131		.GORDS PUMPS INC SENECA F NY				1.00								.500			.500		00121256
1155		.GOULD INC TECH CE CLEVELAND OH				1.00					1.00								00211571
1230		.GRINNEL CORP COLUMBIA PA				7.50						2.50						5.00	00239534
1170		GRINNELL CORP CRANSTON RI				5.00											5.00		00250902
		PARENT CUST. TOT-GRINNEL CORP CO				12.5						2.50					5.00	5.00	00239534

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B1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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 ID / MAJR GRD GP.
		PYORAUL 312-A															01857A		6761-313-11
1491		.GULF STATE TUBE ROSENBERG TX				22.0				1.00		1.50	2.50	5.00	2.50	9.50			10036127
1933		.HALLENBERGER INC EVANSVILLE IN				.500											.500		00267999
1231		.HAICO DIV KAYEX ROCHESTER NY				.135				.135									00227749
1834		.HARVEY ALUMINUM TORRANCE CA				7.50								7.50					10037053
1178		HARVEY ALUMINUM LEWISPORT KY				35.0							10.0	5.0	5.0	5.0		10.0	10037034
1836		HARVEY ALUMINUM DALLAS OREGON				1.00								.500	.500				10037042
1830		HARVEY ALUM CLIFFS WA				27.5						24.5						3.0	00252077
		PARENT CUST. TOT-HARVEY ALUM TOR				71.0						24.5	10.0	13.0	5.5	5.0		13.0	10037050
1032		.HARVILL MACHINE LYNWOOD CA				3.00									3.00				00264156
1153		.HAVENLY PRODUCTS CO DETROIT MI				1.50										.500	.500	.500	10037190
1153		HAVENLY PROD ST CLAIR SHS MI				2.50				.500	.500	.500	.500		.500				10037204
		PARENT CUST. TOT-HAVENLY PROD ST				4.00				.500	.500	.500	.500		.500	.500	.500	.500	10037204
1360		.HEWLETT-PACKARD PALO ALTO CA				5.00				2.50		2.50							00153374
1237		.HILLIARD CORP ELMIRA N Y				.046					.046								10038065
1974		.HOT SPRING DR &FD HOT SPRING A				2.50			.50			2.00							00211352
1230		.E F HOUGHTON PHILA PA				.500					.500								10039010
1339		.HYATT DIE CASTING - ENG CYPR CA				7.50					2.00		2.50			1.50	1.50		00151378
1339		.HYDRO CONDUIT CORONA CALIF				4.50					1.00					1.00	2.50		00236791
1834		.ILLINOIS BRICK CO BLUE IS ILL				1.00						.500					.500		10045027
1130		.INDUSTRIAL CASTINGS CLEV OH				5.00					1.00				2.00	1.00		1.00	10050272
1839		.INTL CAST PROD GARDENA CA				3.50								.50	1.00	2.00			10041171
1975		.INTL PAP SO KRAFT MOBILE AL				.500						.500							10041619
1836		.IRECO INDUSTRIES EUGENE OR				15.0						4.00			3.00		5.00	3.00	00243426
1220		.ISLIP TOWN OF HOLBROOK NY				2.00											2.00		00239368
1836		.JONX MAGNETHERMIC WARREN OH				1.00											1.00		00152045
1839		ITT CANNON ELE SANTA ANA CA				5.00									2.50	2.50			10042127
1839		ITT CONTROLS GLENDALE CA				33.1							33.1						10042103
		PARENT CUST. TOT-INTL TELEPHONE				39.1							33.1		2.5	2.5	1.0		00044512
1036		.JURGENSON STEEL SEATTLE WA				.500						.500							00221961
1134		.KAMIN DIECASTING CHICAGO IL				2.50									1.00				00263079
1230		.KASON HARDWARE BINGHAMTON NY				1.00													00156436
1122		.KELSEY HAYSE CO DETROIT MI				70.0				5.0		5.0		10.0	24.0	24.0	6.0	8.0	00212032
1153		.KELSEY-HAYES CO FREEMONT OH				5.00				1.50		1.00						1.50	00254673
1136		.CHASE BRASS COPPER CLEVE OH				.417					.138					.138	.138		00248583
1974		.KERR-MCGEE HAMILTON MISS				.273				.135							.138		00254681
1131		.KEYSTONE BRASS WKS ERIE PA				2.00			.50					1.00		.50			10044197

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131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF PIECES AND DOLLARS-

PAG	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.ID / MAJR GRD.GR.
																	01857A		6761-313-
		PYDRAUL 312-A																	
1130		.KITCHEN-QUIP WATERLOO IN				2.00						1.00						1.00	10044448 00253766
1131		.ELECTROMELT CORP PITTSBURG PA				.230				.230									
1130		.LESTER INDUSTRIES INC BEDFRD O				115				10.0	15.0	15.0	10.0	10.0	15.0	10.0	10.0	15.0	10046033 00266700
1130		.LESTER INDUSTRIES CALHOUN GA				3.00										3.00			
1137		.LOS ANGELES DIE LOS ANGELES CA				7.50					1.50				3.00			3.00	00127955
1133		.LYONS DIECASTING BUCKNER MO				14.0				2.00		2.00	2.00	2.00		2.00		4.00	10047625
1134		.MADISON-KIPP MADISON WI				37.7				19.4					10.2				10047994
1275		.MAGNESIUM CASTING H P PA				20.0					2.50	5.00		2.50		2.50	2.50	5.00	10048079
1135		.MCCULLOCH CORP LOS ANGE CA				8.00					2.00		2.00				2.00	2.00	00126805
1134		.MCGRAW-EDISON-SOUTH MI MI				13.0					3.00			1.00	2.00		4.00		00129910
1230		.METALART BUCKLE PROVIDENCE RI				1.00									1.00				00251717
1171		.MIDLAND ROSS COLUMBUS OH				3.00					3.00								10052475
1932		MIDLAND ROSS ATHENS TN				1.00												1.00	00272116
		PARENT CUST. TOT-MIDLAND ROSS PA				4.00					3.00							1.00	00040337
1155		.MIDWEST FOUNDRY COLDWATER MI				2.50					2.50								00220175
1155		.MIDWEST FLUID PUMP TOLEDO OH				.104					.104								00256854
1151		.MILLER TOOL-DIE CO JACKSON MI				3.50					.50		3.00						00249376
1134		.MILWAUKEE DIE CAST MILWAUKEE WI				36.7							18.4					18.3	10052823
1133		.MISSOURI ROGERS JOPLIN MO				3.50					1.00				.50		1.00		10053528
1233		.MOBIL OIL BROOKLYN NY				.135				.135									10054222
1134		.MODERN DIE CASTING CHGO IL				3.50					.50	1.00		1.00			1.00		10054527
1134		.MORRISON-SHUPT PORT WASHINGTON WI				1.00										1.00			00269468
1155		.A J MOELLER ST LOUIS MO				1.00		.500							.500				10055663
1138		.T O MURPHY OWENSLIN OHIO				.500										.500			00262797
10		.NATIONAL FOUNDRY TIFFIN OH				.500			.500										00251759
1130		.NATL METALLURG SPRINGFIELD OR				3.00					1.00				1.00		1.00		00224472
1178		.NATL ALUMINUM HAWESVILLE KY				11.0					1.00	5.00	2.50				2.50		00235193
0024		.NO GUG SHIPMENTS SPECIALTY PRD				.500												.500	00271029
1139		.NEUSCHOTZ ENG LOS ANGE CA				1.50									.50	1.00			0013145.
1133		.CITY NEW MADRID NEW MADRID MO				17.0					17.0								0022587.
1133		.NORANDA ALUM NEW MADRID MO				9.55				1.05				5.00	.50	3.00			0023693.
1133		.NORTH AMERI FOUNDRY ST PETERS MO				1.00									1.00				0021204.
10		.OHIO BRASS BARBERTON OH				11.5							5.00		10.00			.50	00040650
1138		.OLIN CORP ODAL OH				9.00					8.00			2.00		2.00		3.00	10059917
1275		.OSWEGO CASTING OSWEGO NY				7.50				1.50	1.00	1.50	1.00		1.50		1.00		10059657
1134		.GALE PROD CO GALESBURG IL				30.0				30.0									10030333
1135		.JENS ALUMINUM HANNIBAL OHIO				2.00						2.00							00252880
1933		.JENS CORNING ANDERSON SC				.092				.092									10059866
1133		.JENS ILLINOIS INC ALTON ILL				.500									.500				00215151
10		.PARKER-HANNIFIN OTSEGO MICH				2.00							1.00				1.00		10008800
10		.PEASLEY PROD STRATFORD CT				2.00								1.00			1.00		10061123
1030		.PECO MFG CO INC PORTLAND OR				6.00						1.00		1.00	2.00	1.00		1.00	00229557

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJ SLS FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJP GRD GP.
		PYCRAUL 312-A															01857A		6761-313-1
1134		.PENN CONTROLS INC WATERTOW WI				3.00											3.00		00133124
1274		.PERMANENT CASTNG HOT SPRING AR				11.5					.50	1.00	5.00		5.00				00161071
1938		.PHELPS DODGE EL PASO TX				5.00							5.00						10062470
[illegible]		.POWERS REGULATORS SKOKIE ILL				[illegible]													[illegible]
[illegible]		.PRESSURE CASTINGS CLEVELAND OH				3250					1.00						1.00	1.50	[illegible]
1274		.PRESTOLITE-WICO W. SPRINGFIELD				17.5					2.50			2.50	2.50	5.00	5.00		00134694
[illegible]		.CHERMIN PAPER GREEN BAY WISC				[illegible]					.500				.500	.500			[illegible]
1938		.RALSTON PURINA GONZALES TX				2.50										2.50			00266396
[illegible]		.REACTIVE METALS ASHTABULA OH				2.50				2.50									[illegible]
1230		.READING IND EQUIP READING PA				6.00				2.50		3.50							10066670
1220		.READING METALS READING PA				5.50								2.50			2.50	.50	00252220
[illegible]		.REPUBLIC STEEL MASSILLON OH				21.0					19.0	[illegible]		[illegible]	[illegible]	[illegible]	1.0		10067479
1274		.REYNOLDS METALS ARKADELPHIA AR				4.00					1.00			1.50		1.50			10067647
1270		.RIDGO CASTING CO CEN FALLS RI				2.00						1.00		1.00					10069150
1170		.ROCKWELL MFG RUSSELVILLE KY				32.0							7.0	5.0		15.0	5.0		10066762
[illegible]		.ROPER CORP NY GILEAD OH				11.0										[illegible]			[illegible]
[illegible]		GEORGE D ROPER NEWARK OH				29.0							12.0				12.0		[illegible]
		PARENT CUST. TOT-GEORGE D ROPER				35.0							12.0			11.0	12.0		10069033
1230		.ROTATING COMPON BAY SHORE NY				.500						.500							10069459
[illegible]		.SAMPHO ELECTSPRGFD ILL				[illegible]					[illegible]	[illegible]	[illegible]				[illegible]	[illegible]	[illegible]
1839		.HUBBELL LIGHTING DV BURBANK CA				7.00					7.00								10072077
1131		.SHARON STEEL FARRELL PA				18.0							22.0	4.0					10072166
1230		.SILENT HOIST & CHAIN BROOKL NY				.273			.135								.138		00253243
1230		.SINGER CO ELIZ NJ				31.5				1.00	4.00	5.00	2.00	2.00	6.00	4.50	7.00		10073274
[illegible]		.SKILLDIECASTING IN EASTLAKE OH				5.50						1.00	1.00	1.00	1.00		1.50		00138185
1274		.SOUTHERN DIE CAST FT SMTH AR				2.50								2.00				.50	00244406
1178		.SOUTHWIRE ALUM HAWESVILLE KY				2.50				1.00						.50		1.00	00210552
1274		.SPINOZA INC RUSSELLVILLE AR				.270			.270										00251143
1131		.SPRAUT WALDRON MUNCY PA				3.00						3.00							10074200
1133		.ST LOUIS DIECAST BRIDGETON MO				8.00				1.00	1.00	1.00		1.00	1.00	1.00	1.00	1.00	00217115
1134		.STAUFFER CHEM BUCKS AL				24.0								24.0					00225797
1230		STAUFFER CHEM DOBBS FERRY NY				.184								.184					10075602
		PARENT CUST. TOT-STAUFFER CHEM N				24.2								24.2					00046868
[illegible]		.STERLING INC MILWAUKEE WI				[illegible]												.184	00139173
1932		.STEWARD MACHINE BIRMINGHAM AL				.500											.500		00257104
1974		.STRATOFLEX FORT WORTH TX				.184								.184					10076374
1134		.STRUN DIE CAST MILWAUKEE WI				13.0				2.50		2.50	2.50	2.00		2.50		2.50	10076455
[illegible]		.SUMITOMO CO MADISON HTS MI				1.00										1.00			00253558
1131		.TANNER MFG CO ERIE PA				1.00								1.00					00139331
1974		.TAYLOR MFG CO GARLAND TX				1.50										1.50			00245488

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SUB-DIV	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 ID / MAJ GRD GP
		PYDRAUL 312-A															018	7A	6761-313-
1932		.TENN METALLURG CORP KIMBLE TN				4.00						2.00					2.00		00168124
1933		.PARAMOUNT DIE ST JOSEPH MICH				27.0			4.00	3.00	5.00	9.00			2.00	2.50	3.00	2.50	00196013
1931		.TIMKEN ROLLER BEAR CANTON OH				20.0					2.50	7.50					7.50	2.50	10082192
1939		.U S STEEL TORRANCE CALIFORNIA				11.0									4.00		4.00	3.00	00228065
1934		US STEEL CORP SOUTH CHICAGO IL				1.00											1.00		00210935
1934		US STEEL CORPORATION DULUTH MN				.500				.500									00210129
1934		UNITED STATES STEEL STECLTON MN				1.00				.500						.500			00143215
1931		U S STEEL GREENSBORO PA				18.0					3.0						15.0		10065381
1931		U S STEEL IRVINE PENNSYLVANIA				5.00				5.00									10065280
1939		US STEEL HORSE CANYON UTAH				11.0												11.0	00198161
		PARENT CUST. TOT-UNITED STATES S				47.5				6.0	3.0				4.0	.5	20.0	14.0	00047724
1931		.VEEDER ROOT INC ALTOONA PA				14.0				3.50	3.50				3.50	3.50			10056326
1934		.WAGNER CHEMICAL CO ROCKFORD IL				.500				.500									10028650
1931		.WEINMAN PUMP & S PITTSBURGH PA				1.00						1.00							10098097
1930		.WESTINGHOUSE LIMA OHIO				42.0			3.0		3.0	9.0	3.0	15.0	10.0	5.0			[illegible]
1933		.WHITE RODGERS CO BATESVILLE AR				6.00										6.00			00266302
1939		.PEAT DIV-WHITTAKER NORWALK CA				27.0								9.50	3.00	3.50	4.50	6.50	00195089
1933		.WILL BROTHERS MFG-DETROIT MI				.364								.180				.184	00361890
1933		.WILSON DEICASTING GRAIN VLY MO				1.00							1.00						00232041
1939		.WITHROW DIE CAST N HOLLYWOOD CA				15.0							2.50	5.00		2.50	5.00		00094013
		TOTAL PRODUCT * * * * * * * LB				4712		16	153	401	319	415	673	551	669	453	584	399	6761-313-
		25 TOT MAJOR PYDRAUL 312A LB	14804	6211	8059	6641	714	601	553	628	336	435	695	571	672	453	584	399	
		PYDRAUL 230															005	3A	4597-230-
1830		.BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														00150721
1230		.BETHLEHEM STEEL BETHLEHEM PA		1.05		7.35	1.05	2.10	2.10	2.10									10009588
1934		.CARPENTER STEEL CHIC HTS IL	15.0	22.6	15.0	6.30		6.25				1.05							10013194
1273		.CLIQUOT CLUB CO MILLIS MA		.575															00235292
1232		.CUSTOM BEVCOAN CHARLOTTE NC				1.05			.525	.525									00255408
1931		.UNIVERSAL CYCLOPS ST TITUSV PA	10.0	13.1	10.0														00228656
1974		.FAN STEEL INC MUSKOGEE OKLA	3.00																00175574
1970		.FLORIDA STEEL INDIANTOWN FL		10.0		10.5			10.5										00227089
1230		.W R GRACE HARCO CHEM FORDS NJ				10.5		10.5											10035066
1230		.HERCULES INC RADFORD VA		1.05		1.05						1.05							00123915
1934		.KELSEY HAYES CO ROCKFORD IL	165	197	195	42.0	21.0		21.0										10043751
1934		.JOEL-STEEL HENNEPIN IL	70.0		2.00														00239771
1933		.MID-AM CANNING MADISONVILLE KY		.525															00245771
1039		.RICH MFG CO CORONA CALIF																	00161330

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-IN THOUSANDS OF DOLLARS AND COLLARS-

NO.	SS	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.ID./ MAJR GRD.GP.
		PYDRAUL 230															00533A		4597-230-1
1138		.SHENAGO COMPANY DOVER OHIO	4.70	7.15	4.70														00214565
1178		.SOUTHWIRE ALUM HARRSVILLE KY	80.0		80.0														00210552
1932		.TELEDYNE ALLVAC MONROE NC				2.63	1.58			1.05									00242047
1139		.TINTOK CORPORATION BARTLETT IL		.225															00[illegible]
1968		.US STEEL CHEMICAL BAYTOWN TX	50.0	49.6	50.0														00210049
1139		.WACINE CHICAGO ENGR ADDISON IL	[illegible]	[illegible]	2.00														00179965
1230		.WELDOTRON CORP NEWARK N J		.525															00170232
1230		.WELDOTRON CORP PISCATAWAY NJ	4.50	2.60	4.50														00231576
		PARENT CUST. TOT-WELDOTRON CORP	4.50	3.13	4.50														00170232
1178		.YOUNG & BOOTH CINCINNATI OH		.200															00230618
		TOTAL PRODUCT * * * * * * * LB	446	245	305	81.4	23.6	17.9	34.1	3.7		2.1							4597-230-1
		PYDRAUL 230-A															01897A		4597-231-1
1139		.ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109885
1230		.BETHLEHEM STEEL BETHLEHEM PA				6.11					2.04		2.04	2.04					10059584
1139		.CHROMET STEEL CHICAGO HTS IL				4.58					2.55	2.04							10021124
1103		.CONTRS OF E ARK W MEMPHIS ARK				.509												.509	00272493
1230		.CIBA PHARMACEUTIC SOMERSET NJ				.141										.141			00209875
1922		.CUSTOM DEVICAN CHARLOTTE NC				1.53							1.02					.51	00255408
1131		.UNIVERSAL CYCLOPS ST TITUSV PA				1.02												1.02	00222656
1252		.E I DUPONT SEAFORD DE				.047									.047				00181013
1970		.FLORIDA STEEL INDIANTOWN FL				96.6				23.8		23.9			24.4			24.4	00227869
1138		.FORD MOTOR CO CANTON OH				1.02							.509					.509	00240950
1122		.A P GREEN REFACTORIES MEXICO MO				.141					.141								00150711
1139		.INLAND STEEL COLD STRP E CHICAGO IN				1.02									1.02				10019988
1133		.THE M W KELLOGG CO OMAHA NB				.047									.047				00126802
1134		.KELSEY HAYES CO ROCKFORD IL				124				4.1	10.3	29.4	22.4		29.5			24.4	10043791
1139		.SEVEN UP CO DETROIT MI				.507							.507						00262498
1138		.SHENAGO COMPANY DOVER OHIO				3.08									1.02		2.04		00214565
1134		.STEVENSON SALES DAVENPORT IA				2.04					1.02				1.02				00234737
1932		.TELEDYNE ALLVAC MONROE NC				3.06						4.07	1.02	2.03					00242047
1968		.US STEEL CHEMICAL BAYTOWN TX				15.3											5.1	10.2	00210049
		TOTAL PRODUCT * * * * * * * LB				261				27.9	22.0	30.0	29.1	25.6	27.6	29.7	7.1	61.6	4597-231-1
		30 TOT MAJOR PYDRAUL 230A LB	446	245	305	342	23.6	17.9	34.1	31.6	22.0	32.1	29.1	25.6	27.6	29.7	7.1	61.6	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS CH	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES PLAN FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID MAN.GRD
		PYURAUL 135															00532A		4592-13
1133		.ACME PRINTING INK KANSAS CT KS	5.00	8.07	5.00														001505
1156		.AIRCO VACUUM MET BERKELEY CA	24.0	2.69	24.0	9.15	2.69	2.69	3.77										002433
1838		.ANACONDA CO COLUMBIA FALLS MT	15.0																001977
1139		.ARCTURUS MFG CORP OXNARD CALIF	1.50	1.08	1.50														001675
1178		.ARMCO STEEL ASHLAND KY	40.0	32.3	40.0														100061
1133		ARMCO STEEL KANSAS CITY MO	75.0	56.5	75.0	4.22					4.22								100061
1170		ARMCO STEEL MIDDLETOWN OH	30.0	33.4	30.0	5.38		5.38											100062
1978		ARMCO STEEL SAND SPRINGS OK	3.00	6.46	3.00														100062
1968		ARMCO STEEL HOUSTON TX	250	240	250	40.1	39.1	1.0											100062
		PARENT CUST. TOT-ARMCO STEEL MID	398	369	398	49.7	39.1	6.4			4.2								100062
1932		.ARO INC ARNOLD AFB STA TN	70.0																100065
1128		.ASHLAND CHEM CO HELPRE OH	2.20	2.15	2.20														001102
1153		.AUTO SPECIALTIES ST JOSEPH MI		.538															002349
1133		.BENDIX CORP KAN CITY MO		.149															100392
1121		.BETHLEHEM STEEL LACKAWANNA NY	30.0		1.00														002392
1238		BETHLEHEM STEEL BETHLEHEM PA		2.69		5.38	1.08		1.08		2.15	1.08							100095
		PARENT CUST. TOT-BETHLEHEM STEEL	30.0	2.69	1.00	5.38	1.08		1.08		2.15	1.08							000455
1139		.CALUMET STEEL CHIC HTS IL	35.0	30.6	35.0	5.38		5.38											100131
1174		.BREWSTER CO SHREVEPORT LOUISIA	5.00	2.36	5.00														001845
1968		BREWSTER CO HOUSTON TX		.538															002368
		PARENT CUST. TOT-BREWSTER CO SHR	5.00	2.89	5.00														001845
1121		.BRUNSWICK CORP MUSKEGON MI	.350	.394	.350														100120
1121		.CARBORUNDUM FALCONER NY	1.60	1.08	1.60	2.15		1.08		1.08									001561
1230		.CARPENTER TECHNOLOGY READNG PA	9.00	.538	7.00														002312
1270		.COLSON CO SOMERVILLE MA				1.61		1.61											002435
1178		.CONSTELLAT STEEL EQUIP CHICAGO	5.00		5.00														002376
1130		.CONTINENTAL STEEL KOKOMO IND	11.0	8.07	11.0	1.61	1.61												100193
1139		.CRIST MACHINERY ALBUQUERQUE NM				.508			.508										002510
1120		.CYCLOPS CORP MANSFIELD OHIO	130	121	130														003895
1176		.DETROIT STEEL CORP PORTSMOUTH	7.00	5.38	7.00														001664
1131		UNIVERSAL CYCLOPS ST BRDGVL PA	10.0	.538	2.00														100855
		PARENT CUST. TOT-CYCLOPS CORP PI	147	127	139														002449
1230		.DE LAVAL TURBINE POUGHKEE NY		.538															001159
1138		.DRIVER/HUNTER ALBUQUERQUE NM	1.50	.538	.600														002269
[illegible]		.EDCO SPECIALTIES YPSILANTI MI		.248															001890
[illegible]		.ESCO ELEVATORS FORT WORTH TX	3.00																001979
1968		.FEDERATED METALS HOUSTON TX				.538		.538											002444

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MKT.	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. ID / MAJR GRD GP
		PYDRAUL 135															00532A		4592-135-
1176		.FLORIDA STEEL INDIANTOWN FL		3.23															00227889
1131		.GA-DELCO PRODUCTS ROCHESTER NY	20.0		10.0														00239313
1131		GM-CHEVROLET TONAWONDA NY	240		100														10032733
		PARENT CUST. TOT-GENERAL MOTORS	260		110														00157279
1138		.GILMORE IND INC CLEVELAND OH				4.30				4.30									00244775
1174		.JOSLIN BIRMINGHAM LITTLE RK AR		.496															00183945
1133		.GREAT LAKES CARBON ST LOUIS MO		.538															10035414
1139		.HYDRANAMICS STS PUNABLANCA NM	10.0	41.5	10.0														00222690
1134		.INLAND STL E CORP STRP E CH IN	190.0	156	70.0	80.3	30.1		30.1										10040566
1137		.INTL HARVESTER CHICAGO IL	140	107	100	43.0	10.8	18.8	13.5										00215929
1130		.JURGENSON STEEL SEATTLE WA	10.0		5.00														00221961
1138		.JOSEYN STAINLESS S FT WAYNE IN		32.3															00151432
1134		.ELECTROMELT CORP E CHICAGO IND		9.68															00182761
1131		.JONES & LAUGH PITTS PA	40.0		20.0														10043115
1171		.LITTON SYSTEMS PASCAGOULA MS	5.00		5.00														00230519
1133		.LOST TROL MARYLAND HGTS MO		.538															00245607
1230		.LORENS STEEL COATESVILLE PA	3.00																00239461
1131		.MERCERALLOYSCOTRANSFERPA				.538	.538												00248282
1131		.MERCER ALLOYS GREENVILLE PA				1.08		1.08											00244465
1133		.MICH STO ALLOYS BENTON H MI	3.50	2.15	3.50														00129917
1134		.NORTH STAR STEEL ST PAUL MN	6.00																00239909
1138		.OHENS ILL PERRYSBURG OH	1.50	2.15	1.50														00183173
1133		.RALSTON PURINA SAINT JO MO	1.30	1.08	1.30														00135194
1174		RALSTON PURINA OKL OKLAHOMA OK		2.15															00135151
1230		RALSTON PURINA MECHANICSBRG PA	2.00	3.23	2.00	1.08	1.08												00209597
		PARENT CUST. TOT-RALSTON PURINA	3.30	6.46	3.30	1.08	1.08												10066107
1138		.REACTIVE METALS NILES OH	10.0	10.7	10.0	5.38			5.38										00135437
1230		.RENNEBURG BALTIMORE MD				1.07							.538	.527					00255785
1134		.REPUBLIC STEEL CORP SOUTH DE IL		13.5															00135044
1134		REPUBLIC STEEL CORP SO CHICO IL	270	245	270	48.2	10.0	18.1	10.8			10.5							10067456
1131		REPUBLIC STEEL BUFFALO NY		.538		1.61	1.61												10067464
1138		REPUBLIC STEEL CANTON OH	65.0	40.9	65.0	16.1	6.46	3.23	6.46										10067472
1138		REPUBLIC STEEL CORP CLEVE OH	75.0	29.6	50.0	12.9	4.84		4.30	3.23									10067480
1133		REPUBLIC STEEL MASSILLON OH				2.69	2.69												10067499
1138		REPUBLIC STEEL WARREN OHIO				5.38			5.38										00221619
		PARENT CUST. TOT-REPUBLIC STEEL	410	329	385	86.4	34.4	11.3	26.9	3.2		10.5							10067460
1132		.REYNOLDS MET SHEFF LISTERHI AL	80.0	67.3	80.0														00135992
1173		REYNOLDS METALS MESSENA NY	70.0	23.7	50.0	13.5	5.38		5.38					2.69					10067790

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SLS REP	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID./ MAJR-GRD GP
		PYDRAUL 135															00532A		4592-135
1936		REYNOLDS METALS LONGVIEW WA	60.0	.	20.0														1006786
		PARENT CUST. TOT-REYNOLDS METALS	210	90.9	150	13.5	5.38		5.38					2.69					1006778
1134		.CHERRY BURRELL CEDAR RAPIDS IA		.538		4.09		4.09											0015082
1131		.SHARON STEEL FARRELL PA	6.00	6.46	6.00	2.15	2.15												1007216
1366		.HUMBLE OIL REF BENICIA CA	50.0	35.0	50.0	10.2			6.46			3.77							0016537
1133		.STARLIGHT TOOL & MFG JOPLIN MO		.245															0023266
1950		.[illegible] SERVICE CLEVELAND OH				.538			.538										0025142
1974		.TEXAS INSTRUMENTS STAFFORD TX		.050															0023597
1930		.TIMKEN ROLLER BEAR CANTON OH	90.0	137.7	190.0														1000019
1932		.TENN VALLEY AUTHOR CHATTANO TN	36.0		36.0														0014027
1934		.US STEEL CORP SOUTH CHICAGO IL	150		10.0														0021693
1934		.U S STEEL GARY INDIANA	70.0	19.5	70.0	21.5	4.07	2.58	9.87										1008523
1131		U S STEEL CORP DUQUESNE PA	15.0		15.0														0009013
1131		U S STEEL IRVINE PENNSYLVANIA				5.38			5.38										1008526
		PARENT CUST. TOT-UNITED STATES S	235	56.5	95.0	26.9	8.1	5.4	13.5										0004772
1950		.WASTE CNTRL SYSTEM HOUSTON TX		.538															0023257
1931		.WHEELING PITT ST MINGO JUNCTION	100	100.0	100														1009025
1931		.WHEELING STEEL STEUBENVILLE OH	25.0	39.0	25.0	17.2	1.1		16.1										0009409
		PARENT CUST. TOT-WHEELING STEEL	125	69.8	125	17.2	1.1		16.1										0004708
1134		.WHITING CORP HARVEY ILL		2.17															0015559
1230		.ALAN WOOD STEEL CONSHOHOKEN PA	5.00		3.20														1009128
		TOTAL PRODUCT * * * * * * * LB	2513	1548	1915	354	138	58	123	9	6	15	1	3					4592-135
		PYDRAUL 135-A															01898A		4592-136
1170		.ANCHOR COUPLING CO LIBERTY MO				1.09							2.09						0010966
1170		.ARMCO STEEL ASHLAND KY				19.5				8.96		5.27				2.64	2.64		1005817
1133		ARMCO STEEL KANSAS CITY MO				21.1					4.2	4.2		10.5		10.5			1000619
1170		.ARMCO STEEL MIDDLETOWN OH				34.0				12.1		21.6		21.6	18.4		2.6		1000622
1366		ARMCO STEEL HOUSTON TX				97.0				38.9	2.6	39.0	5.3	11.2					1000627
		PARENT CUST. TOT-ARMCO STEEL MID				192				60.0	6.9	40.1	5.3	43.3	18.4	13.2	5.3		1000622
1135		.ASHLAND CHEM CO BELPRE OH				.527											.527		0011022
1932		.ATLANTIC STEEL CO ATLANTA GA				1.05						.527	.527						1000723
1230		.BETHLEHEM STEEL BETHLEHEM PA				1.05									1.05				1000958
1134		.CACONEY STEEL CHIC HTS IL				27.4				5.27	2.64	2.11	2.64	5.27	5.27				1001315

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SEG REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJ. FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJP GRP GP
		PYDRAUL 135-A															01898A		4592-135-
1974		.BREWSTER CO SHREVEPORT LOUISIA				1.79					.625	.723		.245		.196		1.58	00184551
1131		.CARBORUNDUM FALCONER NY				1.58													00158100
[illegible]		.CONTINENTAL STEEL KOKOMO IND	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2.64	[illegible]	10017338
[illegible]		.COUNTRYS DELIGHT MILK CHICA IL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.527			00345514
[illegible]		.GRANITE CITY STEEL GR CITY IL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2.11			10035256
1133		.GREAT LAKES CARBON ST LOUIS MO				3.16							1.05	1.05			1.05		10035414
[illegible]		.HARTBRANE MELODY FARMS CHIC IL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.53	1.05	00271500
[illegible]		.INLAND STL & COLD STRP E CH IN	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10040560
[illegible]		.INLAND STEEL IND HARBOR IN	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10040567
		PARENT CUST. TOT- INLAND STEEL C			6	34.8					5.3	29.5							10040567
[illegible]		.INTL HARVESTER CHICAGO IL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00215922
1230		.JOHN JOHNSON READING PA				.527							.527						00248221
1268		.H & M SYSTEMS HOUSTON TX				1.05												1.05	00272691
1133		.MAGNA COPPER SAN MANUEL ARIZ				2.11									2.11				00256803
1134		.ARTHUR G MCKEE FAIRBURN GA				2.11					2.11								00255755
1133		.CITY NEW MADRID NEW MADRID MO				10.5												10.5	00225877
1133		.RALSTON PURINA SAINT JO MO				1.58										1.58			00135197
1974		RALSTON PURINA OKL OKLAHOMA OK				3.16					1.05		1.05			1.05			00135155
1230		RALSTON PURINA MECHANICSBRG PA				2.11											2.11		00209597
1220		RALSTON PURINA SHIREMANSTOWNPA				.527												.527	00168277
		PARENT CUST. TOT-RALSTON PURINA				7.38					1.05		1.05			2.64	2.11	.53	1006610
1230		.REMMEBURG BALTIMORE MD				1.05					1.05								00255778
[illegible]		.REPUBLIC STEEL CORP SO CHGO IL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		REPUBLIC STEEL CANTON OH	[illegible]	[illegible]	[illegible]	26.9				5.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5.3		5.3	1006747
1130		REPUBLIC STEEL CORP CLEVE OH				10.6					[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			2.6	1006743
1130		REPUBLIC STEEL MASSILLON OH				2.64					2.64								1006749
1130		REPUBLIC STEEL WARREN OHIO				10.5						10.5	[illegible]	[illegible]	[illegible]				00221161
		PARENT CUST. TOT-REPUBLIC STEEL				227				26.4	34.3	37.0	26.4	10.5	34.3	26.4	10.5	21.1	1006748
1922		.REYNOLDS MET SHEFF LISTERHI AL				17.4									5.27	4.22	7.91		00135999
1273		REYNOLDS METALS MESSENA NY				13.2						2.64		2.64	2.64	5.27			1006779
		PARENT CUST. TOT-REYNOLDS METALS				30.6						2.64		2.64	7.91	9.49	7.91		1006778
1134		.CHERRY BURRELL CEDAR RAPIDS IA				1.52				.10	.20					1.23			00150088
[illegible]		CHERRY BURRELL CHICAGO IL	[illegible]	[illegible]	[illegible]	.343	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.196	[illegible]	[illegible]	.147	[illegible]	[illegible]	[illegible]	10025673
		PARENT CUST. TOT-ROBERTSHAW CONT				1.86				.10	.20	.20			.15	1.23			0004532
1966		.SARTAIN HYDRAULICS HOUSTON TX				.294												.294	0027250

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[illegible]-A DIRECT #2
01/12/72

ORGANIC DIVISION [illegible] PRODUCT
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIC	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.ID / MAJR GRD.GP.
																	01898A		4592-136-1
		PYDRAUL 135-A																	
1131		.SHARON STEEL FARRELL PA				8.43						2.11		2.11	2.11		2.11		10072166
1136		.HUBBLE OIL REF BENICIA CA				23.2						5.28	5.27				6.32	6.32	00165379
1232		.STAUFFER CHEM DOBBS FERRY NY				.196								.196					10075602
1132		.STEWARD MACHINE BIRMINGHAM AL				2.64						2.64							00257183
1198		.TIMKEN ROLLER BEAR CANTON OH	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.527	21.1	[illegible]	10082193
1232		.TUSCON DAIRY UNION NJ	[illegible]	[illegible]	[illegible]	.527	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00269352
1134		.U S STEEL GARY INDIANA	[illegible]	[illegible]	[illegible]	87.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10089293
1121		U S STEEL IRVINE PENNSYLVANIA				15.6				5.3	10.5								10065265
1131		US STEEL CORP JOHNSTOWN PA				3.69				3.69									00152048
		PARENT CUST. TOT-UNITED STATES S			6	106				19.5	18.4	15.8	15.8		7.9	5.3	7.9	15.8	00047724
1138		.WARNER & SWASEY NEW PHILADEL OH	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1150		.WASTE CNTRL SYSTEM HOUSTON TX				.527								.527					00232572
1131		.WHEELING STEEL STEUBENVILLE OH	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
		TOTAL PRODUCT * * * * * * * LB				806				146	99	163	88	91	92	81	68	58	4592-136-1
		35 TOT MAJOR PYDRAUL 135A LB	2513	1548	1915	1240	138	58	123	154	105	179	88	94	92	81	68	58	
																	00926A		6126-358-1
		MCS-358																	
1839		.ELETRO OPTICAL PASDENA CA		.094															00230065
1839		.AEROJET NUCLEAR SYST AZUSA CA		.098															00229555
1270		.THERMO ELECTRON WALTHAM MASS		.074															10079713
1166		.U S NAVY MOFFETT FIELD CALIF		.050															10084520
		TOTAL PRODUCT * * * * * * * LB		.276															6126-358-1
																	01889A		6120-065-1
		PYDRAUL 65E																	
1839		.WITHROW DIE CAST N HOLLYWOD CA				3.00	3.00												00094013
		TOTAL PRODUCT * * * * * * * LB				3.00	3.00												6120-065-1
																	01367A		6123-090-1
		PYDRAUL 90																	
1975		.INGALLS SHIPBLDG PASCAGOLULUMS		2.75		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00219665
1138		.AUST ENGINEERING CO CANTON OH	[illegible]	1.50	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	00155965
		TOTAL PRODUCT * * * * * * * LB		1.25															6123-090-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS 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
		PYDRAUL 540-A																	
																	01772A		6127-540-1
1774		•DOW CHEMICAL RUSSELLVILLE ARK		60.0		24.3	17.9	6.4											00182729
1839		DOW CHEMICAL CO AURORA COL				5.34		2.16			3.18								00183369
		PARENT CUST. TOT-DOW CHEM MIDLAN		60.0		29.6	17.9	8.5			3.2								10022903
1230		•READING IND EQUIP READING PA				2.12			2.12										10066670
		TOTAL PRODUCT * * * * * * * LB		60.0		31.7	17.9	8.5	2.1		3.2								6127-540-1
		PYDRAUL 540B																	
																	01895A		6127-541-1
1137		•ANCHOR COUPLING CO LIBERTYV IL				.047													00109669
1774		•DOW CHEMICAL RUSSELLVILLE ARK	100	78.9	100	110			13.7			19.9	24.5	47.2					00182729
1839		DOW CHEMICAL CO AURORA COL	10.0	9.07	10.0	15.4		4.26					3.54	3.54		4.04			00183369
		PARENT CUST. TOT-DOW CHEM MIDLAN	110	87.9	110	126		4.3	18.7			19.9	28.0	50.7		4.0			10022908
1139		•KLEKAEFER CORP CEDARBURG WI	[illegible]	1.59	10.0														00182184
1230		•READING METALS READING PA				2.02										1.01		1.01	00252220
1139		•A O SMITH CORPORAT MILWAUKE WI	1.40		1.40														00138231
1774		•SHINNERTON RUSSELVILLE AR		4.77															00227151
1234		•UNIROYAL JOLIET ARS JOLIET ILL	9.00	3.18	9.00	1.06	1.06												00086703
		TOTAL PRODUCT * * * * * * * LB	130	97.5	130	127	1.1	4.3	18.7			19.9	28.0	50.7		5.1		1.0	6127-541-1
		SANTOSAFE 150																	
																	00734A		7900-150-1
1234		•U S STEEL GARY INDIANA		1.08															10085233
		TOTAL PRODUCT * * * * * * * LB		1.08															7900-150-1
		SANTOSAFE 300																	
																	00731A		7900-300-1
1231		•JEFFREY MANF FALLENTIMBER PA		1.08		4.84	3.23	1.61											00243051
1137		•KLEKAEFER CORP CEDARBURG WI		5.56															~~00182184~~
1178		•W R STAHLER CO HILLSBURG KY		4.30															00235369
1139		•U S STEEL TORRANCE CALIFORNIA		15.1		34.5	18.3	3.3		12.9									00220965
1133		U S STEEL CORP SOMERSET CO	10.0	16.0	10.0														00210089
1232		U S STEEL CORP DUQUESNE PA		33.9															00090131
1131		U S STEEL GREENSBORO PA	45.0	43.0	45.0	25.8			9.1	16.1	.5								10085381
1131		U S STEEL MCKEESPORT PA		95.2															00143162
1139		US STEEL HORSE CANYON UTAH	7.50	6.00	7.50														00196161
		PARENT CUST. TOT-UNITED STATES S	62.5	209	62.5	60.3	18.3	3.3	9.1	29.1	.5								00047724
		TOTAL PRODUCT * * * * * * * LB	62.5	220	62.5	65.2	21.5	4.9	9.1	29.1	.5								7900-300-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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.
SANTOSAFE 300															00731A		7900-30
40 TOT MAJOR MISCELLANEOUS LB	193	380	193	226	41.4	17.7	30.0	29.1	3.7	19.9	28.0	50.7		5.1		1.0	
21 TOT SUB-CL SECOND GEN PYOR LB	17556	8384	10472	8450	917	625	741	843	467	666	840	741	792	569	659	520	
TURBINOL-153															00531A		6124-00
1170 .COLUMBIA GULF TRANS STANTON KY		23.0		21.2								6.1	42.4			27.2	002386
1969 COLUMBIA GULF TRANS ALEXAND LA				15.1									16.9	15.1	16.9		00265
1960 COLUMBIA GULF TRANS DELHI LA				24.2									33.9	9.7			00265
1968 COLUMBIA GULF TRANS IVERNES MS				35.1									33.9	6.1		4.8	00265
1966 COLUMBIA GULF TRANS HOUSTON TX	108		20.0														00221
PARENT CUST. TOT-COLUMBIA GAS NY	108	23.0	20.0	95.6								6	127	11	17	32	000474
1933 .GARDNER DENVER CO QUINCY [illegible]	[illegible]	[illegible]	[illegible]	1.92												1.20	[illegible]
1230 .PSE SERV ELEC - GAS LINDEN NJ	1.50	1.21	1.50	1.20													00549
1963 .TEXAS EAST TRANS HOUSTON TX	100	25.2	100														00165
1962 TEXAS EASTERN TUSCAMBIA ALA	18.0	12.7	18.0										6.1				10079
1966 TEXAS EASTERN TRAN GRAVILLE KY	20.0	33.7	20.0	22.9	16.8												00205
1963 TEXAS EAST TRA OLINGSVILLE KY	30.0	18.2	30.0														
1966 TEXAS EASTN TRANSM LA ROSA LA	40.0	31.3	40.0	49.4							12.1			12.1		24.2	00197
1968 TEXAS EASTERN TRAN WHITE CA LA	35.0	46.4	35.0	12.1												12.1	00140
1968 TEXAS EAST TRAN KOSCIUSKO MS	20.0	25.3	20.0	24.2				12.1								12.1	10079
1968 TX EASTRN TRANSMISSI YAZOO MS	20.0	18.2	20.0	21.0	7.2	14.4											00151
1968 TEXAS EASTERN FLORHAM PARK NJ	10.0	7.20	10.0										29.3				00225
1969 TEXAS EASTERN TRANS ARNAGH PA				29.3									10.5				00264
1968 TEXAS EAS TR BECHTELSVILLE PA				10.5												10.3	10079
1971 TEXAS EAST TR EAST WATERFORD P				10.3													00155
1968 TEXAS EAST TRANS GREENSBURG PA				6.09	6.09												10079
1968 TEXAS EAST TRAN GRANTVILLE PA				3.03		3.03										31.8	00155
1968 TEXAS EASTERN SHERMAN S DALEPA				31.8													00181
1969 TEXAS EASTRN TRANSMSN LEHIGH TX	10.0	12.0	10.0	12.1						12.1							00245
1966 TEXAS EASTERN TRANS CONROE TX		7.20														12.1	00233
1968 TEXAS EAST TRAN NEW HAVERLY TX	40.0	38.3	40.0	12.1													
PARENT CUST. TOT-TEXAS EAST TRAN	343	276	343	244	30	17		12		12	12		46	12		103	00048
1940 .TRANSWESTERN PIPE CORONA NM	20.0	32.6	20.0														00094
1932 .TENN VALLEY AUTHOR CHATTANO TN	300		19.0														00140
1960 .H-K-M VALVE MISSOURI CITY TX		.050															00205
TOTAL PRODUCT * * * * * * * LB	773	333	400	342	30	17		12		12	12	6	173	24	17	72	6124-0

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	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.NO / MAJR.GRO.GP.
	US 135															00522A		6780-000-1
1135	.WESTINGHOUSE PITTSBURGH PA	.002	.002	.002														10099743
	TOTAL PRODUCT * * * * * * * LB	.008	.013	.008	.024	.001		.002	.007		.004	.002				.002	.006	6780-000-1
	SANTOVAC 1															018	6A	6776-001-1
1239	.CASHLAND CHEM CO TAMPLETON IL				4.80			1.20		1.20								10008819
1235	.DOWCO MUSKEGON MUSKEGON MI				3.00				1.20		.60				1.20			10013559
1276	.CONT INDUSTR ELIZABETHTOWN KY				2.40					2.40								00218398
1279	.CRUCIBLE STEEL SYRACUSE NY				1.20				1.20									10020387
1221	.UNIVERSAL CYCLOPS ST TITUSV PA				1.20	1.20												00228656
1230	.DRIVER-HARRIS CO HARRISON NJ	1.00		1.00	.600					.600								10023262
1231	.EUTACTS HIGH VACUUM GRAND I NY																	00117412
1234	.GENERAL-MILLS KANKAKEE ILL				6.00	2.40		2.40						.60				10021221
1220	.HUMET CORP DOVER NJ				3.60							1.20				.60	1.80	00251976
1235	.KENNAMETAL WINDSOR CT		.300															10043940
1232	.OLIN-PLASTICS EVANSVILLE IN				.600									.600				10063068
1232	.AINN MIN & MFG GUIN AL				.330												.330	00272973
1230	.ROBERTSHAW CONTROL MILFORD CT				.275	.055			.110								.110	00136239
1136	.TAM INC MINERVA OH	15.0	3.00	10.0	7.20			3.00	3.00						1.20			00141267
	TOTAL PRODUCT * * * * * * * LB	16.0	3.60	11.0	31.2	3.66		6.60	5.51	4.20	.60	1.20	2.40	1.80	2.40	.60	2.24	6776-001-1
	SANTOVAC 2															018	5A	6776-002-1
	.CUSTOMER ID NOT IN MASTER FILE				.120						.120							00257281
1153	.ADAMS CARBIDE LIVONIA MA				.060									.060				00265616
1132	.AERO CAST INC MIAMI FL				.540							.300					.240	00261564
1279	.AEROSPACE SUPPLY FORT WORTH TX				.300												.300	00272043
1281	.AERO SPACE SUPPLY HURST TX				.180	.180												00248711
1278	.AIRCRAFT CASTING MIAMI FL				.060			.060										00251763
1279	.AIRCRAFT SERVICE MIAMI FLA				.060		.060											00089818
1231	.ALLEGHENY LUDLUM BRACKENRID PA				.240									.120	.120			00165409
1235	.ALPHA METALS JERSEY CITY NJ				.060			.060										10002729
1273	.ALUMINUM FINISHING CROMWELL CT				.120							.060	.060					00252549
1153	.ATI CORP TROY MI				.180			.180										00259[illegible]
1237	.ANACONDA WIRE HAST ON HUD NY				1.80									.60			1.20	10005507
1153	.ANCO PAINT & CHEM DETROIT MI				.060						.060							00257281
1250	.ARMCO STEEL BALTIMORE MD				.300					.300								00239429
1203	.ARO INC ARNOLD AFB STA TN				1.92				1.92									10006619
1239	.ARWOOD CORP CITY OF INDUST CA				.600											.600		00276652
1231	.ARCO CHEM-NUMEC LEECHBURGH PA				.120	.060				.060								00246417
1130	.AURORA CASKET CO AURORA IN				.060									.060				00265292
1130	.BATESVILLE CASKET BATESVL IN				1.20						.600						.600	00239241

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	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.NO./ MAJR.GRO.GP.
	SANTOVAC 2															018	15A	6776-C02-11
1025	.JUCHTEL CORP DELTA PA				.120					.120								00256852
1031	.BEECH AIRCRAFT BOULDER CO				.060								.060					00262145
[illegible]	.ESCAST INC MIDDLEBURY OH				.120	.120												[illegible]
[illegible]	.IC ROCK FINISH SUGAR GROVE IL				.120									.120				[illegible]
1273	.BROWN CO HOLYOKE MASS		2.40															10011817
[illegible]	.GRANT STEEL FIBERGLASS KOKOMO IN				2.40		2.40											~~10081785~~
1039	.UCLA LOS ANGELES CA				.420								.060		.240		.120	00263435
1037	UNIV OF CALIF LOS ALAMOS NM				.060					.060								10013186
	PARENT CUST. TOT-UNIV OF CALIF B				.480					.060			.060		.240		.120	00047260
[illegible]	.ACADEMY CO MADISON HEIGHTS MICH				.300												.300	[illegible]
1233	.CARPENTER TECHNOLOGY READING PA				18.0	2.40	2.40		2.40	3.60		3.60	3.60					00231207
[illegible]	.CATERPILLAR TRACTOR MOSSVILLE IL				.120												.120	[illegible]
1039	.CERTIFIED ALLOY LONG BEACH CA				1.80			1.20							.60			00223069
1041	.CON-RAY FINISHING BROOKLYN NY				.060		.060											00245297
1044	.CROBELL TACKLE HOT SPRINGS AR				.060			.060										00251127
1043	.DUAL ENTERPR N CHARLESTON S C				.060				.060									10020464
1275	.EASTON MOULDED LEOMINSTER PA				.060					.060								00255246
1270	.DECOR NOVELTIES LITTMAN PA				.300									.300				00264326
1032	.DELTECH SYSTEMS, MIAMI FL				.600										.600			00269530
1032	.DELTECH SYSTEMS TAMPA FL				.600										.600			00269549
[illegible]	.WM SMITH CO ROCKY COL				1.80	1.80		.60			.60							10022959
1235	.ALBERT B DRIVER NEWARK NJ	15.0		15.0														10023254
[illegible]	.GORHAM CORP WARREN RI				.060											.060		[illegible]
1053	.FAIRMAN VALVE TOOL SAGINAW MI				.300					.180						.300		[illegible]
1029	.GUARDS LAB SANTA ANA CALIF				2.40				1.20						1.20			00152076
1039	.G G & G INC LOS ALAMOS NM				.060		.060											00244533
1032	.GENERAL TRADING CORP MIAMI FL				.060					.060								00250242
1041	.HMC CORP HOMER CITY PA				.180										.180			00269336
1043	.HANCEL CO INC DETROIT MI		.060		.120				.120									00185005
1237	.CIBA & GEIGY CORP GRANSTON RI				.060				.060									10030558
1075	.IN-CENTRAL FOUNDRY BEDFORD IN				3.60			1.20								1.20		10032929
1029	.GENL DYNAMICS SAN DIEGO CA				1.92			.600		.720						.600		10030927
1032	.GENERAL ELECTRIC WILMINGTON NC				.060							.060						00260371
1130	GEN ELEC CINNAMINSON				.060				.060									00294309
1131	GE CO LYNCHBURG VA				.240									.240				00125022
	PARENT CUST. TOT-GEN ELEC SCHENE				.300				.060			.060		.240				10031350
1034	.GENERAL MILLS KANKAKEE ILL		.600		.600								.600					10032474
1230	.GEORGETOWN UNIVERSITY WASH DC				.060							.060				.060		00252409
1030	.GILMORE MFG PHILADELPHIA PA				.060												.060	00271721
1131	.GILMOUR MFG SOMERSET PA				.060													00271889

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-IN THOUSANDS OF POUNDS AND DOLLARS-

A G	SSI CDES	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.ID / MAN.GRO.CD.
		SANTOVAC 2															01815A		6776-002-1
[redacted]		[redacted]				.300													[redacted]
[redacted]		[redacted]				.060													[redacted]
[redacted]		[redacted]				.300													[redacted]
[redacted]		[redacted]				.180													[redacted]
1230		.HITCHINERMANO WALLINGFORD CT				.480	.240												[redacted]
[redacted]		[redacted]				1.32									.240				00246215
1230		HOMMET CORP DOVER NJ				6.60		.120			.180						.780		[redacted]
									1.20			.60		.60	2.40			1.80	00251976
		PARENT CUST. TOT-HOMMET CORP NEW				7.92		.12	1.20		.18	.60	.24	.60	2.40		.78	1.80	00048469
1230		.HUGHES TOOL CO HOUSTON TX				.120													
1230		.INTL NICKEL SLOATSBURG NY				1.20										.120			00124932
1230		.JAMECO METAL PRO JAMAICA NY				.060				.060								1.20	10041384
1133		.JENSEN SALISBERY LABS KC, KS				.060		.055	.005										00126217
1131		.KAMECKI BERYLCO BOYERTOWN PA				1.20	.600						.600						10042550
[redacted]		[redacted]				[redacted]													10043549
1230		.KELSEY HAYES PHILADELPHIA PA		.600		1.20		.600									.060		[redacted]
1830		.KRAD ASSOCIATES COSTA MESA CA				.300		.300									.600		00240072
1131		.LATROBE STEEL CO LATROBE PA	6.00		6.00	12.6	3.60			2.40		1.80			2.40		1.20	1.20	00249270
[redacted]		[redacted]				[redacted]													10045525
1131		.LEYDOLD HERAEUS NORRDEVILLE PA				.180			.180										[redacted]
1131		.LITTON IND WILLIAMSPORT PA				.060													00233846
1230		.MCCORMIC CORP HAWARDENCK NY				.660											.060		00246428
1137		.MELCO WIRE PROD GLENDALE CA				.120					.120			.060	.600				00253005
[redacted]		[redacted]				[redacted]													00252700
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				[redacted]													[redacted]
1237		.NATL DRUG SHIFTWATER PA				.060					.060						.360		[redacted]
[redacted]		[redacted]				[redacted]													00255777
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				[redacted]													[redacted]
1232		.PALL CORP CORTLAND NY				.060													[redacted]
1231		.PENN STATE COLL UNIV PARK PA		.240														.060	00272434
1270		.PENN ST UNIV ST COLLEGE PA				.240								.240					10061607
1239		.PENNWALT CORP CITY OF IND CA				.950				.950									00263303
[redacted]		[redacted]				[redacted]													00253472
1230		PENNWALT CORP PHILADELPHIA PA				12.2			.42	4.20					3.60		.28	3.72	10061636
		PARENT CUST. TOT-PENNWALT CORP P				14.1			1.32	5.15					3.60		.28	3.72	10061636
1230		.PETROLEUM DIST CO HOUSTON TX				.180						.060	.060		.060				00093750
1131		.THE PFAUDLER CO ROCHESTER NY				.160			.180										00387998
1232		.PFIZER INC CANAAN CT				.300			.300										00244724
1232		.PIEDMONT METAL PROD LAWRENC GA				.060							.060						00259926

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	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.NO./ MAST.GRO.GP.
		SANITUVAC 2															018	15A	6776-002-11
1232		.PLASTIC ARTS BROOKLYN NY				.660					.660								00255343
1274		.PLASTICS RES FT SMITH AR				.060			.060										10063655
1252		.PREATER VACUUM PRO MASPETH NY				.300					.300								00134627
1232		.RAY VAMPLASTICS ROCK IL				.180		.060											00249196
1232		.REGAL FINISH BENTON HARBOR MI				.060												.060	00170209
1232		.RESET CORP LONG BEACH CA				.600										.600			00269220
1232		.RESET CORP CITY OF IND CA				.600							.600						00260460
1232		.RESET CORP LA MIRADA CA				1.20									1.20				00264377
1232		.RESET CORP LOS ANGELES CA				.120										.120			00265500
1232		.REPUBLIC STEEL CORP CLEVE OH				.060												.060	10067[illegible]
1278		.RYAN INDUSTRIES LOUISVILLE KY		.600															00210431
1230		.SCHOOR INDUSTRIES BLOOMFLD CT				.240							.120			.120			00259965
1232		.SHANNEE PLAST RUTTAMA KY				.240			.120				.120						00236302
1230		.SIGMALITE NEPTUNE NJ				.060								.060					00262862
1232		.ARTHUR F SMITH PORPANO BEAC FL				.060											.060		00270620
1232		.SPANGE - CO BUTLER PA				.180					.060						.120		10074425
1234		.SPARTER INC SPARTA WI				.300											.180	.120	00210[illegible]
1230		.SPECIAL MET NEW HARTFORD NY	42.0		42.0	3.00				.60						2.40			10074576
1232		.SPECTRUM FINISHING BABYLON NY				.120									.060		.060		00263958
1232		.SPRAGUE ELEC N ADAMS MA				.720								.060		.660			10074770
1232		.STANDARD PACKAGIN CRANBURY NJ				1.20						.600			.600				10075173
1232		.STAUFFER DUPL INC PITTMAN NJ				.060									.060				00265673
1232		.TELEDYNE ALLVAC MONROE NC	2.00	2.40	2.00	1.20		.60			1.20								00242047
1232		.TESTERMAN STUDIO OR RAPIDS MI				.120													00[illegible]
1270		.TIMEX CORP MIDDLEBURY CT				.060					.060								00255500
1233		.TIP TOP PROD OMAHA NEB		.120		.180						.180							10085215
1232		.TOYO SPECIALTIES E TROY WI				1.120	.120												00246438
1232		.TRW INC MINERVA OH	15.00	3.00	10.0	6.00	3.00				3.00								00141227
1232		.UNION CAR - NUC OAKRIDGE TENN				4.80		1.80						1.20	1.80				10081971
1232		.PRATT - WHITN E PALM BEACH FL				.720			.120							.600			10064076
1232		.UNITED PLASTIC BAINBRIDGE GA				.360		.120		.240									00250465
1232		.UNIVERSAL CYCLOPS BROOVL PA				.600											.600		00271713
1232		.UPSON COMPANY LOCKPORT N Y				.240							.240						00206474
1232		.U S GOVT WATERTOWN MASS				.180								.180					00263352
1232		U S GOVT KIRTLAND AFB NM				.060									.060				00265962
1232		U S MARINE CHERRY POINT N C				.240		.120									.120		10084385
		PARENT CUST. TOT-U S GOVT WASHIN				.480		.120						.180	.060		.120		10084733
1232		.VACUMET INC BROOKLYN NY				.180	.060		.120										00249196
1232		.VACUUM PLATER INC MADSTON WI				.360												.360	00271942
1270		.VARIAN VACUUM NAC NEWTON MASS				.120						.120							00256226
1232		.VERNON SPECIAL N TARRYTON NY				.300							.300						10086582
1232		.WARNER LAMBERT PHA MORRIS P NJ				.360			.120			.120		.120					00144282

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	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.
	SANTOVAC 2															018	15A	6776-002-1
	[illegible] INDUSTRIES INC VASSAR MI				.000		[illegible]											00249440
	WILLIAMS ASSOC WALLED LAKE MI				.600											.600		00143810
	[illegible] CARBON DETROIT MI				.000										.600			00266388
	[illegible] PLASTICS EVANSVILLE IN				.300						.120	.060				.120		00181439
	[illegible] CENTRIFUGAL WAUKESHA WI				.600					.600								00256404
	TOTAL PRODUCT * * * * * * * LB	80.0	10.0	75.0	119	12.4	9.8	6.5	14.6	11.9	5.4	6.9	6.9	15.3	10.1	7.5	11.9	6776-002-1
	SANTOVAC 5															005	8A	6776-000-1
	ADVANCED METALS RES BURLGIN PA				.005											.005		00271608
	ADVANCE RESERCH INST AUSTIN TX				.004		.004											00250619
	A.S.I. INCORP WOODLAND HILLS CA				.003									.003				00265772
	ASA REDUCTION CO MURRAY HILL NJ	.002	.001	.002														00107204
	[illegible]		.001															00242659
	WESTERN ELEC LEES SUMMIT MO	.070	.079	.070	.025							.012				.013		10083747
	APPLIED RES LABS SUNLAND CA	.100	.056	.100	.035			.007	.016			.015						00153702
	[illegible]		.020	.020	.002										.002			00102263
	UNIV OF ARIZONA TUCSON AZ																	10006104
	ATLANTIC RICHFIELD WATSON CA	.004	.003	.004														00110559
	AUBURN UNIVERSITY AUSTIN AL				.002								.002					10007459
	BATTELLE MEM INST COLUMBUS OH				.002				.001						.001			10009484
	BATTELLE MEM INST RICHLAND WA				.002									.002				00156797
	PARENT CUST. TOT-BATTELLE MEM IN				.004				.001					.002	.001			10009484
	BAYLOR UNIVERSITY DALLAS TX				.002										.002			00266405
	BECKMAN ELECTRONICS MONROVIA CA	.100	.074	.100														10012591
	BOEING CO BOUYSTONE PA	.004	.003	.004														00111732
	BOEING CO RENTON WA				.003										.002	.001		00111767
	PARENT CUST. TOT-BOEING CO SO SE	.004	.003	.004	.003										.002	.001		00045802
	BOSTON COLLEGE CHESTNUT HILL MA		.001															00236640
	BROOKHAVEN NAT UPTON LI NY	1.00																10011647
	BURROUGHS CORP W LAKE VILLA CA				.005												.005	00272620
	CALIF INST TECH PASADENA CA	.005		.005	.002							.002						00153753
	UNIV OF CALIF BERKELEY CA	.004	.003	.004														00047260
	UNIV OF CALIF LIVERMORE CA	.002	.001	.002														10013178
	UNIV OF CALIF LOS ALAMOS NM	.060	.040	.060	.030	.015						.015						10013186
	PARENT CUST. TOT-UNIV OF CALIF B	.066	.052	.066	.030	.015						.015						00047260
	CASE INST OF TECH CLEVELAND OH		.001															10014387

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SEC	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.	CUSTOMER NUMBER
		AROCLOR 1221															003438		1040-225
1666		.WESTERN ELECTRIC PHOENIX ARIZ		1.04															0022105
1133		.BARDAHL OIL ST LOUIS MO				9.36	4.68				4.68								0021191
1230		.R P CARGILLE CEDAR GROVE NJ		.520															1001394
1152		.EATON SOL RUMULUS-RUMULUSMI				10.4			5.20					5.20					0016497
		TOT P-T WESTERN EATON S & POLNOS				10.4			5.20					5.20					10088925
1230		.E I DU PONT DE NEMO PARLIN NJ				.050	.050												1002326
1237		.CIBA & GEIGY CORP CRANSTON RI	1500		1500	15.0								22.0	7.0				1003066
1237		.GEN ELEC HUDSON FALLS NY		.520															1003193
1230		.R M HOLLINGSHEAD CAMDEN NJ				1.04			.520							.520			1003037
5316		.NORTH AMERI PAINT PANAMASSA NJ				.050							.050						0024227
1237		.NORTON COMPANY WORCESTER MA				.050							.050						1005056
1230		.PHOTOLASTIC INC MALVERN PA				.520		.520											1006200
1133		.QUAKER OIL CORP ST LOUIS MO				7.80	1.56		3.12				3.12						1006557
1152		.RED SEAL DIV QUAKR FERNDALE MI		1.04															0022739
		TOTAL PRODUCT * * * * * * * LB	1500	3.12	1500	44.3	6.3	.5	8.8		4.7		3.2	27.2	7.0	.5			1040-225
		AROCLOR 1232															003458		1040-230
1133		.BARDAHL OIL ST LOUIS MO		22.0															0021191
1276		.BARDAHL LAB NORWOOD MA		10.5															0011101
1555		.CITIES SERVICE OIL PETTYS ISNJ		33.0															0022263
1133		.CITIES SERV OIL CICERO ILL		16.5															1001038
1230		CITIES SERV OIL CAMDEN NJ		25.3															1001761
		PARENT CUST. TOT-CITIES SERVICE		74.8															0004597
1123		.FINDETT SERVICE CO SAINT CH MO		16.5		51.2			22.0		16.5	11.6	1.1						0011858
1133		.QUAKER OIL CORP ST LOUIS MO		12.1															1006557
1152		.RED SEAL DIV QUAKR FERNDALE MI		1.10															0022739
1178		.WESTINGHOUSE BLOOMINGTON IND		.550															1008979
1131		WESTINGHOUSE AI WILMERDING PA		.050															1008911
		PARENT CUST. TOT-WESTINGHOUSE EL		.600															00047740
1866		.WYNN OIL CO AZUSA CALIFORNIA		320															10092434
		TOTAL PRODUCT * * * * * * * LB		457		51.2			22.0		16.5	11.6	1.1						1040-230
		AROCLOR 1242															003498		1040-240
1237		.ACADEMY DIE CASTING EDISON N J		1.20															00165546
1275		.ALBANY FELT CO ALBANY NY		.110															10061811

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	SIC	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.ID / MAJ GROUP
		ANGELOR 1242															003498		1040-240-11
1123		.AMERICAN STEEL FOUND GRNT C IL		6.00															10000027
1231		.BARNES & TUCKER CARNEGIE PA		.600															00227[illegible]
1220		.R P CARGILLE CEDAR GROVE NJ		10.2															10011[illegible]1
1219		.DAYTON MALLEABLE IRON TRAIN OH		.600															10021227
1274		.DOW CHEMICAL RUSSELLVILLE ARK		4.20															00182729
1523		.LOS ANGELES DIE LOS ANGELES CA		1.20															00127906
1221		.MOBIL CHEMICAL CO EDISON NJ		14.4															10056676
1273		.NATL CASH REGIS DAYTON OH	2500		2500														10055349
1933		.RADIATOR SPECIAL CHARLOTTE NC	300	310	300														10065968
1121		.U S STEEL HOMESTEAD PA		.110															10085349
2831		.WESTINGHOUSE AT WILMERDING PA		.055															10089115
1753		.WESTVACO CORP COVINGTON VA		1.20															10089505
1260		.WYNN OIL CO AZUSA CALIFORNIA		.600															10092434
		TOTAL PRODUCT * * * * * * * LB	2800	321	2800														1040-240-11
		ANGELOR 1248															003568		1040-260-11
1231		.ALLIED CHEM MOUNDSVILLE WV		6.00															10002443
1231		.AMAX SPECLTY MTL AKRON NY		.600															00227862
1233		AMAX SPECLTY MTL WASHINGTON WV		3.00															00209694
		PARENT CUST. TOT-AMAX SPECLTY MT		3.60															00227862
1234		.ASHLAND CHEM CO MAPLETON IL		1.20															10009813
1234		.ATLANTIC RICHFIELD E CHIC IN		12.0															10073189
1232		.BELRAY CO INC FARMINGDALE NJ		53.4															10009111
1268		.BLUE CROSS LAB N HOLLYWOOD CA		.600															00183657
1[illegible]		.CITIES SERVICE OIL PETTYS ISNJ		36.0															00222631
1273		.CRUCIBLE STEEL SYRACUSE NY		1.20															10020337
1273		.DIAMOND CHAIN INDIANAPOLIS IND		.230															00223093
1230		.DRIVER-HARRIS CO HARRISON NJ		1.20															10023262
1[illegible]		.E I DU PONT NIAGARA FALLS NY		7.20															10023882
1276		.FIRM INDUSTRIES LOUISVILLE KY		.600															00230359
1202		.AEROJET GENERAL FREDERICK MD		.110															00223616
1[illegible]		.CHEMETRON CORP HUNTINGTON W VA		6.00															10036359
1232		.INTL HARVESTER MEMPHIS TN		.600															10041267
1[illegible]		.KLEEN SEED DELINTING SHAFTER CA		.600															00182753
1[illegible]		.MOBIL CHEM CLEVELAND OH		29.3															00170057
1[illegible]		.MOFFITT INC EIGHTY-FOUR PENNA		2.40															00186724
[illegible]		.MONSANTO EPC DIV ST PETERS MO		1.20															00153265
1233		.PENNWALT CORP BELLEVILLE NJ		.340															00144215
1239		.PHILADELPHIA ELEC PHIL PA		6.00															10062489
1276		.PPG CIRCLEVIL OH		.555															10063191

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ORGANIC DIVISION SPECIALTY PRODUCTS
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FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

S.S.	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															00356B		1040-260-1
1153	.RAMM PRODUCTS CO WAYNE MICH		.600															00209627
1130	.RANCO INC DELAWARE OH				.110			.110										00250199
1230	.HENRY E SANSON BRISTOL PA		1.80															00185337
1131	.STAUFFER GALLIPOLIS FERRY WV		4.80															10075637
1230	.WOODMONT PRO HUNTINGDON VAL PA				9.60						3.60			6.00				10092116
1[illegible]	.WYNN OIL CO AZUSA CALIFORNIA		26.4															10092434
	TOTAL PRODUCT * * * * * * * LB		145		9.71			.11			3.60			6.00				1040-260-1
	AROCLOR BL/1254-4465/																	
1135	.LUBRIZOL SALES PAINESVILLE OH		9.10													00694A		1040-484-1
1130	LUBRIZOL CORP WICKLIFFE OHIO		63.1															10047277
	PARENT CUST. TOT-LUBRIZOL CORP C		72.2															00088625
	TOTAL PRODUCT * * * * * * * LB		72.2															00044628
	AROCLOR 1254																	1040-484-1
1134	.WESTERN ELEC CICERO ILL		1.20													00361B		1040-280-1
1131	.BABCOCK & WILCOX BEAVER FLS PA		1.20															10088755
1230	.BELRAY CO INC FARMINGDALE NJ		44.4															10007917
1138	.CABOT STELLITE DIV KOKOMO IN		1.20															10009111
1230	.R P CARGILLE CEDAR GROVE NJ		41.4															10081785
1139	.CERTIFIED ALLOY LONG BEACH CA		3.00															10013941
1153	.CHEM-TREND HOWELL MICHIGAN		59.1															00225069
1176	.CINCINNATI MILACRON CINTI OH		98.4															00206563
1230	.WILBUR B DRIVER FLORHAM PK NJ		12.0															10016327
1153	.FRANKEL CO INC DETROIT MI		.120															10023246
1138	.GM-CENTRAL FOUNDRY DEFIANCE OH		.600															00185094
1130	.B F GOODRICH AVON LAKE OH		42.8															10032822
1130	.GOODYEAR ATOMIC SARGENTS OH		.060															10034132
1153	.HOWMET MUSKEGON MICH		.600															10034507
1153	HOWMET WHITEHALL MI		.780															10039185
	PARENT CUST. TOT-HOWMET CORP NEW		1.38															10039193
1132	.HUNKO INC MEMPHIS TN		.120															00046469
1134	.INLAND STL 1 COLD STRP E CH IN		.300															-
1230	.LASER SANDERS COR DOYLESTWN PA		.240															00232319
1134	.MCGRAW EDISON SOUTH MI WI		.600															10040566
1270	.METALBRITE INC WHITMAN PA		.540															00184691
																		00125910
																		00228567

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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 ID / MAJ.GRD.GP.
	AROCLOR 1254															003618		1040-290-
1230	.AURO CHEM CO PORTSMOUTH VA		.600															00235520
1134	.PENN REFINING CLEVE OHIO		44.4															10061920
1166	.PENNWALT-KERNS UNITD ORANGE CA		4.20															10044065
1133	.SUMMER PLAST KUTTAWA KY		.120															00236802
1232	.SPECIAL MET NEW HARTFORD NY		34.0															10574576
1132	.UNION CARBIDE GREENVIL SC		.240															00141607
1300	.PRATT & WHITNEY UNITED FL		1.80															00134554
1300	PRATT - WHITN W PALM BEACH FL																	10064379
	PARENT CUST. TOT-UNT AIRCRAFT CO		1.80															00152005
1256	.HYMN OIL CO AZUSA CALIFORNIA				24.0			24.0										1009243
	TOTAL PRODUCT * * * * * * * LB		394		24.0			24.0										1040-280
	AROCLOR 1260															003698		1040-290
1233	.R P CARGILLE CEDAR GROVE NJ		.060															1001394
	TOTAL PRODUCT * * * * * * * LB		.060															1040-290
	AROCLOR DIST 1262															003738		1040-300
1232	.SOUTHERN DYESTUFF SODYCCO NC				1.80									1.80				1007403
	TOTAL PRODUCT * * * * * * * LB				1.80									1.80				1040-300
	AROCLOR DIST 5460															003850		1040-480
1233	.DELRAY CO INC FARMINGDALE NJ		.300															100091
1166	.CENT SOL SANTA FE SPR-CA																	100151
	TOT P-T CENTRAL SOLV SA * POUNDS																	1001511
5735	*MO SOLV KANSAS CTY-KNS CTYBO				20.0						20.0							100535
	PARENT CUST. TOT-CENTRAL SOL CHI				20.0						20.0							100151
1232	.CHAPMAN CHEMICAL CO MEMPHIS TN				3.00		3.00											100153
1270	.COMMERCIAL STL FOREST HILLE MA				.500		.500											003889
1130	.GEN ELEC MINNEAPOLIS MN		.060								.600							001198
1198	.NORTH ELECTRIC GALION OH				.600													100561
1230	.POLYMEL CORP BALTIMORE MD				.200			.200										100637
1138	.REPUBLIC PKG MILS MEDIA OHIO		.100															001642

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-IN THOUSANDS OF POUNDS AND DOLLARS-

% G	SIS	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 ID MAIN GES
		AROCLOR DIST 5460																	
1230		•TITANINE INC UNION NJ		.100													00385C		1040-48
1260		•HYNN OIL CO AZUSA CALIFORNIA	300	24.0	300	25.4			25.4										
		TOTAL PRODUCT * * * * * * * LB	300	24.6	300	49.7		3.5	25.6			20.6							100332 100924
		AROCLOR 6037																	1040-48
1132		•RADIATOR SPECIAL CHARLOTTE NC	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9	01824A		1044-03
		TOTAL PRODUCT * * * * * * * LB	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	1036591
		ERA 1129																40.4	1044-03
1133		•FINDETT SERVICE CO SAINT CH MO				63.6											02201A		6134-129
1153		•GEN TIRE - RUB TOLEDO OH				12.6				12.0	12.6			13.8		12.6		12.6	0011456
		TOTAL PRODUCT * * * * * * * LB				76.2				12.0	12.6	13.7	1.1	13.8		12.6		12.6	1003318
		MCS 327																	6134-129
1138		•GM-CHEVROLET MUNCIE IN				3.74			1.87								01264A		6126-327-
1153		GM-BUICK FLINT MI	10.0		10.0									1.87					10032780
1131		GM-CHEVROLET BUFFALO NY		18.7															10032555
1231		GM-CHEVROLET TONAWONDA NY	50.0	18.7	50.0	50.0	9.36	9.36	9.36			9.36		9.36	9.36			1.87	10032349 10032733
		PARENT CUST. TOT-GENERAL MOTORS	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4		11.2	9.4			1.9	00157279
		TOTAL PRODUCT * * * * * * * LB	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4		11.2	9.4			1.9	6126-327-
		MCS-674																	
1133		•FINDETT SERVICE CO SAINT CH MO	50.0	37.8	50.0	12.6	12.6										01428A		1040-262-
		TOTAL PRODUCT * * * * * * * LB	50.0	37.8	50.0	12.6	12.5												00118583
		MCS 997																	1040-262-1
1250		•CHRYSLER CORP NEW ORELANS LA		.830													003918		3856-000-1
		TOTAL PRODUCT * * * * * * * LB		.830															10016762
																			3856-000-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SLS REF	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
		16 DIELECTRICS DR.C.PATON																	
		[redacted]																	
X	[redacted]																00356C		1040-2[illegible]
1237		.ELECTRON IC COM BRIDGEPORT CT				.600													[illegible]
1932		.GEN ELEC ROME GA				95.7			95.7									.600	100257
1237		.IBM CORP POUGHKEEPSIE NY		.220															100312
1237		.PHILADELPHIA ELEC PHIL PA		2.40															100411
1237		.WOODMONT PRO HUNTINGDON VAL PA				6.00			6.00										100624
1866		.WYNN OIL CO AZUSA CALIFORNIA																	100921
																			100924
		TOTAL PRODUCT * * * * * * * LB		2.62		132			131									1	1040-26
																		.1	
		AROCLOR 1260															00369C		1040-29
1133		.AVIATION FLUIDS OVERLAND MO		.180															100075
1932		.GEN ELEC ROME GA		1226															100312
1237		GEN ELEC PITTSFIELD MA	800	710	800	826		106		95	103	105		208	1	104	104		100317
1237		GENERAL ELEC GUILDERLAN CTR NY		1.80															002157
		PARENT CUST. TOT-GEN ELEC SCHENE	800	1934	800	826		106		95	103	105		208	1	104	104		100318
		TOTAL PRODUCT * * * * * * * LB	800	1934	800	826		106		95	103	105		208	1	104	104		1040-29
		D-50P505-SI																	
1932		.GEN ELEC ROME GA	2000		2000												00349E		1040-24
		TOTAL PRODUCT * * * * * * * LB	2000		2000														100312
																			1040-24
		D-50P508-S-1																	
1230		.ALCO MACHY & SUPPLY NYC NY				.120											01996A		1040-28[illegible]
1932		.GEN ELEC ROME GA				1416					193	196	99		193	.120 110	314	311	002640[illegible]
		TOTAL PRODUCT * * * * * * * LB				1416					193	196	99		193	110	314	311	100312[illegible]
																			1040-28[illegible]
		INERTEEN 54201 CF CAPACITOR																	
X	[redacted]																02236A		1050-219
		TOTAL PRODUCT * * * * * * * LB				93.0								98.0					1050-219

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MA G	SIS 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 ID/ MAJ-GRP-GP
		INTERTEEN 70-30															00360A		1050-210-1
[illegible]		AKRON CONTROLLER AKRON OHIO				6.74						6.74							[illegible]
1036		.ALLIED CHEM LOS ANGELES CA		.120															00107556
1124		.ALLIS-CHALMERS DES MOINES IA		3.37															00226084
1237		ALLIS CHALMERS BALTIMORE MD		10.0															00226580
1237		ALLIS-CHALMERS CARLSBAD NM				1.35	1.35												00240045
[illegible]		ALLIS CHALMERS LOS ALAMOS N M				1.09	1.09												00164119
1231		ALLIS CHALMERS PITTS PA		1310	1700	497					192		103		97	201	97		10002654
		PARENT CUST. TOT-ALLIS CHALMERS		1324	1700	499	2				192		103		97	201	97		00045055
1932		.AMERICAN CYANAMID SAVANNAH GA				.674				.674									00150398
1932		.AMERICAN TOBACCO BRIDSVILLE NC				6.07									6.07				00265553
[illegible]		.AMERICAN ZINC EAST ST LOUIS IL		[illegible]															
1237		.ARCAL CHEM SEAT PLEASANT MD		4.72															10005965
1159		.ARMCO STEEL KANSAS CITY MO				.674								.674					10006198
1168		.CITY OF AUSTIN AUSTIN TX		4.72															00183008
[illegible]		.AUTOMATIC REDUS ST CLAIR MI																	
1237		.BILLONS ELECTR PHILADELPHIA PA		.180															00235350
[illegible]		.BOLMAN COR KALAMAZOO MICH		2.02															
1066		.BOOK MFG CO GARDEN GROVE CA				1.03					1.03								00252653
1237		.BOND CO PHILADELPHIA PA		2.02															10012237
1237		.BOSELL DIV ENVIROTECH LEBAN PA				80.2							27.0			27.0	26.3		00259489
1968		.BUFFALO ELEC SUGARLAND TX		1.80															00241155
1837		.BURLINGTON TEST BURLINGTON NJ				15.5		2.0				13.5							00094358
1066		.CALIF RHSL ELEC LOS ANGELES CA				.120											.120		00215252
1237		.CARUSELL MACHINE CO RICHMON VA				.300						.300							00259500
1932		.CAROLINA TRANS FAYETTEVILLE NC				1.35										1.35			10014123
[illegible]		[illegible] PEORIA IL		5.90															[illegible]
[illegible]		.C & D NARCO CA				.674										.674			00269429
[illegible]		[illegible] PEORIA IL		1.92															
[illegible]		.CHAMPION [illegible] PRINCETON				5.39							5.39						
[illegible]		.CHICAGO ELEC CO CHICAGO IL		.390															
1932		.CHICAGO BRIDGE & IR MEMPHIS TN		2.02															00183547
[illegible]		[illegible]																	
[illegible]		[illegible]				.674													00261663
1135		.DEJAARD-UTE ELECT NUCLA CO				.360											.360		00273458
[illegible]		[illegible] STEEL CHICAGO IL		2.70															
1237		.ST FD CORN NORWICH HOSP NOR CT		.240															00245704
1966		.COPOLYMER RUBR - CH BATON ROUGE				2.02						2.02							10019680
[illegible]		[illegible] ELMO CENTERLINE MI		1.35															
1932		.CONTEL CONST JACKSON TN		1.35															
[illegible]		[illegible] EDISON CO [illegible]																	00242497
1237		.E I DUPONT WILMINGTON DE				2.70										2.70			
1932		.EASTERN AERO INC MILLVILLE NJ				.060							.060						10023564
1124		.ELECTRICAL ENGINEE DES MOIN IA				1.35							1.35						00260029
						.720									.360			.360	00117560

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	CUS	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. ID / MAJP-GRP-GP.
		INSRTEEN 70-30															0036	CA	1050-210-16
1131		.ELECTRIC HOSE & REP BETHEL PA				1.35							1.35						00259535
1131		.ELECTRIC MFG REPAIR BETHEL P P				5.08						2.02	3.06						00253138
1060		.ENERGY SYSTEMS PALO ALTO CA		8.76		7.41			7.41										10026253
1273		.ENGLISH ELECTRIC MANHATTAN NY				6.74							6.74						00252336
1974		.ESCO MFG GREENVILLE TX	100	27.0	100	29.7								29.7					10026636
1237		.ESPEY MFG ELECTR SARATOGA NY		80.9		149			27.6						48.5	32.4	40.4		00156852
1133		.FAGAN AND CO LITTLE ROCK AR				4.04				4.40					.36				00251577
1060		.FEDERAL PACIFIC EL MILPITAS CA	100	105	100	235					10.8		49.5		75.3	49.7	50.0		00153589
1064		FEDERAL PACIFIC EL SN DIEGO CA		1.35		4.04				2.70			1.35						00234583
1063		FED PAC ELEC ST CLAIR MI				3.06			3.06										00250171
1237		FED PAC ELEC LONG ISLAND NY		.180															00165698
		PARENT CUST. TOT-FED PAC ELEC NE	100	107	100	242			3.1	2.7	10.8		50.8		75.3	49.7	50.0		10027527
1070		.FIRESTONE TEX BOWLING GREEN KY		.180															00187070
1960		FIRESTONE W LAKE CHARLES LA				1.35							1.35						10028248
		PARENT CUST. TOT-FIRESTONE TIRE		.180		1.35							1.35						10028116
1733		.FORD MOTOR NASHVILLE TN				.674				.674									10029023
1237		.GM-NEW DEPARTURE BRISTOL CT		1.80															00243310
1060		.GEN ELEC DENVER CO				6.07											6.07		10032148
1132		GEN ELEC SER BETTENDORF IA												.674		.674			00176850
1836		GEN ELEC SPRINGFIELD OR				4.04										4.04			00269883
1932		G E SER SHOP CHAMBLEE GA				1.35								1.35					10031222
		PARENT CUST. TOT-GEN ELEC SCHENE				11.5								2.02		3.37	6.07		10031850
1974		.GIFFORD HILL MIDLOTHIAN TX				.674						.674							00253146
1157		.GRAND RIVER DAM AUTH PRYOR OK				.360											.360		00271497
1133		.GRAYBAR ELEC STEEL GR CITY IL		.120		.674		.674											10035224
1134		.GRAYBAR ELECTRIC MOSSVILLE IL				.674										.674			00289285
1133		.GREAT LAKES CARBON ST LOUIS MO				.180											.180		10035414
1134		.H-ELEC-SPEC-MUNI ISL IL				.360							.360						10040[illegible]
1232		.HEVI-DUTY ELEC GOLDSBORO NC	150	182	150	170	13.5	6.7	14.8	21.6	14.8	6.7	31.0	27.0	27.0		3.4	3.4	00087933
1178		.H [illegible]		.674															00167555
1178		.INDIANA & MICHIGAN LAWRENCE IN				.360									4.04				00142[illegible]
1176		.INTL HARVESTER CHICAGO IL				.720									.720				00214029
1237		.INTL PAPER RILEYS NE		2.02															10041435
1237		.ITE CIRCUIT BREAKER PHIL PA		407		2189	97	295	288	202	92	203	99	297	312		104	200	10042054
1237		ITE IMPERIAL PLEASANTVILLE NJ		2.70															00241369
		PARENT CUST. TOT-ITE CIRCUIT BRE		409		2189	97	295	288	202	92	203	99	297	312		104	200	10042054
1932		.JA JONES CONST NORCROSS GA				4.04	4.04												00248460

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-IN THOUSANDS OF POUNDS AND DOLLARS-

% C	SS	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.CUS.ID
		INERTEEN 70-30															0030A		1050-210
[redacted]																			
1178		.LOUISVILLE G - E LOUISVILLE KY		.720															1004708
1270		.LUCKIS STEEL COATESVILLE PA				.674									.674				0023946
1237		.LUMUS CO BLOOMFIELD NJ				.720		.720											0024947
1174		.MAJOR ELEC SUP HOT SPRINGS AR		1.32															1004769
1933		.MALLINCKRODT CHEM ST LOUIS MO				.240				.240									1004831
1932		.MILLS & LUPTON SUP CHATTANO TN				.060						.060							0013619
1233		.MOLONEY ELECTRIC ST LOUIS MO	200	34.4	200	112				36.0	16.9	38.1	21.6						1005493
1151		MALONEY ELECTRIC QUANTICO VA				.360							.360						0026094
		PARENT CUST. TOT-MOLONEY ELECTRI	200	34.4	200	113				36.0	16.9	38.1	21.9						1005493
1131		.MONONGAHELA POWER RIVERSVILL WV				1.35								1.35					0026276
1131		.MOLONEY ELECTRIC FERNDELLVIE MO				1.35							1.35						0026093
1937		.MOORE HANDLEY MONTGOMERY AL				.720						.720							0025428
1932		MOORE-HANDLEY HARD SHEFFIEL AL				.480		.480											0013078
		PARENT CUST. TOT-MOORE HANDLEY B				1.20		.480				.720							0004632
1233		.PORT OF NEW YORK AUT NYC NY				2.70							1.35		1.35				0024808
1131		.NIAGARA TRANSJRM BUFFALO NY	350	392	350	393		48.7		49.4	49.4		99.2		49.3		97.0		1035774
1237		.N & L TRANSFORMERS TRENTON NJ				7.41						2.70		4.72					0025972
1974		.OKLAHOMA GAS OKLAHOMA CITY OK				3.37												3.37	0017018
1932		.OLINCORP CHARLESTON TN				.180										.180			0024153
1866		.PACIFIC TRANS REDWOOD CITY CA	50.0	49.7	50.0														1003804
1237		.PENN CENTRAL PAOLI PA				13.5									6.74		6.74		0015666
[redacted]																			
1056		.P & R PROTER BELMONT CA	100	78.9	100	60.7		2.7		21.6		4.7	6.1		16.0	2.7	6.1	6.1	1036415
1974		.PUB SERV OF OKLAHOMA TULSA OK		1.35															0024228
1237		.RESEARCH COTTRL BOUND BROOK NJ		295		346				61	61	59	30	28		108			1006753
[redacted]																			
1968		.REYNOLDS METALS GREGORY TX				.674											.674		0027056
1[illegible]		.ROYALITE COMPANY FLINT MICH				.674			.674										0021720
1237		.SANDIAN ELEC BOSTON MA				.240								.240					1007670
1237		.SCOTT PAP CO WINSLOW ME		.674															1007154
1866		.SIERRA TRANSFORMR CERRITOS CA				91.0						23.6		13.5	27.0		27.0		0023036
1[illegible]		.S-N SUPPLY BLACK RIV FALLS WI				.674											.674		0027180
1237		.SPAULDING FIBRE CO NORTH RO NH		.360		.854						.120		.734					0013064
1237		SPAULDING FIBRE TONAWANDA NY		.060															1007453
		PARENT CUST. TOT-SPAULDING FIBRE		.420		.854						.120		.734					1007453
1932		.SPRINGS MILLS INC LANCASTER SC		1.35															0022299

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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. ID / MAJ GRO-GR.
INVERTEN 70-30																	
X 1233 .A-E STALEY MFG DECATUR IL															0036	CA	1050-210-1
1237 .SOUREST CORP BROOKLYN NY		.360		16.9										16.7	12.1		00216582
1234 .SWITCHGEAR SERVICE GREGON NJ																	00244082
1232 .THE UNIV OF TENN KNOXVLE TN				1.35										1.35			10071457
X 1233 .STD-INTERPRISE MARION CHI	500	497	200				104	40				50		97	96		
1239 STANDARD TRANSFORMER REDWOOD CR	200	160	200	103							103						00216203
PARENT CUST. TOT-TRANSCO GO CHIC	500	498	500	593	103		104	40			103	50		97	96		00090298
1232 .TRANSFORMER SERV DETROIT MI		2.70															
1237 TRANSFORMER SERV CONCORD NH		2.70		1.08												1.08	00243875
PARENT CUST. TOT-TRANSFORMER SER		6.07		1.08												1.08	10590851
1239 .TRANSFORMER SERV OHIO AKRON OH																	
1237 .UNIV MACHINERY & EQUIP READING				.674			.674										00233048
1232 .UPDATE INC ROCKY MOUNT NC		1.03															00232734
1231 .R E UPTEGRAFF MFG SCOTTDALE PA		98.1		146		48.4			49.0					49.0			10085713
1063 .U S A F COLORADO SPRINGS COL				.674				.674									10084474
1237 U S GOVT WASHINGTON D C		.360		1.35						1.35							10084733
1232 .U S GOVT FINANCE SAVANNAH GA																	
1232 U. GOVT NAVAL SHIPYD CHARLSTON S		.674															00211893
1366 U S NAVY MOFFETT FIELD CALIF				.674			.674										10084520
1623 U S NAVY PORT HUENEME CALIF				12.8			7.41								5.39		10084571
1237 U S NAVY WASHINGTON D C				.674												.674	10084296
PARENT CUST. TOT-U S-GOVT WASHIN		1.03		16.5			8.09	.67	.36	1.35					5.39	.67	10084733
1232 .U S STEEL FAIRFIELD ALABAMA				.674						.674							10085357
1237 .VALENTINE ELEC LITTLE FERRY NJ				.674											.674		00270057
1232 .VALLEY STEEL CONST DECATUR AL		1.35															00233936
1233 .WEINSTEIN ELECTRIC FLINT MI				.674			.674										
1237 .WEITZMANN ELEC GLOUCESTER NJ		.360															00227226
1232 .WESTINGHOUSE BIRMINGHAM ALA				5.39												5.39	10080875
1063 WESTINGHOUSE ELEC COMPTON CA				2.02									1.35		.67		00145076
1646 WESTINGHOUSE EMERYVILLE CALIF				2.70							.67		1.35		.67	1.35	10089921
1266 WESTINGHOUSE SAN FRANCISCO CAL		.674		1.35								1.35					00185653
1270 WESTINGHOUSE NEW HAVEN CT				.674										.674			00266310
1237 WESTINGHOUSE WINDSOR LOCKS CT				8.09								8.09					00262552
1976 WESTINGHOUSE PITTS-BALDWIN PA				3.37									3.37				00145203
1232 WESTINGHOUSE W ATL ATLANTA GA				10.1								2.02		8.09			00145157
1239 WESTINGHOUSE ACTON ILLINOIS				.540													00263125
1234 WESTINGHOUSE TUSCOLA ILL				.674													00262603
1239 WESTINGHOUSE EVANS EVANSVIL IN				3.37			3.37										00144979

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ORGANIC DIVISION SPECIALTY PRODUCTS
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FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

A G	SS SEP	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.	M
		INERTEEN 70-30															00360A		105
1178		WESTINGHOUSE INDIANAPOLIS IND				4.04								2.02	2.02				10
1334		WESTINGHOUSE YORKTOWN IND				.360												.360	00
1969		WESTINGHOUSE SHREVEPORT LA				6.74											6.74		00
1237		WESTINGHOUSE BOSTO CAMBRIDG MA				1.15					.180		.180				.794		00
1237		WESTINGHOUSE SPARROWS POINT MD		4.72															00
1237		WESTINGHOUSE TOWSON MD				4.04					4.04								00
[illegible]		WESTINGHOUSE ELEC HUNTSVILLE ALA				1.20													00
1237		WESTINGHOUSE INTL FALLSTOWN		1.35		[illegible]													00
1133		WESTINGHOUSE COLUMBIA MO		.240															00
1133		WESTINGHOUSE KANSAS CITY MO				1.35							1.35						10
1123		WESTINGHOUSE ST LOUIS MO		7.41															10
1237		WESTINGHOUSE ELEC FEH BURN NC				.674												.674	00
1932		WESTINGHOUSE WILMINGTON N C				1.35			.674				.674						10
1237		WESTINGHOUSE HANOVER NH		.240															00
1237		WESTINGHOUSE HILLSIDE NJ				1.35												1.35	10
1133		WESTINGHOUSE DAYTON OHIO				[illegible]													00
1237		WESTINGHOUSE PHILADELPHIA PA		28.3		35.7	6.07				8.76	2.70	8.09		2.70	2.02	2.70	2.70	10
1131		WESTINGHOUSE SHARON PENN	200	75.8	200	13.5			5.39						8.09				10
1932		WESTINGHOUSE GAFFNEY SC				2.02								2.02					00
1974		WESTINGHOUSE AMARILLO TX				1.44									1.44				00
1237		WESTINGHOUSE ALEXANDRIA VA		3.37															10
1237		WESTINGHOUSE ELEC SOUTH BO VA				39.1						39.1							00
1120		WESTINGHOUSE ELE SEATTLE WASH		7.41															00
		PARENT CUST. TOT-WESTINGHOUSE EL	200	130	200	152	6.1		9.4		13.0	41.8	11.0	17.4	20.3	10.8	10.2	11.9	00
1236		WEYERHAUSER KALAMATH FALLS OR				1.35									1.35				00
[illegible]		WHITAKER ELECT MUSKEGON MICH				[illegible]													00
[illegible]		WIRO ELEC MENTOR OH		4.04		[illegible]													00
[illegible]		YOUNGSTOWN ELEC YOUNGSTOWN OH				[illegible]													00
		TOTAL PRODUCT * * * * * * * LB	1750	3771	3450	5432	226	406	464	442	524	385	621	485	658	620	369	233	105
		INERTEEN 75-25 CAPACITOR															00353A		106
1137		MCGRAW EDISON SOUTH MILWAUKEE		.600															00
		TOTAL PRODUCT * * * * * * * LB		.600															106
		INERTEEN 5420L A9															01666A		106
1178		WESTINGHOUSE BLOOMINGTON IND				2.40						2.40							10
		TOTAL PRODUCT * * * * * * * LB				2.40						2.40							106

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

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-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 / MAJ.PROD.G
		INERTEEN 54201 KJ															02283A		1050-218
		~~WESTINGHOUSE ELECTRIC BLOOMINGTON IND~~				~~8.25~~									~~8.25~~				~~1008676~~
		TOTAL PRODUCT * * * * * * * LB				8.25									8.25				1050-218
		02283A * * * * * * * * $$				1.98									1.98				
		INERTEEN 100-42															00354A		1050-215
1945		.ARMCO STEEL GAINESVILLE TX				1.20							1.20						
[redacted]																			0026171
[redacted]																			
1836		.COLUMBIA ELECTRIC MOSES LK WA				.600								.600					0026197
[redacted]																			
1966		.DIAMOND SHAMROCK C HOUSTON TX				.600							.600						0011527
1237		.E I DUPONT WILMINGTON DE				.055							.055						1002336
1270		.ELECTRIC SERV NEW BEDFORDMA				.770				.770									0025154
[redacted]																			
1955		.GEN ELEC MIDLAND TEXAS		4.20															
1979		.BRUNSWICK P - P BRUNSWICK GA				.600							.600						0011503
1932		.MOORE HANDLEY BIRMINGHAM AL				.600			.600										1001210
1237		.PAUL MURROW CO NEW CASTLE DEL				1.80								1.80					0004532
1932		.MOUNT VERNON MILLS TALLASSEE A		1.05															0026285
1974		.MURPHY OIL CORP MERAUX LOUIS		.240															0022379
1956		.PACIFIC GAS-ELEC MADERA CA		.600															0022404
1237		.SEATRAIN SHIP BLDG BROOKLYN NY				.600											.600		0023096
1932		.TENN VALLEY AUTHOR N CONDER TN				1.80											1.80		0027037
[redacted]																			0027031
X 1866		.WESTINGHOUSE PHOENIX ARIZONA	300	324	300	90.5	44.6			45.9						15.0	6.0	6.0	1008625
1866		WESTINGHOUSE ELEC DENVER COLO				.600										.600			1008938
1976		WESTINGHOUSE PITTS-BALDWIN FL		13.8															0015927
[redacted]																			0014520
1969		WESTINGHOUSE BATON ROUGE LA				8.73						4.53			4.20				1008959
1237		WESTINGHOUSE NEWTON HIGHLNDS MA		3.60															0023116
1237		WESTINGHOUSE SPRINGFIELD MASS		12.6															1008957
1237		WESTINGHOUSE BALTIMORE MD		3.00															1008983
[redacted]																			
[redacted]																			
1237		WESTINGHOUSE BUFFALO NEW YORK		1.80															0028536
[redacted]																			1008958
1227		WESTINGHOUSE PHILADELPHIA PA		.220															1008962
1974		WESTINGHOUSE ELEC FT WORTH TX		2.40															1008972
1960		WESTINGHOUSE PITTS HOUSTON TX		13.2		16.8			4.8					12.0					0016513
																			0014520
		PARENT CUST. TOT-WESTINGHOUSE EL	300	377	300	117	44.6		4.8	45.9		4.5		12.0	4.2	.6			0004774
		TOTAL PRODUCT * * * * * * * LB	300	384	300	173	44.6	.2	5.4	47.4		4.5	6.1	28.8	4.2	15.6	8.4	7.8	1050-215

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ORGANIC DIVISION SPECIALTY PRODUCTS
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FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

PA G.	SUB TER	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.ID./ MAJR.GRP-GP.
		INEATEEN 54201 CM															00354B		1050-216-
1237		.UUP E RUTHERFORD NJ		2.40															10085506
1036		.WESTINGHOUSE SEATT ANCHORAG AK		.600															00145368
1932		WESTINGHOUSE BIRMINGHAM ALA		10.6		.600					.600								10069075
1932		WESTINGHOUSE LEEDS AL		.600															00234311
1952		WESTINGHOUSE PHOENIX ARIZONA				134							45.5		44.8			44.0	10089387
1960		WESTINGHOUSE ELEC HOLLYWOOD CA		.600															00241245
1966		WESTINGHOUSE POTRERO CA				.600		.600											00253015
1966		WESTINGHOUSE SAN FRANCISCO CAL		1.74															00185653
1968		WESTINGHOUSE ELEC DENVER COLO		.600															00152271
1237		WESTINGHOUSE STAMFORD CT				.600												.600	00273392
1270		WESTINGHOUSE ELEC WESTPORT CT				26.8												26.8	00271895
1237		WESTINGHOUSE WASHINGTON DC				9.16					.44						8.72		10089320
1979		WESTINGHOUSE PITTS-BALDWIN FL		4.20															00145203
X		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1934		[illegible]		1.600		[illegible]													[illegible]
1133		WESTINGHOUSE WICHITA KS				6.00									6.00				00265994
1958		WESTINGHOUSE BATON ROUGE LA		4.20															10089395
1963		WESTINGHOUSE EL MORGAN CITY LA		.120															00185175
1964		WESTINGHOUSE URANIA LA		.110															00233757
1237		WESTINGHOUSE LEOMINSTER MA		1.20															00240932
1237		WESTINGHOUSE SPRINGFIELD MASS				15.6					1.20		1.80		4.80			7.80	10089670
1237		WESTINGHOUSE BALTIMORE MD		19.8		3.60						.60		3.00					10087652
1237		WESTINGHOUSE SUP HAGERSTOWN MD		.600															00223786
1237		WESTINGHOUSE LANDOVER MD		2.40															00235180
1237		WESTINGHOUSE TOWSON MD				.640		.640											00249963
1237		WESTINGHOUSE AUGUSTA MAINE		2.40															10069239
1237		WESTINGHOUSE MILLINOCKET MAINE		12.0															10089247
X		[illegible]		[illegible]		[illegible]										[illegible]	[illegible]		[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													00185167
[illegible]		[illegible]		[illegible]		[illegible]													00245275
[illegible]		[illegible]		[illegible]															[illegible]
[illegible]		[illegible]		[illegible]															[illegible]
1133		WESTINGHOUSE ST LOUIS MO		1.20															10089735
1237		WESTINGHOUSE ATLANTIC CITY NJ		1.80															00218448
1237		WESTINGHOUSE DOVAD BROOK N. J		39.6															00183334
1237		WESTINGHOUSE HILLSIDE NJ		1.80		6.60							1.20			4.80		.60	10069417
1237		WESTINGHOUSE EL SU TRENTON NJ		.275															00222305
1237		WESTINGHOUSE BEECHHURST NY				.055						.055							00257001
1237		WESTINGHOUSE GREENLAWN L IS NY				.600												.600	00271934
1237		WESTINGHOUSE ELECTRIC NYC NY		9.00															00047740
1237		WESTINGHOUSE ELEC UTICA NY		2.12		3.61			.22			.11	.11					3.17	10089158
X		[illegible]		[illegible]		[illegible]													[illegible]
1133		WESTINGHOUSE OKLAHOMA CITY OK		2.12															00224901
1133		WESTINGHOUSE EL PORTLAND OR		2.40		.320							.320						10089123

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-IN THOUSANDS OF POUNDS AND DOLLARS-

CO.	SALES OFF.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CORP FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAST GEO CR.
		INERTEEN 54201 CR															003548		1050-216-1
1237		WESTINGHOUSE ELEC ALLENTOWN PA		1.20															
1237		WESTINGHOUSE ELEC BRADDOCK PA		26.4		1.80	1.80												00237949
1131		WESTINGHOUSE ELMIRA PA		.600															00237191
1131		WESTINGHOUSE GLASSPORT PENN		12.0		12.6					1.20	4.20			7.20				00220736
1237		WESTINGHOUSE PHILADELPHIA PA		.275															10089908
1131		WESTINGHOUSE SPRINGFIELD PA		1.90															10089727
1131		WESTINGHOUSE SHARON PENN		2169	1500	1200			90	179	90		96	90	191	184	281		00195051
1132		WESTINGHOUSE KINGSPORT TN				.600							.600						10067751
1132		WESTINGHOUSE ELEC PASCOT TN				.330											.330		00261031
1174		WESTINGHOUSE ELEC FT WORTH TX				1.20						1.20							00271519
1268		WESTINGHOUSE PITTS HOUSTON TX		8.40															00165131
1264		WESTINGHOUSE LAREDO TX		.695															00145362
1237		WESTINGHOUSE ELEC QUANTICO VA		2.40															00237345
1237		WESTINGHOUSE EL RICHMOND VA		.360															00243094
1237		WESTINGHOUSE ELEC SOUTH BO VA	2800	3469	2800	4022		179	366	195	550	465	352	370	195	477	294	582	00179027
[illegible]		WESTINGHOUSE MILWAUKEE WI				1.65						[illegible]	1.16						00145355
1131		WESTINGHOUSE FAIRMONT W V		.605		2.40											2.40		10069913
1131		WESTINGHOUSE PHILADELPHIA W VA				1.20	1.20												00247669
		PARENT CUST. TOT-WESTINGHOUSE EL	2800	5878	4300	5477	4	180	456	386	643	471	499	462	449	670	589	667	00047740
		TOTAL PRODUCT * * * * * * * L8	2800	5850	4300	5477	4	180	456	386	643	471	499	462	449	670	589	667	1050-216-1
		PYRANOL 1492															00770A		1050-135-1
1237		GEN ELEC HUDSON FALLS NY		.250		.248						.034		.214					10031931
		TOTAL PRODUCT * * * * * * * L9		.250		.248						.034		.214					1050-135-1
		INERTEEN PPC															00367A		1050-200-1
		.CUSTOMER ID NOT IN MASTER FILE		20.9		2.02		2.02											00176521
1237		.ACME ELECTRIC CUBA NEW YORK		13.5		60.0					27.0		23.6		9.4				00164658
1555		.AIR PRODUCTS & CHEM CTY IND CA		24.3															10001307
1131		.AMERICAN BRIDGE KENOVA WV		[illegible]															[illegible]
1930		.ANDERSON ELECTRIC LEEDS AL		4.04															10005655
1237		.ATLANTIC CTY ELEC ATLANTIC C NJ		1.35															00163392
1237		.BALTIMORE G - ELEC BALTIMORE M		17.2		2.04			.780							.780	.480		10058166
1133		.BENDIX CORP KAN CITY MO		.130															10009219
1131		.BETHLEHEM STEEL JOHNSTOWN PA		1.35															00232335
1958		.BOISE SOUTHERN CO DERIDDER LA		4.40															00230542
1237		.BOSTON EDISON DORCHEST MA		10.5		10.2		5.10								3.60		1.50	00112011
1958		.C J BOUDREAUX HARVEY LA		5.04															00229210

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	ISS	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.ID / MAJR GRP GP
		INERTEEN PPO															00367A		1050-200-1
1274		.BROWN - ROOT DIERKS AR		2.02		1.35		1.35											00242543
1237		.BURMANN ELECTRICAL UNION NJ		.130															10012163
1237		.CAMDEN WIRE CAMDEN NY		.674															00236659
1232		.CAMPBELL & PARK CHARLESTON S C		1.35															00187143
1234		.CAROLINA TRANS FAYETTEVILLE NC		5.44															10014123
1258		.CENTRAL POWER CORPUSCHRISTI TX				2.40				1.20						1.20			00254460
1225		.CENTRAL ILLINOIS DECATUR IL				2.02											2.02		[illegible]
1227		.CHAMBERLAIN MFG LEBANON NY		.130															10015300
1123		.AD CHANCE WASHINGTON MO				.120										.120			00266280
1232		.CHICAGO EXTRD MFG CHICAGO IL				.674			.674										[illegible]
1192		.CLEVELAND ELE BIRMINGHAM ALA		.360															00220329
1237		.CONSOLIDATED EDISN ASTORIA NY				6.74	6.74												00152439
1237		.CONTINENTAL WIRE CABLE YORK P		.674															00223652
1111		.CORTRAY MFG CO WASHINGTON MO	40.0		40.0														10019923
1237		.CROUSE HINDS SYRACUSE NY		1.44															00115460
1269		.CROWN ZELL ST FRANCISVILLE LA		.260															00221074
1236		CROWN ZELLERBACH WEST LINN OR		.674															10020344
		PARENT CUST. TOT-CROWN ZELLERBAC		.934															00046221
1932		.DIAMOND SHAMROCK SHEFFIELD ALA		2.70		2.70											2.70		10024134
1237		.DONNER ELEC MACH MT VERNON IL		2.02		4.04			.67			.67		2.70					[illegible]
1237		.E I DUPONT WILMINGTON DE		.130															10023564
1232		.EAST EASTMAN KINGSPORT TENN		12.1															10078547
1230		.ECONOMY ELEC YOUNGSTOWN OH		.120															[illegible]
1236		.ELCOR CHEMICAL VAN HORN TX		.720															00163457
1268		.ELEC SUPP DIST CO SAN DIEGO CA		.674															00117552
1237		.ELECTRIC APPA PHIL PA		8.76															10025702
1237		.ENGLISH ELECTRIC CAMBRIDGE MA				4.72			4.72										00251380
1237		ENGLISH ELECTRIC QUINCY MA		4.72															00246166
		PARENT CUST. TOT-ENGLISH ELECTRI		4.72		4.72			4.72										00180475
1266		.FED PAC ELEC SANTA CLARA CA	30.0		30.0														10027519
1222		.FOOTE MINERAL KNOXVILLE TN		.195															00224502
1255		.GAINES ELEC CO LONGBEACH CA		.674															00237647
1133		.GENL CABLE ST LOUIS MO				4.72		.67			2.70				1.35				10030946
1237		.GEN ELEC DEWITT NY		.065															00237368
1265		.GULF STATES BATON ROUGE LA				1.35				1.35									00254657
1178		.HARVEY ALUMINUM LEWISPORT KY		2.02															10037034
1232		.HEVI-DUTY ELEC GOLDSBORO NC		13.5															00037563
1234		.HIGH VOLT MAINTNCE NEWPORT TN		4.32															00182044
1153		.HI-VOLTAGE SYSTEMS TOLEDO OH				.360	.350												00245576
1266		.HUGHES TOOL CO HOUSTON TX				.674				.674									00124982

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-IN THOUSANDS OF POUNDS AND DOLLARS-

% G	SIS EFF	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 GP
		INERTEEN PPO															00367A		1050-200-1
1974		.REYNOLDS METALS GUM SPGS AR		1.35															10067855
1237		.ROGERS CORP ROGERS CT		.139															10066819
1237		.S G M ELEC PHILADELPHIA PA		.674															00232564
1230		.SHELLER-GLOBE NORFOLK VA				.120						.120							00253057
1966		.SIERRA TRANSFORMER CORRITOS CA	60.0	107	60.0	29.7		13.5		13.5	2.7								00230569
1927		.S H ELECTRIC CO INC RAMSAY NJ		.674		.674	.674												00211109
[illegible]		.SMITH DIE CORP ROCKFORD IL		.199															[illegible]
1060		.STANFORD LINEAR MENLO PK CA		9.04															10075327
[illegible]		.SUNSTRAND AVIATION ROCKFORD IL				.180													[illegible]
1923		.TENNESSEE ARM EL KNOXVILLE TEN		3.37															00223131
[illegible]		.TRANE COMPANY LEXINGTON KY		.360															00183415
[illegible]		.TRANSFORMER SERVICE CORP TROY MI		.720															[illegible]
[illegible]		.TRANSFORMER SERV DETROIT MI		2.16		2.70					2.70								[illegible]
[illegible]		.TRANSFORMER SERV LANSING MI		.720															[illegible]
[illegible]		.TRANSFORMER SERV. MONROE MI				2.16													[illegible]
		PARENT CUST. TOT-TRANSFORMER SER		2.88		4.86					2.70		2.16						10080951
[illegible]		.TRANSFORMER SERV OHIO AKRON OH				7.88													[illegible]
1278		.TYSON BEARING CO GLASGOW KY		.390															00228443
1232		.UNION CARB INSTITUT NY		1.35															00141771
1232		.R C UNTERMAEE MFG SCOTTDALE PA	50.0		50.0														10085713
1922		.U S ARMY FOREST PARK GEORGIA		3.90															10084316
1937		VA HOSPITAL MONTGOMERY AL		.360															00225495
1960		U S GOVT OAKLAND CALIF				4.50	✓	4.50											10034024
1966		U S DEPT INTERIOR PALISADES				2.19	✓		.12			.72	1.35						00250929
1937		U S GOVT-FAA-KANSAS CITY MO		6.50															00093668
1960		U S NAVY OAKLAND CALIF		1.95															10084268
1956		U S NAVY SUPPLY GMPO HAWAII				.360	✓							.360					00253133
1923		U S DEPT NAVY PORTSMOUTH VA				2.02							2.02						10084350
		PARENT CUST. TOT-U S GOVT WASHIN		12.7		9.07	✓	4.50	.12			.72	3.37	.36					10084733
1960		.US SMELT & REF & MIN FIERRO NM		.674															00168092
1958		.US STEEL CHEMICAL BAYTOWN TX		.360															00218049
1938		U S STEEL CORPORATION GARY W V		2.70															00187003
		PARENT CUST. TOT-UNITED STATES S		3.06															00047724
1237		.VIRGINIA ELE-POW RICHMOND VA		1.44															00248224
1959		.WARCO CONTROL LOS ANGELES CA		.674															00243396
1958		.WESTINGHOUSE ELEC COMPTON CA		7.41		.674			.674										00145076
1966		WESTINGHOUSE EMERYVILLE CALIF		4.72		1.35				1.35									10089921
1966		WESTINGHOUSE ELEC DENVER COLO		1.35															00159271

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	S.S.	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./ MAIN GRD.SP.
		INTERTEEN PPO		-													00367A		1050-200-10
[illegible]		[illegible] ALBANY		.674		.674													[illegible]
[illegible]		[illegible] KENTUCKY [illegible] MADISON IN		2.70		2.70													[illegible]
1274		.INTER STATE ELE FORT SMITH AR				6.74	4.72					2.02							10[illegible]856
1334		.IRG-BURLINGTON BURLINGTON IA				.060	.060												00229516
1934		.ITE IMPERIAL SPARTANSBURG SC		.360															00235555
1237		ITE CIRCUIT BREAKER PHIL PA		1908	2000														10042054
[illegible]		I-T-E IMPERIAL SCHOOLCRAFT MI		.674															[illegible]
1237		ITE IMPERIAL SPARROWS PT MD		2.38															00222232
		PARENT CUST. TOT-ITE CIRCUIT BRE		1912	2000														10042054
[illegible]		ITE-WARPER NORTON GROVE IL				.674									.674				[illegible]
1276		.JACKSONVILLE ELEC JACKSONVI FL		1.35															00223727
1285		.LOUISIANA ELEC BATON ROUGE LA		1.75															00229141
1237		.JAGNA TRAN INC KEARNEY NJ				2.70				2.70									10048060
1700		.ANACONA MINING CO ALAMEDA CA		2.70															C0230081
1260		.MCDONNELL DOUGLAS LONG BE CA		4.72															10049547
X		[illegible]		3.78		3.37					3.37								[illegible]
		.MERCHTO INC DEAY MOAN WISC				.120					.120								[illegible]
1932		.MILLS & LUPTON MUSCLE SHOAL AL				.674												.674	00272531
1932		MILLS & LUPTON SUP CHATTANO TN				.674		.674											00130192
		PARENT CUST. TOT-MILLS & LUPTON				1.35		.674										.674	00130192
[illegible]		MINNESOTA CHEMOLITE SIDING MN		.360															10052774
1132		.MONSANTO ELECTRIC ST LOUIS MO				.120				.120									10054931
1273		.MOORE-HANDLEY IRON MOBILE AL		1.03															10055229
1237		.PAUL MURRON CO NEW CASTLE DEL		.674															00262239
1232		.MURRAY ENGINEERING GREENVLE AL		.674															00134624
1[illegible]		.NORTHROP CORP HAWTHORNE CA		2.70		2.70								2.70					10058376
1274		.OKLAHOMA GAS OKLAHOMA CITY OK		15.5															00170166
1036		.PACIFIC CAR & FOUN RENTON WA		.674															00177335
1237		.PENN CENTRAL TRNS NEW HAVEN CT		.674															00232378
1237		PENN CENTRAL WILMINGTON DELA		40.4		6.74			6.74										00177970
1237		PENN CENT & AFFILATED ENOLA PA				1.35	1.35												00220647
1237		PENN CENTRAL PAOLI PA		51.9		35.7		13.5		13.5				2.0	6.7				00156663
		PARENT CUST. TOT-PENNSYLVANIA RR		93.0		43.8	1.3	13.5	6.7	13.5				2.0	6.7				10061504
1252		.PHIPPS PROD CORP PHILADELPH PA				3.37			3.37										00253774
1252		.PHIPPS PROD NORFOLK VA				12.8			12.8										00253782
1266		.PUBLIC SER OF COLORDO DENVR CO		2.70															00218278
1266		.R A REED ELECTLOS ANGELUS CA		.674															00229105
1237		.RESEARCH COTTRL BOUND BROOK NJ	100	170	100														10067537

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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. NO / MAP-GEO-OP.
	INERTEEN PPO															00367A		1050-200-1
1176	WESTINGHOUSE PITTS-BALDWIN FL		1.35															00145203
1932	WESTINGHOUSE W ATL ATLANTA GA		.720		.720		.720											00145157
[redacted]																		
1933	WESTINGHOUSE KANSAS CITY MO		6.11		.674											.674		10089633
1932	WESTINGHOUSE CHARLOTTE NC		22.4		6.43								5.08				1.35	00145219
1932	WESTINGHOUSE MONTCLAIR NC		1.35															00234702
1934	WESTINGHOUSE EL SU FARGO N D		.065															00132970
1237	WESTINGHOUSE BUFFALO NEW YORK				2.70				2.70									10089561
X [redacted]																		
1932	WESTINGHOUSE CHARLESTON SC		.674															00225142
[redacted]																		
	PARENT CUST. TOT-WESTINGHOUSE EL		59.3		20.0		.72	.67	4.04			4.72	7.77			.67	1.35	00047740
1974	WILSON ELECT BARTLESVILLE OK		17.5		2.70		2.70											00224464
	TOTAL PRODUCT * * * * * * * LB	230	2608	2280	262	13.9	44.7	30.6	37.0	38.5	3.5	35.3	15.7	20.9	5.7	6.5	10.0	1050-200-1
	TRANSFORMER INERTEEN 54201 KA															02206A		1050-217-1
[redacted]																		
1237	WESTINGHOUSE PHILADELPHIA PA				7.42									3.37			4.04	10089727
1337	WESTINGHOUSE ELEC SOUTH BO VA				21.6									21.6				00145335
	PARENT CUST. TOT-WESTINGHOUSE EL				31.0									27.0			4.0	00047740
	TOTAL PRODUCT * * * * * * * LB				31.0									27.0			4.0	1050-217-1
	TRANSFORM PYRANOL A13838															00368A		1050-300-1
[redacted]																		
1963	ADVANCE ELEC ANAHEIM CALIF		4.05															00153011
1960	ALAMEDA BUREAU ELEC ALAMEDA CA		.195															00222800
1960	ALASKA LUMBER & PULP SITKA AK		.195															00212199
1974	ALLEN TRANSFORMER FT SMITH AR				6.75										6.75			00153660
1942	AMERICAN ENKA ENKA N C		1.35															00089761
[redacted]																		
1937	AMERICAN RECTIFIER COLLEGE NY	50.0	27.7	50.0	16.9									1.35		8.78	6.75	10004918
1960	WESTERN ELECTRIC PHOENIX ARIZ				.720									.720				00221058
1956	AMFAC INC HONOLULU HI		3.12															10005167
[redacted]																		
1237	ANCHOR HOCKING GLASS SALEM NJ		2.03		1.35										1.35			10005566

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SC	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 ID / MAR.GRP.GP.
		TRANSFORM PYRANOL A13638															00368A		1050-300-
1237		ANCHOR HOCKING GLASS CONNLS PA		2.03		2.63		.60		2.03									10005582
		PARENT CUST. TOT-ANCHOR HOCKING		4.31		3.93		.60		2.03						1.35			10005574
1932		.ARCO & COMPANY BIRMINGHAM ALA		.325															00214809
1237		.BALDWIN LIMA HAM BURNHAM PA		.675															00243639
[illegible]		.BAYVIEW ELECTRIC DETROIT MI	[illegible]	[illegible]	[illegible]	.120	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.120	[illegible]	[illegible]	[illegible]
1133		.BENDIX CORP KAN CITY MO		11.5		2.70									2.70				10009219
1237		.BETA MARINE CO PHILADELPHIA PA		.675															00233055
1124		.BIESE CASCADE SALEM ORE				1.35						1.35							10010306
[illegible]		BROWN CO KALAMAZOO MICH	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1237		BROWN CO BERLIN NH		.675															10011809
		PARENT CUST. TOT-BROWN CO NYC NY		1.35															00045853
1237		.BROWN & BOSE OF NJ HOBOKEN N J		.360															00184433
1066		.CALIF ELEC WORKS SAN DIEGO CA		1.07															10013119
1053		.CALIF NEWS COLONY SAN LUIS CA		2.03															00156434
1065		.CALIF WHSL ELEC LOS ANGELES CA		.065															00215252
1131		.CASTLE RUBBER E BUTLER PA		.065															10014425
1170		.CAUDILL FEED & FARM LOUISVL KY				.675	.675												00243355
[illegible]		CONNECTS ELECTRICAL DEARBORN	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1032		.CHATTANOOGA EL FOX CHATTA TN				2.03											2.03		10015497
1035		.CLIMAX MOLY CO CLIMAX CO		3.38															00114464
[illegible]		CONTINENTAL TR COINS HARRISBURG	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1065		.CONSOL ELEC DISTR CORONADO CA		.675		.130		.130											00186031
[illegible]		CONSOLIDATED PAPER CO ALTON ILL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1056		.CONT CORP OF SANTA CLARA CA		.390															10016609
[illegible]		.CUTLER RICHARDSON KANKAKEE ILL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1923		.DOUBTAULDS NO AM LEMOYNE ALA		.675															00182702
1153		.DAUPHIN ELEC HARRISBURG PA				.180										.180			00269433
1237		.DEEPWATER OPER PENNSVILLE NJ				.360			.360										00253383
1237		.DIAMOND STATE ELECT NEWPORT DE		.130															00234168
[illegible]		DOWNS COMPANY MILWAUKEE WI	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1951		.DOW CHEM FREEPORT TEXAS *				.360								.360					10022932
1063		.E I DUPONT ANTIOCH CA		.675															00210359
1123		.EASTMAN KODAK CO ROCHESTER NY		4.68		.360			.360										10025125
1124		.ELECTRICAL ENGINEE IOWA CITY I				5.40								5.40					00261009
[illegible]		ELECTRIC SUPPLY OAKLAND	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1237		.ELECTRIC APPA PHIL PA		2.70															10025102
1068		.ELEC MOTOR & SUPPLY FRESNO CA		2.03		5.40				5.40									00235131
[illegible]		ELECTRIC SERVICE CINCINNATI	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1932		.ELECTRIC SERV CO ALCOA TENN				.675											.675		00275784
1060		.ELECTRO ENG WKS SAN LEANDRO CA		16.9		8.10							2.70			2.70	2.70		10025753

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ORGANIC DIVISION SPECIALTY PRODUCTS
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PAGE

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M.G.	S.S. 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. ID / MAIR GRD G
		TRANSFORM PYRANOL A1383B															00368A		1050-300
1237		.ELEMCO NORWOOD MASS				.675					.675								0025602
1860		.ENERGY SYSTEMS PALO ALTO CA		7.43															1002625
1237		.ERIE MANUFACTURING CO ERIE PA				.675								.675					0015711
1131		.ERIEZ MFG CO ERIE PA		25.7		24.3	4.05	6.08						2.03	3.38	6.08	2.70		0016295
1237		.ESPEY MFG ELECTR SARATOGA NY				.360									.360				0015655
[illegible]		[illegible] BOONEVILLE		[illegible]															
1237		.FAIRCHILD HILLER HAGERSTOWN MD				1.35					1.35								0011827
1968		.FALSTAFF BREWERY NEW ORLE LA				.360					.360								0011831
1932		.FIRESTONE TIRE-RBR ALBANY GA		1.30															0015285
[illegible]		[illegible]				[illegible]					[illegible]					[illegible]			[illegible]
		PARENT CUST. TOT-FIRESTONE TIRE		1.30		8.10					1.35					6.75			1002811
1976		.FLA PWR - LIGHT MIAMI FL		1.44															1002873
1976		.FLORIDA POWER & LIGHT MIAMI FL				1.44												1.44	0027325
[illegible]		[illegible]																	
1178		FORD MOTOR CO LOUISVILLE KY				.720	.720												0024884
[illegible]		[illegible]																	
[illegible]		[illegible]																	
1237		FORD MOTOR CO N J EDISON NJ		.675															0011902
		PARENT CUST. TOT-FORD MOTOR DEAR		.675		14.3	.72			3.38	.12				3.38	4.73	2.03		0011897
1866		.GATES RBR DENVER CO				.360											.360		1003055
[illegible]		[illegible]		2.70		[illegible]													[illegible]
[illegible]		[illegible]				[illegible]													[illegible]
		PARENT CUST. TOT-GENERAL MOTORS		2.70		.360										.360			0015727
1866		.GENL DYNAMICS SAN DIEGO CA		.675															1003093
1178		.GENERAL ELE APPR LOUISVILLE KY		.720															002149
1932		GENL ELEC BIRMINGHAM AL				1.35											1.35		0012000
1866		GEN ELEC GLENDALE AZ		4.05															1003105
1866		G E CO LOS ANGELES ANAHEIM CA				3.38								3.38					0012000
1866		GEN ELEC LOS ANGELES CA		8.91		2.91							1.08				1.35	.48	1003155
1866		GEN ELEC OAKLAND CA		5.53		2.24				.80				1.44					1003137
1866		GENERAL ELECTRIC PLEASANTON CA		1.08															0015577
1866		GENERAL ELEC SUP RIVERSIDE CA		.130															002408
1866		GEN ELEC SAN DIEGO CA				.360						.360							0025224
1866		GEN ELECTRIC SACRAMENTO CA		.675		1.35												1.35	1003149
1860		GEN ELEC DENVER CO		1.35		2.03	2.03												1003217
1237		GEN ELEC PLANTSVILLE CT				16.9	2.03		2.70	6.75				5.40					1003095
1976		GEN ELEC HIALEAH FL		1.44															100311
1976		GEN ELEC JACKSONVILLE FL		2.03		5.63			4.28							1.35			100311

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ORGANIC DIVISION SPECIALTY PRODUCTS
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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO.	NO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FROM FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAP GRID
		TRANSFORM PYRANOL A1383B															00368A		1050-30
1932		GENL ELECTRIC PATRICK AFB FL				.675										.675			0026599
1976		GEN ELEC TAMPA FLA		1.35		3.77				2.16	.26	.68		.68					1003097
1932		GEN ELEC ROME GA		108	2000	55.8						19.4		16.9			19.4		1003128
1124		GEN ELEC BETTENDORF IA		.675		.675										.675			0015341
1124		GEN ELEC SER BETTENDORF IA		2.03		.675						.675							0017581
[redacted]																			1003137
[redacted]																			0022481
[redacted]																			1003168
[redacted]																			1003102
[redacted]																			[redacted]
1132		GENERAL ELECTRIC HUTCHISON KS		.675															0016120
1133		G E SUPPLY KANSAS C KS		.360															0012014
1133		GENELEC LAWRENCE KS		.675															0022078
1178		GEN ELEC LOUISVILLE KY		2.03															1003191
1966		GEN ELEC SERV SHOP BATON RGELA				2.70	1.35		1.35										0015100
1966		GEN ELEC NEW ORLEANS LA		1.35		8.78			4.05				4.05					.68	1003137
1237		GEN ELEC MEDFORD MA		18.9		12.8			11.5							1.4			1003187
1237		GEN ELEC PITTSFIELD MA		217		479							82	93	100		204		1003173
1237		GEN ELEC ANNAPOLIS MD		1.44															0022442
1237		GEN ELEC BALTIMORE MD		3.92		6.12								6.12					1003124
1237		GEN ELEC BALTI MARYLAND		14.9															1003206
1237		GEN ELEC HAGERSTOWN MD		.975															0015651
1237		GEN ELEC SUITLAND MARYLAND		4.05															0024275
1237		GEN ELEC SILVER SPRING MD		.585															1003209
1237		GENELEC CARIBOU ME		5.40															0022700
1133		GEN ELEC DENTON HARBOR MI				3.60				3.60									0025493
[redacted]																			[redacted]
[redacted]																			[redacted]
[redacted]																			[redacted]
1135		GEN ELEC KANSAS CITY MO		25.7															0015731
1133		GEN ELEC ST LOUIS MO		13.9		11.5						6.75				4.73			0012004
1932		GEN ELEC CHARLOTTE NC		8.64		12.7		4.32					4.32	4.05					1003188
1932		GEN ELEC WINSTON SALEM NC		10.8															1003167
1237		GEN ELEC NU BERGEN NJ		8.10		11.5	3.38					4.05	4.05						0022039
1237		GENL ELEC NEWARK NJ		.675															1003153
1237		GEN ELEC ALBANY NY		10.8		5.40		2.03					3.38						1003217
1237		GEN ELEC DEWITT NY				2.34						.96		1.02				.36	1003195
1237		GEN ELEC OLD BETHPAGE NY				3.30	3.38												0023736
1237		GEN ELEC SYRACUSE NY		4.73		4.05		1.35										5.40	0024638
1237		GEN ELEC SCHENECTADY NY		.675		.720										.720			0011987
1131		GENERAL ELECTRIC TONAWANDA N Y		0.30															1003185
1237		GEN ELEC UTICA NY		1.80															0018569
[redacted]																			1003190
[redacted]																			[redacted]
[redacted]																			[redacted]

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ORGANIC DIVISION SPECIALTY PRODUCTS
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-IN THOUSANDS OF POUNDS AND DOLLARS-

G E	SIC DEP	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. ID MAJ. DEP.
		TRANSFORM PYRANOL A1383B															C036	8A	1050-30
1974		G E SUPPLY TULSA OK		6.75															
1936		GEN ELEC EUGENE OR		1.35		2.03					1.35					.68			001201
1836		GEN ELEC PORTLAND OR		6.08		18.9			4.1						10.1		4.7		002329
1237		GEN ELEC ALLENTOWN PA		2.03		.675	.68		7.43							7.43			100315
1131		GEN ELEC ERIE PA		2.03															100315
1431		GENL ELEC JOHNSTOWN PA		4.73															100315
1231		GEN ELEC W MIFFLIN PA		2.03		31.7		2.0	2.0		3.4	5.4		5.4	13.5				002312
1237		GEN ELEC PHIL PA		12.1		43.2			3.4	2.7	14.2	6.1	9.5	7.4					100311
1237		GENL ELEC WASHINGTONVILLE PA				.300									.300				100312
1237		GEN ELEC YORK PA				.675							.675						002635
1933		GENERAL ELECTRIC KNOXVILLE TN		1.35															001541
1932		GEN ELEC MEMPHIS TN		1.35		5.40							4.05			1.35			001594
1938		GEN ELEC BAYTOWN TX		2.03															002278
1939		GEN ELEC BEAUMONT TX		1.35															002264
1938		GEN ELEC CORPUS CHRISTI TX		12.2		3.38							3.38						002457
1974		GEN ELEC DALLAS TX		5.58		4.46									3.38			1.08	100310
1969		GEN ELECTRIC SUP FREEPORT TX				6.75				6.75									100359
1938		GENE ELECTRIC HOUSTON TEXAS		10.5		4.64				1.08		1.08		1.40		1.08			001201
1938		GEN ELEC MIDLAND TEXAS		.260		2.03	2.03												001509
1938		GENERAL ELECT PORT NECHES TEX		6.12															001650
1906		GENERAL ELECT SUP TEXAS CITY T				.720		.720											001659
1966		GEN ELEC LOGAN UT		.650															002091
1936		GEN ELEC SALT LAKE CTY UTAH		2.03		10.1					10.1								002312
1237		GEN ELEC ALEXANDRIA VA		5.85															100311
1237		GEN ELEC RICHMOND VA				7.20					3.60	3.60							100321
1237		GEN ELEC RICHMOND VA		6.89															100316
1836		GEN ELEC SEATTLE WA		4.05		5.40	.68				2.70							2.03	100320
1934		GEN ELEC MILWAUKEE WI		10.12		[illegible]													100309
1931		GEN ELEC CHARLESTON WV		4.05		8.10												8.10	[illegible]
1932		G E SER SHOP CHAMBLEE GA		27.7		10.1	1.35	2.70	.68	2.70								2.70	100314
1237		GEN SERVICE CLEVELAND OH		2.70		[illegible]													100312
1237		G E SERV SHOP PHILA PA		35.1		41.3	3.4	11.5	4.1							13.5	.1	8.8	[illegible]
1936		GEN ELEC SUPPLY OAKLAND CA		3.38		9.45										9.45			100321
1237		GEN ELEC SUPPLY BLADENSBURG MD				4.50					4.50								100320
1237		GEN ELEC SUPPLY PHIL PA		4.05		1.80		1.80											002559
1960		GEN ELEC SUPPLY GRD PRAIRIE TX		2.70															100321
1936		GEN ELEC SUPPLY SPOKANE WA		6.75															002314
																			100321
		PARENT CUST. TOT-GEN ELEC SCHENE		714	2000	907	22	30	47	13	40	65	121	149	128	28	231	33	100318
1932		.GEORGIA POWER CO ATLANTA GA		4.32															
1936		.GOLDEN GATE BRIDGE SAN FRAN CA		.715															100334
1934		.GOODYEAR ATOMIC SARGENTS OH				[illegible]													002266
X 1133		.GRAND RIVER DAM AUTH PRYOR OK				.360											.360		002714

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-IN THOUSANDS OF POUNDS AND DOLLARS-

CO.	DIS DIV	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 GRO GP.
		TRANSFORM PYRANOL A13838															00360A		1050-300-
1866		.GRAYBAR ELECTRIC BAKERSFLD CA				.675			.675										00250783
1869		GRAYBAR ELECTRIC LOS ANGELES C		1.35															00232173
1866		GRAYBAR EL SO SAN FRANCISCO CA		14.8															00185620
1237		GRAYBAR ELECTRIC WILMINGTON DE		.130															00224219
1133		GRAYBAR ELECTRIC ST LOUIS MO		1.20															00241520
1230		GRAYBAR ELECTRIC LIMA OHIO		.720															00240725
		PARENT CUST. TOT-GRAYBAR ELECTRI		18.2		.675			.675										00232173
1976		.GREAT LAKES CHEM EL DORADO ARK				.675		.675											00214797
1976		.GREENVILLE MILL GREENVILLE MS		.260															00226230
1868		.G G W ELEC SPLC HEALDSBURG CA		1.35															00241334
1134		.HARMON ELECTRIC CICERO ILL				3.60									3.60				00267259
1176		.HARVEY ALUMINUM LEWISPORT KY				.675					.675								10037034
1133		.HOBART CORP MILWAUKEE WI		.360															00250472
1979		.HUGHES SUPPLY FT PIERCE FL		.675															00241709
1868		.HUNT-WESSON HAYWARD CA		.195															10039992
X 1174		.INDIANA CHEMICAL COAMY PI		22.0		16.2								6.10			8.10		10042205
1866		.INDUSTRIAL ELECTRIC ARCATA CA				.360									.360				00159609
1866		INDUSTRIAL ELECTRIC MCCLOUD CA				.360											.360		00269956
		PARENT CUST. TOT-INDUSTRIAL ELEC				.720									.360		.360		00198609
1869		.INDUSTRIAL WHSL ELEC LOS AN CA				.675								.675					00232397
1133		.INLAND STEEL SLSSUR IL				2.03			2.03										00231926
1856		.INTL RECTIFIER CORP ELSEG CAL				.130	.130												00154040
1134		.IRC-BURLINGTON BURLINGTON IA		.260															00226516
1868		.ITT FED SUPPORT RICHLAND WA		3.38															10042151
1869		.JET PROPULSION LABS PASADEN CA		.260															00242373
1134		.JOHNSON & JOHNSON CHICAGO IL		.520															00224081
1134		.JOSLYN MFG CO CHICAGO IL				.060	.060												10043155
1856		.KAISER STEEL CORP FONTANA CA		1.08															00126721
1123		.KANSAS GAS AND EL WICHITA KS		.325															10043469
1932		.KEENE CORP COOKEVILLE TENN				.360					.360								00217190
1866		.KENNECOTT COPPER HAYDEN AZ				2.03			.68		1.35								00191512
1869		KENNECOTT COPPER RUTH NV		.675															00228028
		PARENT CUST. TOT-KENNECOTT COPPE		.675		2.03			.68		1.35								00045508
1976		.KENTUCKY POWER CO LOUISA KY		.195															
1151		.KOMITZ WAGNER ELEC S BEND IND		4.68		3.96					1.08		2.88						00207284
1123		.KOHLMAN ELECTRIC CRYST SPRG MO	100	6.75	100														10044715
1974		.KOHLMAN ELEC CRYSTAL SPR MS		40.5		258	29.7	17.6		13.5	27.0	13.5	70.9	13.5	23.6		24.3	24.3	00083080
1868		.K-WEST WESTMINSTER CA				.130					.130								00127264
																			00255939

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S.S.	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 ID / MAP-GRID-GP
		TRANSFORM PYRANOL A13838																	
1060		.LARSEN HOGUE LOS ANGELES CA		2.03		5.40		4.05									00368A		1050-300-1
1237		.LEEDS - NORTHRUP N WALES PA				.130												1.35	10[illegible]5444
1066		.MARCONA MINING CO ALAMEDA CA		2.70														.130	10045789
[illegible]		[illegible]		[illegible]		[illegible]													00230031
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]										.600			[illegible]
[illegible]		[illegible]		[illegible]		[illegible]												[illegible]	[illegible]
1932		.MILLS & LUPTON SUP CHATTANO TN				.120						.120							[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													00130192
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1968		.MOBIL OIL DIV BEAU TEXAS		2.42															[illegible]
1131		.MOORHEAD MACH CARDALE PA		.675		.675						.675							10354451
1060		.U S IND CHEM BEAR PARK TX				2.00	1.34					.66							00228710
1237		.NATIONAL ELECTRIC CO PASSAIC N		2.03															00243800
1237		.NATIONAL GYPSUM KIRKSALLTON VA		2.70															00238643
[illegible]		[illegible]		[illegible]		[illegible]													00183636
1131		NATIONAL STEEL WEIRTON WV				4.73			4.73										[illegible]
		PARENT CUST. TOT-NATIONAL STEEL		6.00		10.1			4.73					5.40					00235372
1237		.PORT OF NY AUTH JAMAICA NY																	00044822
1131		.NIAGARA MOHAWK PWR BUFFALO NY				3.38						3.38							
1131		.NORTHWEST ELECTRIC ERIE PA		3.60															10057531
[illegible]		[illegible]		[illegible]		[illegible]													00230928
[illegible]		[illegible]				1.35							1.35				1.44		[illegible]
[illegible]		[illegible]				2.70													00261661
1030		.NORTHWEST TRANSFR EVERSON PA		.675		.675												2.70	[illegible]
1068		.OCCIDENTAL CHEMICAL LATHROP CA		.360														.675	10058503
1237		.OCTAGON PROCESS KOGEWATER NJ				26.3						26.3							00182656
[illegible]		[illegible]				2.70													10058956
1063		.OLIN CORP LAKE CHARLES LA		.675													2.70		[illegible]
1036		OLIN CORP CHAL OH		[illegible]															10059186
		PARENT CUST. TOT-OLIN CORP NYC N		3.38															10059178
																			00044865
1970		.ORLANDO ARMATURE ORLANDO FL		2.70		6.75		2.70											
1060		.OWENS ILLINOIS INC VERNON CA		.675													4.05		10059590
1060		.PACIFIC ELEC MOT OAKLAND CA		.675		4.05	6.08		2.03										00132497
1060		.PACIFIC PETRO CO OAKLAND CA		.675															10060125
[illegible]		.PACIFIC PWR - LT PORTLAND OR		1.20		2.40		2.40											00094153
[illegible]		[illegible]		[illegible]															10060222
1237		.PENN CENTRAL WILMINGTON DELA				8.10						3.38		4.73					00223754
1237		PENN CENTRAL CROTON ON HUDS NY		.675															00177970
1237		PENN CENTRAL PAOLI PA				6.75						6.75							00183857
1237		PENN RR ENOLA PA				1.35		1.35											00154663
																			10061490

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NG	SIC REF	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.ID / MAIN.GRO.G#
		PARENT CUST. TOT-PENNSYLVANIA RR		.675		16.2		1.4				10.1			4.7				10061504
		TRANSFORM RYRANOL A1333B															00368A		1050-300-
1237		.PENNWALT CORP PHILADELPHIA PA		1.35															10061636
1866		. P G & E CO HEALDSBURG CA				1.35												1.35	00272299
1850		.PHELPS DODGE LOS ANGELES CA		.130															00236651
1966		.PHILLIPS PET BARGER TX		.360		.360						.360							10062675
1966		PHILLIPS PRO BORGER TX				.720			.360			.360							00133787
		PARENT CUST. TOT-PHILLIPS PET BA		.360		1.08			.360			.720							10062659
1138		.PITTS SICONNEAUT CONNEAUT OH		4.05															[illegible]
1237		.H K PORTER TREXN PHILA PA				.130			.130										10064112
1932		.PRECISION RBR LEBANON TN				.120									.120				10064422
1133		.PROCTER-GAMBLE KAN CITY KS				.675												.675	10064740
1233		PROCTER AND GAMBLE ST LOUIS MO				.360				.360									00158534
		PARENT CUST. TOT-PROCTER AND GAM				1.04				.360								.675	10064767
1932		.PUNKER HATSBREDON IL		[illegible]															[illegible]
1934		.RAIN PACKING CO WATERLOO IA		1.08															00238812
1237		.REPUBLIC AVIAT FARMINGDALE NY		.675															10067391
1932		.REPUBLIC STEEL ALABAMA CITY AL				1.35				1.35									10067421
1273		.RESOURCE CONTROL WESTHAVEN CT				2.27								.24	2.03				00262226
1933		.RESOURCE CONTROL SILVER BOW M				.120									.120				00265756
1932		.REYNOLDS MET SHEFF LISTERHI AL				1.35								1.35					00135992
1257		REYNOLDS METALS MESSENA NY		3.38		4.73					4.73								10067790
1330		REYNOLDS METALS LONGVIEW WA		.675															10067863
		PARENT CUST. TOT-REYNOLDS METALS		4.05		6.08					4.73			1.35					10067782
1932		.ROHMAN CHEMICAL SALKVILLE AL		.675															[illegible]
1234		.ROLANOFF ELEC MOT DEFIANCE OH				.660	.660												[illegible]
1156		.SACRAMENTO MUNIC SACRAMENTO CA				4.05						4.05							00178136
1966		.SAN ANGELO ELEC SAN ANGELO TX		4.73		5.40			2.03						3.38				00069571
1266		.SAN MATEO UN H.S. SAN MATEO CA		.325															00234206
1230		.SCOTT H A ENG PHILADELPHIA PA				1.35						1.35							00253005
1499		.SERATONE INC SCHILLER PARK IL				4.05				4.05									[illegible]
1331		.SHARON STEEL FARRELL PA				.360							.360						10072166
1237		.WM SMITHS COL BK SILV SPGS MD	1.00		1.00														10073677
1932		.SOUTH CAROL PUBLIC WORKS CO SC				1.35								1.35					00263702
1133		.SOUTHWESTERN ELECTRIC WICHITA KS		.675															00219347
1974		SOUTHWESTERN ELEC OKLA CITY OK		11.2															00223646
		PARENT CUST. TOT-SOUTHWESTERN EL		11.8															00223648

81131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

A G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUAL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUST. I.D./ MAJ. GRD. GP.
		TRANSFORM PYRANOL A13838															00368A		1050-300-1
1974		.SOUTHWEST ELEC OKLA CITY OK				5.40										2.70	2.70		10074339
1968		.SPERRY RAND CORP DOYLINE L		1.35															00185455
1974		SPERRY RAND CORP SHREVEPORT LA		1.35															00232521
		PARENT CUST. TOT-SPERRY RAND NYC		2.70															00045217
1836		.SPOKANE TRANSFORME SEATTLE WA				1.35				.675	.675								00138738
1836		SPOKANE TRANSFMR SPOKANE WA	20.0	29.0	20.0	23.6	5.40	2.70		2.70	3.38		2.03				.68	6.75	10074754
		PARENT CUST. TOT-SPOKANE TRANSFM	20.0	29.0	20.0	25.0	5.40	2.70		3.38	4.05		2.03				.68	6.75	10074754
1932		.CHEVRON OIL PANAMA CITY FL				.120										.120			00270954
[illegible]		[illegible]				[illegible]													[illegible]
1976		.HUDSON PULP-PAP PALATKA FL		2.52		1.44						1.08	.36						10039274
[illegible]		[illegible]				[illegible]													[illegible]
1237		.TAPPAN ZEE ELECT W NYACK NY				2.70			2.70										00251291
1932		.TENNESSEE ARM EL KNOXVILLE TEN		2.09		.720									.720				00223131
1932		.TENN TRANSFORM CHATTANOOGA TN		6.08		6.08										6.08			00186910
1968		.TEXAS ELEC SERV COLORADO CT TX		1.04															00235376
1974		.TEXAS ELEC SER WICH FALLS TX				.360												.360	00271837
1866		.TIMKEN-ROCK COLORADO SPRGS CO				.120											.120		00270571
[illegible]		[illegible]				[illegible]													[illegible]
[illegible]		[illegible]				[illegible]													[illegible]
[illegible]		[illegible]				[illegible]													[illegible]
1966		.TRANS REX DIV TORRANCE CA		1.35															00246908
1932		.TREESHEET PRODUCTS FT PIERC FL				.675										.675			00237663
1138		.TRI-STATE ELEC WESTVILLE [illegible]				[illegible]													00269375
1976		.TURNER ELEC WKS JACKSONVILLE F		64.1		24.3								24.3					[illegible]
1230		.UNION CAMP CORP FRANKLIN VA		.720															10081246
1133		.UNION CARBIDE PADUCAH KY		4.14															10081572
1932		UNION CAR - NUC OAKRIDGE TENN		9.72		14.3					1.80				9.23	3.24			00141909
1968		UNION CARBIDE TEXAS CITY TEX		3.38		5.40		4.05				.68				.68			10081971
		PARENT CUST. TOT-UNION CARBIDE C		17.2		19.7		4.05			1.80	.68			9.23	3.92			10081734
1133		.UNION ELEC CO MARYLAND HGTS HO		3.38		3.38						2.70						.68	00045705
1868		.UNION OIL CO LOS ANGELES CA				.130	.130												00141925
1866		UNION OIL WILMINGTON CALIF				.315						.315							00047155
		PARENT CUST. TOT-UNION OIL CO LO				.445	.130					.315							10082183
1135		[illegible]				[illegible]				.360									00047155
																			[illegible]

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-IN THOUSANDS 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 / MAJ'R GRD GP
		TRANSFORM PYRANOL A13630															00368A		1050-300-1
1237		.UNIV MACHINERY & EQUIP READING		.675															00282048
1866		.DEPT OF INTERIOR US PAGE AZ		.675															00225746
1623		GENERAL SERVICE ADM RICHLAN WA		1.35															00245593
1131		U S ARMY NEW CUMBERLAND PA				.120						.120							00259632
1866		U S GOVT EL TORO CALIFORNIA		.675															00089729
1866		U S GOVT LONG BEACH CALIF		1.35															10084458
1237		U S GOVT ARMY PHILADELPHIA PA				2.03					2.03								00207578
1866		US MARINE BARSTOW CALIF				1.20						1.25		.05-					00257230
1866		U S NAVY OAKLAND CALIF		.675		2.70										.68		2.03	10084283
1237		U S NAVAL SUP CENT E MACHIA ME		1.35															00183091
		PARENT CUST. TOT-U S GOVT WASHIN		6.08		6.05					2.03	1.37		.05-		.68		2.03	10084733
1866		.UTAH INTERNATIONAL SAN FRAN CA		.675															00222968
1865		.VALLEY FAIR SHOP SAN JOSE CA																	00224665
1273		.VAN NESS CO POTSDAM NY				.675									.675				00265039
[redacted]																			
1237		.VIRGINIA EL - PO NORFOLK VA		2.16															10086949
1131		VIR ELEC POW MOUNT STORM W V				1.35							1.35						10086957
		PARENT CUST. TOT-VIRGINIA ELE-PO		2.16		1.35							1.35						00048224
1131		.VOLLAND ELECTRIC BUFFALO NY		.675															10087112
[redacted]																			
1836		.WESTINGHOUSE ELEC FAIRBANKS AK		6.08															00222569
1968		WESTINGHOUSE SHREVEPORT LA				.675											.675		00270792
1237		WESTINGHOUSE NEWARK NJ		.735															00242063
		PARENT CUST. TOT-WESTINGHOUSE EL		6.81		.675											.675		00047740
1836		.WOODARD BROS WALLA WALLA WA		1.35		.675-						.675-							00230219
		TOTAL PRODUCT * * * * * * * LB	171	1315	2171	1694	91	92	89	67	96	148	217	222	180	80	301	111	1050-300-1
		TRICHLOROBENZENE RESALE															01712A		9902-000-1
[redacted]																			00205362
		TOTAL PRODUCT * * * * * * * LB		4.20															9902-000-1
		70 TOT CLASS TRANSFORMER FLUI LB	8101	15900	15301	15552	379	829	1176	1074	1599	1315	1470	1520	1541	1606	1692	1349	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S.S. REF	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 CPD GR.
		AROCLOR 1016															02250A		1040-016-1
1237		.AEROVOX CORP NEW BEDFORD MA				284									95.4		93.3	95.4	10001013
1237		.ALBANY FELT CO ALBANY NY				.165										.165			10001311
1234		.E I DU PONT DE NEM CLINTON IA				.100										.100			10023698
[illegible]		[illegible]				[illegible]													[illegible]
1237		.ELECTRON IC COM BRIDGEPORT CT				362									92.7	93.1	87.7	88.7	10025795
1237		ELECTRONIC COMPONEN TOTOWA N J				187									95.2		91.6		00165018
		PARENT CUST. TOT-ELECTRON IC COM				549									188	93	179	89	10025796
1237		.CORNELL DUB ELEC N BEDFORD MAS				371									96.0	95.6	91.8	88.0	00084745
1237		.GEN ELEC HUDSON FALLS NY				1324										205	377	662	10031931
[illegible]		[illegible]				[illegible]										[illegible]		[illegible]	[illegible]
1237		.HERCULES WILMINGTON DE				.600										.600			10037557
[illegible]		[illegible]				[illegible]											[illegible]		[illegible]
		PARENT CUST. TOT-HERCULES WILMIN				1.20										.600	.600		10037557
1237		.HIGH ENERGY MALVERN PA				13.2										6.00		7.20	10037964
1237		.JARD COMPANY INC BENNINGTON VT				142										48.0		94.4	00183830
1237		.P J SCHWEITZER LEE MASS				.220									.220				10071429
1932		.MALLORY CAPACITOR WAYNESBOR TN				379									95.2	94.0	94.5	95.6	00216143
[illegible]		[illegible]				[illegible]											[illegible]		[illegible]
1234		.NO CHG SHIPMENTS SPECIALTY PRD				.055											.055		00271020
1932		.SANGAMO ELEC PICKENS SC				290									95.7	.6	99.8	94.2	10070783
1237		.SPRAGUE ELEC N ADAMS MA				187									95.1			92.0	10074770
1237		.STEVENS PAPER S HADLEY FALL MA				.600									.600				00139238
1237		STEVENS PA MILLS WESTFIELD MA				.600										.600			10076137
		PARENT CUST. TOT-STEVENS PAP MIL				1.20									.600	.600			00139246
[illegible]		[illegible]				[illegible]											[illegible]		[illegible]
[illegible]		[illegible]				[illegible]										[illegible]	[illegible]		[illegible]
1231		WESTINGHOUSE PITTSBURGH PA				1.19								.589	.600				10089743
		PARENT CUST. TOT-WESTINGHOUSE EL				296								1	191	4	100		00047740
1237		.YORK CAPACITOR CORP BRKLYN NY				26.4											26.4		10092590
		TOTAL PRODUCT * * * * * * * LB				4138								1	991	674	1154	1319	1040-016-1
		CAPACITOR 21															00343C		1040-225-16
1237		.GEN ELEC FORT EDWARDS NY				13.5		5.20			8.32								00249467
		TOTAL PRODUCT * * * * * * * LB				13.5		5.20			8.32								1040-225-16

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SUB SEC	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. ID / MAJ GRP-GP.
		ANDCLOR DIST 1232															00345D		1040-230-16
[illegible]		.WESTINGHOUSE BLOOMINGTON IND		.550															
		TOTAL PRODUCT * * * * * * * LB		.550															1040-230-16
		ANDCLOR 1242															00349C		1040-240-15
1237		.AEROVOX CORP NEW BEDFORD MA		1864	1300	560		90.8	94.3		97.4	94.8	95.2	95.5					10001013
1237		.ALBANY FELT CO ALBANY NY		.165		.165											.165		10001811
1232		.ANDERSON ELECTRIC LEEDS AL				1.20	.600		.600										10005655
1234		.CAPACITOR SPECLST ESCONDIDO CA	72.0	25.2	72.0	36.6		12.0					2.4	4.8	2.4	3.0	6.6	5.4	00181374
1233		.CONDENSER PROD BROOKSVILLE FL				.600						.600							00257936
1234		.ELECTRO MAG MOUNT VIEW CA				1.20			.600						.600				00250099
[illegible]		[illegible]	400	1414	400	[illegible]		[illegible]		[illegible]									
1237		.ELECTRON IC CON BRIDGEPORT CT		1503	1500	384		95.7		95.5	97.3		95.1						10025798
1237		ELECTRONIC COMPONEN TOTOWA N J	800	754	800	288		96.3		95.7		95.5							00169319
		PARENT CUST. TOT-ELECTRON IC COM	800	2258	2300	671		192		191	97	96	95						10025796
1237		.ESPEY MFG ELECTR SARATOGA NY		.055															00158852
1237		.ESSEX CHEM SAYREVILLE NJ				12.0					12.0								10026637
1237		.CORNELL DUB ELEC N BEDFORD MAS		2478	2500	845	91	192	96		290		90	186					00086746
[illegible]		[illegible]		[illegible]															
1237		.GARLOCK PALMYRA NY				.055											.055		10036498
1237		.GEN ELEC HUDSON FALLS NY		9589	9000	4223	477	480	673	574	674	670	287	290	98				10031931
1237		GEN ELEC SUPPLY PHIL PA		.055															10032113
		PARENT CUST. TOT-GEN ELEC SCHENE		9589	9000	4223	477	480	673	574	674	670	287	290	98				10031850
[illegible]		.GOODMAN ED CHICAGO ILL	[illegible]	[illegible]	[illegible]	[illegible]						[illegible]		[illegible]					[illegible]
1237		.HAMMING PAPER GREEN ISLAND NY		.110															10048486
1237		.HERCULES INC HERCULES DE				4.00												4.00	10037549
1237		HERCULES WILMINGTON DE				.600				.600									10037557
[illegible]		HERCULES INC TERRE HAUTE IND	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
		PARENT CUST. TOT-HERCULES WILMIN				5.20				1.20								4.00	10037557
1237		. HIGH ENERGY MALVERN PA	50.0	42.0	50.0	41.4	6.00	6.00		6.00		6.00	6.00	5.40	6.00				10037954
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]												[illegible]	[illegible]
1231		.DEXTER CORP OLEAN NY		.055															10039878
1237		.JARO COMPANY INC BENNINGTON VT	300	.268	300	332	48.0		48.0	48.0	43.0	48.0		48.0	48.0				00163830
1231		.JART ELECTRIC BLUEFIELD W VA		3.60		14.4				3.60			3.60	3.60				3.60	00241717
1231		JOY MFG BLUEFIELD W VA		3.60															00246077
1231		JOY MFG FRANKLIN PA		36.0															10043130
		PARENT CUST. TOT-JOY MFG CO PITT		43.2		14.4				3.60			3.60	3.60				3.60	00045632
1237		.P J SCHWEITZER LEE MASS		.660		.330	.165			.165									10071429

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	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.ID / MAR-GRD-CP
		AROCLOR 1242															00349C		1040-240-16
1232		.MALLORY CAPACITOR MAYNESBOR TN		2206	1900	420		61.4	38.4	80.9		90.7	90.8						00218143
1569		.MARTIN MARIETTA LORPOC CA		.110															10046974
1569		.MAXWELL LAB SAN DIEG CA				30.0		9.0		12.0		9.0							00126740
[redacted]				1170	1700	[redacted]		[redacted]			[redacted]	[redacted]							[redacted]
1237		.N A L TRANSFORMERS TRENTON NJ				12.0											12.0		00259721
[redacted]				[redacted]								[redacted]							[redacted]
[redacted]				[redacted]								[redacted]							[redacted]
[redacted]				[redacted]		.110						[redacted]							[redacted]
[redacted]				[redacted]		[redacted]	[redacted]	[redacted]			[redacted]	[redacted]							[redacted]
[redacted]				[redacted]		[redacted]			.600	.600		[redacted]							[redacted]
		PARENT CUST. TOT-RELIANCE ELEC C		16.8		13.2	.60		4.20	.60	1.80	2.40			1.80		1.80		10067251
1233		.SANGAMO ELEC PICKENS SC		1210	1700	655	89.9	24.8	95.6	88.2	95.6		95.8	95.3					10070783
1237		.SPRAGUE ELEC N ADAMS MA		1033	2000	952	381	96	98	97	193	97	85	96					10074770
1660		.HUBBLE OIL REF DENICIA CA				.055		.055											C0165379
1237		.STEVENS PA MILLS FESTFIELD PA		2.40		1.20	.600					.600							10376137
1237		.UNITED ELEC CONT WATERTOWN MA		1.20															10382389
1960		.US CAPACITOR COR SUN VALLEY CA				.600											.600		00219886
[redacted]				[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]				[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1231		WESTINGHOUSE PITTS EAST PIT PA		.600															00145246
1231		WESTINGHOUSE PITTSBURGH PA		.930															10039743
		PARENT CUST. TOT-WESTINGHOUSE EL		2475	2700	649	177	384			88								00047740
1237		.WESTVACO CORP COVINGTON VA				.600						.600							10083585
1237		.WEYERHEUSER FITCHBURG MASS		1.20															10090164
1237		.YORK CAPACITOR CORP BRKLYN NY	125	125	125	52.8		26.4						26.4					10092590
		TOTAL PRODUCT * * * * * * * LB	1762	26236	25562	10803	1401	1811	1267	1199	1810	1304	851	942	158	3	21	14	1040-240-16
		AROCLOR 1242HIGHLY REFINED															01336A		1040-242-16
1134		.E I DU PONT DE NEW CLINTON IA		1.98						.600									10023688
[redacted]		[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		PARENT CUST. TOT-E I DU PONT DE		3.02						.600									10023564
1237		.HERCULES WILMINGTON DE		1.24															10037557
[redacted]		[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		PARENT CUST. TOT-HERCULES WILMIN		5.63		1.22						1.22							10037557
1131		.DEXTER CORP CLEAN NY		.057															10039873

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES DIST. FOR CURR. YEAR	SALES CURR. YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP
		AROCLOR 1242HIGHLY REFINED															01336A		1040-242-1
		[redacted]																	[redacted]
		TOTAL PRODUCT * * * * * * * LB	300	98.3	300	1.22				.60		1.22			.60-				1040-242-1
		AROCLOR 1254															00361C		1040-2[illegible]-1
1237		.AEROVOX CORP NEW BEDFORD MA	25.0	34.2	25.0	90.6				10.8	3.6	7.2	18.0	7.8	7.2	10.8	18.0	7.2	10001013
1237		.AMERICAN CYANAMID BOUNDBRK NJ		.660															10003733
		[redacted]																	[redacted]
		PARENT CUST. TOT-AMER TEL AND TE		6.56		3.60	3.60												00045160
1133		.AVIATION FLUIDS OVERLAND MO		.180															10007631
1237		.AXEL ELECTRONICS JAMAICA NY		20.4		7.80	1.20	1.20			1.80		1.20			2.40			10007739
1133		.BRUNSWICK CORP LINCOLN NB				.060					.060								00252581
1968		.CAPACITOR SPECLST ESCONDIDO CA		.240															00181374
1932		.CAROLINA RBR HOS GREENVILLE SC		2.40															00225614
1974		.CENTRAL TRANSFORME PINE BLU AR		.120															00113549
1237		.EDWARDS HIGH VACUUM GRAND I NY		2.40		.600					.600								00117412
1237		.ELECTRON IC COM BRIDGEPORT CT				26.4												26.4	10025796
1968		.CORNELL DUB ELEC VENICE CA		6.00															10019534
1237		CORNELL DUB ELEC N BEDFORD MAS	70.0	61.2	70.0														00086745
		PARENT CUST. TOT-FED PAC ELEC NE	70.0	67.2	70.0														10027527
1237		.FILTRON CO INC FLUSHING NY		54.0		46.8		4.8		6.0	6.0	12.0		12.0			6.0		10027861
1932		.GEN ELEC ROME GA		798		393	102	192		100									10031281
1237		GEN ELEC PITTSFIELD MA				1.20												1.20	10031761
1237		GEN ELEC HUDSON FALLS NY		93.4		68.0-						68.0-							10031931
		PARENT CUST. TOT-GEN ELEC SCHENE		891		327	102	192		100		68-						1	10031850
		[redacted]																	[redacted]
1932		.GWIN ENGINEERING BELHAVEN NC		1.80		.600								.600					00212709
		[redacted]																	[redacted]
1237		.FENWAL ELECTRONICS ASHLAND MA		.060															00118451
		[redacted]																	[redacted]
1133		.MCDONNELL DOUGLAS ST L MO		4.80															10049571
		[redacted]																	[redacted]
1932		.NYTRONICS DARLINGTON SC		10.8		5.40		1.20	1.20			.60	.60		.60		.60	.60	00131962
1968		.POTTER CO KESSON MS	1.20	1.80	1.20	1.80							1.80						10064287
1932		.QUINN ENGINEER BELLHAVEN NC				.600			.600										00253294
1237		.R F INTERONICS BAYSHORE NY		1.80															10065087

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% G	S.S.	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.ID./ MAJ.DES.CD.
		AROCLOR 1254															00361C		1040-280-1
1230		R F INTERONICS BAYSHORE LI NY				1.20											.600	.600	00[illegible]349
		PARENT CUST. TOT-R F INTERONICS		1.80		1.20											.600	.600	10065895
1932		.SANGAMO ELEC PICKENS SC	110	71.4	110	30.6				10.2		10.2			10.2				10075783
1974		.SPACE CORP OKLAHOMA CITY OK		.060															00225738
1237		.SPRAGUE ELEC N ADAMS MA	40.0	8.40	40.0	7.20				1.80		3.60	1.80						10074770
1998		.STATE CHEM CO LUBBOCK TX		.120															00136092
1237		.TUBE DEUTSCHMANN CANTON MA		.600		3.00		.60			1.20	1.20							10021995
1237		.VACUUM EQUIP PHILADELPHIA PA		.060															00225754
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1932		WESTINGHOUSE HAMPTON S C		12.6															10069569
		PARENT CUST. TOT-WESTINGHOUSE EL	30.0	12.6	30.0														00047740
[redacted]		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		TOTAL PRODUCT * * * * * * * LB	281	1272	281	537	85	202	2	129	13	32	23	20	16	13	25	37	1040-280-1
		NCS 962															01606A		6142-962-1
1966		.COLLINS RADIO RICHARDSON TX		.001															10017769
1666		.MAXWELL LAB SAN DIEG CA		.300															00128740
		TOTAL PRODUCT * * * * * * * LB		.801															6142-962-1
		80 TOT CLASS CAPACITOR FLUIDS LB	2343	27698	26143	15493	1436	2018	1290	1329	1832	1274	874	963	1166	690	1200	1371	
		16 TOT PG DIELECTRICS DR.C.P LB	10444	42508	41444	31045	1865	2047	2465	2403	3431	2589	2352	2483	2707	2296	2892	2715	

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NO.	SIS 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.ID / MATL.GRO.GP
																	01688A		6380-002-1
		SANTOSOL 200																	
1178		.CHAMPION PAPERS HAMILTON OH				.880								.880					10015399
1178		.HEAD CORP CHILLICOTHE OH		3.15		13.2				2.64		1.76			1.76	2.64		4.40	10051250
1178		.NATL CASH REGIS DAYTON OH	2850	44.5	2850	1431	25	7	80	255		349	214	207	85	210			10056349
1178		.NATL CASH REGIS APPLETON WI				83.9				83.9									00253855
1178		NATL CASH REG CO PORTAGE WI		43.7		3208	25	21	294	85	128	460	210	378	254	380	507	466	00094145
		PARENT CUST. TOT-NATL CASH REGIS	2850	88.2	2850	4723	50	28	374	424	128	808	424	585	339	590	507	466	10056349
		TOTAL PRODUCT * * * * * * * LB	2850	91.3	2850	4737	50	28	374	426	128	810	424	586	340	593	507	471	6380-002-1
		55 TOT CLASS MONO ISOPROPYL B LB	2850	102	2850	4767	76	28	374	426	128	810	424	586	340	595	509	471	
		ARCLOR 1221															00343A		1040-225-1
5254		.ACME CHEM INSUL NEW HAVEN CT				.050			.050										10000521
5612		.AIRCO SPEER ELECT BRADFORD PA		.520		1.04	1.04												00086592
1230		.AMERICAN CYANAMID BOUNDBRK NJ		.050															10003733
5724		.WESTERN ELEC RECO NB		1.04		1.04						1.04							10080828
5116		.AMES RUBBER CO HAMBURG NJ				3.64	.52					.52		1.04	1.56				10005116
5722		.ARKANSAS TECH IND BATESVILL AR				12.5								.5	12.0				00230056
5301		.ATLANTIC VARNISH RICHMOND VA				.050								.050					00187925
5612		.BOBAY CHEMICAL NATRIUM WV	1.50	1.56	1.50	2.08				.520	.520		.520		.520				10053592
5728		.ADHESIVE ENG SAN CARLOS CA		.050															10000750
5116		.BIRMA PRODUCTS SAYREVILLE NJ				7.80								7.80					10040654
5301		.E BOND EPOXIE FT LAUDERDALE FL		.520															00236276
5114		.BORDEN BROOKLYN NY				1.04		.520							.520				10010343
5171		.BRIDGEPORT CHEM FARMINGDALE NY	1.00		1.00														10011418
5503		.BROOKS GLUE CORP CANTON MA				.520			.520										00233935
5004		.BURROUGHS CORP ROCHESTER NY		.100															10012619
5009		.CELANESE CTGS LOUISVILLE KY				1.56										.52	1.04		10014700
5171		CELANESE COATINGS NEWARK NJ				2.60								2.60					10014697
		PARENT CUST. TOT-CELANESE CORP N				4.16								2.60		.52	1.04		00045926
5912		.ALLEG SOLV CARNEGIE CORAOP PA				6.24	3.64	2.08						.52					10002095
		TOT P-T ALLEG SOLV CARN * POUNDS				6.24	3.64	2.08						.52					00107700
5609		AMSCO SOLVENTS CINCINNATI OH		6.24		7.80		5.20									2.60		10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		6.24		7.80		5.20									2.60		10005361

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G	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 GRD-GR.
	AROCLOR 1221															00343A		1040-225-
5654	BUFFALO SOLVENTS TONAWANDA NY				2.08										2.08			10012384
	TOT P-T BUFFALO SOLV BU * POUNDS				2.08										2.08			10012363
5700	CENTRAL SOL CHICAGO-CHICAGOIL	10.0	4.68	10.0	21.0							5.2	15.8					10015138
	TOT P-T CENTRAL SOLVENT * POUNDS	10.0	4.68	10.0	21.0							5.2	15.8					10015138
5700 5726	CENTRAL SOL PALATINE IL CENT SOL SANTA FE SPR-CA	3.00	2.08 11.4	3.00	24.4		2.08	2.60	4.16		7.80	2.60		5.20				00235229 10015111
	TOT P-T CENTRAL SOLV SA * POUNDS	3.00	11.4	3.00	24.4		2.08	2.60	4.16		7.80	2.60		5.20				10015111
5609	DIXIE SOL LOUISVILLE-LOUSVLE K				4.73	.05				.52		2.08	2.08					10022576
	TOT P-T DIXIE SOLVENTS * POUNDS				4.73	.05				.52		2.08	2.08					10022576
5609	HOOSR SOL INDNAPLS-INDNAPLSIN				2.60			2.60										10038765
	TOT P-T HOOSIER SOL IND * POUNDS				2.60			2.60										10038765
5727	*MO SOLV KANSAS CTY-KNS CTYMO				12.5		1.56	4.16			6.76							10053544
5612	OHIO SOLV CLEVELAND-CLEVEOH		.200		2.08		1.04					1.04						10058953
	TOT P-T OHIO SOLVENTS - * POUNDS		.200		2.08		1.04					1.04						10058953
5725	TEXAS SOL HOUSTON-HOUSTONTX				8.32	3.12								5.20				10079373
	TOT P-T TEXAS SOLVENTS * POUNDS				8.32	3.12								5.20				10079373
5725	TEXAS SOLV DALLAS-DALLASTX	2.50	1.56	2.50	7.28				5.20		2.08							10079411
	TOT P-T TEXAS SOLVENTS * POUNDS	2.50	1.56	2.50	7.28				5.20		2.08							10079411
5725 5605	TEXAS SOLV GARLAND TX W EATON SOL ROMULUS-ROMULUSMI		10.4		.050	.050												00246037 00164879
	TOT P-T WESTERN EATON S * POUNDS		10.4															10088925
5720	WISC SOLV MILWAUKEE-MILWAKE WI		2.60															10091012
	TOT P-T WIS SOLVENTS - * POUNDS		2.60															10091012
5605	WOLV SOLV GRND RAPIDS-GR RPMI				1.56				1.56									10091268
	TOT P-T WOLVERINE SOLV * POUNDS				1.56				1.56									10091268

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MG	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.ID./ MAJR.GRP.CD.
		AROCLOR 1221															00343A		1040-225-
		PARENT CUST. TOT-CENTRAL SOL CHI	15.5	39.2	15.5	101	6.9	12.0	9.4	10.9	.5	16.6	10.9	18.4	10.4	2.1	2.6		10015138
1268		.CHEM PROCESS DALTON GA		1.04		2.60					2.60								10015677
5313		.CHEMICAL PRODUCT E PATERSON NJ		.050		23.4		.52		2.60	7.28			4.68	8.32				00217581
5322		.DAVID CLARK CO OXFORD MASS		.300															00186473
5724		.CLIFF CO CICERO IL				.100	.100												00246425
5721		.CONLEY CORPORATION TULSA OK				.520						.520							10018390
5118		.CONSTRUCTION ADHES PATERSON NJ				2.08								2.08					00115010
5349		.CURTIS-YOUNG CORP PENSAUKEN NJ		1.04	A	1.04				1.04									10020530
5349		.E I DUPONT WILMINGTON DE				.050	.050												10023554
5724		.DURKEE ATWOOD MOLS MN		4.16		2.08										2.08			10024315
5171		.EATON ALLEN CORP BRLYN NY	3.00	1.04	3.00	3.64	.520	.520	.520		.520		.520	.520	.520				10025141
5187		.EDA CORP HICKORY NC				.520										.520			00254865
5118		.ESSEX CHEM SAYREVILLE NJ				.520				.520									10026667
5000		.FORD MOTOR CO LINCOLN PARK MI				.050					.050								00255890
5699		.FORD PAINT AND VAR GRAND RA MI		.050		1.04						1.04							00119032
5729		.FORM-EZE SYSTEMS ALBUQUERQUE NM				3.64		1.04			2.08	.52							00250635
5724		.FS FULLER CO PALATINE IL		.100															10030153
1237		.CIBA & GEIGY CORP CRANSTON RI		886		665	42	84	215	179		45	127	86				112-	10030658
5000		CIBA & GEIGY CORP PROVIDENC RI		30.2															10030376
5118		GEIGY CHEM ARDSLEY NY		.050															10030633
		PARENT CUST. TOT-GEIGY CHEM ARDS		916		665	42	84	215	179		45	127	86				112-	10030633
5512		.GI-PACKARD ELECTRIC WARREN OH		.050															10032881
5031		.GEN ELEC PITTSFIELD MA		.520															10031761
1237		GEN ELEC FORT EDWARDS NY				8.32						8.32							00249467
5012		GEN ELEC CUSHOCTON OH	15.0	22.6	15.0	123	5.2	24.4			31.2	12.0	32.2		20.3				10031925
		PARENT CUST. TOT-GEN ELEC SCHENE	15.0	23.1	15.0	134	5.2	24.4			31.2	20.3	32.2		20.3				10031850
1133		.P D GEORGE COMPANY ST LOUIS MO		.620															10033276
5327		.GEORGIA INST-TECH ATLANTA GA				.520	.520												00248452
5059		.GILLAN CONSTRUCT PEEKSKILL NY		.520															00224510
5602		.GRIFUL INC INDEPENDENCE OH		.520															00183792
5726		.GREAT WESTERN CHEM OAKLAND CA				1.56									1.56				10035451
5728		GREAT WESTERN CHE RICHMOND CA				2.08			1.04		1.04								10035473
5728		GREAT WESTERN CHEM TIGARD OR		.520															10035517
		PARENT CUST. TOT-GREAT WESTERN C		.520		3.64			1.04		1.04				1.56				10035472
5307		.INERTECH SYSTEMS CLIFTON VA				.050	.050												00226692
5723		.J G CHEMISTS MURRAY KY				.520								.520					00262935
5301		.KRISTAL KRAFT INC PALMETTO FL		.050		4.16						2.08	2.08						00237981

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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. ID./ MAJ. SEG. GP.
	AROCLOR 1221															00343A		1040-225-17
5216	.HAAS & WALDSTEIN NEWARK NJ				2.08							.52	1.56					00128252
5254	.WALTER MAGUIRE PEEKSKILL NY				.520							.520						00261823
5871	.MANHATTAN ADHES BROOKLYN NY	5.00	5.72	5.00	4.16		1.04	1.04			1.04		1.04					10048419
5176	.MUSO CORP CHILLICOTHE OH		.570															10051258
5103	.MONSCO PRODUCTS CRANSTON R I				.050					.050								00215618
5770	.REFINED PROD DV LYNDHURST NJ				.520			.520										10066301
5724	.MINN MIN CHEMOLITE SIDING MN				.520									.520				10052971
5724	MINN MIN - MFG ST PAUL MN		.100															10053013
	PARENT CUST. TOT-MINN MIN - MFG		.100		.520									.520				10053013
5116	.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
5724	.MASHUA-DUTCH BRAND CHICAGO IL	25.0	.570	25.0	5.20				1.56	3.64								00152900
5263	.NORTH AMERI PAINT WANAMASSA NJ				.520								.520					00242276
5171	.ORE-LUBE CORP COLLEGE PT NY		1.56		8.84	1.56		2.08			5.20							10059496
5345	.PHILOLASTIC INC MALVERN PA		.050															10062802
5724	.POLAROID CORP CAMBRIDGE MA		.050															00155136
5724	.POLYMER SC & ENGNG AMHERST MA		.010															00240613
5113	.POLYTECH CO ROCKAWAY NJ				1.56			.520	.520	.520								00250759
5345	.ROHM & HAAS SPRINGHOUSE PA		.050															10068894
5301	.SANGAMO ELEC PICKENS SC				.520										1.04	.52		10070763
5171	.SCHWARTZ CH LONG ISLD CTY NY				.520					.520								00137375
5612	.SHERWIN WILLIAMS LOS ANGE CA				.520					.520								00157639
5612	SHERWIN WILLIAMS CLEVELAND OH				20.8			10.4		10.4								10072794
	PARENT CUST. TOT-SHERWIN WILLIAM				21.3			10.4		10.9								10072794
5024	.SIMPLEX WIRE CABL N BERWICK ME				.050									.050				00230316
5116	.SUN CHEM CARLSTADT N J		.050															10076625
5726	.SWIFT CHEMICAL HAYWARD CA				.520				.520									00227153
5724	SWIFT CHEMICAL ATLANTA GEORGIA				1.04									.520		.520		00219215
5724	SWIFT - CO PORTLAND OREGON		.520															10077443
	PARENT CUST. TOT-SWIFT - CO CHIC		.520		.520				.520					.520		.520		10077346
5728	.TELEDYNE COAST PROSEAL COMP CA				.520								.520					00253141
5725	.UNION CARBIDE TAFT LOUISIANA				3.12						3.12							00286865
5301	.UNION AMSCO MIAMI FL				1.56								1.56					10004160
5301	UNION AMSCO TAMPA FL				1.04						.520				.520			10004136
5387	UNION AMSCO DALTON GA				.520						.520							00252190
5387	UNION AMSCO TUCKER GA		2.08		1.04			1.56				2.60						10004551
5053	UNION AMSCO PALATINE IL		.520															10004233
5114	UNION AMSCO CARTERET NJ	50.0	13.5	50.0	26.4	5.4			5.5			13.0	2.6					10004179
5207	UNION AMSCO CONSHOHOC PA		7.28		10.1		5.93					4.16						10004241

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJ.GRD-GP
	AROCLOR 1221															00343A		1040-225-
5203	UNION AMSCO PROVIDENCE RI		4.16		3.64					2.08				1.56				10004525
5207	UNION AMSCO NASHVILLE TN		6.24															10004144
	PARENT CUST. TOT-UNION OIL CO LO	50.0	33.8	50.0	42.2	5.4	5.9	1.6	5.5	2.1	1.0	14.6	4.2	1.6	.5			00047155
5214	.UNITED LACQUER MFG LINDEN NJ		1.04		1.04					.520	.520							10083524
5207	.UNITED STATES GOVT EDGEWOOD MD		.520															00142492
5724	.VALSPAR CORP NUTLEY NJ	5.00	6.76	5.00	7.80	1.04	1.04	.52	1.04		3.12			1.04				00151541
5722	.BRUCE WILLIAMS LAB JOPLIN MO		.100		.050		.050											00243302
	TOTAL PRODUCT * * * * * * * LB	121	1044	121	1084	65	131	243	204	64	102	188	132	58	7	3	112	1040-225-
	AROCLOR 1221B															01834A		1040-226-
[illegible]	.ACME CHEM INSUL NEW HAVEN CT				.050											.050		10[illegible]
5115	.AMES RUBBER CO HAMBURG NJ				1.04											1.04		10[illegible]
5722	.ARKANSAS TECH IND BATESVILL AR				20.8										10.4		10.4	00238654
5612	.MOBAY CHEMICAL NATRIUM WV				.520											.520		10053692
5726	.CELANESE COATINGS RIVERSIDE CA				.050										.050			1001468
5609	CELANESE CTGS LOUISVILLE KY				5.20												5.20	1001470
5171	CELANESE COATINGS NEWARK NJ				.520										.520			1001459
	PARENT CUST. TOT-CELANESE CORP N				5.77										.57		5.20	0004592
5700	.CENTRAL SOL CHICAGO-CHICAGOIL				4.78										1.04	3.74		10015131
	TOT P-T CENTRAL SOLVENT * POUNDS				4.78										1.04	3.74		10015138
5726	CENT SOL SANTA FE SPR-CA				5.25												5.25	1001511
	TOT P-T CENTRAL SOLV SA * POUNDS				5.25												5.25	10015111
5725	TEXAS SOLV DALLAS-DALLASTX				4.16										2.08		2.08	1007941
	TOT P-T TEXAS SOLVENTS * POUNDS				4.16										2.08		2.08	10079411
5605	W EATON SOL ROMULUS-ROMULUSMI				5.20											5.20		0016487
	TOT P-T WESTERN EATON S * POUNDS				5.20											5.20		10089925
	PARENT CUST. TOT-CENTRAL SOL CHI				19.4										3.12	8.94	7.33	1001513
5116	.CHEMICAL PRODUCT E PATERSON NJ				10.4											10.4		0021758

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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
		ARUCLOR 12213															01834A		1040-2
5116		.CONSTRUCTION ADHES PATERSON NJ				3.64										1.56	2.08		00115
5245		.CURTIS-YOUNG CORP PENSAUKEN NJ				.520											.520		10020
5171		.EATON ALLEN CORP BKLYN NY				1.04											.520	.520	10025
1237		.CIBA & GEIGY CORP CRANSTON RI				20.0						20.0							10030
5118		GEIGY CHEMI CORP BAYONNE NJ				.500	.500												00213
		PARENT CUST. TOT-GEIGY CHEM ARDS				20.5	.5					20.0							10030
5612		.GEN ELEC COSHOCTON OH				30.2												30.2	10031
5726		.GREAT WESTERN CHE RICHMOND CA				5.20										5.20			10035
5116		.HARDMAN INC BELLEVILLE NJ				.520												.520	10026
5722		.J G CHEMISTS MURRAY KY				.520												.520	00262
5171		.MANHATTAN ADHES BROOKLYN NY				1.04											1.04		10048
5726		.TELEDYNE COAST PROSEAL COMP CA				.520											.520		00263
5301		.UNION AMSCO TAMPA FL				.520										.520			10004
5317		UNION AMSCO TUCKER GA				10.9											10.9		10004
5114		UNION AMSCO CARTERET NJ				7.80										2.60		5.20	10004
5307		UNION AMSCO CONSHOHOC PA				1.56											1.56		10004
5003		UNION AMSCO PROVIDENCE RI				2.08											2.08		10004
		PARENT CUST. TOT-UNION OIL CO LO				22.9										3.1	14.6	5.2	00047
5724		.VALSPAR CORP NUTLEY NJ				2.60										2.60			00151
		TOTAL PRODUCT * * * * * * * LB				147	.5					20.0				26.6	40.2	59.9	1040-2
		ARUCLOR 1242															00349A		1040-2
5612		.AAA CAPACITORS CHERRY TREE PA		.110															00155
5722		.ACME PRINTING INK KANSAS CT KS		1.20															00156
5735		.ALLIED MATERIAL STROUD OK		19.9															10002
1230		.AMERICAN CYANAMID BOUNDBRK NJ		1.20															10003
5301		.AMERICAN LACQUER TAMPA FL		.060															10004
5116		.AMERICAN METAL SEAL CARLSTD NJ		3.60		2.40	2.40												10004
5110		.AMES RUBBER CO HAMBURG NJ		34.2															10005
5612		.ASHLAND CHEM CO BETHEL CT		1.80-															10006
5612		.BAUSCH LAMB OP ROCHESTER NY		.055															10008
5726		.ADHESIVE ENG SAN CARLOS CA		1.20															10000
5724		.BINAX CORP DESPLAINES ILL		.600															00195
5720		.BORDEN CARSON CALIF		.600															10010
5004		BORDEN LEOMINSTER MA		1.80-															10010
		PARENT CUST. TOT-BORDEN COLUMBUS		1.20-															10010
5003		.BROOKS GLUE CORP CANTON MA		9.60															00233

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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 ID / MAP GEO CO
AROCLOR 1242															00349A		1040-240
5609 AMSCO SOLVENTS CINCINNATI CH		4.20															1000536
TOT P-T AMSCO SOLVENTS * POUNDS		4.20															10005361
5054 BUFFALO SOLVENTS BUFFALO NY	20.0		20.0														1001236
5054 BUFFALO SOLVENTS TONAWANDA NY		19.2															1001236
TOT P-T BUFFALO SOLV BU * POUNDS	20.0	19.2	20.0														10012368
5725 CENTRAL SOLV HAYWARD-HAYWARD		3.71															1001504
TOT P-T CENTRAL SOLV HA * POUNDS		3.71															10015049
5700 CENTRAL SOL CHICAGO-CHICAGOIL		21.6															1001513
TOT P-T CENTRAL SOLVENT * POUNDS		21.6															10015138
5726 CENT SOL SANTA FE SPR-CA		39.0															1001511
TOT P-T CENTRAL SOLV SA * POUNDS		39.0															10015111
5609 DIXIE SOL LOUISVILLE-LOUSVLE K		10.0															10022576
TOT P-T DIXIE SOLVENTS * POUNDS		10.0															10022576
5722 MO SOLV ST LOUIS-ST LOUIS MO *		48.6															10053552
TOT P-T MO SOLV ST LOUI * POUNDS		48.6															10053552
5612 OHIO SOLV CLEVELAND-CLEVECH																	10058953
TOT P-T OHIO SOLVENTS - * POUNDS																	10058953
5725 SOUTHERN NEW ORLEANS-N ORLELA		32.4															10074150
TOT P-T SOUTHERN SOLV C * POUNDS		32.4															10074150
5725 TEXAS SOL HOUSTON-HOUSTONTX		4.20															10079373
TOT P-T TEXAS SOLVENTS * POUNDS		4.20															10079373
5725 TEXAS SOLV DALLAS-DALLASTX		2.40															10079411
TOT P-T TEXAS SOLVENTS * POUNDS		2.40															10079411

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID MAJ GRD-GR
	AROCLOR 1242															00349A		1040-240-
5605	W EATON SOL ROMULUS-DETROITMI		38.8															10086925
	TOT P-T WESTERN EATON S * POUNDS		38.8															10088925
5720	WISC SOLV MILWAUKEE-W ALLIS WI		45.0															10091039
	TOT P-T WISC SOLV MILWA * POUNDS		45.0															10091012
	PARENT CUST. TOT-CENTRAL SOL CHI	20.0	269	20.0														10015138
5004	.COMUSTION ENGINE IN WINDSOR CT		1.20															00224170
5307	.COMMERCIAL STEEL FOREST H MD		2.40															00114547
5345	.CURTIS-YOUNG CORP PENSAUKEN NJ		2.40															10025530
5345	.E I DU PONT DE NEMO PARLIN NJ		.055															10023865
5345	E I DU PONT DE CIRCLEVILLE OH		.132															10023947
5345	E I DU PONT DE NE RICHMOND VA		6.60															10024099
	PARENT CUST. TOT-E I DU PONT DE		6.79															10023564
5171	.EATON ALLEN CORP BKLYN NY		2.40		1.80	1.80												10025141
5115	.ESSEX CHEM SAYREVILLE NJ		6.00															10026667
5605	.FIBER RESIN CORP ROSEVILLE MI		.220															10027772
5725	.MCKESSON CHEM CO NEW ORLEAN LA		12.0															10049836
5054	.GEN ELEC PITISFIELD MA		10.9															10031761
1237	GEN ELEC HUDSON FALLS NY																	10031931
	PARENT CUST. TOT-GEN ELEC SCHENE		10.9															10031850
5054	.GERMAIN CROSSMEN PITISFOR NY		.330															00115452
5602	.AMERIPOL INC INDEPENDENCE OH		.600															00183792
5602	B F GOODRICH AVON LAKE OH		.055															10034132
	PARENT CUST. TOT-B F GOODRICH AK		.655															10034191
5723	.GREAT WESTERN CHEM SEATTLE WA		.600															10035546
5609	.PROTECTIVE TREATMENT DAYTON OH		.055															10064937
5724	.HIGH STRENGTH PLAST CHGO ILL		1.20															10037980
5307	.INERTECH SYSTEMS CLIFTON VA		.655															00226890
5210	.INMONT CORP LODI NJ		.110															10043817
5054	.JARD COMPANY INC BENNINGTON VT		40.8															00183835
5724	.JOSLYN MFG CO CHICAGO IL		6.00															10043166
5612	.KOPPERS COMPANY NEWARK NJ		92.4															10044790
5345	.L N P POLYMERS THORNDALE PA		1.00															00208981
5114	.MAGID CORPORATION LINDEN NJ		.600															10046028

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	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.ID./ MAP GRID-GP
	ARJOLOR 1242															00349A		1040-240-17
1734	.MALLORY CAPACITOR HAYNESSOR TN				44.7	44.7												
2720	.SATTEL INC LONG BEACH CA		6.00															00211343
1978	.HEAD CORP CHILLICOTHE OH		4.26															00211334
5310	.MOBIL CHEMICAL CO EDISON NJ		22.8-			22.8				22.8-								10051258
5003	.NASHUA CORP MERRIMAC NH				175	75		100										10052676
5003	NASHUA CORPORATION NASHUA NH	150	124	150														00245243
																		10056055
	PARENT CUST. TOT-NASHUA CORPORAT	150	124	150	175	75		100										10056055
5720	.APPLETON PAPER APPLETON WISC		.055															
1178	NATL CASH REGIS DAYTON OH		2675		347	179	86	45	22	46		25-						10005841
1178	NATL CASH REG CO PORTAGE WI		4024		506	304	133	90					25-					10056349
																		00094145
	PARENT CUST. TOT-NATL CASH REGIS		6699		853	483	218	134	22	46		25-	25-					10056349
5371	.PERRY BROTHERS WOODSIDE NY		.600															
5354	.PRECISION TECH PROD WOBURN MA		.055															10062039
5726	.PROCTOR RESEARCH GLENDALE CA		43.8															00185736
5345	PROCTOR RESEARCH GLOUCESTER NJ		12.6															10064956
																		10064864
	PARENT CUST. TOT-PRODUCTS RESEAR		56.4															00045756
5004	.ELI SANDMAN CO WORCESTER MA		.055															
5116	.SUNNEBORN BUILD BELLEVILLE NJ		15.6															00228621
5729	.ESSO RESEARCH - EN BAYTOWN TX		.110															10073004
5367	.PAISLEY PROD FOREST PARK GA		1.80															10026805
5114	PAISLEY PRO-DIV CLIFTN NJ		18.0															00234869
																		10060354
	PARENT CUST. TOT-STANLEY WARNER		19.8															00044733
5119	.STAUFFER CHEM DOBBS FERRY NY		.600															
5722	.STEELCOTE MFG ST LOUIS MO		1.80															10075602
5729	.H B STOCK ADHES FORT WORTH TX		.600-															10075742
5318	.SUN CHEM CORP E RUTHERFORD NJ		.110															00238032
5760	.TAB CHEMICALS INC CHICAGO ILL		6.00															10076552
5722	.UNION AMSCO DENVER CO		.055															10077542
5387	UNION AMSCO TUCKER GA		12.0		3.60-							3.60-						00222224
5003	UNION AMSCO PALATINE IL				4.20-	4.20-												10004551
5357	UNION AMSCO BALTIMORE MD		18.0															10004233
5114	UNION AMSCO CARTERET NJ		5.35															10004234
5367	UNION AMSCO CONSHOHOC PA		118															10004179
5003	UNION AMSCO PROVIDENCE RI	10.0	18.6	10.0														10004241
																		10004535
	PARENT CUST. TOT-UNION OIL CO LO	10.0	172	10.0	7.80-	4.20-						3.60-						-00047155
5722	.URETHANE ROLLER GLENCOE MO		.275															00224146

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	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./ MAJ. GRD-GR
	AROCLOR 1242															00349A		1040-240-17
5720	.WISC RBR PROD UNION GROVE WI		1.80-															10090970
	TOTAL PRODUCT * * * * * * * LB	180	7608	180	1069	626	218	234	22	23		29-	25-					1040-240-17
	MCS 1131															02203A		1040-220-17
5345	.E I DUPONT WILMINGTON DE				1.50						.50	1.00						10023564
	TOTAL PRODUCT * * * * * * * LB				1.50						.50	1.00						1040-220-17
	MCS 1135															02211A		1040-135-17
7829	.PHILLIPS PET BARTLESVILLE OK				.040							.040						10062659
	TOTAL PRODUCT * * * * * * * LB				.040							.040						1040-135-17
	65 TOT CLASS BIPHENYL AROCLOR LB	301	8651	301	2302	691	349	477	226	87	122	161	106	58	33	43	52-	
	AROCLOR 1232															00345A		1040-230-17
5116	.AIRCO CHEM PLAS ELKTON MD		14.9															10001323
5724	.WESTERN ELEC WECO NB		1.10															10038828
5612	.[illegible] CHEMICAL NATRIUM WV		1.10															10053692
5728	.BENSON CHEMICAL SEATTLE WA		22.0															10009340
5114	.BURDEN BROOKLYN NY		1.65															10010543
5614	.ALLEG SOLV CARNEGIE CORAOP PA		2.20															10002095
	TOT P-T ALLEG SOLV CARN * POUNDS		2.20															00107700
5609	AMSCO SOLVENTS CINCINNATI OH		.100															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		.100															10005361
5056	BUFFALO SOLVENTS TONAWANDA NY		2.30															10012304
	TOT P-T BUFFALO SOLV BU * POUNDS		2.30															10012368
5700	CENTRAL SOL CHICAGO-CHICAGOIL		22.0															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		22.0															10015138
5726	CENT SOL SANTA FE SPR-CA		11.0-															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		11.0-															10015111

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SIC	ELS 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. ORDER
		AROCLOR 1232															00345A		1040-230
5609		DIXIE SOL LOUISVILLE-LOUSVLE K		6.60															1002257
		TOT P-T DIXIE SOLVENTS * POUNDS		6.60															10022576
5609		HOOSR SOL INDNAPLS-INDNAPLSIN		3.85															1003576
		TOT P-T HOOSIER SOL IND * POUNDS		3.85															10038766
5722		MO SOLV ST LOUIS-ST LOUIS MO *		1.95															1005355
		TOT P-T MO SOLV ST LOUI * POUNDS		1.95															10053552
5605		W EATON SOL ROMULUS-DETROITMI		14.5		6.60-							6.60-						10088925
		TOT P-T WESTERN EATON S * POUNDS		14.5		6.60-							6.60-						10088925
5720		WISC SOLV MILWAUKEE-W ALLIS WI		20.9															10091039
		TOT P-T WISC SOLV MILWA * POUNDS		20.9															10091012
		PARENT CUST. TOT-CENTRAL SOL CHI		63.4		6.60-							6.60-						10015130
5345		.R M HOLLINGSHEAD CAMDEN NJ		.550															10038391
5722		.INMONT CORP ST LOUIS MO		.550															10040539
5602		.MIDWEST RUBBER BARBERTON OHIO		.550															10052549
5724		.MINN MIN-MFG CORDOVA IL		5.50															00229733
5724		MINN MIN CHEMOLITE SIDING MN		11.0															10052971
		PARENT CUST. TOT-MINN MIN - MFG		16.5															10053013
5110		.MOBIL CHEMICAL CO EDISON NJ		2.20															10053676
5724		.NASHUA-DUTCH BRAND CHICAGO IL		20.4															00152900
7829		.PHILLIPS PET BARTLESVILLE OK																	10062659
5725		PHILLIPS PET BARGER TX		.050															10062675
		PARENT CUST. TOT-PHILLIPS PET BA		.050															10062659
5301		.SANGAMO ELEC PICKENS SC				.550										.550			10070733
5357		.PAISLEY PROD FOREST PARK GA		.550															00234869
5354		.SPENCER KELLOGG BUFFALO NY		.100															10043719
5725		.UNION CARBIDE TAFT LOUISIANA		1.10															00086665
5116		UNION CARBIDE SISTERSV WV		5.50															00141852
		PARENT CUST. TOT-UNION CARBIDE C		6.60															00045705
5114		.UNION AMSCO CARTERET NJ		23.1															10004179

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR FOR CORP YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MARGINS
ARCOLOR 1232															00345A		1040-230
5307 UNION AMSCO CONSHOHOC PA		1.10															
5003 UNION AMSCO PROVIDENCE RI		1.65															10[illegible]34
																	1000453
PARENT CUST. TOT-UNION OIL CO LO		25.8															
																	0004715
5720 UNIV OF WISC MADISON WISC		.050															
																	0015491
TOTAL PRODUCT * * * * * * * LB		178		6.05-							6.60-			.55			
																	1040-230
ARCOLOR 1248															00356A		1040-260
5354 ACME CHEM INSUL NEW HAVEN CT		.110															
5307 ACME VISIBLE RECOR CROZET VA		2.40															1000052
5171 ALL TROPICS WESTBURY LI NY		1.20															0010685
5612 AMAX SPECLTY PTL WASHINGTON WV		2.40															0010767
5901 ARCHER PROD WINSTON SAL NC				1.80-				1.80-									0020969
5612 BOBAY CHEMICAL PATRIUM WV		1.20															1000600
5414 BELRAY CO INC FARMINGDALE NJ		15.0															1005362
5612 BLAIR PROCESS TALLMADGE OHIO		.600															1000511
5414 BONINO GALLERIES NEW YORK NY		.055															0021657
5720 UNIV OF CALIF LOS ALAMOS NM		.060															0023412
5171 CELANESE COATINGS NEWARK NJ		42.0															1001319
5612 ALLEG SOLV CARNEGIE CORAOP PA		5.40															1001439
																	1000209
TOT P-T ALLEG SOLV CARN * POUNDS		5.40															
																	00107700
5405 AMSCO SOLVENTS CINCINNATI OH		6.60															
																	1000536
TOT P-T AMSCO SOLVENTS * POUNDS		6.60															
																	10005361
5054 BUFFALO SOLVENTS TONAWANDA NY		51.0															
																	1001238
TOT P-T BUFFALO SOLV BU * POUNDS		51.0															
																	10012369
5726 CENTRAL SOLV HAYWARD-HAYWARD				.600-						.600-							
																	1001504
TOT P-T CENTRAL SOLV HA * POUNDS				.600-						.600-							
																	10015049
5700 CENTRAL SOL CHICAGO-CHICAGOIL		21.0															
																	1001513
TOT P-T CENTRAL SOLVENT * POUNDS		21.0															
																	10015139
5726 CENT SOL SANTA FE SPR-CA		9.60															
																	1001511
TOT P-T CENTRAL SOLV SA * POUNDS		9.60															
																	10015111

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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.	CUSTOMER MAT-GROUP
AROCLOR 1248															00356A		1040-260-
5603 DIXIE SOL LOUISVILLE-LOUSVLE K		33.0															10022576
TOT P-T DIXIE SOLVENTS * POUNDS		33.0															10022576
5722 MO SOLV ST LOUIS-ST LOUIS MO *		4.80															10053552
TOT P-T MO SOLV ST LOUI * POUNDS		4.80															10053552
5612 OHIO SOLV CLEVELAND-CLEVECH		8.40															10058953
TOT P-T OHIO SOLVENTS - * POUNDS		8.40															10058953
5725 TEXAS SOLV DALLAS-DALLASTX		9.00															10079411
TOT P-T TEXAS SOLVENTS * POUNDS		9.00															10079411
5605 * EATON SOL ROMULUS-DETROITMI		114															10088925
TOT P-T WESTERN EATON S * POUNDS		114															10088925
5605 WOLV SOLV GRND RAPIDS-GR RPMI		42.6															10091268
TOT P-T WOLVERINE SOLV * POUNDS		42.6															10091268
PARENT CUST. TOT-CENTRAL SOL CHI		306		.600-						.600-							10015138
1178 .CHAMPION PAPERS HAMILTON OH		56.3															10015398
5726 .CONTINENTAL ASSOC IN OREM UTAH		1.20															00102877
5603 .DECOR LAMINATES NEW BEDFORD MA		1.20															00193431
5612 .DIAMOND SHAMROCK C PAINESVI OH		.060															00116289
5343 .E I DUPONT WILMINGTON DE		46.7		4.80-								4.80-					10023564
5345 E I DU PONT DE DEEP WATER NJ		3.60															10023823
5345 E I DU PONT DE NEMO PARLIN NJ		231															10023866
PARENT CUST. TOT-E I DU PONT DE		281		4.80-								4.80-					10023564
5271 .DURAL INTERNALT DEER PARK NY		6.00															00232507
5116 .ELAN CHEMICAL NEWARK NJ		.600															00152592
5724 .GENL PAINT & CHEM CHICAGO IL		.600															00232610
5608 .GOODYEAR TIRE ST MARYS OH		.055															10034722
5604 .W R GRACE CO CHICAGO IL		12.0															10035007
5114 .GRIGNARD CHEM ELIZABETH NJ		1.30															00176559
5609 .PROTECTIVE TREATMENT DAYTON OH		.600															10064737
5722 .INTERCOASTAL CORP E ST LOUIS I		.600															00048143

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SLS	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. MAJ. DEC.
	AROCLOR 1248															00356A		1040-260-
5114	.MAGID CORPORATION LINDEN NJ		1.30															10048029
5345	.MINN MIN - MFG BRISTOL PA		3.60															10053072
5114	.MOORRINGS INC NEW YORK NY		.060															00231916
5724	.MASHUA-DUTCH BRAND CHICAGO IL		11.4															00152000
5345	.N L INDUSTRIES PERTH AMBOY NJ		.600															10056840
5724	.NORTHWEST RBR ALBERT LEA MN		.055															10058481
5271	.ORE-LUBE CORP COLLEGE PT NY		3.60															10059496
5216	.PERMAFLEX CORP CARLSTADT NJ		7.20															00183665
5304	.POLAROID CORP CAMBRIDGE MA		.055															00155135
5345	.POLYMER CORP READING PA		.110															10063949
5612	.PPG SPRINGDALE PA		1.20															10063353
5725	.REPCO REPL PTS EVERMAN TX		1.30															00135925
5171	.SCHWARTZ CH LONG ISLD CTY NY		.600															00137375
5116	.ER SQUIBB NEW BRUNSWICK NJ		.060															00200571
5114	.PAISLEY PRO-DIV CLIFTN NJ		1.80															10060354
5725	.STERLING PKG - GASK HOUSTON TX		.600															10075939
5387	.UNION CAMP CORP SAVANNAH GA		.600															10081599
5116	.UNION CAR UC GOLD BROOK N J		.055															10081323
5116	UNION CARBIDE SISTERSV WV		97.2															00141652
	PARENT CUST. TOT-UNION CARBIDE C		97.3															00045705
5387	.UNION AMSCO TUCKER GA				10.8-							10.8-						10004551
5301	UNION AMSCO CHARCLETT NC		3.00															10004152
5114	UNION AMSCO CARTERET NJ		40.2															10004179
5307	UNION AMSCO CONSHOHOC PA		33.0															10004241
	PARENT CUST. TOT-UNION OIL CO LO		76.2		10.8-							10.8-						00047155
5116	.JOP E RUTHERFORD NJ		1.20															10085586
5307	.UNITED STATES GOVT EDGEWOOD MD		.600															00142492
5724	.VELSICOL CHEM MARSHALL ILL		1.80															10086426
5722	.VULCAN MATERIALS CO SHAFTER CA		.600-															00216291
5722	.WHITE RODGERS CO ST LOUIS MO		1.80															10090350
5723	.UNIV OF WISC MADISON WISC		.055															00154711
1237	.WORCESTER POLYTECH WORCESTR MA				.110					.110								00256382
	TOTAL PRODUCT * * * * * * * LB		947		17.9-				1.8-	.1	.6-	10.8-	4.8-					1040-260-
	AROCLOR 1254															00361A		1040-280-
5327	.ADCO INC COOKEVILLE TN		.060															10000718
1237	.AEROVOX CORP NEW BEDFORD MA				3.60					3.60								10001013
5605	.ALBION INDUSTRIES ALBION MI		1.20															00217360

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S.S.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAP DTD GT
	ARCCLOR 1254															00361A		1040-280-1
5116	.ALFA INK - CHEM CARLSTADT NJ		.600															10[illegible]
5612	.ALLEGHENY LUDLUM BRACKENRID PA		.120															00155409
5345	.ALLENTOWN PAINT ALLENTOWN PA		.060															10002184
5725	.ALLIED MATERIAL STROUD OK		31.8															10002557
[illegible]	.AMERICAN LACQUER TAMPA FL		.300															10004[illegible]
5119	.AMERICAN METAL SEAL CARLSTD NJ		.600															10004101
5726	.AMERCOAT CORP BREA CAL		21.6															10003121
5119	.ANACONDA CO NEW YORK CITY NY		1.80															00045179
5307	.ARDEX LABS INC PHILADELPHIA PA		.180															00228303
5724	.ARMSTRONG CHEMCON CHICAGO IL		1.80															10004546
5392	.ARMSTRONG CORK LANCASTER PA		.060															10005435
5301	.ASSOCIATED PLASTICS HIALEAH FL		1.80															00234222
5337	.ATLANTIC PAINT JACKSONVILLE FL		.600															00115523
5116	.BASF WYANDOTTE HACKENSACK NJ		9.00															00155345
5725	.B B ENG SUP MCQUEENY TX		.600															00231053
5116	.BELRAY CO INC FARMINGDALE NJ		15.0															10009111
5726	.ADHESIVE ENG SAN CARLOS CA		1.20															10000750
5605	.BENDIX FILTER MADISON HGTS MI		.060															10009316
5114	.BONINO GALLERIES NEW YORK NY		.060															00234125
5387	.BORDEN MARIETTA GA		3.60															10010489
5114	BORDEN MIDDLESEX NJ		.600															10010802
5609	BORDEN COLUMBUS OHIO		18.0															10010586
5612	BORDEN DELAWARE OH		2.40															10010519
	PARENT CUST. TOT-BORDEN COLUMBUS		24.6															10010586
5345	.J A BRUDER & SONS PHILADEL PA		7.20															10012007
5307	.BUDD CO BRIDGEPORT PA		3.60															10012309
5171	.CELANESE COATINGS NEWARK NJ		3.00															10014697
5612	.ALLEG SOLV CARNEGIE CARNEGI PA																	00107700
5612	ALLEG SOLV CARNEGIE CORAOP PA		64.8															10002095
	TOT P-T ALLEG SOLV CARN * POUNDS		64.8															00107700
5609	AMSCO SOLVENTS CINCINNATI OH		69.0		.600-							.600-						10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		69.0		.600-							.600-						10005361
5054	BUFFALO SOLVENTS TONAWANDA NY		60.6															10012384
5054	BUFFALO SOLVENTS MEADVILLE PA		24.0															00231444
	TOT P-T BUFFALO SOLV BU * POUNDS		84.6															10012368

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

CUST NO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YR.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO / MAT ORD GP
	ARCCLOR 1254															00361A		1040-280-17
5726	CENTRAL SOLV HAYWARD-HAYWARD		31.9															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		31.9															10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL		234															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		234															10015138
5728	CENTRAL SOLVENTS PORTLAND OR		33.6															00113425
	TOT P-T CENTRAL SOLVENT * POUNDS		33.6															00113425
5720	CENTRAL SOLV KENT WASH		3.00															10015006
	TOT P-T CENTRAL SOLV KE * POUNDS		3.00															10015006
5726	CENT SOL SANTA FE SPR-CA		336															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		33															10015111
5609	DIXIE SOL LOUISVILLE-LOUSVLE K		41.4															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		41.4															10022576
5609	HOOSR SOL INDNAPLS-INDNAPLSIN		21.6															10038766
	TOT P-T HOOSIER SOL IND * POUNDS		21.6															10038766
5722	*HJ SOLV KANSAS CTY-KNS CTYMO		15.0															10053544
5722	MO SOLV ST LOUIS-ST LOUIS MO *		116															10053552
	TOT P-T MC SOLV ST LOUI * POUNDS		116															10053552
5612	OHIO SOLV CLEVELAND-CLEVEOH		234															10056953
	TOT P-T OHIO SOLVENTS - * POUNDS		234															10058953
5725	SOUTHERN NEW ORLEANS-N ORLELA		25.2															10074150
	TOT P-T SOUTHERN SOLV C * POUNDS		25.2															10074150
5725	TEXAS SOL HOUSTON-HOUSTONTX		137															10079373
	TOT P-T TEXAS SOLVENTS * POUNDS		137															10079373

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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. ID / MAJ. CRD. GR.
	AROCLOR 1254															00361A		1040-280-11
5725	TEXAS SOLV DALLAS-DALLASTX		13.2															10079411
	TOT P-T TEXAS SOLVENTS * POUNDS		13.2															10079411
5605	W EATON SOL ROMULUS-DETROITMI		59.3															10088925
	TOT P-T WESTERN EATON S * POUNDS		59.3															10088925
5720	WISC SOLV MILWAUKEE-MNEAPLS MN		15.0															10090989
5729	WISC SOLV MILWAUKEE-W ALLIS WI		149															10091039
	TOT P-T WISC SOLV MILWA * POUNDS		164															10091012
5605	WOLV SOLV GRND RAPIDS-GR RPMI		7.86															10091268
	TOT P-T WOLVERINE SOLV * POUNDS		7.86															10091268
	PARENT CUST. TOT-CENTRAL SOL CHI		1692		.600-							.600-						10015138
5726	.CERTIFIED ALLOY LONG BEACH CA		.600															00223069
5023	.CHEM PROD CO RUMFORD RI		30.0															10015707
5609	.CHRYSLER CORP TRENTON MI		330															10020735
5609	.CINCINNATI MILACRON N BRUNS NJ		.120															10013976
5171	.COLUMBIA TECH WOODSIDE NY		.600															10018072
5114	.COMMERCIAL INK CORP NYC NY		1.20															00152412
~~5722~~	~~.CONCRETE CURE CHEM DENVER COLO~~		~~.240~~															00200442
5725	.CONLEY CORPORATION TULSA OK		5.40		.060				.060									10018390
5722	.COOK PAINT - VA N KAN CITY MO		3.00															10019494
5345	.COSDEN CHEM COATING BEVERLY NJ		7.80															10019958
5301	.CROWN PAINT HIALEAH FL		.600															10020271
5724	.MASURY COLUMBIA CO CHGO IL		22.2															10049229
5113	.CUSTOM CHEMICALS E PATERSON NJ		.600															10020638
5301	.DAVIS PAINT MFG LYNCHBURG VA		.120															00228214
5301	.DELTA LAB INC ZUBER FL		.600															00232432
5726	.DEXTER CORP HAYWARD CA		3.60															00230847
5345	.DODGE CORK CO INC LANCASTE PA		.120															00116505
5114	.DUNMORE CORP KENILWORTH NJ		.060															00223362
5345	.E I DUPONT NEWPORT DE		6.60															10023556
5345	E I DU PONT DE BEAUMONT TX		.060															10024021
	PARENT CUST. TOT-E I DU PONT DE		6.66															10023564
5612	.DUBACOTE CORP RAVENNA OH		.600															10024242
5307	.DYNASURF CHEM BALTIMORE MD		.600															10024439

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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. NO. MAIL ORD. OF
	AROCLOR 1254															C0361A		1040-280-1
5113	.HARDMAN INC BELLEVILLE NJ		3.60															10036879
5697	.PROTECTIVE TREATMENT DAYTON OH		6.00															10054937
5114	.HEMPELS MARINE PT NEW YORK NY		.600															10037409
5605	.[illegible] WHITEHALL MI		.240															10039193
5720	.HUMBOLDT PAINT CO EUREKA CA		.060															00184950
5724	.ILLINOIS ADHESIVE CHICAGO IL		79.2															10040019
5387	.INDURALL COATINGS BIRMINGH AL		1.20															00125425
5722	.IND SYNTHET ADH ST LOUIS MO		.060															10040493
5307	.INERTECH SYSTEMS CLIFTON VA		1.56															00226590
5726	.INMONT CO ANAHEIM CA		.060															10040914
5723	INMONT CORP LOS ANGELES CALIF		3.00															00125660
5722	INMONT CORP ST LOUIS MO		10.2															10040539
5118	INMONT CORP ELIZABETH NJ		6.00															10040744
	PARENT CUST. TOT-INMONT CORP NYC		1.14															00044482
5724	.JORDON PAINT FOREST PARK ILL		.600															00164755
5722	.KANSAS PT - COLOR WICHITA KS		.600															10043476
5345	.KAWECKI BERYLCO BOYERTOWN PA		1.30															10043549
5114	.KENTILE FLOORS BROOKLYN NY		.600															10044006
5307	.KEYSTONE LUBRICATING PHIL PA		1.80															10044227
5722	.GEORGE MOCH EVANSVILLE IN		.060															10044618
5722	.KUHLER MOLISTER PT DENVER CO		1.20															10044542
5612	.KOPPER COMPANY FONTANA CA		180															C0229587
5612	KOPPERS COMPANY NEWARK NJ		444															10044790
5612	KOPPERS COMPANY WESTFIELD NJ		49.2															10044812
5612	KOPPERS COMPANY FOLLANSBEE WV		298															C0229552
	PARENT CUST. TOT-KOPPERS CO PITT		971															00044571
5116	.LAUREL CO GARFIELD NJ		.120															10045533
5723	.LONGHORN PAINT SAN ANTONIO TX		.600															00187119
5612	.MANDRELS IND LOUISVILLE OHIO		.720															00164771
5171	.MANHATTAN ADHES BROOKLYN NY		6.00															10048419
5724	.MCGRAW EDISON SOUTH MI WI				.600		.600											00128910
5724	.MINN MIN-MFG CORDOVA IL		330															00229733
5724	MINN MIN - MFG WAYNE MI		503															10052963
5724	MINN MIN CHEMOLITE SIDING MN		132															10052971
5345	MINN MIN - MFG BRISTOL PA		90.6															10053072
	PARENT CUST. TOT-MINN MIN - MFG		1105															10053013
5720	.MOBIL CHEM KANKAKEE ILL		6.60															10053838
5118	MOBIL CHEMICAL CO EDISON NJ		75.6															10053676

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	S.S.	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. DESIGN
		PARENT CUST. TOT-MOBIL OIL CORP		82.2															10054443
		AROCLOR 1254															00361A		1040-280-1
5114		.STD T CHEM INC STAT ISL NY		19.2															10075[illegible]
5116		.BENJ MOORE NEWARK NJ		3.60															10055180
5722		.MORRIS PAINT E ST LOUIS IL		1.20															10055393
5724		.NASHUA-DUTCH BRAND CHICAGO IL		.600															00152[illegible]
5114		.BAKER CASTOR OIL BAYONNE NJ		201															10000034
5116		.NATL STARCH PLAINFIELD NJ		1.20															10056969
5709		.NAZAR RUBBER CO TOLEDO OH		2.40															10057140
5720		.NILES CHEM PAINT NILES MI		.600															10057832
5171		.PARKER STEARNS BROOKLYN NY		.060															10061974
5171		.PARK NAME PLATE FLUSHING LI NY		.480															00170[illegible]
5116		.[illegible] PARR - CO HANOVER NJ		.600															00150005
5307		.PENNWALT CORP MONTGOMERY AL		7.20															00233077
5307		PENNWALT CORP CHICAGO HTS IL		12.0															10061555
5307		PENNWALT CORP DELAWARE OH		1.80															10061563
5307		PENNWALT CORP CORNWELL HTS PA		6.00															10061593
5307		PENNWALT CORP PHILADELPHIA PA		2.40															10061636
		PARENT CUST. TOT-PENNWALT CORP P		29.4															10061635
5722		.PERMATEX CO INC KANSAS C KS		1.80															00133297
5116		.PIGMENT DISPERSIONS ISELIN N J		.060															00215163
5003		.PLYMOUTH RBR CANTON MASS		1.80															10063767
5345		.POLYMER CORP READING PA		.600															10063949
5004		.POLYMER INDUSTRIES STAMFORD CT		74.5															00183563
5004		POLYMER IND SPRINGDALE CT		21.6															10063930
		PARENT CUST. TOT-POLYMER INDUSTR		96.1															00183563
5725		.POTTER CO WESSON MS		1.20		1.80				1.80									10064287
5612		.PPG NEWARK NJ		2.40															10063434
5726		.PRODS RESEARCH GLENDALE CA		170															10064356
5345		PRODS RESEARCH GLOUCESTER NJ		301															10064864
		PARENT CUST. TOT-PRODUCTS RESEAR		471															00045756
5004		.K J QUINN MALDEN MA		.300															10065712
5726		.RAYCHEM CORP MENLO PK CA		2.40															10066468
5726		.RAYCLAD TUBES MENLO PK CA		8.40															10066484
5726		.RBR ENGINEE SALT LAKE CITY UT		.600															10069777
5171		.REALE PAINT CORP BROOKLYN NY		.600															00227919
5108		.REICHHOLD CHEM ELIZABETH NJ		.060															10067021

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	DIS 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.PROD GP
		ARCLOR 1254															00361A		1040-280-1
5612		.REPUBLIC DYE - CHEM AKRON OH		.120															10[illegible]35
5612		.REPUBLIC PRD MTLS MEDIA OHIO		.120															0[illegible]4240
5207		.RICHARDSON PAINT PHILADE PA		.660															00224435
5116		.SUGAR & SILICONE PRD FAIRFLD NJ		.120															00184373
5387		.SANDERS PAINT INC TUCKER GA		.060															00187356
5729		.GLIDDEN CO SAN FRANCISCO CA		1.20															10033780
5612		GLIDDEN CO READING PA		.600															10033308
		PARENT CUST. TOT-S C M CORP CORT		1.80															00045454
5724		.DESOTO INC CHICAGO IL		2.40															10021355
5724		.SHAWNEE PLAST EVANSVILLE IN		.120															10072212
5725		.SHELL CHEM DEER PK TX		12.0															10072311
5612		.SHERWIN WILLIAMS GARLAND TX		16.8															10072808
5612		SHERWIN WILLIAMS LOS ANGE CA		1.20															00137939
5612		SHERWIN WILLIAMS OAKLAND CA		1.20															10072838
5612		SHERWIN WILLIAMS CHGO IL		36.0															10072854
5612		SHERWIN WILLIAMS GLOUCSTER NJ		7.20															10072897
5612		SHERWIN WILLIAMS CLEVELAND OH		161															10072794
		PARENT CUST. TOT-SHERWIN WILLIAM		223															10072794
5114		.SOLAR COMPOUNDS LINDEN NJ		10.8															10073766
5110		.SUNSEBORN BUILD BELLEVILLE NJ		313															10072304
5625		.SPARKLING PLASTICS PLYMOUTH MI		.600															00213578
5110		.SPECTRACHEM CORP PATERSON NJ		.060															00136601
5242		.STANDARD DRY WALL EDGELY PA		6.00															00177350
5116		.STANDARD PACKAGIN CRANBURY NJ		1.80															10075173
5725		.STATE CHEM CO LUBBOCK TX		.060															00135092
5118		.STAUFFER GALLIPOLIS FERRY WV		4.20															10075637
5722		.STEELCOTE MFG ST LOUIS MO		9.00															10075742
5722		.STERLING LACQUER ST LOUIS MO		.600															10075920
5728		.SULLIVAN CO SAN FRANCISCO CALF		.120															00186703
5116		.SUN CHEM PATTERSON NJ		6.00															00135416
5110		SUN CHEMICAL BROOKLYN NY		.060															00224920
		PARENT CUST. TOT-SUN CHEMICAL CO		6.06															10076714
5545		.SUN OIL CO MARCUS HOOK PA		4.80															10076838
5554		.SWIFT - CO WEST HAVEN CON		.600															10077503
5761		.TAJ CHEMICALS INC CHICAGO ILL		43.0															10077642
5116		.TECH RUBR & PLASTIC CLIFTON NJ		.060															00227420
5116		.TEMPIL DIVISION S PLAINFELD NJ		.180															00183652
5545		.TENNECO INC CF DIV HAZLETON PA		.060															00140147

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SS	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 NO / MAJ PROD OF
		AROCLOR 1254															00361A		1040-280-1
5725		.TEXAS HIGHWAY AUSTIN TX		.840															00163083
5723		.TEXTONE INC CITY OF COMMERCE CA		4.20															00181900
5722		.THERMAL SYSTEMS ST LOUIS MO		.420															00140635
5723		.TIP TOP PROD OMAHA NEB		.130															10086215
5371		.TRU-RITE INC BROOKLYN NY		.630															00141259
5114		.UNION CAR UC HOUSD BROOK N J		.240															10081823
5337		.UNION AMSCO TUCKER GA		81.0		.480-							.480-						10004551
5003		UNION AMSCO PALATINE IL		18.6		6.00-	6.00-												10004233
5307		UNION AMSCO BALTIMORE MD		15.0															10004234
5701		UNION AMSCO CHARLOTT NC		76.8															10004152
5114		UNION AMSCO CARTERET NJ		144															10004179
5367		UNION AMSCO CONSHOHOC PA		519															10004241
5700		UNION AMSCO PHILADEL PA		197															10004276
5000		UNION AMSCO PROVIDENCE RI		59.2															10004535
5367		UNION AMSCO NASHVILLE TN		1.20															10004144
		PARENT CUST. TOT-UNION OIL CO LO		1070		6.48-	6.00-						.48-						00047155
5003		.UPACO ADHESIVES HYDE PARK MA		.060															10085667
5003		.UNIROYAL CHEM NAUGATUCK CT		.060															10082439
5003		UNIROYAL FIBER NAUGATUCK CT		.060															10082751
		PARENT CUST. TOT-UNIROYAL NEW YO		.120															00047325
5114		.UNITED LACQUER MFG LINDEN NJ		4.20		1.20	1.20												10083524
5722		.U S GYPSUM NASHVILL TN		1.20															00143022
5724		.VALSPAR CORP NUTLEY NJ		10.2		4.80-	4.80-												00151545
5307		.VIRGINIA PAINT MFG NORFOLK VA		3.60															00217492
5012		.WALHORTH CO SO GREENSBURG PA		.060															00207033
5172		.WHARTON INDUSTRIES BROOKLYNNY		.600															00185376
5722		.WINDSOR PLASTICS EVANSVILLE IN		.180															00121439
5723		.UNIV OF WISC MADISON WISC		.060															00154911
5012		.WITCO CHEMICAL CLEVELAND OHIO		1.20															00206570
5000		.WCM MFG INC GENEVA IN		1.20															10087228
5722		.YODER MFG LITTLE R AR		.120															00146559
		TOTAL PRODUCT * * * * * * * LB		7483		18.8	17.4	.6	.1	4.3	2.4-		1.1-						1040-280-1
		00361A * * * * * * * $$		1319		.044-	3.65	.04	.14-	.99	.22-	3.23-	1.13-						
		AROCLOR 1254 103 IOL															00363A		1040-282-1
5004		.CONPO CHEM MANSFIEL MA		10.2															00114863
5003		.UNION AMSCO PROVIDENCE RI		2.40															10004535
5348		.WESTINGHOUSE HAMPTON S C		1.20															10089509
		TOTAL PRODUCT * * * * * * * LB		13.8															1040-282-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PG	SIS 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 ID / MAJ GRP GP.
		AROCLOR 1254 10% XYL															00364A		1040-286-1
																			00107700
612		.ALLEG SOLV CARNEGIE CARNEGI PA																	10002095
612		ALLEG SOLV CARNEGIE CORAOP PA		33.6															
		TOT P-T ALLEG SOLV CARN * POUNDS		33.6															00107700
																			10035007
004		.W.R. GRACE CO CHICAGO IL		.600															10062918
054		.PIERCE - STEVENS BUFFALO NY	100	87.0	60.0														00141402
612		.USS CHEM DIV NEVILLE PA		32.9															
		TOTAL PRODUCT * * * * * * * LB	100	153	60.0														1040-286-1
		AROCLOR 1260															00369A		1040-290-1
																			10003156
171		.AMERICAN ADHESIVE MFG BROOK NY																	10007316
005		.BENDIX FILTER MADISON HGTS MI		.060															00234125
114		.BONINO GALLERIES NEW YORK NY		.300															00183504
507		.CALDWELL CHEM FAYETTEVILLE TN		.060															10005361
609		.AMSCO SOLVENTS CINCINNATI CH		3.60															
		TOT P-T AMSCO SOLVENTS * POUNDS		3.60															10005361
																			10012304
5	5	BUFFALO SOLVENTS TONAWANDA NY		4.80															
		TOT P-T BUFFALO SOLV BU * POUNDS		4.80															10012368
																			10015049
5724		CENTRAL SOLV HAYWARD-HAYHARD		2.40		2.40						2.40							
		TOT P-T CENTRAL SOLV HA * POUNDS		2.40		2.40						2.40							10015049
																			10015138
700		CENTRAL SOL CHICAGO-CHICAGOIL		15.0															
		TOT P-T CENTRAL SOLVENT * POUNDS		15.0															10015138
																			10015111
5726		CENT SOL SANTA FE SPR-CA		4.80															
		TOT P-T CENTRAL SOLV SA * POUNDS		4.80															10015111
																			10022576
5609		DIXIE SOL LOUISVILLE-LOUSVLE K		11.4															
		TOT P-T DIXIE SOLVENTS * POUNDS		11.4															10022576
																			10053552
5722		MO SOLV ST LOUIS-ST LOUIS MO *		24.6															
		TOT P-T MO SOLV ST LOUI * POUNDS		24.6															10053552

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01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	MS SEP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES VOL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GPD GP
		AROCLOR 1260															00369A		1040-290-17
																			10058953
5012		OHIO SOLV CLEVELAND-CLEVECH		12.0															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		12.0															
																			10079411
5725		TEXAS SOLV DALLAS-DALLASTX		1.20															10079411
		TOT P-T TEXAS SOLVENTS * POUNDS		1.20															
																			10091012
5720		WISC SOLV MILWAUKEE-MILWAKE WI		3.00															10091039
5720		WISC SOLV MILWAUKEE-W ALLIS WI		10.8															
		TOT P-T WISC SOLV MILWA * POUNDS		13.8															10091012
																			10015138
		PARENT CUST. TOT-CENTRAL SOL CHI		93.6		2.40						2.40							
																			10029449
5603		.FRANKLIN GLUE COLUMBUS OH		.060															10030153
5724		.H.B. FULLER CO PALATINE IL		2.40															10030056
5724		H B FULLER MEMPHIS TN		4.20															10030072
		PARENT CUST. TOT-H B FULLER ST P		6.60															
																			10035007
5004		.W R GRACE CO CHICAGO IL		1.20															10035473
5726		.GREAT WESTERN CHE RICHMOND CA		1.20															10035511
5726		GREAT WESTERN CHEM TIGARD OR		.600															10035473
		PARENT CUST. TOT-GREAT WESTERN C		1.80															
																			10040092
5726		.INMONT CORP EL SEGUNDO CALIF		.600															10041759
5722		.INTERNATIONAL SHOE ST L MO		.060															00086649
5722		.SINCLAIR - VALENT N KAN CTY MO		.060															10055013
5724		.MINN MIN - MFG ST PAUL MN		.060															00157035
5301		.NATROCHEM SAVANNAH GEORGIA		5.60															00230901
5110		.J OSST HYCKOFF NJ		.080															00172096
5171		.PARK NAME PLATE FLUSHING LI NY		.060															00157473
5039		.SAP INCORPORATED DAYTON OHIO		1.80															10063221
5115		.NATL STARCH BLOOMFIELD NJ		3.00															00178209
5307		.RELIANCE UNIV ROANOKE VA		.600															00228621
5004		.ALT SANDMAN CO WORCESTER MA		.600															10033845
5012		.GLIDDEN CO CLEVELAND OH		.420															10073004
5110		.SUNBURN BUILD BELLEVILLE NJ		71.4															10075432
5114		.STAR-GLOW RBR E RUTHERFORD NJ		.060															10075742
5722		.STEELCOTE MFG ST LOUIS MO		1.20															00233609
5110		.SUN CHEM NEW HAVEN CT		13.9															10076552
5110		SUN CHEM CORP E RUTHERFORD NJ		10.8															

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B1131-A ECT #2
01/12/72

ORGANIC DIVISION SPECIALTY
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES VALUE FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP
	PARENT CUST. TOT-SUN CHEMICAL CO		24.7															10076714
	ARCCLOR 1260															00369A		1040-290-17
5059	.SWIFT - CO WEST HAVEN CON		1.20															10077508
5724	SWIFT - CO CLEVELAND OHIO		.600															10077486
	PARENT CUST. TOT-SWIFT - CO CHIC		1.80															10077346
5307	.THIOKOL CHEM WAYNESBORO VA		4.80															00225940
5110	.UNION CAR UC BOUND BROOK N J		.060															10081823
5307	.UNION AMSCO TUCKER GA		14.4		4.80-							4.80-						10004551
5114	UNION AMSCO CARTERET NJ		.900		9.00-							9.00-						10004179
5003	UNION AMSCO PROVIDENCE RI		3.00															10004535
	PARENT CUST. TOT-UNION OIL CO LO		18.3		13.8-							13.8-						00047155
	.WHITTAKER CORP MINNEAPOLIS MN		.060															00248916
	TOTAL PRODUCT * * * * * * * LB		243		16.2-						2.4-	13.8-						1040-290-17
	ARCCLOR 1260 10% TOL															00370A		1040-295-17
5171	.AMERICAN ADHESIVE MFG BROOK NY		.600															10003156
5720	.CENTRAL SOLV HAYWARD-HAYWARD		2.40															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		2.40															10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL		24.6															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		24.6															10015138
5726	CENT SOL SANTA FE SPR-CA		9.00															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		9.00															10015111
5609	HOOSR SOL INDNAPLS-INDNAPLSIN		2.40															10038766
	TOT P-T HOOSIER SOL IND * POUNDS		2.40															10038766
5722	MO SOLV ST LOUIS-ST LOUIS MO *		1.80															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		1.80															10053552

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B1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALI[illegible]DUCTS
PRODUCT/CUSTOMER SALES REP[illegible]RT

-IN THOUSANDS OF POUNDS AND DOLLARS-

SIC	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 NO. [illegible]
																	00370A		[illegible]
		AROCLOR 1260 10% TOL																	10058953
56	12	OHIO SOLV CLEVELAND-CLEVEOH		10.2															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		10.2															10015138
		PARENT CUST. TOT-CENTRAL SOL CHI		50.4															10040388
51	16	.INDUST LATEX WALLINGTON NJ		252															10004233
50	03	.UNION AMSCO PALATINE IL		27.0															10004179
51	14	UNION AMSCO CARTERET NJ		75.6															10004241
53	07	UNION AMSCO CONSHOHOC PA		24.6															00047155
		PARENT CUST. TOT-UNION OIL CO LO		127															1040-295-17
		TOTAL PRODUCT * * * * * * * LB		430															
																	00373A		040-300-17
		AROCLOR 1262																	10043699
51	71	.ALLIED PROD CORP LONG IS CT NY		1.20															0007151
51	71	.ATLANTIC GUMMED PR BROOKLYN NY		1.80															0012304
59	54	.BUFFALO SOLVENTS TONAWANDA NY		1.44															1[illegible]12368
		TOT P-T BUFFALO SOLV BU * POUNDS		1.44															1[illegible]15138
57	00	CENTRAL SOL CHICAGO-CHICAGOIL		7.20															10[illegible]138
		TOT P-T CENTRAL SOLVENT * POUNDS		7.20															10[illegible]5111
57	26	CENT SOL SANTA FE SPR-CA		76.7															1001[illegible]11
		TOT P-T CENTRAL SOLV SA * POUNDS		76.7															0014[illegible]65
57	25	TEXAS SOL HOUSTON-C CHRISTITX		.180															1007[illegible]
		TOT P-T TEXAS SOLVENTS * POUNDS		.180															1001[illegible]
		PARENT CUST. TOT-CENTRAL SOL CHI		85.6															1001[illegible]
57	24	.CONTINENTAL CAN CHICAGO ILL		.960															1002492
50	03	.EASTERN CLR - CH PROVIDENCE RI		.660															100286[illegible]
51	71	.FLORASYNTH LABS INC BRONX NY		1.80															10031923
56	12	.GEN ELEC COSHOCTON OH		.600															10035759
57	28	.GREER HYDRAULICS LOS ANGEL CA		.195															

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	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.
	AROCLOR 1262															00373A		1040-300-17
5345	.HASTINGS & CO HAVERTONN PA		.060															00207268
5612	.HERCULES INC WASHINGTON PA		.600															00123997
5110	.PERMACEL NEW BRUNSWICK NJ		1.68															10061946
5724	.JOSLYN MFG CO CHICAGO IL		19.2															10043166
5612	.KOPPERS COMPANY NEWARK NJ		3.00															10044790
5724	.MINN MIN - MFG WAYNE MI		39.0															10052953
5724	MINN MIN - MFG ST PAUL MN		.060															10053013
5724	MINN MIN - MFG SPRINGFIELD MO		2.40															10053021
	PARENT CUST. TOT-MINN MIN - MFG		41.5															10053013
5110	.J OSSI HYCKOFF NJ		.090															00230901
5110	.NATL STARCH BLOOMFIELD NJ		4.80															10062221
5149	.PARDS RESEARCH GLOUCESTER NJ		328		.600							.600						10064864
5612	.SPRAYON PRODUCTS BEDFORD HG OH		.600															00219605
5725	.H B STUCK ADHESIVE NEW ORLE LA		.600															00139343
5725	H B STUCK ADHES FORT WORTH TX		.600															00238062
	PARENT CUST. TOT-H B STUCK ADHES																	00238062
5307	.UNION AMSCO BALTIMORE MD		.600															10004294
5114	UNION AMSCO CARTERET NJ																	10004179
5307	UNION AMSCO CONSHOHOC PA		230															10004241
5003	UNION AMSCO PROVIDENCE RI		15.0															10004535
	PARENT CUST. TOT-UNION OIL CO LO		245															00047155
5004	.USI CHEM DIV KENTON TN		15.7															10081335
	TOTAL PRODUCT * * * * * * * LB		745		.600							.600						1040-300-17
	AROCLOR 1262 10% TOL															00375A		1040-310-17
5609	.AMSCO SOLVENTS CINCINNATI OH		113															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		113															10005361
5700	CENTRAL SOL CHICAGO-CHICAGOIL		6.00															10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		6.00															10015138
5609	DIXIE SOL LOUISVILLE-LOUSVLE K		1.20															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		1.20															10022576

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SLS	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. / MAJ. GRD. GR.
	AROCLOR 1262 10% TCL															00375A		1040-310-17
5609	HOOSIER SOLVENTS LAFAYETTE IN		1.20															00182524
5725	SOUTHERN NEW ORLEANS-N ORLEA		2.40															10074150
	TOT P-T SOUTHERN SOLV C * POUNDS		2.40															10074150
	PARENT CUST. TOT-CENTRAL SOL CHI		124															10015138
5722	.BERTAIN-TEED SAINT KANS CITY K		39.0															10015235
5603	.CHEM PROD CO RUMFORD RI		3.60															10015707
5724	.ENMAR INC LITTLE R AR		.600															00117900
5722	ENMAR INC WICHITA KAN		2.40															10026458
	PARENT CUST. TOT-ENMAR INC WICHI		3.00															10026458
5725	.HART MARGEACT HOT SPRINGS AK		.360															00122422
5618	.INMONT CORP ELIZABETH NJ		.600															10040744
5612	.KOPPERS COMPANY NEWARK NJ		81.0															10044790
5601	.REEVES BROS BUENA VISTA VA		1.20															10066859
5614	.HERMETITIC DIV CARLSTADT NJ		.060															10037773
5601	.UNION AMSCO CHARDLETT NC		5.40		2.40-							2.40-						10004152
5614	UNION AMSCO CARTERET NJ		10.2															10004179
~~5603~~	~~UNION AMSCO PROVIDENCE RI~~		~~3.30~~															~~10004555~~
	PARENT CUST. TOT-UNION OIL CO LO		18.9		2.40-							2.40-						00047155
5724	.VALSPAR CORP EAST MOLINE IL		.180															00177792
	TOTAL PRODUCT * * * * * * * LB		272		2.40-							2.40-						1040-310-17
	00375A * * * * * * * $$		48.6		5.35-						4.57-	.78-						
	AROCLOR 1262 10% XYL															00374A		1040-320-17
5609	.DIXIE SOL LOUISVILLE-LOUSVLE K		9.60															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		9.60															10022576
5614	.UNION AMSCO CARTERET NJ																	10004179
	TOTAL PRODUCT * * * * * * * LB		9.60															1040-320-17
	AROCLOR 5432															01780A		1040-460-17
5612	.AIRCO SPEER ELECT BRADFORD PA		.050															00086592
5720	.WESTERN ELEC CICERO ILL				.790	.200	.590											10088755
5612	.BLAIR PROCESS TALLMADGE OHIO				.050									.050				00216577

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PCT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUAL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN-GTD DP
	AROCLOR 5432															0178CA		1040-460-17
5054	.BUFFALO SOLVENTS TONAWANDA NY				.100									.100				10012384
	TOT P-T BUFFALO SOLV BU * POUNDS				.100									.100				10012358
5726	CENTRAL SOLV HAYWARD-HAYWARD		1.18															10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		1.18															10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL				7.08			.59					4.13		.59		1.77	10015133
	TOT P-T CENTRAL SOLVENT * POUNDS				7.08			.59					4.13		.59		1.77	10015138
5726	CENT SOL SANTA FE SPR-CA				63.2			.1				3.0		29.5		1.2	29.5	10015111
	TOT P-T CENTRAL SOLV SA * POUNDS				63.2			.1				3.0		29.5		1.2	29.5	10015111
5612	OHIO SOLV CLEVELAND-CLEVECH				99.1							24.2	12.1	16.8	14.8	31.3		10058953
	TOT P-T OHIO SOLVENTS - * POUNDS				99.1							24.2	12.1	16.8	14.8	31.3		10058953
5720	WISC SOLV MILWAUKEE-W ALLIS WI				.200							.100		.100				10091039
	TOT P-T WISC SOLV MILWA * POUNDS				.200							.100		.100				10091012
	PARENT CUST. TOT-CENTRAL SOL CHI		1.18		170			.6				27.3	16.2	46.5	15.3	32.5	31.3	10015138
5725	.CONLEY CORPORATION TULSA OK				.590						.590							10018390
5612	.GEN ELEC COSHOCTON OH				.350	.050	.100	.200										10031923
5115	.HARDMAN INC BELLEVILLE NJ				4.13												4.13	10036379
5724	.ILLINOIS ADHESIVE CHICAGO IL		3.55		5.90								5.90					10040015
5726	.SOLAR DIV INTL HAR SAN DIEG CA				.100										.100			00138363
5118	.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
5301	.MODERN HANDL ALABASTER AL				.590										.590			00264059
5612	.PENN REFINING CLEVE OHIO				3.30							24.2		27.5				10061520
5315	.POLYMERIC SYSTEMS POTTSTOWN PA				.590											.590		00270679
5301	.T W POTTER TROUTVILLE VA		.590															00258517
5116	.NATL STARCH BLOOMFIELD NJ				5.31						2.95				2.36			10063221
5116	PITTS PLATE E POINT GA				.590						.590							10063442
	PARENT CUST. TOT-PITTS PLATE GL				5.90						3.54				2.36			10063345
5116	.PRINCETON CH PRINCETON NJ				.590									.590				10064627
5726	.PRODUCTS RESEARCH BURBANK CAL				1.18				1.18									00045756

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01/12/72

PRODUCT/CUSTOMER S REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 ID / MAJ GRD GP
		AROCLOR 5432															01730A		1040-460-1
5726		PRODS RESEARCH GLENDALE CA				61.4				1.2	36.0			24.2		38.4		59.6	10064856
5745		PRODS RESEARCH GLOUCESTER NJ				102			4.1										10054364
		PARENT CUST. TOT-PRODUCTS RESEAR				165			4.1	2.4	36.0			24.2		38.4		59.6	00045756
5145		.S P ROESER LANASKA PA				.050					.050								10058800
5724		.SCHJELDAHL CO NORTHFIELD MN				.150							.050		.100				10071216
5724		.SPECIALTY COAT CO ELKGRV VI IL				.690								.690					10074584
5724		.SWIFT CHEMICAL CO MADISON IL				.590								.590					00262811
5724		SWIFT - CO VERNON CALIFORNIA				1.18						1.18							10077400
		PARENT CUST. TOT-SWIFT - CO CHIC				1.77						1.18		.59					10077346
5116		.THIOKOL CHEM TRENTON NJ				.050												.050	10079799
5116		.UNION CARB TARRYTOWN NY				.050			.050										00141763
5167		.UNION AMSCO MULGA ALA				2.95									2.95				00265845
5101		UNION AMSCO PELHAM AL				5.31				.59	1.77		1.77		1.18				03251666
5367		UNION AMSCO TUCKER GA				.590											.590		10004551
5114		UNION AMSCO HILLVILLE NY		.590															00237272
5307		UNION AMSCO CONSHOHOC PA				110							20.7	23.6		2.4	4.1	59.0	10004241
		PARENT CUST. TOT-UNION OIL CO LO		.590		119				.6	1.8		22.4	23.6	4.1	2.4	4.7	59.0	00047155
		TOTAL PRODUCT * * * * * * * LB		5.96		472		1	5	3	38	5	74	71	24	59	30	154	1040-460-1
		AROCLOR 5432-10% TOLUOL															01946A		1040-461-1
5722		.GHO SOLV KANSAS CITY-KNS CITYMO				11.0						2.75		2.75		5.50			10053544
5612		.GEN ELEC COSHOCTON OH				97.9				6.1	5.0	7.2	7.2			8.3		64.4	10031923
		TOTAL PRODUCT * * * * * * * LB				109				6.1	5.0	9.9	7.2	2.8		13.8		64.4	1040-461-1
		AROCLOR 6040															01735A		1045-040-1
5003		.ALLACO PROD BRAINTREE MA				.600	.600												10002044
5009		.BROWN BRIDGE MILLS TROY OH		.710															10011779
5612		.ALLEG SOLV CARNEGIE CARNEGI PA	1.00		1.00														00107700
		TOT P-T ALLEGHENY SOLVT * POUNDS	1.00		1.00														00107700
5009		AMSCO SOLVENTS CINCINNATI OH				3.00			1.20		1.80								10005361
		TOT P-T AMSCO SOLVENTS * POUNDS				3.00			1.20		1.80								10005361

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-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 ID / MAJR-GPD-GP
		AROCLOR 6040															01785A		1045-040-1
5054		BUFFALO SOLVENTS TONAWANDA NY				9.60					4.80			2.40			2.40		10012384
		TOT P-T BUFFALO SOLV BU * POUNDS				9.60					4.80			2.40			2.40		10012368
5726		CENTRAL SOLV HAYWARD-HAYWARD		1.20															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20															10015049
5700		CENTRAL SOL CHICAGO-CHICAGOIL				11.5	2.40	3.00			1.80		.05	1.20			3.00		10015138
		TOT P-T CENTRAL SOLVENT * POUNDS				11.5	2.40	3.00			1.80		.05	1.20			3.00		10015138
5726		CENT SOL SANTA FE SPR-CA		3.60		.050							.050						10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		3.60		.050							.050						10015111
5609		DIXIE SOL LOUISVILLE-LOUSVLE K				1.80						1.80							10022576
		TOT P-T DIXIE SOLVENTS * POUNDS				1.80						1.80							10022576
5722		*MO SOLV KANSAS CTY-KNS CTYMO				2.40										2.40			10053544
5722		MO SOLV ST LOUIS-ST LOUIS MO *				13.8				1.80		1.80		6.60	3.00		.60		10053552
		TOT P-T MO SOLV ST LOUI * POUNDS				13.8				1.80		1.80		6.60	3.00		.60		10053552
5725		TEXAS SOL HOUSTON-HOUSTONTX				13.2							6.00		7.20				10079373
		TOT P-T TEXAS SOLVENTS * POUNDS				13.2							6.00		7.20				10079373
5720		WISC SOLV MILWAUKEE-W ALLIS WI				119		6.0	17.4	12.0	6.6		21.0	6.0	18.0	6.0		26.4	10091039
		TOT P-T WISC SOLV MILWA * POUNDS				119		6.0	17.4	12.0	6.6		21.0	6.0	18.0	6.0		26.4	10091012
		PARENT CUST. TOT-CENTRAL SOL CHI	1.00	4.80	1.00	175	2.4	9.0	18.6	13.8	15.0	3.6	27.1	16.2	28.2	8.4	6.0	26.4	10015138
5345		.E I DU PONT DE NEMO PARLIN NJ		.050															10023856
5609		.IBM CORP LEXINGTON KY		.055															10041147
5116		.KELPER CHEMICAL CO TRENTON NJ				.650			.050					.600					00197769
5301		.KRISTAL KRAFT INC PALMETTO FL		.050															00237981
5307		.MELOY LABORATORIES SPRINGFD VA		.050															00244198
5609		.U S IND CHEM DIV CINCINNATI OH				.050											.050		00143065
5612		.POLYANNA CORP BUTLER PA				.600										.600			00266159
5114		.UNION AMSCO CARLSTADT NJ				2.40					.60				1.80				00256358
5114		UNION AMSCO CARTERET NJ				2.40							.60				1.80		10004179

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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 YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ ORD GR
		AROCLOR 6040															01785A		1045-040-
5[illegible]07		UNION AMSCO CONSHOHOC PA				5.40					.60			4.80					10004241
		PARENT CUST. TOT-UNION OIL CC LO				10.2					1.20		.60	4.80	1.80		1.80		00047155
		TOTAL PRODUCT * * * * * * * LB	1.00	5.72	1.00	187	3.0	9.0	18.7	13.8	16.2	3.6	27.7	21.6	30.0	9.0	7.9	26.4	1045-040-
		AROCLOR 6050															01786A		1045-050-
56	54	.ACME CHEM INSUL NEW HAVEN CT				.050	.050												10000521
57	26	.AMF VOIT INC SANTA ANNA CA				.050						.050							10087[illegible]
56	03	.ATHENS RUBBER ESMOND RI		.100															00243337
56	05	.CELLULAR PRODUCTS DETROIT MICH				.050					.050								00113352
56	12	.ALLEG SOLV CARNEGIE BEDFORD PA		.050															00234605
56	12	ALLEG SOLV CARNEGIE CARNEGI PA	2.00		2.00														00107700
56	12	ALLEG SOLV CARNEGIE CORAOP PA		1.80		2.50		1.20				.65	.05	.60					10002095
		TOT P-T ALLEG SOLV CARN * POUNDS	2.00	1.85	2.00	2.50		1.20				.65	.05	.60					00107700
56	09	AMSCO SOLVENTS CINCINNATI OH	50.0		50.0														10005361
		TOT P-T AMSCO SOLVENTS * POUNDS	50.0		50.0														10005361
57	26	CENTRAL SOLV HAYWARD-HAYWARD		1.20															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20															10015049
57	26	CENT SOL SANTA FE SPR-CA		4.80		2.85-				.10		.05	3.00-						10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		4.80		2.85-				.10		.05	3.00-						10015111
56	09	HOOSR SOL INDNAPLS-INDNAPLSIN	5.00		5.00														10038766
		TOT P-T HOOSIER SOL IND * POUNDS	5.00		5.00														10038766
56	09	HOOSIER SOLV & CHEM WARSAW IN		.055															00241296
56	12	OHIO SOLV CLEVELAND-CLEVEOH				9.00		.60			3.60		3.60			1.20			10058953
		TOT P-T OHIO SOLVENTS - * POUNDS				9.00		.60			3.60		3.60			1.20			10058953
57	25	TEXAS SOLV DALLAS-DALLASTX				7.20		.60	4.80	1.80									10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				7.20		.60	4.80	1.80									10079411

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GR
		AROCLOR 6050															01786A		1045-050-17
56	05	W EATON SOL ROMULUS-DETROIT MI	50.0		50.0														10088925
		TOT P-T WESTERN EATON S * POUNDS	50.0		50.0														10088925
56	05	WOLV SOLV GRND RAPIDS-GR RPMI	25.0		25.0														10091268
		TOT P-T WOLVERINE SOLV * POUNDS	25.0		25.0														10091268
		PARENT CUST. TOT-CENTRAL SOL CHI	132	7.91	132	15.9		2.40	4.80	1.90	3.60	.70	.65	.60		1.20			10015138
50	03	.EMERSON-CUMING INC CANTON MA				1.80						1.80							00047171
56	54	.ENDICOTT JOHNSON ENDICOTT NY		.600		.600		.600											10026202
57	26	.ENVIROGENICS CO PARAMOUNT CA				.050		.050											00249645
57	26	.EONAIR INC BAKERSFIELD CA				.050							.050						00260819
51	10	.ESSEX CHEM SAYREVILLE NJ				31.8						2.4			28.8	.6			10026587
11	78	.FUSITE CORP CINCINNATI OH				.700						.100				.600			00235936
56	12	.GIBSON HOMANS CO CLEVELAND OH		.050															10033535
56	02	.AMERIPOL INC INDEPENDENCE OH		1.20															00183792
57	25	B F GOODRICH PORT NECHES TX				16.2	16.2												00231177
		PARENT CUST. TOT-B F GOODRICH AK		1.20		16.2	16.2												10034191
		.DUBOIS CHEMICALS SHARONVI OH				.600												.600	00116785
57	22	.KANSAS PT - COLOR WICHITA KS				.600					.600								10043476
53	01	.KRISTAL KRAFT INC PALMETTO FL		.050															00237981
53	45	.MINN MIN - MFG BRISTOL PA				1.20				1.20									10053072
57	26	.MOTOROLA INC PHOENIX AZ				.055	.055												10055571
50	04	.SILIBOND PRO ARLINGTON MA				.600								.600					10072999
57	26	.CHEVRON RES RICHMOND CALIF				.050						.050							10018401
51	14	.UNION AMSCO NEW MILFORD CT				.200					.100					.100			00255674
51	14	UNION AMSCO CARTERET NJ				4.20											1.20	3.00	10004179
53	07	UNION AMSCO CONSHOHOC PA				.600				.600									10004241
		PARENT CUST. TOT-UNION OIL CO LO				5.00				.60	.10					.10	1.20	3.00	00047155
57	24	.UNIVERSAL OIL DES PLAINS IL				.100							.100						00047635
56	05	.URECON CORP DETROIT MICH				1.80								1.80					00262250
51	71	.VITRICON MFG WOODSIDE NY		.110															00144045
11	66	.WYNN OIL CO CINCINNATI OH				6.60											6.60		00270407
		TOTAL PRODUCT * * * * * * * LB	132	10.0	132	83.8	16.3	3.1	4.8	3.7	4.4	5.1	.8	3.0	28.8	2.5	7.8	3.6	1045-050-17

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01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIAL PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971 PAGE 502

-IN THOUSANDS OF POUNDS AND DOLLARS-

SIS REF	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 ID / MAJR GRD GP.
	AROCLOR 6062															01755A		1045-062-17
5701	.ABCO CHEM INC ROEBUCK SC CAR		.050										.050				.050	00163351
5745	.ALLENTOWN PAINT ALLENTOWN PA				.100													10002184
5720	.AMERICAN CHEM SERV GRIFFITH IN				.050							.050						00160009
5701	.AMERICAN LACQUER TAMPA FL		.110		.550	.100	.100				.150			.200				10004039
5110	.BELRAY CO INC FARMINGDALE NJ				3.00											3.00		10000111
5054	.C L BRADLEY LAB BRATTLEBORO VT		.600															00222933
5726	.CELANESE COATINGS RIVERSIDE CA				.050										.050			10014689
5609	CELANESE CTGS LOUISVILLE KY				1.20											.600	.600	10014700
	PARENT CUST. TOT-CELANESE CORP N				1.25										.050	.600	.600	00045926
5612	.ALLEG SOLV CARNEGIE CARNEGI PA	10.0		10.0														00107700
5612	ALLEG SOLV CARNEGIE CURAUP PA		2.40		.060						.060							10002095
	TOT P-T ALLEG SOLV CARN * POUNDS	10.0	2.40	10.0	.060						.060							00107700
5609	AMSCO SOLVENTS CINCINNATI OH		.050		1.90	.10				1.80								10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		.050		1.90	.10				1.80								10005361
5054	BUFFALO SOLVENTS TONAWANDA NY		.060		12.0			2.40		4.80					4.80			10012334
	TOT P-T BUFFALO SOLV BU * POUNDS		.060		12.0			2.40		4.80					4.80			10012368
5726	CENTRAL SOLV HAYWARD-HAYWARD		3.00		3.05					3.00							.05	10015049
	TOT P-T CENTRAL SOLV HA * POUNDS		3.00		3.05					3.00							.05	10015049
5700	CENTRAL SOL CHICAGO-CHICAGOIL				33.7	6.0	3.0		.1	5.4	3.6		2.5			13.2		10015138
	TOT P-T CENTRAL SOLVENT * POUNDS				33.7	6.0	3.0		.1	5.4	3.6		2.5			13.2		10015138
5728	CENTRAL SOLVENTS SPOKANE WA				3.00				3.00									00255092
5726	CENT SOL SANTA FE SPR-CA		16.2		36.6			3.0	9.0					9.6		3.0	12.0	10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		16.2		36.6			3.0	9.0					9.6		3.0	12.0	10015111
5609	DIXIE SOL LOUISVILLE-LOUSVLE K	50.0		50.0	9.65	.05					1.20		3.60			4.80		10022576
	TOT P-T DIXIE SOLVENTS * POUNDS	50.0		50.0	9.65	.05					1.20		3.60			4.80		10022576
5609	HOOSR SOL NEW HAVEN-FT WAYNIN		.600		1.80			1.80										10038774
	TOT P-T HOOSIER SOL NEW * POUNDS		.600		1.80			1.80										10038774

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SIS 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 ID / MAJR GRP GP
		ARCCLOR 6062															01755A		1045-C62-1
5609		HOOSR SOL INDNAPLS-INDNAPLSIN				.100										.050		.050	10038766
		TOT P-T HOOSIER SOL IND * POUNDS				.100										.050		.050	10038766
5722		MO SOLV ST LOUIS-ST LOUIS MO *				28.2		3.00	3.00	6.00			6.00	3.60	6.60				10053552
		TOT P-T MO SOLV ST LOUI * POUNDS				28.2		3.00	3.00	6.00			6.00	3.60	6.60				10053552
5612		OHIO SOLV CLEVELAND-CLEVEOH	50.0	12.0	50.0	31.2					2.4		6.0			6.0	4.8	12.0	10058953
		TOT P-T OHIO SOLVENTS - * POUNDS	50.0	12.0	50.0	31.2					2.4		6.0			6.0	4.8	12.0	10058953
612		OHIO SOLV MINERVA OH		2.40															00237612
725		TEXAS SOL HOUSTON-HOUSTONTX				4.80				2.40			2.40						10079373
		TOT P-T TEXAS SOLVENTS * POUNDS				4.80				2.40			2.40						10079373
5725		TEXAS SOLV DALLAS-DALLASTX				.700											.100	.600	10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				.700											.100	.600	10079411
5605		W EATON SOL WARREN MI				.050											.050		00233617
5605		W EATON SOL ROMULUS-ROMULUSMI				19.8										3.6	16.2		00164879
		TOT P-T WESTERN EATON S * POUNDS				19.9										3.6	16.3		10088925
5720		WISC SOLV MILWAUKEE-MILWAKE WI				.060									.060				10091012
5720		WISC SOLV MILWAUKEE-W ALLIS WI		26.4		182	18.0	10.2	3.0	15.6	27.0	9.0	24.0		31.8	18.0	7.2	18.0	10091039
		TOT P-T WISC SOLV MILWA * POUNDS		26.4		182	18.0	10.2	3.0	15.6	27.0	9.0	24.0		31.9	18.0	7.2	18.0	10091012
		PARENT CUST. TOT-CENTRAL SOL CHI	110	63.1	110	368	24.2	16.2	13.2	36.1	44.4	13.9	38.4	9.7	48.1	32.5	49.4	42.7	10015138
5004		.CITIES SERVICE ROCKVILLE CT		4.30															00236945
5549		.COSDEN CHEM COATING BEVERLY NJ	6.00		6.00														10019958
1134		.CREDO LABS CHICAGO IL				.100				.050								.050	00254584
5725		.DEL PAINT - MFG OKLA CITY OK				.600			.600										10021383
5720		.DEXTER CORP HAYWARD CA				3.60		.600	.600		.600			.600		.600		.600	00250847
2245		.E I DU PONT DE NEMO PARLIN NJ		.100															10023366
5724		.WALLACE ERICKSON CHICAGO IL		.180															10026539
5720		.ESSEX CHEM LA MIRADA CA				1.20			1.20										10026709
5110		ESSEX CHEM SAYREVILLE NJ				6.00						6.00							10026687
		PARENT CUST. TOT-ESSEX CHEM BALT				7.20			1.20			6.00							10026679
5720		.EXACTO PRODUCTS ELKHART IN				1.20					1.20								00182621

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SIC	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 ID / MAJR GRD GP
		AROCLOR 6062															01755A		1045-062-1
5612		.EXCELLO FABRIC COSHOCTON OH		1.20		.050			.050										10026997
5724		.FLLT PRODUCTS SKOKIE IL				1.20						.600			.600				10027594
5729		.FORD PAINT AND VAR GRAND RA MI				.050			.050		.600	.600							00119032
5722		.H B FULLER CO PALATINE IL				.200					.200								10030153
5723		H B FULLER ST PAUL MINN																	10030072
		PARENT CUST. TOT-H B FULLER ST P				.250			.050		.800	.600							10030072
1133		.P D GEORGE COMPANY ST LOUIS MO				.370							.120	.100			.150		10033276
5422		.GOODYEAR TIRE AKRON OH				.200									.050	.150			10034698
5022		GOODYEAR TIRE ST MARYS OH				.100	.050										.050		10034728
		PARENT CUST. TOT-GOODYEAR TIRE A				.300	.050								.050	.150	.050		10034698
5301		.GRANITEVILLE CO GRNTEVILLE SC	16.0		16.0	34.2	3.60		4.80		2.40	3.60	3.00		3.00		4.20	9.60	10035244 10035511
5728		.GREAT WESTERN CHEM TIGARD OR				4.25				.05	.60	3.00	.60				1.20		10035545
5720		GREAT WESTERN CHEM SEATTLE WA																	
		PARENT CUST. TOT-GREAT WESTERN C				38.5	3.60		4.80	.05	3.00	6.60	2.40		3.00		5.40	9.60	10035473
5110		.HARDMAN INC BELLEVILLE NJ		2.40		5.00			2.40			3.60							10035379
5110		.HERTIN PT - FILLER KEARNEY NJ				.050						.050							10037018
5029		.PROTECTIVE TREATMENT DAYTON OH	5.00		5.00														10064937
5537		.INTERTECH SYSTEMS CLIFTON VA				.050	.050												00228890
5722		.INMONT CORP ST LOUIS MO				1.80									1.80				10040637
5724		.STRESEN-REUTER DENDENVILLE,ILL		.180		.180						.180							10076420
5722		.UNIVERSITY OF IOWA IA CITY IA				.050		.050											00197513
5054		.JAMESTOWN FINISHES JAMSTN NY				6.00										6.00			10042313
5720		.KAISER GYPSUM ANTIOCH CALIF				.100								.100					00263257
5724		.KELCALI CO BARRINGTON IL				.150		.050			.050			.050					10043794
5722		.KOHLER KOLISTER PT DENVER CO				1.80		.600		.600				.600					10044642
5114		.LAGID CORPORATION LEDEN NJ		.600															10048028
5724		.MINN MIN - MFG FAYNE MI		.600		165								40		130	5		10052963
5724		MINN MIN-MFG HUTCHINSON MN		10.2															00222674
5724		MINN MIN - MFG ST PAUL MN		.060															10053013
		PARENT CUST. TOT-MINN MIN - MFG		10.9		165								40		130	5		10053013
5114		.STD T CHEM INC STAT ISL NY				4.20							4.20						10075300
5725		STANDARD T CHEMICA DALLAS TX				.050	.050												00139025
		PARENT CUST. TOT-MONTGOMERY WARD				4.25	.05						4.20						00044725
2600		.NAZAR RUBBER CO TOLEDO OH		.600		7.20	1.20	1.20			1.20		1.20	1.20			1.20		10057140

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PA.	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 ID / MAJR GRP GP
		AROCLOR 6062															01755A		1045-062-
5345		.NVF CO KENNETT SQ PA				38.5		.1	11.4			6.0	3.0		6.0	3.0	3.0	6.0	10055903
7329		.PHILLIPS PET BARTLESVILLE OK				.100						.050					.050		10052659
5301		.POLYPLASTEX UNITED PINELLAS FL		.060															00134422
5723		.RED SPOT PAINT EVANSVILLE IN				1.20										1.20			10065727
5307		.ALLIANCE UNIV ROANOKE VA				2.40								1.20				1.20	00178207
5612		.REPUBLIC PWD MTLS MEDIA OHIO		.060		.400		.100				.100			.100	.100			00164243
5307		.RICHARDSON PAINT PHILADE PA				1.80			.60		1.20								00224456
5307		.RUBBER MILLERS BALTIMORE MD				.120		.120											00250341
5612		.GLIDDEN CO READING PA				1.50								.800	.100		.600		10033808
5307		.SMALLCROSS CO PHIL PA				.050											.050		10072093
5612		.SHERWIN WILLIAMS CLEVELAND OH				12.6	.6									12.0			10072794
5740		.TECH COATINGS SANTA CLAR CA				.600											.60	1.20	10078091
5116		TECHNICAL COAT NEWARK NJ				3.65	.05	.60	1.20					1.80					10078121
		PARENT CUST. TOT-TECHNICAL COATI				3.05	.05	.60	1.20					1.80			.60	1.20	10078113
5345		.TENNECO INC GF DIV HAZLETON PA		.060															00140147
5720		.TEXTONE EXACTO ELKHART IND				1.20								1.20					00262501
5116		.THIOKOL CHEM TRENTON NJ		6.00															10079777
5724		.TIP TOP PROD OMAHA NEB		.100															10080215
5612		.TREMCO MFG CLEVELAND OH				7.25				.05			2.40		2.40	2.40			10080943
5307		.ULTRA CHEM INC WILMINGTON DELA				.650						.050		.600					00162915
5114		.AMSCO WAYNE NJ				.050	.050	.010											00240212
5307		UNION AMSCO PELHAM AL				1.80	1.80												00248053
5114		UNION AMSCO BRIDGEPORT CT				.600		.600											00250090
5114		UNION AMSCO HADDAM CT				.050	.050												00248061
5301		UNION AMSCO TAMPA FL				.600								.600					10004136
5307		UNION AMSCO TUCKER GA	50.0		50.0														10004551
5003		UNION AMSCO PALATINE IL				.600		.600											10004233
5307		UNION AMSCO BALTIMORE MD	30.0		30.0														10004284
5301		UNION AMSCO CHARLOTT NC	50.0		50.0														10004152
5114		UNION AMSCO CARTERET NJ				15.7		3.00		.25		9.00			.15			3.25	10004179
5114		UNION AMSCO E RUTHERFORD NJ		.600															00242574
5114		UNION AMSCO FAIRLAWN NJ				.600		.600											00182370
5114		UNION AMSCO JERSEY CT NJ		.600															00100542
5114		UNION AMSCO LINDEN NJ				1.20		1.20											00247723
5114		UNION AMSCO NUTLEY NJ		.600															00237507
5307		UNION AMSCO CONSHOHOCK PA	400		400	2.40								1.20	1.20				10004241
5003		UNION AMSCO PROVIDENCE RI		23.4		99.1			6.5	18.3		7.2	12.5		18.0		15.6	21.0	10004535
5387		UNION AMSCO NASHVILLE TN				.600		.600											10004144
		PARENT CUST. TOT-UNION OIL CO LO	530	25.2	530	123	1.9	6.6	6.5	18.5		16.2	12.5	1.8	19.4		15.6	24.3	00047155
5612		.USS CHEM DIV NEVILLE PA		35.2															00141402

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible] FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJR-GRD-GP.
		AROCLOR 6062															01755A		1045-062-1
5724		.VALSPAR CORP EAST MOLINE IL				.060		.060											00177792
5724		VALSPAR CORP ROCKFORD IL				8.40	1.20			1.20	.60	2.40			.60	.60	1.80		00143583
		PARENT CUST. TOT-VALSPAR MINNEAP				8.46	1.20	.06		1.20	.60	2.40			.60	.60	1.80		00230936
		TOTAL PRODUCT * * * * * * * LB	667	151	667	821	33	26	43	57	53	55	64	60	82	188	76	84	1045-062-1
		AROCLOR 6062-10% XYLENE															01823A		1045-162-1
5722		.ENMAR INC LITTLE R AR				.550											.550		00117900
5612		.USS CHEM DIV NEVILLE PA				63.4					30.3			33.1					00141402
		TOTAL PRODUCT * * * * * * * LB				64.0					30.3			33.1			.6		1045-162-1
		AROCLOR 6070															01787A		1045-070-1
5609		.AMSCO SOLVENTS CINCINNATI OH				.050	.050												10005361
		TOT P-T AMSCO SOLVENTS * POUNDS				.050	.050												10005361
5726		CENTRAL SOLV HAYWARD-HAYWARD		1.20		1.20							1.20						10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		1.20		1.20							1.20						10015049
5700		CENTRAL SOL CHICAGO-CHICAGOIL		.100		14.5		1.20	3.60	6.00	3.60		.05						10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		.100		14.5		1.20	3.60	6.00	3.60		.05						10015138
5726		CENT SOL SANTA FE SPR-CA				121	.6	.6	31.2	.1	28.8		30.0			10.2	12.6	7.2	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				121	.6	.6	31.2	.1	28.8		30.0			10.2	12.6	7.2	10015111
5612		OHIO SOLV CLEVELAND-CLEVEOH				.100	.100												10058953
		TOT P-T OHIO SOLVENTS - * POUNDS				.100	.100												10058953
5725		TEXAS SOLV DALLAS-DALLASTX				15.0			15.0										10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				15.0			15.0										10079411
5720		WISC SOLV MILWAUKEE-W ALLIS WI				.600							.600						10091039
		TOT P-T WISC SOLV MILWA * POUNDS				.600							.600						10091012

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-IN THOUSANDS OF POUNDS AND DOLLARS-

CUST	SALES 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 ID / MAJR GRP GP
		AROCLOR 6070															01737A		1045-070-1
		PARENT CUST. TOT-CENTRAL SOL CHI		1.30		153	.8	1.8	49.8	6.1	32.4		31.9			10.2	12.6	7.2	10015139
5724		.CUSAG DUELL INC WAUKEGAN IL				.600		.600											00244539
5054		.GCN ELEC CHELSEA MA				.600	.600												10031540
1133		.P O GEORGE COMPANY ST LOUIS MO				1.80								.600		.600	.600		10033276
5107		.GILBERT SPRUANCE PHILA PA				.600	.600												10074019
5024		.W R GRACE CAMBRIDGE MA		.050															10035112
5114		W R GRACE N BERGEN NJ		6.00		6.00	6.00												10034965
		PARENT CUST. TOT-W R GRACE NEW Y		6.05		6.00	6.00												00045489
5726		.INMONT CO ANAHEIM CA				.100					.300				.200				10040914
5728		INMONT CORP EL SEGUNDO CALIF		.300															10040892
5722		INMONT CORP ST LOUIS MO		10.8		17.4			5.40			6.00		3.00	3.00				10040639
5118		INMONT CORP ELIZABETH NJ				1.20		.600	.600										10040744
		PARENT CUST. TOT-INMONT CORP NYC		11.1		18.7		.60	6.00		.30	6.00		3.00	2.80				00044482
5729		.HALTER INTL CORP GRETNA LA				1.20			1.20										00251850
5612		.GLIDDEN CO CLEVELAND OH		.050															10033845
5054		.ARTHUR C SIAS WILTON CT				.050									.050				00253931
5345		.TENNECO INC GF DIV HAZLETON PA		.110															00140147
5307		.THIOKOL CHEM WAYNESBORO VA				.200				.200									00225940
5012		.TRANSPARENT-WAX TITUSVILLE PA				.600			.600										00251240
5812		.TASCO MFG CLEVELAND OH				24.0				1.80	2.40	2.40		4.80		2.40	3.60	7.20	10080940
5114		.UNION AMSCO CARTERET NJ				7.60				3.60			3.15		.30	.35		.20	10004179
5114		UNION AMSCO SAYREVLLE NJ				13.8				13.8									10004209
5307		UNION AMSCO CONSHOHOC PA				.600							.600						10004241
		PARENT CUST. TOT-UNION OIL CO LO				22.0				17.4			3.8		.3	.4		.2	00047155
		TOTAL PRODUCT * * * * * * * LB		18.6		230	8.0	3.0	57.6	25.5	35.1	8.4	35.6	8.4	3.2	13.6	16.8	14.6	1045-070-1
		AROCLOR 6070-10 PCT XYLENE															01948A		1045-170-1
5726		.CENT SOL SANTA FE SPR-CA				12.0				12.0									10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				12.0				12.0									10015111
5114		.W R GRACE N BERGEN NJ				30.0				6.0	6.0	12.0		6.0					10034965
5729		W R GRACE HOUSTON TX				12.0							6.00				6.00		00260665
		PARENT CUST. TOT-W R GRACE NEW Y				42.0				6.0	6.0	12.0	6.0	6.0			6.0		00045489
		TOTAL PRODUCT * * * * * * * LB				54.0				18.0	6.0	12.0	6.0	6.0			6.0		1045-170-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G P	SS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COM. FOR CURR YEAR	SALES CURR Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJ GEO GP
		SANTICIZER 311															01900A		7645-311-1
5005		.CHRYSLER CORP TRENTON MI				357				87.1			88.8		89.8			91.1	10020735
		TOTAL PRODUCT * * * * * * * LB				357				87.1			88.8		89.8			91.1	7645-311-1
		75 TOT CLASS LIQUID AROCLORS LB	900	10665	860	2353	78	43	129	216	185	97	269	201	258	287	153	438	
		AROCLOR 1268															00219A		1040-340-1
5356		.AIRCO SPEER NIAGARA NY		.200															00107409
5108		.ALLIED CHEM BRUNSWICK GA		30.0															00153672
5108		ALLIED CHEM RIEGELWOOD NC		20.0															00087351
		PARENT CUST. TOT-ALLIED CHEM NYC		50.0															00045039
5114		.BORDEN MIDDLESEX NJ		7.00															10010602
5612		.ALLEG SOLV CARNEGIE CORAOP PA		1.00															10002095
		TOT P-T ALLEG SOLV CARN * POUNDS		1.00															001077C0
5726		CENTRAL SOLV HAYWARD-HAYWARD		.000															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		.800															10015049
5700		CENTRAL SOL CHICAGO-CHICAGOIL		5.20															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		5.20															10015138
5726		CENT SOL SANTA FE SPR-CA		17.6															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		17.6															10015111
5707		DIXIE SOL LOUISVILLE-LOUSVLE K		44.0															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		44.0															10022576
5609		HOUSR SOL NEW HAVEN-FT WAYNEN		.800															10038774
		TOT P-T HOOSIER SOL NEW * POUNDS		.800															10038774
		PARENT CUST. TOT-CENTRAL SOL CHI		69.4															10015138
5345		.E I DUPONT WILMINGTON DE		1.08															10023564
5345		E I DU PONT DE WASHINGTON WV		.000															10024145

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SUS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR FOR CORP YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJ# GRO GP
																			10023564
		PARENT CUST. TOT-E I DU PONT DE		.275															
																	00219A		1040-340-1
		AROCLOR 1268																	
																			10024927
5003		.EASTERN CLR - CH PROVIDENCE RI		.600															10078547
5338		.TENN EASTMAN KINGSPORT TENN		.200															10032776
5099		.GM-INLAND DAYTON OH		.200															00215783
5054		.GENERAL ELEC GUILDERLAN CTR NY		23.2															10033263
5349		.GENTEX CORP CARBONDALE PA		2.20															10044234
5722		.KILLARK ELECTRIC ST LOUIS MO		.200															00208981
5349		.L N P POLYMERS THORNDALE PA		3.60															10053013
5724		.MINN MIN - MFG ST PAUL MN		21.5															00152900
5724		.NASHUA-DUTCH BRAND CHICAGO IL		15.6															10073064
5110		.SONNEBORN BUILD BELLEVILLE NJ		67.0															10076552
5110		.SUN CHEM CORP E RUTHERFORD NJ		4.60															00139416
5110		SUN CHEM PATTERSON NJ		.050															
																			10076714
		PARENT CUST. TOT-SUN CHEMICAL CO		4.65															
																			00093723
5725		.UNIBAR INC HOUSTON TEXAS		8.00															10031823
5110		.UNION CAR UC BOUND BROOK N J		.260															10004241
5307		.UNION AMSCO CONSHOHOC PA		18.8															10004535
5003		UNION AMSCO PROVIDENCE RI		10.4															
																			00047155
		PARENT CUST. TOT-UNION OIL CO LO		29.2															
																			10062684
5720		.UNIROYAL MISHAWAKA INDIANA		15.0															00142565
5307		.U S GOVERNMENT SILVER SPGS MD		.200															00224553
5004		.WM E WRIGHT WEST WARREN MA		.025															
																			1040-340-
		TOTAL PRODUCT * * * * * * * LB		318															
																	00446A		1040-390-
		AROCLOR CRUDE-2565																	
																			10066409
5004		.RAYBESTOS MANHA STRATFORD CT		14.1															10076552
5110		.SUN CHEM CORP E RUTHERFORD NJ		5.00															
																			1040-390-
		TOTAL PRODUCT * * * * * * * LB		19.1															
																	00377A		1040-430-
		AROCLOR 4465																	
																			00228745
5004		.AMERICAN OPTICAL KEENE NH		.050															00109312
5054		AMERICAN OPTICAL BUFFALO NY		.050															
																			10034780
		PARENT CUST. TOT-AMER OPTICAL SO		.100															
																			00146552
5012		.BASF WYANDOTTE GEISMAR LA		.900															

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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. ID / MAJR. GRD GP.
PCB	~~AROCLOR 4465~~															00377A		1040-430-17
5337	.CALDWELL CHEM FAYETTEVILLE TN		.050															00183504
5612	.ALLEG SOLV CARNEGIE CORAOP PA		11.1															10002095
5612	ALLEG SOLV CARNEGIE LATROBE PA		.500															00226432
5612	ALLEG SOLV CARNEGIE PITTS PA		3.00															10002117
	TOT P-T ALLEG SOLV CARN * POUNDS		14.6															00107700
PCB 5607	AMSCO SOLVENTS CINCINNATI OH		.350															10005361
	TOT P-T AMSCO SOLVENTS * POUNDS		.350															10005361
5554	BUFFALO SOLVENTS TONAWANDA NY		1.00															10012304
	TOT P-T BUFFALO SOLV BU * POUNDS		1.00															10012368
5720	CENTRAL SOL CHICAGO-CHICAGOIL		47.0		5.00	5.00												10015138
	TOT P-T CENTRAL SOLVENT * POUNDS		47.0		5.00	5.00												10015138
5726	CENT SOL SANTA FE SPR-CA		10.1															10015111
	TOT P-T CENTRAL SOLV SA * POUNDS		10.1															10015111
5722	MO SOLV ST LOUIS-ST LOUIS MO *		8.00															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		8.00															10053552
5612	OHIO SOLV CLEVELAND-CLEVEOH		2.00															10058953
	TOT P-T OHIO SOLVENTS - * POUNDS		2.00															10058953
5725	TEXAS SOL HOUSTON-C CHRISTITX		.200															00140465
5725	TEXAS SOL HOUSTON-HOUSTONTX		15.5															10079373
	TOT P-T TEXAS SOLVENTS * POUNDS		15.7															10079373
5699	W EATON SOL ROMULUS-DETROITMI		1.35															10088925
	TOT P-T WESTERN EATON S * POUNDS		1.35															10088925
	PARENT CUST. TOT-CENTRAL SOL CHI		100		5.00	5.00												10015138
5003	.CHEM PROD CO RUMFORD RI		.150															10015707

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M C	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR PLAN	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GEO GP
PCM		~~NUCLOR 4465~~															00377A		1040-430-1[illegible]
	5726	.CLEARPRINT MFG EMERYVILLE CA		65.1															10017173
	5726	.DUTCH BANNING BANNING CA		.050															00116136
	5724	.DUBUQUE DENTAL LAB DUBUQUE IA		.050															00228397
	5724	.EASTMAN KODAK CO ROCHESTER NY		2.55															10025125
	5725	TEXAS EASTMAN CO LONGVIEW TX		5.40															10079292
		PARENT CUST. TOT-EASTMAN KODAK C		7.95															10025125
	9999	.ELECTRIC REFINING TOLEDO OH		.500															00133016
	[illegible]	.[illegible]SUN PROD PAINESVILLE OH		33.6															10027381
	5[illegible]07	.GENERAL PRINTING INK PHILA PA		.050															00179418
	5[illegible]27	.GENESCO INC NASHVILLE TN		.505															10033225
	5725	.HART MANUFACT HOT SPRINGS AK		.200															00122629
	5[illegible]01	.HI-STRAND CHEMICALS LEXOIR NC		4.00															00213594
	[illegible]	.L HISON ENTERPRISES AKRON OH		3.07															00194969
	5724	.MAGIE BROS FRANKLIN PARK IL		3.00															10044036
	5[illegible]	.[illegible] OBRATCK DENTAL DETROIT MI		.050															00126791
	5724	.MINN-MIN - MFG ST PAUL MN		1.60															10053013
	5724	.NASHUA-DUTCH BRAND CHICAGO IL		6.25															00152900
	5[illegible]	.OLIN CORP BRANDENBURG KY		14.0															10059232
	5[illegible]	.P[illegible]T BROS CINN OHIO		.150															10[illegible]
	1258	.S B PENICK LYNDHURST NJ		26.8															10061350
	5114	.NATL STARCH BLOOMFIELD NJ		5.00															10[illegible]221
	5012	PPG INDUST HARMARVILLE PA		.500															00159123
		PARENT CUST. TOT-PITTS PLATE GL		5.50															10063345
	5216	.S C A PRINCETON NJ		.050															10065739
	5729	.SHELL CHEM CO GEISMAR LA		8.00															00155[illegible]
	5012	.AGME QUALITY PTS DETROIT MI		1.04															10060579
	5114	.SOLAR COMPOUNDS LINDEN NJ		5.00															10073766
	5114	.SUN CHEM CORP E RUTHERFORD NJ		24.8															10076552
	5145	.SUNOLIN CHEM CO TWIN OAKS PA		6.50															00155667
	5725	.TEXAS EASTERN TRAN LNGVW TX		.600															10079204
	5171	.TENPIL CORP NEW YORK NY		.050															00139753
	5110	.UNION CAR UC BOUND BROOK N J		.050															10081823
	5012	.UNION AMSCO PALATINE IL		1.50															10084233
	5114	UNION AMSCO CARTERET NJ		2.50															10084179
	5147	UNION AMSCO NASHVILLE TN		2.00															10084144
		PARENT CUST. TOT-UNION OIL CO LO		6.00															00047155
	5107	.U S GOVT WASHINGTON D C		1.00															10084733
	5107	U S GOVERNMENT SILVER SPGS MD		.050															00142565

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJ SALES FOR CURR YEAR	SALES CURR YTD	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	CUST.ID / MAJR.GRP.GP.
		PARENT CUST. TOT-U S GOVT WASHIN		1.05															10084733
		ARUCLOR 4465															00377A		1040-430-17
																			00236209
5720		.VALSPAR CORP FORT WAYNE IND		3.00		5.00	5.00												10092531
5724		.YATES MFG CHICAGO ILLINOIS		46.0															1040-430-17
		TOTAL PRODUCT * * * * * * * LB		374															
		ARUCLOR 5060															00384A		1040-450-17
5013		.ENGINEERED YARNS COVENTRY RI	5.00	1.00	5.00	3.00				1.00					1.00		1.00		10026318
5012		.GIBSON HOMANS CO CLEVELAND OH		.050		.050	.050												10033535
5034		.HIGHTEMP RESINS STAMFORD CT		.050															00244163
5114		.STU T CHEM INC STAT ISL NY	100	65.0	100	64.0	24.0	5.0			4.0	3.0	10.0	4.0		4.0	10.0		10075300
5110		.RIEGEL PAPER RIEGELSVILLE NJ		10.0															10066207
5720		.SHELL DEVELOPMT CO SALIDA CAL		.050															00197750
5113		.SOLAR COMPOUNDS LINDEN NJ	75.0	42.0	75.0														10073756
5307		.TUBALS FLOORING ONEIDA IN				.050			.050										00251232
5114		.UNION AMSCO NEW MILFORD CT				.100					.100								00255874
5407		UNION AMSCO CONSHOHOC PA		.300															10004241
		PARENT CUST. TOT-UNION OIL CO LO		.300		.100					.100								00047155
5724		.VALSPAR CORP NUTLEY NJ	400	320	400	337	30.0	30.0	30.0	21.0	32.0	96.0	32.0			64.0		2.2	00151548
		TOTAL PRODUCT * * * * * * * LB	580	430	580	404	54.0	35.0	30.1	22.0	36.1	99.0	42.0	4.0	1.0	68.0	11.0	2.2	1040-450-17
		ARUCLOR 5442															00380A		1040-470-17
5145		.ADHESIVES RESEARCH YORK PA				.700	.100		.200	.200								.200	00175141
5171		.AMERICAN ADHESIVE MFG BROOK NY				.900		.450										.450	10003156
5393		.ARMSTRONG CORK LANCASTER PA				1.35							1.35						10006430
5720		.ADHESIVE ENG SAN CARLOS CA		.050										.050					10003750
5114		.R P CARGILLE CEDAR GROVE NJ				.050													10013941
5012		.ALLEG SOLV CARNEGIE CORAOP PA				1.80		.450			.450	.900							10002095
		TOT P-T ALLEG SOLV CARN * POUNDS				1.80		.450			.450	.900							00107700
5000		AMSCO SOLVENTS CINCINNATI OH	2.50	2.85	2.50	4.20		2.25			2.25					1.20	.90		10005361
		TOT P-T AMSCO SOLVENTS * POUNDS	2.50	2.85	2.50	4.20		2.25			2.25					1.20	.90		10005361
5354		BUFFALO SOLVENTS BUFFALO NY	50.0		50.0												.450		10012368
5354		BUFFALO SOLVENTS TONAWANDA NY				.500	.050												10012384

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	S.S.	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 ID / MAJR.GRD.GP.
		TOT P-T BUFFALO SOLV BU * POUNDS	50.0		50.0	.500	.050										.450		10012368
		AROCLOR 5442															003	30A	1040-470-17
5054		BUFFALO SOLVENTS DAGUSCAHON PA				.450	.450												00248118
5726		CENTRAL SOLV HAYWARD-HAYWARD		.900		3.60				.90			2.70						10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		.900		3.60				.90			2.70						10015049
5700		CENTRAL SOL CHICAGO-CHICAGCIL	60.0	13.1	60.0	22.4	9.00	1.80					6.00	4.60		3.50-		4.50	10015138
		TOT P-T CENTRAL SOLVENT * POUNDS	60.0	13.1	60.0	22.4	9.00	1.80					6.00	4.60		3.50-		4.50	10015138
5726		CENT SOL SANTA FE SPR-CA	50.0	4.75	50.0	21.6		.90		1.80	.90	2.25	6.75		9.00				10015111
		TOT P-T CENTRAL SOLV SA * POUNDS	50.0	4.75	50.0	21.6		.90		1.80	.90	2.25	6.75		9.00				10015111
5609		DIXIE SOL LOUISVILLE-LOUSVLE K				1.20								1.20					10022576
		TOT P-T DIXIE SOLVENTS * POUNDS				1.20								1.20					10022576
5609		HOOSR SOL NEW HAVEN-FT WAYNIN		1.80-															10038774
		TOT P-T HOOSIER SOL NEW * POUNDS		1.80-															10038774
5722		MO SOLV ST LOUIS-ST LOUIS MO *		.450		17.6	.45	1.35	3.60	2.25	2.25		4.05	2.70				.90	10053552
		TOT P-T MO SOLV ST LOUI * POUNDS		.450		17.6	.45	1.35	3.60	2.25	2.25		4.05	2.70				.90	10053552
		PARENT CUST. TOT-CENTRAL SOL CHI	163	20.3	163	73.3	10.0	6.8	3.6	5.0	5.9	3.2	19.5	8.5	9.0	4.7-	1.4	5.4	10015138
5345		.DELSEY SANITATION CAMDEN NJ				.500										.050		.450	00246506
5345		.E I DU PONT DE NEMO PARLIN NJ		.150-															10023366
5034		.EASTMAN KODAK CO ROCHESTER NY		.400															10025125
5612		.FASSON PROD PAINESVILLE OH	2.00	.350	2.00	2.10					.15	.60	1.35						10027331
5722		.FERRO CORP CLEVELAND OH		.005															10027675
5724		.HB FULLER CO PALATINE IL		.450															10030153
5724		H B FULLER CO DETROIT MI				.100						.100							10029945
		PARENT CUST. TOT-H B FULLER ST P		.450		.100						.100							10030072
5612		.GEN ELEC COSHOCTON OH		.050															10031923
5345		.GENTEX CORP CARBONDALE PA		.600															10033268
5722		.GOLDEN STAR POL NO KAN CITY MO				.050									.050				10034027

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.I.D / MAJR.GPD.GP.
		AROCLOR 5442															00330A		1040-470-11
5724		.GREAT WESTERN CHEM SEATTLE WA				.050				.050									10035546
5724		.KERNS UNITED CALUMET CITY ILL		.050															00158941
5024		.MARREN MACHINE KEENE NH				.050			.050										00126619
5724		.MINN MIN - MFG ST PAUL MN		4.55		8.10	4.50								3.60				10053013
5724		MINN MIN - MFG WHITE CITY OR		1.40															10053064
		PARENT CUST. TOT-MINN MIN - MFG		3.08		8.10	4.50								3.60				10053013
5118		.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
5729		.STANDARD T CHEMICA DALLAS TX		.050															00139025
5720		.NILES CHEM PAINT NILES MI		.150															10057833
5722		.POLYCHEM CORP AFTON MO		.005															00237698
5110		.NATL STARCH BLOOMFIELD NJ				1.20						.600				.600			10063221
5218		PITTS PLATE E POINT GA				.450						.450							10063442
		PARENT CUST. TOT-PITTS PLATE GL				1.65						1.05				.60			10063345
5726		.PRODUCTS RESEARCH BURBANK CAL				.600					.600								00045756
5726		PRODS RESEARCH GLENDALE CA		.600		.600					.600								10064856
5745		PRODS RESEARCH GLOUCESTER NJ		27.9		6.00										6.00			10064864
		PARENT CUST. TOT-PRODUCTS RESEAR		28.5		7.20					1.20					6.00			00045756
5245		.G.P. ROESER LAHASKA PA				9.50					.05		.45					9.00	10068800
5004		.ELI SANDMAN CO WORCESTER MA				.100					.100								00220621
5729		.ST REGIS PAPER MIDDLETOWN OH		.120															10063341
5118		.SUN CHEM CARLSTADT N J		.050															10076625
5201		SUN CHEMICAL CO CHESTER SC		.900															00183973
		PARENT CUST. TOT-SUN CHEMICAL CO		.950															10076714
5245		.SUPER TIRE ENGIN CAMDEN NJ		.050		.450					.450								00241091
5701		.TAB CHEMICALS INC CHICAGO ILL		.050															10077842
5245		.TELEDYNE COAST PROSEAL PHEO PA				12.0										12.0			00269046
5118		.THIOKOL CHEM TRENTON NJ				.050	.050												10077739
5118		.UNION CAR UC BOUND BROOK N J		.050															10081323
5114		.UNION AMSCO CARTERET NJ	100		100	13.1							1.35		4.50		2.70	4.50	10004179
5114		UNION AMSCO LONG ISLA NY				.450						.450							00108847
5207		UNION AMSCO CONSHOHOC PA		37.1		129		7.2	6.0	13.5	21.0		7.1	14.4	22.8	30.0	4.2	2.7	10004241
5207		UNION AMSCO PHOENIXVILLE PA				6.00								6.00					00263729
5003		UNION AMSCO PROVIDENCE RI	50.0	3.15	50.0	4.50										4.50			10004535
		PARENT CUST. TOT-UNION OIL CO LO	150	40.2	150	153		7.2	6.0	13.5	21.0	.5	8.4	20.4	27.3	34.5	6.9	7.2	00047155
5003		.UPJOHN CO N HAVEN CONNECTICUT				.050										.050			10085705

PCT

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 ID / MAJR GRD GP.
PCT	AROCLOR 5442															00330A		1040-470-1
5633	.USM CORP GIRDER DIV MARSHAL MI				.600						.600							00255254
5724	.VALSPAR CORP EAST MOLINE IL		.100															00177792
5724	VALSPAR MINNEAPOLIS MN		.050															00230936
	PARENT CUST. TOT-VALSPAR MINNEAP		.150															00230936
5724	.YATES MFG CHICAGO ILLINOIS	7.00	3.60	7.00	5.40						.90		.45	.45		3.60		10092531
	TOTAL PRODUCT * * * * * * * LB	322	99.0	322	277	14.6	14.4	9.9	18.7	28.0	6.9	31.1	29.4	40.4	48.6	11.9	22.7	1040-470-1
PCT	AROCLOR DIST 5460-HI SOL															00335A		1040-480-1
5612	.ABCO INC. IRVIN PA				.100					.100								10000343
5171	.ADELPHI PAINT OZONE PK LI NY				7.20			4.10	1.65	.60	.60	.25						10000734
5012	.AIRCO SPEER ELECT BRADFORD PA	160	142	160	64.0							32.0					32.0	00086592
5114	.ALCAS METAL POWDER UNION NJ				.100			.100										00107611
5317	.ALLIED PAINT LANSDALE PA				.050	.050												10002575
1131	.ALLIS CHALMERS PITTS PA				.500					.500								10002664
5637	.AMCHEM PRODUCTS PHILADELPH PA	35.0	30.0	35.0	50.0		10.0				10.0	10.0	10.0			10.0		00225282
5171	.AMERICAN ADHESIVE MFG BROOK NY	20.0	10.0	20.0														10003155
5171	.A & T CHEM HUNTINGTON NY	5.00	3.00	5.00														10047730
5720	.AMERICAN CHEM SERV GRIFFITH IN				.050							.050						00103939
5723	.AMERICAN ENKA WILLIMANTIC CONN		.050		.050								.050					00209435
5301	.AMERICAN LACQUER TAMPA FL		.050		.050						.050							10004039
5613	.AMERICAN PETRO CHEM WOOSTER OH		.500															00039850
5720	.AMERCOAT CORP BREA CAL		11.4															10003121
5720	.AMERCOAT BREA CA		3.00															00245992
5110	.ATLAS RUBBER CO HARBURG NJ				4.70	.20					.50	.50	1.00	.50	1.00		1.00	10005116
5654	.ANDERSON OIL & CHEM PRTLAND CT				.100											.100		00165570
5612	.ARCHEM COMPANY PORTSMOUTH OHIO		2.00		1.00						.500				.500			10005973
5301	.ARCHER PROD WINSTON SAL NC		.050															10006007
5116	.JOHN L ARMITAGE NEWARK NJ				.200				.200									10000287
5724	.ARMOUR-DIAL MELROSE PARK IL				2.10	2.10												00245372
5724	ARMOUR-DIAL MEMPHIS TN	20.0	13.0	20.0	14.4	1.90	1.50			3.00		2.00	2.00	2.00		2.00		10006414
	PARENT CUST. TOT-ARMOUR CO CHICA	20.0	13.0	20.0	16.5	4.00	1.50			3.00		2.00	2.00	2.00		2.00		00161950
5724	.ARMSTRONG CHEMCON CHICAGO IL		.200															10006546
5116	.ARWOOD CORP GROTON CT	13.0	12.0	13.0	10.5	1.50	1.50		1.50		1.50				3.00		1.50	10005740
5116	ARWOOD CORP TILTON NH	13.0	12.0	13.0	11.0			3.50			1.50	2.00		2.00			2.00	10006759
[illegible]	ARWOOD CORP ROCKLEIGH NJ	3.00	3.00	3.00														00089942
[illegible]	ARWOOD CORP CLEVELAND OH	10.0	7.50	10.0	12.0	1.50		1.50	3.00				3.00		1.50		1.50	10006767
	PARENT CUST. TOT-ARWOOD CORP NEW	39.0	34.5	39.0	33.5	3.00	1.50	5.00	4.50		3.00	2.00	3.00	2.00	4.50		5.00	00046655
5337	.ATLANTIC PAINT JACKSONVILLE FL		.400															00110523

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S.S.	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 / MAIL CODE
	AROCLOR DIST 5460-HI SOL															00335A		1040-480-1
5701	.ATLANTIC VARNISH RICHMOND VA				.150								.150					00187925
5649	.ATLAS CHEM IND ATLAS POINT DE	10.0	8.10	10.0	2.03							2.03						[illegible]
5118	.BASF WYANDOTTE CARLSTADT NJ				.750							.500	.250					[illegible]
5114	BASF WYANDOTTE HACKENSACK NJ	5.00	3.00	5.00														00156345
	PARENT CUST. TOT-BASF WYANDOTTE	5.00	3.00	5.00	.750							.500	.250					10092302
5612	.MOBAY CHEMICAL NATRIUM KY		.100															10053592
5724	.FRYE MFG DES MOINE IA	100	17.4	100	.100		.100											00119296
5716	.BELRAY CO INC FARMINGDALE NJ		.400		.300						.300							10009111
5726	.ADHESIVE ENG SAN CARLOS CA		.050															10000750
5612	MORGAN ADHESIVES CO STOW OH.	.200	.100	.200	.100	.100												10055334
	PARENT CUST. TOT-BEMIS CO MINNEA	.200	.150	.200	.100	.100												00045535
	.BEST BROTHERS SINKING SPRGS PA				.150												.150	00273244
5116	.BETOSIA CORPORATION NEWARK N J		.100		.300												.300	00212335
5116	.BIRMA PRODUCTS SAYREVILLE NJ				52.0								28.0			24.0		10040604
5204	.BORDEN PEABODY MA	1000	.250		.600		.15		1.00	.05	.90			.20	.10			10010411
5345	.H A BRUDER & SONS PHILADEL PA				.300				.300									10012007
5307	.BRUNING PAINT CO BALTIMORE MD		.100		2.10				.10						1.00	1.00		10012053
5301	.BUHL CHEM WEIRSDALE FLA	.500	.300	.500	.300		.300											10012406
5720	.CANDY CORPORATION CHICAGO ILL				.100						.100							00259275
5171	.CARROLL PROD FARMINGDALE LI NY				.800							.400		.400				10014220
5116	.CASTROL OILS NEWARK N J		.800		1.05		.450	.600										10014433
5725	.CATAPHOTE CORP JACKSON MS				.050					.050								00113170
5171	.CELANESE COATINGS NEWARK NJ				5.00								3.80	1.20				10014697
5171	CELANESE PLAS DIV NEWARK NJ		.050															10014775
	PARENT CUST. TOT-CELANESE CORP N		.050		5.00								3.80	1.20				00045926
5612	.ALLEG SOLV CARNEGIE CARNEGI PA	40.0		40.0														00107700
5612	ALLEG SOLV CARNEGIE CORAOP PA		60.5		63.7		10.0		1.2	10.0	12.5	3.0				20.0	7.0	10002035
5612	ALLEG SOLV CARNEGIE PITTS PA																	10002117
	TOT P-T ALLEG SOLV CARN * POUNDS	40.0	60.5	40.0	63.7		10.0		1.2	10.0	12.5	3.0				20.0	7.0	00107700
5639	AMSCO SOLVENTS CINCINNATI OH	350	282	350	55.5		21.5			16.0	5.0				13.0			10005351
	TOT P-T AMSCO SOLVENTS * POUNDS	350	282	350	55.5		21.5			16.0	5.0				13.0			10005351
5054	BUFFALO SOLVENTS TONAWANDA NY	120	98.0	120	145					25.0			30.0	30.0	30.0	30.0		10012384
	TOT P-T BUFFALO SOLV BU * POUNDS	120	93.0	120	145					25.0			30.0	30.0	30.0	30.0		10012368

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S.S. No.	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 NO / MAR-CTO GP
	A40CLOR DIST 5460-HI SOL															00385A		1040-480-17
5720	CENTRAL SOLV HAYWARD-HAYWARD	210	155	210	120		30.0		10.0			10.0		55.0			15.0	10015049
	TOT P-T CENTRAL SOLV HA * POUNDS	210	155	210	120		30.0		10.0			10.0		55.0			15.0	10015049
5700	CENTRAL SOLV BEDFORD PARK IL		108		85.0	85.0												00245437
5730	CENTRAL SOL CHICAGO-CHICAGOIL	1700	1520	1700	1852	80	168	190	85	250	24	160	160	200	180	200	155	10015138
	TOT P-T CENTRAL SOLVENT * POUNDS	1700	1520	1700	1852	80	168	190	85	250	24	160	160	200	180	200	155	10015138
5720	CENTRAL SOLVENTS PORTLAND OR	90.0	65.5	90.0	178		15.0	32.5	30.0		20.0	20.0		20.0			40.0	00113425
	TOT P-T CENTRAL SOLVENT * POUNDS	90.0	65.5	90.0	178		15.0	32.5	30.0		20.0	20.0		20.0			40.0	00113425
5723	CENTRAL SOLVENTS SPOKANE-WA				1.00				1.00									00255072
5724	CENT SOL SANTA FE SPR-CA	900	604	900	904		52	53	138	80	65	127		155	20	25	190	10015111
	TOT P-T CENTRAL SOLV SA * POUNDS	900	604	900	904		52	53	138	80	65	127		155	20	25	190	10015111
5609	DIXIE SOL LOUISVILLE-LOUSVLE K	90.0	50.0	90.0	172			12.0		30.5	27.0	36.0	36.5			30.0		10022576
	TOT P-T DIXIE SOLVENTS * POUNDS	90.0	50.0	90.0	172			12.0		30.5	27.0	36.0	36.5			30.0		10022576
5609	HOOSR SOL NEW HAVEN-DERNE IN	5.00		5.00														00179280
5609	HOOSR SOL NEW HAVEN-FT WAYNIN		3.00															10038774
	TOT P-T HOOSIER SOL NEW * POUNDS	5.00	3.00	5.00														10038774
5609	HOOSR SOL INDNAPLS-INDNAPLSIN		35.0		18.0			8.0								10.0		10038766
5609	HOOSIER SOLV & CHEM JASPER IN	50.0		50.0														00220894
	TOT P-T HOOSR SOL INDNA * POUNDS	50.0	35.0	50.0	18.0			8.0								10.0		10038766
5722	MO SOLV KANSAS CTY-KNS CTYMO	30.0	20.0	30.0	10.0			10.0										10053544
5722	MO SOLV ST LOUIS-ST LOUIS MO *	25.0	29.3	25.0	28.0		1.00	2.00	2.00	8.00		5.00			5.00	5.00		10053552
	TOT P-T MO SOLV ST LOUI * POUNDS	25.0	29.3	25.0	28.0		1.00	2.00	2.00	8.00		5.00			5.00	5.00		10053552
5612	OHIO SOLV CLEVELAND-CLEVEOH	300	265	300	220		30.0			30.0		50.0	30.0		30.0	30.0	20.0	10058953
	TOT P-T OHIO SOLVENTS - * POUNDS	300	265	300	220		30.0			30.0		50.0	30.0		30.0	30.0	20.0	10058953
5725	SOUTHERN NEW ORLEANS-N ORLELA	27.0	40.0	27.0	48.0		24.0									24.0		10074150
	TOT P-T SOUTHERN SOLV C * POUNDS	27.0	40.0	27.0	48.0		24.0									24.0		10074150

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31131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COST ID / MAJ GRP GP
	ANDCLOR DIST 5460-HI SOL															C0335A		1040-460-
5726	.ESSEX CHEM LA MIRADA CA	15.0	17.0	15.0	19.0				4.00	5.00		5.00				5.00		10026700
5726	ESSEX CHEM SAYREVILLE NJ	10.0		10.0	.200											.100	.100	10026687
	PARENT CUST. TOT-ESSEX CHEN BALT	25.0	17.0	25.0	19.2				4.00	5.00		5.00				5.10	.10	10026679
																		10026855
5171	.EITCO SIGE - CABLE BRLYN NY		.150						2.00						2.00			00211783
5609	.EVANS ADHESIVES COLUMBUS CH	3.00	2.00	3.00	4.00													00225630
5722	.EVERGREEN SPECIALTY DENVER CO	2.00	1.10	2.00										.050				10027336
5727	.FANSEL PT BALTIMORE MD				.050													10027351
5012	.FASSOR PROD PAINESVILLE OH	2.00	.050	2.00	1.60			.10				1.50						10027477
	.FEDERAL COLOR CINN OH		.050															10027715
5724	.FIDELITE CORP WINONA MN	10.0	9.50															10027956
5607	.FINDLEY ADHESIVES LOUISVL KY	5.00																10028116
5602	.FIRESTONE TIRE AKRON OH		.050															00250703
5605	.UNIV OF FLORIDA GAINESVILLE FL				.050					.050								00255307
5029	.FORD MOTOR CO LINCOLN PARK MI				.100					.100					.250			00211703
5603	.FORD PAINT AND VAR GRAND RA MI				.450						.200				.050			00206449
5654	.FORESTRY ST COLLEGE SYRACUS NY				.050													00250683
5729	.FORM-EZE SYSTEMS ALBUQUERQE NM				1.25					.500	.750							10022923
5012	.FORT PITT CHEM PITTS PA	1.00	1.00	1.00	.500								.500					00249998
5423	.FOX VALLEY MARK SYS BARTLET IL				3.65		1.65					1.00		1.00				10022944
5609	.FRANKLIN GLUE COLUMBUS OH	10.0																00253574
5012	.FREMON MANUFACTURING CLEVE OH				100				24.0				24.0			28.0	24.0	10030000
5724	.H B FULLER SO SAN FRAN CA	20.0	27.5	20.0	57.5			12.5			5.0	5.0	5.0	5.0		5.0	20.0	10032003
5724	H B FULLER CO ATLANTA GA				240				30.0		30.0	30.0	30.0		30.0		90.0	10030015
5724	HB FULLER CO PALATINE IL	300	262	300	5.00						5.00							10020035
5724	H B FULLER WALTHAM MASS	25.0	35.3	25.0	32.0				2.0				30.0					10030031
5724	H B FULLER ST PAUL MINN	125	70.0	125	161	40.0					60.0				.5	20.0	40.0	10030003
5724	H B FULLER MEMPHIS TN	10.0	9.50	10.0	7.50			2.50	5.00									
	PARENT CUST. TOT-H B FULLER ST P	480	404	480	503	40		15	37		100	35	65	5	31	25	150	100300
5724	.GARD IND ELK GROVE ILL	4.00	4.30	4.00	4.50		.50		.50			.50	.50	.50	.50	.50	1.00	100304
5513	.GE-PACKARD ELECTRIC WARREN OH		.050															100320
5720	.GEN ELEC DANVILLE IL				4.00						1.00				1.00		2.00	100314
5554	GENERAL ELEC SELKIRK NY	75.0	.100	75.0						28.0	14.0	31.0		9.0		8.0	27.0	100318
5612	GEN ELEC COSHOCTON OH	15.0	21.7	15.0	149	8.0	24.0					3.75				3.50	7.00	100319
5507	GEN ELEC COLUMBIA TN				14.3													002521
	PARENT CUST. TOT-GEN ELEC SCHENE	90.0	21.8	90.0	167	8.0	24.0			28.0	15.0	34.8		9.0	1.0	11.5	36.0	100318
																	.100	100323
5605	.GENL FORMULATIONS SPARTA MI				.100													100324
5723	.GENERAL MILLS MINN MINN				.050				.050									001794
5507	.GENERAL PRINTING INK PHILA PA		.050		.050					.050								

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01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

S	SS	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 / VALP SRC SP.
		AROCLOR DIST 5460-HI SOL															003	35A	1040-480-1
5725		TEXAS SOL HOUSTON-HOUSTONTX	200	126	200	195	27.5	32.0		30.0	32.5		23.0		17.3		33.0		10079373
		TOT P-T TEXAS SOLVENTS * POUNDS	200	126	200	195	27.5	32.0		30.0	32.5		23.0		17.3		33.0		10079373
5725		TEXAS SOLV DALLAS-DALLASTX	19.0	21.3	19.0	188			36.0	18.0		22.5	24.0			63.0	24.0		10079411
		TOT P-T TEXAS SOLVENTS * POUNDS	19.0	21.3	19.0	188			36.0	18.0		22.5	24.0			63.0	24.0		10079411
5605		TOLEDO SOLV TOLEDO-TOLEDOOH	18.0	25.0	18.0	15.0								15.0					10080339
		TOT P-T TOLEDO SOLV - C * POUNDS	18.0	25.0	18.0	15.0								15.0					10080339
5605		W EATON SOL ROMULUS-DETROITMI	40.0	21.0	40.0	30.0			10.0					10.0			10.0		10086925
5605		W EATON SOL ROMULUS-ROMULUSMI		25.0															00164879
		TOT P-T WESTERN EATON S * POUNDS	40.0	46.0	40.0	30.0			10.0					10.0			10.0		10086925
5720		WISC SOLV MILWAUKEE-MNEAPLS MN		22.5		15.0			5.0			10.0					5.00		10090919
5720		WISC SOLV MILWAUKEE-ST PAULMN				5.00													10090937
5720		WISC SOLV MILWAUKEE-MILWAKE WI		5.00															10091012
5720		WISC SOLV MILWAUKEE-W ALLIS WI	100	96.5	100	263	15.0	7.5	25.0	12.6	62.5		20.0	30.0	45.0		40.0	5.0	10091039
		TOT P-T WISC SOLV MILWA * POUNDS	100	124	100	283	15.0	7.5	30.0	12.6	62.5	10.0	20.0	30.0	45.0		45.0	5.0	10091012
5605		WOLV SOLV GRND RAPIDS-GR RPMI	4.00	3.00	4.00	1.00							.500		.500				10091268
		TOT P-T WOLVERINE SOLV * POUNDS	4.00	3.00	4.00	1.00							.500		.500				10091268
		PARENT CUST. TOT-CENTRAL SOL CHI	4318	3681	4318	4610	208	391	383	327	545	186	478	312	523	341	486	432	10015138
5722		.CHAPMAN CHEMICAL CO MEMPHIS TN	10.0	11.0	10.0	14.0	3.00	5.00		3.00	2.00						1.00		10015391
5813		.CHEMICAL RESEARCH FT MEYERS NJ				.100						.100							00253102
5725		.CHEMREX SPEC CTNGS EL PASO TX				.250								.250					00262641
5220		.CHEM-TEX INC ANDERSON S C		.100		.150						.150							00214777
5025		.CHRYSLER CORP TRENTON MI				8.55		8.55											10020731
5605		.CINCINNATI MILACRON CINTI OH	20.0	17.5	20.0	17.5	2.50			2.50	2.50			2.50		2.50		5.00	10016621
5724		.COATINGS & CHEM CHGO ILL		.400		.800	.100	.100	.200			.200			.200				10017441
5012		.COBO MFG CORP LEETSDALE PA	250	.050	250	210	30.0		30.0		30.0	30.0		30.0		30.0	30.0		00297995
5004		.COLONIAL PRESS CLINTON PA		210		.050							.050						10017833
5111		.COLOR ASH - CARB GLEN COVE NY				.400			.200			.200							10015505
5114		.COLUMBIA PAINT JERSEY CITY N J																	00210669
5307		.COMMERCIAL STEEL FOREST H MD		1.00															00114644
5722		.CONCRETE CURE CHEM DENVER COLO	1.00	1.00	1.00									.400					00205644
5116		.CON LUX PAINT PROD EDISON NJ		.200		.400													00114495

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01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

CUSTOMER NUMBER	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.ID./ MAN.ORD.GR.
	AROCLOR DIST 5460-HI SOL															00385A		1040-480-1
5724	.CONTINENTAL CAN VAN WERT OH	500	17.3	.500	26.4		6.75	6.75	6.75	6.75	6.75	8.35		5.85			5.40	00220787
5724	CONTINENTAL CAN CO READING PA	500	13.5	500	72.0				9.0		9.0	9.0	9.0	9.0		9.0	18.0	1001[illegible]
	PARENT CUST. TOT-CONTINENTAL CAN	1000	30.8	1000	98.4		6.8	6.8	2.3	6.8	2.3	17.4	9.0	14.9		9.0	23.4	00046167
																		10019950
5[illegible]	.CONTINENTAL CHEM BAKERSFIELD MA		.200															00115258
5722	.COOK PAINT & VARN KANSAS C MO		.500		.500			.500										10019494
5722	COOK PAINT - VA N KAN CITY MO		.400		1.50			.50	1.00									
																		10019494
	PARENT CUST. TOT-COOK PAINT - VA		.900		2.00			1.00	1.00									
																		10019950
5245	.COSDEN CHEM COATING BEVERLY NJ		.500															00230545
5710	.DART INDUSTRIES PARAMUS NJ		.050															00220214
5301	.DAVIS PAINT MFG LYNCHBURG VA	.002	.150	.002	.750		.250				.500							00246505
5245	.DELSEY SANITATION CAMDEN NJ				.100	.050			.050									00227565
5023	.DENNISON MFG CHELMSFORD MA		.100															10021782
5023	.DENNISON MFG FRAMINGHAM MA		2.00		.500										.500			00230347
5724	.DEXTER CORP HAYWARD CA				.600							.600						00223505
5724	.DEXTER CORP WAUKEGAN ILLINOIS		.650															00122637
5214	.HERTE & CO INC MOUNTAIN PA		.200															10022606
5094	.DOBBS CHEM NEW HAVEN CT		.100															10022754
5207	.DOUBLEDAY DERRYVILLE VA		.050															00159417
5110	.L A DREYFUS EDISON NJ		294		662			84	84	89	160	80	80		43	43		00210587
5114	.DRIPRINT FOILS NEWARK NJ		.200															00263613
5320	.FRANK W DUNNE CO OAKLAND CO				.050								.050					10023564
5245	.E I DUPONT WILMINGTON DE		.900		.750	.300							.400			.050		10023865
5245	E I DU PONT DE NEMO PARLIN NJ				.050	.050												10023963
5245	E I DU PONT DE NEMO PHILA PA				.050				.050									10024145
5245	E I DU PONT DE WASHINGTON WV	100	3.40	100														
													.400			.050		10023564
	PARENT CUST. TOT-E I DU PONT DE	100	4.30	100	.850	.350			.050									
															.050			00266167
5354	.DURA COMMODITIES HARRISON NY				.050													10024439
5507	.DYNASURF CHEM BALTIMORE MD				.150	.150							.050		.050			10025125
5054	.EASTMAN KODAK CO ROCHESTER NY				.100					.200								10078547
5301	TENN EASTMAN KINGSPORT TENN		.300		.200										10.0	24.0	24.0	10079292
5725	TEXAS EASTMAN CO LONGVIEW TX	500	158	500	116	24.0			24.0		10.0							
									24.0	.2	10.0		.1		10.1	24.0	24.0	10025125
	PARENT CUST. TOT-EASTMAN KODAK C	500	158	500	116	24.0												
																		10025952
5724	.ELLIOT PT - VARN CHICAGO IL	50.0																10026313
5038	.ENGINEERED YARNS COVENTRY RI		1.75															10026453
5724	.ESMAR INC WICHITA KAN		.050										.500					00261173
5724	.ENTERPRIZE PAINT S PLAINFLD NJ				.500													

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 NO / MAJ DIV OR
	ARUCLOR DIST 5460-NI SOL															00355A		1042-490-1
5722	.GEN TIRE - RUB COLUMBUS MS		1.50															10033195
5812	GEN TIRE - RUB JEANETTE PA		.400															10033160
	PARENT CUST. TOT-GEN TIRE - RUB		1.90															10033144
5345	.GENTEX CORP CARBONDALE PA	1.00	.550	1.00	2.40		.600			.600			.600				.600	10033269
1133	.P D GEORGE COMPANY ST LOUIS MO				.100				.050							.050		10033276
5104	.GILLAN CONSTRUCT PEEKSKILL NY				1.20			.400	.800									00224510
5502	.AMERIPOL INC INDEPENDENCE OH		.450															00183792
5603	B F GOODRICH AKRON OH				.050											.050		10034191
	PARENT CUST. TOT-B F GOODRICH AK		.450		.050											.050		10034191
5556	.GOODYEAR TIRE NIAGARA FALLS NY		2.50		8.00		8.00											00148047
5314	.W R GRACE LINDEN NJ				.350						.350							10048753
5728	.GREAT WESTERN CHE RICHMOND CA		11.5		20.0		2.50	7.50			5.00		2.50		2.50			10035473
5728	GREAT WESTERN CHEM TIGARD OR		4.00		10.8			2.0		2.0		2.3				3.0	10.5	10035511
5728	GREAT WESTERN CHEM SEATTLE WA		1.25		7.05						1.00			1.35	1.00	2.00	2.50	10035546
	PARENT CUST. TOT-GREAT WESTERN C		16.8		47.6		2.5	9.5		2.0	6.0	2.3	2.5	1.4	3.5	5.0	13.0	10035473
5116	.BURTON INDUSTRIES METUCHEN NJ				.250						.250							10036143
5509	.BUYAN MACH CO LOGAN WV				.150									.050			.100	00249029
5307	.BAKER ASSOCIATES COLUMBIA SC				.100							.100						00261645
5307	.BASKELL CHEM RICHMOND VA				.050	.050												10037355
5609	.PROTECTIVE TREATMENT DAYTON OH		.300															10064937
5245	.HERCULES WILMINGTON DE		.050		.100											.100		10037357
5604	.HIGHLAND RESINS STAMFORD CT		.050															00244163
5609	.HORCH RUBBER CO FT HORCH MI				5.00								3.00				2.00	00252158
5724	.ILLINOIS ADHESIVE CHICAGO IL	300	290	300	200		40.0			40.0			40.0		40.0		40.0	10040319
5720	.ILL BRONZE PON LAKE ZURICH IL				5.00										5.00			10040335
5307	.INDURALL COATINGS BIRMINGH AL		1.00		1.00									.500		.500		00125423
5110	.INDUST LATEX HALLINGTON NJ				.500								.500					10040300
5307	.INERTECH SYSTEMS CLINTON VA				.050	.050												00220320
5720	.INMONT CO ANAHEIM CA		.400															10040119
5504	.ITT SUMMENANT CLINTON MASS				.250		.050	.200										00223239
5345	.JACOLE PT AND VAR CAMDEN NJ	2.00		2.00														10042335
5504	.JAMESTOWN FINISHES JAMSTN NY		3.00		.500				.500									10042315
5210	.JET-SHAPES INC ROCKLEIGH NJ				3.00			1.50					1.50					00253162
5110	.JOHNSN-JOHNSN NW BRUNSWICK NJ				.050										.050			10042933
5110	MERMACEL NEW BRUNSWICK NJ	5.00	4.50	5.00	12.5		1.50	1.50							5.50	2.00	2.00	10051946
	PARENT CUST. TOT-JOHNSN-JOHNSN N	5.00	4.50	5.00	12.6		1.50	1.50							5.55	2.00	2.00	10042933
5116	.JOHNS MANVILLE MANVILLE NJ				.050						.050							10042895

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	DIV	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 ID / MAIN CODE
		ALCOLOR DIST 5460-HI SOL															00305A		1040-460-1
5724		.JORDON PAINT FOREST PARK ILL		.100		1.00	1.00												00164755
5724		.KEE LUX MFG ROCHESTER NY				.100	.100												50[illegible]
5114		.KENTILE FLOORS BROOKLYN NY		.100															10[illegible]
5722		.ORANGE KOCH EVANSVILLE IN		.100															10044613
5724		.KOHLER KOLISTER PT DENVER CO		.100															10044642
5613		.KOPPERS COMPANY RICHMOND CA	20.0	14.0	20.0	21.0	6.00		5.00			5.00	5.00		6.00			6.00	10044758
5622		KOPPERS CO ST LOUIS MO		.450															10091675
5613		KOPPERS COMPANY NEWARK NJ	20.0	12.5	20.0	30.0		10.0			10.0				10.0				10044770
5612		KOPPERS COMPANY WESTFIELD NJ	1.00	11.4	1.00														10044812
5612		KOPPERS CO BRIDGEVILLE PA	20.0																10044820
		PARENT CUST. TOT-KOPPERS CO PITT	61.0	34.4	41.0	61.0	4.0	10.0	5.0		10.0	5.0	5.0		16.0			6.0	00044571
5643		.L N P POLYMERS THORNDALE PA		.050		13.7		.50			.50	2.00			2.70	2.00		6.00	00209931
5613		.LUBRIZOL CORP WICKLIFFE OHIO				.100	.100												00086625
5724		.LUDLOW PAPER MARE MASS		.700															10047332
5722		.M R PLASTICS MARYLAND HTS MO				.500	.050			.250				.200					10047706
5110		.MAAS & WALDSTEIN NEWARK NJ		.200		1.90							.40	1.50					00123252
5054		.MACDERMID WATERBURY CONN				.050												.050	00085959
5724		.MAGIE BROS FRANKLIN PARK IL				2.50				2.50									10040036
5537		.MAIDA DEVELOPMENT HAMPTON VA	2.00	1.00	2.00														00128422
5724		.RADIO MATLS-PR MALLORY CHIC IL		1.00															00227951
5722		RADIO MATLS ATTICA IN		.300															00256580
		PARENT CUST. TOT- MALLORY CAPACI		1.30															10048354
5725		.MALTER INTL CORP GRETNA LA				.500			.200		.300								00251850
5371		.MANHATTAN ADHES BROOKLYN NY	250	138	250	164	22.0		24.0	21.5		24.0		24.0		24.0	24.0		10048419
5054		.MASTER BUILDERS BUFFALO NY	60.0	48.0	60.0	48.0			24.0									24.0	00128651
5507		.MCCLOSKEY VARN PHIL PA	5.00	3.00	5.00	7.50	1.50				2.00				2.00			2.00	10049431
5054		.METAL CLADDING N TONAWANDA NY		6.60		2.00	2.00												00228599
5724		.MICLAND INC PTP WAUKEGAN IL		3.90															10052440
5722		. J G MILLIGAN MILWAUKEE FLS WI		.050															00234303
5724		.MINN MIN - MFG HAYLE MI	15.0	15.0	15.0														10052963
5724		MINN MIN - MFG ST PAUL MN		.100															10053013
5724		MINN MIN - MFG SPRINGFIELD MO		7.50															10053021
5724		MINN MIN - MFG FREEHOLD NJ		.500		19.0	1.5			1.5		2.0		1.5			2.5	10.0	10053099
5245		MINN MIN - MFG BRISTOL PA	2.00	1.50	2.00	3.00		.50	.50			1.00				1.00			10053072
		PARENT CUST. TOT-MINN MIN - MFG	17.0	24.6	17.0	22.0	1.5	.5	.5	1.5		3.0		1.5		1.0	2.5	10.0	10053013
5612		.MIRACLE ADHES NEW PHIL OH	2.00																10053293
5720		.MOBIL CHEM KANKAKEE ILL	15.0	14.6	15.0	16.0	5.00				3.00			2.00	1.00	1.00	4.00		10053830
5118		MOBIL CHEMICAL CO EDISON NJ	50.0	50.0	50.0	38.0	8.00		5.00	5.00		5.00			5.00	2.50	7.50		10053676

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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./ MAP.GRID.GR.
PARENT CUST. TOT-MOBIL OIL CORP	65.0	64.6	65.0	54.0	13.0		5.0	5.0	3.0	5.0		2.0	6.0	3.5	11.5		10054443
.MOCOLOR DIST 5460-HI SOL															00385A		1040-480-17
.[illegible] HANDL ALABASTER AL				.100									.100				00264059
.STD T CHEM INC STAT ISL NY	200	106	200	133		19.0	24.0		26.0		10.0	20.0		20.0	14.0		10075300
.SCM LIMITED NEWARK NJ		4.50															10055180
.WATERS CORP FT MEYERS FL				.700									.700				00234512
.NASHUA-CLUTCH BRAND CHICAGO IL	20.0	4.30	20.0	8.40						.60		2.80			1.00	4.00	00152900
NASHUA CORPORATION NASHUA NH		.610															10056055
PARENT CUST. TOT-NASHUA CORPORAT	20.0	5.21	20.0	8.40						.60		2.80			1.00	4.00	10056055
.NATL BRONZE PWDR FRANKLIN PK I				.400									.400				00182974
.NATIONAL CHE & PL BALTIMORE MD	.300	.300	.300	.300	.100			.100			.100						00210978
.NATL EXPANSION JOINT OAKLND CA				3.40									1.60			1.80	00263407
.N L INDUSTRIES SAN FRANCISC CA		2.00															10056522
.NATIONAL SPRAY CAN ELIZABET NJ		2.50															00131261
.NATL STARCH BOUND BROOK NJ	900	615	900	304	40	120	80					40		24			00086576
NATL STARCH FINDERNE NJ				160											32	128	00269751
NATL STARCH PLAINFIELD NJ	200	88.0	200	56.0											56.0		10055969
PARENT CUST. TOT-NATL STARCH - C	1100	703	1100	520	40	120	80					40		24	88	128	00044914
.NEW YORK BRONZE ELIZABETH NJ		4.75		1.50										1.50			00216735
.NORTH AMER PCKG CORP ADDISON I		.100															00225673
.NORTH AMERI PAINT WANDHASSA NJ				1.10							.050	.800				.250	00242276
.NORTH ELECTRIC GALION OH	2.00	2.20	2.00	2.10		.50			.60						1.00		10050155
.OSHS CORNING GRANVILLE OHIO		.100															00088609
.PARK NAME PLATE FLUSHING LI NY				.050									.050				00178098
.PEACOCK - STEVENS KIMBERTON PA	143	147	143	180		30.0			30.0	30.0	30.0	30.0			30.0		10062926
.POLYMEL CORP BALTIMORE MD		.400															10063957
.POLYMERIC SYSTEMS POTTSTOWN PA				2.00											2.00		00270679
.POLYPLASTEX UNITED CHICO CA				.100									.100				00264369
POLYPLASTEX UNITED PINELLAS FL	3.00	2.85	3.00	7.00	1.00					2.00		2.00				2.00	00134422
PARENT CUST. TOT-POLY PLASTEX UN	3.00	2.85	3.00	7.10	1.00					2.00		2.00	.10			2.00	00134309
.POLYTECH CO ROCKAWAY NJ				3.00			1.00	1.00	1.00								00250759
.NATL STARCH BLOOMFIELD NJ		.200		4.60	1.0	27.0	25.0			1.0				.6			10063221
PPG NEWARK NJ	1.00	1.00	1.00														10063434
PPG SPRINGDALE PA	10.0																10063353
PARENT CUST. TOT-PITTS PLATE GL	11.0	1.20	1.00	4.60	1.0	27.0	25.0			1.0				.6			10063345
.PROTEX INDUSTRIES DENVER CO				1.00				1.00									00255742

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAN ORD GP
AROCLOR DIST 5460-HI SOL															00355A		1040-480-17
.PUREX CORP WILMINGTON CA		.200															10065445
PUREX CORP PHILA PA	1.00		1.00														10065486
PARENT CUST. TOT-PUREX CORP LAKE	1.00	.200	1.00														00046780
.RANDOLPH PRODS CARLSTADT NJ		.500															10066301
.RAYDESTOS MANUA STRATFORD CT		3.20		21.0		3.00	6.00		3.00	3.00				3.00	3.00		10066409
.RAYCOL TUBES MENLO PK CA				.050				.050									10066484
.RED SPOT PAINT EVANSVILLE IN	3.00	1.80	3.00	1.00							.400		.600	.400		.400	10066727
.REILLY TAR-CHEM INDIANAPOLIS I				5.50									5.50				00210547
.REISS CO ELIZABETH NJ	5.00	6.25	5.00	6.00		1.50		1.50	1.50	1.50							00238673
.RELIANCE UNIVERSAL N CHGO IL		1.50		1.50											1.50		10067308
RELIANCE UNIVERSAL CLINTON MS		.100															00157961
PARENT CUST. TOT-RELIANCE UNIV L		1.60		1.50											1.50		10067286
.R E N PLASTICS INC LANSING MI		.050															00135793
.REPUBLIC PWD MTLS NEDIA OHIO				.300		.100				.150			.030				00164243
.RESINFILL INC EVANSVILLE IN	40.0	40.0	40.0	68.0			24.0							8.0	12.0	24.0	10027748
.RICHARDSON PAINT PHILADE PA		.500															00224456
.RIEGEL PAPER RIEGELSVILLE NJ		20.0															10068237
.RUBBER RESEARCH MINNEAPOLIS MN		.400															00185295
.SAMPSON PAINT RICHMOND VA				6.00				4.00								2.00	00251712
.GLIDDEN CO BALTIMORE MD	.600	1.20	.600	.600	.300	.300											10033810
GLIDDEN CO ST LOUIS MO		.500															10033837
GLIDDEN CO READING PA	7.00	5.00	7.00	1.55			.550		.400			.300		.300			10033885
PARENT CUST. TOT-S C M CORP CORT	7.60	6.70	7.60	2.15	.300	.300	.550		.400			.300		.300			00045454
.SEABOARD CHEM TEXAS MO	3.00	2.49	3.00	.800					.100				.350		.350		10036887
.DE SOTO INC BERKELEY CA				5.00								5.00					10021671
DE SOTO INC DES PLAINES IL				.050		.050											10021928
PARENT CUST. TOT-SEARS ROEBUCK C				5.05		.05						5.00					00045276
.SHELL DEVELOPMT CO SALIDA CAL		.050															00197750
.SHERWIN WILLIAMS LOS ANGE CA				.700					.300	.100		.200	.100				00137859
SHERWIN WILLIAMS CHGO IL				2.00	2.00												10072654
SHERWIN WILLIAMS GLOUCESTER NJ				.200			.100					.100					10072697
SHERWIN WILLIAMS NEWARK NJ	1.00		1.00														10072727
SHERWIN WILLIAMS CLEVELAND OH	15.0	18.0	15.0	29.0	2.0	2.0	4.0	3.0	8.0				10.0				10072794
SHERWIN WILLIAMS DAYTON OH		.300															00137847
PARENT CUST. TOT-SHERWIN WILLIAM	16.0	18.3	16.0	31.9	4.0	2.0	4.1	3.0	8.3	.1		.3	10.1				10072794
.SMITH ALSIP PT TERRE HAUTE IN				.225		.225											10073545

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SLS	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.ID / MAP-GRP-SEQ
		ARJOLOR DIST 5460-HI SOL															00385A		1040-430-1
5197		.SMITY CONST SUPPLY JONESBORO G				2.15	.050			.300		.300	.500	.500	.500				00243804
5114		.SOLAR COMPOUNDS LINDEN NJ	100	53.0	100	131		35.0			33.0		33.0				30.0		1[illegible]-[illegible]-6
5119		.SONNEBORN BUILD BELLEVILLE NJ		10.0		6.20								3.10	3.10				1[illegible]-[illegible]-34
5729		.SOUTHLAND CHEM SAN ANTONIO TX		.200		.100								.100					00232300
5107		.SOUTHERN ADHES RICHMOND VA	10.0	3.65	10.0	6.00					6.00								10073979
5147		.SOUTHWIRE CO CARROLLTON GA		5.00															00116244
5210		.SOVEREIGN CHEMICAL PATTERSO NJ				.500						.500							00256608
[illegible]		.SPRAGUE ELECTRIC NASHUA N HAMP		.150															00156235
5639		.ST CLAIR RUBBER PAYSVILLE MI	61.0	48.0	60.0	60.0	5.0	5.0	5.0	5.0		15.0		5.0		5.0	5.0	10.0	10078246
5325		.ST REGIS PAPER MIDDLETOWN OH		.115															10063241
5110		.STALEY CHEMICAL HARRISON NJ				.050						.050							00257324
5728		.CHEVRON RES RICHMOND CALIF				.050		.050											10016401
5307		.PAISLEY PROD FOREST PARK GA				1.00						.500				.500			00234659
5114		PAISLEY PROD EDISON NJ		6.00															00236772
5707		STANDARD BRND CHEM CHESWOLD DE	54.0	12.0	54.0														10041333
		PARENT CUST. TOT-STANLEY WARNER	54.0	18.0	54.0	1.00						.500				.500			00244735
5724		.STAR CHEMICAL WESTCHESTER IL		.500		.700				.200			.500						00217956
5725		STAR CHEMICAL CO DALLAS TX		3.10		1.80								1.80					00211672
		PARENT CUST. TOT-STAR CHEMICAL W		3.60		2.50				.20			.50	1.80					00217956
5722		.STEELCOTE MFG ST LOUIS MO	5.00	3.30	5.00														10075742
5722		.STERLING LACQUER ST LOUIS MO		.500															10075920
5722		.SULLIVAN CO MEMPHIS TENN	10.0	4.70	10.0	3.95		1.95							2.00				00211567
5110		.SUN CHEM CARLSTADT N J		.050															10076525
5110		SUN CHEM CORP E RUTHERFORD NJ	4.00	7.00	4.00	2.40	.600	.600	.600	.600									10076553
		PARENT CUST. TOT-SUN CHEMICAL CO	4.00	7.05	4.00	2.40	.600	.600	.600	.600									10076714
5354		.SUNFLO PAINT AMSTERDAM NY				.100	.100												00213749
5335		.SUN OIL CO MARCUS HOOK PA		.450															10076838
5247		.SUPERIOR LACQUER CO TUCCOA GA		.100		.100			.100										00169854
5245		.SUPERIOR VARNISH PERSAUKEN N J				.050									.050				10077222
5722		.SUTHERLORD CO MEMPHIS TN				2.00						2.00							00259349
5724		.SWIFT - CO VERNON CALIFORNIA				32.0												32.0	10077400
5724		SWIFT - CO SKOKIE ILL	1000																10077354
		PARENT CUST. TOT-SWIFT - CO CHIC	1000			32.0												32.0	10077346
5791		.TAB CHEMICALS INC CHICAGO ILL	6.00	25.0	6.00	32.5			2.5	1.0	3.0		3.0	4.0		10.0	9.0		10077842
5354		.TAURUS CHEM AUBURN N Y				.150						.100	.050						10021665
5725		.TEXAS EASTERN TRAN LNGVW TX				24.0		24.0											10079284

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PG	S.S.	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.	CUSTOMER MAP PRD CP
		ANDCLOR DIST 5460-HI SOL															C0385A		1040-480-
5720		.TECH COATINGS SANTA CLAR CA		2.00		.500				.500									10078091
5110		.TECHNICAL TAPE CORP OSACON NY		1.90		1.00							.500	.500					10078199
5025		.TERWELL CORP WILH MASS				.100								.100					10078911
5725		.TEXAS HIGHWAY AUSTIN TX		.450															00183003
5227		.TIDGALS FLOORING ONEIDA TN				.300			.050				.100				.150		00251262
5114		.TITANINE INC UNION NJ		.400		.100											.100		10060231
5722		.T S I INC ST LOUIS MO		.050															00242075
5107		.UNION CAMP CORP SAVANNAH GA				.500										.500			10081599
5115		.UNION CARBIDE CO BRUNSWICK NJ				.150							.150						00260015
5115		.UNION CAR UC PLAS BROOK N J	2.00	1.35	2.00	.300							.100			.100	.050	.050	10081603
5012		UNION CARB CORP CLEVELAND OH				.050						.050							10081553
5110		UNION CAR UC PLAS MARIETTA OH		.300															10081674
		PARENT CUST. TOT-UNION CARBIDE C	2.00	1.65	2.00	.350						.050	.100			.100	.050	.050	00045705
5227		.UNION AMSCO TUCKER GA	250	140	250	139		32.5	35.0		20.0		30.0				20.0		10004531
5027		UNION AMSCO PALATINE IL		42.0		25.0			25.0										10004235
5127		UNION AMSCO BALTIMORE MD	30.0	26.0	30.0														10004234
5122		UNION AMSCO CHARLOTT NC	100	84.0	100	60.0		35.0									25.0		10004152
5114		UNION AMSCO CARTERET NJ	700	186	700	235	16.0			36.0		24.0	20.0	30.0	22.0	10.0	46.9	50.0	10004177
5114		UNION AMSCO SAYREVLLE NJ				10.2				10.2									10004209
5114		UNION AMSCO MAMARONCK NY		240		330	30.0	30.0	30.0		30.0	30.0	30.0		60.0	30.0		60.0	00150401
5227		UNION AMSCO CONSHOHOC PA	200	150	200	239		15.1	26.0	12.5	27.5		17.5	27.5	17.5		17.1	78.0	10004241
5025		UNION AMSCO E PROVID RI				10.0			10.0										00105134
5025		UNION AMSCO PROVIDENCE RI	125	71.5	125	49.0					5.0	10.0	11.5				12.5	10.0	10004535
5107		UNION AMSCO NASHVILLE TN		36.3		10.0											10.0		10004144
5127		UNION AMSCO RICHMOND VA				3.00											3.00		00200039
		PARENT CUST. TOT-UNION OIL CO LO	1405	973	1405	1103	46	113	126	59	83	64	109	58	100	20	135	198	00047155
5725		.UNIROYAL MISHAWAKA INDIANA	10.0	2.50	10.0	17.5	2.0	1.5			2.0		2.0	10.0					10082564
5009		UNIROYAL DETROIT MICH		.100															10082765
		PARENT CUST. TOT-UNIROYAL NEW YO	10.0	2.60	10.0	17.5	2.0	1.5			2.0		2.0	10.0					00047325
5114		.UNITED LACQUER MFG LINDEN NJ	2.00	1.55	2.00	1.05					.500	.550							10083524
5722		.UNITED PAINT CO MEMPHIS TN				.300			.300										00177164
5114		.UNITED RESIN PROD BROOKLYN NY	600	530	600	530	40.0	40.0	80.0	40.0		90.0	5.8	80.0	4.8	60.0	70.0	40.0	10083621
5025		.UNITED SHOE MACHINE KENTON TN		8.00		15.0	15.0												10083654
5025		.UPJOHN CO N HAVEN CONNECTICUT				.100										.050	.050		10085705
5724		.URECAL CORP EVANSTON IL		.500															00242330
5724		URECAL CORP MISHAWAKA IN		.200		1.50		.50		1.00									00239112
		PARENT CUST. TOT-URECAL CORP EVA		.700		1.50		.50		1.00									00242330
5720		.U S GYPSUM NASHVILL TN	.500	.500	.500														00143022

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01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	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.	CODE/ MAS-GRO-GP.
																0030	5A	1040-450-1
	AROCLOR DIST 5460-HI SOL																	10021327
5024	.USA CHEM DIV MIDDLETON PA	30.0	17.0	30.0					10.0	10.0	10.0	10.0	10.0	20.0		10.0		10021335
5024	USA CHEM DIV KENTON TN	145	87.0	145	80.0													
									10.0	10.0	10.0	10.0	10.0	20.0		10.0		00154758
	PARENT CUST. TOT-U S H CORP EAST	175	104	175	80.0													
5724	.VALSPAR CORP CHICAGO IL		.600		4.40	1.60					.80			1.50			.50	00242053
5724	VALSPAR CORP ROCKFORD IL																	00143560
5724	VALSPAR CORP FORT WAYNE IND		.100															00236209
5724	VALSPAR MINNEAPOLIS MN		.800		1.10						.300	.400	.400					00239935
5724	VALSPAR CORP NUTLEY NJ	520	446	520	412	32.0	30.0	30.0	32.0	32.0	96.0	32.0			64.0	64.0		00151548
	PARENT CUST. TOT-VALSPAR MINNEAP	520	448	520	418	33.6	30.0	30.0	32.0	32.0	97.1	32.4	.4	1.5	64.0	64.0	.5	00239936
5612	.VANILLA LAB INC ROCHESTER NY		24.0															10036332
5607	.VIMASCO CORP NITRO W VA		.200		.250												.250	10046825
5607	.VIRGINIA PAINT MFG NORFOLK VA		2.00															00217492
5720	.WATERPROOF CHM REDWOOD CITY CA		.250															00230550
5345	.WEST CHESTER CHEM WEST CHE PA		.050															00144649
5724	.WINDSOR PLASTICS EVANSVILLE IN		.200															00191439
5722	.JOHN H WITTE - SON BURLINGTN IA		.800		1.90		.40			.50		1.00						10091175
5612	.WOOSTER FINISHES WOOSTER OH	3.00			2.80	.50					1.50						.80	10092175
5607	.WORLD CARPET DALTON GA				72.0							24.0		24.0			24.0	00249035
1038	.WYNN OIL CO AZUSA CALIFORNIA	725	653	725	652		55	66	126		54	56	114	82		106		10092434
5723	.YATES MFG CHICAGO ILLINOIS		2.50										2.00	8.00				10092531
5009	.YENKIN MAJESTIC PT COLUMBUS OH	25.0	49.0	25.0	15.0	5.00												10092556
5724	.ZENITH PROD SCHILLER PARK ILL																	00167642
	TOTAL PRODUCT * * * * * * * LB	15318	9843	13207	11700	563	1009	1027	838	1012	939	1014	1040	853	771	1327	1308	1040-450-
																0030	5B	1040-431-
	AROCLOR DIST 5460-LOW COLOR																	00119296
5724	.BRYE MFG DES MOINE IA				6.60		.10	6.50										00245437
5700	.CENTRAL SOLV BEDFORD PARK IL		2.50															10015157
5700	CENTRAL SOL CHICAGO-CHICAGOIL		.500		2.00		2.00											10015136
	TOT P-T CENTRAL SOLVENT * POUNDS		.500		2.00		2.00											10015131
	PARENT CUST. TOT-CENTRAL SOL CHI		3.00		2.00		2.00											0025100
5016	.CHEMICAL RESEARCH BERNARDSV NJ				.050			.050										1001690
5724	.CONTINENTAL CAN CHICAGO ILL		.050		1.00				1.00									1002656
5016	.ESSEX CHEM SAYREVILLE NJ				1.50		.50	1.00										1002998
5724	.H B FULLER WALTHAM MASS																	

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

A G R	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 ID / MAJR GRD GP
		ARUCLOR DIST 5460-LOW COLOR															003	35B	1040-481-1
57	24	H B FULLER COMPANY EDISON NJ				.150			.150										10029996
		PARENT CUST. TOT-H B FULLER ST P				1.65		.50	1.15										10030072
57	26	.GREAT WESTERN CHE RICHMOND CA																	10035473
51	71	.MANHATTAN ADHES BROOKLYN NY		.500		4.10	2.50			1.60									10048419
57	24	.MINN MIN - MFG FREEHOLD NJ				2.20			2.20										10053099
53	07	.SEABOARD CHEM TEXAS MD				.050			.050										10036887
56	12	.SHERWIN WILLIAMS NEWARK NJ		1.25															10072727
51	14	.SOLAR COMPOUNDS LINDEN NJ		40.0															10073766
51	18	.SUN CHEM CARLSTADT N J		.100															10076625
57	25	.TECHNICAL COATINGS LUBBOCK TX				.500	.500												00240614
51	14	.TITANINE INC UNION NJ		.100		.300	.300									.100	.100		10086231
51	14	.UNION AMSCO CARTERET NJ				17.3	5.80		7.50	4.00									10004179
51	14	UNION AMSCO LINDEN NJ				.400	.400												00247723
51	14	UNION AMSCO SAYREVLLE NJ		1.00															10004209
		PARENT CUST. TOT-UNION OIL CO LO		1.00		17.7	6.20		7.50	4.00									00047155
		TOTAL PRODUCT * * * * * * * LB		46.0		36.2	9.5	2.6	17.5	6.6						.1	.1		1040-481-
		ARUCLOR 6090															017	38A	1045-090-
56	12	.ALLEG SOLV CARNEGIE CORAOP PA		.450		1.80			.45		1.35								10002095
56	12	ALLEG SOLV CARNEGIE MANOR PA				.450				.450									00107719
		TOT P-T ALLEG SOLV CARN * POUNDS		.450		2.25			.45	.45	1.35								00107700
57	26	CENTRAL SOLV HAYWARD-HAYWARD		.900															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		.900															10015049
57	26	CENT SOL SANTA FE SPR-CA				3.60		.50	.85				.45		1.80				10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				3.60		.50	.85				.45		1.80				10015111
		PARENT CUST. TOT-CENTRAL SOL CHI		1.35		5.85		.50	1.30	.45	1.35		.45		1.80				10015138
56	12	.FOUNDRY EQUIPMENT PROD MUSE PA				1.80							1.80						00252506
56	19	.FRANKLIN GLUE COLUMBUS OH				.600				.600									10029449
57	24	.JOSLYN MFG BEDFORD PARK IL				1.65												1.65	0027625
57	24	.JOSLYN MFG CO CHICAGO IL		.050		1.70	1.35		.35										10043166

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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 YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIR GRD-GP
		AROCLOR 6090															01738A		1045-090-
5354		.JOSLYN MFG & SUPPLY LIMA NY				1.35										1.35			00266094
5724		.KENDALL CO BARRINGTON IL				.050	.050												10043794
5114		.PAISLEY PRO CHICAGO ILL				.400		.200					.200						10060346
5114		.UNION AMSCO CLIFTON NJ				.450	.450												00247898
5114		UNION AMSCO CARTERET NJ				15.8	6.75	2.25										6.75	10004179
5114		UNION AMSCO PORT MURR NJ				.450	.450												00245321
		PARENT CUST. TOT-UNION OIL CO LO				16.7	7.65	2.25										6.75	00047155
5720		.VALSPAR CORP FORT WAYNE IND		4.50		6.75					4.05					1.35		1.35	00236209
5724		.YATES MFG CHICAGO ILLINOIS				42.3		5.40	4.05	4.05		8.10	4.05	3.15			9.00	4.50	10092531
		TOTAL PRODUCT * * * * * * * LB		5.90		79.1	9.1	8.4	5.7	5.1	5.4	8.1	6.5	3.2	1.8	2.7	9.0	14.3	1045-090-
		SANTICIZER 336															02336A		7645-336-
5116		.THIOKOL CHEM TRENTON NJ				.050											.050		10079799
		TOTAL PRODUCT * * * * * * * LB				.050											.050		7645-336-
		80 TOT CLASS SOLID AROCLORS LB	16220	11144	14109	12497	650	1068	1090	890	1082	1053	1094	1077	896	890	1359	1347	
		HB-40															00397A		4790-040-
5307		.ABBOTTS DAIRIES PHILA PA				.040			.040										00251097
5722		.A & J MACH TOOL CO ST LOUIS MO				.040						.040							00252948
5116		.ALDERNEY PURITAPERTH AMBOY NJ		.040															00223999
5722		.ALTON BOX BOARD ALTON IL				.040		.040											10002737
5171		.AMERICAN ADHESIVE MFG BROOK NY		.080															10003156
5345		.AMERICAN CAN EASTON PA		.040		.460		.460											00225327
5726		.AMERICAN CHEM LONG BEACH CA		.040															00229164
5726		.AMF VOIT INC SANTA ANNA CA		1.84		3.68			.46	.46						2.76			10087075
5724		.SUNSHINE BIS K C KAN		1.38		1.38							.920		.460				10077079
5345		.AMP INC HARRISBURG PA				.040												.040	10005310
5044		.WARE CHEM BRIDGEPORT CT		.120															10067562
5720		.ANACONDA WIRE ORANGE CAL	400	525	400	396	33.6	33.9	84.9	40.9	82.5	37.4	41.5	41.8					10005469
5116		ANACONDA WIRE WATKINSVILLE GA	425	422	425	444	66.7	16.5	66.7	83.7	42.1	44.2	41.4	83.2					10005477
		PARENT CUST. TOT-ANACONDA CO NEW	825	947	825	841	100	50	152	125	125	82	83	125					00045179
5171		.ANDREWS PAP - CHEM PT WASH NY		.040															10005701
5301		.ARCHER PROD GREENEVILLE IN				.500			.500										10006015
5724		.ARGONNE NALT LABS ARGONNE ILL				.040				.040									00161268

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B1 DIRECT #2
01/12/72

ORGANIC DIVISION ... PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	S.S. 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.GRD.GP
		XS-363															02227A		8970-363-17
11	78	.US PLYWOOD CHAM PA HAMILTON OH				3.08						3.08							00216518
		TOTAL PRODUCT * * * * * * * LB				3.08						3.08							8970-363-17
		XS-370															02228A		8970-370-17
11	78	.US PLYWOOD CHAM PA HAMILTON OH				.900						.900							00216518
		TOTAL PRODUCT * * * * * * * LB				.900						.900							8970-370-17
		XS-372															02212A		8970-372-17
11	78	.CHAMPION PAPERS HAMILTON OH				45.2							14.4	30.8					10015308
11	78	US PLYWOOD CHAM PA HAMILTON OH				5.90					1.00	4.90							00216518
		PARENT CUST. TOT- U S PLYWOOD-CH				51.1					1.0	4.9	14.4	30.8					00047333
		TOTAL PRODUCT * * * * * * * LB				51.1					1.0	4.9	14.4	30.8					8970-372-17
		85 TOT CLASS HB40 & BLENDS LB	10120	6185	5170	3058	354	323	514	472	406	447	251	348	219	213	194	117	
		MCS 1207															02312A		8972-207-17
11	78	.US PLYWOOD CHAM PA HAMILTON OH				5.43										5.43			00216518
		TOTAL PRODUCT * * * * * * * LB				5.43										5.43			8972-207-17
		MCS 1208															02313A		8972-208-17
11	78	.US PLYWOOD CHAM PA HAMILTON OH				3.62										1.62	2.00		00216518
		TOTAL PRODUCT * * * * * * * LB				3.62										1.62	2.00		8972-208-17
		MONTAR 5															00332A		6405-005-17
51	14	.BORDEN MIDDLESEX NJ				137		24.2		29.2	23.0		29.4				31.4		10010802
51	14	BORDEN NEW YORK NY		27.9															00111953
		PARENT CUST. TOT-BORDEN COLUMBUS		27.9		137		24.2		29.2	23.0		29.4				31.4		10010586
51	14	.NATL STARCH BLOOMFIELD NJ	125	159	125	161				41.5				40.0		40.0		39.3	10063221
51	14	.TALON ADHESIVES KEARNY NJ		.500															10077885
		TOTAL PRODUCT * * * * * * * LB	125	187	125	298		24.2		70.7	23.0		29.4	40.0		40.0	31.4	39.3	6405-005-17

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MO.	SS ZIP	NAME OF PRODUCT/CUSTOMER																		
		MONTAR 5 CRUSHED																		
5154		•AIRCO SPEER NIAGARA NY	130	.375 156				0.0	30.0											
5116		•PHILIP CAREY PTH AMBY NJ		31.9							31.9							30.0		
5608		PHILIP CAREY CINCINNATI OH	100	128	100	.276		31.9	31.9						40.1				40.1	
5609		PHILIP CAREY LOCKLAND OH																		
		PARENT CUST. TOT-GLEN ALDEN NEW	230	317	230	266		61.9	61.9		31.9				40.1			30.0	40.1	
														.750				.375		
						1.13								37.5						
5126		•BIBNA PRODUCTS SAYREVILLE NJ				37.5														
5118		•PHILLIP CAREY CORP PERTH AM NJ	560																	
5720		•ST REGIS PAPER CORNELL WI		1.13																
5203		•UNION AMSCO PALATINE IL	10.0	4.13	10.0															
5114		UNION AMSCO CARTERET NJ	10.0	5.25	10.0															
		PARENT CUST. TOT-UNION OIL CO LO																		
		TOTAL PRODUCT * * * * * * * LB	800	323	240	305		61.9	61.9		31.9			38.3	40.1			30.4	40.1	
		MONTAR 9																		
192		•ARMSTRONG CORK PENSACOL FL	1000																	
		TOTAL PRODUCT * * * * * * * LB	1000																	
		SANTOWAX R																		
1134		•MICHIGAN CHEM ST LOUIS MI	60.0	42.2	60.0	.075									.075					
5004		•RAYBESTOS MANHA STRATFORD CT	5.00	5.63	5.00	7.88	.75	.75	.75		.75	1.13	1.13	.75	1.13		.75			
5114		•VIRKOTYPE PLAINFIELD NJ				.900											.900			
5724		•YATES MFG CHICAGO ILLINOIS																		
		TOTAL PRODUCT * * * * * * * LB	65.0	47.8	65.0	8.85	.75	.75	.75		.75	1.13	1.13	.75	1.20		1.65		.002	
		90 TOT CLASS OTHER BI-TERPHEN LB	1990	558	430	620	.8	86.8	62.6	70.7	55.7	1.1	30.5	79.0	41.3	47.0	65.4	79.4		
		17 TOT PG PROCESS FLDS.DR.C.P LB	53783	50130	32620	39812	2690	3325	4069	3295	2642	3386	3400	3467	3126	3540	3261	3604		
			7827		5324		420		715		442		621		548		625			

	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	
							00383A		6405-00
									00007409
							30.0		10013360
									10013052
					40.1			40.1	00113362
	31.9								
					40.1		30.0	40.1	00047228
	31.9								
				.750			.375		10040504
				37.5					00262151
									10070457
									10064233
									10064179
									00047155
	31.9			38.3	40.1		30.4	40.1	6405-007-1
							00428A		6405-009-1
									00110079
									6405-009-
							00427B		7795-000-
					.075				10052060
									10066409
	.75	1.13	1.13	.75	1.13		.75		10086961
							.900		1009253
	.75	1.13	1.13	.75	1.20		1.65		7795-000
								.002	
	55.7	1.1	30.5	79.0	41.3	47.0	65.4	79.4	
	2642	3386	3400	3467	3126	3540	3261	3604	
	442		621		548		625		

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EXHIBIT G

NICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	PONNIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN GRP CD.
	DIELECTRICS DR.C.PAYCH																	
	ARCLOR 1254															0036	1C	1040-280-16
2 7	.ACTIVOX CORP NEW BEDFORD MA		9.6															10001113
	.ALLIED CHEM CORP CLEVELAND OHIO		3.60		1.20		1.20											10000755
2 7	.AXEL ELECTRONICS JAMAICA NY		7.80		4.80	1.20								2.40	1.20			10037739
5 3	.BRUNSWICK CORP LINCOLN NB		.060															00252581
2 7	.CTDE DEUTSCHMANN CANTON PA		3.00															10021995
2 7	.EDWARDS HIGH VACUUM GRAND I NY		.600															00117412
2 7	.GENERAL ELEC CORP BRIDGEPORT CT		20.4															10025756
2 7	.GORHELL DOD ELEC N BEDFORD MAS	50.0		50.0														00386746
2 7	.FILTRON CO INC FLUSHING NY		46.8															10027001
2 2	.GEN ELEC PORE GA	207	393	207	200							100	100					10331231
2 7	.GEN ELEC PITTSFIELD MA		1.20		522		105			102		106		106	101	7		10331761
2 7	.GEN ELEC HUDSON FALLS NY		60.0															10331931
2 7	.GEN ELEC SCHENECTADY NY				.120									.120				10731850
	PARENT CUST. TOT-GEN ELEC SCHENE	207	327	207	722		100			102		206	100	106	101	7		10331850
4	.GREENAN ENTERPRISES INC		19.2															10335737
5	.HALL ENGINEERING BELLHAVEN NC	.600	.600	.600														00212739
2 7	.HIGH ENERGY MALVERN PA				6.00									6.00				10337954
	.HOLT [illegible] CHICAGO ILL		7.00															10337931
	.[illegible] ATLANTA GA		.500		3.00		3.00											00120510
5 5	.KAYDONICS CARLINGTON SC		5.40		.600	.600												00131962
2 2	.POTTER CO MASSUNTKS	3.00	1.80	3.00														10364287
5 5	.QUINN ENGINEER BELLHAVEN NC		.600															00253294
2 7	.R F INTERCONICS LAYSHORE LI NY		1.20		10.2					3.00				1.20	6.00			00270849
5 5	.SANGAMO ELEC PICKENS SC		3.6		94.2	5.4	5.4	5.4	10.8	5.4	5.4	13.2	14.4	7.2	7.2	7.2	7.2	10077733
2 7	.SPRAGUE ELEC N ADAMS MA	40.0	7.20	40.0														10374770
	TOTAL PRODUCT * * * * * * * LB	301	537	301	842	7	110	5	11	110	5	219	114	123	115	15	7	1040-280-16
	INTERFEN 70-30															0030	0A	1050-210-16
	.ARCHER DANIELS MIDLAND CHIC		6.74															00255462
2 7	.ALLIED CHEM HOPEWELL VA				.300	.300												10002451
2 7	.ALLIS-CHALMERS CARLSBAD NM		1.35															00248045
2 5	ALLIS CHALMERS LOS ALMOS N M		1.06															00164119
1 1	ALLIS CHALMERS PITTS PA	800	497	800	547	97		98	98			99		105		49		10002664
	PARENT CUST. TOT-ALLIS CHALMERS	800	499	800	547	97		98	98			99		105		49		00045055
5 2	.AMERICAN CYANAMID SAVANNAH GA	.500	.674	.500														00150398

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		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.	CUSTOMER MAP CODE
		INKTECH 72-20															0036	CA	1050-21 -16
		.WESTERN ELECTRIC NORCROSS GA				8.09					2.70						2.70	2.70	00279338
		.AMERICAN TOBACCO REIDSVILLE NC		6.07															00265803
		.APCO STEEL KANSAS CITY MO		.674															10036158
		.BUTCHATIC ELEC ST CLAIR MI		.436															00248973
		.BOISE SOUTHERN KENTUCKY LA																	00235842
		.DOCK MFG CO GARDEN GROVE CA		1.03		.674	.674												00252073
		.EDELL DIV ENVIRTECH LEBAN PA		00.2		323	27.0	53.9	27.0	.7		27.0		27.0	53.9	53.9	27.0	27.0	00255439
		.BURLINGTON TEST BURLINGTON NJ		15.5															00094358
		.CALIF MISL ELEC LOS ANGELES CA		.120															00215252
		.CARDWELL MACHINE CO RICHMOND VA		.300															00259532
		.CAROLINA TRANS FAYETTEVILLE NC		1.35															10014123
		.C E D RANCO CA		.674															00269425
		.CHAMPION PNEUMATIC PRINCETON IL		5.39															00269425
		.CHICAGO TRANS ALTH CICERO IL		2.70															00272[illegible]
		.CITY OF CINCINNATI CINCINNATI OHIO		.674															00261[illegible]
		.COLUMBIA-DTE ELECT NICOLA CO		.360															00277458
		.COPOLYMER KOR - OF DATER RIDGE		2.02															10019[illegible]
		.DETROIT EDISON CO BELLE RIV MI		2.70		.674							.674						00267[illegible]
		.E I DUPONT WILMINGTON DE		.360															10023564
		.EASTERN ARC INC FILLVILLE NJ		1.35															00260329
		.ELECTRICAL ENGINEER DES MOIN IA		.720															00117560
		.ELECTRIC HOSE & RUB BETHEL PA		1.35															00259539
		.ELECTRIC MFG REPAIR BETHEL PA		5.38															00253138
		.ENERGY SYSTEMS PALO ALTO CA		7.41		3.37										3.37			10020253
		.ERICSON ELECTRIC MANHATTAN NY		6.74															00252336
		.ESCO MFG GREENVILLE TX	40.0	29.7	40.0	7.41	7.41												10028036
		.ESPEY MFG ELECTR SARATOGA NY	100	149	100	20.2	20.2												00156352
		.FAGAN AND CO LITTLE ROCK AR		4.04															00251577
		.FEDERAL PACIFIC EL MILPITAS CA	145	235	145	20.2			20.2										00155369
		FEDERAL PACIFIC EL SN DIEGO CA	4.00	4.04	4.00														00234583
		.FED PACIFIC EL ST CLAIR MI		3.36															00251171
		FED PACIFIC EL CLIFFWOOD NJ				.360											.360		00240157
		AGENT CUST. TOT-FED PAC ELEC NE	149	242	149	20.6			20.2								.4		10027527
		.FIRESTONE N LAKE CHARLES LA		1.35															10020243
		.FORD MOTOR NASHVILLE TN	.300	.674	.300														10025523
		.GEN TIRE & RUBBER CLEVELAND OH				1.35	1.35												10032[illegible]
		.GEN ELEC DENVER CO		6.07															10032148
		GEN ELEC SER METTENDORF IA																	03170650
		GEN ELEC SPRINGFIELD OH		4.04															00269033
		G E SER SHOP CHAMBLEE GA	1.00	1.35	1.00														10031222
		AGENT CUST. TOT-GEN ELEC SCHENE	1.00	11.5	1.00														10031050
		.GIFFORD HILL MIDLOTHIAN TX		.674															00253146

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	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.	CUSTOMER MAIN GROUP
	INEFTEEN 7[illegible]-30															0036	JA	1056-213-1[illegible]
	.GRAND RIVER CAR AUTH PRYOR OK		.360															00271497
	.GRANITE CITY STEEL GR CITY IL		.674															[illegible]
	.GRAYBAR ELECTRIC GRANVILLE IL		.674															[illegible]
	.GRAYBAR ELECTRIC JANESVILLE WI				2.02	2.02												[illegible]
	PARENT CUST. TOT-GRAYBAR ELECTRI		.674		2.02	2.02												00232173
	.GREAT LAKES CARBON ST LOUIS MO		.180															10335414
	.G[illegible] ELEC SPEC ELECTRIC IL		.360															[illegible]
	.HEVI-DUTY ELEC HONOLULU HI				5.39			5.39										00275417
	.HEVI-DUTY ELEC COLDSBORO NC	130	170	130	108	3.4	31.0	2.7	1.3	35.0	33.7	6.7	6.7	6.7		27.0	13.5	00287963
	.HOLLIS INC NEW ORLEANS LA				1.35	1.35												00274170
	[illegible] EXPOSITION LAFAYETTE IN		.360															[illegible]
	[illegible] CHICAGO IL		.720															[illegible]
	.[illegible] CHICAGO IL				1.44						.720		.720					00126[illegible]
	ITE CIRCUIT BREAKER PHIL PA	2200	2189	2200	1689	200	192	301		96	195		98	195	105	199	107	10[illegible]
	ITE IMPERIAL CLAY CA				.360							.360						00263517
	ITE IMPERIAL KINSON CO				1.35			.674	.674									00277746
	[illegible] CORP DEFIANCE OH				[illegible]									.360				[illegible]
	ITE IMPERIAL FERGUSON IL				.360												.360	[illegible]
	ITE IMPERIAL NEW CASTLE IND				.360										.360			00280194
	ITE IMPERIAL GULF PORT MS				.420					.420								00279641
	ITE IMPERIAL PORRY HILL NJ				.360											.360		00251196
	ITE IMPERIAL EAST SYRACUSE NY				.360						.360							00281352
	ITE IMPERIAL LOGANSVILLE OH				.360							.360						[illegible]
	ITE IMPERIAL EVERETT WA				1.44							1.44						00264246
	ITE IMPERIAL SUPERIOR WI				.720							.720						[illegible]
	ITE IMPERIAL SUPERIOR WI				.720									.720				00280214
	PARENT CUST. TOT-ITE CIRCUIT BRE	2200	2189	2200	1697	200	192	302	1	96	156	3	99	196	106	199	108	10042354
	.JA JONES CONST NORCROSS GA		4.04															00248460
	[illegible] INDIANAPOLIS IN		.360															[illegible]
	.JONES & LAUGHLIN STEEL CLEV OH		1.35															[illegible]
	.JONES STEEL CONNELLSVILLE PA		.674															00239651
	.JUPITER CO BLOOMFIELD NJ		.720															00245471
	.KALLEMEYER CHEM ST LOUIS MO		.240															10046311
	.KELLS & LUPTON SUP CHATTANOOGA TN	.500	.060	.500														00130192
	.KELONEY ELECTRIC ST LOUIS MO	200	112	200														10054931
	KELONEY ELECTRIC QUANTICO VA		.360															00285940
	PARENT CUST. TOT-KELONEY ELECTRI	200	113	200														10054931
	.MONONGAHELA POWER RIVERSVILL WV		1.35															00262765

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJOR CODE
	INERTEEN 75-30															0030	0A	1050-210-16
5 3	.MOORE ELECTRIC FERRELLVIE PC		1.35															00285732
5 2	.MOORE HANDLEY MONTGOMERY AL		.720															00254262
5 2	MOORE-HANDLEY HARD SHEFFIELD AL		.480															00150786
	PARENT CUST. TOT-MOORE HANDLEY B		1.20															00546325
2 4	.PORT OF NEW YORK AUT NYC NY		2.70															00546085
1 1	.NIAGARA TRANSORP BUFFALO NY	400	393	400	398	47.9	50.1		48.7	49.0	49.6	54.8			49.4		49.0	10057744
1	.NORTHERN ELEC SOUTH BEND IND				.120	.120												00275456
2 7	.N A L TRANSFORMERS TRENTON NJ		7.41															00255721
2 4	.OKLAHOMA GAS OKLAHOMA CITY OK		3.37															00170150
5 2	.OLIMCORP CHARLESTON IN		.180															00241535
2 7	.PENN CENTRAL PHILLI PA		13.5															00150063
3	.H K PORTER DELMONT PA	50.0	60.7	50.0	36.4							20.2	6.7	6.1		3.4		10064155
2 7	.RESEARCH COTTRL ROUND BROOK NJ	400	346	400	847	81		121	40	81	121	40	40		40	81		10067557
	.SMA CONNELLY MILWAUKEE WI		.180															[illegible]
	.REYNOLDS METALS GALVERY TX		.674															00275363
3 3	.RELYBLE CO COMPANY FLINT MICH		.674															00217224
5 0	.SANDIA CORP ALB N MEX				.674	.674												10077694
2 7	.SANDMAN ELEC BOSTON MA		.240															10076756
	.STERRA TRANSFORMR CERRITOS CA	100	91.0	100	25.6		25.6											00250665
	.SOUTHERN ELECTRIC BLACK RIVER FALLS WI		.674															[illegible]
	.SPOLDING FIBRE CO NORTH BEND WA		.054															[illegible]
	.A E STANLEY DECATUR IL		[illegible]															[illegible]
	.SWITCHGEAR SERVICE GREENVILLE		.674															[illegible]
5 2	.THE UNIV OF TENN KNOXVLE TN		1.35															10076657
	.STOLT TRANSFORMER HOUSTON TX	350	370	350	435			105	50	30	47		148		51	49		10275310
5 6	STANDARD TRANSFORMER MEDFRD CR	160	103	160														00216283
	PARENT CUST. TOT-TRANSCO GO CHIC	510	593	510	434			105	98	30	47		148		51	49		00395298
2 7	.TRANSFORMER SERV CONCORD NH		1.08															00245876
2	.TRANSFORMER SERV CHICAGO IL		3.37															10241012
2 7	.UNIV MACHINERY & EQUIP READING		.674															00253466
2 7	.UNIVERSAL VOLTRONICS MT KIS NY				6.74							6.74						00284297
1 1	.W E UNITSHAFF MFG SCOTTDALE PA	100	146	100	58.5					49.8				49.1				10065713
2	.WESTAR COLORADO SPRINGS COL		.674															10064474
2	U S GOVT WASHINGTON D C		1.35															10064735
2	.WESTINGHOUSE SAVANNAH TEN		.360															[illegible]
3	U S NAVY MOFFETT FIELD CALIF		.674															10064925
	U S NAVY PORT HUENEME CALIF		12.8															10064971
2 7	U S NAVY WASHINGTON D C		.674															10064266
	PARENT CUST. TOT-U S GOVT WASHIN		16.5															10064733
5 2	.U S STEEL FAIRFIELD ALABAMA		.674															10065357

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B1131-A DIRECT #2
01/09/73

MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRODUCT FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR CONTACT
INERTEEN 7:-JC															0030	CA	1055-23-1c
.VALTATIRE ELEC CITTLE FERRY NJ		.674															00270007
.WESTINGHOUSE ELECTRIC FLINT MI		.674											2.02				00267044
.WESTINGHOUSE ELEC BERRY AL				2.02								.674					00264595
.WESTINGHOUSE ANCHORAGE AK				.674													10269675
WESTINGHOUSE DIFFINGHAM ALA		5.39		10.1		.67		.67	.67	6.07						2.02	00145.76
WESTINGHOUSE ELEC COMPTON CA		2.02		.120			.120										10269921
WESTINGHOUSE EMERYVILLE CALIF		2.70													.674		00185603
WESTINGHOUSE SAN FRANCISCO CAL		1.35		.674													10[illegible]883
WESTINGHOUSE SACRAMENTO CALIF				.360	.360								4.04				00280900
WESTINGHOUSE ELEC VENTURA CA				4.04													00206310
WESTINGHOUSE NEW HAVEN CT		.674															00202552
WESTINGHOUSE WINDSOR LOCKS CT		6.04		22.2	4.04	8.09	4.04		6.07								00145233
WESTINGHOUSE PITTS-BALDWIN FL		3.37		8.09		2.70		2.70		2.70							00260140
WESTINGHOUSE TAMPA FL																	00145157
WESTINGHOUSE W ATL ATLANTA GA		10.1		.120			.120										00276316
WESTINGHOUSE HONOLULU HI																	[illegible]
[illegible] IL		.540														4.04	[illegible]
[illegible] ILLINOIS				4.04													[illegible]
[illegible]		.674															[illegible]
[illegible]		1.37		[illegible]						1.35				.67			[illegible]
[illegible]				2.37					2.70	.67							[illegible]
[illegible]																	[illegible]
[illegible] INC		4.04															[illegible]
[illegible]		.360										.360					00285234
WESTINGHOUSE NEW ORLEANS LA				.360													00275565
WESTINGHOUSE PINEVILLE LA				.674		.674											00276792
WESTINGHOUSE SHREVEPORT LA		6.74															00145149
WESTINGHOUSE DESIG CAMBRIDGE MA		1.15															10269514
WESTINGHOUSE E BOSTON MASS				.674	.674										.360		00282235
WESTINGHOUSE BALTIMORE MD				.360													00245363
WESTINGHOUSE TOWSON MD		4.04															[illegible]
[illegible] ELEC FLINT MI				.120	.120												[illegible]
[illegible] ELEC PROVIDENCE RI		.12[illegible]												6.07			[illegible]
[illegible] MEMPHIS TENN				6.07										4.04	.67		10269603
WESTINGHOUSE APPL REP NC NC		1.35		4.74									2.02	2.70			00287571
WESTINGHOUSE ST LO ST LOUIS MO				4.72								.420					00145314
WESTINGHOUSE CHARLOTTE NC				.420													00157151
WESTINGHOUSE ELEC NEW BERN NC		.674															10269724
WESTINGHOUSE WILMINGTON N C		1.35															10269417
WESTINGHOUSE RIVERSIDE NJ		1.35														4.04	00291352
WESTINGHOUSE MOORE AFB NJ				4.04													10269551
WESTINGHOUSE BUFFALO NEW YORK				1.63							.630		.120		.240	.674	00263126
WESTING HILLSIDE COLLEGE PT NY				2.70							2.70						00277754
WESTINGHOUSE DEPERIET NY				.674			.674										00280115
WESTINGHOUSE TONAWANDA NY				6.48						6.48							

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	WEIGHTED FORECAST YTD	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ CUS GP
INERTEEN 77-30															0036JA		1050-210-1[illegible]
WESTINGHOUSE ELEC CLEVELAND OH				2.70			2.70										[illegible]
[illegible] CLEVE OH				6.74											6.74		[illegible]
WESTINGHOUSE DAYTON OHIO		.720															0[illegible]261122
WESTINGHOUSE PHILADELPHIA PA		35.7		77.5	2.0	4.0	10.8	9.4		16.9	2.7	15.5		12.8	3.4		10[illegible]
WESTINGHOUSE SPRINGFIELD PA				.720		.720											00[illegible]
WESTINGHOUSE SHARON PENN	10.0	13.5	10.0														10[illegible]751
WESTINGHOUSE GAFFNEY SC		2.02															00261547
WESTINGHOUSE CUMBERLAND CTY TN				1.35											1.35		00260920
WESTINGHOUSE AMARILLO TX		1.44															00264202
WESTINGHOUSE ELEC FT WORTH TX				.120								.120					00165131
WESTINGHOUSE PITTS HOUSTON TX				.674									.674				00145282
WESTINGHOUSE SAN ANTONIO TX				.300										.300			00265962
WESTINGHOUSE ELEC SOUTH BO VA		39.1							2.70								00145335
WESTINGHOUSE ELE SEATTLE WASH				2.70													00266936
AGENT CUST. TOT-WESTINGHOUSE EL	10.0	152	10.0	182	7.2	16.9	18.4	12.8	12.1	34.1	6.0	17.1	6.9	26.6	13.4	10.8	00047743
.WEYERHAEUSER KALAMATH FALLS OR		1.35															00265955
[illegible] ELECT [illegible]		.720															[illegible]
.YOUNGSTOWN ELEC YOUNGSTOWN OH		.674															00146625
TOTAL PRODUCT * * * * * * * LB	5191	5432	5191	4637	497	370	701	259	355	415	236	345	426	330	452	211	1050-210-16
INERTEEN 100-42															0035[illegible]4A		1050-215-16
.BRIDGE STEEL GAINESVILLE TX		1.20															00261718
[illegible] ELEC PUBL SER PEORIA IL		1.00															[illegible]
[illegible] PRODUCTS PRINCETON IL		1.20															[illegible]
.COLUMBIA ELECTRIC FUSES LK WA		.600															00261998
.DETROIT EDISON CO DELLE RIVER MI		.165															[illegible]
.DIAMOND SHAMROCK C HOUSTON TX		.600															00116297
.E I DUPONT WILMINGTON DE		.055															10[illegible]564
.ELECTRIC SERV AGY BELFORDMA		.720															00261542
[illegible]		.700															[illegible]
.BRUNSWICK P - P BRUNSWICK GA		.600															10012[illegible]4
.MCCORE HANDLEY BIRMINGHAM AL		.600															00348329
.PAUL HORNUNG CO NEW CASTLE DEL		1.80															00262635
.SEATRAIN SHIPBLDG BROOKLYN NY		.600															00273377
.TENN VALLEY AUTHR N CHMBER TN		1.80															00276318
U S MARINE CL TERE CALIF				1.20	1.20												10084555
AGENT CUST. TOT-U S GOVT WASHIN		1.80		1.20	1.20												10084733
.VANTAN ELECTRIC VANDALIA IL		43.0		1.20	1.20		18.0	5.4	21.0		24.0		18.0	6.0	24.0		[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	INTERCOMP FOREIGN SALES	SALES CURR YEAR	JAN.	FEB	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAKE UP NO.
	INKTEEN 1[illegible]-42															00354A		1050-215-16
	WESTINGHOUSE PHOENIX ARIZONA		50.5															10389337
	WESTINGHOUSE ELEC DENVER COLO		.600		8.28						1.20					6.64	.44	00156271
	WESTINGHOUSE INDIANAPOLIS IND				1.20								1.20					10[illegible]
	WESTINGHOUSE BATON ROUGE LA	8.00	8.73	8.00														10389355
	WESTINGHOUSE PITTS HOUSTON TX		16.6															00145282
	WESTINGHOUSE SALT LAKE CTY UT				.600								.600					10389573
	CURRENT CUST. TOT-WESTINGHOUSE EL	8.00	117	8.00	10.1						1.20		1.80			6.64	.44	00047740
	TOTAL PRODUCT * * * * * * * LB	8.00	173	8.00	140	13.2		18.0	5.4	21.0	1.2	24.0	1.8	18.0	6.0	30.6	.4	1050-215-16
	INKTEEN 54261 CF CAPACITOR															02286A		1050-219-16
	WESTINGHOUSE BLOOMINGTON IND		90.0															10389[illegible]
	TOTAL PRODUCT * * * * * * * LB		90.0 17.6															1050-219-16
	INKTEEN 54261 CR															00354B		1050-216-16
	WESTINGHOUSE ELEC BROOKLYN NY				6.00									6.00				00267261
	WESTINGHOUSE BIRMINGHAM ALA		.600															10389075
	WESTINGHOUSE HOT SPRINGS AR				1.20					1.20								00280895
	WESTINGHOUSE PHOENIX ARIZONA	.235	134	235	225		44.8		45.3			43.9	45.9		45.4			10389387
	WESTINGHOUSE PETERS CA		.600															00250[illegible]15
	WESTINGHOUSE BRIDGEPORT CONN				3.00		1.80	1.20										10389364
	WESTINGHOUSE ELEC ROGERS CT				.220												.220	00292577
	WESTINGHOUSE STAMFORD CT		.600															00273392
	WESTINGHOUSE ELEC WESTPORT CT		26.8															00271076
	WESTINGHOUSE WASHINGTON DC		9.16															10389328
	WESTINGHOUSE SUP JACKSONVILLE FL				.320										.320			00268473
	WESTINGHOUSE JESUP GA				2.40		2.40											00270243
	WESTINGHOUSE [illegible]				[illegible]					10.8	10.8		7.2					[illegible]
	WESTINGHOUSE CHICAGO ILLINOIS		4.20		5.40	4.80			.60									[illegible]
	WESTINGHOUSE WICHITA KS		6.00															00265544
	WESTINGHOUSE SPRINGFIELD MASS		15.6		1.20			1.20										10389673
	WESTINGHOUSE BALTIMORE MD				12.0						4.20		3.00		4.80			00282235
	WESTINGHOUSE BALTIMORE MD		3.60															10389832
	WESTINGHOUSE SUP N GAITHERS MD				1.10		1.10											00144983
	WESTINGHOUSE TOWSON MD		.640															00249953
	WESTINGHOUSE ELEC AUGUSTA MAINE				3.52										3.52			00286438
	[illegible]		5.24		4.[illegible]						2.56	2.24						[illegible]
	[illegible]				[illegible]							2.64						[illegible]
	WESTINGHOUSE INKTEEN [illegible]	2.00	1.20	2.00	7.80		.60					3.00					[illegible]	00245275

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAJR GPO GP
INKTEEN 54201 CR															00354B		1050-216-16
WESTINGHOUSE CAPE GIRARDEAU MO				3.60				3.60									00276904
WESTINGHOUSE BOSTON ST LOUIS M				3.00		3.00											10386735
WESTINGHOUSE BERLIN NH				.600		.600											00276332
WESTINGHOUSE HILLSIDE NJ		6.60															10389417
WESTINGHOUSE TRENTON NJ				.600								.600					00285870
WESTINGHOUSE LIMA HENDERSON NV				.600			.600										00145114
WESTINGHOUSE ASTORIA NY				12.0								6.00	6.00				00284936
WESTINGHOUSE BELCHER T NY		.055															00257001
WESTINGHOUSE BUFFALO NEW YORK				5.40									5.40				10389561
WESTINGHOUSE COLLEGE PT NY				1.20		1.20											00275220
WESTINGHOUSE CREEKLAWN L IS NY		.600															00271934
WESTINGHOUSE PAINTED POST NY				10.2						10.2							00282162
WESTINGHOUSE ELEC UTICA NY		3.61		2.10					.655	.805	.640						10389150
[illegible]				.055						.055							[illegible]
[illegible]		1.26		.320								.320					[illegible]
WESTINGHOUSE EL PORTLAND OR		.320															10389123
WESTINGHOUSE ELEC BRADDOCK PA		1.80														1.2	00237131
WESTINGHOUSE ERIE PENN				16.2		15.0											10789220
WESTINGHOUSE GLASSPORT PENN	10.0	12.6	10.0	12.6		1.20			1.80		2.40			3.00	3.60	.60	10389038
WESTINGHOUSE JOHNSTOWN PA				.165	.165												00274534
WESTINGHOUSE SHARON PENN	800	1200	800	632			90		50	181	90	51		89			10389751
WESTINGHOUSE EL WILKES BARRE P				4.80			4.80										00169641
WESTINGHOUSE CHATTANOOGA TN				2.00				1.80							1.80		00278351
WESTINGHOUSE KINGSPORT TN		.600															00261831
WESTINGHOUSE KNOXVILLE TN				.220								.220					00284777
WESTINGHOUSE ELEC MASCOT TN		.330															00271519
WESTINGHOUSE ELEC FT WORTH TX	2.00	1.20	2.00	1.20			1.20										00165131
WESTINGHOUSE SALT LAKE CTY UT				1.20					1.20								10389573
WESTINGHOUSE EL RICHMOND VA				.600						.600							00177027
WESTINGHOUSE ELEC SOUTH BO VA	3586	4022	3586	3010	275	189	649	194	416	283	194	282	193	283	283	379	00145335
WESTINGHOUSE ELE SEATTLE WASH				1.80	1.20		.60										00276936
WESTINGHOUSE MILWAUKEE WI		1.65		1.29							.970				.320		[illegible]
WESTINGHOUSE FAIRMONT W V		2.40		6.60								1.20				5.40	10389913
WESTINGHOUSE PHILADELPHIA W VA		1.20															00247669
PARENT CUST. TOT-WESTINGHOUSE EL	4635	5477	4635	4639	281	260	749	245	522	493	340	437	205	429	289	390	00047740
TOTAL PRODUCT * * * * * * * LB	4635	5477	4635	4645	281	260	749	245	522	493	340	437	211	429	285	390	1050-216-16
INKTEEN 54201 KA															00368B		1050-212-16
MOLONEY ELECTRIC ST LOUIS MO				16.2						16.2							10054931
TOTAL PRODUCT * * * * * * * LB				16.2						16.2							1050-212-16

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-IN THOUSANDS OF POUNDS AND DOLLARS-

C	CS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP
		PYRANOL A1381															01896A		1040-281-16
12	32	.ALCO MACHY & SUPPLY NYC NY		.120-															00264006
15	32	.GEN ELEC ROME GA	1900	1416	1900	1530	502		202		98	99			207	108	207	107	10031281
12	37	GEN ELEC PITTSFIELD MA	1000		1000	108												108	10031761
		PARENT CUST. TOT-GEN ELEC SCHENE	2900	1416	2900	1638	502		202		98	99			207	108	207	215	10031850
		TOTAL PRODUCT * * * * * * * LB	2900	1416	2900	1638	502		202		98	99			207	108	207	215	1040-281-16
		INERTEEN PPC															00367A		1050-200-16
12	37	.ACME ELECTRIC CUBA NEW YORK	50.0	60.0	50.0														00164658
12	37	.BALTIMORE G - ELEC BALTIMORE M		2.04															10006166
12	37	.BOSTON EDISON DORCHEST MA		10.2		.720-		.720-											00112011
[illegible]	[illegible]	.BROWN - ROOT DIERKS AR	2.00	1.35	2.00														00242543
[illegible]	[illegible]	.CENTRAL POWER CORPSCHRISTI TX		2.40															00254460
[illegible]	[illegible]	.[illegible] ILLINOIS [illegible] IL		2.02															00270393
[illegible]	[illegible]	.AB CHANCE WASHINGTON MO		2.14															00260280
[illegible]	[illegible]	.CHICAGO EXTRD MILS CICERO ILL		.674															00251633
12	37	.CONSOLIDATED EDISN ASTORIA NY		6.74															00152439
[illegible]	[illegible]	.DIAMOND SHAMROCK SHEFFIELD ALA		2.70															10022134
[illegible]	[illegible]	[illegible]	2.30	4.04	2.30	1.35								1.35					[illegible]
12	37	.ENGLISH ELECTRIC CAMBRIDGE MA		4.72															00251333
[illegible]	[illegible]	.GENL CABLE ST LOUIS MO		4.72															10030045
[illegible]	[illegible]	.GULF STATES BATON ROUGE LA		1.35															00254657
[illegible]	[illegible]	.HI-VOLTAGE SYSTEMS TOLEDO OH		.360															[illegible]
[illegible]	[illegible]	.HUGHES TOOL CO HOUSTON TX		.674															00124782
[illegible]	[illegible]	[illegible] MI		.674															[illegible]
[illegible]	[illegible]	.INDIANA KENTUCKY EL MADISON IN		2.70															[illegible]
[illegible]	[illegible]	.INTER STATE ELE FORT SMITH AR		6.74															10041056
[illegible]	[illegible]	.IRC-BURLINGTON BURLINGTON IA		.060															00226516
[illegible]	[illegible]	[illegible] GROVE IL		.674															[illegible]
[illegible]	[illegible]	.MALNA TRAN INC KEARNEY NJ		2.70															10048[illegible]
[illegible]	[illegible]	[illegible] MICH	6.00	[illegible]	6.00														[illegible]
[illegible]	[illegible]	[illegible] WISC		.120															[illegible]
15	32	.MILLS & LUPTON MUSCLE SHOAL AL		.674															00272531
15	32	MILLS & LUPTON SUP CHATTANO TN	.100	.674	.100														00130192
		PARENT CUST. TOT-MILLS & LUPTON	.100	1.35	.100														00130192
[illegible]	[illegible]	.MOLONEY ELECTRIC ST LOUIS MO		.120															10054931
[illegible]	[illegible]	.NORTHROP CORP HAWTHORNE CA		2.70															10058376
12	37	.PENN CENTRAL WILMINGTON DE		6.74															00177970
12	37	PENN CENTRAL ENOLA PA		1.35															00220647
12	37	PENN CENTRAL PAOLI PA	40.0	35.7	40.0														00156663

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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.	CUSTOMER / MAJOR CUSTOMER
	PARENT CUST. TOT-PENN RR PHILADE	40.0	43.8	40.0														10061504
	INCRTEE I PPO															00367A		1050-203-16
222	.PHIPPS PROD CORP PHILADELPHIA PA		3.37															00253774
222	.PHIPPS PROD NORFOLK VA		12.8															00253782
227	.SPELLER-GLOBE NORFOLK VA		.120															0.253.57
226	.SIERRA TRANSFORMER CERRITOS CA		29.7															00253669
227	.S N ELECTRIC CO INC RAHWAY NJ		.674															00211159
	.SUPERIOR AVIATION ROCKFORD IL		.180															10073190
	.T[illegible]	2.00	2.70	2.00														10080651
	TRANSFORMER SERV [illegible]	2.00	2.10	2.00														[illegible]
	PARENT CUST. TOT-TRANSFORMER SER	4.00	4.86	4.00														10080651
	TRANSFORMER SERV CORP AKRON OH		7.00															00251615
5[illegible]	.GOALS UNASGND FOR DK THRU 1932	17.0		17.0														00165[illegible]
5[illegible]	.GOALS UNASGND FOR DK THRU 1974	17.0		17.0														00165[illegible]
5[illegible]	.GOALS UNASGND FOR DK THRU 1970	17.0		17.0														00166081
5[illegible]	.GOALS UNASGND FOR DK THRU 1966	75.0		75.0														00106173
5[illegible]	.GOALS UNASGND FOR DK THRU 1935	17.0		17.0														00206449
5[illegible]	U S GOVT OAKLAND CALIF		4.50															10064024
5[illegible]	U S GOVT PALISADES ID		2.19															0025[illegible]
5[illegible]	U S NAVY SUPPLY CARD HAWAII		.360															3.203.33
5[illegible]	U S NAVY PORTSMOUTH VA		2.02															10064356
	PARENT CUST. TOT-U S GOVT WASHIN		9.07															10064733
5[illegible]	.WESTINGHOUSE ELEC COMPTON CA		.674															0.145 76
5[illegible]	WESTINGHOUSE EMERYVILLE CALIF		1.35															10069721
5[illegible]	WESTINGHOUSE K AIL ATLANTA GA		.720															0.145157
5[illegible]	WESTINGHOUSE DANVILLE IL				.674				.674									0[illegible]
5[illegible]	WESTINGHOUSE WALTHAM MA				.120					.120								0.20[illegible]143
5[illegible]	WESTINGHOUSE MINNEAPOLIS MINN		2.70															[illegible]
5[illegible]	WESTINGHOUSE APPL PKP KC MO		.674		.674		.674											10069033
	WESTINGHOUSE CHARLOTTE NC		0.43															0.145[illegible]
5[illegible]	WESTINGHOUSE BUFFALO NEW YORK		2.70															10069[illegible]
	WESTINGHOUSE CINCINNATI OHIO				19.5	1.3	15.6				3.4							[illegible]
5[illegible]	WESTINGHOUSE PASCATOWN PA				.674					.674								0[illegible]283
5[illegible]	WESTINGHOUSE PHILADELPHIA PA	75.0		75.0														10069727
5[illegible]	WESTINGHOUSE SHARON PENN	75.0		75.0														10069751
	WESTINGHOUSE [illegible]		9.72															[illegible]
	PARENT CUST. TOT-WESTINGHOUSE EL	150	20.0	150	21.7	1.3	15.5		.7	.6	3.4							00047740
5[illegible]	.WILSON ELECT BARTLESVILLE OK	2.00	2.70	2.00														00224464

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES THIS YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJ GRD GP
	TOTAL PRODUCT * * * * * * * LB	399	262	399	15.6	1.3	14.8		.7	.8	3.4		1.3					1050-209-16
	TRANSFORMER INERTEEN 54201 KA															02206A		1050-217-16
	.ETCO WIRE - CABLE BRLYN NY																	10020865
	.WESTINGHOUSE REPAIR D TAMPA F				2.70												2.70	00252729
	.WESTINGHOUSE INDIANAPOLIS IND		2.02															10260605
	WESTINGHOUSE PHILAD PHILA PA		7.41		5.44											1.35	4.09	10089727
	WESTINGHOUSE SHARON PENN				24.8						1.2		4.0	6.1		13.5		10089751
	WESTINGHOUSE ELEC SOUTH BO VA		21.6		32.4				4.0	4.0			24.3					00145335
	PARENT CUST. TOT-WESTINGHOUSE EL		31.0		69.3				4.0	4.0	1.2		28.3	6.1		14.8	10.8	00047740
	TOTAL PRODUCT * * * * * * * LB		31.0		69.3				4.0	4.0	1.2		28.3	6.1		14.8	10.8	1050-217-16
	TRANSFORM PYRANOL A13038															00368A		1050-300-16
	.ACL TRANSFORMER DETROIT MI	2.50	2.88	2.50														10034593
	.ALLEN TRANSFORMER FT SMITH AR		6.75															00153000
	.AMERICAN RECTIFIER COLLEGE NY		16.9															10004516
	.WESTERN ELECTRIC PHOENIX ARIZ		.720															00221058
	.ANCHOR HOCKING GLASS SALEM NJ		1.35															10005566
	ANCHOR HOCKING GLASS CONNES PA		2.63															10005562
	PARENT CUST. TOT-ANCHOR HOCKING		3.98															10005574
	[illegible] DETROIT MI		.120															[illegible]
	.COLUMBIA CORP KAN CITY MO		2.70															10039219
	.BOISE CASCADE SALEM ORE		1.35															10115326
	.BACKA DOVIKI NEW MADRID MO				1.35	1.35												00273656
	.CRUCIBLE FEED & FARM ECUTSVL KY		.675															00248355
	.CHATTANOOGA EL MCK CHATTA TN		2.03															10015479
	[illegible]	15.0	30.7	15.0														[illegible]
	.CONSOL ELEC DISTR COLORADO CA		.135															00150031
	.[illegible]		.360															[illegible]
	.DAUPHIN ELEC HARRISBURG PA		.180															00289433
	.DUTPWATER OPER FERNSVILLE NJ		.360															00253383
	.[illegible] COMPANY MILWAUKEE WI	15.0	12.2	15.0														[illegible]
	.[illegible] FREEPORT ILLINOIS		.360															10022932
	.EASTMAN KODAK CO ROCHESTER NY		.360		.720	.720												10025125
	.ELECTRICAL ENGINEE DES MOIN IA				.675	.675												00117560
	.ELECTRICAL ENGINEE IOWA CITY I		5.40															00201009
	.ELEC MOTOR & SUPPLY FRESNO CA		5.40															00233781
	.ELECTRIC SERV HARTINE NJ				.675	.675												10025737

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GRO GP
	TRANSFORM PYRANOL A13838															00368A		1050-300-10
	.ELECTRIC SERVICE STRATFORD CH		6.75															00196576
	.ELECTRIC SERV CO ALCOA TENN		.675															00275784
	.ELECTRO ENG WKS SAN LEANDRO CA	5.00	8.10	5.00														10025753
	.ELECO NORWOOD MASS		.675															00256721
	.ERIE MANUFACTURING CO ERIE PA		.675															00157112
	.FUEZ MFG CO ERIE PA	20.0	24.3	20.0	2.70	2.70												00162957
	.GSPCY MFG ELECTR SARATOGA KY		.360															00150652
	.FAIRCHILD HILLER FAGERSTOWN MD		1.35															00116273
	.FALSTAFF BREWERY NEW ORLE LA		.360															00118311
	.[illegible] CHICAGO IL		8.10															[illegible]
	.FLORIDA POWER & LIGHT MIAMI FL		1.44															00275252
	.FORD MOTOR CO CHGO HGHTS IL		3.30															[illegible]
	.FORD MOTOR CO LOUISVILLE KY		.720															00246243
	.FORD MOTOR DEARBORN MICH		4.85															[illegible]
	.FORD MOTOR STEEL DEARBORN MI		5.40		2.03	2.03												[illegible]
	AREA TOTL. TOT-FORD MOTOR DEAR		14.3		2.03	2.03												00118990
	.GATES RUBR DENVER CO		.360															10031552
	.GENERAL FOODS DEFIANCE OH		.360															[illegible]
	.GENL ELEC BIRMINGHAM AL		1.35		.360		.360											00120014
	GEN ELECTRIC TUCSON AZ				3.30	3.30												00273970
	G E CO LOS ANGELES ANAHEIM CA		3.39		6.18							4.73	1.35					00120000
	GEN ELEC LOS ANGELES CA		2.91		1.41		.925	.240									.240	10031559
	GEN ELEC OAKLAND CA		2.24															10031397
	GEN ELEC SAN DIEGO CA		.360		.480										.480			00252203
	GEN ELECTRIC CO SAN JOSE CA				.120										.120			00266551
	GEN ELECTRIC SACRAMENTO CA		1.35		.675			.675										10031451
	GEN ELEC DENVER CO		2.03															10032142
	GEN ELEC PLANTSVILLE CT		16.9		2.70				2.70									10031751
	GEN ELEC STAMFORD CT				1.35							1.35						00264327
	GEN ELEC WILMINGTON DE				27.0				8.1	14.9	4.1							00278270
	GEN ELEC JACKSONVILLE FL	10.0	5.63		2.70	2.70												10031176
	GEN ELECTRIC PATRICK AFB FL		.675															00265993
	GEN ELEC TAMPA FLA	3.00	3.77	3.00	4.05		2.03	2.03										[illegible]
	GEN ELEC ROME GA	69.0	55.8	69.0	76.3	19.1		19.4		37.1						.7		[illegible]
	GEN ELEC DETTENDORF IA		.675															00153419
	GEN ELEC SER DETTENDORF IA		.675		1.71	.675		.675			.360							00176650
	GEN ELEC CHICAGO IL	2.00	2.03	2.00	1.35			1.35										10031346
	GEN ELEC LOVES PARK IL				.390			.390										00277037
	[illegible]				1.35		1.35											[illegible]
	[illegible]	[illegible]	[illegible]	6.00	1.00						1.00							[illegible]
	GEN ELEC [illegible] IN	5.00	4.05	5.00														[illegible]
	GEN ELEC SERV SHOP DATON NGELA	4.50	2.70	4.50														00151009

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAP CODE
	TRANSFORM PYRANOL A1503B															00368A		1050-333-1
	GEN ELEC NEW ORLEANS LA	14.0	8.78	14.0	2.03			.68	1.35									
	GEN ELEC HEMFORD PA		12.8		2.70				2.70									10031876
	GEN ELEC PITTSFIELD MA	235	479	230	231	101		100										10031877
	GEN ELEC BALTIMORE MD		6.12		5.40					5.40								10031761
	GEN ELEC BALTI MARYLAND				6.12		6.12											10031244
	GEN ELEC ERIE PA	5.00	3.60	5.00														
	GEN ELEC FORESTVILLE VT				4.05	1.35	.68											00254532
	GEN ELEC SUPPLY WYANDOTTE MI	5.00	4.05	5.00														
	GEN ELEC HOPKINS TX				.360				.360									
	GEN ELEC MINGAPELLIS MN				.360			.360										
	GEN ELEC KANSAS CITY MO				6.75		2.70	4.05										
	GEN ELEC ST LOUIS MO		11.5															00125347
	GEN ELEC BUTTE MT				2.39				1.04	.68	.68							10031655
	GEN ELEC CHARLOTTE NC	9.50	12.7	9.50	4.32	4.32												00270254
	GEN ELEC NO BERGEN NJ		11.5		13.5				13.5									10031672
	GEN ELEC ALBANY NY		5.40															10031532
	GEN ELEC BERTH NY		2.39		.240	.240												10031668
	GEN ELEC OLD BETHPAGE NY		3.36															00237368
	GEN ELEC PAINTED POST NY				.675							.675						00245387
	GEN ELEC SYRACUSE NY		4.05		2.16			2.16										00281231
	GEN ELEC SCHENECTADY NY		.720															00119873
	GENERAL ELECTRIC TONAWANDA N Y				.720						.720							10031650
	GEN ELEC WILMINGTON				.360	.360												00100677
	G E AIRCRAFT-JET CINCINNATI OH		12.5															00119970
	GEN ELEC EUGENE OR		2.03		1.35					1.35								10031635
	GEN ELEC PORTLAND OR	20.0	10.9	20.0														00232934
	GEN ELEC ALLENTOWN PA		.675		.675	.675												10031516
	GEN ELEC ERIE PA	3.00		3.00														10031538
	GENERAL ELEC JOHNSTOWN PA	3.00		3.00														10031654
	GEN ELEC W MIFFLIN PA	5.00	31.7	5.00	6.75				6.75									00231231
	GEN ELEC PACET PA				6.75				6.75									10031104
	GEN ELEC PHIL PA	50.0	43.2	50.0														00270165
	GENERAL ELEC WASHINGTONVILLE PA		.330															10031216
	GEN ELEC YORK PA		.675															00263342
	GENERAL ELECTRIC KNOXVILLE TN				2.03	1.35	1.35				.68							00154172
	GEN ELEC MEMPHIS TN	4.00	5.40	4.00														00157433
	GEN ELEC CORPUS CHRISTI TX		3.38															00227677
	GEN ELEC DALLAS TX		4.46															10031549
	GEN ELECTRIC SUP FREEPORT TX		6.75															10031974
	GENE ELECTRIC HOUSTON TEXAS		4.64															00120111
	GEN ELEC HIGHLAND TEXAS		2.03		.675					.675								00153983
	GENERAL ELECT SUP TEXAS CITY T		.720															00185735
	GEN ELEC SALT LAKE CITY UTAH		10.1															00249155
	GEN ELEC INGRAM RICHMOND VA		7.20		3.60	3.60												10031192
																		10031621

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	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.	CUSTOMER MAP DISTRICT
	TRANSFORM PYRANOL A13038															00368A		1050-300-1
1	GEN ELEC KENT WA				2.70						2.70							00281476
2	GEN ELEC SEATTLE WA		5.40		2.70							1.35		1.35				1003.935
2	GEN ELEC MERALEX WISC				.675	.675												[illegible]
1	[illegible]	5.00	1.04	5.00														[illegible]
1	GEN ELEC CHARLESTON WV	5.00	8.10	5.00														10031476
2	G E SER SHOP CHAMBLEE GA	15.0	13.1	15.0	6.75			6.75										10031222
	[illegible] CLEVELAND OH	10.0	[illegible]	10.0	2.70	1.35			1.35									[illegible]
7	G E SERV SHOP PHILA PA		41.3		31.1	1.35	8.10		9.45	5.40	2.70		3.38		.68			10032156
10	GEN ELEC SUPPLY OAKLAND CA		5.45															10032[illegible]
7	GEN ELEC SUPPLY BLADENSBURG MD		4.50															00265926
7	GEN ELEC SUPPLY PHIL PA		1.80		16.9			4.05	3.78				4.05					10032113
6	GEN ELEC SUPPLY SPOKANE WA				3.50				2.70	.68			.12					10032121
	AGENT CUST. TOT-GEN ELEC SCHENE	492	507	482	474	144	24	143	66	66	12	8	9	1	1	1		10031850
	[illegible] CORPORATION [illegible] OH		8.10															[illegible]
	[illegible] RIVER CORP NORTH PRYOR OK		.360															00271497
	.GRAYBAR ELECTRIC BAKERSFLD CA		.675															0025.793
	[illegible] ELECTRIC [illegible] IL				.360	.360												[illegible]
	AGENT CUST. TOT-GRAYBAR ELECTRI		.675		.360	.360												00232173
	.GREAT LAKES CHEM EL DORADO ARK		.675															00214787
	.GREENVILLE MILL GREENVILLE MS				.120	.120												00220230
	[illegible] ELECTRIC [illegible] IL		3.60															[illegible]
	[illegible] GENERAL [illegible] NJ		16.2															[illegible]
	.INDUSTRIAL ELECTRIC ARCATA CA		.360															[illegible]
	INDUSTRIAL ELECTRIC ROCLUND CA		.360															00265756
	AGENT CUST. TOT-INDUSTRIAL ELEC		.720															00140065
	.INDUSTRIAL PHSL ELEC LOS AN CA		.675															00265397
	[illegible] STEEL [illegible] IL		2.03															[illegible]
	.[illegible] RECTIFIER CORP ELSEG CAL		.130															[illegible]
	[illegible]		.360															[illegible]
	.KANSAS GAS AND EL WICHITA KS				.300	.300												[illegible]
	.KLEIN CORP COOKSVILLE TENN	.300	.360	.300														10343968
	.KENNECOTT COPPER HAYDEN AZ		2.03															00217[illegible]
	.KOLITZ HAGMAN ELEC S BEND IND	5.00	3.96	5.00														00191612
	.KOLLIN'S ELEC CRYSTAL SPR MS	180	258	180	146	24.3	30.4		30.4	60.8								[illegible]
	[illegible] WESTMINSTER CA		.135															0.127264
	.LAPSEN HOUSE LOS ANGELES CA		5.40															00255737
	.LEEDS NORTHRUP N WALES PA		.130															10045444
	.MARTIN MARIETTA LEWISPORT KY		.675															10045765
																		10037034

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

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.	CUSTOMER NUMBER
TRANSFORM PYRAMIL A13830															00368A		1050-300-1
[illegible]		.500															[illegible]
[illegible]		[illegible]															[illegible]
[illegible]		[illegible]															00131122
.MILLS & LUPTON SUP CHATTANO TN	.200	.120	.200														[illegible]
.MIDWAY - PITG ST PAUL MN		.075															00220710
.BLUEHEAD MACH CARDALE PA		.075															00240803
.U S IND CHEM DIV DEER PARK TX	3.50	2.00	3.50														10056285
[illegible] STEEL DETROIT MI		[illegible]															00235372
NATIONAL STEEL WEIRTON WV		4.73															
PARENT CUST. TOT=NATIONAL STEEL		10.1															00044622
.PLET OF NY ACTH JAMAICA NY		3.30															10057531
[illegible] STAT S PEPPER APLS PA		1.44		2.52	2.52												[illegible]
.NORTHWEST ELECTRIC ERIE PA		1.35															00261661
[illegible] STEEL STERLING IL		2.70															[illegible]
.NORTHWEST TRANSFOR EVERSON WA		.075															10056503
.DOTAGON PROCESS EDGEWATER NJ		[illegible]															10058056
[illegible] BEVERLY OHIO		2.70															[illegible]
.ORLANDO ARMATURE ORLANDO FL	2.70	6.75	2.70														10056555
.PACIFIC ELEC MOT OAKLAND CA		4.05															10060125
.PACIFIC PKG - L1 PORTLAND OR		2.40															10060222
.PENN CENTRAL WILMINGTON DE		6.15															00177970
PENN CENTRAL PAOLI PA		6.75															00156663
PENN RR ERIE PA		1.35															10061490
PARENT CUST. TOT=PENN RR PHILADE		16.2															10061504
.P G & E CO HEALDSBURG CA		1.35															00272295
.PHILLIPS PET BARGER TX		.360															10062075
PHILLIPS PROD BORGER TX		.720															00133767
PARENT CUST. TOT=PHILLIPS PET BA		1.08															10062059
[illegible] CONNECT CONNECT CH				5.40	5.40												00283179
.H K PORTER BELMONT CA				2.70								2.70					10064155
H K PORTER PHILADELPHIA PA		.130															10064112
PARENT CUST. TOT=H K PORTER CC P		.130		2.70								2.70					00345012
.PRECISION RUB LEGANDO IN		.120															10064422
.PROCTER-GAMBLE KAN CITY KS		.675															10064740
PROCTER AND GAMBLE ST LOUIS MO		.360															00156534
PARENT CUST. TOT=PROCTER AND GAM		1.04															10064767

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 NO / MAP CODE
	TRANSFORM PYRAKUL A13338															00368A		1056-300-16
592	.REPUBLIC STEEL ALABAMA CITY AL		1.35															
27	.RESOURCE CONTROL WESTHAVEN CT		2.27															10367421
5	.RESOURCE CONTROL SILVER DCK P		.120															00262226
257	.RESOURCE CONTROL FORT JEFFER NY				.675	.675												00265756
592	.REYNOLDS MET SPEEP LISTERNI AL		1.35															00273707
27	REYNOLDS METALS MESSENA NY		4.73															00135952
																		10367790
	PARENT CUST. TOT-REYNOLDS METALS		6.08															10367782
	[illegible]		[illegible]															[illegible]
	.SACRAMENTO MUNIC SACRAMENTO CA		4.05															01172155
5	.SAN ANGELO ELEC SAN ANGELO TX	3.50	5.40	3.50														01389951
7	.SCOTT W A ENG PHILADELPHIA PA		1.35															00255550
5	.SCHMIDT IND SCHILLER PARK IL		4.05															00279957
1	.SHARON STEEL FARRELL PA		[illegible]															10372166
5	.SOUTH CAROL PUBLIC WORKS CO SC		1.35															00263762
5	.SOUTHWEST ELEC CARLA CITY CA		5.40															10374339
5	.SPOKANE TRANSFORME SEATTLE WA		1.35															00130738
26	SPOKANE TRANSFRM SPOKANE WA	25.0	23.6	25.0	3.38	3.38												10374754
	PARENT CUST. TOT-SPOKANE TRANSFM	25.0	25.0	25.0	3.38	3.38												10374754
5	.CHEVRON CHE PANAMA CITY FL		.120															00270954
5	.SAN-KITT [illegible]		2.39		1.35				1.35									[illegible]
6	.HOUSER PULP-PAP PALATKA FL	1.50	1.44	1.50														10339274
	[illegible]		.360															[illegible]
7	.TAPPAN ZEE ELECT W NYACK NY		2.70															00251631
5	.TELEDYNE-GLEN PACIFIC CARLA CA				6.08				1.35			4.73						00270330
5	.TENNESSEE ARM EC KNOXVILLE TEN		.720															00223131
5	.TENN TRANSFORM CHATTANOOGA TN		6.08		4.05		4.05											00136913
4	.TEXAS ELEC SER WICH FALLS TX		.360															00271337
6	.TIMKEN-ROCK COLORADO SPRGS CO		.120															00270571
	[illegible]		[illegible]															[illegible]
	[illegible]		.240															[illegible]
	[illegible]		[illegible]															[illegible]
5	.TRESSLER PRODUCTS FT PIERC FL		.675															00265395
	.[illegible] STATE ELEC [illegible] IA		2.08															00260479
5	.TURNER ELEC WKS JACKSONVILLE F	24.0	24.3	24.0														10301246
6	TOTALS ORDERED FOR DR THRU 1066	39.0		39.0														00166170
5	.UNION CAR - NUC CARBIDE TEXA		14.3															10381471
	UNION CARBIDE TEXAS CITY TEX	9.00	5.40	9.00														10351734
	PARENT CUST. TOT-UNION CARBIDE C	9.00	19.7	9.00														00345735

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR GRP GP
	TRANSFORM PYRANOL A13B3B															00368A		1050-300-16
	.UNION ELECTRIC ST LOUIS MO		3.38															00141925
	.UNION OIL CO LOS ANGELES CA		.130															00047155
	UNION OIL WILMINGTON CALIF		.315															10082183
	PARENT CUST. TOT-UNION OIL CO LC		.445															00047155
	.UNIROYAL JOLIET-ARS-JOLIET ILL		.360															[illegible]
	.U S ARMY NEW CUMB RLAND PA		.120															00259632
	U S ARMY PHILADELPHIA PA		2.03															00207578
	U S MARINE BARSTOW CA		1.20															00257230
	U S NAVY OAKLAND CALIF		2.70															10064286
	U S NAVY SAN FRANCISCO CALIF				1.30	1.30												10084164
	PARENT CUST. TOT-U S GOVT WASHIN		6.05		1.30	1.30												10064733
	.VAN NESS CO PETSDAM NY		.675															00265039
	[illegible]	140	80.3	140														[illegible]
	.VIR ELEC POW MOUNT STORM W V		1.35		1.35	1.35												10066957
	.[illegible]		.180															10014667
	.WESTINGHOUSE LOS ANGELES CA				.120					.120								00200313
	WESTINGHOUSE SHREVEPORT LA		.675															00270772
	WESTINGHOUSE NORFOLK VA				.675		.675											00275948
	PARENT CUST. TOT-WESTINGHOUSE EL		.675		.795		.675			.120								00047740
	.WEYERHAEUSER KALAMATH FALLS OR				2.70	2.70												00265055
	.WOODARD BROS WALLA WALLA WA		.675															00230219
	TOTAL PRODUCT * * * * * * * LB	983	1686	973	650	195	51	143	96	127	12	13	12	1	1	1		1050-300-16
	TRANSFORMER PYRANOL A13B3B-2															02402A		1050-301-16
	.GEN ELEC MOBILE AL				.675						.675							00281506
	GEN ELEC OAKLAND CA				.675									.675				10031397
	GEN ELEC DENVER CO				4.05							4.05						10032146
	GEN ELEC STAMFORD CT				1.35										1.35			00264327
	GEN ELEC WILMINGTON DE				12.2									6.75			5.40	00278270
	GEN ELEC JACKSONVILLE FL				.675						.675							10031176
	GEN ELEC TAMPA FLA				3.20								2.16			1.04		10030943
	GEN ELEC ROME GA				350					51.0	31.0	77.4	61.0	45.3	40.5	43.4		10031261
	GEN ELEC SER BETTENDORF IA				1.35									1.35				00170050
	GEN ELEC CHICAGO IL				6.75						4.05					2.70		[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	TRANSFORMER PYRANOL A1383B-2															024	2A	1050-331-16
1169	GEN ELEC INDIANAPOLIS IN				[illegible]								2.70				5.42	[illegible]
1174	GEN ELEC LOUISVILLE KY				7.43								6.08	1.35				10331415
1257	GEN ELEC READING PA				4.05											4.05		10331877
1257	GEN ELEC PITTSFIELD MA				315									105		210		10331761
1257	GEN ELEC HALTI MARYLAND				2.16								2.16					[illegible]
[illegible]	[illegible]				[illegible]								[illegible]					[illegible]
[illegible]	GEN ELEC CO FRANKLIN PA				2.03								2.03					[illegible]
[illegible]	GEN ELEC HIGHLANDS PA				1.40											1.00	.72	[illegible]
[illegible]	GEN ELEC KANSAS CITY MO				4.05									4.05				[illegible]
[illegible]	GEN ELEC ST LOUIS MO				6.32						.24	4.73	.68				.68	10331465
[illegible]	GEN ELEC SCHITT NY				.120						.120							[illegible]
[illegible]	GEN ELEC SYRACUSE NY				3.38							3.38						00415473
[illegible]	GENERAL ELECTRIC TONAWANDA N Y				1.44												1.83	[illegible]
[illegible]	GEN ELEC-ROME COLUMBUS OH				1.44								1.44					[illegible]
[illegible]	G E SERVICE SHOP CINCINNATI OH				6.84					6.84								[illegible]
[illegible]	GEN ELEC [illegible] OH				2.70									2.70				[illegible]
[illegible]	GEN ELEC EUGENE OR				.675								.675					[illegible]
[illegible]	GEN ELEC ROSEBURG ORE				2.03										2.03			00232934
1257	GEN ELEC ALLENTOWN PA				4.05												4.05	[illegible]
[illegible]	GEN ELEC W HIFFLIN PA				22.6						22.3						.7	[illegible]
1257	GEN ELEC PAOLI PA				12.2								9.45				2.75	[illegible]
[illegible]	GEN ELEC MEMPHIS TN				[illegible]										6.75		6.75	00273165
[illegible]	GEN ELEC DALLAS TX				4.05										4.05			[illegible]
[illegible]	GENERAL ELECTRIC HOUSTON TEXAS				6.26								6.26					10331994
[illegible]	GEN ELEC MIDLAND TEXAS				16.2						10.8	1.8	1.1	2.5				[illegible]
[illegible]	GENERAL ELECT SUP TEXAS CITY T				.675								.675					[illegible]
1257	GEN ELEC INGRAM RICHMOND VA				.720										.720			[illegible]
[illegible]	GEN ELEC SEATTLE WA				3.60										3.60			10331621
[illegible]	GEN ELEC SERV SHOP MILWAUKEE WI				5.40										5.40			10331735
[illegible]	GEN ELEC CHARLESTON WV				2.70								1.35			1.35		[illegible]
[illegible]	G E SER SHOP CHARLEE GA				2.03										2.03			10331476
[illegible]	G E SERVICE CLEVELAND OH				8.10											8.10		10331224
1257	G E SERV SHOP PHILA PA				8.78						.68	1.35	4.73			1.35	.68	[illegible]
1257	GEN ELEC SUP ABERDEEN PA OR PO				66.9					1.4	3.4	6.8	3.1	10.1	26.3	12.8	3.1	[illegible]
1257	GEN ELEC SUPPLY HEADENBURG MO				3.38											3.38		[illegible]
1257	GEN ELEC SUPPLY PHIL PA				4.44								4.44					[illegible]
[illegible]	GEN ELEC SUPPLY SPOKANE WA				12.8					12.8								10332113
					6.75									2.03		4.05	.68	10332121
	PARENT CUST. TOT-GEN ELEC SCHENE				577					72	74	99	131	182	93	293	33	10331055
1574	KUHLMAN ELEC CRYSTAL SPR MS				213						60.6	30.4		60.8		30.4	30.4	00127264
[illegible]	[illegible] IL				19.7					7.62	3.33		9.87					[illegible]
[illegible]	WESTINGHOUSE SKOKIE IL				2.03									2.03				[illegible]

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible]	[illegible]	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	TRANSFORMER PYRANOL A13830-2															024.	2A	1050-301-1[illegible]
	WESTINGHOUSE KANSAS CITY MO				.915								.915					00285125
	PARENT CUST. TOT-WESTINGHOUSE EL				22.7					7.62	3.30		9.74	2.03				00347740
	TOTAL PRODUCT * * * * * * * LB				1212					80	138	130	141	244	93	324	63	1050-301-1[illegible]
	70 TOT CLASS TRANSFORMER FLUI LB	14418	13112	14408	13039	1497	806	1817	661	1318	1151	962	1078	1237	1082	1332	698	
	AROCLOR 1016															022[illegible]0A		1040-016-1[illegible]
1287	.AEROVOX CORP NEW BEDFORD MA	1069	284	1069	1063	175	93	264	92	93	84	92	184	91	204	105	166	10[illegible]1013
1287	.ALBANY FELT CO ALBANY NY		.165															10[illegible]1611
1287	.CAPACITOR SPECLST ESCONDIDO CA				18.0										6.60	8.40	3.60	00181374
1287	.E I DU PONT DE NEM CLINTON IA		.100															10323060
1287	.ELECTRO MAGNET FI PALO ALTO CA				.6[illegible]									.600				00287[illegible]
1287	[illegible] UTILIT CA SALLE IL	1000	87.2	1000	000	43	47	120	80	43	42		43		43	80	43	10[illegible]
1287	.UNIV MFG CORP BRIDGEPORT CT	1500	362	1500	1093	175		181		101	90		96	88	93	94	95	10325790
1287	UNIV MFG CORP TOTOWA NJ		187		825	97	182	87			91		95	94		93	95	00165[illegible]0
	PARENT CUST. TOT-ELECTRON IC CORP	1500	549	1500	1918	275	182	268		181	181		163	182	93	187	187	10325790
1287	.CONNELL COR ELEC N BEDFORD MAS	2000	371	2000	1612	177	173	166	92	174	91	184	94	91	92	184	93	00586740
1287	.FILTRON CO INC FLUSHING NY				9.00								6.00				3.00	10327861
1287	.GEN ELEC PITTSFIELD MA				1.20			1.20										10331761
1287	GEN ELEC FORT EDWARDS NY				5790	500	378	663	663	573	286	285	571	285	473	479	576	00249467
1287	GEN ELEC HOOSICK FALLS NY	6000	1324	6000	2091	377	190	284	189	96	287		151	97	96	193	93	10331931
	PARENT CUST. TOT-GEN ELEC SCHENE	6000	1324	6000	7862	937	567	545	851	668	573	285	762	381	569	671	669	10331950
	[illegible] CHICAGO IL	1500	[illegible]	1500	[illegible]	[illegible]												[illegible]
1287	.HERCULES WILMINGTON DE		.600															10[illegible]7557
	HERCULES INC TERRE HAUTE IN		.600															00153[illegible]
	PARENT CUST. TOT-HERCULES WILMIN		1.20															10337557
1287	.HIGH ENERGY INC ESCONDIDO CA				13.2			6.00				7.20						00277460
1287	.HIGH ENERGY WESTFIELD MASS				.6[illegible]										.600			00268616
1287	.HIGH ENERGY FALSTON PA		13.2		141	7.2	46.2	39.6							3.0	45.0		10337564
1287	.JARO COMPANY INC BENNINGTON VT	400	142	400	632	80.9		90.8		91.7		91.0	92.7		92.7		92.2	00183830
1287	.P J SCHWEITZER EEE MASS		.220		.165	.165												10371429
1287	.MALLORY CAPACITOR WAYNESBOR TN	1000	379	1000	1396	91	92	182	88	185	94	94	190	94	96	95	97	00210143
1287	[illegible] EDISON SOUTH MI WI	1200	181	1200	938	88.9	0975	9572	8835	9593		90.1	95.7	94.5		95.6	97.9	00120910

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR ORG GP
	ARCOLOR 1016															02250A		1040-016-16
[illegible]	.NO CHG SHIPMENTS SPECIALTY PRD		.055															00271[illegible]
[illegible]	.PLASTIC CAPACITORS-CHICAGO ILL	7.00		7.00														[illegible]
[illegible]	.SANGAMO ELEC PICKENS SC	800	290	800	729		96.5	92.9		86.1	96.7	88.9	89.9	94.1		84.1		10[illegible]733
[illegible]	.SPRAGUE ELEC N ADAMS MA	1500	187	1500	1092	264		179	186				94	185		92	92	10074770
[illegible]	.STEVENS PAPER S FADLEY FALL MA		.600															00139236
[illegible]	STEVENS PA MILLS WESTFIELD MA		.600		.600	.600												10076137
	PARENT CUST. TOT-STEVENS PAP MIL		1.20		.600	.600												00139246
[illegible]	.WESTINGHOUSE BLOOMINGTON IND		286		1717	189	287	95	95	95		96	95	285	190	193	[illegible]	[illegible]
[illegible]	[illegible]				[illegible]							[illegible]				[illegible]		[illegible]
[illegible]	WESTINGHOUSE DETROIT MICHIGAN				[illegible]		[illegible]											[illegible]
[illegible]	WESTINGHOUSE CLEVELAND OHIO	82.0	8.40	82.0	49.[illegible]		5.40		3.00	4.00	3.00	3.60	3.60	5.40	5.40	7.[illegible]	7.20	10[illegible]441
[illegible]	WESTINGHOUSE PITTSBURGH PA		1.19															10[illegible]745
	PARENT CUST. TOT-WESTINGHOUSE EL	82.0	296	82.0	1769	189	293	95	98	101	3	101	99	291	196	201	103	00047740
[illegible]	.YORK CAPACITOR CORP BRKLYN NY	100	26.4	100	103	25.2		25.2	26.4		26.4							10092590
	TOTAL PRODUCT * * * * * * * LB	16673	4138	16673	20517	2356	1676	2580	1608	1718	1191	1037	1933	1504	1394	1855	1666	1040-016-16
	ARCOLOR DIST 1232															00345C		1040-230-16
[illegible]	.WESTINGHOUSE BLOOMINGTON IND	300		300														10089786
	TOTAL PRODUCT * * * * * * * LB	300		300														1040-230-16
	ARCOLOR 1242															00349C		1040-240-16
[illegible]	.AEROVOX CORP NEW BEDFORD MA		568															10001013
[illegible]	.ALBANY FELT CO ALBANY NY		.165															10001811
[illegible]	.ANDERSON ELECTRIC LEEDS AL	2.00	1.20	2.00														10005655
[illegible]	.CAPACITOR SPECIST ESCONDIDO CA		36.6		8.40	8.40												00181374
[illegible]	.CONDENSER PROD BROOKSVILLE FL		.600		.600	.600												00257[illegible]36
[illegible]	.ELECTRO MAG MOUNT VIEW CA		1.20															0025[illegible]99
[illegible]	.ELECTRICAL UTILITY LA SALLE IL		702															10025745
[illegible]	.UNIV MFG CORP BRIDGEPORT CT		384															10025796
[illegible]	UNIV MFG CORP TOTOWA NJ		288															00165[illegible]16
	PARENT CUST. TOT-ELECTRON IC COM		671															10025796
[illegible]	.ESSEX CHEM SAYREVILLE NJ		12.0															10026687
[illegible]	.CORNELL DUB ELEC N BEDFORD MAS		845															00086740
[illegible]	.CARLOCK PALMYRA NY		.055															10030498

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR GRD GP
	ARCLOR 1242															00349C		1040-240-16
1237	.GEN ELEC HUDSON FALLS NY		4223															10031931
1234	.GOLDMAN CO CHICAGO ILL		7.20															10035[illegible]
1237	.HERCULES INC HERCULES DE		4.00															10037549
1237	HERCULES WILMINGTON DE		.600															10037557
[illegible]	[illegible]		[illegible]															[illegible]
	PARENT CUST. TOT-HERCULES WILMIN		5.20															10037557
1237	.HIGH ENERGY MALVERN PA		41.4															10037964
[illegible]	[illegible] CHAST CHGO ILL		2.40															[illegible]
1237	.JAMO COMPANY INC BENNINGTON VT		532															00183630
1231	.HART ELECTRIC BLUEFIELD W VA		14.4															00241717
1237	.P J SCHWEITZER LEE MASS		.330															10071429
[illegible]	.MALLORY CAPACITOR WAYNESBOR TN		420															00216143
[illegible]	.MARTIN MARIETTA COMPOC CA																	10046974
[illegible]	.MAXWELL LAB SAN DIEG CA		30.0															00126740
[illegible]	[illegible]		532															[illegible]
1237	.N W L TRANSFORMERS TRENTON NJ		12.0															00257721
[illegible]	[illegible]		[illegible]															[illegible]
[illegible]	[illegible]		11.4															[illegible]
[illegible]	RELIANCE ELEC CLEVE OH		1.00															[illegible]
	PARENT CUST. TOT-RELIANCE ELEC C		13.2															10067251
1235	.SANGAMO ELEC PICKENS SC		655															10075783
1237	.SPRAGUE ELEC N ADAMS MA		952															10074770
[illegible]	.HUMBLE OIL REF BENICIA CA		.055															00165379
1237	.STEVENS PA MILLS WESTFIELD MA		1.20															10076137
[illegible]	.U S CAPACITOR SCR VALLEY CA		.600															00219[illegible]
[illegible]	.WESTINGHOUSE BLOOMINGTON IND		.649															[illegible]
1237	.WESTVACO CORP COVINGTON VA		.600															10086555
1237	.YORK CAPACITOR CORP BRKLYN NY		52.8															10092590
	TOTAL PRODUCT * * * * * * * LB	2.00	10803	2.00	9.00	9.00												1040-240-16
	CAPACITOR 21															00343C		1040-225-16
1237	.GEN ELEC FORT EDWARDS NY	300	13.5	300	19.8		5.20					5.20				4.16	5.20	00249467
	TOTAL PRODUCT * * * * * * * LB	300	13.5	300	19.8		5.20					5.20 1.33				4.16 1.06	5.20 1.33	1040-225-16

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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.	CUSTOMER MAP OR PROJ
	DISC DIELECTRICS															0244	20	9998-000-16
1172	.CHAMPION INTL HAMILTON OH		29.4															10015308
1174	.E I DU PONT DE NEM CLINTON IA				.880	.880				.144	.144							10023638
1237	.UNIV MFG CORP BRIDGEPORT CT		.600															10025795
1932	.GEN ELEC ROME GA		95.7															10031201
1237	GEN ELEC PITTSFIELD MA		826		112			112										10031751
1237	GEN ELEC HUDSON FALLS NY		.248															10031931
	PARENT CUST. TOT-GEN ELEC SCHENE		922		112			112										10031650
1933	.HERCULES INC TERRE HAUTE IN		1.22		1.20	1.20												00153958
1178	.WESTINGHOUSE BLOOMINGTON IND		2.40															10089786
1237	.WOODMONT PRO HUNTINGDON VAL PA		6.00															10092116
	TOTAL PRODUCT * * * * * * * LB		962		114	2		112										9998-000-16
	INERTEEN 54201 KJ															0228	3A	1050-218-16
1178	.WESTINGHOUSE BLOOMINGTON IND		8.25		16.5	8.25	8.25											10089786
	TOTAL PRODUCT * * * * * * * LB		8.25		16.5	8.25	8.25											1050-218-16
	30 TOT CLASS CAPACITOR FLUIDS LB	17275	15925	17275	20677	2375	1689	2693	1608	1718	1191	1042	1933	1504	1394	1859	1671	
	36 TOT PG DIELECTRICS DR.C.P LB	31693	31037	31683	34514	3872	2495	4510	2269	3036	2342	2004	3011	2741	2477	3191	2569	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR GRD GP
	17 PCB/PCT DR.C.PATON																	
	THERMINOL FR-1															0035	GA	1043-245-17
[illegible]	.ACTIVATED METAL SEVIERVILLE TN		3.00															10[illegible]645
[illegible]	.AEROQUIP CORP BARRINGTON ILL		.110															00157[illegible]
[illegible]	.AERO VAC CORP TROY NY		.110															00254967
[illegible]	.AIR CARGO EQUIP DES PLAINES IL		4.20															00249513
[illegible]	.ALLIED CHEM MOUNDSVILLE WV		30.0															100[illegible]2443
[illegible]	.ALPHA PORTLAND CE CEMENTON NY		4.20															00225592
[illegible]	.ALUMINUM CO NEW KENSINGTON PA		1.20															10[illegible]2835
[illegible]	REA MAGNET WIRE FT WAYNE IND		.600															00[illegible]
[illegible]	REA MAGNET WIRE LAFAYETTE IN		4.80															10[illegible]
	PARENT CUST. TOT-ALUMINUM CO PIT		6.60															00045[illegible]3
[illegible]	.ALCAN ALUMINUM FAIRMONT W VA		.600															00183[illegible]
[illegible]	.AMERICAN BAKERIES DETROIT MI		.600															100[illegible]431
[illegible]	AMERICAN BAKERIES BROOKLYN N Y		.275															00069786
	PARENT CUST. TOT-AMERICAN BAKERI		.875															00046671
[illegible]	.AMERICAN HYDROTHM E WOODSTK CT		4.80															00237493
[illegible]	AMERICAN HYDROTHERM KC MO		2.40															00221236
	PARENT CUST. TOT-AMERICAN HYDROT		7.20															10004[illegible]4
[illegible]	.REVERE COPPER BRASS SCOTSB AL		26.4															00221902
[illegible]	.[illegible] INC NEW CASTLE IN		.110															10[illegible]
[illegible]	.AMERICAN THERMPLSTC BOUNDBR NJ		1.80															10005[illegible]51
[illegible]	.AMEX PLASTICS ROCKWAY NJ		.600															00243353
[illegible]	.AMETEK/WEST PL WAPAKEONETA OH		.600															00[illegible]22
[illegible]	.AMADARKO PROD LIBERAL KS		7.20															10[illegible]5515
[illegible]	.TONY ANGELO CEMENT DETROIT MI		1.20															00[illegible]
[illegible]	.ANGLEY EAST CORP DOYLESTOWN PA		1.20															00187291
[illegible]	.ANTRIM LUMBER PONCA CITY OK		1.20															00256625
[illegible]	.ARMCO STEEL MIDDLETOWN OH		3.00															10[illegible]
[illegible]	.ARMAN CO MCCOOK IL		4.80															10[illegible]376
[illegible]	.ARMSTRONG CORK MACON GEORGIA		13.2															00[illegible]113
[illegible]	ARMSTRONG CORK LANCASTER PA		3.00															10[illegible]430
	PARENT CUST. TOT-ARMSTRONG CORK		16.2															10006430
[illegible]	.ARTCRAFT IND TURLOCK CA		.110															00280917
[illegible]	.ATHOL MFG BOTNER NC		1.20															10007011

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID MAIL CODE
		THERMINOL FR-1															00350A		1040-245-
12	83	.ATLANTIC CEMENT CO RAVENA NY		3.00															00228753
12	87	.ATLANTIC RESEARCH ALEXANDER VA		.275															00110531
12	84	.ATLANTIC RICHFIELD E CHIC IN		3.60															10073[illegible]
19	85	ATLANTIC RICHFIELD HOUSTON TX		3.60															10073200
		PARENT CUST. TOT-ATLANTIC RICHFI		7.20															10007178
11	80	.BAYLOCK & WILCOX ALLIANCE OHIO		.600															[illegible]
11	84	.BACCRAFT CORP OF AM CHICAGO IL		3.60															[illegible]
11	84	.FRYE COPYSYSTM DES MOINES IA		.600															[illegible]
12	5	.ADHESIVE ENG SAN CARLOS CA		3.00															10009752
11	5	.BENDIX CORP AEROSPCE S BEND IN		3.60															10009169
13	83	BENDIX CORP KAN CITY MO				240				240									10009215
12	82	BENDIX CORP SIDNEY NY		6.00															10009278
12	82	BENDIX CORP TROY NY		4.20															10009175
		PARENT CUST. TOT-BENDIX CORP DET		13.8		240				240									00045551
19	83	.BOISE CASCADE HAZELWOOD MO		2.19															00244366
12	86	.BORDEN FREMONT CALIF		10.2															10016462
12	82	BORDEN MIDDLESEX NJ		.600															10016[illegible]
11	78	BORDEN COLUMBUS OHIO		32.4															10010[illegible]
		PARENT CUST. TOT-BORDEN COLUMBUS		43.2															10010586
12	73	.BRISTOL LAB INC E SYRACUSE NY		1.20															10011493
18	85	.B S P CORPORATION BRISBANE CA		.600															00255413
19	85	.BURLINGTON IND GREENSBORO NC		6.60															10012546
19	85	BURLINGTON IND CHERAW SC		19.2															00148212
19	85	BURLINGTON IND ALTAVISTA VA		3.60															10012538
		PARENT CUST. TOT-BURLINGTON IND		29.4															10012546
11	86	.CABOT TITANIA INC ASHTABULA OH		26.0															[illegible]
11	83	.CARBON MUSKEGON MUSKEGON MI		1.20															[illegible]
19	83	.CARBORUNDUM HICKMAN KY		24.0															10013771
11	81	CARBORUNDUM R-D DIV SANBORN NY		.220															00060886
		PARENT CUST. TOT-CARBORUNDUM NIA		24.2															10013763
11	84	.CARGILL INC CARPENTERSVILLE IL		15.0															[illegible]
11	83	.CASWELL INDUSTRI ANN ARBOR MI		.165															00227617
19	85	.CELANESE PLAS GREER SC		1.20															00245690
12	82	.CELLUCRAFT INC NEW HYDE PRK NY		2.40															00176184

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR GRD GP
	THERMINOL FR-1															00350A		1040-245-17
[illegible]	.CENAC TOWING CO HOUMA LA		1.20															00226033
[illegible]	.CHAMPION INTL ANDERSON CA		.110															10084946
[illegible]	.CHANSLOR WESTRN OIL FELLOWS CA		8.40															00227638
[illegible]	.CIBA GEIGY CORP CRANSTON RI		1.20															10031668
[illegible]	.CLAYTON CHEM CO SAUGET ILL		.600															[illegible]
[illegible]	.COASTAL CHEM CO ABBEVILLE LA		174															00187106
[illegible]	.COLD SPRING CO YARDLEY PA		13.0															00255556
[illegible]	.COLLINS & AIKMAN ASHAWAY RI		3.00															00262331
[illegible]	.COLLOID CHEM CEDAR KNOLLS NJ		.620															10017777
[illegible]	.COLONIAL SAND KINGSTON NY		10.8															00262358
[illegible]	.COLORADO OIL CO ROCK SPR WY		3.00															00114085
[illegible]	.COLORPAC INC FRANKLYN OH		1.80															[illegible]
[illegible]	.COMMOF PASTEURIZING STOCTON CA		1.20															00227544
[illegible]	.CONSOLIDATED ALUM LAKE CHAR LA		24.0															00235024
[illegible]	.CONT CORP OF AM RENTON WA		.600															10016625
[illegible]	.CONTINENTAL CAN CO ROGERS ARK		1.20															00215066
[illegible]	CONTINENTAL CAN LOS ANGELES CA		.600															00252174
[illegible]	CONTINENTAL CAN CO READING PA		1.20															10018978
	PARENT CUST. TOT-CONTINENTAL CAN		3.00															00046167
[illegible]	.CROWN FIBER & GLAS ORRVILLE OH		1.80															00232197
[illegible]	.CROWN ZELLERBACH LOS ANGEL CA		.600															00237752
[illegible]	CROWN ZELLERBACH DONAVILL GA		1.20															00115576
	PARENT CUST. TOT-CROWN ZELLERBAC		1.80															00046221
[illegible]	.CURTIS MFG ST LOUIS MO		1.80															10020522
[illegible]	.CUZA INC SAN LUIS OBISPO CA		3.00															00249145
[illegible]	.DANA CORP CHURUBUSCO IN		7.80															00178187
[illegible]	.DENNISON MFG CHELMSFORD MA		1.20															00227366
[illegible]	.DOCK RESINS LINDEN NJ		.330															00150932
[illegible]	.DOUBLEDAY HANOVER PA		.600															10022762
[illegible]	.DOW CHEM MIDLAND MICH		1.80															[illegible]
[illegible]	DOW CHEM CLEVELAND OH		1.80															[illegible]
[illegible]	DOW CORNING MIDLAND MICH		27.6															10022983
	PARENT CUST. TOT-DOW CHEM MIDLAN		31.2															10022908
[illegible]	.E I DUPONT NEWPORT DE		3.60															10023556
[illegible]	E I DUPONT WILMINGTON DE		.330															10023554
[illegible]	E I DU PONT DE NEMOUR CHGO IL		.600															[illegible]
[illegible]	E I DUPONT GRAINGER NC		.440															10023690
[illegible]	E I DU PONT DE DEEP WATER NJ		8.40															10023823

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		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.	CUSTOMER MAIL CODE
		THERMOSOL FP-1															0035	CA	1040-245-17
[illegible]	[illegible]	E I DU PONT DE CIRCLEVILLE OH		3.00															10023947
[illegible]	[illegible]	E I DU PONT DE NEM TOWANDA PA		.600															10023971
[illegible]	[illegible]	E I DU PONT DE NE RICHMOND VA		12.0															10024[illegible]
		PARENT CUST. TOT-E I DUPONT WILM		29.0															10023564
[illegible]	[illegible]	.DUVAL SIERRITA SAHUARITA AZ		97.8															00186945
[illegible]	[illegible]	.EAST COAST TERML WILMINGTON NC		9.40															00234117
[illegible]	[illegible]	.EASTMAN KODAK CO ROCHESTER NY		1.80															10025125
[illegible]	[illegible]	.ECOLOGY INC BROOKLYN NY		13.2															00251356
[illegible]	[illegible]	.EDWARDS ENG PEMPTON PLAINS NJ		.600															00256714
[illegible]	[illegible]	.ELAN CHEMICAL NEWARK NJ		.600															00152692
[illegible]	[illegible]	.ENGELHARD INDUSTRIES NEWARK NJ		.110															00117756
[illegible]	[illegible]	.ETHYL CORP BATON ROUGE LA		3.71															10025830
[illegible]	[illegible]	.FABRI KAL CORP KALAMAZOO MICH		.165															[illegible]
[illegible]	[illegible]	.FEDERAL MOGUL ANN ARBOR MI		.985															[illegible]
[illegible]	[illegible]	.FEDERAL PAP BD HAZELWOOD MO		.600															00185531
[illegible]	[illegible]	.FINE ORGANICS INC LNDI NJ		2.00															10027965
[illegible]	[illegible]	.FIRESTONE MOBLESVILLE IN		15.6															[illegible]
[illegible]	[illegible]	FIRESTONE LATEX DIV AKRON OH		.110															10028124
		PARENT CUST. TOT-FIRESTONE TIRE		15.7															10028115
[illegible]	[illegible]	.FLINT CHEM COATING FLINT MI		10.2															00235512
[illegible]	[illegible]	.FLORIDA CORRUGATING WILDWD FL		.600															00260339
[illegible]	[illegible]	.FORD MOTOR CO MT CLEMENS MI		14.4															10029[illegible]
[illegible]	[illegible]	.MORESSON CHEM CO NEW ORLEAN LA		13.8															10049[illegible]
[illegible]	[illegible]	.FOSTER GRANT LEOMINSTER MASS		1.20															00171255
[illegible]	[illegible]	.FRANKLIN CONT PHILADELPHIA PA		.600															00043755
[illegible]	[illegible]	.FULTON BOILER WORKS PULASKI NY		1.20															00248959
[illegible]	[illegible]	.G A F CORP DENVER COLORADO		2.40															00251733
[illegible]	[illegible]	GAF CORP JOLIET IL		5.40															[illegible]
		PARENT CUST. TOT-G A F CORP NEW		7.80															00045436
[illegible]	[illegible]	.GM-BOLCO REMY ANDERSON IN		1.20															[illegible]
[illegible]	[illegible]	GM-GUIDELAMP ANDERSON IN		1.20															[illegible]
[illegible]	[illegible]	GM-BOLCO BATTERY MUNCIE IN		5.68															[illegible]
[illegible]	[illegible]	GM-TECHNICAL CENTER WARREN MI		.710															10032749
		PARENT CUST. TOT-GENERAL MOTORS		8.79															00157279
[illegible]	[illegible]	.GEN DYNAMICS CONV SAN DIEGO CA		.165															10030927
[illegible]	[illegible]	.GENL ELEC MORRISON IL		.600															00119[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR OFC GP
	THERMINOL FR-1															00350A		1040-245-17
[illegible]	GEN ELEC EDSALL FT WAYNE IN		1.20															10031[illegible]
[illegible]	GEN ELEC MT VERNON IN		12.6															10031141
[illegible]	GEN ELEC MADISONVILLE KY		24.0															00247839
	PARENT CUST. TOT-GEN ELEC SCHENE		38.4															10031650
[illegible]	.GENERAL PORTLAND TAMPA FL		5.40															00240893
[illegible]	.GEN TIRE - RUB LAWRENCE MA		30.0															10033179
[illegible]	GEN TIRE & RUB NEW SHREWSBR NJ		3.00															00274490
[illegible]	GEN TIRE - RUB TOLEDO OH		4.80															10033167
[illegible]	GEN TIRE - RUB JEANETTE PA		6.00															10033160
	PARENT CUST. TOT-GENL TIRE - RUB		43.8															10033144
[illegible]	.GLOBE INDUSTRIES INC LOWELL IN		5.40															[illegible]
[illegible]	.GLYCO CHEM PAINESVILLE OH		1.80															[illegible]
[illegible]	.GOODYEAR TIRE AKRON OH		7.80															[illegible]
[illegible]	GOODYEAR TIRE APPLEGROVE W VA		282		518		42	38	40	125			40	94	138			00389095
	PARENT CUST. TOT-GOODYEAR TIRE A		290		518		42	38	40	125			40	94	138			10034698
[illegible]	.GRANT - RUTH HILLSBORO OREGON		.165															00159462
[illegible]	.GREAT LAKES CARBON ROSAMOND CA		18.0															00123022
[illegible]	.GRUMMAN AEROSPACE BETHPAGE NY		36.0															10035699
[illegible]	.HALO CARBONS HACKENSACK NJ		2.40															10036461
[illegible]	.HAMILTON MFG RICHMOND VA		.600															10036526
[illegible]	.HARRIGAN REID DETROIT MI																	00237779
[illegible]	.F H HARTMAN PT ELIZABETH NJ		6.60															00251402
[illegible]	.F W HARTMAN PORT WASHINGTON NJ		1.80															00262404
[illegible]	.CHEMETRON CORP HOLLAND MI		7.20															00196426
[illegible]	CHEMETRON CORP HUNTINGTON W VA		31.8															10036359
	PARENT CUST. TOT-FARWICK AKRON O		39.0															00123218
[illegible]	.HAZEN RESEARCH GOLDEN CO		3.11															00260363
[illegible]	.HEAT EXCHANG PITTS CARNEGIE PA		.275															00257311
[illegible]	.HENREE INC HOBOKEN NJ		1.18															00222100
[illegible]	.STANLEY H HOLMES CHICAGO IL		.600															00251523
[illegible]	.HOOKER CHEMICAL MONTAGUE MI		9.00															00154024
[illegible]	HOOKER CHEM NIAGARA FALLS NY		78.0															10036707
[illegible]	GOYETTE CORP WARREN MICH		2.40															10031343
	PARENT CUST. TOT-HOOKER CHEM NIA		90.0															10036707
[illegible]	.HOUDAILLE IND LANCASTER OH		6.00															00249750

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR CFD GP
	THERMINUL FR-1															0035	CA	1040-245-1
2	.EAST ALCO ALU FREDERICK MD		4[illegible].8															00219703
3	INTALCO ALUM FERNDALE WA		28.8															10040612
	PARENT CUST. TOT-HOWMET CORP NEW		69.6															00046469
2	.J M HUBER EDISON NJ		1.80															00124907
2	.ICI AMERICA INC DIGHTON MA		1.20															10039908
3	.IMPERIAL ADHES CINN OHIO		2.40															10040124
7	.CRAWFORD MFG RICHMOND VA		4.80															10020385
	.INMONT CORP DANA CINCINNATI OH		5.40															[illegible]
	INMONT CORP TOLEDO OHIO		6.00															[illegible]
	PARENT CUST. TOT-INMONT CORP NYC		11.4															00044402
7	.INTA-ROTO RICHMOND VA		.600															00256994
	.INTERPACE IONE CA		1.80															10004755
2	.INTER POLYMER CORP FARMINGD NJ		2.40															00250313
	.INTER ROYAL NEW BEDFORD MASS		6.60															00256927
2	.INTL FLAVORS UNION BEACH NJ		10.8															10041244
	.INTL HARVESTER WAUKESHA WI		.600															[illegible]
5	.INTL NICKEL WRIGHTSVILLE BH NC		.110															00232513
	.INTL PAPER CAMDEN AR		2.40															00125946
	INTL PAPER SPRINGHILL LA		.600															10041643
2	INTL PAPER NO TONAWANDA NY		.275															10041536
	PARENT CUST. TOT-INTL PAPER CO N		3.28															00044504
2	.INTERPLASTIC MINNEAPOLIS MN		1.80															[illegible]
	.ITT CONTL BAKING MILWAUKEE WI		.600															[illegible]
2	.GEORGE JENKINS CO BRIDGEWA PA		.600															00120314
2	.JENSEN INC SHELBYVILLE TN		.495															00256633
6	.JERSEY MAID MK LOS ANGELES CA		.600															00196781
6	.JERSEY NUCLEAR CO RICHLAND WA		1.20															00237625
5	.JIFFY MFG GRANITE FLS N C		2.40															10042739
5	JIFFY MFG HIGH PT NC		3.60															10042734
2	JIFFY MFG HILLSIDE N J		5.40															10042720
2	JIFFY MFG HANOVER PA		4.20															00126446
6	JIFFY PACKAGING LA MIRADA CA		8.40															00170516
	PARENT CUST. TOT-JIFFY MANUF BRI		24.0															00048003
2	.JOHNSN-JOHNSN NW BRUNSWICK NJ		4.80															10042933
2	.LES JOHNSON CABNT IRON MT MI		.110															00256412
5	.WESTERN PRECIP LOS ANGELES CA		1.20															10088895

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOING FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST FORM MAIL OR PROP
	THERMINOL FR-1															00350A		1040-245-17
	.K & S MANUFACTURIN FREEPORT IL		.110															00126075
	.KENDALL CO ATHENS GA		6.50															00244821
	.KENT PLASTICS EVANSVILLE IN		.600															10045948
	.KENTILE FLOORS BROOKLYN NY		1.20															10044006
	.KIWI SHOE POLISH POTTSTOWN PA		2.35															00255335
	.LAKEWAY CHEM MUSKEGON MI		1.80															10045231
	.LATROBE STEEL CO LATROBE PA		3.00															10045525
	.LIBERTY MACH PATERSON NJ		1.20															10046254
	.LOT LILLY LAFAYETTE IN		.600															10046327
	.LIQUID DYNAMICS SOUTHAMPTON PA		.165															00242357
	.LITTON SYSTEMS W HARTFORD CT		.600															00265637
	.LOCKHEED GEORGIA MARIETTA GA		27.6															10046750
	.LOUISVILLE SALES PAINESVILLE OH		19.8															10047277
	.MAULIN CO CITY OF INDUSTRY CA		1.80															10047900
	.MALDEN MILLS LAWRENCE MA		1.20															10048265
	.MARTIN MARIETTA TORRANCE CA		6.60															10037050
	.MASTER ETCHING MACH AMBLER PA	1.00	.165	1.00														10049199
	.MCB MFG CHEMISTS NORWOOD OH		1.97															10049250
	.MCDONNELL DOUGLAS ATRC ST L MO		.165															10049571
	.MEAD PRG DIV MEAD ATLANTA GA		1.20															10051355
	MEAD CORPORATION MEMPHIS TENN		1.80															00244364
	MURRAY RUBBER CO HOUSTON TX		1.60															10055772
	PARENT CUST. TOT-MEAD CORP DAYT		4.80															00044695
	.MILLMASTER BERKELEY HGTS NJ		5.40															10052769
	ONYX CHEM JERSEY CITY		1.20															10059360
	PARENT CUST. TOT-MILLMASTER CHEM		6.60															00044705
	.STD T CHEM CHICAGO IL		.600															10073270
	.BENJ MOORE LOS ANGELES CA		2.40															10055121
	BENJ MOORE NEWARK NJ		19.2		12.0	12.0												10055180
	PARENT CUST. TOT-BENJAMIN MOORE		21.6		12.0	12.0												00047548
	.C E NATCO CO TULSA OK		.600															00254363
	.NATIONAL CAN CORP DANBURY CT		9.00															00151560
	.NATIONAL HOMES CO LAFAYETTE IN		.165															00225503
	.NATL STARCH - CHEM CHICAGO IL		2.40															10056919
	NATL STARCH PLAINFIELD NJ		1.20															10056967
	PARENT CUST. TOT-NATL STARCH - C		3.60															00044814
	.NATIONAL TEA CO CHICAGO IL		3.60															10057300

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YR/M	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. MAR. OF YR
THERMINOL FR-1															0035	CA	1040-245-1
.NEPACCO VERONA MO		1.20															00183849
.NIAGARA MOHAWK OSWEGO NY		1.80															00131598
.MALCOLM NICOL FAWTHORNE N J		.600															00161691
.N L INDUSTRIES SAYREVILLE NJ		9.60															10050705
.NORTON CO TROY NY		4.60															00154725
.OLINKRAFT OWOSSO MI		.165															00132014
OLIN MATHIESON NEW HAVEN CT		.110															00132268
OLIN RESEARCH NEW HAVEN CT		.110															10059291
PARENT CUST. TOT-OLIN CORP NYC N		.385															00044865
.OREGON METTALLURGIC ALBANY OR		2.40															00192899
.OWENS CORP OMAL OH		6.00															10059565
.OUTSIDE CARPETS INC ROME GA		2.40															10059720
.OWENS CORNING K C KANSAS		2.40															10059832
OWENS CORNING ANDERSN SC		3.00															10059860
PARENT CUST. TOT-OWENS CORNING T		5.40															00044881
.OWENS ILLINOIS LOS ANGELES CA		1.20															10059879
OWENS ILLINOIS INC ALTON ILL		.600															00151610
OWENS ILLINOIS DURHAM NC		.600															00249033
OWENS ILLINOIS BRIDGETON NJ		.275															00212202
OWENS ILLINOIS BROCKPORT NY		.600															00244554
OWENS ILL TOLEDO OH		.110															10059933
PARENT CUST. TOT-OWENS ILL TOLED		3.39															10059933
.PALL CORP GLEN COVE NY		.165															10060379
.PARAGON WAYNE FT WAYNE IND		.220															00257273
.PARKSON CORP FT LAUDERDALE FLA		1.80															00208485
.PEABODY & LANE INC BOSTON MA		6.00															00249595
.SELASTOMER INC BENSENVILLE IL		1.20															10071407
SELASTOMER INC FARMINGTON MI		.110															10063055
PARENT CUST. TOT-PENN REFINERY G		1.31															00090271
.PERMAFORM CO NEW KENSINGTON PA		.110															00213008
.THE PFAUDLER CO ROCHESTER NY		.165															00087998
.PFISTER CHEM RIDGEFIELD NJ	2.50		2.50														10062217
.PFIZER INC GROTON CT		2.40															10062233
.PHILMONT MFG CO ENGLEWOOD NJ		.110															00249246
.PILLSBURY TERRE HAUTE IN		13.8															10063015
.PIMA MINING CO TUCSON AZ		6.00															10063035

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01/09/73

PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID MAJR ORD OR
	THERMINOL FR-1																	
	.PIONEER PLASTIC AUBURN ME		13.2													00350A		1040-245-
	.PIPELINE SER FRANKLIN PARK ILL		1.20															10063094
	.PITT-CONSOL CHEM NEWARK NJ		13.2															00207330
	.PLASTIC - RUBBER ONTARIO CA		18.6															00133930
	.PLASTIC TOPS LIVONIA MI		.110															00155101
	.POINT OF PURCHASE NETTERING OH		.600															10063071
	.POLYCHEMICAL INTL BRONX N Y		.710															00196219
	.POLYMER CORP READING PA		1.20															00155144
	.PPG TORRANCE CALIF		4.20															10063749
	PPG CIRCLEVIL OH		27.6															10063416
	PPG HAMMANVILLE PA		1.20															10063191
	PPG CORPUS CHRISTI TX		.600															00159123
	PARENT CUST. TOT-PPG PITTSBURGH		31.2															00169811
	.PRATT & WHITNEY E HARTFORD CT		2.40															10063345
	.PREMIX INC NO KINGSVIL OH		5.40															00201635
	.PRINCETON OH PRINCETON NJ		3.60															[illegible]
	.PROCESS EQUIP ENG BURLINGTN NJ		1.20															10064627
	.PROCTER AND GAMBLE CINN OH		.165															00247731
	PROCTER AND GAMBLE ROSS OH		.600															10064757
	PARENT CUST. TOT-PROCTER AND GAM		.765															10064775
	.PROCTOR PRODUCTS ST LOUIS MO		1.80															10064757
	.PRYOR CABINET SHOP GROVER C CA		.110															00170577
	.LANDON CHEM E ST LOUIS IL		.600															00269972
	.QUAKER STATE OIL EMLENTON PA		.220															10043451
	.RAYCHEM CORP MENLO PK CA		3.60															00251551
	.RED POINT CORP BURBANK CAS		.110															10066468
	.REICHHOLD CHEM TUSCALOOSA AL		4.80															00266202
	REICHHOLD CHEM JACKSONVILLE FL		13.2															00135509
	REICHHOLD CHEM FORDS NJ		.600															00155225
	REICHHOLD CHEM TACOMA WA		3.00															00246134
	PARENT CUST. TOT-REICHHOLD CHEM		21.6															10067170
	.REYNOLDS METALS MESSENA NY		12.0															00045713
	REYNOLDS METALS PITTSBURGH PA		.600															10067790
	REYNOLDS METALS GROTTOE VA		2.40															00253863
	PARENT CUST. TOT-REYNOLDS METALS		15.0															10067804
	.RHODIA INC PORTLAND ORE		6.60															10067782
																		00152277

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAJR GRP CD
THERMINOL FR-1															0035	JA	1040-245-17
.RIETZ MFG SANTA ROSA CA		.600															00231769
.ROGERS CORP E WOODSTOCK CONN		1.20															00151769
.ROHM - HAAS CO LOUISVILLE KY		5.40															00151777
ROHM - HAAS CO BRISTOL PA		30.0															10066078
PARENT CUST. TOT-ROHM - HAAS CO		35.4															10068886
.RONSON METALS CO NEWARK NJ		.220															10069059
.ROTARY SEAL CORP CHICAGO IL		.110															00255457
.ROYAL INDUST SANTA ANA CA		.620															10069502
.ROYATEX CORP BEDFORD VA		1.20															10069653
.SANDOZ PHARM HANOVER NJ		.275															10070724
.SCHENECTADY CH ROTTERDAM NY		7.80															10071127
.GLIDDEN DURKEE JACKSONVILLE FL		3.00															00165239
.DE SOTO INC CHICAGO HEIGHTS IL		2.40															10021598
.SHELL OIL GOLETA CAL		3.00															10072522
.C E SHEPHERD HOUSTON TX		.550															00216941
.SHERWIN WILLIAMS OAKLAND CA		7.20															10072538
.AIRESEARCH MFG CO TORRANCE CAL		.110															10071501
.A O SMITH LITTLE ROCK AR		1.20															00136266
.SOU TEX CHEM MT HOLLY N C		.600															00093366
.SOUTHERN ADHES RICHMOND VA		6.60															10073979
.SOUTHERN NATURAL GAS AMELIA LA		9.00															00272051
SOUTHERN NATL GAS MORGAN CT LA		14.4															00262781
PARENT CUST. TOT-SOUTHERN NATR G		23.4															00181129
.SOUTHWIRE ALUM HAWESVILLE KY		129															00210552
.SPECIALTY PAPER DAYTON OH		10.2															10074014
.STANDARD FELT ALHAMBRA CA		.600															00241903
.CHEVRON OIL MORGAN CITY LA		4.20															00265985
STAND OIL CALIF SWANSON RIV AK		49.2															00252921
STD OIL OF CAL CARPINTERIA CA		3.00															10075122
STD OIL OF CAL GAVIOTA CALIF		5.40															10075130
STD OIL LA HABRA CA		5.40															00130945
STANDARD OIL TAFT CALIF		.110															00197858
PARENT CUST. TOT-STAND OIL CALIF		67.3															00046906
.AMOCO CHEM DECATUR ALA		16.6															10065221
.STANDARD PACKAGIN CRANBURY NJ		6.00															10075173
.STANLEY WORKS NEW BRITAIN CT		6.00															10075394
.STAUFFER CHEMICAL EDISON NJ		6.00															00210706
STAUFFER GALLIPOLIS FERRY WV		1.60															10075637

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-IN THOUSANDS OF POUNDS AND DOLLARS-

V G	E S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN GRP CP
		PARENT CUST. TOT-STAUFFER CHEM N		7.80															00046066
		THERMOL FR-1															0035	0A	1040-245-17
2	2	.STEDFAST RUBBER EASTON MA		1.80															10375718
		.STRESSIN PRO CO SANTA ANA CA		1.20															00236700
		.SUN CHEMICAL CO CHESTER SC		37.2															00183873
3	5	.SYLVAN CHEM CO INMAN SC		.600															00139716
1	6	.SYSTEMS PRINTER SANTA FE CA		.220															00139742
2	2	.TELEDYNE RENDCO YORK PA		.600															00269263
3	3	.PERMASINC CORP VINCENNE IN		1.80															00135656
5	5	TENNECO INC INTRACOASTAL CT LA		12.0															00271667
5	5	TENNECO CHEMICALS LUBECO SC		3.00															00155365
		PARENT CUST. TOT-TENNECO INC HOU		16.6															10578504
5	6	.JEFFERSON CHEM CO INC AUSTIN TX		.600															00151416
		.TEXAPOLYET INC JACKSON MISS		1.20															00261793
		.THERMOLATOR INC INDIANAPOLIS IN		.330															00161643
		.THERMO-O-DISC MANSFIELD OH		.110															00226997
5	2	.THIELL KAOLIN SANDERSVILLE GA		11.4															10379764
5	5	.TRADE WINDS NO 2 BROWNSVILLE TX		.600															00206001
		.TRANSILASTICS CORP NEWCASTLE CO		2.40															00213113
		.TRUSTEE COMPOUND LTD GENEVA WI		.600															10381039
2	2	.LEVER BROTHERS BALTIMORE MD		3.00															10340992
5	2	.UNION CARB CORP CARCLAND FLA		1.80															10361564
2	2	.UNION CARBIDE SISTERSV WV		1.20															00141652
1	2	UNION CARBIDE S CHARLESTON W V		75.1															10381777
		PARENT CUST. TOT-UNION CARBIDE C		74.3															00045705
2	2	.UNION AMSCO CANTRADA CA		6.00															00248320
2	2	.UNIROYAL CHEM NAUGATUCK CT		7.80															10382439
2	2	.PRATT & WHITNEY SO WINDSOR CT		.110															00249037
2	2	.UOP E RUTHERFORD NJ		2.40															10365586
2	2	.UPJOHN CO N HAVEN CONNECTICUT		2.40															10365735
5	5	UPJOHN COMPANY LA PORTE TX		2.40															00161241
		PARENT CUST. TOT-UPJOHN KALAMAZO		4.80															10365675
1	1	.UNITED STATES ADHESIVE CICC IL		.600															10363672
2	2	.U S GOVT HUNTSVILLE AL		.600															10384725
2	2	U S GOVT LORING AFB ME		.600															00253618
		PARENT CUST. TOT-U S GOVT WASHIN		1.20															10384733
2	2	.U S GYPSUM SANTA FE SPRINGS CA		1.20															00253596

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MAX/COM PCM CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAT'L CODE
	THERMINOL FR-1															0035	0A	1040-245-17
	U S GYPSUM SOUTHGATE CAL		6.00															10084806
	U S GYPSUM JERSEY CITY NJ		17.4															10064741
	PARENT CUST. TOT-U S GYPSUM CHIC		24.6															00047341
	.VAIL RUBBER WORKS ST JOSEPH MI		.600															10085799
	.VAN WATERS & K ALBUQUERQUE, N		8.40															10065221
	.VELSICOL CHEM AC PHIS TENN		10.8															10086442
	.VONS BAKERY DIV EL MONTE CA		.220															10087123
	.WAMPOA ELECTRIC FORREST CTY A		4.80															0124664
	.WATLAND CHEM CO LINCOLN RI		2.40															10087772
	.FRED WEBER CONST ST LOUIS MO		3.00															0126576
	.WEST CO MIELVICLE NJ		4.20															10088445
	.WESTFIELD SHT MTL KENILWTH NJ		1.80															0125624
	.WESTINGHOUSE MUNCIE INDIANA		5.00															10089407
	.WESTVACO CORP BALTIMORE MD		.600															0115436
	WESTVACO CORP DETROIT MI		.000															0114763
	WESTVACO NORTH CHARLESTON SC		1.20															10086577
	PARENT CUST. TOT-W VA PULP-PAPER		2.40															00047569
	.WHITE ROGERS CO ST LOUIS MO		.055															10088850
	.WILLIAMSON PROFESSIONAL CHAR CH		1.37															0121293
	.ARGUS CHEM BROOKLYN NY		7.20															0119916
	WITCO CHEM CHICAGO ILLINOIS		3.60															10091200
	WITCO CHEM PERTH AMBOY NJ		8.40															10091120
	PARENT CUST. TOT-WITCO CHEM NYC		19.2															00047666
	.XEROX WEBSTER NEW YORK		1.20															10092450
	.ZINSCO ELECT PROD LOS ANG CA		1.80															10092760
	TOTAL PRODUCT * * * * * * * LB	3.50	2520	3.50	746	12	42	38	280	125			40	94	138			1040-245-17
	S TOT CLASS PCB HT FLUIDS LB	3.50	2520	3.50	746	12	42	38	280	125			40	94	138			
	AROCLOR 6037															018	4A	1044-037-17
	.RADIATOR SPECIAL CHARLOTTE NC	310	487	310	163	40.6	41.0	81.0										10065988
	TOTAL PRODUCT * * * * * * * LB	310	487	310	163	40.6	41.0	81.0										1044-037-17

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FORECAST YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAJOR PROD CD
FRA 1129															022	1A	6134-129-17
.FINSETH SERVICE CO SAINT CH MO	75.0	63.6	75.0	37.2		12.6		12.6	12.0								00118533
.OLD TIME - RUB TOLEDO OH		12.6															10032137
TOTAL PRODUCT * * * * * * * LB	75.0	76.2	75.0	37.2		12.6		12.6	12.0								6134-129-17
SAYGVAC 2															018	5A	6776-002-17
.ADAMS CARRIDGE LIVONIA MI		.760															00265016
.AERO CAST INC MIAMI FL		.540															00261364
.AEROSPACE SUPPLY FORT WORTH TX		.200															00272443
.AERO SPACE SUPPLY HURST TX		.180															00248711
.AIRCRAFT CASTING MIAMI FL		.060															00251763
.AIRCRAFT SERVICE MIAMI FLA		.060															00109018
.ALLEGHENY LUDLUM BRACKENRID PA		.240															00165409
.ALPHA METALS JERSEY CITY NJ		.560															10092729
.ALUMINUM FINISHING CHARLES CT		.120															00252945
.AMI CORP TROY MI		.180															00253455
.ANACONDA WIRE EAST DANBURY NY		1.63															10035507
.ARLO PAINT & CHEM DETROIT MI		.060															00257427
.ARTCO STEEL BALTIMORE MD		.300															00234429
.ATC INC MANCO ATH STA TN		1.92															10036037
.BRANCO CORP CITY OF INDUST CA		.300															00272052
.BALD CHEM-KOMEC LEECHBURGH PA		.120															00246417
.AURORA CASKET CO AURORA IN		.560															00255792
.BATESVILLE CASKET BATESVL IN		1.20															00255241
.BEERTEE CORP DELTA PA		.120															00256352
.BLECH AIRCRAFT BOULDER CO		.060															00260145
.BOSTON IRON WEEKEEMOO CH		.120															00255727
.BRIGHT FINISH SUGAR GROVE IL		.120															00264579
.CABOT STELLITE DIV KOKOMO IN		2.40															10031430
.UCLA LOS ANGELES CA		.420															00263435
.UNIV OF CALIF LOS ALAMOS NM		.060															10013166
AMERY CUST. TOT-UNIV OF CALIF B		.480															00247280
.CATALET CO MADISON HOTS PITCH		.300															00272280
.CARPENTER TECHNOLOGY READING PA		16.3															00231207
.CAST TECHNOLOGY SCHENECTADY NY		.120															00257281
.CATERPILLAR TRACTO MISSVILL IL		.120															00113[illegible]
.CERTIFIED ALLOY LONG BEACH CA		1.35															00225[illegible]
.CIBA GEIGY CORP CRANSTON RI		.060															10036660
.CONVERAY FINISHING BROOKLYN NY		.060															00249207
.CORDELL TACKLE HOT SPRINGS AR		.060															00251127
.CORO ENTERPR N CHARLESTON S C		.060															10020484
.CUSTOM MOULDED LEOMINSTER PA		.060															00255246
																	420

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CORR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MATERIAL CO
	SANIVAC 2														018	5A	6776-032-17
	.DELOR NOVELTIES WHITMAN MA		.300														00264326
	.DELTECH SYSTEMS, MIAMI FL		.600														0.265334
	.DELTECH SYSTEMS TAMPA FL		.600														00265349
	.DOW CHEM ROCKY CC		1.80														10022959
	[illegible] WARREN MI		[illegible]														[illegible]
	[illegible] YOUR - IOWA SAGINAW MI		.300														10[illegible]
	.EDWARDS LAB SANTA ANA CALIF		2.40														00152676
	.E C & G INC LOS ALAMOS NM		.060														00244536
	.EMERALD TRADING CORP MIAMI FL		.060														00256242
	.FMC CORP HOMER CITY PA		.180														00265336
	[illegible] DETROIT MI		.120														[illegible]
	.GM-CENTRAL FOUNDRY DIVISION IN		3.60	2.40	2.40												10332793
	.GEN DYNAMICS CONV SAN DIEGO CA		1.92														10336927
	.GENERAL ELECTRIC WILMINGTON NC		.060														00253371
	GEN ELEC COMPANY OHIO		.060														[illegible]
	GE CO LYNCHBURG VA		.240														00123.22
	PARENT CUST. TOT-GEN ELEC SCHENE		.360														10031850
	.GENERAL MILLS KANKAKEE ILL		.600														10[illegible]
	.GEORGETOWN UNIVERSITY WASH DC		.060														00251409
	.GILMORE MFG PHILADELPHIA PA		.060														00271721
	.GILMORE MFG SOMERSET PA		[illegible]														00271858
	[illegible] ATLANTIC SARGENTS OH		.300														10[illegible]
	.GOLD EQ INFO CORPORATE OH		.060														[illegible]
	.HAY-ALLEN MILAN MICH		.300														00[illegible]
	.HILCHRANO INDIANAPOLIS IN		.165														[illegible]
	.HITCHINER MFG WALLINGFORD CT		.480														00246215
	[illegible] WHITEHALL MI		1.32														[illegible]
	HOWMET CORP DOVER NJ		6.60														00251976
	PARENT CUST. TOT-HOWMET CORP NEW		7.92														00346469
	.HUGHES TOOL CO HOUSTON TX		.120	.240	.240												00124942
	.I.H. NICKEL SCHOHARIE NY		1.20														10[illegible]
	.JAPCO METAL PRC JAMAICA NY		.060														00125217
	.JENSEN SALISBURY LABS KC, KS		.060														10042550
	.KAREKI BERYLCO BUYERTOWN PA		1.20														10043549
	.KEELER BRASS GRAND RAPIDS MI		.060	.060	.060												00270455
	.KELSEY HAYES PHILADELPHIA PA		1.20														00241672
	.KIRO ASSOCIATES COSTA MESA CA		.300														00245270
	.LATROBE STEEL CO LATROBE PA		12.6	6.00	6.00												10045525
	.LESCOA INC GRAND RAPIDS MICH		.180														00258935
	.LEYDOLD HERAEUS PORKOLVILLE PA		.180														00233846

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-IN THOUSANDS OF POUNDS AND DOLLARS-

C		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 ID / MAJOR CPD CP
		SANTOVAC 2															0181	5A	6776-002-17
1	1	.LITTON IND WILLIAMSPORT PA		.060															00246428
1	2	.MCCORD CORP KALAMAZOO NY		.660															00263685
5	5	.MELCO WIRE PROD GLENDALE CA		.120															00292700
2	1	.MICHIGAN PLAS GRAND RAPIDS MICH		.000															00167535
1	2	.MONROE MFG TRANSFELTS PA		.000															00277475
1	9	.MOLL PRODUCTS FT CLEMENS MI		.360															00272463
2	1	.NATL DRUG SWIFTWATER PA		.000															00255777
1	5	.N L INDUSTRIES FLK GRVE OHIO		.060															00244716
1	5	.P F MOBLE & CO CHICAGO ILL		.120															[illegible]
1	1	.OWENS ILLINOIS ST CHARLES IL		1.65															[illegible]
2	2	.PALL CORP CONTOOCOOK NY		.060															00272434
3	3	.PENN ST UNIV ST COLLEGE PA		.240															00263363
3	7	.PENNWALT CORP CITY OF IND CA		.955															00253472
3	1	PENNWALT CORP MINERVA OH		.900															00253267
2	2	PENNWALT CORP PHILADELPHIA PA		12.2															10361636
		AGENT CUST. TOT-PENNWALT CORP P		14.1															10361636
5	5	.PETROLEUM DIST CO ROCHSTER TX		.100															
1	1	.THE PFAUDLER CO ROCHESTER NY		.180															00095750
2	2	.PFIZER INC CANAAN CT		.300															00087990
2	2	.PIEDMONT METAL PROD LAWRENC GA		.060															00244724
1	1	.PLASTIC ARTS BROOKLYN NY		.600															00259926
5	5	.PLASTICS FLS FT SMITH AR		.060															00255343
2	2	.PRECISION VACUUM PRO NASPETH NY		.300															10363655
		.RAY W PLASTICS BIG ROCK IL		.180															00134627
1	1	.REGAL PLASTICS BERRIEN HARBOR MI		.360															[illegible]
5	5	.REMET CORP LONG BEACH CA		.600															00176500
2	2	.REMET CORP CITY OF IND CA		.300															00265220
5	5	.REMET CORP LA MIRADA CA		1.20															00265467
5	5	.REMET CORP LOS ANGELES CA		.120															00264377
2	2	.REPUBLIC STEEL CORP CLEVE OH		.060															00265503
2	2	.SCHERER INDUSTRIES BRIDGPRT CT		.240															10367560
5	5	.SHAWNEE PLAST KILTAWA KY		.240															00259965
2	2	.SICKALITE NEPTUNE NJ		.060															00260032
5	5	.ARTHUR F SMITH POMPANO BEAC FL		.060															00262852
1	1	.SPANGLER CO BUTLER PA		.180															00270528
2	2	.SPARTAN INC SPARTA WI		.300															10374475
3	3	.SPECIAL MFT NEW HARTFORD NY		3.00															00272245
2	2	.SPECTRUM FINISHING BABYLON NY		.120															10374576
2	2	.STANDARD ELEC W ALANS NH		.720															00263958
2	2	.STANDARD PACKAGIN CRANBURY NJ		1.20															10374770
2	2	.STRUTHER DUNN INC PITTMAN NJ		.060															10375173
5	5	.TELEDYNE ALLVAC MONROE NC		1.80															00265675
																			00242047

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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.	CUSTOMER MAJOR ORD OF
	SANTOVAC 2															018	5A	6776-002-1
[illegible]	.TIMERICA STUDIO CR RAPIDS MI		.120		.120	.120												00140694
[illegible]	.TIMEX CORP MIDDLEBURY CT		.060															00253[illegible]
[illegible]	.TIP TOP PROD OMAHA NEB		.180															10060215
[illegible]	.[illegible] SPECIALTIES E TROY WI		.120															[illegible]
[illegible]	.[illegible] INC MINERVA OH		6.00															[illegible]
[illegible]	.UNION CAR - NUC OAKRIDGE TENN		4.80		.600	.600												10081971
[illegible]	.PRATT - WHITN W PALM BEACH FL		.720															10064376
[illegible]	.UNITED PLASTIC BRINBRIDGE GA		.360															00253465
[illegible]	.UNIVERSAL CYCLOPS BRDGVL PA		.600															00271713
[illegible]	.UPSON COMPANY LOCKPORT N Y		.240															00206474
[illegible]	.U S GOVT WATERTOWN MASS		.180															00263382
[illegible]	U S GOVT KIRTLAND AFB NM		.060															00263482
[illegible]	U S MARINE CHERRY POINT N C		.240															10064385
	PARENT CUST. TOT-U S GOVT WASHIN		.480															10064733
[illegible]	.VACUMET INC BROOKLYN NY		.180															00249[illegible]
[illegible]	.VACUUM PLATER INC HOUSTON WI		.360															[illegible]
[illegible]	.VARIAN VACUUM NRC NEWTON MASS		.120															00256226
[illegible]	.VERNON SPECIAL N TARRYTON NY		.300															10056582
[illegible]	.WARNER LAMBERT PHA MORRIS P NJ		.360															00144282
[illegible]	.[illegible] INDUSTRIES INC VASSAR MI		.600															[illegible]
[illegible]	.[illegible] S [illegible] WALLED LAKE MI		.600															[illegible]
[illegible]	.[illegible] CARBIDE DETROIT MI		.600															[illegible]
[illegible]	.[illegible] PLASTICS EVANSVILLE IN		.300															[illegible]
[illegible]	.[illegible] CENTRIFUGAL WAUKESHA WI		.600															[illegible]
	TOTAL PRODUCT * * * * * * * LB		119		9.06	9.06												6776-002-1
	[illegible]															017	1A	4550-009-1
[illegible]	.ABEX CORP ST PAUL MN	.222	.545	.222														00106771
[illegible]	ABEX CORP READVILLE PA	1.38		1.38														10000386
	PARENT CUST. TOT-ABEX CORP NEW Y	1.60	.545	1.60														00046531
[illegible]	.ABI FOUNDRY OAKLAND CA				.200	.200												00274515
[illegible]	.[illegible] WELDER MFG MILWAUKEE WI	.250		.250														[illegible]
[illegible]	.AIRCO VACUUM MET BERKELEY CA	9.00	22.1	9.00	8.18	2.73				5.45								00243345
[illegible]	.[illegible] FOUNDRY FERNDALE MI	.125		.125	.545			.545										[illegible]
[illegible]	.ALLIED CHEM IRMO SC		.552															00170372
[illegible]	.ALLIED MARINE CORPOR MIAMI FLA	1.00																00165163
[illegible]	.ALLIS CHALMERS W ALLIS WI	.750		.750														10002648
[illegible]	.ALUMINUM CO BAUXITE AR		.102															00236764

(44)

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible]	[illegible]	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAJOR GROUP
PYROCOL F-9 A															017	1A	4555-0.9-17
ALUMINUM CO CORONA CA		1.09		1.09	1.09												0.222062
ALUMINUM CO VERNON CA	18.0	51.6	18.0	19.1	6.54	3.27	3.27	6.00	3.27	3.27							00247332
ALUMINUM CO RIVERSDALE IA	30.6	133	30.0	69.8	17.4	31.1	21.3										10[illegible]2818
ALUMINUM CO LAFAYETTE IN	5.00	23.0	5.00	10.9	4.36		7.09	7.09									10[illegible]2783
ALUMINUM CO SANTA AG		4.54		1.09				1.09									10[illegible]2842
ALUMINUM CO CLEVELAND OH	12.0	41.1	12.0	27.8		7.6	9.3	10.9									10[illegible]2856
ALUMINUM CO DRESSER PA	5.00	19.8	5.00	10.9		2.18		8.72									10[illegible]2877
ALUMINUM CO NEW KENSINGTON PA		4.36		2.18			2.18										10[illegible]2885
ALUMINUM CO ALCOA TN		26.2		8.72	4.36			4.36									10[illegible]2893
ALUMINUM CO POINT COMFORT TX		35.5		3.27					3.27								10[illegible]2907
ALUMINUM CO SANDER TX		17.5		8.00	1.09	.55	2.73	1.64									10[illegible]2923
PARENT CUST. TOT-ALUMINUM CO PIT	70.0	359	70.0	168	34.9	44.7	45.8	39.8	6.5	3.3							00[illegible]
AMERICAN CAN WASHINGTON NJ	4.00	8.76	4.00	1.64			1.64										10[illegible]8628
AMERICAN CHAIN & CABLE AKRON OH		.102															0[illegible]1769
AMERICAN [illegible] CO [illegible] IN		.202															[illegible]
AMERICAN METER CO FULLERTON CA				.307		.150	.150										0[illegible]6537
AMERICAN MOTOR CORP DETROIT MI		.545															0[illegible]
AMSCO SPRING STATION ISLAND NY	5.00	3.27		3.27	2.18	1.09											0[illegible]4276
ANETEK STANZA FL UNION CALIF		.552															0[illegible]6446
ANTHONY STEEL FLAND GRAT C IL	8.50	28.4	8.50	8.72		4.36	4.36										10[illegible]27
[illegible] CORPORATION OF LIBERTYVILLE IL		.050															0[illegible]
ANHEUSER BUSCH MIAMI FLA		1.00															0[illegible]
ANHEUSER BUSCH PASSAGRILL BE FL	.600																0[illegible]112
ANHEUSER BUSCH ST PETER FL		1.02															0[illegible]738
ANHEUSER BUSCH QUINCY MA		.500															0[illegible]
PARENT CUST. TOT-ANHEUSER BUSCH	.600	2.52															10[illegible]
ARMCO STEEL TORRANCE CAL	.222	.590	.222														10[illegible]6163
ARMCO STEEL ASHLAND KY	8.75		8.75														10[illegible]6171
ARMCO STEEL MIDDLETOWN OH	35.0	116	35.0	15.2	15.2												10[illegible]
ARMCO STEEL BUTLER PA	6.50	33.3	6.50	12.5				12.5									10[illegible]
PARENT CUST. TOT-ARMCO STEEL MID	50.5	150	50.5	27.8	15.2			12.5									10[illegible]6226
ARROW DIECAST LOS ANGELES CA		.545															10[illegible]6678
ARTCHREAD BRASS FR LOS ANGE CA	.180	1.51	.150														0[illegible]175
ATLAS FOUNDRY ELK GROVE VL IL		2.73															[illegible]
ATLAS FOUNDRY ATLAS PA		2.73		1.09				1.09									[illegible]
ATLANTIC RICHFIELD RICHLAND WA		.411															0[illegible]367
ATLAS SYSTEMS ST LOUIS MO				.350			.300	.050									0[illegible]421
ATLAS SYSTEMS SPOKANE WA		.545															0[illegible]470

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR OUR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CURRENT MAR CODE
PYROAUL F-9 A															01771A		4550-0.9-17
.BRUCE IND SALES DAYTON OH		1.10															00244703
.CITY OF BEACON BEACON NY	1.00	1.10	1.00	2.10	1.09		1.09										00229007
.BENNATT IND E LOS ANGELES CA		.545															00205091
.BLAKE MARINE MONTVALE N J		.215															00163414
.BLAW KNOX CO ROCKFORD IL	1.48		1.48														00222450
BLAW KNOX CO PARKWOOD WV	.750	2.21	.750														00111045
PARENT CUST. TOT-BLAW KNOX CO BL	2.23	2.21	2.23														10310047
.BOUNTY SHOES CARTERSVILLE GA		.545															00112135
.CURTIS [illegible] BREEZE TOLEDO OH	.250	1.10	.250														[illegible]
.CHRYSLER FOUNDRY CO DEALER MICH	.250	1.10	.250	.545				.545									00217.23
.UNIV OF CALIF MERCURY NV				6.54						6.54							00261247
.CAPSTONE IND CORPUS CHRISTI TX		1.64		2.10		.55	.55		1.09								00236454
.CARPENTER TECHNOLOGY READING PA		.545		1.09	.545				.545								00231207
.CARRIER CORP DEWITT NY		1.10															00249608
.CE REFRACTORIES VANDALIA FL		1.00															00219374
.[illegible] CHARF VIC-LIFFE OH		.100															[illegible]
.[illegible] ROCKFORD RAMSEY IL	.475	2.10	.475														[illegible]
CONTINENTAL CAN CHICAGO ILL				.300		.300											00235035
CONTINENTAL CAN ELK GROVE IL	1.75	3.82	1.75														00272246
CONTINENTAL CAN LENEXA KS		1.64															00235335
CONTINENTAL CAN BALTIMORE MD	1.00	1.09	1.00														00235316
CONTINENTAL CAN MILLTOWN NJ																	[illegible]
CONTINENTAL CAN CINCINNATI OH		.545															[illegible]
CONTINENTAL CAN BURLINGTON NJ		1.64															[illegible]
PARENT CUST. TOT-CONTINENTAL CAN	2.75	8.72	2.75	.300		.300											00343167
.COTTON CLUB BOTLG CLEVELAND OH				.545	.545												00273000
.CRANE COMPANY JONESBORO AR		.545		1.09	.545	.545											00115428
.CURTIS MFG ST LOUIS MO		2.10		1.64	1.09		.55										10022922
DEERE COMPANY MARYSVILLE MICH	1.00	1.23	1.00														[illegible]
.DAIRYLAND POWER GENOA WI		1.09															[illegible]
DAYTON MALLEABLE IRON IRONTON OH	.750	10.2	.750	2.73		2.73											[illegible]
DAYTON MALLEABLE IRON IRONTON OH	6.25	17.5	6.25	10.4	7.63	2.73											10221227
DAYTON MALLEABLE CLEVELAND OH		2.18															00177583
PARENT CUST. TOT-DAYTON MALLEABL	7.00	29.9	7.00	13.1	7.63	5.45											00346654
.DE LAVAL TURBINE POUGHKEEPSIE NY		1.09															00115941
.DISPACHOS DEL NORTE LAREDO TX				1.09		1.09											00275247
.DRAVO CORP READING PA		.545															00235333
.DRESSER INDUSTRIES DEPEW NY	1.25	7.63	1.25														00239305

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAJR GRD GP
PYGRAUL F-9 A															01771A		4550-009-17
.E I DUPONT N FAIRFIELD CT		1.09															10023521
E I DU PONT DE PARKERSBURG WV		.606															10024137
E I DU PONT DE WASHINGTON WV		.522															10024145
PARENT CUST. TOT-E I DUPONT WILM		2.22															10023564
.TENN EASTMAN KINGSPORT TENN		2.73															10078547
.EATON CORP CLEVELAND OHIO		.545															[illegible]
.EMPART CORP BERLIN CT				.100	.100												00274069
.ELKTON DIECASTING ELKTON KY	2.50	18.2	2.50	7.09	1.64	1.64	3.27	.55									10023923
[illegible] CLEVELAND OH	.500	1.65	.500														[illegible]
.[illegible] MINING FRYTLAKES MN		2.18															[illegible]
[illegible] IL		.545															[illegible]
ESSEX INTL THREE RIVERS MI	.750	2.74	.750	1.09		1.09											[illegible]
PARENT CUST. TOT-ESSEX INTL FT W	.750	3.28	.750	1.09		1.09											10026733
.[illegible] ANN ARBOR MI				.100	.100												[illegible]
.[illegible] RICHMOND IN		1.09															[illegible]
GM-NEW DEPARTURE SANDUSKY OH	5.00	6.58	5.00														[illegible]
PARENT CUST. TOT-GENERAL MOTORS	5.00	7.67	5.00														00157279
.GEAL CABLE CORP TRUESDALE MO		1.05															00254401
.GEN ELEC LOUISVILLE KY		1.09															10031915
GEN ELEC ALLENTOWN PA		1.64															10031508
PARENT CUST. TOT-GEN ELEC SCHENE		2.73															10031850
.GERARD METAL CRFTMN GARDENA CA		.545		3.27				3.27									00196265
.[illegible] HAVEN MI	.500	1.68	.500	1.09	.545			.545									[illegible]
.[illegible] CITY STEEL GR CITY IL	3.00																[illegible]
.GULF OIL CO ORANGE TX		1.09															[illegible]
WARREN PET MAYSVILLE OK	2.00	.552		.545	.545												10087643
PARENT CUST. TOT-GULF OIL CORP P	2.00	1.64		.545	.545												00044466
.HEISLER MACH TOOL FAIRFIELD NJ		1.10															00249319
.HILLTARD CORP ELMIRA N Y		.050															[illegible]
.HOLT INDUSTRIES VENICE CA	.900	2.94	.900														[illegible]
.HOPPING FOUNDRY PASADENA CA		.150		.545		.545											[illegible]
.HOWMET CORP PLYMOUTH MI	.250	.552	.250														[illegible]
.HUFFMAN PLUMBING TROY OH		1.09															[illegible]
.IDEAL FISH FLOAT RICHMONDVIRG		1.10															10039957

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TO DATE THIS YEAR	SALES THIS MONTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAKE UP NO.
	PYRAUL F-5 A															01771A		4553-3.3-
	.[illegible] WEEKING IL		.545															00.4[illegible]
	.[illegible] MICHIGAN LAWRENCE IN				.545		.545											00125[illegible]
	.[illegible] BOYERSTN PA		1.09															00250155
	.[illegible] FRANKFOR IN		.103		.100				.100									0012[illegible]
	.INTERNATIONAL ENG AT CLEMENS FT	3.50	5.40	3.50														0.25[illegible]
	.ITT FED SUPPORT RICHLAND WA	.180	.732	.160														10542151
	.ITT GRINNELL DIV CRANSTON RI	2.00	1.65	2.00														00250902
	PARENT CUST. TOT=ITT NEW YORK NY	2.18	2.36	2.18														00044512
	.JELCO INC NEW KENSINGTON PA				.545			.545										00277000
	.DEN JOHNSON READING PA		1.10															00245223
	.JONES BOAT YARD MIAMI FL				.500			.500										10543193
	.J [illegible] S FOUNDRY DEKLY CK.	5.00																10542255
	.[illegible] FOUNDRY CO ELYRIA OH	.375	4.45	.375	1.09				1.09									[illegible]
	.KAMELA JONESBORO GA		.545															10543533
	.KENNAMETAL INC GREENSBURG PA		.545															00203265
	.KENNECOTT REF CORP BALT MD	2[illegible].0		4.00														10543031
	.[illegible] PEORIA IL	47.0	53.2	46.0														10[illegible]
	.[illegible] STEEL CO [illegible] IL	43.0	85.0	43.0														[illegible]
	.[illegible]	1.00	2.74	1.00														[illegible]
	.[illegible] STEEL PEARLIN IL	6.25		6.25														[illegible]
	.[illegible] LOGANSPORT IN		1.09															[illegible]
	.LYNCHBURG FOUNDRY RADFORD VA	2.00	7.11	2.00	2.18	2.18												10.47552
	.MAGNUS METAL CO CINCINNATI OH		1.09															[illegible]
	.MARCO MFG CO BRADLEY IL		1.29		.545		.545											[illegible]
	.MARTIN BRONZE COMPANY FARIEN C	.375		.375	1.09	1.09												[illegible]
	.MCDONNELL DOUGLAS SANTA MCA CA				.545				.545									0021[illegible]
	.MCDONNELL DOUGLAS MIAC ST L MO	2.50	13.1	2.50	2.73	2.73												10545571
	PARENT CUST. TOT=MCDONNELL DOUGL	2.50	13.1	2.50	3.27	2.73			.55									10045571
	.SHEPPICK-STEVENS MIAMI FL				.400			.400										10.51797
	.METHODIST HOSPITAL HOUSTON TX		.200															0.21733
	.[illegible]	1.65	5.67	1.65	1.64				1.64									[illegible]
	.MOBIL OIL BROOKLYN NY		.451															[illegible]
	.PAUL MONROE HYD PICO RIEVER CA		3.27															10.61164
	.MONSANTO RESEARCH MIAMISBG OH		.704															10[illegible]
	.A [illegible] MUELLER ST LOUIS MO		1.09															10[illegible]
	.MUELLER BRASS PORT HURON MI	2.50	7.26	2.50	3.27	1.64			1.64									10[illegible]
	.MUELLER CO OREA CA	.545	2.19	.545														10[illegible]
	.L A NASH CO E PALESTINE OH		1.64															10.56[illegible]
	.NATIONAL METAL CLEVELAND OHIO	.250	2.18	.250	1.09	1.09												[illegible]
	.NATL STARCH PLAINFIELD NJ	1.00	.545	1.00														[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES GOAL YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAJOR CODE
	PRODUCT 01131A															0177	1A	4550-0.9-17
5[illegible]	.CITY NEW MADRID NEW MADRID MO		.200															0[illegible]225670
5[illegible]	.R L INDUSTRIES ST LOUIS MO		1.64															0[illegible]151593
5[illegible]	.MORANDA ALUM NEW MADRID MO		.100															0[illegible]230934
[illegible]	.NORTH AMER ROCKWELL EL SEGUN CA	.720	2.16	.720														1[illegible]8[illegible]56
[illegible]	.NORTHERN PACKAG ROCHESTER NY		.102															10[illegible]267
[illegible]	.OIL STATES RUBBER ARLINGTON TX		.100															0[illegible]226672
[illegible]	.OREGON STEEL MILLS PORTLAND OR	25.0	7[illegible].2	25.0	14.2	3.27	3.27	7.63										10[illegible]461
[illegible]	.OVERHOLT CORPORATION WINCH TX		1.09															0[illegible]256594
[illegible]	.OVERTON FOUNDRY SO GATE CA	.220	.552	.220														10[illegible]9771
[illegible]	.PENWALT CORP CALVERT CTY KY		1.09		1.09		1.09											10[illegible]1644
[illegible]	.O F PFLUGER NEW PORT BEACH CA	.180	.420	.180	.100				.100									0[illegible]235741
[illegible]	.PHELPS DODGE LAUREL HILL NY	3.00																10[illegible]2454
[illegible]	PHELPS DODGE EL PASO TX		15.3															10[illegible]2473
[illegible]	PHELPS DODGE COPPER EL PASO TX		84.8		12.0	6.54	5.45											00168491
	PARENT CUST. TOT-PHELPS DODGE CO	3.00	100		12.0	6.54	5.45											00[illegible]4[illegible]39
[illegible]	.POMONA DILCAST POMONA CA		.207		.100			.100										00247286
[illegible]	.WILLIAM PEARLE CO CINN OH		.552		.545		.545											10[illegible]
[illegible]	.PPG CRESTLINE OH	2.00	6.04	2.00	3.27	1.09	1.09		1.09									10[illegible]
[illegible]	PPG TIPTON PA	1.25	4.39	1.25	2.18				2.18									10[illegible]3361
	PARENT CUST. TOT-PPG PITTSBURGH	3.25	10.4	3.25	5.45	1.09	1.09		3.27									10[illegible]3345
[illegible]	.PRECISION SHEET METAL LA CA		.552		.545	.545												0026.785
[illegible]	.RACINE HYDRAUL LAKESVILLE OH	.500	5.46	.500														10[illegible]
[illegible]	.R[illegible] CO ASHTABULA OH		.315															[illegible]
[illegible]	.REXCO HYDRALLICS WILLITS CALIF				1.64			1.09	.55									0[illegible]1591
[illegible]	.[illegible] FT LAUDERDALE FL				.35[illegible]	.100	.150	.100										0[illegible]274275
[illegible]	.REX CO SIMMELT PAPER CHICAGO IL		.645															1[illegible]
[illegible]	[illegible] METALS [illegible] ILL	13.8	54.1	13.8	10.9	10.9												0[illegible]
[illegible]	.RIGGS FOUNDRY SAN LEANDRO CA				.545					.545								10[illegible]169
[illegible]	.[illegible] ROCKEFELLER TROXX NY	1.00	.832	1.00														0[illegible]253351
[illegible]	.ROCKFORD CLUTCH ROCKFORD ILL		.545															0[illegible]
[illegible]	.[illegible] INC CLEVELAND OH		1.64															0[illegible]
[illegible]	.SANDVIK STEEL INC FAIRLAWN NJ	1.00	.552	1.00														0023.138
[illegible]	.SCHROEDER BROTHERS MCKEES PA		1.10															0024[illegible]
[illegible]	.SOUTHERN NATR GAS ANNISTON AL		.100															00161129
[illegible]	.VICKERS INC DIV TRW MIC		.150															1[illegible]
[illegible]	.AMOCO CHEM NEW CASTLE DE	1.00	1.65	1.00	.545			.545										0[illegible]2534[illegible]
[illegible]	AMOCO CHEM ALVIN TX		2.07															00259356
	PARENT CUST. TOT-STANDARD OIL CO	1.00	4.32	1.00	.545			.545										00046965
[illegible]	.STAR FIBERS INC EDGEFIELD S C		.545															00216642

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTION FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYDRAUL F-9 A															017	1A	4550-009-17
1254	.STAUFFER CHEM COBBS FERRY NY		.150															10.75022
1193	.TAYLOR WINFIELD CORP WARREN OH		.545															[illegible]
1194	.THE [illegible] SHEBOYGAN WISC	.500	3.83	.500	.545		.545											[illegible]
1193	.THE [illegible]-JOHNSON JACKSON MI	.500	3.03	.500	1.09	1.09												[illegible]
1259	.TOOL RESEARCH ALBUQUERQUE NEW MEXICO CA				2.95	2.95												[illegible]
1198	.TRANSCO PIPE STEEL ALLIANCE OH		1.09															[illegible]
1199	.U BRAND CORP ASHLAND OH	.500	7.10	.500	1.64	1.64												[illegible]
1192	.GOALS UNASGND FLR BK THRU 1932	5.00		5.00														00165654
1191	.GOALS UNASGND FCR BK THRU 1974	20.0		20.0														00165657
1192	.GOALS UNASGND FLR BK THRU 1968	17.0		17.0														00165665
1193	.UNION CARBIDE PADUCAH KY	2.50	8.76	2.50	1.64		1.64											00141905
1192	UNION CAR UC BOUND BROOK N J	1.00	1.64	1.00														10081823
	PARENT CUST. TOT-UNION CARBIDE C	3.50	10.4	3.50	1.64		1.64											00045705
1196	.COLLIER CARBON CHEM ARROYO CA				.545	.545												00274178
1191	.UNITED ENG - FOSTORY PITT PA		1.64															10083402
1191	UNITED ENG VANDERGRIFT PA	.500	1.18	.500														10083419
	PARENT CUST. TOT-UNITED ENG - FC	.500	2.82	.500														10083400
1255	.U S PIPE BURLINGTON NJ	3.00	2.73	3.00														10164881
1255	.U S GOVT HILL AFB UT				.545			.545										00142840
1257	U S NAVY BOSTON MASS		.545															00262749
	PARENT CUST. TOT-U S GOVT WASHIN		.545		.545			.545										10064733
1250	.U S METALS REFINING CARTERE NJ		.545		.545			.545										00277667
1192	.U S STEEL YOUNGSTOWN OHIO	10.0	3.28															[illegible]
1192	U S STEEL FAIRLESS HILLS PA	9.00																00142247
1191	U S STEEL IRVINE PENNSYLVANIA		10.9		10.9		10.9											10065208
1191	U S STEEL MONONGAHELA PA		3.30															00143243
	PARENT CUST. TOT-U S STEEL NEW Y	19.0	17.5		10.9		10.9											00047724
1273	.V & W OF AMERICA ELLENVILLE NY	1.00	.545	1.00														00256122
1192	.VECTRA CORP DENTON MD		.545															00262714
1192	.[illegible]		1.64															[illegible]
1192	[illegible]		2.41															[illegible]
1192	.[illegible] WAUKESHA WISC		1.09		2.73		1.64		1.09									[illegible]
1192	[illegible] CITY IN		.545															[illegible]
1192	.WESTERN [illegible] CHICAGO IL		1.09															[illegible]
1191	WESTINGHOUSE [illegible] WEST MIF PA		.100															00145386
1193	.WESTVACO CORP WICKCLIFFE KY		.102															00222657

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAJOR PRODUCT
	PYDRAUL F-9 A															01771A		4550-009-17
[illegible]	.WICHITA FLS FNDRY WICHITA FLS TX		.545															00220019
[illegible]	.WILEY CORK WILMINGTON DE	1.00	1.10	1.00														00251089
[illegible]	.WILLIAMS AIR CONTROL TIGARD OR				1.64		.55			1.09								10090687
[illegible]	.WILSON SUPPLY HOUSTON TX				.545				.545									10090830
	TOTAL PRODUCT * * * * * * * LB	437	1275	382	351	104	89	70	69	15	3							4550-009-1
	25 TOT MAJOR PYDRAUL F-9A LB	437	1275	382	351	104	89	70	69	15	3							
	$$	144	477	126	131	38.1	33.5	26.5	25.7	5.5	1.4							
	[illegible]															01899A		4591-151-1
[illegible]	.AIR-DRAULICS CO ALBUQUERQUE				1.52	1.52												00274186
[illegible]	.AIR & HYDRAULICS BIRMINGHAM AL				1.01		1.01											00276057
[illegible]	.ALUMINUM CO ALCOA TN		21.3		5.56	3.03			2.53									10002893
[illegible]	ALUMINUM CO POINT COMFORT TX		11.2		5.05	1.01	1.52			2.53								10002[illegible]
[illegible]	ALUMINUM CO MALAGA WA	7.20	20.3	7.20	10.1	5.05			5.05									10002958
	PARENT CUST. TOT-ALUMINUM CO PIT	7.20	52.8	7.20	20.7	9.09	1.52		7.58	2.53								00045063
[illegible]	.AMERICAN SMELT & REF SAN FR CA	.320	.470	.320	.235			.235										10004969
[illegible]	[illegible]		.047															[illegible]
[illegible]	.ANHEUSER BUSCH MIAMI FLA		.470															00109711
[illegible]	.ARMCO STEEL ASHLAND KY	1.75	4.07	1.75														10006171
[illegible]	ARMCO STEEL KANSAS CITY MO	2.50	79.6	2.50	42.9	7.6	10.1	25.3										10006198
[illegible]	ARMCO STEEL HAMILTON OH	.250	1.50	.250	.376	.376												10006201
	PARENT CUST. TOT-ARMCO STEEL MID	4.50	85.1	4.50	43.3	8.0	10.1	25.3										10006226
[illegible]	.ASHLAND CHEM CO FRANKLIN LA		1.53															00182833
[illegible]	ASHLAND CHEM CO UNITED LA		.505															10083265
	PARENT CUST. TOT-ASHLAND OIL ASH		2.03															00045094
[illegible]	.ATLANTIC STEEL CO ATLANTA GA		.505															10007232
[illegible]	.BALL BROS EL MONTE CA				.505		.505											10008123
[illegible]	.BETHLEHEM STEEL SEATTLE WA	11.0	26.9	11.0	5.05		2.53	2.53										10009576
[illegible]	.BLACKWELL ZINC BLACKWELL OKLA		10.1		5.05			5.05										10009[illegible]
[illegible]	.BOEING CO AIRP DIV EVERETT WAS	.720		.720														00156356
[illegible]	.[illegible] CO S MILWAUKEE WI	2.50	3.04	2.50	4.04		1.52	2.53										[illegible]
[illegible]	.CARBORUNDUM NEW CARLISLE IN	10.0																[illegible]
[illegible]	.CONTINENTAL STEEL KOKOMO IND		2.03		5.05	1.01	4.04											[illegible]
[illegible]	.WALT DISNEY WORLD BAY LAKE FL				1.52			.51		1.01								00277436
[illegible]	.DRAVO CORP READING PA		.505															00238333

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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.	CUSTOMER MAILING CODE
PYROAUL 15-A															G1699A		4591-151-1
.E I DU PONT DE LOUISVILLE KY		.235															10323726
EI DUPONT LUCKEY SC		1.01		.505			.505										00272345
E I DU PONT DE BEAUMONT TX		.094															10324321
E I DUPONT DENEMOU LA PORTE TX		3.05															00152526
PARENT CUST. TOT-E I DUPONT NILP		1.72		.505			.505										10323564
.DUQUESNE LIGHT GREENSBURG PA		.141															10324226
.E G & G INC ALBUQUERQUE NM		.505															00203[illegible]
.FEDERAL SCREWS ANS DETROIT MI	2.50	8.61	2.50	1.01				1.01									[illegible]
FEDERAL SCREWS ANS MORELLS MI	1.25	3.03	1.25														
PARENT CUST. TOT-FEDERAL SCREWS	3.75	11.6	3.75	1.01				1.01									00110435
.FOOTE MINERAL CO KECKUK IA	3.25	14.2	3.25	2.02			2.02										10326949
.FORD MOTOR DEARBORN MICH		1.01															
FORD MOTOR STEEL DEARBORN MI	1.25	3.05	1.25														
FORD MOTOR NASHVILLE TN		3.03		2.02	1.01	1.01											10326320
PARENT CUST. TOT-FORD MOTOR DEAR	1.25	7.09	1.25	2.02	1.01	1.01											00118990
.FORMEX CO DI HOYCK GREENVLL TN		1.01															00219479
.GARDNER DENVER CO DELVOR NAL LA		.282															[illegible]
GARDNER DENVER CO DALLAS TX		.235															00227730
PARENT CUST. TOT-GARDNER DENVER		.517															
.AEROJET LIQ ROKT SACRAMENTO CA				.505		.505											0123[illegible]421
.GLOBAL SUPPLY HOUSTON TX		5.07		2.02		1.01		1.01									[illegible]
.GRANITE CITY STEEL GR CITY IL	50.0																[illegible]
.GREAT LAKES CARBON ST LOUIS MO	1.25	3.05	1.25	2.02	2.02												10[illegible]
.A P GREEN REFRACTORIES SELPH TX		.094															00163523
.HERCULES INC RADFORD VA		.141															00123015
.INLAND STEEL STEEL SHIP L CH IN	50.0	64.0	50.0	24.2	24.2												[illegible]
INLAND STEEL FIVERDALE IL	5.00	5.84	5.00	2.02	2.02												[illegible]
.INTERMARINE SERVICES COPPRC CA				1.01			1.01										00277142
INTERMARINE SERVICES SANPED CA		4.07															00244653
INTERMARINE SERVICES HOUSTN TX		7.64															00244656
PARENT CUST. TOT-INTERMARINE SER		11.7		1.01			1.01										00244658
.INTL HARVESTER CHICAGO IL	2.50	12.7	2.50														[illegible]
.INTL TOOL & SUPPLY HOUSTON TX		4.05															00244732
.KAISER ALUMI MEAD WA	5.40	16.7	5.40	8.59		2.53	2.53		3.54								10043379

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 NO / MAJ GRP GP
	HYDRAUL 15-A															0189	9A	4591-151-17
	.INTERNATIONAL STEEL PEORIA IL	20.0	94.3	20.0	24.2			24.2										10044251
	.LACLEDE GAS CO ST LOUIS MO		.475															10045061
	.LACLEDE STEEL CO ALTON IL		12.7															[illegible]
	.M & M SYSTEMS HOUSTON TX				1.52				1.52									[illegible]
	.MASTER CORP ARLINGTON HTS IL				.505				.505									[illegible]
	.MOBIL OIL DIV BEAU TEXAS		28.3		5.09	3.03			4.55	1.52								10056451
	.MONTGOMERY ELEVAT MERKIN PA		1.02															00232297
	.NELCO FILTER STOUGHTON WI		.094															[illegible]
	.NOVAMONT CORP KENOVA WV	.250	2.03	.250														10056597
	.OCCO INC NEW ORLEANS LA				3.03				3.03									00235776
	.OHIO ENERGY SYSTEMS COLUMBUS OH		.097															[illegible]
	.OWENS CORP ORAL OH	1.25	9.61	1.25	3.03		3.03											00255329
	.OWENS INDUSTRIES KANSAS CITY MO		.505		1.01	.505			.505									00247650
	.PETROLEUM DIST CO BEAUMONT TX		1.52															10062454
	.PHELPS DODGE LAUREL HILL NY	2.00	1.02	2.00														10062462
	PHELPS DODGE HASPETH NY	1.00	.509	1.00														
	PARENT CUST. TOT-PHELPS DODGE CO	3.00	1.53	3.00														00044585
	.PRICE BROS CLARKSON KY		5.58															[illegible]
	.QUALITY CASTINGS CARVILLE CH	.250	2.03	.250														[illegible]
	.QUIG CONTROL LAB LOS ANGELS CA		1.02															00255367
	.RALSTON PURINA CITICHA IA		2.03		1.01			1.01										00259284
	.REPUBLIC STEEL CORP SO CHGO IL	48.0	177	48.0	22.0		22.0											[illegible]
	REPUBLIC STEEL BUFFALO NY		.505															10067484
	REPUBLIC STEEL CORP CLEVE OH		3.05															[illegible]
	REPUBLIC STEEL YOUNGSTOWN OH	1.50	4.06	1.50	1.52				1.52									[illegible]
	REPUBLIC SUPPL LONG BEACH CA	1.10	1.52	1.10	.505			.505										00170230
	PARENT CUST. TOT-REPUBLIC STEEL	50.6	186	50.6	24.1		22.0	.5	1.5									10067480
	.RICHTEX CORP COLUMBIA SC		.094															00255658
	.ROAME ELECTRIC FAN ROCKWOOD TN		7.09															00165325
	.ROBINSON VET ZELIENOPLE PA				1.01					1.01								[illegible]
	.ROCKWELL INTERNAT CORP TULSA OK		3.03		1.01			1.01										[illegible]
	.ROCKER CONTROL SLP BERKELEY CA	1.80	13.6	1.80	25.3	25.3												00136043
	ROCKER CNTRL SYS BEAUMONT TX		24.3															00240731
	PARENT CUST. TOT-ROCKER CO OAKLA	1.80	37.9	1.80	25.3	25.3												00046723
	.SANTA FE MARINE SANTA BARBR CA		2.02															00256374
	.SCOTT EQUIPMENT CO DAYTON OH		.505															[illegible]
	.SECCO INC HOUSTON TX		10.1		4.04	4.04												00270512
	.SHAFFER TOOL WORKS BEAUMONT TX		5.56															00235268

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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.	CUSTOMER NUMBER
	PYSHAUL 15 -A															01699A		4591-15
1966	SHAFFER TOOL WORKS HOUSTON TX				2.53	2.53												002374
	PARENT CUST. TOT-SHAFFER TOOL WC		5.56		2.53	2.53												002352
1965	.STEEL OIL CO DOMINGUEZ CALIF		1.02															001556
1966	.HUMBLE OIL BAYTOWN TEXAS		6.12															100394
1966	.STAUFFER CHEM MT PLEASANT TEN		2.53		1.52			.51		1.01								100750
1966	.STEEL IMPROVEMENT CLEVELAND OH	.500	5.53	.500	2.02			2.02										002[illegible]
1974	.TENNESSEE FORG STEEL NEWPT AR		5.05		15.2				15.2									002474
1974	.TEXAS STEEL FORTWORTH TX		1.02															001404
1974	.THIOKOL CHEM THIOKOL UTAH		.505		1.01		1.01											002697
1932	.GOALS UNASGND FOR BK THRU 1932	10.0		10.0														001658
1974	.GOALS UNASGND FOR BK THRU 1974	6.00		6.00														001656
1966	.GOALS UNASGND FOR BK THRU 1966	24.0		24.0														001660
1932	.UNION CAR - NUC CARRIDGE TENN		1.01															100819
1981	.UNION ELEC STEEL BURGETTSTN PA		.505															002722
1932	.UNION ARSCO CARTERET NJ																	100041
	UNION OIL BIRMINGHAM AL		24.2															002625
	PARENT CUST. TOT-UNION OIL CO LC		24.2															0004715
1932	.U S PIPE BESSEMER AL		33.4		5.05		5.05											1008496
1932	U S PIPE BURLINGTON NJ	13.0	6.06	13.0														1008430
	PARENT CUST. TOT-U S FOUNDRY BIR	13.0	39.5	13.0	5.05		5.05											1008466
1968	.TENNESSEE VALLEY DRAKESBORO KY				1.52				1.52									0016446
1952	U S GOVT HAMPTON VA		1.52															0014252
	PARENT CUST. TOT-U S GOVT WASHIN		1.52		1.52				1.52									1008473
1932	.U S STEEL FAIRFIELD ALABAMA		2.03															1008535
1932	U S STEEL [illegible]	1.73	4.58	1.73	.505			.505										[illegible]
1932	U S STEEL STEELTON PA		.509															[illegible]
1932	U S STEEL YOUNGSTOWN OHIO	10.0	2.04		2.02			2.02										[illegible]
1932	U S STEEL FAIRLESS HILLS PA	9.00	5.09	9.00														0014322
1981	U S STEEL HOMESTEAD PA				1.01				1.01									1008534
1953	U S STEEL HORSE CANYON UT	1.25	2.02	1.25														0019816
	PARENT CUST. TOT-U S STEEL NEW Y	22.0	16.3	12.0	3.54			2.53	1.01									0004772
1936	.WASCO CORP RICHLAND WASH	1.10	3.03	1.10														0026443
1936	.WESTERN GEAR CORP EVERETT WA		.329															1006865
1966	.WILSON SUPPLY HOUSTON TX				3.03		3.03											1009553

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	AVERAGE FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO / MAJ G-S C
PYDRAUL 15C-A															01899A		4591-151
.ZAPATA OFFSHORE CO HOUSTON TX		16.2															0023192
TOTAL PRODUCT * * * * * * * LB	310	887	240	238	64.2	60.4	74.0	8.6	10.6								4591-151
TOT MAJOR PYDRAUL 15CA LB	310	887	240	238	64.2	60.4	74.0	8.6	10.6								
PYDRAUL A-2[illegible]																	
.ALCOA CORP READVILLE PA	5.50	4.87	5.50	3.25			1.08	1.08	1.08						01828A		4555-50
.ALUMINUM CO LAFAYETTE IN	40.0	31.9	40.0	15.7		8.1		10.8									[illegible]
ALUMINUM CO CRESSON PA	4.00	10.8	4.00	26.5	2.7	3.2		8.7	11.9								1000273
ALUMINUM CO MALAGA WA	.720	.541	.720	.541	.541												1000287
ALUMINUM CO VANCOUVER WA	12.5	33.5	12.5	13.0		6.49			6.49								1000295
																	1000296
PARENT CUST. TOT=ALUMINUM CO PIT	57.2	76.3	57.2	59.5	3.2	17.9		15.5	18.4								
.AMERICAN BRG CO GREENSBURG IN		.100															0004510
.ANCHOR SPELT & REF TACOMA WA				.541			.541										[illegible]
.ANCHOR COUPLING CO LIBERTYV IL		.050															[illegible]
.ARMCO STEEL ASHLAND KY	35.0	16.2	35.0	10.8	5.41		5.41										[illegible]
ARMCO STEEL MIDDLETOWN OH	140	00.0	140	13.0	13.0												1001617
PARENT CUST. TOT=ARMCO STEEL MID	175	56.2	175	23.8	18.4		5.4										
.BARBER DIE & TOOL OSHKOSH WI		2.71															1001622
.BARBA-CLARKSLEE SANTA FE SP CA		.200															[illegible]
.BOSTON CORP BRIGHTMAT MFG CH				7.57		7.57											0026263
BENDIX CORP ROCHESTER NY		13.3		.541					.541								0027277
BENDIX CORP SIDNEY NY	5.00	21.6	5.00														0011143
																	1000527
PARENT CUST. TOT=BENDIX CORP DET	5.00	34.9	5.00	8.12		7.57			.54								0004555
.BETHLEHEM STEEL SEATTLE WA	5.40	8.11	5.40														
.BLACK AND DECKER LANCASTER PA	1.00	5.40	1.00	1.08		1.08											[illegible]
.CITY COMPTROLLER DETROIT MICH	1.00	4.54	1.00	2.16	2.16												1000[illegible]
.CONSOLIDATED ALUM LAKE CHAR LA	40.0	24.3	40.0	5.41			5.41										0017657
CONTINENTAL MFG CO HOUSTON TX				.541		.541											[illegible]
.DANA CORP PITTSTON PA	2.00	10.8	2.00	2.71	2.71												0011561
.DEERE & CO MOLINE IL		14.2															0004[illegible]
.EATON CORP BATTLE CREEK MI				1.08	1.08												[illegible]
.GEORGIA FIBERS CHILDERSBURG AL	5.00	2.16	5.00														[illegible]
.GENERAL ELEC ST LOUIS MO		.541															1000667
.FITZPATRICK CO TERRYHURST IL				.200					.200								1002609
																	0020[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible] FORECAST YEAR	[illegible] CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	PYROFAIL A-[illegible]															0184	8A	4555-[illegible]-17
	[illegible]		.541															00118953
	[illegible] MILFORD MI	.250	3.79	.250														10[illegible]
	GM-CHEVROLET BUFFALO NY		57.3		10.8	5.41	5.41											10[illegible]349
	GM-DELCO PRODUCTS ROCHESTER NY		25.9															00235313
	GM-CHEVROLET ROSSVILLEGAN NY	44.0	515	44.0	50.9	28.1		28.1	34.6									10332717
	GM-CHEVROLET TONAWANDA NY	6.25	51.4	6.25	8.12	6.12												10332733
	PARENT CUST. TOT-GENERAL MOTORS	50.5	653	50.5	110	41.7	5.4	28.1	34.6									00157279
	GENERAL CAST JEFFERSON VALLEYA	1.00	4.33	1.00	.541				.541									00156973
	[illegible] SKELLY MIDDLE CR	10.2	50.3	10.2	3.25					3.25								10[illegible]
	HILLIARD CORP ELMIRA N Y		.657															10336[illegible]
	HOOKER CHEMICAL COLUMBUS MISS		.541		.541		.541											00157[illegible]
	INTL EQUIP NEEDHAM HEIGHTS MA				.150	.150												10341228
	KAISER ALUM-CHEM PLEASANTON CA		.541		.090		.090											00213[illegible]
	KAISER ALUM-CHEM TACOMA WASH	8.00																00154[illegible]
	KAISER ALUM TRENTWOOD KA	15.0	5.41		3.25				3.25									10343[illegible]
	PARENT CUST. TOT-KAISER INDUST P	23.0	5.95		3.34		.09		3.25									00345016
	MARCOR CHEM RENAT WASH	.360	1.09	.360														10343557
	[illegible] ENGINEERING CLEV OH		2.16															10346[illegible]
	[illegible] MACHINE CO ROSEMEAD P CA				.541	.541												00279[illegible]
	LODDEN DIV FAIRFIELD IA		.400		.250				.250									00127[illegible]
	[illegible] COPPER SAN MANUEL ARIZ	1.10	3.79	1.15														00290[illegible]
	[illegible] MFG CO BRADLEY IL		.645															10346357
	MO GRAY EDISON JEFF CITY MO	3.75	10.2	3.75														10349023
	MOGRAN EDISON TOPELO KS	1.00	1.08	1.00														00250445
	PARENT CUST. TOT-MOGRAN EDISON C	4.75	17.3	4.75														00344687
	[illegible] COMPANY TOLEDO OH	2.50	6.51	2.50	1.08				1.08									10332757
	SKELLY OIL [illegible] TEXAS		.541															00222174
	SKELLY OIL SKELLYTOWN TX		.036															10373383
	PARENT CUST. TOT-MISSION CORP WI		1.36															00346043
	NAT GAS PIPELINE MINNEOLA KS				.100	.100												00273651
	[illegible] MACHINE GREENSBORO NC		.641															00264954
	[illegible] FALL IRON ST PAUL MN		1.08		.541	.541												10356[illegible]
	[illegible] LOS ANGELES CA	.220	.541	.220														10353[illegible]
	[illegible] CASTING [illegible] NY		1.94															10359074
	[illegible] PROD CO GREENSBORO IL	33.8	89.8	33.8	152	27.1	10.8	55.7			8.1							10333331
	JOHNSON MOTORS WAUKEGAN IL	275	924	275	331	40.4	39.4	63.4	77.9	43.3	26.5							10342976

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
AGENT COST. TOT-CLINGARD MARINE	399	1013	399	433	107	50	119	78	43	35							[illegible]
PYDRAUL A-200B															0184	8A	4555-300-17
.PEARCE-TIBBS HEAT TREAT CHICA IL		1.62		.541	.541												[illegible]
.PERFECTION TOOL CHICAGO IL		.540															[illegible]
.THOMPSON-HAYWARD FRESNO CA		.541															00140783
.SEALTITE CO INC KAN CITY KS		.541															10571704
.PROSOLITE-ITCO EL DORADO AR	1.00	.543	1.00														10040507
.READING METALS READING PA	1.00	3.24	1.00	1.08		1.08											00252220
.ROCKWELL MFG CO BLIS PA		.540															00136352
.SANSANO SCEC A UNION SC	3.00	8.66	3.00	7.57	3.25		2.16	2.16									10572791
.SIMSCO DUAZ INC CENTERVILLE AL				.541			.541										00242918
SIMSCO INC COLUMBIANA AL				.541	.541												10073111
AGENT CUST. TOT-SIMSCO INC COLU				1.08	.541		.541										10073111
.STYLCO DIVISION NEW ORLEAN LA		2.71		.541	1.08		1.62										[illegible]
.SWINGLINE LONG ISL CITY NY		1.08		1.08				1.08									10077531
.SYRACUSE DIE CAST SYRACUSE NY		.541		.541	.541												10377761
.GOALS UNASGND FOR BK THRU 1932	9.00		9.00														00165054
.GOALS UNASGND FOR BK THRU 1974	9.00		9.00														00165697
.GOALS UNASGND FOR BK THRU 1968	9.00		9.00														00165165
.GOALS UNASGND FOR BK THRU 1935	7.00		7.00														00205749
.UPJOHN CO N HAVEN CONNECTICUT		.059															10365705
.WEST PENN POWER SPRINGDALE PA	1.25	0.66	1.25	4.33	1.08	2.16	1.08										10783496
.WESTINGHOUSE TAMPA FL		.541															00266142
WESTINGHOUSE PITTSBURGH PA				.250	.250												10089743
AGENT COST. TOT-WESTINGHOUSE EL		.541		.250	.250												00047740
TOTAL PRODUCT * * * * * * * LB	746	2084	723	674	185	84	162	141	67	35							4555-300-17
% TOT MAJOR PYDRAUL A-200B LB	746	2084	723	674	185	84	162	141	67	35							
%	261	636	195	206	56.9	26.5	50.1	42.5	20.0	10.3							
PYDRAUL AC-A															0174	0A	6756-000-17
.AIR PRODUCTS CREIGHTON PA		8.24															00176639
.ALASKAN COPPER SEATTLE WA				.108		.108											0.275721
.ARNOLD ENGINEER FULLERTON CA	.144	.494	.144														00110124
.ALTON BOX BOARD JACKSNVLE FL		3.53		3.52	1.76		1.76										10002745
.AMERICAN CAN MODESTO CA	.036	.110	.036	.378	.108	.108		.108	.054								10003601
.AMERICAN CHEM LONG BEACH CA		.586															00229164

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
		PYCRAUL AC-A															C17-9A		0756-[illegible]-17
[illegible]		.AMERICAN CORP SANTA FE SPGS CA		.110															0.254835
[illegible]		.ANACONDA CO BUTTE MT	.360	.590	.360														0.2[illegible]6765
[illegible]		ANACONDA CO BOULDER MT	2.20	7.06	2.20	2.34	1.17			1.17									1[illegible]5456
		PARENT CUST. TOT=ANACONDA CO BER	2.56	7.65	2.56	2.34	1.17			1.17									0[illegible]5179
[illegible]		.ANCHOR COUPLING CO LIBERTYV IL		.054															0[illegible]9865
[illegible]		.A.P.CO STEEL ANDRIDGE PA	1.75	5.89	1.75														1[illegible]6252
[illegible]		.ARNOLD AIR DRILLIN FORT SMI AR		.230															0[illegible]116
[illegible]		.ASSOCIATED FILE PROD ROCHES PA		.327		.162	.162												0[illegible]
[illegible]		.ATLANTA GAS LIGHT ATLANTA GA		.560															1[illegible]
[illegible]		.ATLANTIC RICHFIELD TORRAN CA	1.10	1.16	1.10														0[illegible]574
[illegible]		ATLANTIC RICHFIELD GILLETTE WY		.216															0[illegible]5868
		PARENT CUST. TOT=ATLANTIC RICHFI	1.10	1.40	1.10														1[illegible]7170
[illegible]		.BECKTON DIE CO PORTTRICK CA	5.40	16.3	5.40														1[illegible]
[illegible]		.BENDIX CORP UTICA N Y	5.00	1.22	5.00														1[illegible]197
		BORDEN JEFFERSONVILLE ILL		.275		.108			.108										[illegible]
[illegible]		.BUSSERT MFG UTICA NY	1.00	.586	1.00	1.17	.586		.586										1[illegible]9[illegible]6
[illegible]		.C.F.BERTON ALHAMBRA CALIF		.586															0[illegible]0441
[illegible]		.CALGT CORP WICKETT TEXAS		.586															1[illegible]2654
[illegible]		.CITIES SERVICE E TAMPA FL		.586															1[illegible]
[illegible]		CITIES SERVICE TAMPA FL		2.34															0.1[illegible]4[illegible]
[illegible]		CITIES SERVICE HAZELTON KS		.106															0[illegible]8
[illegible]		CITIES SERVICE INDEPENDENCE KS		.119															0.1[illegible]372
[illegible]		CITIES SERVICE LYONS KS		.054															0[illegible]
[illegible]		CITIES SERVICE VELDA KS		.113															0.114264
[illegible]		CITIES SERVICE BLACKWELL OK		.064															0.114324
[illegible]		CITIES SERVICE HIGGINS TX		.120															1[illegible]932
[illegible]		CITIES SERVICE PAMPA TX		.216															1[illegible]
		PARENT CUST. TOT=CITIES SERVICE		4.52															0[illegible]577
[illegible]		.ATLANTIC SEABOARD BEVERLY WV		.165															1[illegible]224
[illegible]		COLUMBIA GAS WARCO KY		.586															1[illegible]435
[illegible]		COLUMBIA GAS CARRIER OH		.162															[illegible]
[illegible]		COLUMBIA GAS PAVONIA OH				.162		.162											[illegible]
[illegible]		COLUMBIA GAS BRANCHLAND WV		.108															0[illegible]
[illegible]		COLUMBIA GAS BEVERLY WV		.216															0.272191
[illegible]		COLUMBIA GAS STARLES WV	.050	.108	.050														[illegible]
[illegible]		COLUMBIA GAS CLEAR GROVE WV		.270															0[illegible]161
[illegible]		COLUMBIA GAS GLENDENIN W VA		.324															0[illegible]3752
[illegible]		COLUMBIA GAS GLENVILLE WV		.110		.216			.216										0[illegible]933

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES FOR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUMULATIVE MAR. SALES
	PYROAUL AC-A															017	CA	6755-[illegible]
1	COLUMBIA GAS HUNTINGTON WV		.590		.016						.570				.586			00245[illegible]
1	COLUMBIA GAS KERMIT WV		.108															00246[illegible]
1	COLUMBIA GAS MATHIAS WV		.108															00274[illegible]
1	COLUMBIA GAS TRANS TLFRC AL WV		.586															00269379
1	COLUMBIA GAS TRACKER WV				.106			.108										00275936
1	KY HYDROCARBON PAYTOWN KY		.210															10544322
	[illegible] GAS CO SUGAR GR OH		1.17															00132171
	PARENT CUST. TOT-COLUMBIA GAS NY	.050	4.82	.050	.470		.162	.324			.570				.586			00347406
	[illegible] CHEM PAYBOLD IL		.106															00119[illegible]
1	.BROCKWAY GLASS CLARKSBURG WV	10.0	2.93															00102325
1	.DIAMOND METALS ALLOY HOUSTONTX		.586															00110122
1	.DIVE SHOP BAYSHORE NY		.116															00295[illegible]
	[illegible] MICH	4.00																10[illegible]
	[illegible] NY JUPPA I	2.50	2.36	2.50														[illegible]
1	.EL PASO NATURAL GAS PORT OT		.162		.162		.162											10325557
1	EL PASO NATURAL GAS SUMAS WA		.324															10325567
1	EL PASO NATURAL GAS OPAL WY		.324															00117455
	PARENT CUST. TOT-EL PASO NATURAL		.810		.162		.162											10325532
1	.FAN STEEL INC MCSRGOEE CALA		.109															00177[illegible]
1	.GEN DYNAMICS FT WORTH TX	10.0																10[illegible]
1	.GEN ELEC UTICA NY	1.00	.586	1.00														10[illegible]
1	.GEN TIRE CORP EASTLAKE OHIO		.586															00214[illegible]
1	.GOODYEAR AIRCRAFT LITCH PK AZ		.108															10034[illegible]
1	.W R GRACE LEXINGTON KY		.054															10[illegible]
	W R GRACE MOUNTSTON IN		10.5		6.84			6.84										10[illegible]
	PARENT CUST. TOT-W R GRACE NEW Y		19.6		6.84			6.84										00345435
1	.GREAT LAKES GAS CLARE MI		.108															00121517
1	GREAT LAKES GAS FALLOCK PA		.981		.324			.324										[illegible]
	PARENT CUST. TOT-GREAT LAKES GAS		1.09		.324			.324										00121517
1	.GREAT LAKES TRANS DEEP RIVR PA		.054															00[illegible]
1	GREAT LAKES TRANS SHELVIN PA		.054															[illegible]
1	.GLASS CONTAINER LA CALIF	2.50	6.43	2.50	1.76	.586	.586		.586									10[illegible]
1	HUNT WESSON CHICAGO ILL		.102															[illegible]
	PARENT CUST. TOT-HUNT WESSON FCC	2.50	6.59	2.50	1.76	.586	.586		.586									00746272
1	INGERSOLL-RAND CAMPBELLVIL KY		.110															00245[illegible]

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PEELLA DIRECT #2
01/25/73

PECC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED CURRENT YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTO MAX CODES
PYDRAUL AC-A															0174	JA	6756-000-17
GETTY OIL CO LOS A OCALINGA CA	.180	.444	.180														00120820
GETTY OIL CO TRACY CA		.818															00120871
GETTY OIL CO VENTURA CA	.360	1.18	.360														00120894
AGENT CUST. TOT-GTC CO SKORIE I	.540	2.44	.540														00594277
SPECISH OF COORDY MISC		.168		.054	.054												00270134
CITY OF LAKELAND LAKELAND FL		1.70		1.17		1.17											00217634
CITY OF LA WATER & PWR LA CA				.054		.054											00217655
AMERICAN OIL CORP DETROIT MI	30.0	96.1	30.0	46.1				1.6		49.7							00135038
ACCURATE DOOS MONTOYA BEACH CA		.590															00216595
MCDONNELL DOUGLAS SANTA MON CA		.590		.586			.586										
AGENT CUST. TOT-MCDONNELL DOUGL		1.18		.586			.586										10045571
METROPOLITAN EDISON PORTLAND P	3.00	3.53	3.00														10291924
MICHIGAN WISCONSIN DIRECT IA				.324			.324										00129769
MICH WISC PIPELINE ST JOHN INC		.329															10552173
MICH WISC PIPELINE GREENSBG KS		.218															10551011
MICH WISC PIPELINE BIG RAP MI		.540															00541114
MICHIGAN WISC PIPE DETROIT MI	.050	.109	.050														10552262
MICH WISC PIPELINE MAITLAND FC		.108															00357035
MICH WISC PIPELINE GREENVILLE PS		.108															10552264
MICH WISC PIPELINE SARDIS MS		.216															00102575
MICHIGAN WISC PIPELINE GUYMON OKL				.108			.108										
AGENT CUST. TOT-MICHIGAN WISC P	.050	1.63	.050	.432			.432										00347535
SHELLY OIL SHELLYTOWN TX		.270															10773535
MOBIL OIL BROOKLYN NY		.055															10054224
MONSANTO INDUS EUDA SPRGS MO	.360		.360														00194234
MONTANA POWER CO BANK MT		.106															10055753
JACK MORRIS NEODESHA KS		.588															00265507
NAIL CO-OP AC PHERSON KS	.750	4.65	.750	1.17		1.17											10066411
NAVIL ORDNANCE CAMDEN NJ		.108															10750535
NAT GAS PIPELINE BIGGER ARK		.110															00264067
NAT GAS PIPELINE SLARCEY AR		.217															00229253
NAT GAS PIPELINE EMERSON IOWA				.108	.108												00274084
NAT GAS PIPE LINE CENTRALIA IL		.163															00247967
NAT GAS PIPE LINE GENESEO IL		.382															10551[illegible]
NAT GAS PIPELINE MORGAN IL		.108															00270326
NAT GAS PIPELINE CLASCO KS		.270															10557588
NAT GAS PIPELINE PRITCH TX		.586															00261203
NAT GAS PIPELINE LUFKIN TX		.108															

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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. [illegible]
	PYDRAUL AC-A															01740A		6756-000-17
[illegible]	NAT GAS PIPELINE PERRYTON TX				.540	.540												00274054
[illegible]	NAT GAS PIPELINE STINNETT TX		.586															10057094
	PARENT CUST. TOT-NAT GAS PIPE LI		2.53		.648	.648												00047570
[illegible]	.NCC FOOD CORP SAN JOSE CA				.108			.108										00276375
[illegible]	.NORTHROP COR EL PE ANAHEIM CA		.162															00213209
[illegible]	.ORLANDO UTIL TITUSVILLE FL		.586															10059569
[illegible]	.OWENS ILL VALDOSTA GA		3.52															10059959
[illegible]	OWENS ILLINOIS CURLEY ID		1.77															[illegible]
[illegible]	OWENS ILLINOIS [illegible] ILL		2.93		1.17			1.17										[illegible]
[illegible]	OWENS ILLINOIS STREATOR IL	2.00	4.70	2.00														[illegible]
[illegible]	OWENS ILLINOIS GAS CITY IN		.586															[illegible]
[illegible]	OWENS ILLINOIS CHARLOTTE MI	1.00	.586	1.00														[illegible]
[illegible]	OWENS ILLINOIS BRIDGETON NJ	2.00	7.71	2.00														00212202
[illegible]	OWENS ILLINOIS WACO TX		1.18		.586			.586										00253[illegible]56
	PARENT CUST. TOT-OWENS ILL TOLED	5.00	23.0	5.00	1.76			1.76										10059933
[illegible]	.PANHANDLE EASTERN PIPE LIBE KS		.620		.594	.270		.324										00132961
[illegible]	.PENN CONTROLS GOSHEN IN	.375	1.18	.375														[illegible]
[illegible]	.PENNWALT CORP WYANDOTTE MI	1.25	4.70	1.25	1.17	.586	.586											[illegible]
[illegible]	PENNWALT CORP TACOMA WA	.360	1.20	.360														00133221
	PARENT CUST. TOT-PENNWALT CORP P	1.61	5.90	1.61	1.17	.586	.586											10061635
[illegible]	.PETROLEUM DIST CO HOUSTON TX	23.0	78.4	23.0	34.8	34.8												00093750
[illegible]	PETROLEUM DIST CO ODESSA TX		39.4		39.2		39.2											00229833
	PARENT CUST. TOT-PETROLEUM DIST	23.0	117	23.0	74.0	34.8	39.2											00093750
[illegible]	.PEVELY DAIRY ST LOUIS MO		.434		.324			.162	.162									10062195
[illegible]	.PFIZER INC TERRE HAUTHE IN	2.50	11.2	2.50	1.17			1.17										[illegible]
[illegible]	.PHILLIPS PET SMACK AR		.108															00252441
[illegible]	PHILLIPS PET STAMPS ARK		1.17															00263004
[illegible]	PHILLIPS PET ST JOSEPH LA		.110															00261008
[illegible]	PHILLIPS PET ORANGEBURGH NY				1.13		.540	.586										00276169
[illegible]	PHILLIPS PET SPARTANBURG SC		.108															00270266
[illegible]	PHILLIPS PET BARGER TX		4.12															10062075
[illegible]	PHILLIPS PET ETTER TX		5.89															10062083
[illegible]	PHILLIPS PROD BORGER TX		2.34															00133787
	PARENT CUST. TOT-PHILLIPS PET BA		13.8		1.13		.540	.586										10062659
[illegible]	.CHARMIN PAPER MEHOOPANY PA		3.52															00162558

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MOST RECENT FORECAST YEAR	THIS YEAR SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYCASOL AC-A															0174	0A	6753-0[illegible]-17
	CHAMPION PAPER MILL MONCKEN PA				.586			.586										00277564
	CHAMPION PAPER GREEN BAY WISC	.750	1.76	.750	.586			.586										0[illegible]
	PROCTER-GAMBLE LONG BEACH CA	.220	1.18	.220	.586				.586									10364716
	PROCTER GAMBLE SACRAMENTO CAL		.586		.586		.586											00134767
	PROCTER - GAMBLE AUGUSTA GA		.582		.216					.216								00151716
	PROCTER AND GAMBLE CHI IL		1.18		.586	.586												10364724
	PROCTER-GAMBLE KAN CITY KS		1.18															10364743
	PROCTER GAMBLE BALTIMORE MD		1.22		.586		.586											00187521
	PROCTER AND GAMBLE ST LOUIS MO	.500	1.77	.500	.586			.586										00150534
	PROCTER AND GAMBLE STATEN IS NY	1.00	3.55	1.00	1.17		.586		.586									10364791
	PROCTER-GAMBLE ST LOUIS MO		3.52		1.17				1.17									[illegible]
	PROCTER AND GAMBLE MAHOGANY PA				.586			.586										00157254
	PARENT CUST. TOT-PROCTER AND GAM	2.47	20.4	2.47	7.25	.59	1.76	2.34	2.34	.22								10364757
	RALSTON PURINA SPRINGDAL AR		.220															10365158
	RALSTON PURINA WILMINGTON DE		.158															[illegible]
	RALSTON PURINA GAINESVILLE GA		.108															[illegible]
	RALSTON PURINA DAVENPORT IA		1.17															10360123
	RALSTON PURINA PEORIA IL	.360	.108	.360	.108	.108												10360195
	RALSTON PURINA BATTLE CREEK	.250	1.18	.250														[illegible]
	RALSTON PURINA CO MIDLAND PA		.216															[illegible]
	RALSTON PURINA JACKSON KS		.213															00135236
	RALSTON PURINA OMAHA NB		.272															00135216
	RALSTON PURINA WILSON NC		.320		.054					.054								00135232
	RALSTON PURINA CIRCLVL OHIO		.110		.108				.108									[illegible]
	RALSTON PURINA FT WAYNE		.586															[illegible]
	RALSTON PURINA PER MEMPHIS TN				.270			.270										00135173
	RALSTON PURINA RICHMO VA	.500		.500														10360131
	PARENT CUST. TOT-RALSTON PURINA	1.11	4.62	1.11	.540	.108		.270	.108	.054								10360137
	THATCHER GLASS MFG CENTRA NY	1.00	1.77	1.00														00191658
	THATCHER GLASS MFG SAUGUS CA	.720	8.22	.720	5.86		2.34	2.34	1.17									10379659
	PARENT CUST. TOT-REXALL DRUG LOS	1.72	9.99	1.72	5.86		2.34	2.34	1.17									00345691
	CHERRY BURRELL CEDAR RAPIDS IA		.586															00152836
	CROWN HOT SPRINGDALE AR		.110															00255211
	SHELL OIL SHERIDAN TX		.694															00137770
	SMITH - LOVELESS LENEXA KS		.110															[illegible]
	SOUTHERN CALIF GAS REDLANDO CA	.360	2.26	.360														00130475
	CHEVRON CHEM RICHMOND CALIF		.586															10016295
	CHEVRON OIL SALT LAKE CITY UT	1.80	5.67	1.80	1.17	1.76		.59										10016323

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJ ORD OR
	PYGRAUL AC-A															01740A		6756-000-17
[illegible]	STD OIL LA HABRA CA				.586			.586										00139940
	PARENT CUST. TOT-STAND OIL CALIF	1.80	6.46	1.80	1.76	1.76												00046906
[illegible]	.AMERICAN OIL CO ELDORADO ARK	50.0																10004675
[illegible]	AMOCO CHEM JOLIET ILL				2.93		2.34		.59									10005248
	PARENT CUST. TOT-STANDARD OIL CF	50.0			2.93		2.34		.59									00046965
[illegible]	.SUN OIL CO SNYDER TX		1.18															10077036
[illegible]	[illegible] DETROIT MI	.750	1.18	.750														[illegible]
[illegible]	.TECHNICAL DEVEL CO DAYTON OH		.379															[illegible]
[illegible]	.TENN GAS PIPE LINE NASSAU NY	.500		.500														10078555
[illegible]	TENN GAS TRANS CARROLLTON OH		.586		.586				.586									[illegible]
	PARENT CUST. TOT-TENNECO INC HOU	.500	.586	.500	.586				.586									10076504
[illegible]	.TEXAS EASTERN JACKSON LA		.108															10079[illegible]
[illegible]	TEXAS EASTERN LAMBERT NJ		.586															00263788
[illegible]	TEXAS EASTERN BALLY PA		.272															00220477
[illegible]	TEXAS EASTERN CRESSON PA		.586															00260191
	PARENT CUST. TOT-TEXAS EASTERN T		1.55															00046156
[illegible]	.TRANSCOR GAS GILLIS LA		.055															00141119
[illegible]	.UNIVERSAL MATCH ST LOUIS MO		.108															10065551
[illegible]	.UNION OIL COALINGA CA		1.18															00141964
[illegible]	UNION OIL CAT CANYON CA				.586				.586									00278343
[illegible]	UNION OIL CASTAIC CALIF		.175															[illegible]
[illegible]	UNION OIL RODEO CA	1.80	5.35	1.80	5.01	2.34	.11	.11	2.45									10062153
[illegible]	UNION OIL SANTA MARIA CALIF	.400	.550	.400														10062161
[illegible]	UNION OIL WILMINGTON CALIF	9.00	21.8	9.00	5.86		5.86											10062166
[illegible]	UNION OIL CO FORT MADISON CO		.162															00263737
[illegible]	UNION OIL WORLAND WY		.110															10062323
	PARENT CUST. TOT-UNION OIL CO LC	11.2	29.4	11.2	11.5	2.34	5.97	.11	3.04									00047155
[illegible]	.UNION TEXAS PETRLM HAUGHTON LA		.162															00272469
[illegible]	.UNION TEXAS PETRLM HAUGHTON LA		.165															[illegible]
[illegible]	.UNITED CONSTRUCTIO WESTMINS CA	.540	1.77	.540														[illegible]
[illegible]	[illegible] PATTERSON OHIO		.550															[illegible]
[illegible]	.U S STEEL LORAIN OH	.750	1.18	.750	1.17	.586		.586										[illegible]
1101	U S STEEL HOMESTEAD PA	2.50	14.7	2.50	3.04		.11	2.93										10065349
	PARENT CUST. TOT-U S STEEL NEW Y	3.25	15.8	3.25	4.21	.59	.11	3.52										00047724

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PREVIOUS FORECAST	YTD SALES	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTROL NUMBER
	PYROAUL AC-A															0174	CA	6756-000-17
	.VELSICOL CHEM CHATTANOOGA TN		1.17		1.17			1.17										10[illegible]
	.WEST PENN POWER SPRINGDALE PA	.500	1.10	.500	1.17	.586			.586									10[illegible]
	.WESTERN TEXTILE ST LOUIS MO		.110															10[illegible]
	.WESTVACO CORP WELLSBURG WV		.435		.324	.108	.108			.108								0.158194
	TOTAL PRODUCT * * * * * * * LB	188	481	114	187	46.8	56.5	24.8	8.8	.4	50.3				.6 .2			6756-000-17
	PYROAUL AC-A WINTER GRADE															0179	A	6757-000-17
	.[illegible] CHEMICALS CO EMERYVILLE IL		.[illegible]															[illegible]
	.ATLANTIC RICHFIELD HERCULYNA CA		6.76		3.35	3.35												0.251357
	.BERTODE OIL CO PICKITTRICK CA	2.90	8.45	2.90	5.59		5.59											10[illegible]
	.BOEING CO RENT WASHINGTON		.563															0.157171
	.BOEING CO SC SEATTLE WASH		1.13															00[illegible]
	PARENT CUST. TOT-BOEING CO SC SE		1.69															00[illegible]
	.COLUMBIA GAS PERRYVILLE OH				.156			.156										0[illegible]
	COLUMBIA GAS GLENVILLE WV		.106		.104	.104												0[illegible]
	COLUMBIA GAS RENOVA WV		.563															10[illegible]
	PARENT CUST. TOT-COLUMBIA GAS WV		.669		.260	.104		.156										00[illegible]
	.DRESSER MAGCOBAR CLOVERDA CA	2.20	3.46	2.20														0[illegible]
	DRESSER MAGCOBAR FORTINGTON CA	.720	1.68	.720														0[illegible]
	PARENT CUST. TOT-DRESSER INDUSTR	2.92	5.65	2.92														10[illegible]122
	.J M P AIR CO VIAN OKLA		.563															0[illegible]
	.NORTHLAND RESOURCES RANGELY CO		.563															0[illegible]
	.OWENS ILLINOIS BRIDGETON NJ	1.00	2.82	1.00														0[illegible]
	.PETROLEUM DIST CO HOUSTON TX				1.30	1.30												0[illegible]
	.RALSTON PURINA GUNTERSVL AL		.563															10[illegible]212
	.TEXAS EASTERN PA ACCIDENT PO				.154	.154												0[illegible]
	.UNION OIL CLOVERDALE CA		5.03		3.35			3.35										0[illegible]
	TOTAL PRODUCT * * * * * * * LB	6.82	32.3	6.82	14.[illegible]	4.86	5.59	3.51										6757-000-17
	PYROAUL C25-A															0165	A	4594-625-17
	.AIR EQUIP-DRILL BAKERSFIELD CA	.400	1.19	.400	.165	.165												0[illegible]
	.ALABAMA OXYGEN BESSEMER AL		52.8		17.3	5.75		5.75	5.75									10[illegible]757

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIL CODE
	PRODUCT 229-A															016	5A	4594-626-17
	.ALCO PACKG & SUPPLY NYC NY		.110															00264308
	.LOUIS ALLIS CO MILWAUKEE WIS				1.15		1.15											00247332
	.ALUMINUM CO VERNON CA																	10002788
	ALUMINUM CO LAFAYETTE IN	.250	.595	.252														10002634
	ALUMINUM CO MASSENA NY	25.0	25.1	7.00	8.05					8.05								10002693
	ALUMINUM CO ALCOA TN		5.19		2.30	2.30												
	PARENT CUST. TOT-ALUMINUM CO PIT	20.3	30.9	7.25	10.4	2.30				8.05								00045063
	.AMCO PRODUCTION RIVERTON WY				.575	.575												00279375
	.AMERICAN [illegible] CO LIBERTY IL		.055															00251253
	.ATLANTIC RICHFIELD NEWCASTLE CA	5.40	14.2	5.40														00110574
	ATLANTIC RICHFIELD TUPMAN CA		5.24															
	PARENT CUST. TOT-ATLANTIC RICHFI	5.40	19.4	5.40														10007178
	.CENTURY ELEC ST LOUIS MO	70.0	76.5	70.0	50.6	12.7	13.8	18.4	5.8									10015162
	CENTURY ELEC HUNTSVILLE TN		5.36															00187240
	PARENT CUST. TOT-CENTURY ELEC ST	70.0	81.8	70.0	50.6	12.7	13.8	18.4	5.8									10015162
	.COLUMBIA GAS CHARLES WV		1.18															00253707
	.GREAT WEST SUG CO JOHNSTOWN CO		.114															00120144
	.ITT RAYONIER INC HOQUIAM WA		.055															00244372
	.JOHN P FAIR CO VIANCOLA		.114															00201963
	.GC MARSHALL PLT CNTR HUNTSV AL		8.81															10037042
	.MARTIN MARIETTA DALLES OR		.575															10053543
	.MOBIL OIL BELRIDGE CA	1.44	7.02	1.44	5.75		3.45			2.30								10054449
	MOBIL OIL DIV LOS ANGELES CA	7.20	14.3	7.20														10054452
	MOBIL OIL LOST HILLS CA	3.60	11.8	3.60	1.73				1.73									10053538
	MOBIL OIL MARIPOSA CA	7.20	20.1	7.20	6.90		6.90											10054479
	MOBIL OIL SAN ARDO CA	1.10	2.98	1.10														
	PARENT CUST. TOT-MOBIL OIL CORP	20.5	64.2	20.5	14.4		10.4		1.7	2.3								10054443
	.PANHANDLE EASTERN PIPE LINE KS		.275		.701		.330			.371								00130601
	.PETROLEUM DIST CO DECATUR IL		.555															00203557
	PETROLEUM DIST CO HOUSTON TX		.285		2.47	2.47												00093750
	PARENT CUST. TOT-PETROLEUM DIST		.835		2.47	2.47												00093750
	.NORTHWEST PAP CLOQUET MN		.279															10058457
	.PRATT & WHITNEY E HARTFORD CT		.545															00201038
	.PROCTER-GAMBLE KAN CITY KS		.102															10064740

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	INTERNATIONAL FORECAST THIS YEAR	THIS YEAR CURR FCST	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
PYDRAUL 625-A															01605A		4594-626-17
.STANDARD OIL LOS ANG CALIF		.575															0[illegible]159375
.GOALS UNASGND FOR BK THRU 1972	11.0		11.0														0[illegible]185554
.TENNESSE VALLEY TUSCUMBIA ALA		2.36															0[illegible]185341
TENNESSEE VALLEY DRAKESBORO KY	2.50	18.0	2.50														0[illegible]164[illegible]
TENN VALLEY AUTHOR CHATTANO TN		7.10															0[illegible]279
TENN VALLEY AUTHOR MEMPHIS TEN		8.26		4.03		2.30	1.73										0[illegible]86414
U S AIR FORCE PATTERSON OHIO		.275															10[illegible]957
U S GOVT HUNTSVILLE AL		4.76		5.75				5.75									10[illegible]4725
U S GOVT AERO HAMPTON VA		2.86		2.08		2.08											0[illegible]3[illegible]
PARENT CUST. TOT-U S GOVT WASHIN	2.50	44.2	2.[illegible]	12.7[illegible]		5.10	1.73	5.75									10[illegible]733
.WESTINGHOUSE PHILADELPHIA PA		.114															10[illegible]727
TOTAL PRODUCT * * * * * * * LB	130	306	117	110	23.9	35.6	25.9	19.0	10.7								4594-626-17
22 TOT MAJOR MISCELLANEOUS LB	325	822	238	311	75.5	92.9	54.2	27.8	11.2	50.3				.67			
11 TOT SUB-CO FIRST GEN PYDRA LB	1819	5068	1504	1574	449	327	360	247	104	88							
PYDRAUL 312-A															01857A		5761-313-17
.CUSTOMER ID NOT IN MASTER FILE				7.41		1.00		6.41									00[illegible]
.ACME DIE CAST LOS ANGELES CA	45.0																0[illegible]1960[illegible]
.ACADEMY DIE CASTING EDISON N J	3.00	10.5	3.00	3.50		1.50			1.00	1.00							00[illegible]5660
.ACME MACHINE WORKS SPOKANE WA	.600																0[illegible]5[illegible]
.ACTION MFG CO PHILADELPHIA PA		1.00															0[illegible]215341
.ADAM CHRYSLER VAN NUYS CALIF				.138			.138										0[illegible]153[illegible]
.AIR-HYDRAULICS CO PHOENIX AZ	1.80		1.80														0[illegible]27[illegible]
.AIR-HYDRAULICS CO TUCSON AZ				.184		.092	.276										00275522
PARENT CUST. TOT-AIR-HYDRAULICS CO	1.80		1.80	.184		.092	.276										0[illegible]275[illegible]
.AIRTEX INC FAIRFIELD ILLINOIS	5.00	2.50															0[illegible]1457
.AJAX MFG CITY INDUSTRY CA	7.20	10.0	7.20	4.50		2.00			2.50								0[illegible]3[illegible]
.ARNOLD ENGINEER FULLERTON CA		.184		.138				.138									0[illegible]124
.ALLOY DIE CASTING BUENA PK CAL	25.0																0[illegible]7[illegible]
.ALCOA INC CLEVELAND OH		10.0		6.00		3.00		3.00									0[illegible]159
.ALCAN ALUMINUM CORP USWEGO NY	15.0	30.0	15.0	20.0	10.0			10.0									00148199
.ALUMINUM DIE LOS ANGELES CALIF	.220		.220														00168197
.ALUMINUM FORGE SANTA ANA CALIF	2.50																00148159
.ANCHOR INC GLENDALE CA	.900	1.00	.900	1.50		.500		.500	.500								10[illegible]359

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
	PYGRAUL 312-A															01857A		6731-313-17
1	AMERICAN ALUM WEBSTER CITY IA	1.07	5.00	1.07	5.00		2.50		2.50									00191359
2	AMERICAN CHAIN YORK PA				1.00				1.00									00100413
3	AMERICAN PORTABLE EUGENE OR	25.0																10004837
4	AMERICAN SMELT & REF CLEVER MO	5.00	3.00		.500	.500												00100017
	AMERICAN CORP DES PLAINES IL				3.50		3.50											00274348
	AMEROCK CORP PARSEGOD IL	6.25	30.0	6.25	22.5	7.50	7.50		7.50									00109517
	PARENT CUST. TOT-AMEROCK CORP RC	6.25	30.0	6.25	26.0	7.5	11.0		7.5									00109517
5	AMERON STEEL ETIWANDA CA	18.0	37.4	18.0	30.0	10.0	5.0	5.0	5.0	5.0								00190142
	AMERICAN ALUM TEXAS MAUTE IN		8.00															10035376
	AMERICAN COLPITTS CO LIBERTYV IL		.046															00103655
6	ANCHOR POST PROD HARRISON AR				4.50		4.50											00275115
7	ANSEN AUTOMOTIVE GARDENA CA	1.44	4.00	1.44	1.00		1.00											00175014
	[illegible] STEEL MARION OH	55.0	80.0	85.0	30.0		10.0		10.0	10.0								00279048
	[illegible] STEEL MIDDLETOWN OH	50.0	142	50.0	90.0	15.0	30.0		30.0	15.0								10006228
7	ARMCO STEEL ARDMORE PA		48.0		24.0				24.0									10006252
7	ARMCO STEEL BUTLER PA		5.00															10006260
	PARENT CUST. TOT-ARMCO STEEL MID	145	275	135	144	15.0	40.0		64.0	25.0								10006229
8	ARROW ACME WEBSTER CITY IA	.750	4.00	.750	1.50	.50	1.00											10036035
	ARROW ALUM CAST PORTLAND OR		5.00		1.00				1.00									10036033
	ARROW ALUM CAST CLEVELAND OH		4.50															10036051
	PARENT CUST. TOT-ARROW ALUM CAST		9.50		1.00				1.00									10036051
9	ARROW DIECAST LOS ANGELES CA	.900	4.50	.900														10036678
	ARTHUR OIL CO ATHENS TX		5.00		2.50					2.50								00187035
10	AUDER OIL CAST MILWAUKEE WI	2.50	10.0	2.50														10037941
11	BALLPARK ENGRG WASHINGTON MO				1.00	1.00												00194331
12	BASIC ALUM CAST CLEVELAND OH		20.0		5.00	2.50		2.50										10036046
13	BRADD PROD DIV PLAN WATERTOWN WI	1.00	4.00	1.00														00222253
14	BELL & HOWELL CO CHICAGO IL	8.75	30.0	8.75	20.0	5.00	5.00		5.00	5.00								10037048
	[illegible]		3.00															00274300
15	BETHLEHEM STEEL STEELTON PA	70.0	48.0	20.0														00179015
16	BETHLEHEM STEEL WILMINGTON DEL	20.0		20.0														00045578
17	BETHLEHEM STEEL BURNS HA IN	6.25	6.00	6.25	5.00		5.00											00111401
	PARENT CUST. TOT-BETHLEHEM STEEL	96.3	54.0	46.3	5.00		5.00											00045578
	BLAW KNOX CO CHAMPAIGN IL																	00229665
18	BLAW KNOX CO MARSCOD WV	.750	3.00	.750														00111643
	PARENT CUST. TOT-BLAW KNOX CO BL	.750	3.00	.750														10010347

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible]	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
[illegible] 312-A															01857A		6761-313-17
.BOEING CO SC SEATTLE WASH	100																00345832
.[illegible] DIV ADRIAN MI	4.00	1.00		3.50		1.00		2.50									00161546
.BRACKETT STAMPING TOPEKA KS		.138															10111078
[illegible] MILWAUKEE WI	60.0	173	63.0	96.0		24.0	24.0	24.0	24.0								10111543
[illegible]		4.00															
.[illegible] STEEL CAST COLUMBUS OH	5.00		5.00														
.[illegible] GARY IND	2.15	.500	2.15	1.50			.50		1.00								
BOLD CO DETROIT MI	2.50	10.0	2.50	10.0	5.00	5.00											[illegible]
BOLD CO PHILADELPHIA PA	30.0	26.5	30.0	31.5		8.0	5.0	3.0	15.0								10012267
PARENT CUST. TOT-BOLD CO PHILA P	34.7	37.0	34.7	42.5	5.0	13.0	5.5	3.0	16.0								10012267
.C & H DIE CASTING TEMPLE TX				4.00			2.50	1.50									07241750
.CAST STELLITE DIV KOKOMO IN	10.0	7.00	10.0	3.00		3.00											10[illegible]
.CANTON FROP FORGING CANTON OH				.230			.230										[illegible]
.CARPENTER TECHNOLOGY READING PA	8.00	12.5	8.00	14.5		5.00			9.50								0.2312[illegible]7
.CARTER CARBURETOR ST LOUIS MO	25.0	56.5	25.0	29.8		13.6			16.3								10[illegible]4253
.CAST FORGE CO HOUGHTON LAKE MI		5.00															00[illegible]79
CAST FORGE HOWELL MI	25.0	70.0	25.0	12.5	5.00	7.50											0[illegible]
PARENT CUST. TOT-CAST FORGE CO L	25.0	75.0	25.0	12.5	5.00	7.50											00[illegible]919
.CATERPILLAR TF PEORIA ILL	42.5	144	42.5	72.0			72.0										0[illegible]
.CENTRAL DIECASTING CHGO IL	6.25	10.0	6.25	10.0		5.00			5.00								10[illegible]
.CENTURY ELEC ST LOUIS MO	5.00	15.0	5.00	12.0	3.00	6.00	3.00										10015162
CENTURY ELEC HEMPHILL TN		.500															00[illegible]240
PARENT CUST. TOT-CENTURY ELEC ST	5.00	14.5	5.00	12.0	3.00	6.00	3.00										10015162
.CERAC METAL PROD NEWARK CA	.540	2.00	.540	1.50			1.00		.50								10015227
.CHAM-LYAN CO EDEN PRAIRIE MN	.250	.500	.250														10[illegible]
.CHICAGO [illegible] CO CHICAGO IL		1.50		1.50				1.50									00[illegible]
.[illegible] INTERNAT INC		2.50															0[illegible]
.CITIES SERVICE COPPERHILL TN				5.00				5.00									0[illegible]
.[illegible] CAST CLOVERDALE CA	2.50	6.00	2.90	.500			.500			2.50							[illegible]
.CLEM PRODUCTS CLEVELAND OHIO		5.00		5.00	2.50												10[illegible]
.COLLINS RADIO CEDAR RAPIDS IA		2.50															00[illegible]42
.[illegible] COLUMBUS OH		.141															10[illegible]
.COMMERCIAL DIE CASTING LA CA	10.0																00[illegible]782
.CONSOL ALUMINUM JACKSON TN		8.00															10018455
CONSOL ALUMINUM RA JOHNSON TN		16.0															10[illegible]
PARENT CUST. TOT-CONSOL ALUMINUM		24.0															10018455

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED THIS YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CURRENT MAC DESCR
HYDRAUL 312-A															01857A		6701-313-17
.CONTINENTAL CAN SANTA ANA CA		.500															00242263
.CONTINENTAL CAN ELK GROVE IL																	00238056
.CONTINENTAL CAN MILLTOWN NJ	2.00	.500	2.00														00233316
.CONTINENTAL CAN CLEVELAND OH	.250	.184	.250														00239334
PARENT CUST. TOT-CONTINENTAL CAN	2.25	1.18	2.25														00346167
.CONTINENTAL STEEL KOKOMO IND	1.63	4.00	1.63														10015334
.CONTINENTAL STEEL SHELBY OH	.500	1.50	.500	2.00			1.00		1.50								10019732
.L M COX MANUFACTUR SANTA AN CA	.540	.900	.540	.500			.500										00115451
.GOODYEAR INDUSTRIES CLEVE OH		1.00															10022717
.DAISY HEDDER ROGERS AR		2.00		2.00				2.00									00115762
.DALLAS DIE CASTING DALLAS TX		1.55		1.00		.500	.500										10022705
.DANA CORP RICHMOND IN	.500	1.50	.500														00115777
.DAYTON MALLEABLE IRON TRNTA OH	1.25	2.00	1.25	1.50	.50			1.00									10021227
[illegible] DAYTON OH	7.50	30.0	7.50	12.0		3.00	6.00		3.00								1022277
[illegible] CLEVELAND OH		.500															00177563
.DETA ASCO ALLOY GEORGETOWN KY	1.13	3.00	1.13	1.50				1.50									10351027
PARENT CUST. TOT-DAYTON MALLEABL	9.80	35.5	9.80	15.0	.50	3.00	6.00	2.50	3.00								00046604
.DELMAR DIE CSTG CARDENA CALIF	.360		.360	.500				.500									00176654
.[illegible] CORPORATION ROCHESTER IN		1.00															10022652
.DIAMOND METALS ALLOY HOLSTON TX		1.00		1.50			.50		1.00								00115122
.DIFFERENTIAL [illegible] BRIDGEPORT NJ	12.5		12.5														10022371
.DOW CHEM RUSSELLVILLE AR		8.00		4.00	2.50		1.50										00102729
.DOW CHEM TORRANCE CA	1.10	3.00	1.10	1.00								1.00					10022543
.DOW CHEM ROCKY CO	5.00																10022959
PARENT CUST. TOT-DOW CHEM MIDLAN	6.10	11.0	1.10	3.00	2.50		1.50					1.00					10022908
.DRESSER INDUSTRIES DEPEW NY		2.00		3.00		3.00											00239335
.DRUMMOND TOOL & DIE TUJUNGA	.500		.500														00234192
.E I DUPONT DEPEND LA PORTE TX				7.00			2.00		5.00								00152928
.E I DUPONT DEPEND STARKS TX		2.00															10024072
PARENT CUST. TOT-E I DUPONT WIDF		2.00		7.00			2.00		5.00								10023564
.DYNAMIC FORGE CORP OXFORD KS		.500															05198714
.EATON CORP EDEN PRAIRIE MN		1.00		1.00	1.00												00243334
.EDWARD CORP XENIA OH	.250		.250														00177[illegible]
.ELECTROLUX CLE GREENWICH CT	20.0	45.5	20.0	16.0				16.0									10025818

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	YEAR TO DATE FOR CURR YEAR	SALES CURR MTH	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
[illegible] 512-1															01857A		6761-313-17
ELECTROLUX BRISTOL VA				5.00				5.00									00245917
PARENT CUST. TOT-ELECTROLUX CLC	20.0	45.5	20.0	21.0				21.0									10025618
.ELLIOTT COMPANY JEANETTE PA		.500															00260903
[illegible] CLEVE OH		.500															10326[illegible]
[illegible] ELECTRIC [illegible]	.500	2.00	.625	3.00	1.50			1.50									00218001
[illegible] DIE CASTING CLEVE OH	12.5	21.5	12.5	6.00	1.00			2.00	5.00								[illegible]
.[illegible] MINNEAPOLIS MN		.500															[illegible]
.[illegible] CREEK ST SANDUSKY OH				1.00		1.00											[illegible]
.FEDCO PRODUCTS INC IOLA KANSAS		5.00		5.78		.22-		6.00									[illegible]
.[illegible] CORP WINONA MN		2.50															10327[illegible]
.FLORIDA STEEL TAMPA FL	100	171	100	8.00			8.00										10326[illegible]
.[illegible] CLARKSTON MICH		6.50															00115[illegible]
[illegible] DEARBORN MI	500	46.0															[illegible]
[illegible] EAST CTR FLT ROCK MI	31.3		31.3														00296683
FORD MOTOR [illegible]SVILLE IN		4.00		3.50	1.00			2.50									10329[illegible]
PARENT CUST. TOT-FORD MOTOR CEAR	531	50.5	31.3	3.50	1.00			2.50									00118990
[illegible]				3.00			3.00										00193478
[illegible] WIS	5.00	10.0	5.00	8.50	2.50		6.00										00398[illegible]
.GOURLEY ELEC CO TERRYVILLE CONN		4.50		2.50	2.50												0.225377
.GM-DELCO BATTERY ANAHEIM CA	7.20	18.0	7.20	12.0			6.00		6.00								10332911
[illegible]	5.00	33.5	5.00														[illegible]
[illegible]	.500		.500														[illegible]
[illegible] FORD IN	119	450	119	211	75.2	67.1	38.5	37.9	57.4	64.5							[illegible]
[illegible] NOBLE IN	10.0	18.5	10.0	10.0	5.00	5.00											[illegible]
[illegible] IN	5.00	33.5	5.00														[illegible]
[illegible] BAY CITY MI	150	365	150	25.0	25.0												00167[illegible]
[illegible]	50.0	132	50.0	85.5	37.5	24.0		24.0									10332[illegible]
[illegible] FOUNDRY HOLLAND MI		10.0															[illegible]
[illegible] WILFORD MI							.500				.500-						10332741
[illegible] MI	62.5	129	62.5	20.0	9.00	3.00	8.00		4.00								[illegible]
[illegible] MI	62.5	274	62.5	150	[illegible]	80.0	[illegible]	37.0									[illegible]
[illegible] FOUNDRY SAGINAW MI	7.50	62.0	7.50	95.0	20.0	15.0	30.0	15.0	15.0								[illegible]
[illegible] DEPARTURE CLARK NJ	5.00	20.0	5.00	15.0	10.0	5.0											10332657
[illegible] FOUNDRY DEFIANCE OH	11.3	33.5	11.3	12.0	6.00		6.00										[illegible]
PARENT CUST. TOT-GENERAL MOTORS	455	1648	495	743	217	124	149	107	82	65	1-						00157279
.GENERAL CASTINGS CARDENA CALIF				1.50				1.50									00217476
.GENERAL DYNAMICS BERKBROOK TX	2.00	4.50	2.00														00231363
GEN DYNAMICS FT WORTH TX	50.0																10330919

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MARKET GOAL FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAS[illegible]
	PARENT CUST. TOT-GEN DYNAMICS FT	52.0	4.50	2.00														10031919
	PYDRAUL 312-A															018[illegible]7A		6761-313-17
	.GENL ELEC FORT SMITH AR	5.00	2.00	5.00														10031933
	[illegible] HAYES TX	[illegible]	4.50	[illegible]	[illegible]			1.00										[illegible]
	GENERAL ELEC APPR LOUISVILLE KY		100		31.5	31.5												00214[illegible]
	GEN ELEC LOUISVILLE KY	25.0	22.7	25.0														10031919
	GENERAL ELEC HENDERSONVILLE TN	.500	100	.500	5.00	3.00		2.00										06180380
	PARENT CUST. TOT-GEN ELEC SCHENE	55.5	236	55.5	37.5	34.5		3.0										10031850
	.GEORGETOWN STEEL GEORGETON SC	10.0		10.0														00221621
	[illegible] CORP TOLEDO OH	20.0	64.3	20.0														00144929
	.GIR METAL PROD CAPLE PLACE NY	5.00	15.0	5.00	3.50		1.00	2.50										00195323
	.GOULDS PUMPS INC SENECA F NY		1.00															00121266
	[illegible] ELEC CO CLEVELAND OH		1.00		1.00				1.00									00211571
	.GRINNELL CORP COLUMBIA PA	50.0	7.50	10.0	20.0		5.0	5.0	10.0									00239534
	.GULF STATE TUBE PLESANENG TX	24.0	22.0	24.0	6.00	2.50	1.50		2.00									10335127
	[illegible] NASHVILLE TN		.500															00207999
	.HAFCO DIV KAYEX ROCHESTER NY		.135															00227749
	HARVILL MACHINE LYNWOOD CA		3.00															00264156
	HARVILL MACHINE PERRIS CA	1.80		1.80														00170461
	PARENT CUST. TOT-HARVILL MACHINE	1.80	3.00	1.80														00170461
	.HAVERLY PRODUCTS CO DETROIT MI	1.25	4.00	1.25	3.00	.50	.50	1.00		1.00								10337195
	.HEWLETT-PACKARD PALO ALTO CA	1.80	5.00	1.80	1.50	1.50												00133974
	.HILLIARD CORP ELMIRA N Y		.046															10331365
	[illegible] PHOENIXVILLE PA				.500			.500										00231[illegible]
	.HOT SPRING GR SPL HOT SPRING A	3.00	2.50	3.00	3.00	3.00												00211652
	.E F HOUGHTON PHILADELPHIA PA		.500															10339[illegible]
	.HUBBELL LIGHTING DV BURBANK CA	.720	7.00	.720	1.00					1.00								10372377
	.HYATT DIE CASTING ENG CYPR CA	4.50	7.50	4.50	6.50	1.50	2.50	2.50										00151378
	.HYPRO CONDUIT CORONA CALIF		4.50															00256781
	[illegible]	.250	1.00	.250														10340337
	.INDUSTRIAL CASTINGS CLEV OH	1.30	5.00	1.30	2.00				2.00									10341372
	.INTL CAST PROD GARDENA CA	3.20	2.50	3.20	3.00	1.50			1.50									10341171
	.INTL PAP SO KRAFT MOBILE AL		.500															10341619
	.IRICO INDUSTRIES EUGENE OR	11.0	15.0	11.0	26.5	2.5	24.0											00243428
	.ISLIP TOWN OF FOLSBUCK NY		2.00															00236338
	[illegible] ANAHEIM CA		1.00															[illegible]
	ITT CANNON ELE SANTA ANA CA	2.50	5.00	2.90	7.50	2.50		2.50		2.50								10342127
	ITT CONTROLS GLENDALE CA	24.2	33.1	24.2	32.9			32.9										10342100
	ITT GRINNELL DIV CRANSTON RI		5.00															00256902

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 NO / MAJ OFFICE
PARENT CUST. TOT-ITT NEW YORK NY	27.1	44.1	27.1	46.4	2.5		35.4		2.5								00J44512
PYGRAUL 312-A															01857A		6761-313-17
.JOHNSON STEEL SEATTLE WA	10.0	.500															00271651
.[illegible] CHICAGO IL	6.25	2.50	6.25	1.50		1.50											00203775
.KASON HARDWARE BINGHAMTON NY		1.00		1.00			1.00										00190436
.KELSEY HAYES CO ROCKFORD IL				24.0				24.0									10043751
.KELSEY HAYES CO DETROIT MI	15.0	70.0	15.0	86.5	43.0	13.0	12.0		12.0	.5							00212032
.KELSEY HAYES CO FRANKLIN OH	.750	5.00	.750														00254573
PARENT CUST. TOT-KELSEY HAYES CO	15.0	75.0	15.0	105	43.0	13.0	12.0	24.0	12.0	.5							00212032
.[illegible] CLEVELAND OH	10.0	.414															00348563
.KERR-MCGEE HAMILTON MISS		.273		.138	.138												00254551
.KEYSTONE BRASS WKS ERIE PA	.250	2.00	.250														10044197
.[illegible] WATERLOO IA	.550	2.00	.350	1.00			1.00										10044446
.ELECTROMET CORP PITTSBURG PA		.230															00255700
.LESTER INDUSTRIES CALHOUN GA		2.00															00269703
.LESTER INDUSTRIES INC BEDFORD G	35.0	110	35.0	106	10.0	24.0	24.0	24.0	24.0								10346033
PARENT CUST. TOT-LESTER INDUSTRI	35.0	113	35.0	106	10.0	24.0	24.0	24.0	24.0								10346033
.LOS ANGELES DIE LOS ANGELES CA	4.00	7.50	4.00	5.50		3.00		2.50									00127905
.LYONS DIECASTING HOLLAND MI				2.50					2.50								00123163
.LYONS DIECASTING BUCKNER MO	50.0	140.0	50.0	9.00	4.00				3.00	2.00							10047625
PARENT CUST. TOT-LYONS DIECASTIN	50.0	140.0	50.0	11.5	4.00				5.50	2.00							10047625
.MADISON-KIPP MADISON WI	15.0	37.7	15.0	16.7	10.7												10347724
.MAGNESIUM CASTING H P PA		20.0		2.50		2.50											10346079
.MARTIN MARIETTA TORRANCE CA	11.0	7.50	5.40	2.50				2.50									10337150
.MARTIN MARIETTA LEWISPORT KY	3.75	35.0	3.75	15.0	5.00	5.00			5.00								10037134
.MARTIN MARIETTA DALLES OR	.360	1.00	.360														10037142
.MARTIN MARIETTA CLIFFS WA	1.80	27.5	1.80	20.0	10.0		7.5	2.5									00252077
PARENT CUST. TOT-MARTIN MARIETTA	16.9	71.0	11.3	37.5	15.0	5.0	7.5	5.0	5.0								00344052
.MCCULLOCH CORP LOS ANGE CA		8.00		5.50		2.00	2.00			1.50							00126035
.MCCORD EDISON SOUTH BEND IN	3.75	10.0	3.75	6.00			4.00	4.00									00126[illegible]
.METALART BUCKLE PROVIDENCE RI		1.00		2.00			.50		1.50								00251017
.MIDLAND ROSS [illegible] OH		3.00															10058475
MIDLAND ROSS ATHENS TN		1.00		2.00		2.00											00272116
PARENT CUST. TOT-MIDLAND ROSS PA		4.00		2.00		2.00											00346337
.MIDWEST FOUNDRY COLDWATER MI	3.75	2.50	3.75														00220175

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	THIS YEAR SALES	AVERAGE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
	PYLGAUL 212-A															01657A		6761-313-17
	.MID-EST[illegible] PLAST[illegible] OH		.184															[illegible]
	.[illegible] TOOL-DIE CO JACKSON MI	3.75	3.50	3.75														[illegible]
	.MILWAUKEE DIE CAST MILWAUKEE W	10.0	30.7	10.0														[illegible]
	.MISSOURI FOUNDRY JOPLIN MO	.500	3.50	.500	2.50		1.00		1.50									[illegible]
	.MOOR OIL BROOKLYN NY		.135															[illegible]
	.MORGAN DIE CASTING CHGO IL		3.50		1.00		1.00											[illegible]
	.MOTEN SCULPT PORT WASHGTN NY		1.00															[illegible]
	.MUSH MACH WKS SANTA FE SPGS CA				2.00			1.00	1.00									[illegible]
	.A[illegible] MOELLER ST LOUIS MO		1.00		.500	.500												[illegible]
	.[illegible] SUPPLY [illegible] OHIO		.500															[illegible]
	.NATIONAL MACHINERY TIFFIN OH		.500															[illegible]
	.NAIL METALLURG SPRINGFIELD OR	1.44	3.00	1.44	1.50	1.00		.50										0.224472
	.NATL ALUMINUM PARKSVILLE KY	2.50	11.0	2.50	1.50					1.50								[illegible]
	.NO CHG SHIPMENTS SPECIALTY PRO		.500															0.271120
	.NEUSCHOTZ ENG LOS ANGE CA	1.44	1.50	1.44	5.00	1.50	2.50			1.00								0.131438
	.CITY NEW MADRID NEW MADRID MO	7.50	17.0	7.50														0.2[illegible]576
	.[illegible] NEW MADRID MO		9.50		10.0		10.0											[illegible]
	.O A NORGREN CO LITTLETON CO				2.00		2.00											0.275549
	.NORTH AMER FRDRY ST PETERS MO		1.00															[illegible]
	.NYLOMEX MFG CO MOBILE AL				1.00				1.00									0.278125
	.OHIO BRASS MANSFIELD OH	2.50	11.5	2.50	7.00	3.00				4.00								[illegible]
	.OLIN CORP BRAL OH		9.00		2.00				2.00									[illegible]
	.[illegible] CASTING [illegible] KY	6.00	7.50	5.00	[illegible]	.500												[illegible]
	.OLE FOOD CO GALESBURG IL		30.0							12.5	12.5							[illegible]
	.[illegible] CENTRAL OHIO		2.00															[illegible]
	.OWENS CORNING ANDERSON SC		.092															10.[illegible]650
	.[illegible] ILLINOIS INC ALTON ILL		.500		1.00			.500		.500								0.151010
	.[illegible] LISBON OHIO	1.25	2.00	1.25	2.00		1.00		1.00									[illegible]
	.PACKARD PROD STRATFORD CT		2.00		2.00			1.00	1.00									10.[illegible]237
	.PACO MFG CO INC PORTLAND OR	2.90	6.00	2.90														0.220575
	.PAMPCO [illegible] INC WATERTOWN WI		3.00		2.00	1.00		1.00										0.133124
	.PERMANENT CASTING HOT SPRING AR	6.00	11.5	6.00	5.00			5.00										0.151.[illegible]
	.PHELPS DODGE EL PASO TX		5.00															10.[illegible]
	.PIPERS REGULATORS SKOKIE ILL	.500	1.50	.500														10.[illegible]25
	.[illegible] CLEVELAND OH	1.50	3.50	2.50	3.00		1.50		1.50									[illegible]
	.[illegible] SPRINGFIELD	5.00	17.5	5.00	19.5	5.00		5.00	9.50									[illegible]
	.[illegible] PAPER GREEN BAY WISC	.250	1.50	.250	.500	.500												[illegible]
	.RALSTON PURINA LINCOLN NB				3.00			3.00										10.[illegible]
	.RALSTON PURINA DENZARES TX		2.50															00260356
	AGENT COST. TOT-RALSTON PURINA		2.50		3.00			3.00										10.[illegible]
	.RANGER DIE CAST LYNWOOD CA	1.25		1.25	2.50			1.00	1.50									10.[illegible]336
	.R H I CO ASHTABULA OH	1.25	2.50	1.25														10.[illegible]654

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES VOLUME FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. MAJ. OR OTHER
	PYBRAUL 312-A															01857A		6761-313-1
2[illegible]	.READING IND EQUIP READING PA	10.0	6.00	10.0														10066670
2[illegible]	.READING METALS READING PA		5.50		2.50	2.50												00252220
	[illegible] STEEL CORP CLEVE OH	1.88		1.88														10067[illegible]
	[illegible] STEEL [illegible] OH	5.00	21.0	5.00	5.00			5.00										10067[illegible]
	PARENT CUST. TOT-REPUBLIC STEEL	6.88	21.0	6.88	5.00			5.00										10067480
[illegible]	.REYNOLDS METALS ARKADELPHIA AR	3.00	4.00	3.00	1.50			1.50										10067647
[illegible]	.RIBCO CASTING CO CEN FALLS RI	2.00	2.00	2.00														10068150
[illegible]	.ROCKWELL MFG RUSSELVILLE KY	16.3	32.0	16.3	25.0	15.0		5.0		5.0								10068762
	[illegible]		11.0															00246534
	[illegible]	20.0	24.0	20.0	24.0		12.0		12.0									10069[illegible]
	PARENT CUST. TOT-GEORGE D ROPER	20.0	35.0	20.0	24.0		12.0		12.0									10069033
2[illegible]	.ROTATING COMPON BAY SHORE NY	.800	.500	.500														10[illegible]
	[illegible]		4.00		2.00		2.00											10073775
1[illegible]	.SHARON STEEL FARRELL PA	75.0	18.0	75.0														10072165
2[illegible]	.SIDENT HOIST & CHAIN BROOKE NY	.200	.273	.200														00253243
2[illegible]	.SINGER CO ELIZ NJ	10.0	31.5	10.0	18.0	6.00	2.00	8.00		2.00								10073294
2[illegible]	.SINGER CO SOMMERVILLE NJ				1.00	1.00												00155322
	PARENT CUST. TOT-SINGER CO NYC N	10.0	31.5	10.0	19.0	7.00	2.00	8.00		2.00								00045330
	[illegible] DIECASTING IN EASTLAKE OH	3.00	5.50	3.00	1.00				1.00									00136185
	[illegible] EASTLAKE OH				2.00		1.00	1.00										10073405
	PARENT CUST. TOT-SKRL TOOL EASTE	3.00	5.50	3.00	3.00		1.00	1.00	1.00									10073405
[illegible]	.S K S CASTING CO BERKELEY CAL	.360		.360	1.00	1.00												00193631
[illegible]	.SOULE STEEL CO LONG BEA CA	3.60		3.60														00135401
[illegible]	.SOUTHWSTRN DIE CAST FT SMTH AR		2.50		3.00			1.50		1.50								00244426
[illegible]	.SOUTHWIRE ALUM HAWESVILLE KY		2.50															00210552
[illegible]	.SPARTAN CASTINGS BUENA PARK CA	.540		.540														00236[illegible]
[illegible]	.SPINDER INC RUSSELLVILLE AR		.270															00231143
[illegible]	.SPRAUT WALDRON MUNCY PA	1.88	3.00	1.88	2.00		2.00											10074300
[illegible]	.ST LOUIS DIECAST BRIDGETON MO	2.50	8.00	2.50	10.0	5.00		1.00	1.00	3.00								00217115
[illegible]	.STAUFFER CHEM BUCKS AL		24.0															00225777
[illegible]	.STAUFFER CHEM DOBBS FERRY NY		.184															10075602
	PARENT CUST. TOT-STAUFFER CHEM N		24.2															00046[illegible]
[illegible]	.STERLING INC MILWAUKEE WI		.184															00139173
[illegible]	.STEWARD MACHINE BIRMINGHAM AL		.500															00257164

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible]	[illegible]	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	[illegible]
TYGRAGE 317-A															01857A		0761-313-17
.STRATOFLEX FORT WORTH TX		.184															10076374
[illegible] CAST MILWAUKEE WI	4.50	13.0	4.50	2.50		2.50											10075465
.SUNSTRAND AVIATION AMES IA				.500			.500										00277711
[illegible] CO MADISON HTS MI		1.00															00259533
.SANDALL DRESSER ST LOUIS MO				3.50	2.50	.50			.50								00273195
.TAYLOR MFG CO ERIE PA		1.00		2.50		.50	2.00										00139631
.TAYLOR MFG CO GARLAND TX		1.50															00245463
.TAYLOR [illegible] KIMBLE CORP WARREN OH				2.00	2.00												10070732
.TENNESSEE FORG STEEL NEWPT AR	25.0																00247456
.TEXAS METALLURG CORP KIMBLE IN	4.00	4.00	4.00														00188122
[illegible] MASTER MICH	[illegible]	27.0	10.0	5.00	5.00												00146015
[illegible] INC DAYTON OH	25.0		25.0														10065134
[illegible] GARDEN CH	6.25	20.0	6.25	11.0				5.00	3.00	3.00							[illegible]
.U S STEEL TORRANCE CALIFORNIA	22.0	11.0	16.0	9.00	3.00	3.00		3.00									00225065
[illegible] CHICAGO IL		1.00															00210[illegible]
[illegible]		.500															[illegible]
[illegible]		[illegible]															[illegible]
U S STEEL GREENSBURG PA	12.5	10.0	12.5	5.00						5.00							10083361
U S STEEL IRVINE PENNSYLVANIA		5.00		5.00						5.00							10085260
U S STEEL NORRESTOWN PA	100																00143162
U S STEEL HORSE CANYON UT	3.60	11.0	3.60														00190161
AGENT CUST. TOT-U S STEEL NEW Y	138	47.5	32.1	9.00	3.00	3.00		3.00									00047724
.VENDER ROOT INC ALTOONA PA	20.0	14.0	20.0	7.00				3.50	3.50								10066396
[illegible] CO PEORIA IL		.500															10[illegible]
.WEIGMAN PUMP U S PITTSBURGH PA		1.00															10[illegible]
[illegible] ELEC HOLLAND MI				2.00				2.00									00274153
[illegible]	12.5	42.0	12.5	20.0		5.0	5.0	10.0									10082735
AGENT CUST. TOT-WESTINGHOUSE EL	12.5	42.0	12.5	22.0		5.0	5.0	12.0									00047740
.WHEELING PITTS ST MONESSEN PA	5.00		5.00														00239422
.WHITE SUDDERS CO BATESVILLE AR		6.00		2.00					2.00								00266502
[illegible] NORWALK CA	14.4	27.0	6.40	12.5		3.00	2.50		3.00	3.00							[illegible]
.WILL BROTHERS MFG DETROIT MI		.364		.136					.136								00251699
.WILSON DIECASTING GRAIN VLY MO		1.00															00232041
.WITMER DIE CAST & HOLLYWOOD CA	5.40	15.0	5.40	15.0	2.50	2.50	5.00		2.50	2.50							00094013
[illegible] BRIDGMAN MI				1.00			1.00										00275367
[illegible] HOLLAND MI	2.00	1.00	2.00	3.00	3.00												00[illegible]677
AGENT CUST. TOT-XLM MICROMATIC	2.00	1.00	2.00	4.00	3.00		1.00										00089877
TOTAL PRODUCT * * * * * * * LB	2566	4712	1645	2166	499	435	453	423	309	68	1	1					0761-313-17

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 ID / MAJR GRD DP
PYDRAUL 312-A															0185	7A	5761-313-17
5 TOT MAJOR PYDRAUL 312A LB	2886	4712	1645	2186	499	435	453	423	309	68	1-	1-					
PYDRAUL 230-A															0187	7A	4597-231-17
.[illegible] COUPLING CO LIBERTYV IL		.047															00104665
.BETHLEHEM STEEL BETHLEHEM PA	6.00	6.11	6.00	2.04-		2.04-											10009500
.[illegible] STEEL CHIC TS IL	15.0	4.56		3.56			3.56										10013144
.CANNERS OF E ARK W MEMPHIS ARK		.509															00272493
.CIBA PHARMACEUTIC SOMERSET NJ		.141															00269875
.CUSTOM DEVOCAN CHARLOTTE NC		1.53															00255408
.UNIVERSAL CYCLOPS ST TITUSV PA		1.02															00228656
.E T DUPONT SEAFORD DE		.047															00181013
.FAN STEEL INC MUSKOGEE OKLA				.188			.188										00179574
.FLORIDA STEEL INDIANTOWN FL		96.6		24.4		24.4											00227569
.[illegible] CO CANTON OH	.250	1.02	.250														00259950
.[illegible] TOMAHONDA KY	400																10032733
.A P GREEN REFACTORIES MEXIC MO		.141															00152711
.HERCULES INC RADFORD VA				1.02		1.02											00123917
.[illegible] COLD STRIP E CH IN		1.02															10046565
.[illegible] KELLOGG OMAHA NB		.047															00126002
.[illegible] PAYES CO ROCKFORD IL	37.5	124	37.5	33.1	8.7	24.4											10[illegible]
[illegible]		.007															[illegible]
.[illegible] COMPANY [illegible] OHIO		3.06															00214965
.STEVENSON SALES DAVENPORT IA		2.04		1.02		1.02											00254757
.TELEDYNE ALLVAC MONROE NC		3.06															00242447
.GOALS UNASGND FOR BK THRU 1968	4.00		4.00														00166065
.GOALS UNASGND FOR BK THRU 1976	4.00		4.00														00166061
.GOALS UNASGND FOR BK THRU 1935	1.00		1.00														00288949
.U S STEEL BAYTOWN TX		15.3		23.9		8.1	15.8										00216049
TOTAL PRODUCT * * * * * * * LB	466	261	52.8	85.2	8.7	57.0	19.5										4597-231-17
5 TOT MAJOR PYDRAUL 230A LB	466	261	52.8	85.2	8.7	57.0	19.5										
PYDRAUL 135-A															0188	8A	4592-136-17
.ALLIANCE MACHINE C ALLIANCE OH				1.05		1.05											00107743
.[illegible] COUPLING CO LIBERTYV IL		.049															00109565
.ARMCO STEEL ASHLAND KY		19.5		5.27		5.27											10006171
.ARMCO STEEL KANSAS CITY MO		21.1		10.5			10.5										10006190
.ARMCO STEEL MIDDLETOWN OH	7.50	54.8	7.50	10.5	5.27				5.27								10006223
.ARMCO STEEL HOUSTON TX		97.0															10006279
AGENT COST. TOT-ARMCO STEEL MID	7.50	192	7.50	26.4	5.3	5.3	10.5		5.3								10006228

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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.	CUSTOMER MAIL ORDER
PYDRAUL 135-A															01898A		4592-136-17
[illegible] CO BEDFORD OH		.527															00110221
.ATLANTIC STEEL CO ATLANTA GA		1.05															10007232
.BETHLEHEM STEEL BETHLEHEM PA	10.0	1.05	10.0														10009565
BETHLEHEM STEEL SEATTLE WA				.527				.527									10009596
ARENT CUST. TOT-BETHLEHEM STEEL	10.0	1.05	10.0	.527				.527									00045578
.[illegible] STEEL OHIO HIS IL	8.75	27.4	8.75	27.9	10.5	10.5	6.9										10013194
.BRIKSTER CO SHREVEPORT LOUISIA		1.79															00184551
.BROWN BOVERI NEW MADRID MO				8.43	2.11			6.32									00273556
.CARBORUNDUM FALCONER NY		1.58		2.11	2.11												00156[illegible]
.[illegible] METALS HARTFORD IL				5.27	2.64		2.64										00273953
.[illegible] STEEL [illegible] IND	2.75	10.5	2.75	2.64	1.58	1.05											10013333
.COUNTRYS DELIGHT MILK CHICA IL		.527															[illegible]
.GRANITE CITY STEEL GR CITY IL		2.11															10035[illegible]
.GREAT LAKES CARBON ST LOUIS MO		3.16															10039[illegible]
.[illegible] MELODY FARMS CHIC IL		1.58		.527	.527												[illegible]
.INLAND STL 1 COLD STRP E CH IN	50.0	29.5	50.0	49.5	12.1	37.4											[illegible]
INLAND STEEL IND HARBOR IN		5.27															
ARENT CUST. TOT-INLAND STL 1 CO	50.0	34.8	50.0	49.5	12.1	37.4											10040536
.[illegible] CHICAGO IL	43.5	82.8	43.5	21.1		10.5	10.5										[illegible]
.BIT JOHNSON READING PA		.527															00240223
.[illegible] SYSTEMS HOUSTON TX		1.05		3.16	1.58			1.58									00272091
.MACRA COPPER SAN MANUEL ARIZ		2.11															00256[illegible]
.[illegible] FOODS ROCHESTER MN				.527	.527												00274267
.ARTHUR G MOKLE FAIRBURN GA		2.11															00255752
.[illegible] ALLOYS COTTRANSFER PA				.527		.527											00243[illegible]
.CITY NEW MADRID NEW MADRID MO		10.5															00225378
.RALSTON PURINA SAINT JO MO		1.58		.527					.527								00135194
RALSTON PURINA SPARKS NV				.044	2.11					2.15							00274895
RALSTON PURINA OKL OKLAHOMA OK		3.16															00135151
RALSTON PURINA MECHANICSBRG PA		2.11															00209597
RALSTON PURINA SHIREMANSTOWN PA		.527															00168297
ARENT CUST. TOT-RALSTON PURINA		7.38		.483	2.11				.53	2.15							10066107
.R [illegible] CO NILES OH	2.50		2.50	5.27			5.27										00135437
.RENNEBURG BALTIMORE MD		1.05															00255785
[illegible] STEEL CORP SO CHGO IL	67.5	150	67.5	1.0	26.4	18.4	26.4	29.0									10067455
REPUBLIC STEEL CANTON OH	16.3	36.9	16.3	22.1	5.27	5.27	5.27	6.32									10067472

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	PRIOR YEAR SALES	PRIOR YEAR FOR-CAST	CURR YEAR FCST	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTROL NUMBER
	PYCRAUL 135-A.															0189BA		4592-136-17
	[illegible] CORP CLEVELAND OH	15.0	18.6	15.0	21.1	5.27		5.27	5.27	5.27								10367483
	[illegible] STEEL CANTON OH	3.75	2.64	3.75														10367499
	REPUBLIC STEEL WARREN OHIO	5.00	18.4	5.00	7.91	7.51												00221[illegible]
	PARENT CUST. TOT-REPUBLIC STEEL	100	227	100	151	49.8	23.7	36.9	40.6	5.3								10367483
	.REYNOLDS MET SHEFF LISTERHI AL		17.4															00135992
	REYNOLDS METALS MESSENA NY	25.0	13.2	25.0	5.27	5.27												10367790
	PARENT CUST. TOT-REYNOLDS METALS	25.0	30.6	25.0	5.27	5.27												10367782
	.CHERRY BURRELL CEDAR RAPIDS IA		1.52		.392			.392										00150[illegible]
	CHERRY BURRELL CHICAGO IL		.243															00250730
	PARENT CUST. TOT-ROBERTSHAW CONT		1.86		.392			.392										00345222
	.SANTAN HYDRAULICS HOUSTON TX		.294		.030	.030												00272537
	.SHARON STEEL FARRELL PA	2.00	8.43	2.00	4.22			2.11	2.11									10372100
	[illegible] OIL REF BERKITA CA	11.0	25.2	11.0	5.49			0.32	5.16									00165379
	.STAUFFER CHEM DEERS FERRY NY		.156															10[illegible]
	.STEWARD MACHINE BIRMINGHAM AL		2.64															00257164
	.[illegible] MILLER FAIR GARDEN CA	17.5	63.5	17.5	26.4			13.2		13.2								10[illegible]
	.TOSCO DAIRY UNION NJ		.527															00267552
	.COALS UNASGND FOR BK THRU 1932	7.00		7.00														00165554
	.COALS UNASGND FOR BK THRU 1974	3.00		3.00														00165597
	.COALS UNASGND FOR BK THRU 1968	40.0		40.0														00166[illegible]5
	.U S STEEL GARY INDIANA	450	87.0	200	39.0		15.8		15.8	7.4								10[illegible]233
	U S STEEL GRAVSBURG PA	7.50		7.50														00244[illegible]
	U S STEEL IRVINE PENNSYLVANIA		15.8		1.05						1.05							10[illegible]
	US STEEL JOHNSTOWN PA		3.69		2.11	1.05		1.05										00152346
	PARENT CUST. TOT-U S STEEL NEW Y	458	106	200	40.1	1.1	15.8	1.1	15.8	7.4	1.1							00047724
	.WARNER & SWASEY NEW PHILADE CH		3.69															00260213
	.WASTE CONTR SYSTEM HOUSTON TX		.527		1.05	.527		.527										00232572
	.WELLING STEEL STEUBENVILLE OH	18.8	31.6	18.8														00094[illegible]
	TOTAL PRODUCT * * * * * * * LB	814	886	564	393	93	106	56	70	32	3							4592-136-17
	5 TOT MAJOR PYCRAUL 135A LB	814	886	564	353	93	106	56	70	32	3				.6			

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	[illegible] FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP
	[illegible]															01895A		6127-541-17
	[illegible] LIBERTYV IL		.047															00109665
	.DOW CHEM RUSSELLVILLE AR	5.00	110	5.00	18.7					18.7								00182729
	DOW CHEM AURORA CO	7.20	15.4	7.20														00183369
	PARENT CUST. TOT-DOW CHEM MIDLAN	12.2	126	12.2	18.7					18.7								10022908
	[illegible] PRODUCTS BROOKFIEL CP				.188	.188												00073013
	.READING METALS READING PA	3.00	2.02	3.00														00252220
	[illegible] JOLIET ARS JOLIET ILL		1.06															00066702
	TOTAL PRODUCT * * * * * * * LB	15.2	127	15.2	18.9	.2				18.7								6127-541-17
	AG TOT MAJOR MISCELLANEOUS LB	15.2	127	15.2	18.9	.2				18.7								
	1 TOT SUB-CL SECOND GEN PYDR LB	4114	5586	2477	2682	601	598	568	494	355	65	1-	1-					
	[illegible]-153															00531A		6124-000-17
	.COLUMBIA GULF TRANS STANTON KY		21.2															00236433
	COLUMBIA GULF TRANS ALEXAND LA		15.1															00265144
	COLUMBIA GULF TRANS DELHI LA		24.2		1.82-	1.82-												00265152
	COLUMBIA GULF TRANS IVERNES MS		35.1		16.9-											16.9-		00265160
	PARENT CUST. TOT-COLUMBIA GAS NY		95.6		18.8-	1.8-										16.9-		00047406
	[illegible] CO [illegible] IL		.005															00227730
	.PUB SERV ELEC - GAS LINDEN NJ		1.20															10065[illegible]
	.TEXAS EASTERN DANVILLE KY		22.9															10077195
	TEXAS EASTERN LA ROSA LA		46.4															00197017
	TEXAS EASTERN WHITE CASTLE LA		12.1															00140333
	TEXAS EASTERN KOSCIUSKO MS		24.2															10077217
	TEXAS EASTERN YAZOO MS		21.6															00151331
	TEXAS EASTERN ARMAGH PA		29.3															00264393
	TEXAS EASTERN BECHTELSVILLE PA		17.5															10079233
	TEXAS EASTERN EAST WATERFORD P		10.3															10079241
	TEXAS EASTERN GREENSBURG PA		6.00															00155381
	TEXAS EASTERN CHANTVILLE PA		3.03															10077263
	TEXAS EASTERN SPERMANS DALE PA		31.8															00155403
	TEXAS EASTERN LEBANON TN		12.1															00181951
	TEXAS EASTERN TRANS HOUSTON TX	50.0		50.0														00048166
	TEXAS EASTERN NEW WAVERLY TX		12.1															00233567
	PARENT CUST. TOT-TEXAS EASTERN T	50.0	244	50.0														00048153
	TOTAL PRODUCT * * * * * * * LB	50.0	342	50.0	18.8-	1.8-										16.9-		6124-000-17

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		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 ID / MAJ GRP GP
		TURBINOL-153															00531A		6124-000-17
		61 TOT SUB-CL TURBINE LUBRICA LB	50.0	7.342	50.5	18.8	1.6										16.9		
		10 TOT CLASS PCB-PCT HYDRAULS LB	6437	12078	4496	4447	1097	975	1009	753	475	153	1	1		1	17		
		AFCOLOR 1221															00343B		1040-225-11
5593		.BARDAHL OIL ST LOUIS MO	20.0	9.36															03211415
		.WESTERN EATON SOLVEN DETROMIC		10.4															10003525
2287		.CITY CHEMY CORP CHARSTON WV		15.0															1033.000
2280		.E I DU PONT DE NEMO PARLIN NJ		.050															10423466
2280		.R W GOODINGSHEAD CAMDEN NJ		1.04															10330391
2280		.NORTH AMER PAINT KANAWASSA NJ		.050															6.242276
1270		.NORTON COMPANY WORCESTER MA		.050															13053562
2280		.PHOTOLASTIC INC PALVERA PA		.520															1.062002
5593		.SUNOCO OIL CORP ST LOUIS MO		7.80															10365074
		TOTAL PRODUCT * * * * * * * LB	20.0	44.3															1040-225-11
		AFCOLOR 1221B															01844A		1040-225-17
5200		.ACME CHEM INSUL NEW HAVEN CT		.050		.050	.050												1000.521
5200		.WESTERN ELEC WECO NJ				.520	.520												10100323
5200		.AMES MUNDER CO HAMBURG NJ		1.04		1.56	1.56												10345116
5200		.ARKANSAS TECH IND GATESVILL AR		20.8		11.4	11.4												03230686
5200		.BOLAY CHEMICAL NATRIUM WV		.520		1.04		1.04											10353692
5200		.CITY A PRODUCTS SAYSEVILLE NJ				5.20	5.20												10010034
5200		.BURDEN CARSON CALIF				.520			.520										10316433
5200		CELANESE COATINGS RIVERSIDE CA		.050															10314085
5200		CELANESE CTGS LOUISVILLE KY		5.20		6.24	6.24												10314733
5200		CELANESE COATINGS NEWARK NJ		.520		1.56		1.56											10314697
		AGENT COST. TOT CELANESE CORP K		5.77		7.80	6.24	1.56											00345925
5200		.FALLED SOLV CARNEGIE CARNEGI P				.520	.520												03127703
5200		.CENT SOL SANTA FE SPR-CA		5.25		6.46		6.34	.52										10315111
5200		CENTRAL SOL CHICAGO-CHICAGOIL		4.78		13.0		13.0											10315138
		TOT P-T CENTRAL SOLVENT * POUNDS		4.78		13.0		13.0											10315138
5200		DIXIE SOL LOUISVILLE-LOUSVLE K				7.80	1.04	1.56	5.20										10322576
		TOT P-T DIXIE SOLVENTS * POUNDS				7.80	1.04	1.56	5.20										10322576

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 NO / MAJ GP CD
	ARUCLOR 1221B															018	4A	1340-226-17
	*OHIO SOLV CLEVELAND-CLEVECH				1.04		1.04											10058553
	TEXAS SOL HOUSTON-HOUSTONTX																	10079373
	TOT P-T TEXAS SOLVENTS * POUNDS																	10079373
	TEXAS SOLV DALLAS-DALLASTX		4.16		2.08	2.08												10079411
	TOT P-T TEXAS SOLVENTS * POUNDS		4.16		2.08	2.08												10079411
	*WESTERN EATON SOLVEN DETROIT MI		5.20		2.60		2.60											10086925
	AGENT CUST. TOT-CENTRAL SOL CHI		19.4		33.9	3.6	24.5	5.7										10015138
	.CHEMICAL PRODUCT E PATERSON NJ		16.4		12.0	12.0												00217581
	.CIBA GEIGY CORP DAYCRAE NJ		.500															00219526
	CIBA GEIGY CORP CRANSTON RI	380	20.0	380	15.0												15.0	10030058
	AGENT CUST. TOT-CIBA GEIGY CORP	380	20.5	380	15.0												15.0	10030033
	.CONSTRUCTION ADHES PATERSON NJ		3.64		3.12	3.12												00115719
	.CURTIS-YOUNG CORP PERSAUKEN NJ		.520		.520	.520												10025333
	.EATON ALLEN CORP BKLYN NY		1.04		1.04	.520	.520											10025141
	.CON ELEC CONSTRUCTION OR		35.2															10731923
	.GREAT WESTERN CHEM RICHMOND CA		5.20															10035473
	.HANDMAN INC DEELEVILLE NJ		.520		.520	.520												10036079
	.J G CHEMISTS YONKAY NY		.520															00262935
	.WALTER MACUIRE PEEKSKILL NY				.520		.520											00261623
	.MANHATTAN ADHES BROOKLYN NY		1.04		1.04		1.04											10040419
	.NORTH AMER PAINT HAMMASSA NJ				.570	.570												00242275
	.ORE-LUBE CORP COLLEGE PT NY				2.08		2.08											10059436
	.POLYTECH CO ROCKAWAY NJ				.520		.520											00250759
	.RADIATOR SPECIAL CHARLOTTE NC				30.2					30.2								10065068
	.STERWIN WILLIAMS LOS ANGE CA				.520	.520												00197839
	.TELEDYNE COAST PROSEAL COMP CA		.520															00263141
	*UNION AMSCO TAMPA FL		.520		1.04		1.04											10004136
	*UNION AMSCO TUCKER GA		10.9															10004551
	*UNION AMSCO CARTERET NJ		7.80		10.4			10.4										10004179
	*UNION AMSCO CONSHOHOCK PA		1.56		4.16	4.16												10004241
	*UNION AMSCO PROVIDENCE RI		2.08		1.04		1.04											10004533
	AGENT CUST. TOT-UNION OIL CO LL		22.9		16.6	4.2	2.1	10.4										00047155
	.U S GOVT GAITHERSBURG MD				.520		.520											10364121
	.VALSPAR CORP NUTLEY NJ		2.60		2.08	2.08												00151548
	TOTAL PRODUCT * * * * * * * LB	380	147	380	119	52.6	34.4	16.6		30.2							15.0	1040-226-17

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR PRD GP
	ARCCLOR 1232															00345B		1040-230-11
1933	.FINDETT SERVICE CO SAINT CH MO		51.2															00118583
	TOTAL PRODUCT * * * * * * * LB		51.2															1040-230-11
	ARCCLOR DIST-1248															00356E		1040-260-1[illegible]
5200	.INMONT CORP ST LOUIS MO																	10040639
1100	.RANCO INC DELAWARE OH		.110															00250198
1200	.WOLDMONT PRO HUNTINGDON VAL PA		9.60															10052116
	TOTAL PRODUCT * * * * * * * LB		9.71															1040-260-1[illegible]
	ARCCLOR DIST 1262															00373B		1040-300-11
1900	.SODYECO SODYCCO NC		1.80															10074037
	TOTAL PRODUCT * * * * * * * LB		1.80															1040-300-11
	ARCCLOR 5432-10# TOLUOL															01946A		1040-461-17
5200	.*MO SOLV KANSAS CTY-KNS CTYMC		11.0															10053544
5200	MO SOLV ST LOUIS-ST LOUIS MO *				2.75			2.75										10053552
	TOT P-T MO SOLV ST LOUI * POUNDS				2.75			2.75										10053552
	PARENT CUST. TOT-CENTRAL SOL CHI		11.0		2.75			2.75										10015138
5200	.GEN ELEC COSHOCTON OH		97.9		340	30	30	30	77	173								10031923
	TOTAL PRODUCT * * * * * * * LB		109		343	30	30	33	77	173								1040-461-17
	ARCCLOR DIST 5460															00365C		1040-480-11
5700	.PORT SOL SANTA FE SPR-CA																	10015111
5722	*MO SOLV KANSAS CTY-KNS CTYMC		20.0															10053544
	PARENT CUST. TOT-CENTRAL SOL CHI		20.0															10015138
1952	.CHAPMAN CHEMICAL CO MEMPHIS TN	1.50	3.00	1.50														10015391
1970	.COMMERCIAL STL FOREST HILLE MA		.500															00300927
1900	.NORTH ELECTRIC CALION OH		.600															10056155
1900	.POLYMEL CORP BAL MORE MD		.200															10063957
1880	.WYNN OIL CO AZUSA CALIFORNIA		49.4															10092434
	TOTAL PRODUCT * * * * * * * LB	1.50	73.7	1.50														1040-480-11
																		461

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-IN THOUSANDS OF POUNDS AND DOLLARS-

C	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FORECAST THIS YEAR	SALES THIS YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COMPANY MASTER NO.
	LISC PUB PCT															0244	28	9998-000-17
	.CUSTOMER ID NOT IN MASTER FILE				12.5	12.5												00000108
	CUSTOMER ID NOT IN MASTER FILE				2.00	2.00												10010592
02	.ABCO INC IRWIN PA		.100															10000343
21	.ABX CORP MEADVILLE PA		1.26															10000356
	.ACADEMY DIE CASTING EDISON N J		3.00															00185500
2	.ACME CHEM INSUL NEW HAVEN CT		.100															10000521
55	.ACME PRINTING INK KANSAS CT KS	5.00																00150681
2	.ADELPHI PAINT CZONE PK LI NY		7.20															10000734
2	.ADHESIVES RESEARCH YORK PA		.700		.400	.400												00170141
2	.ALPOVOX CORP NEW BEDFORD MA		3.60															10001013
55	.AIRPATH INSTRL EDGEFIELD NC	1.00																10010017
2	.AIRCO SPLER ELECT BRADFORD PA		65.0		172				92.0		80.0							00000592
2	AIRCO VACCUM PET BERKELEY CA		5.15															00243345
	PARENT CUST. TOT-AIR REDUCTION C		74.2		172				92.0		80.0							00045020
2	.AJAX HX MFG CITY INDUSTRY CA		2.00															00230243
2	.ALCAS METAL POWDER UNION NJ		.100															00107611
2	PHILIP CAREY PTR ARBY NJ		50.0		30.0	30.0												10013060
2	PHILIP CAREY LOCKLAND OH		176		48.0		48.0											00113042
	PARENT CUST. TOT-GLEN ALDEN NEW		266		78.0	30.0	48.0											00047228
	.ALLACO PROD BRAINTREE MA		.600															10002.44
277	.ALLEGHENY LUDLUM W BOSTON PA	80.0																00107697
21	ALLEGHENY LUDLUM BRACKENRIDGE PA	100																00165439
21	ALLEGHENY LUDLUM DUNKIRK NY	30.0																00247243
69	ARNOLD ENGINEER FULLERTON CA		.093															00115124
	PARENT CUST. TOT-ALLEGHENY LUDLU	210	.093															00046098
2	.ALLENTOWN PAINT ALLENTOWN PA		.100															10002134
21	ALLIED CHEM BUFFALO NY		6.00															10002385
2	.ALLIED PAINT LANSDALE PA		.050															10002575
2	.ALLIS CHALMERS FITZ PA		.500															10002504
21	.ALPHA IND LOGANSPORT IN		2.00															00106154
2	.ALPHA PORTLAND CE CEMENTON NY		8.00															00223592
2	.ALUMINUM CO CRESSONA PA		3.23															10002077
21	.ALCAN ALUMINUM FAIRMONT W VA		1.20															00163160
69	.AMCHIT INC GLENDALE CA		1.50															10003.59
2	.AMCHEM PRODUCTS PHILADELPH PA		50.0		49.0	24.0	25.0											00225252
2	.AMERICAN ADHESIVE MFG BROOK NY		.500															10003156
2	.AMERICAN CHEM SERV GRIFFITH IN		.100															00180009
21	.AMERICAN CYANAMID WILLOW IS NY		3.00															10003768
2	.AMERICAN ENKA WILLIMANTIC CONN		.050															00209436

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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-PO-MAJ-GRP-OP
	DISC PCB PCT															024	23	9993-000-17
2	.AMERICAN HYDROTRM E WOODSTK CT		2.40															00237493
2	.AMERICAN LACQUER TAMPA FL		.600															10004039
2	.AMF VOIT INC SANTA ANNA CA		.650															10087090
2	.AMERICAN METAL SEAL CARLSTD NJ		2.40															10004101
2	.WESTERN ELEC CICERO ILL		.790															10066755
1	WESTERN ELEC IND IND		7.50															10066758
2	WESTERN ELEC WECO NJ		1.04															10088928
	PARENT CUST. TOT-AMERICAN TEL &		9.33															00045160
1	.AMERICAN CORP ROCKFORD IL		7.50															00109517
1	.AMERON STEEL ETIWANDA CA		10.5															00196142
2	.AMES RUBBER CO HAMBURG NJ	2.00	8.34	2.00	2.00	1.00	1.00											10005116
1	.ANACONDA ALUM TERRE HAUTE IN		10.0															10005396
2	.ANDERSON OIL & CHEM PRTLAND CT		.100		.050	.050												00106570
2	.ARCHER COMPANY PORTSMOUTH OHIO		1.00		.500	.500												10005973
2	.R J R ARCHER WINSTON SALEM NC		1.80															10006017
2	.M ARGUESO & CO MAMARONECK NY				335				36	112	187							00276560
2	.ARKANSAS TECH IND BATESVILL AR		12.5															00236606
1	.ARMCO STEEL ASHLAND KY		6.45															10006171
1	ARMCO STEEL KANSAS CITY MO		4.22															10006198
1	ARMCO STEEL MARION OH		10.0															00275046
1	ARMCO STEEL MIDDLETOWN OH		72.4															10006223
1	ARMCO STEEL BUTLER PA		2.50															10006230
1	ARMCO STEEL HOUSTON TX		40.1															10006279
	PARENT CUST. TOT-ARMCO STEEL MID		136															10006228
2	.JOHN L ARMITAGE NEWARK NJ		.200															10006237
2	.ARMOUR-DIAL MELROSE PARK IL		2.10															00245372
2	ARMOUR-DIAL MEMPHIS TN		14.4		12.0		12.0											10006414
	PARENT CUST. TOT-ARMOUR CO CHICA		16.5		12.0		12.0											00161950
2	.ARMSTRONG CORK LANCASTER PA		1.35															10006430
1	.ARROW ACME WEBSTER CITY IA		1.00															10006635
2	.ARWOOD CORP GROTON CT		10.5		18.1	1.50	1.50		7.10	4.00	4.00							10006747
2	ARWOOD CORP TILTON NH		11.0		12.0			1.50	4.50	3.00	3.00							10006759
2	ARWOOD CORP CLEVELAND OH		12.0		12.5				6.00	3.00	3.50							10006767
	PARENT CUST. TOT-ARWOOD CORP NEW		33.5		42.6	1.5	1.5	1.5	17.6	10.0	10.5							00046055
1	.ASHLAND CHEM CO MAPLETON IL		4.80															10006813
2	.ATLANTIC CEMENT CO RAVENA NY		3.00															00228753

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PICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

		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.	CUSTOMER MAILING CODE
		DISC PCB PCT															02442B		9998-00-17
		.ATLANTIC VARNISH RICHMOND VA		.200															00187925
		.BASF WYANDOTTE CARLSTADT NJ		.750		.400		.400											00233099
		.BASIC ALUM CAST CLEVELAND OH		7.50															10074439
		.BORAX CHEMICAL NATRIUM NV		2.08															10538692
		.BRANDSLEY PIPER DIV CHICAGO IL		2.50															10006633
		.BELL & HOWELL CO CHICAGO IL		10.0															10005649
		.FRYE COPYSYSTEMS MOINES IA		8.70															00119256
		.BELRAY CO INC FARMINGDALE NJ		3.30		12.0	12.0												10305111
		.BORDEN ADHESIVES CO STOCKTON CA		.100															10355334
		.BEST BROTHERS SPRING SPRGS PA		.150															00273244
		.BETHLEHEM STEEL BETHLEHEM PA		12.7															10305585
		BETHLEHEM STEEL SEATTLE WA		4.66															10306586
		PARENT CUST. TOT-BETHLEHEM STEEL		17.6															00345578
		.BETZDEARBORN CORPORATION NEWARK N J		.300															00212385
		.BIRMA PRODUCTS CARNEVILLE NJ		85.9		65.0	24.0	41.0											10342634
		.BLAIR PROCESS TALLMADGE OHIO		.050															00216577
		.BOMIV MICH BOHEN DIV ADRIAN MI		2.00															00161566
		.BORDEN PEABODY MA		.000															10016411
		BORDEN MIDDLESEX NJ		137		46.3		46.3											10016002
		BORDEN BROOKLYN NY		1.04															10016543
		PARENT CUST. TOT-BORDEN COLUMBUS		139		46.3		46.3											10016566
		.CALUMET STEEL CHIC HTS IL		11.7															10013194
		.BRIGGS-STRATTON MILWAUKEE WI		48.0															10011442
		.BROOKS BLUE CORP CANTON MA		.520															00233933
		.H A BROWN & SONS PHILADEL PA		.300															10012037
		.BROWING PAINT CO BALTIMORE MD		2.10		1.00	1.00												10112258
		.BRUSH WEDMAN ELYRIA OH		1.50															00151114
		.BUCO CO GARY INC		5.00															10312325
		BUCO CO DETROIT MI		10.0															00151122
		BUCO CO FORT WASHINGTON PA		.500															10312265
		BUCO CO PHILADELPHIA PA		17.5															10312287
		PARENT CUST. TOT-BUCO CO PHILA P		33.0															10312287
		.BUFL CHEM WEINSDALE PEA		.300		.300	.300												10312306
		.CABOT STELLITE DIV KOKOMO IN		7.74															10061765
		.CALIF LIVERMORE CA		.060															10013176
		.CANDY CORPORATION CHICAGO ILL		.100															00259276
		.CANNON MUSKEGON MUSKEGON MI		3.00															10013058
		.CARBORUNDUM FALCONER NY		2.15															00158100

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GRAPH FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		DISC PCB PCT															024428		9998-000-17
52	3	.R P CARGILLE CELAP GROVE NJ		.050		1.20		1.20											10013941
12	50	.CARPENTER TECHNOLOGY READNG PA		5.00															00231207
12	73	.CARRIER AIR COND SYRACUSE NY		.600															00176176
52	1	.CARROLL PROD FARMINGDALE LI NY		.800															10014220
1	33	.CARTER CARBURETOR ST LOUIS MO		27.2															10014263
1	36	.CASCADE CHEMICAL EUGENE OR				.600	.600												00252573
11	53	.CAST FORGE CO HOUGHTON LAKE MI		10.0															00177679
11	53	CAST FORGE HOWELL MI		15.0															00214000
		PARENT CUST. TOT-CAST FORGE CO L		25.0															00388919
52	00	.CASTROL OILS NEWARK N J		1.05		.150			.150										10014433
52	00	.CATAPHOTE CORP JACKSON MS		.050															00113190
11	54	.CATERPILLAR TR MAPLETON ILL		46.0															00162531
52	00	.CELANESE COATINGS RIVERSIDE CA		.050															10014689
52	00	CELANESE CTGS LOUISVILLE KY		2.76		1.20	1.20												10014709
52	00	CELANESE COATINGS NEWARK NJ		7.60		2.50		2.50											10014697
		PARENT CUST. TOT-CELANESE CORP N		10.4		3.70	1.20	2.50											00045926
12	52	.CELLUCRAFT INC NEW HYDE PRK NY		.600															00176184
52	00	.CELLULAR PRODUCTS DETROIT MICH		.050															00113352
11	54	.CENTRAL DIECASTING CHGO IL		10.0															10014748
52	00	.*ALLEG SOLV CARNEGIE CARNEGI P		76.5		15.0	15.0												00107700
52	00	*AMSCO SOLVENTS CINCINNATI OH		71.9															10005361
52	00	*BUFFALO SOLVENTS BUFFALO NY		170		152	38.3	65.5	48.0										10012368
52	00	*CENTRAL SOLV HAYWARD-HAYWARD		125		59.5		59.5											10015049
52	00	*CENT SOL SANTA FE SPR-CA		1184		321	7	192	122										10015111
52	00	CENTRAL SOL CHICAGO-CHICAGOIL		2044		747	120	132	495										10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		2044		747	120	132	495										10015138
52	00	CENTRAL SOLVENTS PORTLAND OR		178		40.0			40.0										00113425
		TOT P-T CENTRAL SOLVENT * POUNDS		178		40.0			40.0										00113425
52	00	*CENTRAL SOLV KENT WASH		4.00															10015006
52	00	DIXIE SOL LOUISVILLE-LOUSVLE K		189		115	28.7	35.9	50.8										10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		189		115	28.7	35.9	50.8										10022576
52	00	*HOOSR SOL NEW HAVEN-FT WAYNIN		1.80		.600	.600												10038774
52	00	HOOSR SOL INDNAPLS-INDNAPLSIN		20.7															10038766
		TOT P-T HOOSIER SOL IND * POUNDS		20.7															10038766

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FORECAST FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR CAT CD
		DISC PCB PCT															024	28	9958-[illegible]-17
52[illegible]		*MO SOLV KANSAS CTY-KNS CTYMC	20.0	24.9	20.0														10053544
52[illegible]		MO SOLV ST LOUIS-ST LOUIS MC *		87.6		31.9	2.5	8.9	20.5										10053552
		TOT P-T MO SOLV ST LOUI * POUNDS		87.6		31.9	2.5	8.9	20.5										10053552
52[illegible]		*OHIO SOLV CLEVELAND-CLEVECH		362		173	45.6	53.9	73.8										10056953
52[illegible]		SOUTHERN NEW ORLEANS-N ORLELA		48.0		24.4		24.4											10074150
		TOT P-T SOUTHERN SOLV C * POUNDS		48.0		24.4		24.4											10074150
52[illegible]		TEXAS SOL HOUSTON-HOUSTONTX		222		66.0	33.0		33.0										10079373
		TOT P-T TEXAS SOLVENTS * POUNDS		222		66.0	33.0		33.0										10079373
52[illegible]		*TEXAS SOLV DALLAS-DALLASTX		218		56.0	32.0		24.0										10079411
52[illegible]		TOLEDO SOLV TOLEDO-TOLEDOCH		15.0		7.50		7.50											10080339
		TOT P-T TOLEDO SOLV - C * POUNDS		15.0		7.50		7.50											10080339
52[illegible]		WEST EATON SOL DETROIT MI		43.3		15.5	15.0	.5											10086925
		TOT P-T WESTERN EATON S * POUNDS		43.3		15.5	15.0	.5											10086925
52[illegible]		*WISC SOLV MILWAUKEE-MILWAKE W		585		158	82.0	22.2	38.9	58.9									10091012
52[illegible]		WOLVERINE SOLV GR RAPIDS MI		2.56															10091268
		TOT P-T WOLVERINE SOLV * POUNDS		2.56															10091268
		PARENT CUST. TOT-CENTRAL SOL CHI	20.0	5670	20.0	1982	420	558	946	59									10015138
[illegible]	33	.CENTURY ELEC ST LOUIS MC		7.50															10015162
[illegible]	5	.CERRO METAL PROD NEWARK CA		1.00															10015227
52[illegible]		.CHAPMAN CHEMICAL CO MEMPHIS TN		14.0		.500		.500											10015391
[illegible]		.CHAR-LYNN CO EDEN PRAIRIE MN		.500															10015456
[illegible]		.CHEM PROCESS DALTON GA		2.60															10015677
52[illegible]		.CHEMICAL PRODUCT C PATERSON NJ		23.4															00217581
52[illegible]		.CHEMICAL RESEARCH FT MEYERS NJ		.100															00253103
52[illegible]		CHEMICAL RESEARCH BERNARDSO NJ		.050															00251003
		PARENT CUST. TOT-CHEM RESEARCH R		.150															00046607
52[illegible]		.CHEMREX SPEC CTRGS EL PASO TX		.250															00262641
52[illegible]		.CHEM-TEX INC ANDERSON S C		.150															00214775
52[illegible]		.CHRYSLER CORP TRENTON MI		348		180			180										10020735

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	DISTRIBUTION FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAJOR PRO OP
	DISC PCS PCT															024428		9998-000-17
2227	.CIBA GEIGY CORP CRANSTON RI		665															10336668
1158	.CARLISLE CH-CINTI MIL CINTI CH		39.3															10315964
1178	CINCINNATI MILACRON CINTI CH		148		5.00			5.00										10316827
	PARENT CUST. TOT-CINCINNATI MILA		187		5.00			5.00										10316827
1113	.CITY CONTROLLER DETROIT MICH		2.85															00178578
1[illegible]	.CLIFF CO CICERO IL		.100															00244425
2216	.CROMBRAKES CAST COVERDALE CA		3.00															00153701
1[illegible]	.CLOW PRODUCTS CLEVELAND OHIO		2.50															10354474
[illegible]	.CLYDE EQUIPMENT CO ST LOUIS MO		.116															10317327
[illegible]	.COATINGS & CHEM CHGO ILL		.000		.100		.100											10317443
2222	.COEN COMPANY INCPASTON NE		3.00															00240478
2223	.COLLOID CHEM CLEAR BROOKS NJ		.220															10317777
[illegible]	.COLONIAL PRESS CLINTON PA		210		90.0	30.0	30.0	30.0										10317831
2[illegible]	.COLONIAL SAND KINGSTON NY		13.2															00262358
2[illegible]	.COLSON CO SOMERVILLE MA		.329															00243523
[illegible]	.COLT INDUSTR ELIZABETHTOWN KY		2.40															00215355
[illegible]	.COLUMBIA PAINT JERSEY CITY NJ		.400															00216564
[illegible]	.COLUMBIA RUB & CARBON GLEN C NY		.650															10315356
[illegible]	.COMBLY CORPORATION TULSA OK		1.17															10318350
[illegible]	.CON LUX PAINT PROD EDISON NJ		.400		.200	.200												00114952
[illegible]	.CONSOLIDATED ALUM LAKE CHAR LA		12.2															00235424
[illegible]	CONSOL ALUMINUM JACKSON TN		8.00															10318455
[illegible]	CONSOL ALUMINUM NA JOHNSVL TN		25.0															10318463
	PARENT CUST. TOT-CONSOL ALUMINUM		45.2															10318455
[illegible]	.CONSOLIDATED EDISON ASTORIA NY		5.10															00152437
[illegible]	.CONSTRUCTION ADHES PATERSON NJ		2.08															00115311
[illegible]	.CONTINENTAL CAN ELK GROVE IL		1.50															00234553
[illegible]	CONTINENTAL CAN PHILLIPS NJ		1.00															00235318
[illegible]	CONTINENTAL CAN CLEVELAND OH		.400															00235334
[illegible]	CONTINENTAL CAN VAN WERT OH		26.4		25.0	25.0												00220767
[illegible]	CONTINENTAL CAN CO READING PA		72.0		35.0		18.0	17.0										10318978
[illegible]	CONTINENTAL CAN HOUSTON TX		.684															00235873
	PARENT CUST. TOT-CONTINENTAL CAN		102		60.0	25.0	18.0	17.0										00346167
1[illegible]	.CONTINENTAL STEEL KOKOMO IND		3.11															10316336
[illegible]	.COOK PAINT & VARN KANSAS C MO		.500															00115258
[illegible]	COOK PAINT - VA N KAN CITY MO		1.50															10319494
	PARENT CUST. TOT-COOK PAINT - VA		2.00															10319494
[illegible]	.PHILLIP COREY CORP PERTH AM NJ		37.5															00262161

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ CUS GP
		DISC PCG PCT															02442b		9998-000-17
52	0	.COSMO WELLE INC WAUKEGAN IL		.600															
52		.CROOG LABS CHICAGO IL		.100															00244585
2855		.CRIST MACHINERY ALBUQUERQUE NM		.588															00254584
1203		.CRUCIBLE STEEL SYRACUSE NY		1.20															00251011
1553		.CURTIS MFG ST LOUIS MO		.000															10323987
52		.CURTIS-YOUNG CORP PENNSAUKEN NJ		1.04															10322522
1595		.CUSTOM DEVICES CHARLOTTE NC		1.05															10322530
1181		.UNIVERSAL CYCLOPS ST TITUSV PA		1.20															00295408
1574		.DAISY HOODER ROGERS AR		4.00															00226656
1570		.DALLAS DIE CASTING DALLAS TX		2.00															00115762
52		.DAVIS PAINT MFG LYNCHBURG VA		.750		.200	.200												10322905
2178		.DAYTON MALLEABLE IRON IRATH CH		.900															00226214
2178		G F K FOUNDRY DIV DAYTON OH		9.00															10121227
1184		HETA MOLD ALUM CEDARBURG WI		1.50															10333277
		PARENT CUST. TOT-DAYTON MALLEABL		11.0															10051827
																			00046604
52		.DEL PAINT - MFG OKLA CITY OK		.600		.600	.600												10021383
1503		.DECRAM DIE CSTG CARDERA CALIF		.590															00173354
52		.DELSEY SANITATION CAMDEN NJ		.600															00246506
1126		.DELTA DIE CASTING ADDISON IL	4.00	1.29	4.00														10321650
52		.DENNISON MFG FRAMINGHAM MA		.500		.150	.150												10321732
52		.DEXTER CORP HAYWARD CA		4.20															00235047
2152		.DEXTER CHEM MIDLAND ROCKY H CT		3.60															10315596
1029		.DIECAST MFG SOUTH ELMONTE CA		.490															00220116
1565		.DOW BADISCHE ANDERSON SC		.120															00116572
1574		.DOW CHEM RUSSELLVILLE AR		24.3															00102729
1029		DOW CHEM TORRANCE CA		3.00															10322643
1029		DOW CHEM AURORA CO		5.34															00103354
1590		*DOW CHEM FREEPORT TEXAS *		.110															10322932
1153		DOW CORNING HEMLOCK MI		1.20															00225096
-	-	PARENT CUST. TOT-DOW CHEM MIDLAN		33.9															10322938
52		.E A DREYFUS EDISON NJ		.062															00155417
1280		.DRIVER-HARRIS CO HARRISON NJ		.000															10323262
1105		.DRUMMEDDER TOOL & DIE TUJUNGA		.500															00234172
52		.FRANK W DUNNE CO OAKLAND CO		.050															00263613
52		.E I DUPONT NEWPORT DE				.590	.590												10323556
52		E I DUPONT WILMINGTON DE		4.00															10023554
52		E I DU PONT DE DEEP WATER NJ		10.6															10023323
52		E I DU PONT DE KEMO PARLIN NJ		.050															10023066
52		E I DU PONT DE KEMCO PHILA PA		.050															10023563
2526		E I DU PONT DE KEMO ORANGE TX		16.8															10024564

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-IN THOUSANDS OF DOLLARS AND DOLLARS-

NO.	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MESSURE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAR GRP CD
		DISC PCB PCT															02442B		9998-000-17
5	2	E I DUPONT NEMOURS STRANG TX		3.00															10024372
		PARENT CUST. TOT-E I DUPONT WILM		26.7		.590	.590												10023564
		.DURA COMMODITIES HARRISON NY		.050															00266167
1	0	.DUPTROL COMPANY DAYTON OHIO		.560															10024367
2		.DURKEE ATWOOD MFGS MN		2.08															10024315
1	3	.DURRUM INSTRUMENTS PALOALTO CA		.177															00254676
1	6	.DUVAL STERRITA SAHUARITA AZ		6.00															00165945
2	5	.DYNAMIC FORGE CORP OXFORD MB		3.00															00152714
5		.DYNASOUL CHEM BALTIMORE MD		.150															10024435
1	1	.EASTMAN KODAK CO ROCHESTER NY		.100		.600			.600										10325125
5		TENN EASTMAN KINGSPORT TENN		.200															10376547
5		TEXAS EASTMAN CO LONGVIEW TX		116															10379292
		PARENT CUST. TOT-EASTMAN KODAK C		116		.600			.600										10325125
5	3	.EATON ALLEN CORP BKLYN NY		5.44															10325141
1	3	.EATON YALE & TOWNE DTL CRK MI	.500	.645	.500														10325168
5		.ECA CORP HICKORY NC		.520															00254865
1	1	.EDWARDS HIGH VACUUM GRAND I NY																	00117412
1	7	.ELANO CORP AKRON OH		.500															00117463
		.ELECTROLUX CORP GREENWICH CT		7.50															10325018
5		.ENV MFG CORP BRIDGEPORT CT		27.0															10325786
1	4	.EL MONTE CHEM PASADENA CA		.600															00255285
5	2	.DEWORIT FIBERS CHILDERSBURG AL		1.94															10306070
1	0	.EUGENE PARKER ELLC CLEVE OH		2.50															10320340
1	2	.EMBOSSOGRAPH PROCESS BRKLYN NY		.600															10326359
		.EPSON-COMING INC CARTER PA		1.00		2.40	2.40												00547171
1	4	.ERICKSON ELECTRIC RACINE WISC		2.00															00216831
1	0	.EMPIRE DIE CASTING CLEVE OH		8.00															10326156
5		.ENDICOTT JOHNSON ENDICOTT NY		.600															10326252
2	2	.ENGELHARD INDUSTRIES NEWARK NJ		.200															00117756
5		.ENGINEERED YARNS COVENTRY RI		3.00		1.00	1.00												10326318
5		.ENMAR INC LITTLE ROCK AR		.550		1.65	1.10		.55										00117954
5		.ENTERPRIZE PAINT S PLAINFLD NJ		.500		.250		.250											00261173
5		.ENVIROCHEMICS CO PARAMOUNT CA		.050															00246645
5		.EONAIR INC BAKERSFIELD CA		.050		.050	.050												00261213
2	3	.EPOXYLITE CO POMONA CA		.060															00117327
1	6	.ESCO CORP PORTLAND OR		.500															00248556
5		.ESSEX CHEM CO MIRADA CA		20.2		5.60	5.60												10326709
5		ESSEX CHEM SAYREVILLE NJ		39.5		25.2		25.2											10326667
		PARENT CUST. TOT-ESSEX CHEM BALT		59.7		30.8	5.6	25.2											10326679
5		.EVANS ADHESIVES COLUMBUS OH		4.00		2.20	2.20												00211786

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-IN THOUSANDS OF POUNDS AND DOLLARS-

CO.	DIV.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	ANTICIPATED FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ SIC CD
		DISC PCB PCT															0244	2B	9998-0C3-17
62	2	.EXACTO PRODUCTS LERTART IN		1.20															
62	2	.FARBELL PT BALTIMORE MD		.050															00182524
61	6	.FARRELL CHEEK ST SANDUSKY OH		1.00															10327332
62	2	.FASSON PROD PAINESVILLE OH		3.70		27.6	7.4			20.3									10327365
67	3	.FEDERATED METALSBROSTON TX		.538															10327351
62	2	.FELT PRODUCTS SKOKIE IL		.050															00244433
65	3	.FIDDETT SERVICE CO SAINT CH MO		25.2															10027594
62	2	.FINE ORGANICS INC LODI NJ		3.00															00118583
65	6	.FLORIDA STEEL INDIANTOWN FL		10.5															10027985
65	6	FLORIDA STEEL TAMPA FL		51.0															00227885
																			10320760
		PARENT CUST. TOT-FLORIDA STEEL T		61.5															10320760
62	1	.UNIV OF FLORIDA GAINESVILLE FL		.050															
11	5	.FLUID CONTROLS INC MENTOR OHIO		.138															00250708
12	2	.FMC CORPORATION LEWISTOWN PA		36.0															00244001
62	7	FMC CORP FRONT ROYAL VA		15.3															10328932
																			10326914
		PARENT CUST. TOT-FMC CORP SAN JO		51.3															10326922
11	3	.FORD MOTOR DEARBORN MICH		4.85															
11	3	FORD IRON FOUNDRY DEARBORN MI		400															00118990
11	3	FORD MOTOR STEEL DEARBORN MI		42.0															00215112
62	1	FORD MOTOR CO LINCOLN PARK MI		.150															10325015
15	2	FORD MOTOR NASHVILLE TN		2.50															00255690
																			10329023
		PARENT CUST. TOT-FORD MOTOR DEAR		450															00118990
62	2	.FORD PAINT AND VAR GRAND RA MI		2.09		.600	.600												
62	2	.MCKESSON CHEM CO NEW ORLEAN LA		9.00															00119032
62	2	.FORESTRY ST COLLEGE SYRACUS NY		.050															10049656
62	2	.FORM-EZE SYSTEMS ALBUQUERQUE NM		4.85															00255492
62	2	.FORT PITT CHEM PITTS PA		.500		.250		.250											00253635
62	2	.FOUNDRY EQUIPMENT PROD MUSE PA		1.80															10329236
62	2	.FOX VALLEY PARK SYS DARTLET IL		3.65															00252506
11	6	.FRANKLIN GLUE COLUMBUS OH		.600															00245064
62	2	.FREEMAN MANUFACTURING CLEVE OH		100		138		38.0		25.0	75.0								10029449
11	4	.J L FRENCH SHEBOYGAN WIS		7.50															00236542
62	2	.H B FULLER SO SAN FRAN CA		57.5															00290042
62	2	H B FULLER CO ATLANTA GA		240		90.0			90.0										10033005
62	2	HB FULLER CO PALATINE IL		5.05		15.0			15.0										10029937
62	2	H B FULLER WALTHAM MASS		33.5		30.0	30.0												10030153
62	2	H B FULLER CO DETROIT MI		.100															10029988
62	2	H B FULLER ST PAUL MINN		161		40.0		31.0	9.0										10029945
																			10030072

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CUMM YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIN SYS ID
DISC PCB PCT															G2442B		5958-000-17
H B FULLER COMPANY EDISON NJ		.150															10032556
H B FULLER MEMPHIS TN		7.50															10330056
H B FULLER CO CINCINNATI OHIO				2.25				2.25									00214302
PARENT CUST. TOT-H B FULLER ST P		505		177	30	31	114	2									10030072
.PESITE CORP CINCINNATI OH		.700															00235938
.GAFO IND ELK GROVE ILL		4.50		1.50		1.50											10032420
.GM-DELCO BATTERY ANAHEIM CA		6.00															10032511
GM-DELCO REPY ANDERSON IN		6.00															10032601
GM-CENTRAL FOUNDRY DEPFORD IN		147															10032792
GM-DELCO RADIO KOKOMO IN		20.0															10032852
GM-DELCO BATTERY MUNCIE IN		6.00															10032828
GM-CHEVROLET BAY CITY MI		121															00164542
GM-AC SPARK PEUG FLINT MI		36.0															00246774
GM-BUICK FLINT MI		59.0															10032555
GM-PONTIAC PONTIAC MI		60.0															10032562
GM-CHEVY GREY IRON SAGINAW MI		48.0															10032571
GM-CENTRAL FOUNDRY SAGINAW MI		1.00															10032814
GM-NEW DEPARTURE CLARK NJ		17.0															10032857
GM-CHEVROLET BUFFALO NY	18.8	8.55	18.8														10032844
GM-CHEVROLET TONAWANDA NY		3.23															10032743
GM-CENTRAL FOUNDRY DEFIANCE OH		15.0															10032822
PARENT CUST. TOT-GENERAL MOTORS	18.8	571	18.8														00157279
.GENL ELEC FORT SMITH AR		1.00															10031583
GEN ELEC DANVILLE IL		4.00		2.00	2.00												10031400
GEN ELEC EDSALL FT WAYNE IN		1.00															10031650
GEN ELEC CHELSEA PA		.600															10031543
GEN ELEC HENDERSONVILLE NC																	10031419
GEN ELEC FORT EDWARDS NY		8.32		5.00		5.00											00244467
GEN ELEC HUDSON FALLS NY				5.20				5.20									10031931
GENERAL ELECTRIC TONAWANDA N Y		.500															00186699
GEN ELEC COSHOCTON OH		275															10031923
GEN ELEC COLUMBIA TN		14.3		14.0	7.00	3.50	3.50	9									00252194
PARENT CUST. TOT-GEN ELEC SCHENE		304		26.2	9.00	8.50	3.50	5.20									10031850
.GENL FORMULATIONS SPARTA MI		.100															10032369
.GENERAL MILLS KANKAKEE ILL		6.00															10032474
GENERAL MILLS MINN MINN		.050															10032490
PARENT CUST. TOT-GENERAL MILLS M		6.05															10032490
.GENERAL PRINTING INK PHILA PA		.050															00179418

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		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 ID / MAIL CODE
		DISC PCB PCT															0244	28	9998-000-17
52		.GENTEX CORP CARBONDALE PA		2.45		1.60	1.00	.60											10033268
52		.P O GEORGE COMPANY ST LOUIS MO		2.27		1.80	.60	1.20											10033276
52		.GEORGIA INST-TECH ATLANTA GA		.520															00248452
11		.GERITY SCHULTZ CORP TOLEDO OH		37.5															00164429
52		.GILSON HOMANS CO CLEVELAND OH		.050															10033535
52		.GILBERT SPRUANCE PHILA PA		.600															10074919
11		.GILMORE IND INC CLEVELANDOH		4.30															00244775
12		.GIM METAL PROD CABLE PLACE NY		4.00															00196323
10		.N C GINTHER GAS PLT GILLETE WY		1.80															00232615
52		.GOLDEN STAR POL NO KAN CITY MO		.050															10034127
52		.B F GOODRICH AVON LAKE OH		.600															10034132
52		B F GOODRICH AKRON OH		.050															10034191
52		B F GOODRICH PORT NECHES TX		16.2															00231177
		PARENT CUST. TOT-B F GOODRICH AK		16.9															10034191
52		.GOODYEAR TIRE NIAGARA FALLS NY		6.00															00143167
11		GOODYEAR TIRE AKRON OH		.600		3.60		3.60											10034698
52		GOODYEAR TIRE ST MARYS OH		.100		.050	.050												10034728
		PARENT CUST. TOT-GOODYEAR TIRE A		8.90		3.65	.05	3.60											10034698
11		.GOODIS CHEMICALS SHARONVI OH		.500															00115765
12		W R GRACE MARCO CHEM FORDS NJ		10.5															10035066
52		W R GRACE MARCO LINDEN NJ		.350															10046753
52		W R GRACE N BERGEN NJ		36.0		6.00		6.00											10034965
52		W R GRACE HOUSTON TX		12.0															00260665
		PARENT CUST. TOT-W R GRACE NEW Y		59.5		6.00		6.00											00045469
52		.GREAT WESTERN CHEM OAKLAND CA		1.56															10035465
52		GREAT WESTERN CHEM RICHMOND CA		22.1		2.50	2.50												10035473
52		GREAT WESTERN CHEM TIGARD OR		54.0															10035511
52		GREAT WESTERN CHEM SEATTLE WA		6.15		8.00		3.50	4.50										10035546
		PARENT CUST. TOT-GREAT WESTERN C		83.7		10.5	2.50	3.50	4.50										00276122
52		.GULEMAN CO CHICAGO ILL		2.40															10035937
52		.GULF STATE TUBE ROSENBERG TX		9.50															10036127
52		.GULTON INDUSTRIES METUCHEN NJ		.250															10036143
52		.GUYAN MACH CO LOGAN WV		.150															00246029
52		.HAMKE ASSOCIATES COLUMBIA SC		.100															00261645
12		.HANNA NICKLE SMELT RIDDLE OR		15.5															10036747
52		.HARDMAN INC BELLEVILLE NJ		10.1		4.13	4.13												10036879

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		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 ID / MAIL ORD OP
		DISC PCS PCT															024428		9998-000-17
[illegible]	[illegible]	.HARTIN PT - FILLER KEARNEY NJ		.050		.050			.050										10037018
[illegible]	[illegible]	.HARVILL MACHINE CORONA CA		1.00															00253995
[illegible]	[illegible]	HARVILL MACHINE PERRIS CA		2.50															00170461
		PARENT CUST. TOT-HARVILL MACHINE		3.50															00170461
[illegible]	[illegible]	.HASKELL CHEM RICHMOND VA		.050															10037065
[illegible]	[illegible]	.HAVENLY PRODUCTS CO DETROIT MI		1.50															10037190
[illegible]	[illegible]	.HAYS MFG ERIE PA		1.00	1.00														00123092
[illegible]	[illegible]	.HENKEL INC HOBOKEN NJ		.600															00222100
[illegible]	[illegible]	.HERCULES WILMINGTON DE		.100															10037557
[illegible]	[illegible]	HERCULES INC RADFORD VA		1.05															00123919
		PARENT CUST. TOT-HERCULES WILMIN		1.15															10037557
[illegible]	[illegible]	.HONEYWELL INC GARDENA CA		4.00															10038529
[illegible]	[illegible]	HONEYWELL INC FOPKINS MINN		10.0															00157317
[illegible]	[illegible]	HONEYWELL NEW BRIGHTON MN		15.0															10038561
		PARENT CUST. TOT-HONEYWELL INC S		29.0															00046450
[illegible]	[illegible]	.HOOKER CHEM HICKSVILLE NY		3.60															10038577
[illegible]	[illegible]	.HOT SPRING BR &FD HOT SPRING A		1.00															00211052
[illegible]	[illegible]	.HOWMET CORP DOVER NJ		3.60															00251976
[illegible]	[illegible]	.HUBBELL LIGHTING CV BURBANK CA		2.00															10072077
[illegible]	[illegible]	.HURON RUBBER CO PT HURON MI		5.00		2.50		2.50											00262138
[illegible]	[illegible]	.HYATT DIE CASTING - ENG CYPR CA		4.19															00151378
[illegible]	[illegible]	.HYDRAULIC SERVICE CHELTENHM PA		1.00															00236675
[illegible]	[illegible]	.ICI AMERICA INC ATLAS POINT DE		2.03															10037253
[illegible]	[illegible]	.ILLINOIS ADHESIVE CHICAGO IL		206		63.0		43.0	20.0										10040019
[illegible]	[illegible]	.ILL BRONZE POW LAKE ZURISH IL		5.00		2.50	2.50												10040035
[illegible]	[illegible]	.INDURALL COATINGS BIRMINGH AL		1.00		.500	.500												00125423
[illegible]	[illegible]	.INDUSTRIAL CASTINGS CLEV OH		3.00															10040272
[illegible]	[illegible]	.INDUST LATEX WALLINGTON NJ		.500		.250	.250												10040388
[illegible]	[illegible]	.INERTECH SYSTEMS CLIFTON VA		.150															00220890
[illegible]	[illegible]	.INLAND STL 1 COLD STRP E CH IN		60.3															10040566
[illegible]	[illegible]	.INMONT CO ANAHEIM CA		.100															10040914
[illegible]	[illegible]	INMONT CORP ST LOUIS MO		19.2		4.20	4.20												10040639
[illegible]	[illegible]	INMONT CORP ELIZABETH NJ		1.20															10040744
		PARENT CUST. TOT-INMONT CORP NYC		20.5		4.20	4.20												00044482
[illegible]	[illegible]	.INTERPACE IONE CA		3.60															10004055
[illegible]	[illegible]	.IBM CORP SAN JOSE CA		.055															10041082

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAJOR PRODUCT
		DISC PCB PCT															024428		9998-003-17
16	39	.INTL CAST PROD GARDENA CA		4.98															10041171
12	7	.INTL FUELING BEDFORD MA		1.20															00260614
11	24	.INTL HARVESTER CHICAGO IL		43.0															00215925
52	[illegible]	SOLAR DIV INTL HAR SAN DIEG CA		.100		.050		.050											00136363
		PARENT CUST. TOT-INTL HARVESTER		43.1		.050		.050											10041279
52	[illegible]	.STRESEN-REUTER BENSENVILLE,ILL		.180		.150			.150										10075420
12	32	.INTL PAPER SOMERVILLE MA		.600															00170476
52	[illegible]	.UNIVERSITY OF IOWA IA CITY IA		.050															00197513
[illegible]	[illegible]	.INTCO INDUSTRIES EUGENE OR		18.5															00243426
12	32	.ISLIP TOWN OF HOLBROOK NY		6.00															00236368
18	35	.ITT CANNON ELE SANTA ANA CA		2.50															10042127
[illegible]	[illegible]	ITT SUPRENANT CLINTON MASS		.250															00223239
		PARENT CUST. TOT-ITT NEW YORK NY		2.75															00044512
52	[illegible]	.JAMESTOWN FINISHES JAMSTN NY		6.50															10042313
11	21	.JEFFREY MANF FALLENTIMBER PA		4.84															00243351
52	[illegible]	.JET-SHAPES INC ROCKLEIGH NJ		3.00		1.50	1.50												00253152
52	[illegible]	.J G CHEMISTS MURRAY KY		.520															00262935
12	32	.JOHNSN-JOHNSN NW BRUNSWICK NJ		.050															10042933
52	[illegible]	PERMACEL NEW BRUNSWICK NJ		12.5		9.50	4.75		4.75										10051946
		PARENT CUST. TOT-JOHNSN-JOHNSN N		12.6		9.50	4.75		4.75										10042933
52	[illegible]	.JOHNS MANVILLE MANVILLE NJ		.050															10042895
52	[illegible]	.JOHNSON PAINT FOREST PARK ILL		1.00															00164755
52	[illegible]	.JOSLYN MFG BEDFORD PARK IL		1.65		3.00	3.00												00270253
52	[illegible]	.JOSLYN MFG CO CHICAGO IL		1.70															10043166
52	[illegible]	.JOSLYN MFG & SUPPLY LIMA NY		1.35		.900		.900											00260094
12	26	.KAISER ALUM & CH PLEASANTON CA		1.29															00213047
18	26	KAISER ALUM-CHEM TACOMA WASH		1.29															00154295
52	[illegible]	KAISER GYPSUM ANTIOCH CALIF		.100															00263257
		PARENT CUST. TOT-KAISER INDUST P		2.68															00045616
52	[illegible]	.KANSAS PT - COLOR WICHITA KS		.600															10043475
12	32	.KAWECKI BERYLCO BOYERTOWN PA																	10043549
52	[illegible]	.KEL LOX MFG ROCHESTER NY		.100															00040925
52	[illegible]	.KEEPER CHEMICAL CO TRENTON NJ		.650															00197759
11	24	.KELSEY HAYES CO ROCKFORD IL		42.0															10043751
11	[illegible]	KELSEY HAYSE CO DETROIT MI		10.0															00212032
		PARENT CUST. TOT-KELSEY HAYSE CO		52.0															00212032

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR. FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. NO. / MAJOR ORD. OF
DISC PCB PCT															024428		9998-000-17
.KENDALL CO BARRINGTON IL		.200															10043794
.KENT PLASTICS EVANSVILLE IN		.600															10043996
.KIPSTRON INC GRAND RAPIDS MI		.500															00249157
.KOLLER MCLISTER PT DENVER CO		1.80															10044642
.KOMAREK-GREAVES ROSEMONT IL		.138															00244759
.KOPPERS COMPANY RICHMOND CA		31.0															10044753
KOPPERS COMPANY NEWARK NJ		30.0		9.00	9.00												10044790
KOPPERS CO BRIDGEVILLE PA		3.60															10044820
PARENT CUST. TOT-KOPPERS CO PITT		64.6		9.00	9.00												00044571
.KRISTAL KRAFT INC PALMETTO FL		4.16															00237981
.KUX MACH DES PLAINES ILL		1.00															10044995
.LANE COMPANY ALTAVISTA VA		4.27															10045363
.LAVA CORP CHICAGO IL				22.0					22.0								00127368
.LECTROMELT CORP PITTSBURG PA		.184															00253766
.LEE METAL PROD ARLINGTON TX		.600															00257060
.LESTER INDUSTRIES INC BEDFRD O		40.0															10046033
.L & L WHITEMETALS CARLSTADT NJ		1.00															00215538
.L N P POLYMERS THORNDALE PA		13.7		11.5	11.5												00208981
.LOS ANGELES DIE LOS ANGELES CA		6.95															00127936
.LUBRIZOL CORP WICKLIFFE OHIO		.100															00086625
.LYONS DIECASTING HOLLAND MI		2.00															00120112
LYONS DIECASTING BUCKNER MO		5.00															10047625
PARENT CUST. TOT-LYONS DIECASTIN		7.00															10047625
.MAAS & WALDSTEIN NEWARK NJ		3.98															00126252
.MACDERMID WATERBURY CONN		.050															00186559
.MACIE BROS FRANKLIN PARK IL		2.50															10046036
.MAGNESIUM CASTING H P MA		9.00															10048075
.WALTER MAGUIRE PEEKSKILL NY		1.72		.200	.200												00261023
.MALLORY CAPACITOR WAYNESBOR TN		44.7															00216143
.MALTER INTL CORP GRETNA LA		1.70		.150	.150												00251660
.MANHATTAN ADDES BROOKLYN NY		173		42.0		42.0											10046419
.MARKEN MACHINE KEENE NH		.050															00126619
.MARTIN MARIETTA CORP DENVER CO		.120															00176435
.MASTER BUILDERS BUFFALO NY		48.0		12.0		12.0											00126651
.J F MCCAUGHIN ROSEMEAD CA				45.0				45.0									00277827
.MCCLOSKEY VARN PHIL PA		7.50		2.00	2.00												10044431
.MCCULLOCH CORP LOS ANGE CA		4.00															00126605
MCCULLOCH CORP SANTE FE SPR CA		1.50															00253847

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-IN THOUSANDS OF DOLLARS AND DOLLARS-

C		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FORECAST FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAST ORD CP
		PARENT CUST. TOT-MCCULLOCH CORP		5.50															00128805
		DISC PCB PCT															024428		9998-000-17
1[illegible]		.MCDONNELL DOUGLAS SANTA MON CA		1.94															00216555
[illegible]		.MC GRAW EDISON JEFF CITY MO		2.56															15745028
[illegible]		MCGRAW EDISON SOUTH MI MI		6.60															00126910
		PARENT CUST. TOT-MC GRAW EDISON C		9.18															00344687
[illegible]		.MERCER ALLOYS CUTWATERFRA		.936															00246282
[illegible]		.MERCER ALLOYS GREENVILLE PA		1.08															00244465
[illegible]		.MERLCO PRODUCTS CRANSTON R I		.050															00210018
[illegible]		.METAL CLADDING N TONAWANDA NY		2.00															00220699
[illegible]		.METALLURT DUCKLE PROVIDENCE RI		1.50															00251917
[illegible]		.MICRO SWITCH FREEPORT IL		.138															10352319
[illegible]		.MICHIGAN FOUNDRY COLDWATER MI		5.00															00220175
[illegible]		.MICHIGAN MACH FRANKFORT MI	10.0	.095															10352515
[illegible]		.MILLER TOOL-DIE CO JACKSON MI		6.50															00247378
[illegible]		MOFFITT PROD DV LYNDHURST NJ		.520															10366391
[illegible]		.MINN MIN & MFG CLIN AL		.330															00272975
[illegible]		MINN MIN - MFG LOS ANGELES CA				.900	.900												10352712
[illegible]		MINN MIN - MFG WAYNE MI		165		125	115	10											10352963
[illegible]		MINN MIN CHARLOTTE STDING PN		.520															10352771
[illegible]		MINN MIN-MFG HUTCHINSON MN		1.20		.600	.600												00222674
[illegible]		MINN MIN - MFG ST PAUL MN		8.10		24.5	14.9	.1	9.6										10353013
[illegible]		MINN MIN - MFG SPRINGFIELD MO				.500	.500												10353021
[illegible]		MINN MIN - MFG FRENCHLD NJ		21.2		15.0	15.0												10353099
[illegible]		MINN MIN - MFG BRISTOL PA		4.20		1.10	.500			.600									10353072
		PARENT CUST. TOT-MINN MIN - MFG		200		171	151	10	10	1									10353013
[illegible]		.MOBIL CHEM KANKAKEE ILL		16.0		4.00	4.00												10353658
[illegible]		MOBIL CHEM EDISON NJ		28.0		15.0	5.0		10.0										10353676
[illegible]		MOBIL OIL DIV PAULSBORO NJ		.150															10354370
		PARENT CUST. TOT-MOBIL OIL CORP		54.2		19.0	9.0		10.0										10354443
[illegible]		.MOLDERN DIE CASTING CHGO IL		1.00															10354524
[illegible]		MODERN MOLD ALBASTER AL		.050															00264055
[illegible]		.CHLASTRAND RES CTR DURHAM NC		.120															10315574
[illegible]		.STD T CHEM CHICAGO IL		.600															10375270
[illegible]		STD T CHEM INC STAT ISL NY		201		86.8	57.8		29.0										10375300
[illegible]		STANDARD T CHEMICA DALLAS TX		.050															00136025
		PARENT CUST. TOT-MONTGOMERY WARD		202		86.8	57.8		29.0										00344725

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	S.S.	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 ID / MAJ SPEC GP
		DISC PCD PCT															0244	28	9998-000-17
[illegible]	[illegible]	.MOTOROLA INC PHOENIX AZ		12.7															10055571
[illegible]	[illegible]	.M R PLASTICS MARYLAND HTS MO		.500															10047706
[illegible]	[illegible]	.MONTERS CORP FT MEYERS FL		.700		3.00			3.00										00264512
[illegible]	[illegible]	.MURPHY OIL EL DORADO AR		12.7															00049220
[illegible]	[illegible]	MURPHY OIL CORP RHINE WISC		12.0															00220914
		PARENT CUST. TOT-MURPHY OIL EL D		24.7															00049220
[illegible]	[illegible]	.NASHUA-DUTCH BRAND CHICAGO IL		13.6															00152900
[illegible]	[illegible]	NASHUA CORP MERRIMAC NH		256		44.0-	50.2-		6.2										00245240
		PARENT CUST. TOT-NASHUA CORPORAT		272		44.0-	50.2-		6.2										10056055
[illegible]	[illegible]	.NATL BRONZE PWDR FRANKLIN PK I		.400		.200			.200										00182974
[illegible]	[illegible]	.NATL CASH REGIS DAYTON OH		347															10056349
[illegible]	[illegible]	NATL CASH REG CO PORTAGE WI		506															00094145
		PARENT CUST. TOT-NATL CASH REGIS		853															10056349
[illegible]	[illegible]	.NATIONAL CHE & PL BALTIMORE MD		.300															00210978
[illegible]	[illegible]	.POLYMER DISP FAIRPORT HBR OH				.050			.050										10063922
[illegible]	[illegible]	U S IND CHEM DIV CINCINNATI OH		.050															00143365
		PARENT CUST. TOT-NATL DISTILLERS		.050		.050			.050										00044792
[illegible]	[illegible]	.NATL EXPANSION JOINT OAKLND CA		3.40		1.80-	1.80-												00263907
[illegible]	[illegible]	.NATL METALLURG SPRINGFIELD OR		1.00															00224472
[illegible]	[illegible]	.NATL STARCH BOUND BROOK NJ		304															00066576
[illegible]	[illegible]	NATL STARCH PINELAND NJ		160		128	64.0	32.0	32.0										00269751
[illegible]	[illegible]	NATL STARCH PLAINFIELD NJ		56.0															10056969
		PARENT CUST. TOT-NATL STARCH - C		520		128	64.0	32.0	32.0										00044814
[illegible]	[illegible]	.NAZAR RUBBER CO TOLEDO OH		7.20		1.80		1.20	.60										10057140
[illegible]	[illegible]	.NEOSCHOTZ ENG LOS ANGE CA		1.00															00131458
[illegible]	[illegible]	.NEW ENGLAND PETROL KINGSTON NY		46.4															00255768
[illegible]	[illegible]	.NEW YORK BRONZE ELIZABETH NJ		1.50															00216755
[illegible]	[illegible]	.NORTH AMER PAINT WANAMASSA NJ		1.62		.450	.450												00242276
[illegible]	[illegible]	.NORTH ELECTRIC GALION OH		2.10		.500	.500												10050155
[illegible]	[illegible]	.NORTHERN MALL IRON ST PAUL MN	.650	1.29	.650														10058279
[illegible]	[illegible]	.NVF CO KENNETT SQ PA		38.5		21.0	21.0												10055903
[illegible]	[illegible]	.OAK MFG LOS ANGELES CA		.645															10056775

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MICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1972

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO. MAJ CUST NO
		PARENT CUST. 101-SEARS ROEBUCK C		5.05															00045276
		DISC PCB PLT															024	28	9998-000-17
02	0	.SHALLCROSS CO PHIL PA		.050		.050		.050											10372693
21	5	.SHORO STEEL PARKELL PA		6.15															10372166
02	2	.SHERWIN WILLIAMS LOS ANGE CA		1.22															00137635
21	34	SHERWIN WILLIAMS CHGO IL		2.00															10372654
02	2	SHERWIN WILLIAMS GLOUCSBURG NJ		.200		.050	.050												10372697
02	2	SHERWIN WILLIAMS CLEVELAND OH		22.4		6.00	6.00												10372754
		PARENT CUST. 101-SHERWIN WILLIAM		69.8		6.05	6.05												10372754
02	0	.ARTHUR C SIAS WILTON CT		.050		.050	.050												00283931
02	6	.AIRESEARCH MFG CO TORRANCE CAL		7.20															10331591
02	2	.SILICOND PRO ARLINGTON PA		.600															10372995
02	7	.SIMPLEX WIRE CABL N BERWICK ME		.050															0023 316
02	2	.SINGER CO ELIZ NJ		15.0															10372994
12	2	SINGER CO SOMERVILLE NJ		1.00															00155322
		PARENT CUST. 101-SINGER CO NYC N		16.0															00045330
11	3	.SKEL DIECASTING IN EASTLAKE OH		4.00															00130195
02	2	.S K S CASTING CO BERKELEY CAL		1.00															00143631
02	2	.SMITH ALSOP PT TERRE HAUTE IN		.225															10373545
02	2	.SMITHS COMST SUPPLY JONESBORO GA		2.15		1.00	1.00												00243394
02	2	.SOLAR COMPOUNDS LINDEN NJ		131		31.5	31.5												10373756
02	2	.SOMERDOWN BUILD BELLEVILLE NJ		6.20															10373554
12	7	.SOUTHWEST ALPES RICHMOND VA		2.00															10373775
12	2	.SOUTHWEST CONT COP BLUE PARK KY		.000															00165389
55	5	.SOUTHERN MFG CO AURORA MO		.245															00244341
02	2	.SOUTHLAND CHEM SAN ANTONIO TX		.100															00253307
17	4	.SOUTHSTAR DIE CAST FT SMTH AR		1.50															00244416
11	00	.SOUTHWIRE REDR HAWESVILLE KY		1.00															00211552
02	2	.SOVEREIGN CHEMICAL PATERSO NJ		.500															00255078
02	2	.SPARTAN CASTINGS GLENN PARK CA		1.00															00253967
02	2	.SPECIALTY COAT CO ELMHRV VI IL		.690															10374584
59	4	.SPINOZA INC RUSSELLVILLE AR		.500															00251143
12	4	.SPRAUT WALDRON MUNCY PA		2.00															10374000
02	2	.ST GOBAIN RUBBER PARYSVILLE MI		60.0		15.0	12.5	2.5											10373244
02	2	.ST REGIS PAPER RICOLETCHN CH				.600	.600												10338841
02	2	.STACKPOLE CARBON ST MARYS PA				24.0				15.0		9.0							10374663
02	0	.A E STALEY HARRISON NJ		.050															00257354
02	2	.CHEVRON RES RICHMOND CALIF		.100															10316401
18	0	.HUMBLE OIL REF BENICIA CA		10.2															00165379

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S	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 ID / MAJR CRD GR
		DISC PUB PCT															0244	2B	9998-000-17
52	52	.STANDARD PACKAGIN CRANBURY NJ		1.20															10075173
11	34	.STANDARD PRODUCTS CO CLEVE OH		.230															00046264
52	[illegible]	.PAISLEY PROD FOREST PARK GA		1.00															00234869
52	[illegible]	PAISLEY PROD CHICAGO IL		.400															10063346
		PARENT CUST. TOT-STANLEY WARNER		1.40															00044733
52	[illegible]	.STAR CHEMICAL WESTCHESTER IL		.700		.950		.250	.700										00217956
52	[illegible]	STAR CHEMICAL CO DALLAS TX		1.80															00211672
		PARENT CUST. TOT-STAR CHEMICAL W		2.50		.950		.250	.700										00217956
18	72	.STRITE ANDERSON CO MINN MN		2.50															10076439
11	34	.STROH DIE CAST MILWAUKEE WI		5.00															10076455
52	[illegible]	.SULLIVAN CO MEMPHIS TENN		3.95															00211567
52	[illegible]	.SUN CHEM CORP E RUTHERFORD NJ		2.40															10076552
52		.SUNFLO PAINT AMSTERDAM NY		.100															00213748
19	74	.SUN OIL CO TONKAWA OKLAHOMA		3.60															00156108
25	18	SUN OIL CO FAIRFIELD TX		.635															10077026
		PARENT CUST. TOT-SUN OIL COMP PH		4.24															00046663
52	[illegible]	.SUPER TIME ENGIN CAMDEN NJ		.450															00241091
52	[illegible]	.SUPERIOR LACQUER CO TOCOCA GA		.100															00159854
52	[illegible]	.SUPERIOR VARNISH PENSAUKEN N J		.050															10077222
11	33	.SURFTRAN CO MADISON HTS MI		.500															00253586
52	[illegible]	.SUTHERLAND CO MEMPHIS TN		2.00															00259349
52	[illegible]	.SWIFT CHEMICAL HAYWARD CA		.520															00227153
52	[illegible]	SWIFT CHEMICAL CO MADISON IL		.550															00262311
52	[illegible]	SWIFT - CO VERNON CALIFORNIA		33.2															10077400
52	[illegible]	SWIFT CHEMICAL ATLANTA GEORGIA		1.04															00219215
		PARENT CUST. TOT-SWIFT - CO CHIC		33.3															10077346
52	[illegible]	.TAE CHEMICALS INC CHICAGO ILL		32.5		16.0	3.0	13.0											10077842
52	[illegible]	.TAURUS CHEM AUBURN N Y		.150															10021065
52	[illegible]	.TECH COATINGS SANTA CLAR CA		.100															10078091
52	[illegible]	TECHNICAL COAT NEWARK NJ		3.65		1.20	1.20												10078121
52	[illegible]	TECHNICAL COATINGS LUBBOCK TX		.500															00240614
		PARENT CUST. TOT-TECHNICAL COATI		4.05		1.20	1.20												10078113
52	[illegible]	.TECHNICAL TAPE CORP BEACON NY		1.00		.500	.500												10078199
11	34	.TECUMSEH PRODUCTS MARION OHIO		5.40															00198099

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		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES YEAR FOR CLAIM YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ DEP GP
																	024428		9958-000-17
		DISC PCB PCT																	
1	0	.TELCO SERVICE CLEVELAND OH		.538															00251429
2	0	.TELEDYNE COAST PROSEAL COMP CA		.520															00263141
2	0	.TELEDYNE COAST PROSEAL PHEC PA		12.0															00209046
5	5	.TELEDYNE ALLVAC MONROE NC		2.63															00242047
2	2	.TENN METALLURG CORP KIMBLE TN		2.00															00166122
2	2	.TERRELL CORP WILM MASS		1.90															10078911
2	0	.TEXAS EASTERN LONGVIEW TX		24.0															10079264
5	4	.TEXAS INSTRUMENTS DALLAS TEX		.230															10079314
2	0	.TEXTONE EXACTO ELKHART IND		1.20															00262501
1	3	.PARAMOUNT DIE ST JOSEPH MICH		7.00															00146016
2	0	.THIOKOL CHEM TRENTON NJ		.150															10079799
2	0	THIOKOL CHEM WAYNESBORO VA		.200															00225940
		PARENT CUST. TOT-THIOKOL CHEM CO		.350															00046981
2	0	.TIBBALS FLOORING ONEIDA TN		.350															00251232
1	8	.TIT DEE PRODUCTS INC DAYTON OH		1.50															10080134
1	8	.TIMKEN ROLLER BEAR CANTON OH		4.00															10080193
2	0	.TITANINE INC UNION NJ		.400															10080231
1	0	.TOLO INC SANTA ANACA		.645															00140910
2	0	.TRANSPARENT-WAX TITUSVILLE PA		.600															00251242
2	0	.TRENCO MFG CLEVELAND OH		31.9		9.00	9.00												10080940
2	0	.TRW INC MINERVA OH		7.20															00141267
2	0	.ULTRA CHEM INC WILMINGTON DELA		.700		.600	.600												00162714
5	8	.UNION CAMP CORP SAVANNAH GA		1.10															10081599
2	0	.UNION CARBIDE SC BRUNSWICK NJ		.150															00260215
2	0	.UNION CARBIDE TAFT LOUISIANA		3.12															00086665
2	0	UNION CAR UC BOUND BROOK N J		.300		.050	.050												10081623
2	0	UNION CARB TARRYTOWN NY		.050															00141753
2	0	UNION CARB CORP CLEVELAND OH		.050															10081653
2	0	UNION CARBIDE SISTERSV WV		2.40															00141652
		PARENT CUST. TOT-UNION CARBIDE C		5.92		.050	.050												00045703
2	0	*UNION AMSCO MIAMI FL		1.56															10004160
2	0	*UNION AMSCO TAMPA FL		1.64															10004136
2	0	*UNION AMSCO TUCKER GA		128		35.0	25.0	10.0											10004551
2	0	UNION AMSCO PALATINE IL		15.4															10004233
2	0	*UNION AMSCO CHARLOTTE NC		57.6		15.0	15.0												10004152
2	0	UNION AMSCO CLIFTON NJ		.450															00247898
2	0	UNION AMSCO CARLSTADT NJ		2.40															00256358
2	0	*UNION AMSCO CARTERET NJ		685		351	60	99	192										10004179
2	0	*UNION AMSCO CONSHOHOC PA		502		207	97.7	33.9	76.3										10004241
2	0	*UNION AMSCO PROVIDENCE RI		167		84.5		59.7		24.8									10004535

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	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MIN/MAX FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID MAJR GRD CP
	DISC PCB PCT															0244	28	9998-000-17
	UNION AMSCO NASHVILLE TN		10.6		5.00	5.00												10004144
	UNION AMSCO RICHMOND VA		3.00															00209899
	PARENT CUST. TOT-UNION OIL CO CC		1575		698	202	203	268	25									00047155
	.UNIROYAL MISHAWAKA INDIANA		17.5															10082684
	.UNITED LACQUER MFG LINDEN NJ		3.29															10083524
	.UNITED PAINT CO MEMPHIS TN		.300															00177164
	.UNITED RESIN PROD BROOKLYN NY		534		135	40.0	63.5	31.5										10083621
	.UNITED SHOE MACHINE KENTON TN		15.0															10083664
	.UNIVERSAL OIL DES PLAINS IL		.100															00047635
	.UPJOHN CO N HAVEN CONNECTICUT		.150															10085705
	.URECAL CORP MISHAWAKA IN		1.50															00238112
	.URECON CORP DETROIT MICH		1.80															00262250
	.U S GOVT GAITHERSBURG MD				.590		.590											10084121
	.U S M CORP MARSHALL MI		.600															00255254
	U S M CORP KENTON TN		80.0		27.5	27.5												10081335
	PARENT CUST. TOT-U S M CORP EAST		80.6		27.5	27.5												00154768
	.USS CHEM DIV NEVILLE PA		63.4		28.8		28.8											00141402
	U S STEEL TORRANCE CALIFORNIA		34.5															00220965
	U S STEEL GARY INDIANA		21.5															10085233
	U S STEEL CLAIRTON PA		2.40															10085209
	U S STEEL DRAVOSBURG PA		5.00															00244635
	U S STEEL GREENSBORO PA		25.8															10085381
	U S STEEL IRVINE PENNSYLVANIA		10.4															10085206
	PARENT CUST. TOT-U S STEEL NEW Y		163		28.8		28.8											00047724
	.VALSPAR CORP EAST MOLINE IL		.060															00177792
	VALSPAR CORP ROCKFORD IL		12.8		1.70		1.70											00143588
	VALSPAR CORP FORT WAYNE IND		11.8		5.40	5.40												00236209
	VALSPAR MINNEAPOLIS MN		1.10															00230936
	VALSPAR CORP NUTLEY NJ		752		258	105	121	32										00151543
	PARENT CUST. TOT-VALSPAR MINNEAP		770		265	111	123	32										00230936
	.VAN WATERS - R ALBUQUERQUE, N		8.96															10086221
	.VIMASCO CORP NITRO W VA		.250															10086625
	.UNIVERSITY OF VIRG CHARLOTT VA				.050			.050										00143952
	.WEST BEND CO WEST BEND WI		72.0															10088399
	.WEST PENN POWER SPNGDALE PA		1.94															10088496
	.WESTINGHOUSE LIMA OHIO		2.50															10089700

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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 ID / MCR GTD OF
DISC PCB PCT															024	28	9998-000-17
.WESTVACO CORP EATON OH		.600															002[illegible]5035
.WHEELING CORRUGAT JAMESBURG NJ		3.00															00217405
WHEELING STEEL STEUBENVILLE OH		17.2															00094[illegible]5
PARENT CUST. TOT-WHEELING STEEL		14.2															00047082
.PEAT DIV-WHITTAKER NORWALK CA		5.48															00193089
.BRUCE WILLIAMS LAB JOPLIN MO		.050															00243[illegible]2
.WILSON DETCASTING GRAIN VLY MO		1.10															00232[illegible]41
.WINDSOR PLASTICS EVANSVILLE IN				.050	.050												00161437
.WITCH CHEM PERTH AMBOY NJ		1.80															10[illegible]1126
.WITHROW DIE CAST N HOLLYWOOD CA		2.50															00094[illegible]13
.JOHN H WITTE - SON BURLNGTN IA		1.90		.500	.500												10[illegible]1195
.WORCESTER POLYTECH WORCESTR MA		.110															00250382
.WORLD CARPET DALTON GA		2.80															00249[illegible]
.WYNN OIL CO AZUSA CALIFORNIA		72.0		63.6		63.6											10092434
WYNN OIL CO CINCINNATI OH		6.60															00270407
PARENT CUST. TOT-WYNN OIL CO AZU		78.6		63.6		63.6											10092434
.XLR MICROMATIC HOLLAND MI		3.00															00089877
.YATES MFG CHICAGO ILLINOIS		707		736		133	74	74	156	298							10092531
.ZENITH PROD SCHILLER PARK ILL		15.0		5.00	5.00												00167645
TOTAL PRODUCT * * * * * * * LB	272	20846	4609	6769	1477	1866	1878	534	430	585							9998-000-17
20 TOT CLASS PCT PLASTICIZERS LB	673	21283	428	7231	1560	1931	1927	611	632	585						15-	
													1-			3-	
17 TOT PG PCB/PCT DR.C.PATON LE	7114	35881	4928	12424	2645	2952	2975	1644	1232	737	1-	39	94	138	17-	15-	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

		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 ID / MAIL ID OR
		DISC PCB PCT															024	28	9998-000-17
11	38	.OHIO GLASS MANSFIELD OH		4.00															00046809
11	34	.OLIN CORP. JOLIET IL		3.00															00243604
11	38	OLIN CORP OMAL OF		1.50															10059178
		PARENT CUST. TOT-OLIN CORP NYC N		4.50															00044865
52	07	.ORE-LUBE CORP COLLEGE PT NY		8.84															10059496
12	73	.OSWEGO CASTING OSWEGO NY		1.29															10059674
11	34	.GALE PROD CO GALESBURG IL		34.7															10030331
11	34	JOHNSON MOTORS WAUKEGAN IL		78.7															10042976
		PARENT CUST. TOT-OUTBOARD MARINE		113															00044873
16	05	.OWENS ILLINOIS LOS ANGELES CA		1.20															10059879
11	38	OWENS ILL TOLEDO OH		.138															10059933
		PARENT CUST. TOT-OWENS ILL TOLED		1.34															10059933
19	74	.OZARK MAHONING TULSA OK		.165															00257338
11	53	.PARKER HANNIFIN OTSEGO MICH		2.00															00086005
52	00	.PARK NAME PLATE FLUSHING LI NY		.050															00176958
11	56	.PARK-OHIO IND CLEV CLEVELAN OH		3.00															00132942
12	77	.PEASLEY PROD STRATFORD CT		1.00															10061237
16	05	.PECO MFG CO INC PORTLAND OR		2.00															00225575
52	00	.PENN REFINERY CLEVELAND OH		3.30															10061525
12	52	.PENNWALT CO KING OF PRUSSIA PA		1.80															10061547
16	05	.PRITO LAY CO LOS ANGELES CA		.600															10027666
19	74	.PERMANENT CASTING HOT SPRING AR		.500															00161071
16	05	.PHILLIPS DIE SANTA FE SPRING CA		.500															00244104
19	74	.PHILLIPS PET BARTLESVILLE OK		.100															10062659
52	00	.PIERCE - STEVENS KIMBERTON PA		160		90.0		60.0	30.0										10062926
12	52	.PITT-CONSOL CHEM NEWARK NJ		1.80															00133930
12	52	.POLAROID CORP CAMBRIDGE MA		.180															00155136
52	00	.POLYANNA CORP BUTLER PA		.600															00266153
12	52	.POLYMER CORP READING PA		.360															10063949
52	00	.POLYMERIC SYSTEMS POTTSTOWN PA		2.59															00270679
52	00	.POLYMER INDUSTRIES STAMFORD CT																	00183563
52	00	.POLYPLASTEX UNITED CHICO CA		.100															00264369
52	00	POLYPLASTEX UNITED PINELLAS FL		7.00		2.00	2.00												00134422
		PARENT CUST. TOT-POLY PLASTEX OK		7.10		2.00	2.00												00134339
52	00	.POLYTECH CO ROCKAWAY NJ		4.56		1.00		1.00											00250759
52	00	.POTTER CO WESSON MS		1.80															10064287

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	SIC	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 ID MAST GEO SP
		DISC PCB PCT															0244	28	9993-330-17
21	34	.POWERS REGULATORS SKOKIE ILL		.500															10064325
52	0	.NATL STARCH BLOOMFIELD NJ		172		63.1				63.1									10063221
52	0	PPG EAST POINT GA		1.04															10063442
29	00	PPG LAKE CHARLES LA		1.80															00281697
		PARENT CUST. TOT-PPG PITTSBURGH		175		63.1				63.1									10063445
52	0	.PRECISION CAST PARTS PORTLAN C				54.0				54.0									00227683
29	74	.PRESCOLITE-TTCO EL DORADO AR		.645															10064357
32	0	.PRESTOLITE-WIRE W. SPRINGFIELD		2.50															00134694
2	2	.PRINCETON CH PRINCETON NJ		.590		.590	.590												10024627
3	0	.PROCESS EQUIP ENG TIPP CITY CH		.500															00230450
26	72	.PROPRIETY PAPER GREEN BAY WISC		.500															00216127
52	0	.PRODUCTS RESEARCH BURBANK CAL		1.78															00045756
52	0	PRODS RESEARCH GLENDALE CA		62.0		24.8		24.8											10064656
52	0	PRODS RESEARCH GLOUCESTER NJ		107		171	70.8	99.7											10064654
		PARENT CUST. TOT-PRODUCTS RESEAR		171		195	71	124											00045756
32	0	.PUREX INDUSTRIES DENVER CO		1.00															00255742
32	0	.PUREX CORP WILMINGTON CA				.050	.050												10065445
33	5	.QUALITY COMPONENTS RIDGWAY PA				.950			.950										00273564
5	9	.RADIATION SPECIAL CHARLOTTE NC				54.6					54.6								10065768
29	0	.RALSTON PURINA MECHANICSBURG PA		1.06															00229597
3	9	.RANGER DIE CAST LYNWOOD CA		2.00															10066356
2	0	.RAYBESTOS MANHA STRATFORD CT		21.0		6.00	6.00												10066409
52	0	.RAYDEAD TUBES KENILO PK CA		.050															10066484
11	6	.R P I CO MILES OH		5.38															00135437
2	0	.REPUBLIC IND EQUIP READING PA		2.12															10066570
52	0	.REP SPOT PAINT EVANSVILLE IN		3.00		1.30	1.30												10066727
29	0	.REICHHOLD CHEM JACKSONVILLE FL		2.40															00155225
52	0	REICHHOLD CHEM ELIZABETH NJ		1.20															10067161
11	1	REICHHOLD CHEM NIAGRA FALLS NY		1.20															10067197
		PARENT CUST. TOT-REICHHOLD CHEM		4.80															00045713
52	0	.REILLY TAR-CHEM INDIANAPOLIS I		5.50															00236547
52	0	.I REISS CO ELIZABETH NJ		6.00															00236656
52	0	.RELIANCE UNIVERSAL N CHGO IL		1.50															10067308
52	0	RELIANCE UNIV ROANOKE VA		2.40		1.20	1.20												00176265
		PARENT CUST. TOT-RELIANCE UNIV L		3.90		1.20	1.20												10067286
32	0	.RENNEBURG BALTIMORE MD		1.07															00255785

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIL SEQ.
	DISC PCB PCT														024428		9998-000-17
	.REPUBLIC PWD MTLS MEDIA OHIO		.700		.200		.200										00164247
	.REPUBLIC STEEL CORP SO CHGC IL		48.2														10067456
	REPUBLIC STEEL BUFFALO NY		1.61														10067464
	REPUBLIC STEEL CANTON OH		16.1														10067472
	REPUBLIC STEEL CORP CLEVE OH		12.4														10067483
	REPUBLIC STEEL MASSILLON OH		7.69														10067499
	REPUBLIC STEEL WARREN OHIO		5.38														00221619
	PARENT COST. TOT-REPUBLIC STEEL		91.4														10067480
	.FIBERFILL INC EVANSVILLE IN		68.0		22.0			22.0									10027748
	.REYNOLDS METALS GUM SPGS AR		2.00														10067855
	REYNOLDS METALS MESSENA NY		25.5														10067790
	PARENT COST. TOT-REYNOLDS METALS		27.5														10067782
	.RICHARDSON PAINT PHILADE PA		1.80		1.20	1.20											00224456
	.RIDGO CASTING CO CEN FALLS RI		1.50														10068156
	.CHERRY BURRELL CEDAR RAPIDS IA		4.09														00150806
	ROBERTSHAW CONTROL MILFORD CT		.275														00136239
	PARENT COST. TOT-ROBERTSHAW CONT		4.37														00045322
	.ROCKWELL MFG RUSSELVILLE KY		28.0														10066762
	.G P ROBSER LANASKA PA		9.55														10068300
	.ROPER CORP MT GILEAD OH		9.00														00246504
	GEORGE D ROPER NEWARK OH		34.0														10069033
	PARENT COST. TOT-GEORGE D ROPER		43.0														10069033
	.RUBBER MILLERS BALTIMORE MD		.120														00250341
	.SAMPSON PAINT RICHMOND VA		6.00		1.00		1.00										00251712
	.ELI SANDMAN CO WORCESTER MA		.100		.050	.050											00220621
	.SANGAMO ELEC PICKENS SC		1.07														10070763
	.SCHOELLHAM CO NORTHFIELD MN		.150														10077216
	.SCHWARTZ CH LONG ISLD CTY NY		.520														00137375
	.GLIDDEN CO BALTIMORE MD		.600		.150	.150											10033610
	GLIDDEN CO READING PA		3.05														10033836
	PARENT COST. TOT-S C M CORP CORT		3.65		.150	.150											00045454
	.SEABOARD CHEM TEXAS MD		.850		.350		.350										10036887
	.DE SOTO INC BERKELEY CA		5.00														10021871
	DE SOTO INC DES PLAINES IL		.050														10021928

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EXHIBIT H

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PRODUCT/CUSTOMER [illegible]S REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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. ID / MAJ. CUS. GP.
.. DIELECTRICS C.PATCH																	
ARTICLE 10[illegible]															022	50A	1C40-016-1[illegible]
.AEROVOX-BELVIL NEW BEDFORD MA	1500	1840	1500	1915	129	222	100	156	203	172	90	314	90	181	91	85	00294438
.WESTERN ELECTRIC ALLENTOWN PA		.055															00269638
.DALOOR ELEC RIDGEVILLE SC		1.80															00295581
.CAPACITOR SPECLST ESCONDIDO CA	75.0	81.6	75.0	101	10.8	7.2	7.2	14.4	9.6	9.6	4.8	9.6	9.6	12.0	4.2	1.8	00181374
.CAROLINA CAPACITR RIDGEVILL SC	50.0		50.0														00309826
.TRUE DEUTSCHMAN LABS CANTON MA				1.60											1.80		00335568
.ELECTRICAL UTILIT LA SALLE IL	1000	1250	1000	966	162	44	85	124	84	82	42	85	86	129	42		10025745
.UNIV MFG CORP BRIDGEPORT CT	1400	1361	1400	1080	143	91		170	92	89	83	90		182		92	10025796
UNIV MFG CORP TOYONA KJ	1100	913	1100	870	93.3		89.0	76.6	78.7	91.5	77.2	89.9	90.8	90.6	91.3		00165018
PARENT CUST. TOT-ELECTRCH IC CON	2500	2274	2500	1950	276	91	90	253	171	181	160	180	91	273	91	52	10025796
.ELECTRO MAGNET FT PALO ALTO CA	1.20	1.20	1.20	1.20				.600				.600					00287040
.CORNELL DUB ELEC N BEDFORD MAS	1400	1423	1400	1536	92	213	91	167	170	175	91	176	90	91	182		00066746
.GEN ELEC ALBE CA				.600			.600										10031281
GEN ELEC FORT EDWARDS NY		6763		6418	857	579	664	569	626	569	564	465	474	376	479	192	00249467
GEN ELEC HUDSON FALLS NY	9700	2471	9700	2200	198	192	191	191	191	284	381	1	191	189	188	94	10031931
PARENT CUST. TOT-GEN ELEC SCFREC	9700	9234	9700	8699	1045	770	836	761	817	653	945	470	665	564	668	287	10559474
.GOLDMAN CO CHICAGO ILL		2.40															10035937
.HIGH ENERGY INC SAN DIEGO CA		6.00															00295892
.HIGH ENERGY MALVERN PA	300	175	300	129		41.6			42.4							45.4	10037564
.JAMO COMPANY INC BENNINGTON VT	900	563	900	677	84		169	81	80	90		90		82			00183830
.MALLORY CAPACITOR WAYNESBOR IN	1200	1568	1200	1003	191	90	95	181	169		89		96			92	00216143
.MCGRAW EDISON PWR FERNDALE MI		10.8		7.20		1.20						6.00					00302279
.MCGRAW EDISON GREENWOOD SC	700	467	700	791	181	92	45	44	91	218	52	91	89	90		86	00290696
.MONSANTO LOS ANGELES CA																	00146822
MONSANTO-SPEC-LOS ANGELES CA																	00309362
PARENT CUST. TOT-MONSANTO CORP S																	00047147
.SANDERS ASSOC NASHUA NH		.600															00046701
.SANYMO ELEC PICKENS SC	900	639	900	717		95.6	44.0	64.6	90.1	44.8	89.9		94.1		97.5	96.4	10070783
.SPRAGUE ELEC N ADAMS MA	1200	1275	1200	903	93		92	80	79	113	81	184	87			52	10074770
.WESTINGHOUSE ELEC BENICIA CA				.600			.600										00319405
WESTINGHOUSE BELCHINGTON IND	2500	2143	2500	2420	93	192	92	256	180	284	184	284	190	180	194	290	10089766
WESTINGHOUSE TERRE HAUTE IN		2.40		1.20		.600						.600					00283096
WESTINGHOUSE-LIGHT-DIV CLEV OH	150	65.4	150	12.0					12.0								10089441
WESTINGHOUSE RESEARCH PITTS PA		1.20		.600									.600				00252433
PARENT CUST. TOT-WESTINGHOUSE EL	2650	2212	2650	2411	95	193	93	256	168	284	184	285	191	180	194	290	00047740

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PG	MS	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 ID / MAR. GRP GP
		AROCLOR 1016															022	50A	1040-016-
22	5	.YORK CAPACITOR CORP BRKLYN NY	100	132	100	132	26.4		26.4		26.4		26.4				26.4		10092590
		.UNMATCHED FREIGHT																	9999999
		TOTAL PRODUCT * * * * * * * LB	24176	23531	24176	21941	2384	1676	1873	2185	2200	2223	1753	1850	1587	1603	1396	1171	1040-016-
		02250A * * * * * * *																	
		AROCLOR 1242															003	9C	1040-240-
12	70	.CORNELL DUB ELEC N BEDFORD MAS		51.1															0008674
12	72	.GEN ELEC FORT EDWARDS NY		288															0024946
12	73	GEN ELEC HUDSON FALLS NY		56.6															1003193
		PARENT CUST. TOT-GEN ELEC SCHNEC		304															1059947
24	11	.RAYTHEON CO CANTON MASS		3.00		1.80								1.80					0029900
12	5	.SPRAGUE ELEC N ADAMS PA		92.3															1007477
11	70	.WESTINGHOUSE BLOOMINGTON IND		95.7															1008978
		.UNMATCHED FREIGHT																	9999999
		TOTAL PRODUCT * * * * * * * LB		666		1.80								1.80					1040-240-
		00349C * * * * * * *																	
		AROCLOR 1254															003	1C	1040-280-
24	70	.AEROVOX-DELEVIL NEW BEDFORD MA		7.20		16.8		3.60			2.40				3.60		3.60	3.60	0029443
24	91	.WESTERN ELECTRIC ALLENTOWN PA		.060															0026963
24	92	.AXEL ELECTRONICS JAMAICA NY		7.20		3.60									2.40		1.20		1000773
12	70	.CORNELL DUB ELEC N BEDFORD MAS		12.0		12.0	6.00		6.00										0008674
24	2	.FILTRON CO INC FLUSHING NY	20.0		20.0														1002786
24	5	.GEN ELEC PITTSFIELD MA		2.58															1003176
24	91	.UNION ENERGY MALVERN PA		6.00		6.00			6.00										1003796
12	97	.ITE CIRCUIT BREAKER PHIL PA				.120											.120		1004205
24	97	.MORGAN EDISON GREENWOOD SC		1.80		3.60								3.60					0029069
12	35	.R.F. INTERSTICS BAYSHORE LI NY		9.00		15.0				1.20	3.60	1.20	2.40	3.60			3.00		0033567
24	97	.SANGAMO ELEC PICKENS SC	75.0	70.2	75.0	15.6	5.40		5.40			1.20			1.20			2.40	1007078
		.UNMATCHED FREIGHT																	9999999
		TOTAL PRODUCT * * * * * * * LB	95.0	116	95.0	72.7	11.4	3.6	17.4	1.2	6.0	2.4	2.4	7.2	7.2		7.9	6.0	1040-280-
		00361C * * * * * * *																	
		CAPACITOR 21															003	43C	1040-225-
12	73	.GEN ELEC FORT EDWARDS NY	30.0	35.4	30.0	57.2	5.2	5.2	10.4		7.3		8.3	5.2	5.2			10.4	0024946
		TOTAL PRODUCT * * * * * * * LB	30.0	35.4	30.0	57.2	5.2	5.2	10.4		7.3		8.3	5.2	5.2			10.4	1040-225-
		00343C * * * * * * *																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	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 ID / MAJR GRD GP
	CAPACITOR AROCLOR 1489															025[illegible]6A		1040-017-1[illegible]
[illegible]	.CAPACITOR SPECLST ESCONDIDO CA				2.95		.59						.59			1.18	.59	00181374
[illegible]	.ELECTRICAL UTILIT LA SALLE IL				8.65						8.85							10025745
[illegible]	.GEN ELEC HUDSON FALLS NY				.590										.590			10031931
[illegible]	.SANGAMO ELEC PICKENS SC		.590															10070783
	TOTAL PRODUCT * * * * * * * LB		.590		12.4		.59				8.85		.59		.59	1.18	.59	1040-017-1[illegible]
	02536A * * * * * * *																	
	INERTEEN 54201 KJ															022[illegible]3A		1050-218-1[illegible]
[illegible]	.WESTINGHOUSE BLOOMINGTON IND		25.9															10089786
	TOTAL PRODUCT * * * * * * * LB		25.9															1050-218-1[illegible]
	02283A * * * * * * * $$		6.59															
	05 TOT MAJOR AROCLOR LB	24301	24375	24301	22085	2400	1685	1901	2186	2213	2234	1763	1905	1600	1603	1405	1188	
	CAPACITOR FLUID 1475															025[illegible]5A		1040-018-1[illegible]
[illegible]	.CAPACITOR SPECLST ESCONDIDO CA				.448		.448											00181374
[illegible]	.MALLORY CAPACITOR WAYNESBOR TN				8.96												8.96	00216143
	TOTAL PRODUCT * * * * * * * LB				9.41		.45										8.96	1040-018-1[illegible]
	02585A * * * * * * *																	
	CAPACITOR FLUID 1588															026[illegible]2A		1040-019-1[illegible]
[illegible]	.UNIV MFG CORP BRIDGEPORT CT				.470										.470			10025796
[illegible]	.CORNELL DUB ELEC N BEDFORD MAS				.470												.470	00086746
[illegible]	.FILM CAPACITORS PASSAIC NJ				.045								.045					00329606
[illegible]	.INDUSTRIAL CONDENSER CHICAG IL				.090							.090						00327719
	TOTAL PRODUCT * * * * * * * LB				1.08							.090	.045		.470		.470	1040-019-1[illegible]
	02882A * * * * * * *																	
	00 TOT CLASS CAPACITOR FLUID LB	24301	24375	24301	22095	2400	1686	1901	2186	2213	2234	1763	1905	1600	1604	1405	1197	
	INERTEEN 70-30															003[illegible]0A		1050-210-1[illegible]
[illegible]	.ALLIS-CHALMERS SPRINGFIELD IL				1.35	1.35												00315486
[illegible]	.BUELL DIV ENVIROTECH LEBAN PA	500	448	500	249	127		27	48								47	00259469
[illegible]	.CATERPILLER TRACTOR PORTON IL																	00295744
[illegible]	CATERPILLAR TRACT E PEORIA IL																	10014530
	PARENT CUST. TOT-CATERPILLAR TRA																	10014549
[illegible]	.AYDIN ENERGY SYS PALO ALTO CA	1.30	13.5	1.30	110						55.9	8.8	45.2					10026253

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	MS REP	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN GRD CD
		INERTEEN 70-30															003	60A	1050-210-
1	34	.ESSEX ELEC ENG DENSEAVILLE IL		14.8															0029998
2	37	.FEDERAL PAC ELEC NEWARK NJ		.360															1002752
3	35	FEDERAL PACIFIC EL MILPITAS CA				4.04		4.04											0015338
		PARENT CUST. TOT-FED PAC ELEC NE		.360		4.04		4.04											1002752
1	36	.GEN ELECTRIC SACRAMENTO CA		1.35															1003145
2	36	GEN ELEC SUPPLY NEW BEDFORD MA				2.70												2.70	0033824
		PARENT CUST. TOT-GEN ELEC SCHNEC		1.35		2.70												2.70	1059947
1	36	.GLENN CO PACHECO CA				12.1			1.3		10.8								0032040
2	37	.HAZELTINE CORP GREENLAWN LI NY																	0028722
3	36	.HELENA CORP HELENA AL		75.5		130			27.0					20.2	14.8		37.7	30.3	0030875
1	37	.HEVI-DUTY ELEC GOLDSBORO NC	200	354	200	358	53.9	27.0	50.2		33.3	29.2	29.7		23.6	32.0	30.5	52.8	0008796
2	37	.ITE IMPERIAL HANCOCKS BRDG NJ		.720															0025464
3	37	ITE CIRCUIT BREAKER PHIL PA		660		1.35											1.35		1004205
		PARENT CUST. TOT-ITE CIRCUIT BRE		661		1.35											1.35		1004205
1	37	.ITE IMPERIAL OKLAHOMA CITY OK		2.70		2.70	2.70												0030319
2	37	.I T E IMPERIAL LOS ANGELES CA		1.44															0030111
3	37	ITE IMPERIAL JACKSONVILLE FL		2.60															0029613
4	37	ITE IMPERIAL HONOLULU HAWAII		1.80															0029616
1	34	ITE IMPERIAL MORRIS IL		.360															0030031
2	36	ITE IMPERIAL BARDSTOWN KY		.360															0029612
2	37	ITE IMPERIAL CORP TRENTON NJ				3.37					3.37								0032336
2	36	ITE IMPERIAL STATEN ISL NY				1.35												1.35	0033682
1	36	ITE IMPERIAL TORONTO OHIO				.674				.674									0025402
2	36	ITE IMPERIAL DEER PARK TX		4.72															0030566
		PARENT CUST. TOT-ITE CIRCUIT BRE		12.3		5.39				.67	3.37							1.35	1004205
1	37	.ITE IMPERIAL SPARTANBURG SC		1.08		3.37					3.37								0030579
1	34	.KOHLMAN ELECTRIC GRD RAPIDS MI				2.70	2.70												0031734
2	34	.KOHLMAN ELEC CRYSTAL SPR MS	420		420	271	30.8	77.2		39.9	36.6		39.9			38.5			0012726
		.MONSANTO SANTA CLARA CALIF																	0014902
		MONSANTO ELIZABETH NJ																	0014868
		MONSANTO-SPECIAL-ELIZABETH NJ																	0030937
		PARENT CUST. TOT-MONSANTO CLFP S																	0004714
1	31	.NIAGARA TRANSORM BUFFALO NY	500	487	500	510	48.4		49.1	34.7	50.6	76.5	50.1		50.7	51.0	49.1	45.6	1005774
2	32	.POLLUTION CONTROL BIRMINGHM AL	50.0		50.0														0030984

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	S.B. TYP	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 ID / MAJP-GRO-GP.
		INTERTECH 73-30															0036OA		1050-210-1
		H K PORTER BELAIRE CA	50.0	71.4	50.0	130	7.4	3.4	1.3	3.4	2.7	31.7	49.2	8.1	6.1	7.4	5.4	4.0	10064155
		H K PORTER CO LYNCHBURG VA		13.5															00311065
		H K PORTER CHIPPEWA FALLS WI				4.72										.67	4.04		00334456
		PARENT CUST. TOT-H K PORTER PITT	50.0	84.5	50.0	135	7.4	3.4	1.3	3.4	2.7	31.7	49.2	8.1	6.1	8.1	9.4	4.0	00045012
		RESEARCH CONTRL ROUND BROOK NJ	800	566	800	610	40			40	130		98			86		207	10067537
		TRANE CO LACROSSE WISC																	00326534
		STANDARD TRANSF CO BELZONI MS		27.0		6.74				6.74									00295260
		STD TRANSFORMER WARREN CH	400	300	400	204					55.7			50.0		49.4	48.4		10075319
		STANDARD TRANSFORMER REDFRD OR	50.0	62.5	50.0	260				10.1	49.7	59.7		50.3				50.5	00216283
		PARENT CUST. TOT-TRANSCO CO CHIC	450	417	450	471				17	105	100		100		49	48	51	00090298
		UNIVERSAL VOLTRONICS HT RRT NY		14.8															00284297
		W E UPTEGRAFF MFG SCOTTDALE PA	150	49.6	150	60.6				10.8				50.0					10085713
		WESTINGHOUSE-BOX 6096-BIRMGHM AL				.674									.674				00332857
		WESTINGHOUSE ELECT MOBILE AL				2.02				2.02									00323047
		WESTINGHOUSE EL SCOTSBORO AL				.060									.060				00332360
		WESTINGHOUSE EL HOT SPRGS AR		.674															00308706
		WESTINGHOUSE EL JACKSONVLE AR				7.41						7.41							00326558
		WESTINGHOUSE PHOENIX ARIZONA		13.5		13.5			13.5										10035387
		WESTINGHOUSE ELEC COMPTON CA	10.0	2.70	10.0	3.37					3.37								00145076
		WESTINGHOUSE ELE SUP CAMINO CA		1.35															00295671
		WESTINGHOUSE ELE SUP DAVIS CA		.260															00293555
		WESTINGHOUSE EMERYVILLE CALIF	5.00	3.37	5.00	11.1			.12			9.44	.18			1.35	1.35	1.35	10089921
		WESTINGHOUSE ELE HEALDSBURG CA		3.72		3.40					2.40	1.00							00306851
		WESTINGHOUSE LOS ANGELES CA	2.00	.674	2.00														00280313
		WESTINGHOUSE ELEC MIRBUS CA		.674															00301655
		WESTINGHOUSE RIVERSIDE CA		.120		.360			.360										00312428
		WESTINGHOUSE SAN FRANCISCO CAL		7.41		.674								.674					C0185603
		WESTINGHOUSE-ELE STOCKTON CA		2.70															C0307785
		WESTINGHOUSE SAN JOSE CA				.120				.120									00322407
		WESTINGHOUSE EL SAN ANDREAS CA				.060										.060			00334049
		WESTINGHOUSE EL VALLEJO CA				3.00			3.00										00321524
		WESTINGHOUSE BRIDGEPORT CONN				.674							.674						10089964
		WESTINGHOUSE HILLTRARTIC CT		.674															00295418
		WESTINGHOUSE-SUPPLY-WASHTON DC		.900		2.55			.60					1.35	.60				00304832
		WESTINGHOUSE-HGH TEST-WASH DC		3.06															00303919
		WESTINGHOUSE-K-ST-WASHINGTN DC				10.8										7.41		3.37	00333042
		WESTINGHOUSE WASHINGTON DC		1.35															10069328
		WESTINGHOUSE EL WILMINGTON DE		.120															00314765
		WESTINGHOUSE ELEC ANCLOTE FL		2.02															00305863
		WESTINGHOUSE PITTS-BALDWIN FL		12.1		4.04	4.04												00145203

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	FORMULA	LAST YEAR SALES	SALES COMP FOR CURR YEAR	SALES CUMP YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ CUS GP
INCRTLEN 70-30															003	0A	1050-210-1
WESTINGHOUSE ELEC PENSACOLA FL		2.70															00295876
WESTINGHOUSE TAMPA FL				2.70							2.70						00266140
WESTINGHOUSE G ATL ATLANTA GA				20.9		9.44	1.35		4.04		2.02	4.04					00145157
WESTINGHOUSE-ATLANTA-NCRE GA				2.70								2.70					00276243
WESTINGHOUSE ELE SAVANNAH GA		2.16		13.5	4.04	2.70			6.74								00309692
WESTINGHOUSE ELEC CHARLES CY I				1.35							1.35						00325022
WESTINGHOUSE ELEC CERCA ID				3.37										3.37			00334669
WESTINGHOUSE EL SODA SPRGS ID				4.70						.66		4.04					00326348
WESTINGHOUSE BEARDSTOWN IL		.674															00295337
WESTINGHOUSE BELVIDERE IL		.720															00300551
WESTINGHOUSE CHICAGO IL		.674		3.37							3.37						00276480
WESTINGHOUSE CHICAGO ILLINOIS		10.1		8.76			.67		4.04			4.04					10059611
WESTINGHOUSE DECATUR ILL				10.1					6.74				3.37				00323594
WESTINGHOUSE MAYWOOD IL		20.7		26.0	4.80	3.06		2.34		6.84					9.00		00279927
WESTINGHOUSE ELECT PORTIS IL				1.35	1.35												00316465
WESTINGHOUSE QUINCY IL		.674															00308102
WESTINGHOUSE TUSCOLA ILL		2.02		2.02					.67	1.35							00262560
WESTINGHOUSE ELEC WAUKEGAN IL				.674					.674								00324574
WESTINGHOUSE ELE GARY IN		1.08		.360					.360								00306185
WESTINGHOUSE INDIANAPOLIS IND		.674		1.35						1.35							10029468
WESTINGHOUSE ELE TOPEKA KS		.120															00305723
WESTINGHOUSE ELE HAWESVILLE KY				2.70				2.70									00323586
WESTINGHOUSE EL BATON ROUGE LA		2.02		1.35							1.35						00314358
WESTINGHOUSE EL LK CHARLES LA				.674										.674			00333859
WESTINGHOUSE NEW ORLEANS LA		.720															00285234
WESTINGHOUSE ELE NEW IBERIA LA				.674												.674	00336890
WESTINGHOUSE ELEC OAKDALE LA				.240					.240								00325198
WESTINGHOUSE ELE DORCHESTER MA		4.20															00278492
WESTINGHOUSE E BOSTON PASS		1.35															10069514
WESTINGHOUSE SPRINGFIELD MASS		.240															10089470
WESTINGHOUSE-ERGST-BALTIMOR MD		2.02															00307637
WESTINGHOUSE HCH TST BALTIM MD				1.35			1.35										00319376
WESTINGHOUSE EL BLADENSBURG MD				4.72						4.72							00327298
WESTINGHOUSE ELEC BETHESDA MD				.180											.180		00334987
WESTINGHOUSE ELEC HYATTSVLE MD		2.04		1.20		.600							.600				00312703
WESTINGHOUSE SPARROWS PT MD		2.02															00293261
WESTINGHOUSE EL SILVER SPR MD		4.04															00314301
WESTINGHOUSE TOWSON MD				.480											.480		00249963
WESTINGHOUSE EL SUP LINCOLN ME		.120															00309109
WESTINGHOUSE DETROIT MICHIGAN				19.2					.4	2.7		1.3	3.4		10.8	.7	10089484
WESTINGHOUSE NEWAUNEE MI				5.39												5.39	00337609
WESTINGHOUSE ELEC PETOSKEY MI		2.02		8.09			1.35				6.74						00303518
WESTINGHOUSE MINNEAPOLIS MINN		2.70		.360						.360							00205362
WESTINGHOUSE KANSAS CITY MO		1.59		18.9			2.70			3.37		2.70			.67	9.44	00285129

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	MS	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 ID./ MAJ GRP.GP
		INCREEN 70-30															00360A		1050-210-1c
1933		WESTINGHOUSE APPL REP NC PC		2.70															10089603
1933		WESTINGHOUSE ST LO ST LOUIS MO		13.3		.360								.360					00287571
1933		WESTINGHOUSE ELECTRIC TAYCURVL MS		.674															00314059
1933		WESTINGHOUSE ELECT OMAHA NB				.674								.674					00339612
1933		WESTINGHOUSE EL SUP BUTNER NC				.240		.240											00318353
1933		WESTINGHOUSE CHARLOTTE NC		7.77		19.5		1.3		11.5		6.1					.7		00145319
1933		WESTINGHOUSE ELE GREENSBORO NC		1.35															00304581
1933		WESTINGHOUSE EL HIGH POINT NC				.120				.120									00321810
1937		WESTINGHOUSE EL PORTSMOUTH NH				4.72		4.72											00319325
1937		WESTINGHOUSE HILLSIDE NJ		4.72		.854				.854									10089417
1934		WESTINGHOUSE ELE BROCKPORT NY		.120															00304016
1937		WESTING HILLSIDE COLLEGE PT NY		16.9															00283126
1932		WESTINGHOUSE ELEC COBA NY		9.44		2.02			2.02										00312320
1933		WESTINGHOUSE EL LOCKPORT NY				1.35										1.35			00333794
1937		WESTINGHOUSE ELECTRIC NYC NY		2.70															00047740
1934		WESTINGHOUSE-CHGO-NEW YORK NY				6.74					6.74								00322350
1940		WESTINGHOUSE EL COLUMBUS OH		.674		2.02						2.02							00314218
1940		WESTINGHOUSE CINCINNATI OHIO		5.39		5.39			2.02				3.37						10089425
1940		WESTINGHOUSE DAYTON OHIO		.720															00261122
1940		WESTINGHOUSE ELEC MARIETTA OH		.240															00301109
1940		WESTINGHOUSE ENG SANDUSKY OH				.720			.720										00320471
1940		WESTINGHOUSE ELEC TOLEDO OH				2.70										2.70			00334626
1940		WESTINGHOUSE ELEC TULSA OK				.674											.674		00135114
1940		WESTINGHOUSE-REPAIR-PORTLAND O				4.72									2.70			2.02	00332178
1940		WESTINGHOUSE EL PORTLAND OR				5.39					.67				4.72				10089123
1940		WESTINGHOUSE ELEC RAINIER OR		7.41															00301512
1937		WESTINGHOUSE EL BRIDGEALL PA				2.10			1.20								.90		00319368
1937		WESTINGHOUSE EL FLEETWOOD PA		.300															00314277
1937		WESTINGHOUSE-WILKS BA-PHILA PA				3.37			3.37										00320705
1937		WESTINGHOUSE JEL-PITTSBURGH PA				2.70							2.70						00320936
1937		WESTINGHOUSE PHILADELPHIA PA	70.0		70.0	33.7								17.5	8.1	2.7	3.4	2.0	10089727
1933		WESTINGHOUSE SPRINGFIELD PA		.540															00156851
1933		WESTINGHOUSE SHARON PENN	24.0		24.0														10089751
1937		WESTINGHOUSE EL WILKES BARRE P				3.37			3.37										00169641
1933		WESTINGHOUSE ELEC MCBEE SC		1.35															00295973
1937		WESTINGHOUSE KNOXVILLE TN				.674					.674								00284777
1932		WESTINGHOUSE EL MT PLEASANT TN				.674				.674									00323136
1940		WESTINGHOUSE AMARILLO TX		.360															00264202
1930		WESTINGHOUSE PITTS HOUSTON TX		6.74		33.1		22.9							8.8	.1	1.3		00145262
1933		WESTINGHOUSE ELEC ROSENBERG TX				.674									.674				00331325
1932		WESTINGHOUSE SALT LAKE CITY UT	1.00	.674	1.00														10089573
1931		WESTINGHOUSE EL QUANTICO VA				.120						.120							00326771
1932		WESTINGHOUSE ELEC SOUTH BO VA	300		300														00145335
1930		WESTINGHOUSE ELE SEATTLE WASH				2.70									2.70				00206938

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	NS	NAME OF PRODUCT/CUSTOMER	FORWARD	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJP CATG
		INCHTEEN 70-30															003[illegible]0A		1050-21
1	31	WESTINGHOUSE FAIRMONT W V		1.35															100879
1	31	WESTINGHOUSE ELEC SUP GARY IN				.300											.300		003354
1	31	WESTINGHOUSE EL HUNTINGTON WV				.150			.150										003214
1	31	WESTINGHOUSE ELEC PURSGLOVE WV				1.35	1.35												003169
1	31	WESTINGHOUSE WEIRTON W VA				13.5					13.5								003239
		PARENT CUST. TOT-WESTINGHOUSE EL	412	211	412	359	15.6	45.0	37.9	20.3	51.2	47.5	24.4	39.5	36.3	19.7	29.7	22.2	000477
		.UNMATCHED FREIGHT																	999999
		.CLAIM ACCOUNT																	001563
		.CUSTOMER UNKNOWN																	999999
		TOTAL PRODUCT * * * * * * * LB 003[illegible]0A * * * * * * *	3533	3426	3533	3339	338	157	200	215	435	340	300	263	131	285	206	460	1050-21
		INCHTEEN 100-42															003[illegible]4A		1050-21
1	31	.R E UPTEGRAFF MFG SCOTTDALE PA		91.9															100857
1	31	.VARIAN ELECTRIC VANDALIA IL	150	120	150	82.2				10.2		24.0		24.0				24.0	100862
1	31	.WESTINGHOUSE BIRMINGHAM ALA				5.13		3.06				.60						1.40	100896
1	31	WESTINGHOUSE ELEC FT SMITH AR				3.60									3.60				003316
1	31	WESTINGHOUSE ELEC COMPTON CA				.055								.055					001450
1	31	WESTINGHOUSE DOWNEY CA		3.60															003153
1	31	WESTINGHOUSE ELEC VERNON CA				4.20									4.20				003309
1	31	WESTINGHOUSE ELEC DENVER COLO	10.0	14.1	10.0	4.20		1.80							2.40				001592
1	31	WESTINGHOUSE-UTAH-DENVER CO				6.60								6.60					003298
1	31	WESTINGHOUSE ELEC DAVENPORT IA				.055												.055	003382
1	31	WESTINGHOUSE ALTON IL				.600						.600							002631
1	31	WESTINGHOUSE BATON ROUGE LA		.220															100873
1	31	WESTINGHOUSE-REPAIR-SPRGFLD MA				8.40							4.80			3.60			003028
1	31	WESTINGHOUSE-REPAIR-BALTIMORE M		9.00		22.2		6.60					2.40	2.40			1.80	9.00	002822
1	31	WESTINGHOUSE DETROIT MICHIGAN		1.20															100074
1	31	WESTINGHOUSE TRENTON MI				2.40											2.40		002452
1	31	WESTINGHOUSE ST LO ST LOUIS MO				3.60			1.20			2.40							002815
1	31	WESTINGHOUSE BUFFALO NEW YORK				5.40		3.00				1.20				1.20			100895
1	31	WESTINGHOUSE-4600-CLEVELAND OH				4.20								1.80		2.40			002992
1	31	WESTINGHOUSE-REPAIR-PORTLAND O				.600												.600	003321
1	31	WESTINGHOUSE COATESVILLE PA		1.80															003032
1	31	WESTINGHOUSE EAST PENN				12.6	9.60						3.00						100892
1	31	WESTINGHOUSE GLASSPORT PENN				20.4		3.60	4.20	1.80	1.20	3.60		1.80		4.20			100894
1	31	WESTINGHOUSE-SPRING-PHILA PA		3.00															003122
1	31	WESTINGHOUSE CHATTANOOGA TN				2.40			2.40										002783
1	31	WESTINGHOUSE ELE DEFENSE TX				.655									.655				003322
1	31	WESTINGHOUSE ELEC FT WORTH TX		.320		3.00				3.00									001651
1	31	WESTINGHOUSE-FT WRT-FT WORT TX				10.7	.6						10.1						003168

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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 NO / MAJOR GRID CD
INCRTEEN 100-42															00354A		1050-215-
WESTINGHOUSE PITTS HOUSTON TX				.600												.600	00145262
WESTINGHOUSE SAN ANTONIO TX		1.20															00289582
WESTINGHOUSE CORP SHELDON TX		3.00		.600			.600										00313920
WESTINGHOUSE ELEC HILL AFB UT				.110									.110				00331252
WESTINGHOUSE EL RICHMOND VA				1.20	1.20												00179027
WESTINGHOUSE ELEC SOUTH BO VA				72.0							72.0						00145335
WESTINGHOUSE MILWAUKEE WI				1.00			.60									1.20	10089948
PARENT CUST. TOT-WESTINGHOUSE EL	10.0	37.5	10.0	197	11.4	18.1	9.0	4.8	1.2	8.4	92.3	12.7	11.0	11.4	4.2	12.9	00047740
TOTAL PRODUCT * * * * * * * * LB 00354A * * * * * * *	160	249	160	200	11.4	18.1	9.0	15.0	1.2	32.4	92.3	36.7	11.0	11.4	4.2	36.5	1050-215-
INCRTEEN 54201 CF CAPACITOR															02286A		1050-219-1
UNMATCHED FREIGHT																	99999999
TOTAL PRODUCT * * * * * * * * LB 02286A * * * * * * *																	1050-219-1
INCRTEEN 54201 CM															00354B		1050-216-1
WESTINGHOUSE BIRMINGHAM ALA		1.60															10087875
WESTINGHOUSE MIESCK CAP ALA		.600															00293237
WESTINGHOUSE PHOENIX ARIZONA	270	273	270	269	45.4		44.0		44.6		45.0		45.1		44.7		10089387
WESTINGHOUSE ELEC KERTIN PASS		5.40															00293245
WESTINGHOUSE-REPAIR-SPRGFLD MA		6.60															00102805
WESTINGHOUSE-REPAIR-BALTIMORE M		2.40															00202235
WESTINGHOUSE ELE AUGUSTA MAINE		10.6															00288438
WESTINGHOUSE-FORD-DEARBORN MI		32.4															00307491
WESTINGHOUSE DETROIT MICHIGAN		4.28															10069484
WESTINGHOUSE TRENTON NJ		2.40															00245275
WESTINGHOUSE ASTORIA NY		6.00															00284798
WESTINGHOUSE BUFFALO NEW YORK		23.0															10089511
WESTINGHOUSE ELEC HOPESIT NY		1.26															00299901
WESTINGHOUSE ELEC UTICA NY		2.40															10089158
WESTINGHOUSE CLEV CLEVELAND OH		4.80															00277738
WESTINGHOUSE-4600-CLEVELAND OH		4.20															00279294
WESTINGHOUSE-LIGHT-DIV CLEV OH		4.20															10087441
WESTINGHOUSE GLASSPORT PENN		15.0															10089300
WESTINGHOUSE SHARON PENN	1100	930	1160	951			94		97			96	287	85	195	97	10089751
WESTINGHOUSE EL WILKES BARRE P		2.40															00169641
WESTINGHOUSE CHATTANOOGA TN		6.00															00278351
WESTINGHOUSE ELEC JACKSON TN		.600															00309117
WESTINGHOUSE EL NEW CAISY TN		1.20															00313572

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PICC SPECIAL PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SLS SEP	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 ID / MAJR GRD GP.
		INERTEEN 54201 CM															003	4B	1050-216-
	37	WESTINGHOUSE EL RICHMOND VA		3.60															00179027
	35	WESTINGHOUSE ELEC SOUTH BO VA	4600	3645	4600	4706	484	283	289	283	467	383	292	678	97	484	388	580	00145335
	34	WESTINGHOUSE MILWAUKEE WI		2.40															10089948
	31	WESTINGHOUSE FAIRMONT W V		1.20															10089913
		PARENT CUST. TOT-WESTINGHOUSE EL	5970	5194	5970	5926	529	283	427	283	609	383	337	773	429	569	627	677	00047740
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB	5970	5194	5970	5926	529	283	427	283	609	383	337	773	429	569	627	677	1050-216-
		00354B * * * * * * *																	
		PYRANOL A1381															018	6A	1040-281-
	37	.GEN ELEC ROME GA .	2000	2130	2000	1713	100	100	197	200	98	203		211	97	98	207	204	10031281
	32	GEN ELEC PITTSFIELD MA	1100	620	1100	1170	204	6	105	99	98	91	90	190	107	93		99	10031761
		PARENT CUST. TOT-GEN ELEC SCHNEC	3100	2750	3100	2883	304	94	302	299	196	294	90	401	204	191	207	303	10599474
		TOTAL PRODUCT * * * * * * * LB	3100	2750	3100	2883	304	94	302	299	196	294	90	401	204	191	207	303	1040-281-
		01896A * * * * * * *																	
		TRANSFORMER INERTEEN 54201 KA															022	06A	1050-217-
	37	.WESTINGHOUSE W ATL ATLANTA GA		15.5															00145157
	37	WESTINGHOUSE PHILADELPHIA PA		76.8		70.8	19.5			11.5	20.2	10.8	8.8						10069727
	36	WESTINGHOUSE SHARON PENN				20.2											20.2		10089751
	35	WESTINGHOUSE ELEC SOUTH BO VA		67.4		65.4					20.2	25.6	7.4	3.4	12.8				00145335
		PARENT CUST. TOT-WESTINGHOUSE EL		160		160	19.5			11.5	40.4	36.4	16.2	3.4	12.8		20.2		00047740
		TOTAL PRODUCT * * * * * * * LB		160		160	19.5			11.5	40.4	36.4	16.2	3.4	12.8		20.2		1050-217-
		02206A * * * * * * *																	
		TRANSFORM PYRANOL A1383B															003	68A	1050-300-
	33	.GEN ELEC SERV SP EVANSVILLE IN		.360															00304441
	72	GEN ELECTRIC EVELETH MN		.360															00300861
	72	GEN ELEC DEWITT NY																	00237386
		PARENT CUST. TOT-GEN ELEC SCHNEC		.720															10599474
		.MONSANTO SAUGET ILL																	00149039
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB		.720															1050-300-
		00368A * * * * * * *																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES COM FOR CUR YEAR	SALES CUM. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN GRP GP
	TRANSFORMER PYRANOL A13038-2															02402A		1050-301
	.UTRGS COMPANY MILWAUKEE WI		12.2															1002246
	.GEN ELEC MOBILE AL		.360															0028150
	GEN ELECTRIC PHOENIX AZ		4.73															0030088
	GENL ELECTRIC TUCSON AZ	2.00	6.75	2.00														0027337
	G E CO LOS ANGELES ANAHEIM CA	5.00	8.10	5.00														0012000
	GENL ELECT MARTELL CA		2.03															0030787
	GEN ELEC-SERV SHOP-OAKLAND CA	2.00	5.40	2.00	6.75		1.35				5.40							1003139
	GEN ELEC OAKLAND CA		.120															1003200
	GEN ELEC PALMDALE CALIF		2.03															0029042
	GEN ELEC SAN DIEGO CA	1.20	1.20	1.20														0025226
	GEN ELEC TRANS VALLEJO CA		1.35															0031158
	GEN ELEC DENVER CO	2.00	8.10	2.00														1003214
	GEN ELEC PLANTSVILLE CT		11.5															1003095
	GEN ELEC STAMFORD CT		2.70															0028432
	GEN ELEC WILMINGTON DE		9.45															0027827
	GEN ELEC HIALEAH FL		4.68															1003113
	GENL ELEC CO TAMPA FL		1.35															0030473
	GEN ELEC SUPPLY CO TAMPA FL		2.16															1003074
	G E SER SHOP CHAMBLEE GA		7.28															1003122
	GEN ELEC ROME GA	200	271	200	.120			.120										1003128
	GEN ELEC SER DETYENDORF IA		5.40															0017605
	GEN ELEC SERV SHOP HOYOUKN ID		.675															0029955
	GEN ELEC CHICAGO IL		20.3															1003134
	GEN ELEC CO HCCOOK IL		1.35															0029551
	GEN ELEC SERV SP EVANSVILLE IN		1.04															0030444
	GEN ELEC EDSALL FT WAYNE IN		2.03															1003168
	GEN ELEC INDIANPOLIS IN		2.03															1003107
	GEN ELEC SERV SHOP BATON ROUGE LA		1.80															0015100
	GEN ELEC NEW ORLEANS LA		5.40															1003137
	GEN ELEC MEDFORD MA		2.70															1003187
	GEN ELEC PITTSFIELD MA		268															1003176
	GEN ELEC SUP ABERDEEN PA GR MD		2.70															0029143
	GENL ELEC ANNELLE MD		1.35															0029367
	GEN ELEC SUPPLY GLADENSBURG MD		9.00															0025592
	GEN ELEC BALTI MARYLAND		20.5															1003206
	GENL ELEC CO RIVERVIEW MI		61.4															0027354
	GEN ELEC MINNEAPOLIS MN	2.00	6.75	2.00														0011906
	GEN ELEC KANSAS CITY MO		12.2															0012004
	GEN ELEC ST LOUIS MO		2.70															1003138
	GEN ELEC BUTTE MT		4.05															0027825
	GEN ELEC CHARLOTTE NC		21.2															1003167
	GEN ELEC HENDERSONVILLE NC		1.06															1003141
	GEN ELEC NO BERGEN NJ		4.05															1003153
	GEN ELEC APP SV ALBUQUERQUE NM	1.00	1.76	1.00														0029539
	GEN ELEC ALBANY NY		10.8															1003195

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[illegible]-A DIRECT #2
12/31/74

PICC SPE[illegible]Y PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1974 PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	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. ID / MAJR GRD G
		TRANSFORMER PYRANOL A13838-2															024	02A	1050-301
12	73	GEN ELEC SYRACUSE NY		6.08															0011987
11	31	GENERAL ELECTRIC TONAWANDA N Y		24.3															0018689
11	76	GEN ELEC COLUMBUS OH		9.72															0011997
11	30	G E SERVICE CLEVELAND OH		2.03															100313
11	76	G E SERVICE SHOP CINCINNATI OH		4.05															100315
11	36	GEN ELEC EUGENE OR	2.00		2.00														0023290
11	30	GEN ELEC-SERVICE-PORTLAND OR		4.05															1003151
12	37	GEN ELEC ALLENTOWN PA		2.03															100315
12	37	GEN ELECTRIC SUPPLY ENOLA PA		1.35		2.70										2.70			0031130
11	31	GEN ELEC W MIFFLIN PA		8.37															100311
12	37	GEN ELEC NORTH WALES PA		.120															0031341
12	37	GEN ELEC PAOLI PA		6.75															002781
12	37	GEN ELEC SUPPLY PHIL PA		4.64															100321
12	37	G E SERV SHOP PHILA PA		85.6		4.91	3.56	1.35											100321
12	37	GEN ELEC WASHINGTONVILLE PA		2.03															002638
12	37	GEN ELEC YORK PA		6.17															001541
12	37	GEN ELT-SRVS SHOP-GREENVILL SC		.120															003060
12	74	GEN ELEC MEMPHIS TN		1.35															002278
12	32	GENLELEC SERV SHP NASHVILL TN		.480															003126
12	32	GEN ELEC CORPUS CHRISTI TX		14.2															100310
12	74	GEN ELEC DALLAS TX		6.12															100309
12	30	GEN ELECTRIC HOUSTON TEXAS		20.0															0015091
12	30	GENERAL ELECT SUP TEXAS CITY T		1.44															002091
12	37	GEN ELEC INGRAM RICHMOND VA		9.59															100316
12	30	GEN ELEC KENT WA		2.03															002814
12	30	GEN ELEC SUPPLY SPOKANE WA	20.0	12.8	20.0	2.70							2.70						100321
12	72	GEN ELEC MENASHA WISC		9.45															0027371
11	34	GEN ELEC SERV SHOP MILWKEE WI		10.1															0028511
11	34	GEN ELEC MILWAUKEE WI		2.03															100311
11	35	GEN ELEC CHARLESTON WV		6.75															100314
		PARENT CUST. TOT-GEN ELEC SCHNEC	237	1182	237	17.2	3.56	2.70	.12			5.40	2.70			2.70			105994
12	74	.KUHLMAN ELEC CRYSTAL SPR MS		219															001272
		.MONSANTO SANTA CLARA CALIF																	001490
		MONSANTO ELIZABETH NJ																	001486
		PARENT CUST. TOT-MONSANTO COMP S																	000471
12	30	.TELEDYNE-GLEN PACIFIC OAKLN CA	5.00	2.70	5.00														002783
12	30	.WESTINGHOUSE ELEC COMPTON CA		1.35															001450
12	30	WESTINGHOUSE PULNENE MAUI HI		3.38															003092
		PARENT CUST. TOT-WESTINGHOUSE EL		4.73															000477
		.UNMATCHED FREIGHT																	999999

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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./ MAJ.-GRO.-GP.
TRANSFORMER PYRANOL A13038-3															025	74A	1050-302-
55 TOT CLASS TRANSFORMER FLUT LB	13306	13297	13306	13869	1404	739	971	913	1379	1146	898	1515	835	1219	1244	1606	
56 TOT PC DIELECTRICS C.PATCH LB	37607	37671	37607	35964	3805	2425	2872	3099	3592	3380	2661	3421	2434	2823	2649	2803	
	7885		7885		784		786		1026		972		888		1001		
21 TOTAL DIRECTOR * * * * * * LB	109510	81118	74301	76836	7474	5398	5903	6664	8038	7029	6494	7062	5298	6696	5455	5366	
	26587		19009		1941		2084		2515		2695		2630		2798		

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	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 ID / MAJ CUS C
	TRANSFORMER PYRANOL A13038-3															02574A		1050-302
	GENL ELEC BAY ST LOUIS MS				8.10	8.10												003151
	GENL ELECTRIC GULF PORT MS				2.70			2.70										003204
	GEN ELEC CHARLOTTE NC				24.3				8.10		8.10				8.10			100316
	GENL ELEC SUPPLY HOBOKEN NJ				.675		.675											003181
	GEN ELEC NO JERSEY NJ				8.10							4.05			4.05			100315
	GEN ELEC APP SV ALBUQUERQUE NM		.675															002553
	GEN ELEC ALBANY NY				10.8	7.43							2.03			1.35		100319
	GEN ELEC SYRACUSE NY				1.35			1.35										001198
	GENERAL ELECTRIC TONAWANDA N Y				9.45					9.45								001368
	GEN ELEC COLUMBUS OH				8.78	3.38			2.70						2.70			001199
	G E SERVICE CLEVELAND OH				2.70	.68						.68			1.35			100315
	G E SERVICE SHOP CINCINNATI OH				4.73			2.03	2.70									100315
	GENL ELECTRIC FINDLAY OH				.675						.675							003255
	GENL ELECTRIC TOLEDO OH		2.03		6.75												6.75	003148
	GENERAL ELECTRIC TULSA OK				4.73												4.73	003367
	GEN ELEC EUGENE OR				7.43				3.38					1.35	2.70			002329
	GEN ELEC W MIFFLIN PA				2.70	2.70												100311
	GEN ELEC PACLI PA				6.08											6.08		002791
	GEN ELEC SUPPLY PHIL PA				.300								.300					100321
	G E SERV SHOP PHILA PA	80.0		80.0	44.2		3.38	2.03	4.73	6.08	5.40	6.08	6.75	2.70		4.41	2.70	100321
	GEN ELEC YORK PA				6.75						3.38	3.38						001541
	GENL ELE CHARLESTON HEIGHTS SC				10.8							4.05		4.73	2.03			003292
	GEN ELEC MEMPHIS TN		2.70		19.6						12.2			7.4				002278
	GENLELEC SERV SHP NASHVILL TN				.120								.120					003120
	GEN ELEC CORPUS CHRISTI TX				4.05	4.05												100310
	GEN ELEC DALLAS TX				17.6		4.05	4.05	4.73				4.73					100309
	GEN ELECTRIC HOUSTON TEXAS				31.7		2.7		2.7	2.7	6.8	12.2			4.7			001509
	GENL ELECT HILL AIRFORCE BS UT				2.15							.12	2.03					003289
	GEN ELEC SALT LAKE CTY UTAH				.240										.240			100311
	GENL ELEC SUPPLY MOSES LAKE WA				.240									.240				003319
	GENL ELECTRIC RICHLAND WA				1.35									1.35				003326
	GEN ELEC SUPPLY SPOKANE WA				12.2												12.2	100321
	GEN EL SERV SHOP LA CROSSE WI				.180										.180			003340
	GEN ELEC SERV SHOP MILWKEE WI				13.5				2.03		4.05				7.43			002851
	PARENT CUST. TOT-GEN ELEC SCHNEC	300	50.1	300	1246	196	184	22	89	97	55	60	38	46	161	177	120	105994
	.MONSANTO SANTA CLARA CALIF																	001490
	MONSANTO-SPECIAL-ELIZABETH NJ																	003093
	PARENT CUST. TOT-MONSANTO CORP S																	000471
	TOTAL PRODUCT * * * * * * * LB 02574A * * * * * * *	300	96.2	300	1263	199	184	34	89	97	55	60	38	46	161	180	120	1050-302

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PRODUCT/CUSTOMER S REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

A C		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. ID-/ MAJR-CPD CP
		TRANSFORMER PYRANOL A13038-2																	
		.CLAIM ACCOUNT															02402A		1050-301-1
																			00156361
		TOTAL PRODUCT * * * * * * * LB 02402A * * * * * * *	242	1421	242	17.2	3.56	2.70	.12			3.40	2.70			2.70			1050-301-1
		TRANSFORMER PYRANOL A13838-3																	
																	02574A		1050-302-1
		.DINGS COMPANY MILWAUKEE WI		6.08		12.2			12.2										10022460
		.ELECTRO ENG WKS SAN LEANDRO CA				5.40	2.70										2.70		10025753
		.GENL ELEC SERV GLENDALE AZ				.360						.360							00326960
		GENL ELECTRIC TUCSON AZ		2.03		4.73				2.70			2.03						00273570
		G E CO LOS ANGELES ANAHEIM CA				14.4			2.03		6.08				6.75				00120006
		GENL ELECT CO CALEXICO CA				1.35											1.35		00335479
		GENL ELECTRIC EL MONTE CA				.675			.675										00320005
		GEN ELEC-SERV SHOP-OAKLAND CA				15.0							3.38	3.38	6.08		2.15		10031397
		GEN ELEC OAKLAND CA				2.03				.68							1.35		10032008
		GEN ELEC SAN DIEGO CA				.760										.600		.180	00252263
		GEN ELE SAN DIEGO SAN DIEGO CA				.240						.240							00326619
		GEN ELEC DENVER CO				13.5			.68	7.43			1.35		4.05				10032148
		GENL ELECTRICC SUP NEW HAVEN C				4.05							4.05						00320030
		GEN ELEC PLANTSVILLE CT				16.2	7.43	1.35					3.38			4.05			10030951
		GEN ELEC WILMINGTON DE	20.0	6.75	20.0														00278270
		GEN ELEC HIALEAH FL				2.03				2.03									10031133
		GENL ELECT JACKSONVILLE FL				5.40											5.40		00336270
		GENL ELEC CO TAMPA FL				.675				.675									00304735
		G E SER SHOP CHAMBLEE GA		6.08		40.5		7.4		4.1	16.9				1.4	4.7		6.1	10031222
		GEN ELEC ROME GA		69.2		282	60.8	55.4	6.0	25.0	48.8	6.0				6.0	54.9	18.9	10031281
		GENL ELEC SERV SHP SAVANNAH GA				.675	.675												00317225
		GEN ELEC SER DETTENDORF IA				2.70						2.03			.68				00175850
		GEN ELEC SUPPLY SCOVILLE IC				.360											.360		00335543
		GEN ELEC CHICAGO IL				15.5												15.5	10031346
		GENERAL ELE AIRP LOUISVILLE KY				1.35										1.35			00304441
		GEN ELEC SERV SHOP BATON ROUGE				.675						.675							00214914
		GEN ELEC SUPPLY GOYLINE LA				3.36				3.38									00151009
		GEN ELEC NEW ORLEANS LA				2.03								2.03					00330043
		GEN ELEC BEDFORD MA				29.0		6.8		5.4		2.0				13.5	1.4		10031370
		GENL ELECTRIC NORWOOD MA				5.40		2.70							2.70				10031877
		GEN ELEC PITTSFIELD MA				.675												.675	00337021
		GEN ELEC SPRINGFIELD MA	200		200	434	95.9	97.2								93.8	98.6	48.6	10031761
		GEN ELEC BALTI MARYLAND				3.38										3.38			C0333360
		GENL ELEC CO GRAND RAPIDS MI		.675		10.2						2.70	2.70	3.38	5.40			4.05	10032067
		GENL ELEC CO RIVERVIEW MI				28.4	5.4	2.7			7.4			12.8					00314935
		GEN ELEC KANSAS CITY MO				16.9				6.8			10.1						00273546
		GEN ELEC ST LOUIS MO				4.05							2.70		1.35				00120049
																			10031885

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records

EXHIBIT I

01131-A. DIRECT #2
.06790775

DOMESTIC SALES

HICO SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	NO	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.ID / MAJ GRO.CP.
		.IC DIELECTRICS CORPORATION															022	UA	1040-616-16
		ARCOLOR 1016																	
17	7	.ACME VOX-WELLVIL NEW BEDFORD MA		1.15	1700	363		51	90	91	91		90	314	90	101	91	39	00294438
1	7	.WESTERN ELECTRIC ALLENTOWN PA				.110		.110											00272646
1	7	.CAPACITOR SPECIAL .SCORDTOU CA	120	101	120	10.0	1.8	1.8	5.4	3.6	3.6	1.8	4.8	9.6	9.6	12.0	4.2	1.8	00181374
1	7	.CAPACITOR CAPACITR RIDGEVILL SC	100		50.0	1.80						1.80							00002.26
1	7								.60								1.30		00335-8
1	7	.THE DEUTSCHMAN LABS CANTON MA		1.80		.600			42	85		79	42	85	86	129	42		10025-5
1	7	.ELECTRICAL UTILIT LA SALLE IL	1250	966	100	208		42			85	88	83	90		182		92	10025-6
1	7	.UNIV MFG CORP WESTPORT CT		1020	100	269		92											00162018
1	7	UNIV MFG CORP TRENTON NJ		870	900	452	94.0	89.2		90.9	89.1	89.2	77.2	89.9	90.1	90.6	91.3		
		PARENT CUST. TOT-ELECTRON IC COM		1950	1760	721	94	101		91	176	177	166	160	91	274	91	92	10025766
														.600					03287140
1	7	.ELECTRO MAGNET FC PALO ALTO CA	1.00	1.20	1.60														00016746
1	7	.CORNELL DUB ELEC N BEDFORD MAS		1553	1600	937	82	92	83	90	90		91	176	90	91	102		1.931204
1	7	.GEN ELEC BOME GA		.600															00284-7
1	7	GEN ELEC PORT LEWARDS NY		4416	4000	1706	363	267	379	191	166	200	564	469	474	376	479	192	10031931
1	7	GEN ELEC NIAGARA FALLS NY		2280	1872	1134	785	96	282	188	262	1-	381	1	191	189	188	94	
		PARENT CUST. TOT-GEN ELEC SCHNEC		6669	5872	2837	660	503	661	379	469	279	945	470	665	564	668	287	10099-70
																		45.4	1.0037-4
1	7	.HIGH ENERGY MALVERN PA		129	160									90.5		82.4			00135150
1	7	.JARD COMPANY INC BENNINGTON VT		677	600	90.5		90.5					89.2		96.0			91.4	00710163
1	7	.MALLORY CAPACITOR WAYNESBOR TN	1200	1001	750	230		45.0	45.7	44.6	44.5			0.60					00362279
1	7	.MCGRAW EDISON PRC FLENDALE MI		7.20															
1	7	MCGRAW EDISON GREENWOOD SC	600	791	600	434	90	87		88	169		52-	91	89	90		86	00290656
		PARENT CUST. TOT-MCGRAW EDISON C	800	794	600	434	90	87		88	164		52-	97	89	90		86	00044087
																			00145022
		.MONSANTO LOS ANGELES CA																	00305302
		MONSANTO-SPEC-LOS ANGELES CA																	
																			00047147
		PARENT CUST. TOT-MONSANTO CORP S																	
1	7	.SANGAMO ELEC PICKENS SC	700	717	700	475	96.1	94.9	90.3		93.3	94.3	89.9		94.1		97.5	96.4	10076763
1	7	.SPRAGUE ELEC N ADAMS MA		902	700	182			92	90			81	184	87			92	1.07470
1	7	.WESTINGHOUSE ELEC BENICIA CA		.600															00319404
1	7	WESTINGHOUSE BLOOMINGT'N IND	2200	2421	2100	560	94	187	95		97	92	184	284	190	180	194	290	10010700
1	7	WESTINGHOUSE TEXAS HAUTE IN		1.20		1.20	1.20							.60					00250926
1	7	WESTINGHOUSE-LIGHT-DIV CLEV OH		12.00															10059441
1	7	WESTINGHOUSE RESEARCH PITTS PA		.600											.600				00252433
		PARENT CUST. TOT-WESTINGHOUSE EL	2200	2411	2100	561	95	187	95		92	92	184	285	191	180	194	290	00047740
1	7	.YORK CAPACITOR CORP BRKLYN NY		152	76.0	26.4			26.4				26.4				26.4		10092590

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B11 DIRECT #2 DOMESTIC MICC SPECIAL PRODUCTS
06/30/75 SALES PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SIS REF	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 LD./ MAJR.GRD.GP.
		ARCLOR 1016															0225	0A	1040-016-1
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB	6371	21941	16971	6625	1127	1296	1238	962	1280	724	1753	1890	1587	1603	1396	1171	1040-016-1
		ARCLOR 1232															0034	5D	1040-230-1
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB																	1040-230-1
		ARCLOR 1242															0034	9C	1040-240-1
12	7	.RAYTHEON CO CANTON MASS		1.80										1.80					00299006
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB		1.80										1.80					1040-240-1
		ARCLOR 1254															0034	1C	1040-260-1
12	70	.ALROVOX-BELLVIL NEW BEDFORD MA		16.8	8.00										3.60		3.60	3.60	00294436
12	[illegible]	.AXEL ELECTRONICS JAMAICA NY		3.60	17.0	9.00	1.80		2.40	3.60	1.20				2.40		1.20		10007739
12	70	.CORNELL DUB ELEC N BEDFORD MAS		12.0	24.0	6.00	6.00												00086746
12	37	.HIGH ENERGY MALVERN PA		6.00	7.00														10037964
12	37	.ITE CIRCUIT BREAKER PHIL PA		.120													.120		10042054
12	7	.MCGRAW EDISON GREENWOOD SC		3.60		1.80				1.80				3.60					00290696
12	[illegible]	.R F INTERONICS SAYSHORE LI NY		15.0		4.20	1.80	2.40					2.40	3.60			3.00		00335673
12	[illegible]	.SANGAMO ELEC PICKENS SC		15.6		4.20	2.40	1.80							1.20			2.40	10070765
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB		72.7	56.0	25.2	12.0	4.2	2.4	5.4	1.2		2.4	7.2	7.2		7.9	6.0	1040-260-1
		CAPACITOR 21															0034	3C	1040-225-1
12	7	.GEN ELEC FORT EDWARDS NY		57.2		10.4	5.2	5.2					8.3	5.2	5.2			10.4	00249467
		TOTAL PRODUCT * * * * * * * LB		57.2		10.4	5.2	5.2					8.3	5.2	5.2			10.4	1040-225-1
		CAPACITOR ARCLOR 1499															0258	6A	1040-017-1
11	[illegible]	.CAPACITOR SPECLST ESCONDIDO CA		2.36		3.45		1.09		1.18		1.18		.59			1.18		00181374
11	[illegible]	.ELECTRICAL UTILIT LA SALLE IL		6.85															10028745
12	[illegible]	.UNIV MFG CORP BRIDGEPORT CT			100														10025796
12	7	.GEN ELEC HUDSON FALLS NY		.590												.590			10031931
12	[illegible]	.SANGAMO ELEC PICKENS SC				1.77				1.77									10070765

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BI[illegible]A DIRECT #2 DOMESTIC SALES

06/30/75

MICC SPECIA[illegible] PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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.-GRO-GP.
		CAPACITOR AROCLOR 1489															0256	6A	1040-017-1
11	71	.WESTINGHOUSE BLOOMINGTON IND				.055			.055										10009786
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB		11.8	100	5.27		1.09	.06	2.95		1.18		.59		.59	1.18		1040-017-1
		INERTEEN 54201 AJ															0223	3A	1050-218-1
11	71	.WESTINGHOUSE BLOOMINGTON IND				10.3					10.3								10009786
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB				10.3					10.3								1050-218-1
				.418		7.53					7.53								
		05 TOT MAJOR AROCLOR LB	6371	22084	17127	6676	1144	1306	1240	970	1291	725	1763	1965	1600	1603	1405	1187	
		CAPACITOR FLUID 1475															0253	5A	1041-475-1
11	56	.CAPACITOR SPECIST ESCONDIDO CA		.448															00111374
11	54	.ELECTRICAL UTILIT LA SALLE IL				.896		.896											10025745
11	53	.MALLORY CAPACITOR WAYNESBOR TN		8.96			8.96	8.96										8.96	00216143
		TOTAL PRODUCT * * * * * * * LB		9.41		.896	8.96	8.96										8.96	1041-475-
		CAPACITOR FLUID 1588															0262	2A	1041-588-
11	54	.ELECTRICAL UTILIT LA SALLE IL				3.29		2.35	.94										10025745
12	53	.UNIV MFG CORP BRIDGEPORT CT		.470												.470			10025796
12	70	.CORNELL DUB ELEC N BEDFORD MAS		.470														.470	00086746
12	57	.FILM CAPACITORS PASSAIC NJ		.045										.045					00329606
12	73	.GEN ELEC FORT EDWARDS NY			50.0														00249467
12	73	GEN ELEC HUDSON FALLS NY				1.88				1.88									10031931
		PARENT CUST. TOT-GEN ELEC SCHNEC			50.0	1.88				1.88									10099474
11	54	.GOODMAN CO CHICAGO ILL				.045		.045											10035937
11	54	.INDUSTRIAL CONDENSER CHICAG IL		.090									.090						00327719
11	57	.SANGAMO ELEC PICKERS SC				.470		.470											10070783
11	76	.WESTINGHOUSE BLOOMINGTON IND				.090			.090										10009786
		TOTAL PRODUCT * * * * * * * LB		1.08	50.0	5.76		2.87	1.03	1.88			.09	.05		.47		.47	1041-588-
		10 TOT MAJOR FLUID 1475-1588 LB		10.5	50.0	6.67	8.96	5.20	1.03	1.88			.09	.05		.47		9.43	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR. YEAR	SALES CURR. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID./ MAR.GRO.GP.
		CAPACITOR FLUID 15&.															026	2A	1041-3.&-
		50 MM GLASS CAPACITOR FLUID LB	6371	22015	17177	6683	1154	1301	1241	972	1291	725	1763	1905	1600	1604	1405	1196	
		0-5.0P0.0-S(															0034	YE	1040-241-
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB																	1040-241-
		INERTEEN 70-30															0036	VA	1050-210-
1[illegible]	[illegible]	.ALLIS-CHALMERS SPRINGFIELD IL		1.35															00319466
1[illegible]	[illegible]	.AVCO THERMY SYS PALO ALTO CA	50.0	116	50.0	5.39						5.4	8.0	45.2					10026233
1[illegible]	[illegible]	.BELL DIV-ENVIRONT COPPERH IL				.674			.674										00342683
1[illegible]	[illegible]	BELL DIV ENVIRONT CH LEHIGH PA		249	665	154		49			105							47	00259489
		PARENT CUST. TOT-BELL DIV ENVIR		249	665	155		49	1		105							47	00259489
11[illegible]	[illegible]	.CATERPILLER TRACTOR MORTON IL																	00255744
11[illegible]	[illegible]	CATERPILLAR TRACT E PEORIA IL																	10014530
		PARENT CUST. TOT-CATERPILLAR TRA																	10014545
1[illegible]	[illegible]	.FEDERAL PACIFIC EL MILPITAS CA	10.0	4.04	10.0														00155369
1[illegible]	[illegible]	.GEN ELEC SUPPLY NEW BEDFORD MA		2.70														2.70	00231249
1[illegible]	[illegible]	.GLENN CO BERKELEY CA				.674						.674							00341163
1[illegible]	[illegible]	.GLENN CO PACHECO CA		12.1															00420416
1[illegible]	[illegible]	.H.L.H. CORP HELENA AL		150		143				30.6	58.0	39.1		20.2	14.8		57.7	30.3	00[illegible]8757
1[illegible]	[illegible]	.HOVI-DUTY ELEC GOLDSBORO NC	369	348	369	741	25	27	109	28	27	25	30		24	32	31	53	00[illegible]7963
1[illegible]	[illegible]	.ITE CIRCUIT BREAKER PHIL PA		1.35													1.35		10042054
1[illegible]	[illegible]	ITE IMPERIAL JACKSONVILLE FL	3.60		3.60														00[illegible]6124
1[illegible]	[illegible]	ITE IMPERIAL CORP TRENTON NJ		3.47															00[illegible]571
1[illegible]	[illegible]	ITE IMPERIAL STATEN ISL NY		1.35														1.35	00[illegible]7[illegible]
1[illegible]	[illegible]	ITE IMPERIAL TORONTO ONTA		.674															00[illegible]025
1[illegible]	[illegible]	ITE IMPERIAL OKLAHOMA CITY OK		2.70	6.50														00391196
1[illegible]	[illegible]	ITE IMPERIAL SPARTANBURG SC		2.37															00305790
		PARENT CUST. TOT-ITE CIRCUIT BRE	3.60	17.0	10.1												1.35	1.35	10042054
1[illegible]	[illegible]	.KOLLMAN ELECTRIC GRAND RAPIDS MI		2.70															00317247
1[illegible]	[illegible]	KOLLMAN ELEC CRYSTAL SPR MS	475	271	475	35.6				35.6			39.9			38.5			00127264
		PARENT CUST. TOT-	475	274	475	35.6				35.6			39.9			38.5			00127264
		.MONSANTO SANTA CLARA CALIF																	00145620

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/30/75 SALES PRODUCT/CUS[illegible] SALES REPORT

—IN THOUSANDS OF PIECES AND DOLLARS—

G	SS MP	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 ID. MAJR-GRO
		IRRXTLOW 70-40															0036	0A	1050-21
		MONSANTO ELIZABETH NJ																	00141.0
		MONSANTO-SPECIAL-ELIZABETH NJ																	00[illegible]
		PARENT CUST. 101-MONSANTO CORP S																	000471
1[illegible]	[illegible]	.NIAGARA TRANSFORM BUFFALO NY	500	510	500	369	100	50	50	49	50	49	50		51	51	49	50	100977
1[illegible]	[illegible]	.POLLUTION CONTROL BIRMINGHAM AL	100		100														00[illegible]
1[illegible]	[illegible]	.H K PORTER BELPONT LA	70.0	130	70.0	30.3	22.2		2.0	4.7		1.3	49.2	8.1	6.1	7.4	5.4	4.0	100641
		H K PORTER CHIPPEWA FALLS WI		4.72												.67	4.04		003344
		PARENT CUST. 101-H K PORTER PITT	70.0	135	70.0	30.3	22.2		2.0	4.7		1.3	49.2	8.1	6.1	8.1	5.4	4.0	000450
1[illegible]	[illegible]	.RESEARCH COTTRL ROUND BROOK NJ		610	760	692	196	104	102	97		193	98			86		207	100679
1[illegible]	[illegible]	.PLANE CO LACROSSE WISC																	00[illegible]
1[illegible]	[illegible]	.STANDARD TRANSF CO BELZONI MS		6.74	30.0														00[illegible]
1[illegible]	[illegible]	STD TRANSFORMER WARSAW IN	200	204	200	200	50.2	50.2		49.6		50.4		50.0		49.4	48.4		100[illegible]
1[illegible]	[illegible]	STANDARD TRANSFORMER MEDFRD OR	300	260	300	49.5						49.5		50.3				50.5	00210[illegible]
		PARENT CUST. 101-TRANSCO CO CHIC	500	471	530	250	50	50		50		100		100		49	46	51	000[illegible]02
1[illegible]	[illegible]	.UNIVERSAL VOLTRONICS MT KIS NY			15.0														002[illegible]42
1[illegible]	[illegible]	.R E UPTEGRAFF MFG SCOTTDALE PA	150	60.8	156	50.8	50.8							50.0					100[illegible]57
1[illegible]	[illegible]	.W SCH-WESTINGHOUSE ELEC SUP PA				.180					.160								00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE-SOX CORP-BIRMINGH AL		.674											.674				00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE BIRMINGHAM ALA				3.37				3.37									100[illegible]
1[illegible]	[illegible]	WESTINGHOUSE ELECT MOBILE AL		2.02															00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE EL SOUTHLAND AL		.060											.060				003323
1[illegible]	[illegible]	WESTINGHOUSE ELEC JONESBORO AR				2.02		.674	.674	.674									00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE EL HOT SPRGS AR			1.00														00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE EL JACKSONVLE AR		7.41															00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE ELEC MIAMI AZ				.674		.674											00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE PHOENIX ARIZONA	10.0	13.5	10.0														100[illegible]
1[illegible]	[illegible]	WESTINGHOUSE ELEC COMPTON CA	3.00	3.37	3.00	1.35				1.35									001[illegible]
1[illegible]	[illegible]	WESTINGHOUSE FRESNOVILLE CALIF		11.1		6.74			.67	.67		9.39	.18			1.35	1.35	1.35	10[illegible]
1[illegible]	[illegible]	WESTINGHOUSE ELL HEADSBURG CA		3.48															00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE ELEC HANFORD CA				.360			.360										00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE LOS ANGELES CA	1.00		1.00														002[illegible]
1[illegible]	[illegible]	WESTINGHOUSE ELEC PT HUENEM CA				5.39					4.04	1.35							00[illegible]
1[illegible]	[illegible]	WESTINGHOUSE RIVERSIDE CA	1.00	.360	1.00														003[illegible]
1[illegible]	[illegible]	WESTINGHOUSE SAN FRANCISCO CAL		.674		3.37		.67		4.04				.67					001[illegible]
1[illegible]	[illegible]	WESTINGHOUSE SAN JOSE CA		.120															003224
1[illegible]	[illegible]	WESTINGHOUSE EL SAN ANDREAS CA		.060												.060			003[illegible]
1[illegible]	[illegible]	WESTINGHOUSE EL VALLEJO CA		3.00															003215
1[illegible]	[illegible]	WESTINGHOUSE BRIDGEPORT CONN		.674		.674				.674			.674						100[illegible]

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-IN THOUSANDS OF PIECES AND DOLLARS-

PRO	SALES 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.10/ MAJR.GRD C
		INCREEN 70-20																	
1.		WESTINGHOUSE-SUPPLY-WASHTON DC		2.55													003	0A	1050-210
1.		WESTINGHOUSE-HOM TEST-WASH DC			10.0									1.35	.60				0030483
1.		WESTINGHOUSE-K-ST-WASHINGTN DC		10.1															0030471
1.		WESTINGHOUSE PITTS-OCLOKIN FL	12.1	4.04	12.1	4.72					4.72					7.41		3.37	0033304
1.		WESTINGHOUSE TAMPA FL		2.70		5.39			4.04			1.35	2.70						0010520
1.		WESTINGHOUSE W ATL ATLANTA GA	25.0	20.2	25.0								2.02	4.04					0020614
1.		WESTINGHOUSE NC ATLANTA GA				.674				.674									0014212
1.		WESTINGHOUSE-ATLANTA-SUBE GA		2.70										2.70					0034430
1.		WESTINGHOUSE ELC SAVANNAH GA	20.2	13.5	20.2														0037020
1.		WESTINGHOUSE ELEC CHARLES CY I		1.35															0020.6
1.		WESTINGHOUSE ELEC CLINTON IA				.674							1.35						0047002
1.		WESTINGHOUSE ELEC CONDA ID		3.37								.674							0024733
0.		WESTINGHOUSE EL SODA SPRGS ID		4.70		6.07	4.72	1.35								3.37			0033.665
1.		WESTINGHOUSE EL AURORA IL				.120			.120					4.04					0020.541
1.		WESTINGHOUSE CHICAGO IL		3.37									3.37						0049125
1.		WESTINGHOUSE EL SUP CUTLERN IL				7.41			1.35			6.07							0027643
1.		WESTINGHOUSE CHICAGO ILLINOIS		8.76		14.8	12.1	.7	2.0					4.0					0043323
1.		WESTINGHOUSE DECATUR ILL		10.1		12.5			13.5						3.4				1009.11
1.		WESTINGHOUSE MAYWOOD IL	50.0	20.2	50.0	16.7	2.34			4.98	5.30						9.00		0022554
1.		WESTINGHOUSE ELECT MORRIS IL		1.35															0027977
1.		WESTINGHOUSE EL SUP PEORIA IL				5.39			5.39										0031.865
1.		WESTINGHOUSE TUSCOLA ILL		2.02															0054712
1.		WESTINGHOUSE-CHICAGO-TUSCOLA IL				.160						.160							0020260
1.		WESTINGHOUSE ELEC WAUKEGAN IL		.674															0036791
1.		WESTINGHOUSE ELE GARY IN		.360															0037574
1.		WESTINGHOUSE-CHGO-GARY IN				2.02				2.02									0036185
1.		WESTINGHOUSE INDIANAPOLIS IND		1.35		2.70			.67		1.35	.67							0029270
1.		WESTINGHOUSE EL ATCHISON KS				.674				.674									1008.468
1.		WESTINGHOUSE ELE OWENSVILLE KY		2.70	10.0														0030168
1.		WESTINGHOUSE EL BATON ROUGE LA		1.35															0032356
1.		WESTINGHOUSE EL LK CHARLES LA		.674									1.35						0014.08
1.		WESTINGHOUSE ELE NEW IBERIA LA		.674												.674			0038.55
1.		WESTINGHOUSE ELEC DARDALE LA		.240														.674	0036650
1.		WESTINGHOUSE ST FRANCISVILL LA				.674						.674							0025190
1.		WESTINGHOUSE ELE ROCHESTER MA			10.0														0037825
1.		WESTINGHOUSE E BOSTON MASS			1.00	.674		.674											0096052
1.		WESTINGHOUSE-EAST-BALTIMOR MD			10.0														1006.14
1.		WESTINGHOUSE HOM TST BALTIM MD		1.35															0037037
1.		WESTINGHOUSE EL GAITHERSBURG MD		4.72															0031.576
1.		WESTINGHOUSE ELEC FRESTONA MD		.186		.360			.360										0042729
1.		WESTINGHOUSE-WESCO-BALTIMORE MD				6.07			4.04		2.02						.180		0033.937
1.		WESTINGHOUSE ELEC HYATTSVLE MD		1.20															0032351
1.		WESTINGHOUSE SPARROWS PT MD			10.0									.600					0012703
1.		WESTINGHOUSE EL SILVER SPR MD			10.0														0029321
																			0031450

SALES PRODUCT/CUSTOMER SALES REPORT

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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.NO./ MAIN-CUS CO.
		IR. KILLIN 70-80															003	UA	1650-316-16
1	7	WESTINGHOUSE TULSA MO		.080		1.20					1.20						.40		00299963
1	3	WESTINGHOUSE DETROIT MICHIGAN		1.02		2.70						2.7		1.3	3.4		10.0	.7	10089484
1	7	WESTINGHOUSE BROOKLYN NY		2.39														2.35	00457009
1	7	WESTINGHOUSE ELEC PITTSBURGH PA		8.09									6.74						00301518
1	7	WESTINGHOUSE HIGHLANDS OHIO	5.00	.300	5.00														00230262
1	7	WESTINGHOUSE KANSAS CITY MO	6.00	1.09	6.00	4.37		.67		2.70				2.70			.67	4.44	00301149
1	7	WESTINGHOUSE ST LO ST LOUIS MO		.360										.360					00207571
1	7	WESTINGHOUSE ELECT LIMA OH		.674										.674					00430017
1	7	WESTINGHOUSE EL SUP FUTURE NC		.240															00410355
1	7	WESTINGHOUSE CHARLOTTE NC		1.05															00140519
1	7	WESTINGHOUSE GREEN CLARLOTTE NC				.674											.674		00140554
1	7	WESTINGHOUSE EL HIGH POINT NC		.120								.674							00421418
1	7	WESTINGHOUSE EL PORTSMOUTH NH		4.72	24.0														00419325
1	7	WESTINGHOUSE-SUP-ELIZABETH NJ				27.0					27.0								00396167
1	7	WESTINGHOUSE HILLSIDE NJ		.854		4.72	4.72												10003417
1	7	WESTINGHOUSE ELEC LIMA NY		2.02															00012500
1	7	WESTINGHOUSE EL LOCKPORT NY		1.35												1.35			00333704
1	7	WESTINGHOUSE-GEN-NEW YORK NY		6.74															00222324
1	7	WESTINGHOUSE EL STATEN ISL NY				.734				.734									00449293
1	7	WESTINGHOUSE EL COLUMBUS OH		2.02															00514216
1	7	WESTINGHOUSE CINCINNATI OHIO		5.39									3.37						10006475
1	7	WESTINGHOUSE DAYTON OHIO	10.0		10.0														00201162
1	7	WESTINGHOUSE ENG SANDUSKY OH		.720															00320471
1	7	WESTINGHOUSE ELEC TOLEDO OH		2.70												2.70			00338075
1	7	WESTINGHOUSE EL PORTLAND OR		.674													.674		00336114
1	7	WESTINGHOUSE-REPAIR-PORTLAND O		4.72		1.35	1.35								2.70			2.02	00332174
1	7	WESTINGHOUSE EL PORTLAND OR		5.39											4.72				10009123
1	7	WESTINGHOUSE ELEC RAINIER OR	4.00		4.00														00201612
1	7	WESTINGHOUSE ELEC FRONSALL PA				.360					.360								00341721
1	7	WESTINGHOUSE EL MONROEVILLE PA		2.10	10.0												.500		00312363
1	7	WESTINGHOUSE MIDDLETOWN PA				.674				.674									00549415
1	7	WESTINGHOUSE-WILKS BR-PHILA PA		3.37	10.0														00520746
1	7	WESTINGHOUSE-W.SUB-PITTSBURGH PA		2.70		6.74					6.74		2.70						00426946
1	7	WESTINGHOUSE PHILADELPHIA PA		33.7	50.0	17.1	4.0		4.0	4.0				17.5	8.1	2.7	3.4	2.0	10009727
1	7	WESTINGHOUSE EL WILKES BARRE P		5.37															00169641
1	7	WESTINGHOUSE KNOXVILLE TN		.674															00224777
1	7	WESTINGHOUSE EL MT PLEASANT TN	1.00	.674	1.00														00323136
1	7	WESTINGHOUSE AMARILLO TX			1.00														00269202
1	7	WESTINGHOUSE EL O'DONNELL TX				.060			.060										00442005
1	7	WESTINGHOUSE PETTYS MARTON TX		33.1	14.6	10.2	8.76	2.02	1.35			4.04			8.76	.12	1.35		00145262
1	7	WESTINGHOUSE ELEC ROSENBERG TX		.674											.674				00331525
1	7	WESTINGHOUSE CORP SHELTON TX				1.35						1.35							00413920
1	7	WESTINGHOUSE SALT LAKE CTY UT	1.00		1.00	.674					.674								10005573
1	7	WESTINGHOUSE EL QUANTICO VA		.120															00320771

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS 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.ID / MAJ.GRO GP
		INERTEN 70-30																	
		WESTINGHOUSE ELEC SOUTH BO VA			40.0												0036	0A	1050-210-
		WESTINGHOUSE ELE SEATTLE WASH		2.70		12.1			6.76	4.04					2.70				00145335
		WESTINGHOUSE-ANCHOR-SEATTLE WA				1.35			1.35										00[illegible]
		WESTINGHOUSE ELEC KENOSHA WI				.74						.74							00343040
		WESTINGHOUSE ELEC DANVILLE IL				.300						.360							00[illegible]
		WESTINGHOUSE ELEC MP GARY IN		.300															00347[illegible]
		WESTINGHOUSE EL MONTEREY NV		.180													.300		00[illegible]436
		WESTINGHOUSE ELEC PORTSMOUTH KY		1.35															00[illegible]428
		WESTINGHOUSE BLIKTON W VA		13.5															00316527
		PARENT CUST. TOT-WESTINGHOUSE EL	149	385	360	203	38.1	6.1	48.6	31.5	57.6	26.2	24.4	39.5	36.3	19.7	29.7	22.2	00323918
		.UNMATCHED FREIGHT																	00047740
		.CLAIM ACCOUNT																	99999999
		.CUSTOMER UNKNOWN																	00196301
		TOTAL PRODUCT * * * * * * * LB	2377	3539	4070	2165	403	286	313	340	298	439	300	263	131	285	206	460	99999985
		INERTEN 100-42																	1050-210-
		.VANTRAN ELECTRIC VANDALIA IL	120	82.2	120	75.0	24.0	3.0	24.0		24.0			24.0			0032	4A	1050-215-
		.WESTINGHOUSE BIRMINGHAM ALA	8.00	5.15	8.00	1.20			.60		.60							24.0	10086256
		WESTINGHOUSE ELEC FT SMITH AR		3.00														1.40	10089875
		WESTINGHOUSE ELEC COMPTON CA		.055											3.60				00351670
		WESTINGHOUSE ELEC VENTURA CA		4.20										.055					00145076
		WESTINGHOUSE ELEC DENVER COLO		4.20		3.60			3.60						4.20				00359514
		WESTINGHOUSE-UTAH-DENVER CO		6.00											2.40				00155271
		WESTINGHOUSE W ATL ATLANTA GA				1.80			1.80					6.60					00145877
		WESTINGHOUSE ELE SUP BRAMS GA				5.40						5.40							00145157
		WESTINGHOUSE ELEC SAVANNAH GA				.600				.600									00397[illegible]
		WESTINGHOUSE ELEC DAVENPORT IA		.055														.055	00500652
		WESTINGHOUSE ELEC POCATELLO ID				.600	.660												00[illegible]281
		WESTINGHOUSE ALTON IL		.600															00559650
		WESTINGHOUSE CHICAGO ILLINOIS				3.60					3.60								00763175
		WESTINGHOUSE EL BATON ROUGE LA				9.71					3.60	6.11							10089611
		WESTINGHOUSE EL WILSON DAM AL				6.00					6.00								00414456
		WESTINGHOUSE-REPAIR-SPRGFLD MA		8.40		10.8	10.8												00[illegible]601
		WESTINGHOUSE-REPAIR-BALTIMOR M		22.2		19.0				7.20			4.8			3.6			00562[illegible]
		WESTINGHOUSE TOLEDO MI		2.40		5.40	5.40					7.80	2.40	2.40			1.80	9.00	00282239
		WESTINGHOUSE ST LO ST LOUIS MO	6.00	3.00	6.00	14.0		13.2	.6								2.40		00245275
		WESTINGHOUSE ASTORIA NY				1.80			1.80										00237[illegible]
		WESTINGHOUSE BUFFALO NEW YORK		5.40		4.20						4.20				1.20			00[illegible]
		WESTINGHOUSE-ASCO-CLEVELAND OH		4.20		21.6	14.2					0.4		1.6		2.4			10095[illegible]
		WESTINGHOUSE EL CRESTLINE OH				1.59			1.59										00299294
																			00343064

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	SEG 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.ID./ MAJ.GRP.CO
		INCONEL 100-2															0035	4A	1050-215-
11		WESTING 2ND SEC NEW KIRKS OH				.600					.600								00[illegible]
11		WESTINGHOUSE-[illegible]-CLEVELAND O		.600														.600	00[illegible]
11		WESTINGHOUSE ELEC. PITT		12.0									3.00						10[illegible]
11		WESTINGHOUSE CLASSPORT PENN	60.0	20.4	60.0	7.80	4.20	4.00			.60			1.80		4.20			1[illegible]
1		WESTINGHOUSE CHATTANOOGA TN		2.40															00[illegible]
1		WESTINGHOUSE ELEC. DALLAS TX		.655											.655				00[illegible]
1		WESTINGHOUSE ELEC FT WORTH TX		3.00															00[illegible]
1		WESTINGHOUSE-FT WORT-FT WORT TX		10.7		6.00		3.0		3.0			16.1						00[illegible]
1		WESTINGHOUSE PITTS HOUSTON TX		.600															00[illegible]
1		WESTINGHOUSE ELEC MIDLOTHIAN TX				.110					.110							.600	00[illegible]
1		WESTINGHOUSE CORP SHELTON TX		.600															00[illegible]
1		WESTINGHOUSE ELEC HILL AFB UT		.110															00[illegible]
1		WESTINGHOUSE EL RICHMOND VA		1.20		1.80	1.00								.110				00[illegible]
1		WESTINGHOUSE ELEC SOUTH BO VA		72.0									72.0						00[illegible]
11		WESTINGHOUSE MILWAUKEE WI	15.0	1.80	15.0	3.00	2.40		.60									1.20	10[illegible]
11		WESTINGHOUSE EL HUNTINGTON WV				.165		.165											00[illegible]
		PARENT CUST. TOT-WESTINGHOUSE EL	8940	197	870	120	30.4	14.4	10.6	10.6	15.1	31.9	92.3	12.7	11.0	11.4	4.2	12.9	000477-0
		TOTAL PRODUCT * * * * * * * LB	209	280	209	201	62.4	22.4	34.6	10.6	39.1	31.9	92.3	36.7	11.0	11.4	4.2	36.9	1050-215-
		INCOTEM 54201 CM																	
1		WESTINGHOUSE PIGEON TX ARIZONA	270	269	270	133	44.3		44.1		44.4		45.0		45.1		0035 44.7	48	1050-216-
1		WESTINGHOUSE ELEC NEWTON MASS			4.00														10[illegible]
1		WESTINGHOUSE ELE AUGUSTA MAINE			8.00														00[illegible]
1		WESTINGHOUSE BUFFALO NEW YORK			40.0														00[illegible]
11		WESTINGHOUSE SHARON PENN	500	951	500	186	196	46	95	95		99		96	287	65	195	97	10[illegible]
1		WESTINGHOUSE ELEC SOUTH BO VA		4705	5540	2098	562	402	482	577	384	191	292	678	97	404	388	500	10[illegible]
		PARENT CUST. TOT-WESTINGHOUSE EL	770	5926	6370	3217	821	578	621	482	429	286	337	773	429	569	627	677	00[illegible]
		UNMATCHED FREIGHT																	00047740
		TOTAL PRODUCT * * * * * * * LB	770	5926	6370	3217	821	578	621	482	429	286	337	773	429	569	627	677	99999999
																			1050-216-
		INCO 1531																	
12		GEN ELEC PITTSFIELD MA				1.16				1.16							0261	3A	1050-400-
		TOTAL PRODUCT * * * * * * * LB				1.16				1.16									10051761
																			1050-400-

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	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. ID / MAJR. GRD. GP
		PYRANOL A1301															0189	6A	1040-201-
1[illegible]	[illegible]	.GEN ELEC LONE CA	2000	1713	2000	894	201	297	98	201		97		211	97	96	207	204	10031281
12	[illegible]	GEN ELEC PITTSFIELD MA		1170	1045	831	100	108	211	206	206		90	190	107	93		99	10031761
		PARENT CUST. TOT-GEN ELEC SCHNEC	2000	2883	3045	1724	301	405	308	407	206	97	90	401	204	191	207	303	10599474
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB	2000	2883	3045	1724	301	405	308	407	206	97	90	401	204	191	207	303	1040-201-
		INERTEEN PPO															0036	7A	1050-200-
		.UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * * * * LB																	1050-200-
		TRANSFORMER INERTEEN 54201 KA															0220	6A	1050-217-
12	17	.WESTINGHOUSE PHILADELPHIA PA		70.8									8.76						10069727
11	[illegible]	WESTINGHOUSE SHARON PENN		20.2													20.2		10069751
1[illegible]	[illegible]	WESTINGHOUSE ELEC SOUTH BO VA		69.4		15.5			10.8	.7	4.0		7.4	3.4	12.8				00145535
		PARENT CUST. TOT-WESTINGHOUSE EL		160		15.5			10.8	.7	4.0		16.2	3.4	12.8		20.2		00047740
		.UNMATCHED FREIGHT																	99999999
		.CUSTOMER UNKNOWN				.200-						.200-							99999965
		TOTAL PRODUCT * * * * * * * LB		160		15.5			10.8	.7	4.0	.2-	16.2	3.4	12.8		20.2		1050-217-
		TRANSFORMER PYRANOL A13838-2															0240	2A	1050-301-
1[illegible]	[illegible]	.GEN ELEC-SERV SHOP-OAKLAND CA		6.75															10031397
1[illegible]	[illegible]	GEN ELEC ROME GA		.120															10031281
12	37	GEN ELECTRIC SUPPLY ENOLA PA		2.70												2.70			00311383
1[illegible]	[illegible]	G E SERV SHOP PHILA PA		4.91															10032156
1[illegible]	[illegible]	GEN ELEC SUPPLY SPOKANE WA		2.70									2.70						10032121
		PARENT CUST. TOT-GEN ELEC SCHNEC		17.2									2.70			2.70			10599474
		.UNMATCHED FREIGHT																	99999999
		.CLAIM ACCOUNT																	00156361
		TOTAL PRODUCT * * * * * * * LB		17.2									2.70			2.70			1050-301-

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SUP 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. ID / MAJ. GRO-GP.
		TRANSFORMER PYRANOL A1[illegible]-3															025	4A	1[illegible]
1[illegible]	[illegible]	[illegible]INGS COMPANY MILWAUKEE WI	20.0	12.2	20.0	6.08			6.08										10022400
1[illegible]	[illegible]	[illegible]ELECTRIC CO. LOS SAN LEANDRO CA	5.00	5.40	5.00	1.35					1.35						2.70		10023753
1[illegible]	[illegible]	GENERAL ELECTRIC SPRINGFIELD OH				27.0	27.0												00335537
[illegible]	[illegible]	GENERAL ELECTRIC SUP ANCHORAGE AK				1.44						1.44							00347701
1[illegible]	[illegible]	GENERAL ELEC SERV GLENDALE AZ			.36														00322900
1[illegible]	[illegible]	GENERAL ELECTRIC TUCSON AZ	10.0	4.73	10.0								2.03						00473370
1[illegible]	[illegible]	G E CO LOS ANGELES MONTEBELLO CA	2.00	14.9	2.00	2.70		2.70							6.75				00120016
1[illegible]	[illegible]	GENERAL ELEC SERV SHOP ANTIOCH CA				.675					.675								00[illegible]195
1[illegible]	[illegible]	GENERAL ELECT CO CALEXICO CA		1.35													1.35		00335477
1[illegible]	[illegible]	GENERAL ELECTRIC EL MONTE CA	2.00	.675	2.00														00370015
1[illegible]	[illegible]	GEN ELEC-SERV SHOP-FORELAND CA		13.6		.675					.68		3.38	3.38	6.08		2.15		10031377
1[illegible]	[illegible]	GEN ELEC OAKLAND CA	1.00	2.03	1.00	.000						.06					1.35		10032605
1[illegible]	[illegible]	GEN ELEC SAN DIEGO CA		.780		.120		.120								.600		.100	00352263
1[illegible]	[illegible]	GEN ELE SAN DIEGO SAN DIEGO LA		.240															00371015
1[illegible]	[illegible]	GENERAL ELE SUP SAN JOSE CA				.240						.240							00347637
1[illegible]	[illegible]	GEN ELEC DENVER CO	20.0	13.5	20.0	17.8	2.03	3.38	3.36			4.05	1.35		4.05				10031148
1[illegible]	[illegible]	GENERAL ELECTRIC SUP NEW HAVEN CT		4.05									4.05						00370050
1[illegible]	[illegible]	GEN ELEC PLANTSVILLE CT		16.2	30.0								3.38			4.05			10030524
12[illegible]	[illegible]	GEN ELEC WILMINGTON DE			40.0														00273270
1[illegible]	[illegible]	GEN ELEC HIALEAH FL	6.10	2.03	6.10														10031183
1[illegible]	[illegible]	GENERAL ELEC JACKSONVILLE FL		5.40		1.35	.68			.66							5.40		00356270
1[illegible]	[illegible]	GENERAL ELEC CO TAMPA FL	2.00	.675	2.00	2.03		2.03											00404735
1[illegible]	[illegible]	G E SER SHOP CHAMBLEE GA		40.5		15.7	.2	11.5		2.7		1.4			1.4	4.7		6.1	10031222
1[illegible]	[illegible]	GEN ELEC ROME GA	200	232	200	96.6	37.0	54.6	4.8							6.0	54.5	18.9	10031201
1[illegible]	[illegible]	GENERAL ELEC SERV SHP SAVANNAH GA	2.00	.675	2.00														00317225
1[illegible]	[illegible]	GEN ELEC SER BETTENDORF IA		2.70											.675				00470350
1[illegible]	[illegible]	GEN ELEC SUPPLY SCOTTVILLE IO		.360													.360		00326548
1[illegible]	[illegible]	GEN ELEC CHICAGO IL		15.5														15.5	10021246
1[illegible]	[illegible]	GEN ELEC SERV SP EVANSVILLE IN		1.35												1.35			00[illegible]41
11[illegible]	[illegible]	GEN ELEC LOSALL FT WAYNE IN				2.03						2.03							10031[illegible]
11[illegible]	[illegible]	GENERAL ELE APPR LOUISVILLE KY		.675															00214414
1[illegible]	[illegible]	GEN ELEC SERV SHOP LAFAYETTE LA	10.0	3.38	10.0														00151009
1[illegible]	[illegible]	GENERAL ELECT SERV BOSSIER CITY LA				4.73		4.73											00[illegible]
1[illegible]	[illegible]	GEN ELEC SUPPLY HAYLIND LA		2.03		6.75			6.75					2.03					00300[illegible]3
1[illegible]	[illegible]	GEN ELEC NEW ORLEANS LA	50.0	29.0	14.3											13.5	1.4		20031[illegible]
1[illegible]	[illegible]	GEN ELEC HOLYOKE MA		5.40	30.0										2.70				10041[illegible]77
1[illegible]	[illegible]	GENERAL ELECTRIC LEXINGTON MA		.675		.675					.675							.675	00357[illegible]1
1[illegible]	[illegible]	GEN ELEC PITTSFIELD MA		434	100	507	105		194	110	90					94	99	49	10031701
1[illegible]	[illegible]	GEN ELEC SPRINGFIELD MA		9.36												5.26			00355260
1[illegible]	[illegible]	GEN ELEC WALTHAM MARYLAND		18.7		3.38				2.36			2.70	3.38	5.40			4.05	10020[illegible]7
1[illegible]	[illegible]	GENERAL ELECTRIC SUP WATERVILLE ME				4.05						4.05							00377537
11[illegible]	[illegible]	GENERAL ELEC DETROIT/CORK MICH				18.2					18.2								00349989
11[illegible]	[illegible]	GENERAL ELEC CO KALAMAZOO MI	30.0	28.4	50.0	38.5		6.8		27.0	4.7			12.6					00273546
1[illegible]	[illegible]	GEN ELEC MINNEAPOLIS MN				.300				.300									00119181
1[illegible]	[illegible]	GEN ELEC KANSAS CITY MO		16.9		6.75						6.6	10.1						00120049

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-IN THOUSANDS OF POUNDS AND DOLLARS- 1975

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 GRP.GP
TRANSFORMER PYRAMAL A1960H-3																	
GENL ELEC-TESC-ST LOUIS MO															025	4A	1050-502-1
GEN ELEC ST LOUIS MO		4.05		.915				.915									
GENL ELEC KAY ST LOUIS MS	24.0	8.10	2.70	2.70					2.70		2.70		1.35				00344220
GENL ELECTRIC GULF PORT MS	8.00	2.70	8.00														10021005
GEN ELEC CHARLOTTE NC		24.3															00315168
GENL ELEC SUPPLY HOBOKEN NJ		.675		.675										8.10			00324439
GEN ELEC NJ BELLEN NJ		8.10		4.05					.675								10031072
GEN ELEC ALBANY NY		10.8	10.0					4.05			4.05			4.05			00316134
GEN ELEC SYRACUSE NY		1.35	10.0	.675								2.03			1.35		10031532
GENERAL ELECTRIC TONAWANDA N Y		2.45								.675							10031998
GEN ELEC COLUMBUS OH		8.75															00119375
G E SERVICE CLEVELAND OH		2.70		.675	.6									2.70			00136319
G E SERVICE SHOP CINCINNATI OH	50.0	4.75	50.0								.68			1.35			00119370
GENL ELECTRIC FINDLAY OH		.675															10031509
GENL ELECTRIC TOLEDO OH		6.75															10031591
GENERAL ELECTRIC TULSA OK		8.73		4.05	4.05											6.75	00325546
GEN ELEC EUGENE OR	10.0	7.43	10.0	2.70			.68	2.03								4.75	00314070
GEN ELEC-SERVICE-PORTLAND OR				7.43		4.73				2.70			1.35	2.70			00135777
GEN ELEC ALLENTOWN PA				6.08		6.08											00232504
GENL ELEC SUP HARRISBURG PA				1.45			1.35										10031916
GEN ELEC W MIFFLIN PA	25.0	2.70	25.0														10031508
GEN ELEC PAOLI PA		6.08		14.9		6.08	6.08	6.75									00244092
GEN ELEC SUPPLY PHIL PA		.300															10031109
G E SERV SHOP PHILA PA		44.2	80.0	31.6	7.8	.4	5.1	12.4		2.0	6.1	.300			6.00		00278165
GEN ELEC YORK PA		6.75		4.05				2.03	2.03		3.50	6.8	2.7		4.4	2.7	10032113
GENL ELE CHARLESTON HEIGHTS SC		10.8									4.05						10032196
GENL ELECTRIC KNOXVILLE TN				2.70	2.70								4.73	2.03			00154172
GEN ELEC MEMPHIS TN		19.6															00329723
GENL ELEC SERV SHP NASHVILLE TN		.120											7.43				00329324
GEN ELEC CORPUS CHRISTI TX		4.05		3.38		3.38						.120					00727197
GEN ELEC DALLAS TX		17.6	45.0														00312622
GEN ELECTRIC HOUSTON TEXAS	10.0	31.7	10.0	3.38								4.75					10031044
GENL ELEC SERV PASSA TX				2.70						3.4	12.2			4.7			10030594
GENL ELECT HILL AIRFORCE BS UT		2.15						2.70									00150534
GEN ELEC SALT LAKE CITY UTAH		.240									.12	2.03					00244665
GEN ELEC INGRAM RICHMOND VA				3.38	3.38									.240			00328964
GEN ELEC KENT WA				4.05			4.05										10031552
GENL ELEC SUPPLY MOSES LAKE WA		.240											.240				10031621
GENL ELECTRIC RICHLAND WA		1.35											1.35				00261476
GEN ELEC SUPPLY SPOKANE WA		12.2															00331502
GEN EL SERV SHOP LA CROSSE WI		.180															00322606
GEN ELEC SERV SHOP MILWAUKEE WI	50.0	13.5	50.0													12.2	10031171
GEN ELEC CHARLESTON WV				4.05	4.05								.180				00234073
													7.43				00285128
PARENT CUST. TOT-GEN ELEC SCINEC	492	1246	800	835	187	106	290	175	120	29	60	30	46	161	177	120	10031476
																	10599474

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B1131-A DIRECT #2 DOMESTIC SALES

06/30/75

NICC SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR JUNE 1975

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO. 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.CP.
		TRANSFORMER PYR/OIL A15.56-3															025	4A	1050-302-
		*MONSANTO-SANTA CLARA CALIF																	60145020
		MONSANTO-SPECIAL-ELI/ABERTH NJ																	00509370
		MAGNET CUST. TOT-ARISARTO CORP S																	00007147
		*UNCLASSIFIED FREIGHT.																	99999999
		TOTAL PRODUCT * * * * * * * LB	517	1203	825	862	187	106	236	175	130	29	60	38	46	161	180	120	1050-302-
		05 TOT CLASS TRANSFORMER FLUI LB	5873	13069	14519	8180	1955	1308	1923	1422	1100	883	890	1515	835	1319	1244	1600	
		10 TOT PG DIELECTRICS C.PATOR LB	12244	35964	31690	14869	3008	2699	2705	2394	2390	1607	2661	3421	2434	2323	2649	2802	
			4536		11584		1142		1087		939		972		887		1000		
		11 TOTAL DIRECTOR * * * * * * LB	67632	76036	74023	27053	5726	4665	6663	4324	4119	3556	4654	7062	5298	6696	5455	5366	
			35978		36225		2904		2479		2023		2679		2621		2795		

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EXHIBIT J

PRODUCTS CONTAINING POLYCHLORINATED BIPHENYLS AND/OR POLYCHLORINATED TERPHENYLS

MONSANTO COMPANY USAGE

1971

Product	Amount (Pounds)	Source
Interteen 54201KA	700	Sauget, Ill.
Pydraul AC	200	St. Louis, Mo.
Pydraul AC-A	5300	St. Louis, Mo.
Pydraul 135	900	St. Louis, Mo.
Pydraul 150	2000	St. Louis, Mo.
Pydraul 150A	1500	St. Louis, Mo.
Therminol FR-O (Low Temp.)	45600	Sauget, Ill.
Therminol FR-0	2400	Sauget, Ill.
Therminol FR-1	13400	Sauget, Ill.

1972

Pydraul 135A	3700	St. Louis, Mo.
Therminol FR-1	1200	Sauget, Ill.

No Monsanto Company usage in 1973, 1974 or 1975.