Monsanto

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

November 10, 1975

Mr. Blake Biles
Office of Enforcement
United States Environmental
Protection Agency
Waterside Mall
401 M Street, S. W.
Washington, D. C. 20460

Dear Mr. Biles:

As discussed Friday during our telephone conversation, I am finding the mechanics of assembling the information for responding to the questionnaire attached to Mr. Stanley W. Legro's letter of October 17 to be very time consuming. As you know I was not able to meet the 14-day requirement for supplying recent information.

At your request I have attempted to predict the dates when I will be able to forward meaningful responsive information. The best estimate I can reach at this time is that I may be able to supply the requested information by December 15. It is my personal belief that if the information is supplied in one report, it would give a more complete description of the available PCB - PCT information.

One of the principal reasons for the delay is that polychlorinated terphenyl (PCT) information is requested. Since Monsanto terminated the manufacture and sale of these materials in 1972 and since no environmental effects have been reported, I suggest you may consider deleting the PCT request at this time.

566178

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As you suggested, it is possible that some of the available PCB information could be forwarded before the final report is submitted. Since much of the information I have reviewed to date consists of many interrelated parts, I would be concerned that the submission of partial information may lead to misunderstandings, or more likely, create the need for time consuming explanations which may defeat the purpose and still prolong the completion of the report.

Your favorable consideration of a time extension would be sincerely appreciated.

Sincerely,

W B Papageorge

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

WBP:pd

cc: Mr. Mike Sanderson
Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108

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%

Pydraul 280 contains PCBs (maybe used in air conditioners)

(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/l 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.

10/17/75

Anne Polansky
Exhibits A-E

UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D. C. 20460

Rec'd from
Dan Kraft
EPA, Edison
11/1/85

OFFICE OF ENFORCEMENT

This letter was sent out undated. It was mailed on 10-23-75

Date - 10/17/75

Monsanto Industrial Chemicals Com
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166

Gentlemen:

Recent governmental sampling data indicate the presence of Polychlorinated Biphenyls (PCBs) and comparable chemical substances in the air, in water bodies, and in fish in several areas of the country. In order to determine the nature and extent of the possible adverse effects resulting from the presence of PCB compounds in the environment, the Environmental Protection Agency (EPA), in cooperation with other federal and State agencies, is attempting to determine the sources and amounts of PCBs entering the environment. It is important that this effort be carried out without delay.

It is our understanding that your company handles PCB compounds or mixtures or comparable chemical substances in its operations. I am therefore requesting, pursuant to the authority provided by Section 308 of the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1318, and Section 114 of the Clean Air Act, as amended, 42 U.S.C. 1857c-9, that your company furnish EPA with information pertaining to your use and handling of PCBs and comparable chemical substances. In addition to a general description, which should include information as to sources, quantities, uses, and ultimate disposition, you should respond in detail to the enclosed questions. If any question is not applicable to your company or operations, please so indicate by responding "not applicable."

The information requested herein must be provided notwithstanding its possible characterization as confidential information or trade secrets. Should you so request, however, any information (other than effluent or emission data) which the Administrator of this Agency determines to constitute methods or processes entitled to protection as trade secrets will be maintained as confidential, pursuant to procedures specified in 40 CFR Part 2.

Within 14 days of receipt of this letter, your company must provide all information concerning your current status and activities and covering the twelve month period immediately preceding receipt of this letter.

Within 30 days following receipt of this letter, your company must provide all information for all of the prior years indicated.

The information required herein should be sent directly to the address indicated below. If you have any questions you may call the person indicated below or Mr. Blake A. Biles of our office at (202) 755-8731.

We appreciate your prompt cooperation in this matter.

Sincerely yours,

Stanley W. Legro
Assistant Administrator
for Enforcement

Enclosure

Regional Contact:
Mr. Earl J. Stephenson
Director, Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108
Telephone: (816) 374-2576

Monsanto

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

December 11, 1975

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
Manager, Product Acceptability
Process Chemicals Division

ajt

Attachment

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

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 Pyranol 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.

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%
MCS 1489	
Aroclor 1016	90.0%

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%

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

1971 (Cont'd)

Pyranol A13 B3B

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 1974

Aroclor 1016
Aroclor 1242
Aroclor 1254
Capacitor 21
Inerteen 70-30
Inerteen 100-42
Inerteen 54201 OM
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

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			

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	-	-	-

produced p. 135
5/80

EXHIBIT F

1971 + '70

+ start p 223

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

Left 1/09/73

386-485

EXHIBIT G

1972 (x 71)

B

AZZ Records Exhibit F

-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 ID / MARGIN GP.
10 HEAT TRANSFER DR.C.PATON																	
THERMINOL FR-D															003[illegible]7A		6145-000-1[illegible]
1131 .ALCAN ALUMINUM FAIRMONT W VA				1.20	1.20												00183160
1252 .CHEM FLOW CORP LITTLE FALLS NJ		.160															00236061
1252 .CHEM COMPANY THOMASTON ME		8.40		3.00						3.00							00240478
1732 .DOW BADISCHE ANDERSON SC				.120											.120		00116572
1966 .E I DU PONT DE NEMO ORANGE TX				16.8						16.8							10024064
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
1966 .FOWLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														
1270 .INTL FUELING BEDFORD MA				1.20							1.20						00212296
1252 .LANE COMPANY ALTAVISTA VA	1.00	7.20	1.00	4.27				1.27		1.00				1.20			00260614
1974 .LEE METAL PROD ARLINGTON TX				.600						.600							10045363
1932 .CHEMSTRAND RES CTR DURHAM NC				.120						.120							10015979
1134 .MURPHY OIL EL DORADO AR				12.7			12.7										00049220
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
1252 .POLYMER CORP READING PA		.480		.360		.240								.120			10063949
1252 .REICHHOLD CHEM ELIZABETH NJ	1.00	2.40	1.00	1.20											1.20		10067081
1252 .SCHILDWACHTER OIL CO BRONX NY	5.00		5.00														00157190
1854 .AIRESEARCH MFG CO TORRANCE CAL				7.20	7.20												10001501
1274 .SUN OIL CO TONKAWA OKLAHOMA	2.00	3.60	2.00	3.60											3.60		00156103
1966 SUN OIL CO FAIRFIELD TX	.600	1.20	.600	.635			.635										10077028
PARENT CUST. TOT-SUN OIL CORP PH	2.60	4.80	2.60	4.24			.64								3.60		00046663
1133 .TRANS-LINE INC CHANUTE KS		1.32															00227404
1252 .GOALS UNASGND FOR BK THRU 1252	20.0		20.0														00165565
1131 .GOALS UNASGND FOR BK THRU 1131	20.0		20.0														00165581

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01131-A DIRECT #2
01/12/72

ORGANIC DIVISION [illegible]
PRODUCT/CUSTOMER SALES REPORT

Dec 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP
		THERMINOL FR-O															00347A		6145-000-1
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
		[redacted]																	[redacted]
		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-
		THERMINOL FR-LO TEMP															00351A		6145-100-
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	4.80	4.00	6.00		3.00		3.00									00225572
1252		.ATLANIC CEMENT CO RAVENA NY	2.70	6.00	2.70	3.00						3.00							00228753
[redacted]																			[redacted]
1866		.UNIV OF CALIF LIVERMORE CA				.060							.060						10013178
1252		.CARRIER AIR COND SYRACUSE NY		1.20		.600			.600										00176176
1133		.AB CHANCE COMPANY CENTRALIA MO	.100	.110	.100														00209309
1252		.COEN COMPANY CEMINTION 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										10015596
1960		.*DOW CHEM FREEPORT TEXAS *				.110				.110									10022932
1252		.E I DU PONT DE DEEP WATER NJ				10.8						10.8							10023923
1960		.EL PASO PRODUCTS ODESSA TEXAS	.500		.500														10025613
[redacted]																			[redacted]
1866		.MARTIN MARIETTA CORP DENVER CO				.120						.120							00176435
[redacted]																			[redacted]
1866		.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
[redacted]																			[redacted]
		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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ORGANIC DIVISION STRUCTURE
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. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST MAJR GR
		THERMINOL FR-LO TEMP															00351A		6145-1
1966		.P P G CO LAKE CHARLES LA	.500			1.80		1.20		.60									0015
		[redacted]																	0017
		[redacted]																	0022
1131		.REICHHOLD CHEM SEWICKLEY PA		1.80															1037
1230		.HUMBLE OIL NEW PORT NEWS VIRG		18.0							.110		.120						0018
1974		.TEXAS INSTRUMENTS DALLAS TEX				.230													0016
1968		.TEXSTREAM CORP HOUSTON TX		.710															0016
1252		.GOALS UNASGND FOR BK THRU 1252	10.0		10.0														0016
1131		.GOALS UNASGND FOR BK THRU 1131	10.0		10.0														0016
1134		.GOALS UNASGND FOR BK THRU 1134	10.0		10.0														0016
1153		.GOALS UNASGND FOR BK THRU 1153	11.0		11.0														0016
1974		.GOALS UNASGND FOR BK THRU 1974	10.0		10.0														1000
1966		.UNITED TECH CEN SUNNYVALE CA		2.40															0023
1966		.WAKEFIELD ENGINEER DENVER CO		.220															
		TOTAL PRODUCT * * * * * * * LB	60.0	50.8	59.5	103	1.2	7.2	7.8	53.8	.1	19.3	1.0	1.8	8.4	6.0			8143-
		THERMINOL FR-1															003 00A		1050-
		[redacted]																	
		[redacted]																	
		[redacted]																	002
1273		.AERO VAC CORP TROY NY				.110				.110									
		[redacted]															21.0		100
1131		.ALLIED CHEM MOUNDSVILLE WV				30.0		9.0											002
1237		.ALMON-WIGGINS RICHMOND VA	.800	.165	.800										2.40				002
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	6.00	4.00	4.20			1.80										001
1131		.ALCAN ALUMINUM FAIRMONT W VA	1.00		1.00	.600			.600										100
1131		.ALUMINUM CO NEW KENSINGTON PA				1.20	1.20												
		[redacted]																	
		[redacted]															.60		000
		PARENT CUST. TOT-ALUMINUM CO OF				6.60	1.20		4.80										
		[redacted]																	000
1252		AMERICAN BAKERIES BROOKLYN N Y				.275							.275						000
		PARENT CUST. TOT-AMERICAN BAKERI				.875				.600			.275						
1975		.AMERICAN CYANAMID MOBILE AL	3.00		3.00														103
		[redacted]																	00
1252		.AMERICAN HYDROTRM E WOODSTK CT				4.80					2.40		2.40						00
1133		AMERICAN HYDROTHERM KC MO		83.0		2.40		2.40											10
		PARENT CUST. TOT-AMER HYDROTHERM		83.0		7.20		2.40			2.40		2.40						
1932		.REVERE COPPER BRASS SCOTSB AL	16.0		16.0	26.4		6.0					14.4			3.0	3.0		00

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SUB 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 / MAIN GRO-G
		THERMINOL FR-1															00350A		1040-245
[illegible]	[illegible]	[illegible] INC NEW CASTLE IN				[illegible]		[illegible]											[illegible]
1974		.WESTERN ELEC SHRIVEPORT LA	2.00	8.40	2.00														001447
1252		.AMERICAN THERMPLSTC BOUNOBR NJ	.700	2.40	.700	1.80	1.20						.60						100050
1252		.AMEX PLASTICS ROCKHAY NJ		1.80		.600	.600												002433
1932		.AMSCO CHARLOTTE NC	6.60		6.60														002219
[illegible]		AMETEK/WEST PL WAPAKONETA OH				[illegible]	[illegible]												[illegible]
1133		.ANADARKO PROD LIBERAL KS	3.00	3.00	3.00	7.20								3.60	3.60				100055
[illegible]		TONY ANGELO CEMENT DETROIT MI				[illegible]							[illegible]						[illegible]
1252		.ANSLEY CORP PERKASIE PA		1.20															002424
1252		.ANSLEY EAST CORP DOYLESTOWN PA				1.20	1.20												001872
1974		.ANTRIM LUMBER PONCA CITY OK				1.20					1.20								002566
[illegible]		[illegible]	[illegible]		[illegible]														[illegible]
1976		.ARIZONA CHEM PANAMA CITY FL	.600		.600														100060
[illegible]		ARMCO STEEL MIDDLETOWN OH		[illegible]	[illegible]								[illegible]						[illegible]
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]			[illegible]			[illegible]							[illegible]
1932		.ARMSTRONG CORK MACON GEORGIA	3.00		3.00	13.2	3.00		3.00					3.60				3.60	000801
1252		ARMSTRONG CORK LANCASTER PA.				3.00				.600	.600			.600			.600	.600	100006
		PARENT CUST. TOT-ARMSTRONG CORK	3.00		3.00	16.2	3.00		3.00	.60	.60			4.20			.60	4.20	100006
1252		.ARSYNCO INC CARLSTADT N J.		21.0															002113
1866		.ARTCRAFT INDUST TURLOCK CA				.110		.110											002536
[illegible]		ACHTERMAN & CO ACHTERMAN OH		[illegible]															[illegible]
1932		.ATHOL MFG BUTNER NC				1.20	.600								.600				100070
1252		.ATLANTIC CEMENT CO RAVENA NY	3.60	6.60	3.60	3.00						3.00							002287
1237		.ATLANTIC RESEARCH ALEXANDER VA	1.00		1.00	.275	.275												001105
[illegible]		[illegible]		[illegible]		[illegible]				[illegible]						[illegible]			[illegible]
1974		ATLANTIC RICHFIELD DALLAS TX	20.0		20.0														002220
1968		ATLANTIC RICHFIELD HOUSTON TX				3.60												3.60	100732
1968		SINCLAIR RETRO CHANNELVIEW TX	1.00	10.8	1.00														100731
		PARENT CUST. TOT-ATLANTIC RICHFI	21.0	19.8	21.0	7.20				6.00						2.40		3.60	100071
[illegible]		[illegible]			[illegible]														[illegible]
[illegible]		[illegible]																	[illegible]
[illegible]		[illegible] MILWAUKEE WISC	[illegible]		[illegible]														[illegible]
[illegible]		[illegible] CO OF AM CHICAGO IL	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]							[illegible]
1252		.BASIC CERAMICS INC MAINLAND PA	.600	.275	.600														002300
1976		.F BAUMGARTNER ST PETERSBURG FL	.200	.165	.200														001843
1976		.BECHTOLD ENG FT LAUDERDALE FL	.600	1.20	.600														100087
1134		.FRYE MFG DES MOINE IA	.600	1.20	.600	.600			.600										001192
1866		.ADHESIVE ENG SAN CARLOS CA				3.00							3.00						100007
[illegible]		[illegible] & BEND IN				[illegible]													[illegible]
1133		BENDIX CORP KAN CITY MO	40.0	49.8	40.0														100092

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

MG	SAS 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-
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		0004555
1252		.DETZ LAB PHILA PA	.500		.500														10009688
1133		.BOISE CASCADE HAZELWOOD MO				2.19	.11		.11			1.97							0024436
1566		.BORDEN FREMONT CALIF		2.40		10.2		1.20				1.80			7.20				10010467
1252		BORDEN MIDDLESEX NJ	1.80	1.20	1.80	.600						.600							10010680
1252		BORDEN BAINBRIDGE NY	3.60	10.8	3.60														0028064
1636		BORDEN SEATTLE WA		1.80															10010580
		PARENT CUST. TOT-BORDEN COLUMBUS	5.40	36.0	5.40	43.2	20.4	8.4		4.8		2.4			7.2				
1866		.C F BRAUN ALHABRA CALIF	20.0		10.0														0018844
1273		.BRISTOL LAB INC E SYRACUSE NY		4.80		1.20		1.20											10011492
1666		.BROWN BROS PLASTIC NAPA CALIF		.110															0026934
1866		B S P CORPORATION BRISBANE CA				.600			.600										0025341
		PARENT CUST. TOT-B S P CORPORATI	4.20	.600	4.20	.600			.600										0018601
1932		.BURLINGTON IND GREENSBORO NC				6.60	6.60												10012540
1932		BURLINGTON IND CHERAW SC	5.00		5.00	19.2			3.60	1.80	7.20		3.60			3.00			0014821
1932		BURLINGTON IND ALTAVISTA VA	6.00		6.00	3.60								3.60					10012500
		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			10012540
1856		.CAL BOND INDUST N HOLLYWOOD CA		1.20															002230
1133		.CARBORUNDUM HICKMAN KY	25.0	39.0	25.0	24.0			6.00			6.00		6.00		6.00			10013700
1131		CARBORUNDUM R-D DIV SANBORN NY				.220	.220												0008000
		PARENT CUST. TOT-CARBORUNDUM NIA	25.0	39.0	25.0	24.2	.22		6.00			6.00		6.00		6.00			10013700
1976		.CARGILL INC PENSACOLA FL	1.20	2.40	1.20														0021520
1134		CARGILL INC DES MOINES IOWA		3.00															10013800
		PARENT CUST. TOT-CARGILL INC MIN	7.20	22.8	7.20	15.0											15.0		0004768

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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 / MAJR GRD GP
																	00350A		1040-245-10
		THERMINOL FR-1																	
18	36	.CASCADE FIBER EUGENE ORE		.275															00163031
[illegible]		[illegible]																	[illegible]
19	32	.CELANESE PLAS GREER SC		1.20		1.20						1.20							00245690
12	52	.CELLUCRAFT INC NEW HYDE PRK NY	2.70	1.80	2.70	2.40							2.40						00176184
19	68	.CENAC TOWING CO HOUMA LA	.700	4.80	.700	1.20							1.20						00226033
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
18	66	US PLYWOOD ANDERSON CALIF				.110				.110									10084946
18	66	US PLYWOOD REDDING CA		.110															00240958
		PARENT CUST. TOT- U S PLYWOOD-CH	2.00	1.91	2.00	.110				.110									00047333
18	56	.CHANSLOR WESTERN OIL FELLOWS C	1.00		1.00	8.40	2.40				6.00								00227838
12	52	.CHEM FLEUR INC NEWARK N J	.500		.500														00216550
18	36	.CHEMICAL PROCESSORS SEATTLE WA		3.00	6														00235814
19	58	.CITIES SERVICE CO HOUSTON TX	10.0		10.0														00221996
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]	[illegible]												[illegible]
19	58	.COASTAL CHEM CO ABBEVILLE LA	70.0	361	70.0	174	68.9	78.0			27.0								00187186
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]														00224677
12	52	.COEN COMPANY CEMINTION NY		2.40															00165906
12	52	COEN COMPANY KINGSTON NY	20.0	6.00	20.0														00235008
12	52	COEN COMPANY RAVENA N Y		4.80															00180211
		PARENT CUST. TOT-COEN COMPANY RA	20.0	13.2	20.0														00180211
12	52	.COLD SPRING CO YARDLEY PA				13.8				13.8									00255556
12	52	.COLLINS & AIKMAN ASHAWAY RI				3.00								3.00					00262331
11	34	.COLLIN RADIO CEDAR RA IA		.600															00114642
12	52	.COLLOID CHEM CEDAR KNOLLS NJ				.820										.820			10017777
12	52	.COLONIAL SAND KINGSTON NY				10.8								3.60	7.20				00262358
18	66	.COLORADO OIL CO ROCK SPR WY		2.40		3.00						.60		1.20		1.20			00114685
[illegible]		[illegible]																	[illegible]
19	74	.COMUSTION ENGINE IN TULSA OK		3.00															00243183
18	66	.COMMOD.PASTEURIZING STOCTON CA	1.00	1.80	1.00	1.20	1.20												00227544
18	66	.CONTAINER CORP LOS ANGELES CA		1.80															00218863
11	34	CTNR CORP OF AM SIOUX CITY IA	.600	.165	.600														10018595
18	36	CONT CORP OF AM RENTON WA				.600								.600					10018625
		PARENT CUST. TOT-CONTAINER CORP	.600	1.97	.600	.600								.600					10018617
19	74	.CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							00215066
18	36	CONTINENTAL CAN LOS ANGELES CA				.600						.600							00252174
[illegible]		[illegible]		[illegible]															[illegible]

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	AS 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 / [illegible]
		THERMINOL FR-1															00350A		1040-245-
		[illegible]																	10018978
1252		CONTINENTAL CAN CO READING PA		4.20		1.20					1.20								00046167
		PARENT CUST. TOT-CONTINENTAL CAN	6.50	1.80	1.50	3.00					1.20	1.80							
1968		.CONTINENTAL OIL NEW ORLEANS LA	10.0		1.00														00221198
1131		.CONTINENTAL RDR WKS ERIE PA	30.0																10319311
1036		.CONTOUR LAMINATES SEATTLE WA		.600															00115223
1066		.COTTER CORP NSL CANON CITY COL	5.00	3.60	5.00														00180351
		[illegible]																	
		[illegible]																	00237752
1066		.CROWN ZELLERBACH LOS ANGEL CA		1.20		.600			.600		1.20								00115576
1932		CROWN ZELLERBACH DORAVILL GA		1.20		1.20													
		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								10020527
1066		.CUZN INC SAN LUIS OBISPO CA				3.00		2.40	.60										00249149
		[illegible]																	00234170
1066		.D C SALES & MFG CERRITOS CA		.165															00164364
1066		.LEE DEAN SANTA FE SPRINGS CALF		.600															00183729
1932		.DEERING MILLIKEN ABBEVILLE SC	40.0	1.20	1.00														10021790
1252		.DENNISON - SONS LONG ISLAND NY	.500		.500									.600		.600			00227364
1237		.DENNISON MFG CHELMSFORD MA				1.20													
		[illegible]																	C015593
1252		.DOCK RESINS LINDEN NJ.	.200		.200	.330					.330								10022631
1066		.DOLLY MADISON CAKES LOS ANG CA		.220															10022760
1232		.DOUBLEDAY HANOVER PA				.600			.600										00231009
1036		.DOUGLAS UTD. NUCLEAR RICHLND.		.600															
		[illegible]																	10022965
		[illegible]																	
		DOW CHEM CO CLEVELAND OHIO	4.50	7.60	4.50	11.80												12.	00215560
1252		DOW CORNING CORP TRUMBULL CONN	1.00	.600	1.00														
		[illegible]																12.	
		PARENT CUST. TOT-DOW CHEM MIDLAN	9.50	9.60	9.50	31.2		1.8	1.8	.6	1.0	13.2						12.0	10022930
1252		.DUNHAM-BUSH INC WEST HAR CT		.165		3.60	.60	.60	1.20			1.20							00116835
1252		.E I DUPONT NEWPORT DE.				.330			.330										10023559
1252		E I DUPONT WILMINGTON DE.																	10023560
		[illegible]																	
1252		E I DUPONT GRAINGER NC				.440					.440				1.20				10023089
1252		E I DU PONT DE DEEP WATER NJ.	2.70	12.6	2.70	8.40		3.60			3.60							1.	10023933
		[illegible]																	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SES 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
																	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
1856		.DUVAL SIERRITA SAHUARITA AZ	10.0	65.4	10.0	97.8	9.4		33.0	18.0			18.6	18.6					
1932		.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
																			00250714
1252		.ECOLOGY INC BROOKLYN NY				13.2			9.00		1.80	.60	.60						
1752		.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										10026030
1960		.ETHYL CORP BATON ROUGE LA				3.71				1.80	.11	1.80							
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	00248940
1660		.FEDERAL PAP BD LOS ANGELES CA		.440															00166475
1066		.FIBREBOARD CORP SOUTH GATE CA	5.00		5.00						3.00								10027985
1252		.FINE ORGANICS INC LODI NJ	4.00	5.40	4.00	3.00													[illegible]
		[illegible]																	[illegible]
		[illegible]																	10028126
		[illegible]																	[illegible]
		FIRESTONE TAICY DIV AKRON OH												3.60			3.60		10028116
		PARENT CUST. TOT-FIRESTONE TIRE	10.0	7.20	10.0	15.7		4.80	3.71										
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		[illegible]																	[illegible]
		FLINT CHEM COATING FLINT MI											.600						00260339
1932		.FLORIDA CORRUGATING WILDWO FL				.600													00110090
		[illegible]																	[illegible]
		[illegible]																	[illegible]
																		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							
		[illegible]																	[illegible]
											6.00	3.00	4.80						10049806
1958		MCKESSON CHEM CO NEW ORLEAN LA				13.8													

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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.	CUST. ID / MAJR. GRD-GP.
											6.00	3.00	4.80						00045403
		PARENT CUST. TOT-FOREMOST DAIRIE		9.00		13.8													
																	00360A		1040-245-1
		THERMINOL FR-1																	
		[illegible]																	00171255
1252		.FOSTER GRANT LEOMINSTER MASS				1.20				.600			.600						00119210
1252		.FRANKLIN FIBRE LOM WILMINGT DE	.500		.500							.600							00048755
1252		.FRANKLIN CONT PHILADELPHIA PA				.600													00236063
1966		.FRIEDHEIM TOOL LOS ANGELES CA		.165															00248959
1252		.FULTON BOILER WORKS PULASKI NY				1.20	1.20									.60			00251933
1656		.G A F CORP DENVER COLORADO				2.40			1.80										10069031
		[illegible]										1.80		2.40			1.20		
		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
																			00219142
1979		.GAYLORD CONTAINER TAMPA FLA	1.00	.600	1.00														10037658
1252		.CIBA & GEIGY CORP CRANSTON RI	.900	.600	.900	1.20			1.20										
		[illegible]																	
		[illegible]																	
		[illegible]																	
		[illegible]																	
		[illegible]																	
		[illegible]																	
		[illegible]																	
		[illegible]																	
		PARENT CUST. TOT-GENERAL MOTORS	3.60	1.09	3.60	8.79	2.40	.11		1.20		2.08			3.00				00157279
																			10030927
		[illegible]																	
1966		.GENL DYNAMICS SAN DIEGO CA				.165		.165											
		[illegible]																	
		[illegible]																	00247839
		[illegible]																	
1178		GEN ELEC MADISONVILLE KY				24.0	24.0												
		[illegible]																	
		[illegible]																	10031850
		PARENT CUST. TOT-GEN ELEC SCHENE	7.60	31.8	7.60	38.4	24.0		1.2		1.2	6.0			6.0				
																			00120537
1976		.GENERAL PORTLAND MIAMI FLA		.600															00240893
1976		.GENERAL PORTLAND TAMPA FL	1.50	6.60	1.50	5.40		.60		.60	.60		.60	.60	.60	1.80			00237132
	V	.AEROJET GENERAL AZUSA CA		.110											6.00			6.00	10033179
1252		GEN TIRE - RUB LAWRENCE MA	9.00	18.0	9.00	30.0		6.00	6.00	6.00									10033195
1974		GEN TIRE - RUB COLUMBUS MS	.165		.165												3.00		00270490
1252		GEN TIRE & RUB NEW SHREWSBR NJ				3.00													
																			200.

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PRODUCT/CUSTOMER SALES REPORT

-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 / MAIN GRD GR
																	00350A		1040-245-10
		THERMINOL FR-1																	
1138		GENL TIRE - RUB AKRON OH	20.0														2.40	2.40	10033147
1138		GENL TIRE - RUB MEDINA OH	10.0	12.0	10.0	6.00										6.00			10033160
1131		GEN TIRE - RUB JEANETTE PA	3.00		3.00	6.00									6.00	6.00	5.40	8.40	10033144
		PARENT CUST. TOT-GENL TIRE - RUB	42.2	91.0	22.2	43.0		6.00	6.00	6.00									
																			10033276
1133		.P O GEORGE COMPANY ST LOUIS MO		12.0															00120936
1252		.GILMAN BROTHERS GILMAN CT	.500	1.20	.500														00232015
1056		.N C GINTHER GAS PLT GILLETE WY	10.0	1.20	10.0														00234907
1130		.GLOBE ALBANY CO BUFFALO NY		6.60															00330684
		GLOBE INDUSTRIES INC																	00332186
1138		GLYCOL CHEMICAL CO CLEVELND OH	10.0													1.80			00244015
		GLYCO CHEM KOMPONENTS OH		5.40		1.80													
		PARENT CUST. TOT-GLYCO CHEM PAR	10.0	7.20		1.80										1.80			00348097
1138		GOODYEAR TIRE AKRON OH	240	168	240	290		3.6	41.2	.6		41.1	42.9	40.6		80.0	.6	39.4	10034698
1131		GOODYEAR TIRE ANDALUSIA AL	240	168	240	290		3.6	41.2	.6		41.1	42.9	40.6		80.0	.6	39.4	10034698
		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
																			10034981
1170		.*H R GRACE OWENSBORO KY	3.00	1.80	3.00														10048753
1252		H R GRACE LINDEN NJ	4.00	13.2	4.00														10068606
1066		MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.00														00045489
		PARENT CUST. TOT-H R GRACE NEW Y	8.00	15.6	8.00														
																			00159468
1632		.GRANT - ROTH HILLSBORO OREGON				.165	.055			.110									00103022
1066		.GREAT LAKES CARBON ROSAMOND CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00245534
1252		.GRUENBERG UDOLF INC TROY NY		8.40															10035899
1252		.GRUMMAN AEROSPACE BETHPAGE NY	5.00	25.2	5.00	36.0	7.2					14.4				14.4			
1906		.GULF COAST ALUMINUM LK CHAS LA	2.00	33.6	2.00	24.0									12.0	12.0			
1124		GD HALL CHICAGO IL	2.40		2.40														10036461
1252		.HALO CARBONS HACKENSACK NJ				2.40					2.40								10036526
1252		.HAMILTON MFG RICHMOND VA				.600							.600						10036542
1252		.HAMILTON STD WINDSOR LOCKS CT		.600															00212423
1252		.EL HARLEY CO BROOKLYN NEW YORK	.500		.500														
1132		HARRIGAN REID DETROIT MI		25.2															00162308
1932		.HARSAW CHEM LOWELL NC	1.00	1.20	1.00														00122610
1138		HARSHAW CHEMICAL C ELYRIA OH		.165															10045207
1124		HAWKS CHEMICAL CO CHICAGO IL	.600		.600														
		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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PRODUCT/CUSTOMER

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP.
		THERMINOL FR-1															00350A		1040-245-10
12	52	.F W HARTMAN PORT WASHINGTON NJ				1.80								1.80					00262404
12	66	.HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20							3.00			10037050
		[illegible]	[illegible]		[illegible]	[illegible]		[illegible]		[illegible]									00184608
11	33	CHEMETRON CORP ST LOUIS M	.600		.600					7.20			4.80	3.00	8.40	2.40		6.00	10038359
11	78	CHEMETRON CORP HUNTINGTON W VA	6.00		6.00	31.8													
										10.8			4.8	3.0	8.4	2.4		6.0	00123218
		PARENT CUST. TOT-HARWICK AKRON O	15.6		15.6	39.0		3.6											
11	33	.HAZEN RESEARCH GOLDEN CO				3.11							1.20	.71	.60	.60			00260363
11	31	.HEAT EXCHANG PITTS CARNEGIE PA				.275						.275							00257311
19	76	.HENDERSON PORT CORAL GABLES FL	5.00	4.20	5.00														10037417
12	62	.HEXAGON LABORATORI BRONX NY	2.00	7.80	2.00														00123974
12	52	.HIGH VACUUM METALS PASSAIC NJ	1.50	1.80	1.50														10038006
		[illegible]	[illegible]		[illegible]														00124163
10	66	.HOFFMEISTER CABINE LAS VEGA NV		.165															00251631
11	34	.STANLEY M HOLMES CHICAGO IL				.600				.600									[illegible]
		[illegible]	[illegible]		[illegible]														[illegible]
		[illegible]	[illegible]	[illegible]															00154032
11	78	.HOOKER CHEM CO SOUTH SHORE KY		.165															10038693
19	60	HOOKER CHEM TAFT LA	.500		.500														[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													10038677
12	52	HOOKER CHEM HICKSVILLE NY	1.00	1.20	1.00												39.0		10036707
11	31	HOOKER CHEM NIAGARA FALLS NY	100	215	100	78.6			39.6										[illegible]
		[illegible]	[illegible]		[illegible]										2.4		39.0	9.0	10038707
		PARENT CUST. TOT-HOOKER CHEM NIA	105	232	105	90.0			39.6										
		[illegible]	[illegible]		[illegible]	[illegible]													[illegible]
12	52	.EAST ALCO ALU FREDERICK MD	10.0	27.0	10.0	40.8					10.8	12.0		6.0			12.0		00219703
10	30	INTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
		PARENT CUST. TOT-HOMMET CORP NEW	15.0	27.0	15.0	69.6					25.2	12.0		6.0	14.4		12.0		00046469
12	52	.J M HUBER EDISON NJ				1.80							1.20				.60		00124907
12	52	.ICI AMERICA INC DICHTON MA				1.20								1.20					10039908
		[illegible]	[illegible]		[illegible]														[illegible]
19	32	.IMPERIAL FABRICATING PORTLD TN		3.60															00235607
		[illegible]	[illegible]		[illegible]										4.80				[illegible]
12	30	.CRAWFORD MFG RICHMOND VA				4.80													10020085
10	60	.INMONT CO ANAHEIM CA	2.00		2.00														10040914
		[illegible]	[illegible]		[illegible]														[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			1.20	1.80							2.40		[illegible]
		PARENT CUST. TOT-INMONT CORP NYC	29.0	36.0	29.0	11.4			1.20	1.80		6.00					2.40		00044982

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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 / MAJR.GRD GP.
																	00350A		1040-245-10
		THERMINOL FR-1																	
													.600						00256994
																			10004055
1230		.INTA-ROTO RICHMOND VA	10.0		10.0	.600			1.80										00183407
1266		.INTERPACE IONE CA				1.80													00253813
1133		.INTERPACE MANKATO KANSAS	1.00		1.00														00256927
1252		.INTER POLYMER CORP FARMINGD NJ				2.40			1.80	.60									10041244
1270		.INTER ROYAL NEW BEDFORD MASS				6.60					6.60								[illegible]
1252		.INTL FLAVORS UNION BEACH NJ	1.80	3.00	1.80	10.8			3.60			3.60	3.60						00232513
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]													00125946
						.110							.110						10041643
1232		.INTL NICKEL WRIGHTSVILLE BH NC	1.50	1.20	1.50	2.40		1.20			1.20								10041538
1274		.INTL PAPER CAMDEN AR				.600					.600								00216333
1275		INTL PAPER SPRINGHILL LA				.275		.275											
1252		INTL PAPER NO TONAWANDA NY																	00044504
[illegible]		[illegible]	[illegible]		[illegible]														
		PARENT CUST. TOT-INTL PAPER CO N	2.10	1.20	2.10	3.28		1.48			1.80								
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]													[illegible]
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]					[illegible]								[illegible]
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]													00224162
[illegible]		[illegible]	[illegible]		[illegible]														00126314
1252		.JEANCO LAMINATES AMITYVILLE NY		.165															[illegible]
1252		.GEORGE JENKINS COM BRIDGEWA MA	3.60	2.40	3.60	.600	.600												00256633
[illegible]		[illegible]	[illegible]		[illegible]						.220						.276		00197731
1232		.JENSEN INC SHELBYVILLE IN				.495							.600						00237825
1266		.JERSEY MAID MK LOS ANGELES CA		6.00		.600								1.20					10042739
1230		.JERSEY NUCLEAR CO RICHLAND WA		1.20		1.20								1.20					10042704
1232		.JIFFY MFG GRANITE FLS N C	1.00	1.80	1.00	2.40	1.20												10042720
1232		JIFFY MFG HIGH PT NC	1.00	6.60	1.00	3.60			1.80		1.80					1.20			00126446
1252		JIFFY MFG HILLSIDE N J	2.00	1.20	2.00	5.40				1.80	1.20	1.20							00170518
1252		JIFFY MFG HANOVER PA				4.20	3.00							1.20					
1266		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
										3.00	4.20	1.20	1.20	3.60	1.20	2.40		1.20	
		PARENT CUST. TOT-JIFFY MANUF BRI	12.0	17.4	12.0	24.0	5.40	1.20	1.80										10042933
										2.40	2.40								
1252		.JOHNSN-JOHNSN NK BRUNSWICK NJ	2.00	15.6	2.00	4.80													10088895
[illegible]		[illegible]	[illegible]		[illegible]	[illegible]													[illegible]
						1.20	1.20												
1266		.WESTERN PRECIP LOS ANGELES CA				[illegible]	[illegible]												[illegible]
[illegible]		[illegible]	[illegible]		[illegible]														00126683
[illegible]		[illegible]	[illegible]		[illegible]														00213047
1266		.KAISER ALUM PERMAN PERMANEN CA		2.40															00220930
1266		KAISER ALUM & CH PLEASANTON CA		.275															00045616
1266		KAISER FOUNDATION LOS ANGLS CA	50.0																
1266		KAISER INDUST PAR OAKLAND CAL	25.0		25.0														

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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.	CUST ID / MAJ GRD GP.
		PARENT CUST. TOT-KAISER INDUST P	75.0	2.68	25.0														00345616
		THERMINOL FR-1	.														00350A		1040-245-1
1156		.KASEY CHEMCIAL CO GELNDALE CA		1.59															00227773
1133		.THE M W KELLOGG CO OMAHA NB	.600		.600														00120802
1932		.KENDALL CO ATHENS GA		3.60		6.58	1.20	.60	1.20	3.58									00244824
1173		KENDALL CO FRANKLIN KY	1.00	23.6	1.00														10043809
		PARENT CUST. TOT-KENDALL CONP BO	1.00	27.2	1.00	6.58	1.20	.60	1.20	3.58									00046434
1252		.KENTILE FLOORS BROOKLYN NY	6.00	7.20	6.00	1.20									1.20				10044006
1160		.KING INDUSTRIES LAFAYETTE LA		.600															00236039
1166		.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
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
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															00233716
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
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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ORGANIC DIVISION SPECIALTY PRODUCTS
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 / MAR ORD GP.
																	00350A		1040-245-1
		THERMINOL FR-1													.600			.600	10047900
																			00161691
1866		.MACLIN CO LOS ANGELES CA		.600		1.80			.600										10040265
1252		.MALCOLM NICOL HAWTHORNE N J	4.00	3.33	4.00	.600	.600									1.20			09161564
1252		.MALDEN MILLS LAWRENCE MA				1.20													
		~~HAMILTON OIL CORP DETROIT MI~~	~~2.00~~		~~2.00~~														10074037
																			10049133
1932		.SOUTHERN DYESTUFF SODYCCO NC	2.00	1.80	2.00							.165							10340253
1252		.MASTER ETCHING MACH AKULER PA	1.00	.880	1.00	.165													10049571
																			10351355
1133		.MCDONNELL DOUGLAS ST L MO				.165	.165				1.20								00225789
1932		.MEAD PKG DIV MEAD ATLANTA GA				1.20													
1134		MEAD CONTAINERS WATERLOO IA	1.20	1.20	1.20														00244334
		~~MEAD CONTAINERS WASH COURT OH~~	~~1.00~~		~~1.00~~														10055792
1932		MEAD CORPORATION MEMPHIS TENN				1.80	1.80			.600	.600					.600			
1966		MURRAY RUBBER CO HOUSTON TX				1.80													00044695
										.60	1.80					.60			
		PARENT CUST. TOT-MEAD CORP DAYT	2.20	1.20	2.20	4.80	1.80												
																			00184229
																			10051655
1836		.MENASHA CORP TACOMA WA		2.40															10063640
1252		.MERCK - CO DANVILLE PA		3.60															00227180
		~~MIDLAND IND CHM WAUKEGAN IL~~	~~1.00~~		~~1.00~~														10052769
1134		.MIDWEST WAX PAP FT MADISON IA	1.20	.710	1.20									4.20		1.20			10059380
1252		.MILLMASTER BERKELEY HGTS NJ				5.40				1.20									
1252		ONYX CHEM JERSEY CITY				1.20													00044709
														4.20		1.20			
		PARENT CUST. TOT-MILLMASTER CHEM				6.60				1.20									
																			00214869
																			00224614
1252		.MILROSS CONTROL SOUTHAMPTON PA	1.00		1.00														00153265
		~~MINN MINING HUTCHINSON MN~~	~~1.00~~		~~1.00~~														00180653
1133		.MONSANTO EPC DIV ST PETERS MO	6.50		6.50														
1866		.MONTGOMERY BROS LOS ANGELES CA		.220													.600		10036274
		~~STAN CHEM CHICAGO IL~~	~~2.40~~		~~2.40~~	~~.600~~													10055121
1866		.BENJ MOORE LOS ANGELES CA	2.00	1.20	2.00	2.40		.600	.600				.600	.600					10055141
1133		BENJ MOORE DENVER COLO		1.20															10055151
		~~BENJ MOORE MELROSE PARK IL~~	~~2.60~~	~~10.3~~	~~2.60~~														10055180
1252		BENJ MOORE NEWARK NJ		3.00		19.2	3.00		3.00	9.00		4.20							
																			0004784
		PARENT CUST. TOT-BENJAMIN MOORE	5.60	15.6	5.60	21.6	3.00	.60	3.60	9.00		4.20	.60	.60					
																			0025436
		~~NALCO CHEMICAL CO CHICAGO IL~~	~~1.00~~	~~1.00~~	~~1.00~~							.600							0038933
1133		.C E NATCO CO TULSA OK				.600													0015158
		~~NATL DX PRODUCTS MASON CITY IL~~	~~2.00~~	.600							1.80								0014306
1252		.NATIONAL CAN CORP DANBURY CT	4.00	5.40	4.00	9.00		7.20											0021098
		~~U S IND CHEM DIV CINCINNATI OH~~	~~1.00~~		~~1.00~~														1005650
1932		.NATIONAL FIBRIT SPRINGFIELD TN	4.80																
1932		.NATL FLOOR FLORENCE AL	6.30	1.80															

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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.GEO.GP.
		THERMINUL FR-1															00350A		1040-245-1
1126		NATIONAL HOMES CO LAFAYETTE IN	.330	.275	.330	.165	.165												00223608
1252		.D L INDUSTRIES SAYREVILLE NJ				9.60		9.60											10056705
1126		NATL STARCH CHEM CHICAGO IL	3.40	3.80	3.40	3.40		1.80				1.80							10056969
1252		NATL STARCH PLAINFIELD NJ	1.00	1.20	1.00	1.20			1.20										00044814
1252		NATL STARCH - CHEM NYC NY		1.20															
		PARENT CUST. TOT-NATL STARCH - C	3.40	5.40	3.40	3.60		1.20	1.20			1.20							00044814
1126		NATIONAL TEA CO CHICAGO IL	31.0		31.0	8.40	8.60												10057000
1126		NATIONAL WAX SCHAUMB ILLINOIS	.600		.600														00196693
1133		.NEPACCO VERONA MO	2.20	6.60	2.20	1.20							1.20						00163869
1133		.CITY NEW MADRID NEW MADRID MO		81.0															00225078
1273		.NIAGARA MOHAWK OSWEGO NY			6	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
1126		NORTON CO CHICAGO REGNL CORUN OH	.800		.800														10058033
1252		.NORTON CO TROY NY		.600		4.80	2.40								2.40				00154725
1566		.OIL DASE INC HOUSTON TEXAS	.800	6.00	.800														00221228
1126		GLENDALE CHICAGO IL		.110		.165			.165										00121314
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
1126		OWENS CORNING CHICAGO IL	9.00	18.0	9.00	4.80													10059406
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			10059352
1126		OWENS CORNING CHICAGO IL		6.00															00060009
1932		OWENS CORNING ANDERSN SC	10.0	18.0	10.0	3.00					3.00								10059860
		PARENT CUST. TOT-OWENS CORNING T	10.0	23.0	10.0	5.40					3.00	1.20		.60		.60			00044881
1866		.OWENS ILLINOIS LOS ANGELES CA				1.20					.600		.600						10059879
1126		OWENS ILLINOIS PORTLAND OREGON				1.20													00194990
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
1126		OWENS ILL TOLEDO OH				.110			.110										10060099
		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

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ORGANIC DIVISION STRATEGIC
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SAS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COM FOR CURR. YEAR	SALES CURR. Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR-GRD-GP
		THERMINOL FR-1															00350A		1040-245-
1		~~CONVERTING CHICAGO ILL~~	~~.800~~		~~.800~~														~~00257273~~
11		~~DANGCM WAYNE FIBERS INC~~				~~.220~~						~~.220~~							~~1006[illegible]~~
11		~~DANKER DAVIS CO MIDLAND MI~~	~~3.40~~		~~3.40~~														10060915
11		~~DANKER COMPANY DETROIT MI~~		~~.165~~															00260489
1770		.PARKSON CORP FT LAUDERDALE FLA				1.80		1.80											00169358
1133		.PATCO PRODUCTS GRANDVIEW MO	.500		.500														00133035
1252		.MRS PAULS KITCHENS DOYLESTO PA		9.00															00170230
1252		MRS PAULS KITCHENS CHRISFLD MD		1.20															00170194
1252		MRS PAULS KITCHENS BRADDOCK PA		3.00															00212865
1252		MRS PAULS KITCHENS PHILA PA		1.20															
		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
1[illegible]		~~PELRON CORP LYONS ILL~~	~~3.60~~		~~3.60~~														00164997
1[illegible]		~~PELASTONER INC PENNSAUKEN NJ~~																	10371087
1[illegible]		~~SELASTONER INC FARMINGTON MI~~																	10065[illegible]
		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							00049328
1131		.PERRY PLASTICS ERIE PA		.600															00087946
1131		.THE PFAUDLER CO ROCHESTER NY				.165			.165										10062217
1252		.PFISTER CHEM RIDGEFIELD NJ	5.00	2.40	5.00														10062232
1252		.PFIZER INC GROTON CT	1.50	1.20	1.50	2.40	2.40												00249246
1252		.PHILMONT MFG CO ENGLEWOOD NJ				.110		.110											10062799
1252		.PHOTOCIRCUITS GLEN COVE NY		.600															00185522
1932		.PILLSBURY FARMS GAINESVILLE GA	.275		.275														10063[illegible]
1[illegible]		~~PILLSBURY CO MINNEAPOLIS MN~~	~~3.00~~		~~3.00~~	~~13.8~~	~~10.8~~				~~3.0~~								
		PARENT CUST. TOT-PILLSBURY CO MP	2.28		2.28	13.8	10.8				3.0								10062961
1866		.PIMA MINING CO TUCSON AZ	2.00	3.60	2.00	6.00		6.00											10063031
1932		.PIONEER PLASTIC ATLANTA GA	.500	.440	.500														00133921
1252		PIONEER PLASTIC AUBURN ME				13.2	7.20					6.00							10063091
		PARENT CUST. TOT-PIONEER PLASTIC	.500	.440	.500	13.2	7.20					6.00							00345000
1[illegible]		~~PIRELLINE EGR FRANKLIN PARK ILL~~	~~3.00~~		~~3.00~~	~~1.20~~			~~1.20~~										~~00203[illegible]~~
1252		.PITT-CONSOL CHEM NEWARK NJ		1.20		13.2	1.20	7.20	1.80	1.20			1.80						00133931
1866		.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		00155100
1[illegible]		~~PLASTIC FORM LIVONIA MI~~				~~.110~~								~~.110~~					10063671

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ORGANIC DIVISION SALES REPORT
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS 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 / MAJ GEO GP
																	00350A		1040-245-
		THERMINOL FR-1																	
		PAINT OF PURCHASE KETTERING OH				.600				.600									00198218
						.710					.710								00155144
1252		.POLYCHEMICAL INTL BRONX N Y				1.20			.600			.600							10063349
1252		.POLYMER CORP READING PA	1.00	.600	1.00														00165484
1932		.PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00										3.00				10063413
						4.20	1.20												10063191
1856		PPG TORRANCE CALIF	30.0		30.0	22.0				12.0			6.0	3.6	6.0				00134056
1		PPG GIRARDVILLE OH																2.40	00159121
1131		PITTS PLATE GL PIT CREIGHTO PA	2.00	2.40	2.00						1.20								00165911
						1.20													00156736
1131		PPG INDUST HARMARVILLE PA				.600				.600									
1968		P P G IND INC CORPUS CHRISTITX	10.0	2.40	3.00														
1968		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0													2.4	10063343
		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				
													1.20	1.20					00261685
						2.40													10064538
1252		.PRATT & WHITNEY E HARTFORD CT																	10064621
1		DIERIX INC NO KINGSVILL OH																	10064631
1836		.PRESERVATIVE PT SEATTLE WA	2.00	3.60	2.00									3.60					
						3.60													10066621
1252		.PRINCETON CH PRINCETON NJ																	
1252		PRINCETON CH ROCKY HILL NJ.	1.00		1.00									3.60					
		PARENT CUST. TOT-PRINCETON CH PR	1.00		1.00	3.60													00247731
																			00242511
						1.20	1.20												10064[illegible]
1252		.PROCESSEQUIPENGBURLINGTON NJ																	10064[illegible]
1866		.PROCESS SUPPLY CO ORANGE CA		.055															
																			10066476
												.600							
		PARENT CUST. TOT-PROCTER AND GAM		.110		.765	.165												10064701
																			00170571
1932		.PROCTOR CHEM SALISBURY NC	2.10		2.10	1.80			1.80								.011		00268997
1133		.PROCTOR PRODUCTS ST LOUIS MO				.110										.600			10065641
1866		.PRYOR CABINET SHOP GROVER C CA																	10065[illegible]
1		LANSON CHEM E ST LOUIS IL	21.0		21.0	.600													
1		[illegible]																	.00025[illegible]
																.600			
		PARENT CUST. TOT-PUREX CORP LAKE	21.0	1.20	21.0	.600													10065[illegible]
																			.00251[illegible]
1932		.QUAKER OATS MEMPHIS TN	2.40	4.80	2.40					.220									10066[illegible]
1134		.QUAKER STATE OIL EMLENTON PA				.220						3.60							10065[illegible]
1856		.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00	3.60													.00206[illegible]
1		[illegible] CONSUMER ELECTRO INDIAN IN		.110															.00155[illegible]
						.110		.110											.00135[illegible]
1860		.RED POINT CORP BURBANK CAS		.165		13.2	8.40	2.40	2.40		2.40			2.40					
1970		.REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	4.80		1.20		3.60									
1932		REICHHOLD CH TUSCALOO AL	2.10		2.10														
1		REICHHOLD CHEMICAL MORRIS IL	2.40		2.40														

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ORGANIC DIVISION
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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. ID / MAJR GRD GP
																	00350A		1040-245-
		THERMINOL FR-1																	
						.600		.600											00248134
1252		REICHHOLD CHEM INC FORDS NJ				3.00					3.00								10067170
1936		REICHHOLD CHEM TACOMA WA		1.80															
														2.40					00045713
		PARENT CUST. TOT-REICHHOLD CHEM	17.9	24.0	17.9	21.6	8.40	4.20	2.40	3.60	5.40								
																			00232297
1932		.REPUBLIC MILL ROME GA	.600	.600	.600														00218107
		[illegible]		8.40															10067790
1252		.REYNOLDS METALS MESSENA NY				12.0			12.0										00253653
1252		REYNOLDS METALS PITTSBURGH PA				.600				.600									10067604
1237		REYNOLDS METALS GROTTOE VA	2.00	9.60	2.00	2.40					2.40								
																			10067782
		PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								
															1.20	3.60		1.20	00152277
1835		.RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60										00183331
1133		.RIEGEL PAPER CORP HAZELWOOD MO				.600				.600							.600		00231767
1866		.RIETZ MFG SANTA ROSA CA		.600		.600										1.20			00151757
1252		.ROGERS CORP. E WOODSTOCK CONN				1.20												2.40	00151777
1178		.ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	5.40			3.00										10068872
1252		ROHM - HAAS CO BRISTOL PA				30.0			20.8		1.2								
																		2.4	10068336
		PARENT CUST. TOT-ROHM - HAAS CO.	1.00	21.0	1.00	35.4			31.8		1.2								
																			10063924
1866		.ROHR CORP RIVERSIDE CA	5.00		5.00														10069000
1252		.RONSON METALS CO NEWARK NJ				.220				.220									00232252
1976		. ROESEL BRADENTON FL		.165															00253664
[illegible]		[illegible]				.110				.110									10053533
1866		.MITCHELL DIV ROYAL IND. LA CA		.275															10069607
1866		ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						
																			10069607
		PARENT CUST. TOT-ROYAL INDUST SA		1.50		.820				.220			.600						
																			10069651
1237		.RUBATEX CORP BEDFORD VA				1.20				2.40		1.20							10070724
1252		.SANDOZ PHARM HANOVER NJ				.275		.275											00231651
1976		.SAV A STOP JACKSONVILLE FL		.600															00231777
1252		SAV A STOP SALEM VA	1.00	.600	1.00														
																			00231651
		PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														
																			10071120
1252		.SCHENECTADY CH ROTTERDAM NY		.110		7.80						4.80	3.00				3.00		00165231
1976		.GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00	3.00													10083881
1230		GLIDDEN CO READING PA		1.80															
																	3.00		00045451
		PARENT CUST. TOT-S C M CORP CORT	3.00	1.80	3.00	3.00													
																			10071561
1958		.SCOTT WISE POLYMERS CROWLEY LA	1.20	7.80	1.20														

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	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 / MAJR GRD. GP.
		THERMINOL FR-1															003	50A	1040-245-10
1133		.SEA PASS CORP ST LOUIS MO		1.20															10071763
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
1968		.SHELL CHEM DEER PK TX	1.20	.600	1.20														10072331
1968		SHELL OIL COLETA CAL	8.00		8.00	3.00									3.00				10072522
1968		SHELL OIL CO MORGAN CITY LA	10.0	24.6	10.0														00186635
		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
1968		.SHERWIN WILLIAMS OAKLAND CA				7.20									7.20				10072638
		PARENT CUST. TOT-SHERWIN WILLIAM	5.60	3.60	5.60	7.20									7.20				10072794
1968		.SIERRA ENGIN SIERRA MADRE CA		.600															10072921
1968		.AIRESEARCH MFG CO TORRANCE CAL	6.00		6.00	.110					.110								10001521
1974		.A O SMITH INDLAND LITTLEROK AR	2.00	.600	2.00	1.20							.600			.600			00130266
1932		.HENRY T SMITH CO MEMPHIS TN	.100	.110	.100														00225711
1932		.SOU VALLEY CO COLUMBIA SC	3.00	2.40	3.00														10073839
1932		.SOU TEX CHEM NT HOLLY N C	1.20		1.20	.600						.600							00093866
1230		.SOUTHERN ADHES RICHMOND VA				6.60		6.60											10073979
1968		.SOUTHERN NATURAL GAS ARELIA LA				9.00												9.00	00272051
1932		SOUTHERN NATL GAS MORGAN CT LA				14.4								6.00	9.00		.60		00262761
1968		SOUTHERN NATURAL GAS HOUSTN TX	60.0		60.0														00222038
		PARENT CUST. TOT-SOUTHERN NATR G	60.0		60.0	23.4								6.00	9.00		.60	9.00	00181129
1932		.SOUTHERN BAKERY CO ATLANTA GA	.600		.600														00184640
1178		.SOUTHWIRE ALUM HARESVILLE KY	20.0	94.8	20.0	.129	9.0	12.0	7.2		14.4	28.8		28.8	28.8				00210552
1068		.SOUTHWEST FOREST SANTA FE CA	1.00	.875	1.00														00133614
1968		.SPECIALTY PAPER PAXTON CH	6.00	6.00	6.00	16.8			1.20	6.00			9.00						10074014
1968		.SPECTRICON INC SANTA ANA CALIF		.165															00106678
1968		.ST VINCENTS HOSPITAL LOS AN C	70.0																00222143
1932		.STD CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														00133694
1252		..STO CHEMICAL PRO HOBOKEN NJ				1.18					.58			1.20	.60				00222100
		PARENT CUST. TOT-STO CHEMICAL PR	.500	.600	.500	1.18					.58			1.20	.60				00222100
1968		.STANDARD FELT ALHAMBRA CA		.165		.600				.600									00241903

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D1131-A DIRECT #2
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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES 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. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ CTG GP
		THERMINOL FR-1															00350A		1040-245-1
1968		.CHEVRON OIL CO LEEVILLE LA	12.0	6.00	12.0														00217646
1968		CHEVRON OIL MORGAN CITY LA				4.20									4.[illegible]				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				16.8			9.00		7.80								10005221
1958		.ESSO RESEARCH - EN BAYTOWN TX	20.0		20.0														10026006
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
1650		.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
[illegible]		[illegible]	[illegible]		[illegible]														10076150
1652		.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	00103873
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
1558		.SYSTEMS PRINTERS SANTA FE CA				.220									.220				00139742
1230		.TELEDYNE READCO YORK PA				.600										.600			00269263
1132		[illegible]				[illegible]				[illegible]									[illegible]
1958		TENNECO INC INTRACOASTAL CI LA				12.0											12.0		00271667
1958		TENNECO OIL MORGAN CITY LA	50.0		20.0														00219789
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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-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 / MAJR GRD GP
		THERMINOL FR-1															00350A		1040-245-1
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															00160449
1932		.THAYER COGGINS INC HI POINT NC	7.20		7.20														00160041
1974		.THERMOJET INC JACKSON MISS				1.20							.600	.600					00261793
1933		THERMOLATOR INC INDIANAPOLISIN	1.00	.660	1.00	.330			.330										00166661
1933		THERMO-O-DISC MANSFIELD OH		.055		.110				.110									00220037
1932		.THIELE KAOLIN SANDERSVILLE GA	8.30		8.30	11.4			11.4										10079764
1933		.TOPCO LAMINENTS FORT SCOTT KS	.165		0.165														00219399
1933		TOPCO LAMINATES ST JOHNS MO		.165															00222836
		PARENT CUST. TOT-TOPCO LAMINATES	.165	.165	.165														00222836
1958		.TRADE WINDS NO 2 BROWNSVILL TX		1.20		.600						.600							00206601
1933		TRANSPLASTICS CONNEAUT OH		.600		2.40						.600			.600	.600	.600		00219883
1934		TRANSTEL CUSTOMUND 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														00165643
1932		.GOALS UNASGND FOR BK THRU 1932	223		223														00165654
1974		.GOALS UNASGND FOR BK THRU 1974	76.0		76.0														00165697
1866		.GOALS UNASGND FOR BK THRU 1866	278		278														00166170
1866		.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 IAKOCP	10.0	23.0	10.0	3.00						3.00							00026298
1975		.UNION CAMP CORP DECATUR ALA	2.00		2.00														00214019
1976		UNION CAMP CORP LAKELAND FLA	1.50		1.50	1.80	.60		1.20										10001564
1933		UNION CAMP CORP DUNDEE OH	2.00		2.00														00209333
1933		UNION CAMP CORP WARRENTON GA	2.00		2.00														00172334
		PARENT CUST. TOT-UNIONCAMP CORP	6.10		6.10	1.80	.60		1.20										00047090
1933		.UNION CAR UC PLAS MARIETTA OH	1.00		1.00														10081374
1932		UNION CAR - NUC OAKRIDGE TENN	15.5		15.5														10081971
1131		UNION CARBIDE SISTERSV WV				1.20										1.20			00141852
1131		UNION CARBIDE S CHARLESTON W V				73.1		73.1											10081777

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS FED	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-SRD-GP
		PARENT CUST. TOT-UNION CARBIDE C	16.5		16.5	74.3		73.1								1.2			00045705
		THERMINOL FR-1															003	50A	1040-245-10
1256		.UNION AMSCO LAMIRADA CA				6.00	6.00												00248320
1932		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 FIWEAR NAUGATUCK CT		1.80															10062761
		PARENT CUST. TOT-UNIROYAL NEW YO	2.00	7.80	2.00	7.80	3.60					3.60					.60		100347335
1252		.PRATT & WHITNEY SO WINDSOR CT				.110		.110											00249807
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									10085586
1270		.UPJOHN CO N HAVEN CONNECTICUT				2.40									2.40				10085705
1968		UPJOHN COMPANY LA PORTE TX		1.20		2.40			2.40										100161241
		PARENT CUST. TOT-UPJOHN KALAMAZO		1.20		4.80			2.40						2.40				10085675
1131		.UPSON COMPANY LOCKPORT N Y		1.20															00206474
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
[illegible]		[illegible]	.600	.600	.600														[illegible]
1932		.U S GOVT ORDN HUNTSVILLE ALA				.600			.600										10084725
1237		U S GOVT LORING AFB ME				.600				.600									00253618
[illegible]		[illegible]	6.00		6.00														[illegible]
		PARENT CUST. TOT-U S GOVT WASHIN	6.00		6.00	1.20			.600	.600									10084733
1966		.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	10084896
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
[illegible]		[illegible]	1.20		1.20														[illegible]
1163		VAIL AUGER-NORKE ST JOSEPH MI			.600									.600					10086086
1252		.VAN DYK AND CO BELLEVILLE NJ	5.00	5.40	5.00														10086221
1968		.VAN WATERS - R ALBUQUERQUE, N				8.40				8.40									[illegible]

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS REG	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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 / MAJR GRD-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	10086442
1265		.VERDUGO HILLS HOSPITAL VERD CA	20.0																00222135
1252		.VINYL MAID INC W SPRNGFLD MASS	.100	.600	.100														00217649
1266		.VONS BAKERY DIV EL MONTE CA				.220		.220											10007120
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														00225710
		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
1252		.WEST CO MILLVILLE N J				4.20	1.20						1.20					1.80	10033445
1237		.WESTFIELD SHT MTL KENILWTH NJ				1.80					.60	1.20							00252324
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
1136		WESTVACO CORP CHICAGO ILL	1.20		1.20														00154806
1253		WESTVACO CORP BALTIMORE MD				.600							.600						00146703
1252		WESTVACO CORP DETROIT MI				.600						1.20			.60				10086577
1976		WESTVACO NORTH CHARLESTON SC				1.20						.600		.600					
		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
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]							[illegible]						[illegible]
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						00105916
1136		WITCO CHEM CHICAGO ILLINOIS	7.20	6.00	7.20	3.60									3.60				10091048
1253		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
1136		.LICNESS CHNTRACT FRANKLIN WISC	1.20		1.20														00196630
1066		.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-
		00350A * * * * * * * $$	1106	753	1002	822	86	101	98	64	68	73	66	62	68	44	49	43	
		THERMINOL FR-2															00357A		1040-265-
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
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
1136		.USA MAGNET WIRE LAFAYETTE IN		.600															00066666
		PARENT CUST. TOT-ALUMINUM CO OF		.765															00045063

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B1171-A DIRECT #2
01/12/72

ORGANIC [illegible]
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR. GRD. GP.
																	00357A		1040-265-1
		THERMINOL FR-2																	
																			00069789
12	52	.AMERICAN BAKERIES BROOKLYN N Y		.330															10003065
19	79	.AMERICAN CYANAMID MOBILE AL		3.60										3.00-					10003768
11	31	AMERICAN CYANAMID WILLOW IS WV				3.00-													00045101
		PARENT CUST. TOT-AMER CYANAMID W		3.60		3.00-								3.00-					
																			[illegible]
																			00237493
12	52	.AMERICAN HYDROTRM E WOODSTK CT		1.20		1.80	1.80												10004004
12	52	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												
																			[illegible]
																			10006090
19	76	.ARIZONA CHEM PANAMA CITY FL		.600															[illegible]
																			00089110
19	32	.ARMSTRONG CORK MACON GEORGIA		4.20															10006430
12	52	ARMSTRONG CORK LANCASTER PA		4.20															
																			10006430
		PARENT CUST. TOT-ARMSTRONG CORK		8.40															
																			[illegible]
																			00245542
12	52	.BADGER CO E WEYMOUTH MA		.930															[illegible]
																			00180158
19	32	.BARRY OF GOLDBORO N CAROLINA		.600															00205990
12	52	.BOND BAKING CO BROOKLYN NY		2.40															00152366
12	52	BOND BAKING CO PHILA PA		5.03															
																			00205990
		PARENT CUST. TOT-BOND BAKING CO		7.43															
																			10012533
19	32	.BURLINGTON IND ALTAVISTA VA		6.00															[illegible]
																			00112690
12	52	.BUTTERFIELD BARRY TETERBORO NJ		.165															10014050
18	66	.CARNATION CO VAN NUYS CA		.240															10014794
12	52	.CELANESE PLAS CLARK NJ		.330															00170104
12	52	.CELLUCRAFT INC NEW HYDE PRK NY		1.20		.600			.600										00227833
18	66	.CHANSLOR WESTERN OIL FELLOWS C		2.40															10017777
12	52	.COLLOID CHEM CEDAR KNOLLS NJ		.935		.220	.220												10017563
																			10018595
11	34	.CTNR CORP OF AM SIOUX CITY IA		.165															10018900
11	34	.CONTINENTAL CAN CHICAGO ILL		.220															[illegible]
																			10015936
12	52	.CHEM PUMP DIV WARRNINGTON PA		.975-															

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ORGANIC DIVISION
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PAGE	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 / MANF. CTD OP.
																	00357A		1040-265
		THERMINOL FR-2																	
1133		.CURTIS MFG ST LOUIS MO		4.20		.600	.600												10020522
		~~.DOW CORPORATION CHNUWANGO IN~~		~~4.80~~															[illegible]
1066		.LLE DEAN SANTA FE SPRINGS CALF		.165															00164364
1437		.DEERING MILLIKEN INMAN SC		1.80															00240923
1066		.DIAMOND SHAMROCK S OXNARD CA		.055															00060943
1056		.DOLLY MADISON CAKES LOS ANG CA		1.80															10022630
1056		.DONJE CAL THEMES CERITAS CAL		.330															10022651
1252		.DOUBLEDAY HANOVER PA		1.58															10022762
		~~.DOW CORNING MIDLAND MICH~~		~~.600~~															10023048
1063		~~.DOW CORNING MIDLAND MICH~~		3.06															10022881
		PARENT CUST. TOT-DOW CHEM MIDLAN		3.66															10022908
1252		.E I DU PONT DE NEMO PARLIN NJ		.600		6.00			6.00										10023868
1066		.DUVAL SIERRITA SAHUARITA AZ				.600			.600										00189445
1066		.EL MONTE CHEM PASADENA CA				.600	.600												00253280
1252		.EMBOSSOGRAPH PROCESS BRKLYN NY		.600															10025037
1131		.E L HIEGARD CO PTSBG PA		1.65															10000591
		~~.FABRI-KAL CORP KALAMAZOO MICH~~		~~4.80~~															00184891
1252		.FARRELL CORP CONN ANSONIA CT		.600															00118363
1252		.FELTON CHEMICAL CO BROOKLYN NY		6.00															00223448
1066		.FIBREBOARD CORP SOUTH GATE CA				12.6			12.6										00168417
1133		.FINDETT SERVICE CO SAINT CH MO		4.20		3.00		3.00											00118581
1252		.FINE ORGANICS INC LODI NJ		12.60															10027995
		~~.FIRESTONE AUDUBON NJ~~		~~.146~~															10028395
		~~.FIRESTONE TIRE AKRON OH~~																	~~10088011~~
		PARENT CUST. TOT-FIRESTONE TIRE		12.2															10028111
1153		~~.FORD MOTOR DEARBORN MICH~~		~~15.6~~		~~4.80~~		~~4.80~~											~~00110[illegible]~~
		~~.FORD MOTOR EG NIDDLAVEN NJ~~		~~1.80~~															~~[illegible]~~
		PARENT CUST. TOT-FORD MOTOR DEAR		17.4		4.80		4.80											00118971
1958		.MCKESSON CHEM CO NEW ORLEAN LA		3.00		9.00		9.00											10049300
1976		.GAYLORD CONTAINER TAMPA FLA		1.20															00219140
1134		~~.GENERAL ELECTRIC MIAMI WECOOK IL~~		~~.600~~															00185600
1170		~~.GM-DELCO BATTERY MUNCIE IN~~		~~3.60~~															10032600
1159		~~.GM-TECHNICAL CENTER WARREN MI~~		~~.600~~															10032700
		PARENT CUST. TOT-GENERAL MOTORS		4.80															00157200
1134		~~.GENERAL AMER RES DES PLAINS IL~~		~~.820~~															~~00221[illegible]~~
1159		~~.GEN ELEC SCHORE MICH~~		~~4.15~~															~~10031[illegible]~~
																			216

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-TD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST LD / MAJR GRD GP
		THERMINOL FR-2															00357A		1040-265-
19	74	.GEN TIRE - RUB COLUMBUS MS		.165															10033195
11	31	GEN TIRE - RUB JEANETTE PA		6.00															10033160
		PARENT CUST. TOT-GENL TIRE - RUB		6.17															1003314
12	52	.GEORGE & LYNCH NEW CASTLE DE		.600															0023041
11	60	.N C GINTHER GAS PLT GILLETE WY				1.80		1.80											0023281
11	38	.GOODYEAR TIRE AKRON OH		2.40		.600			.600										1003663
12	52	.GREAT ATLANTIC PACIFIC NEWARKN		3.60															0016543
11	32	.GULF PLASTICS GREENSBURG IN																	0022592
12	52	.HAMILTON MFG RICHMOND VA		3.00															1003552
12	52	.HAMILTON STD WINDSOR LOCKS CT		3.60															1003654
11	52	.CHEMETRON CORP HOLLAND MI		16.0															0019662
11	33	CHEMETRON CORP ST LOUIS M		1.80															0016460
		PARENT CUST. TOT-HARWICK AKRON O		16.8															0012321
11	52	.HOLY CROSS HOSPITAL DETROIT MI		.600															0021451
12	52	.HOOKER CHEM HICKSVILLE NY				3.60	3.60												1003667
12	52	.HORN - HARDART BAK PHIL PA		3.66															1003393
12	52	.J M HUBER EDISON NJ		3.60															0012493
12	52	.ICI AMERICA INC DIGHTON MA		1.80															1003990
12	30	.CRAWFORD MFG RICHMOND VA		3.60															1002003
11	78	.INMONT CORP CINCINNATI OHIO		6.00															1004073
11	82	.INMONT CORP TOLEDO OHIO		4.80															1004387
		PARENT CUST. TOT-INMONT CORP NYC		10.8															0004446
18	56	.INTERMT CONCRETE SALT LK CT UT		1.20															0022881
18	56	.INTERPACE IONE CA		9.00		3.60	3.60												1000405
11	33	.INTERPACE MANKATO KANSAS		1.20															0010340
12	52	.INTL FLAVORS TETERBORO NJ		1.20															1004123
18	56	.INTL MULTI FOODS CITY INDUS CA		.345															0022386
19	32	.INTL NICKEL WRIGHTSVILLE BH NC		.060															0023251
19	74	.INTL PAPER CAMDEN AR		3.00															0012594
19	75	INTL PAPER SPRINGHILL LA		1.20															1004164
12	52	INTL PAPER SOMERVILLE MA		2.40		.600										.600			0017044
11	34	.INTL PAPER FOND DU LACK WI		.600															0021533
		PARENT CUST. TOT-INTL PAPER CO N		7.20		.600										.600			0004450
11	34	.INTERSTATE BAKER CHICAGO IL		1.80															1004[illegible]
11	34	.ICI CONTL BAKING DETROIT MI		.600															1001[illegible]
12	52	.JIFFY MFG HANOVER PA		3.60															0012644

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PRODUCT/CUSTOMER SALES REPORT

-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. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIR GRD GP
																	.00357A		1040-265-1
		THERMINOL FR-2																	
																			10088895
16	56	.WESTERN PRECIP LOS ANGELES CA		.600															10043549
12	52	.KAWECKI BERYLCO BOYERTOWN PA		1.20															00126602
11	33	.THE M W KELLOGG CO OMAHA NB		3.17															10043948
11	33	.KENT PLASTICS EVANSVILLE IN		1.20															10044820
11	31	.KOPPERS CO BRIDGEVILLE PA		3.60		3.60		3.60											00217182
11	31	KOPPER COMPANY MONROEVILLE PA																	00185876
11	31	KOPPERS COMPANY INC VERONA PA		1.80															00044571
		PARENT CUST. TOT-KOPPERS CO PITT		5.40		3.60		3.60											
																			10045363
12	52	.LANE COMPANY ALTAVISTA VA		.600															10046254
12	[illegible]	.LIBERTY MACH PATERSON NJ		1.20															10047277
11	[illegible]	.LUBRIZOL SALES PAINESVILLE OH		41.4															00049042
18	66	.MAGNA SCREEN CHATSWORTH CA		.120															10048265
12	52	.MALDEN MILLS LAWRENCE MA		1.20															00196746
11	78	.MARVAGLASS INC LEXINGTON KY		.165															00225789
11	34	.MEAD CONTAINERS WATERLOO IA		1.20															00129615
11	[illegible]	.MEAD CONTAINERS WASH COU OH		.600															00044695
		PARENT CUST. TOT-MEAD CORP DAYT		1.80															
																			10059380
12	52	.ONYX CHEM JERSEY CITY		2.40															00222676
11	[illegible]	[illegible]		[illegible]		1.80	1.80												00215740
18	04	.MONSANTO COMPANY SPRINGFIELDMA		.120															10079270
[illegible]	[illegible]	[illegible]		1.20		.600	.600												00163065
11	78	.U S IND CHEM DIV CINCINNATI OH		3.60															10056705
12	52	.N L INDUSTRIES SAYREVILLE NJ		26.4															10057080
11	34	.NATIONAL TEA CO CHICAGO IL		3.60															00237846
11	34	.NECCO INC CHICAGO IL		1.20															10055082
11	78	.NORTH AMERICAN ROCKHL COLUM OH		.855															10059879
18	66	.OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10060895
11	58	.PAUKE DAVIS CO HOLLAND MI		2.40															00169358
11	33	.PATCO PRODUCTS GRANDVIEW MO		1.20															10061448
11	38	.PATTERSON IND & LIVERPOOL OH		.110															00154977
11	34	.PETROL CORP LYONS ILL		1.80															10061520
11	38	.PENN REFINING CLEVE OHIO		1.20															10071887
11	34	.SHLASTOMER INC BENSENVILLE IL		1.80															00090271
		PARENT CUST. TOT-PENN REFINERY G		3.00															
																			10044065
18	66	.PENNWALT-KERNS UNITD ORANGE CA		.220															10029686
18	66	.FRITO LAY CO LOS ANGELES CA		.600		.600	.600												10026676
11	34	.FRITO LAY CHGO ILL		.600															00044954
		PARENT CUST. TOT-PEPSICO INC NEW		1.20		.600	.600												

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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. 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
1252		.PHELPS DODGE SOUTH BRUNSWIK NJ		1.20															00177326
1976		.PILLSBURY CO GAINESVILLE FLA		.600															00181498
1932		PILLSBURY FARMS GAINESVILLE GA		.385															00185523
[illegible]		PILLSBURY TERRE HAUTE IN		3.00															10063019
		PARENT CUST. TOT-PILLSBURY CO MP		2.79															10062969
1252		.PIONEER PLASTIC AUBURN ME		.600															10063094
1252		.PITT-CONSOL CHEM NEWARK NJ		7.20		1.80		1.80											00133730
[illegible]		PPG GIUGLEVIL OH		49.2															10063191
1131		PPG SPRINGDALE PA		1.80															10063353
		PARENT CUST. TOT-PITTS PLATE GL		51.0															10063345
[illegible]		PRUCTER AND GAMBLE ROSS OH		.600															10064775
1932		.PROCTOR CHEM SALISBURY NC		3.60															10064708
1976		.REICHHOLD CHEM JACKSONVILLE FL		21.6		2.40		2.40											00155225
1131		REICHHOLD CHEM NIA FALLS NY				1.20			1.20										10067197
		PARENT CUST. TOT-REICHHOLD CHEM		21.6		3.60		2.40	1.20										00045713
1252		.REPUBLIC CONTR JERSEY CITY NJ		.600															00156760
1252		.RESYN CORP OF AMER LINDEN NJ		7.20															10067625
1252		.REYNOLDS METALS MESSENA NY		6.00		12.0			12.0										10067790
1036		.RHODIA INC PORTLAND ORE		1.20															00152277
1143		.RIEGEL PAPER CORP HAZELWOOD MO		.600															00185531
1252		RIEGEL PAPER RIEGELSVILLE NJ		.600															10068207
		PARENT CUST. TOT-RIEGEL PAPER NY		1.20															00045187
1066		.ROBERTS CONS IND MONROVIA CA		1.80															10068436
1966		.SAFEWAY STORES LOS ANGELES CAL		2.75															10070139
1252		.SCHENECTADY CH ROTTERDAM NY		3.60															10071127
1252		.SCHENUIT RBR BALTIMORE MD		.165															10071143
1133		.W A SCHUMAN & CO BRIDGETON MO		1.20															00237841
1976		.GLIDDEN DURKEE JACKSONVILLE FL		6.00															00165239
1932		.INDUSTRIAL DIV BD SCOTSBORO AL		42.6															00223573
1178		.SHAMROCK CORP LOUISVIL KY		.600															00137618
1968		.SHELL CHEM DEER PK TX		1.20															10072301
1066		SHELL OIL GOLETA CAL		3.60															10072522
		PARENT CUST. TOT-SHELL OIL NYC N		4.80															00045284
[illegible]		[illegible]																	[illegible]

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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.	CUST ID / MAJR GTD GP.
		THERMINOL FR-2															00357A		1040-265-1
	1130	SHERWIN WILLIAMS CLEVELAND OH		28.8															10072794
		PARENT CUST. TOT-SHERWIN WILLIAM		33.6															10072794
1166		.AIRESEARCH MFG CO TORRANCE CAL		3.60															10001501
1974		.A U SMITH INDLAND LITTLEROK AR		2.40															00138266
1252		.MRS SMITHS COL BK 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
1932		.SOUTHERN BAKERY CO ATLANTA GA		.600															00184640
1968		.ST JOE PAPER CO MESQUITE TX		1.20															00159212
1252		.STO CHEMICAL PRO HOBOKEN NJ				.600	.600												00222100
1166		.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
1166		.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
1166		.SYSTEMS PRINTERS SANTA FE CA		.275															00139742
1252		.TERRELL CORP WILM MASS				1.80		1.80											10078911
1138		.TUERNO-O-DISE MANSFIELD OH		.055															00220407
19[illegible]		.THIELE KAOLIN SANDERSVILLE GA		11.9															10079764
11[illegible]		.TROSTEL COMPOUND LK GENEVA WI		.600															10081084
1932		.TULL CHEMICAL CO OXFORD AL		1.20															10081181
1974		.GOALS UNASGND FOR BK THRU 1974	20.0		20.0														00165697
1975		.UNION CAMP CORP DECATUR ALA		4.80															00214019
1976		UNION CAMP CORP LAKELAND FLA		1.80															10081564
1976		UNION CAMP CORP SAVANNAH GA		1.20		.600					.600								10081599
1136		UNION CAMP CORP DOVER OH		12.0															00209333
1932		UNION CAMP CORP MORRISTOWN TN		1.20															00177334
		PARENT CUST. TOT-UNIONCAMP CORP		21.0		.600					.600								00047090
1130		.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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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 / MAIN GRD GP.
		THERMINOL FR-2															00357A		1040-265-1
																			00243264
1252		UNT AIRCRAFT CORP FARMINGTN CT		6.00															
																			00152005
		PARENT CUST. TOT-UNT AIRCRAFT CO		7.20															
																			00142255
1252		.UNITED AIR LINES WINSDOR L CON		2.40															10083621
1252		.UNITED RESIN PROD BROOKLYN NY		.600															00236500
1252		.U S A F LIMESTONE ME		1.20															10086221
1968		.VAN WATERS - R ALBUQUERQUE, N		24.0		8.96			6.00		2.96								10086240
1968		VANWATERS - ROGERS QUESTA N N		10.8															
																			00047627
		PARENT CUST. TOT-VAN WATERS-RODG		34.8		8.96			6.00		2.96								
																			10087120
1966		.VONS BAKERY DIV EL MONTE CA		.110															10087481
1252		.WAL SELLO PRO PATERSON NJ		.165															00156310
1252		.WARD FOOD INC EAST ORANGE NJ		.600															10088445
1252		.WEST CO MILLVILLE N J		2.40															[illegible]
[illegible]		[illegible]		[illegible]															10088534
1252		.WESTVACO CORP MERIDEN CT		1.80															[illegible]
[illegible]		[illegible]		[illegible]															00154006
1252		WESTVACO CORP BALTIMORE MD		.600															00163651
1932		WESTVACO CORP GASTONIA NC		.864															00205405
[illegible]		[illegible]		[illegible]		.600					.600								[illegible]
[illegible]		[illegible]		[illegible]															10088577
1976		WESTVACO NORTH CHARLESTON SC		1.20															
																			00047589
		PARENT CUST. TOT-W VA PULP-PAPER		6.38		.600					.600								
																			C0170968
1252		.WHEELING PITB ST JAMESBURG NJ		12.0								3.00							00217409
1252		WHEELING CORRUGAT JAMESBURG NJ				3.00													
												3.00							00047082
		PARENT CUST. TOT-WHEELING STEEL		12.0		3.00													
																			10090520
1966		.WHITTAKER CONTR COSTA MESA CA		.600															00109916
1252		.ARGUS CHEM BROOKLYN NY		2.40															[illegible]
[illegible]		[illegible]		21															10091126
1252		WITCO CHEM PERTH AMBOY NJ		7.20		1.80			1.80										
																			00047686
		PARENT CUST. TOT-WITCO CHEM NYC		31.2		1.80			1.80										
																			[illegible]
[illegible]		[illegible]		1.20															
		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-

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MA 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 GRD CD
		THERMINOL FR-3															00352A		1040-285-10
1252		.AMERICAN HYDROTRM E WOODSTK CT				.600		.600											00237493
1252		.BADGER CO E WEYMOUTH MA		.600															00245542
1163		.GANNON MUSKEGON MUSKEGON MI		2.40															10013668
1163		.CASWELL INDUSTRI ANN ARBOR MI		.060															00227911
1252		.E I DUPONT WILMINGTON DE		.660															10023564
1566		.DUVAL SIERRITA SAHUARITA AZ		21.6															00186945
1932		.SOUTHERN DYESTUFF CHARLOTT NC		.060															00138487
1974		.U OF OKLA NORMAN OK		.600															00132167
1131		.PERRY PLASTICS ERIE PA		.600															00049328
1178		.PROCTER AND GAMBLE CINN OH		.060															10064767
1666		.RAYCHEM CORP MENLO PK CA		1.20															10066468
1932		.REIGHHOLD CH TUSCALOO AL		2.40															00135569
1438		.THERMO-O-DISC MANSFIELD OH		.060															00226907
1434		.UNIVERSAL OIL DES PLAINS IL		1.80															00367635
1134		.WEST BEND CO WEST BEND WI		.600															10080390
		TOTAL PRODUCT * * * * * * * LB		171		.600		.600											1040-285-10
		15 TOT CLASS FR FLUIDS LB	4094	3744	3687	2843	296	370	364	240	216	265	229	194	215	163	158	136	
		$$	1175	1101	1058	932	97	119	116	81	74	86	75	64	74	51	51	45	
		THERMINOL 55															01338A		8418-055-10
1252		.ACUSHNET PROCESS NEW BED MA		.390		.390		.390											10000653
1566		.ACE 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
1932		.AMERICAN ARTOS CHARLOTTE NC	21.0		21.0	56.0						56.0							00221937
1566		.AMERICAN CYANAMID AZUSA CA				11.2											11.2		10003717
1133		.APEX OIL CO ST LOULS MO				16.0											16.0		00270036
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					00152258
1252		.ATLANTIC CEMENT CO RAVENA NY				46.3	30.7	15.6											00228753
1958		.AVONDALE SHIPYDS MORGAN CTY LA		36.1															00236780
1134		.BANCRAFT CORP OF AM CHICAGO IL				.800									.400	.400			10000000
1932		.BALLET FABRICS SCOTTSBORO AL				10.0								4.00	6.00				00262994
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		.BOMMATIC PRODUCTS CLEVELAND OH				.600									.400				00263386
1434		.BARRETT RAVING MAT CHICAGO IL	3.90	1.05	3.90														00224588
1958		.BAYPORT MOLDING HOUSTON TX				.400								.400					00262006
1434		.BELL COMPANY INC RICHMOND IN				.400								.400					00111333

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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-SPD.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														00213756
1234		~~.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		00045531
		~~.ACME METAL PRODUCTS MINN MN~~	~~.620~~	~~1.18~~	~~1.18~~														~~00106860~~
		~~.AGA WELDER HPG WHITEHALL PA~~	~~1.40~~	~~2.36~~	~~1.62~~														~~10000643~~
1839		.AERO TITANIUM LEMON GROVE CAL	1.50	1.18	1.50														00100992
1860		.AIRCO VACUUM MET BERKELEY CA				22.1			5.52		5.57		2.73	5.54				2.73	00243345
1868		~~.AIAX FORG GASE EDWARDS MI~~	~~.960~~	~~.590~~	~~.960~~														~~10001636~~
1920		.ALLIED CHEM IRON SC				.552	.552												00170372
1976		.ALLIED MARINE CORPOR MIAMI FLA	1.07	1.07	1.07														00185183
		~~.ALLIS CHALMERS MERWOOD MINN MN~~	~~.240~~																00109073
1836		~~.ALLIS CHALMERS W ALLIS WI~~	~~3.00~~	~~2.36~~	~~3.00~~														~~10004640~~
		PARENT CUST. TOT-ALLIS CHALMERS	3.00	2.58	3.00														00045055
1939		.ALUMINUM DIE LOS ANGELES CALIF	2.00	1.10	2.00														00108197
1974		.ALUMINUM CO BAUXITE AR		.106		.102			.102										00236764
1839		ALUMINUM CO CORONA CA	10.0	5.90	10.0	1.09											1.09		00222662
1839		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
1924		ALUMINUM CO RIVERDALE IA	190	194	190	133		22.1			13.1	13.1	13.1	13.1	13.1	37.1		8.7	10002818
		~~ALUMINUM CO [illegible]~~	~~190~~	~~194~~	~~190~~	~~23.0~~			~~2.21~~	~~3.81~~	~~3.27~~			~~2.73~~		~~3.27~~	~~2.73~~	~~9.45~~	~~10002788~~
1932		ALUMINUM CO BADIN NC	7.00	8.11	7.00	4.94	1.10		1.66	1.09						1.09			10002842
1938		~~ALUMINUM CO CLEVELAND OH~~	~~50.0~~	~~66.3~~	~~50.0~~	~~41.4~~	~~5.52~~	~~2.76~~	~~6.62~~		~~8.32~~	~~2.27~~			~~5.45~~		~~5.45~~	~~3.27~~	~~10002860~~
1230		ALUMINUM CO CRESSONA PA	12.0	14.2	12.0	19.8	10.5				6.0		3.3						10002677
1941		ALUMINUM CO NEW KENSINGTON PA		51.9		4.36							4.36						10002885
1932		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
1930		ALUMINUM CO ROCKDALE TX	17.7	4.61	17.7														10002915
1968		ALUMINUM CO SANDOW 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	20.3	44.7	30.5	27.3	51.9	15.3	31.6	00045063
1230		.AMERICAN CAN WASHINGTON NJ	10.0	11.7	10.0	8.76		1.10		1.09	1.66	1.64		1.64				1.64	10003628
1980		~~.AMERICAN CHAIN & CABLE AKRON OH~~				~~.102~~							~~.102~~						~~00201759~~
1978		~~.AMERICAN MFG CO GREENSBURG IN~~				~~.202~~									~~.202~~				~~00264113~~
1153		~~.AMERICAN MOTOR CORP DETROIT MI~~				~~.845~~						~~.845~~							~~00103237~~
1230		.NASSAU SHELTNG STATEN ISLAN NY	5.00	5.90	5.00	3.27								3.27					00134276
1839		.AMETEK STRAZZA EL CAJON CALIF				.552					.552								00256646

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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. YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID./ MAN.ORD.GP.
		PYDRAUL F-9 A															01	71A	455C-009-11
		~~AMERICAN STEEL FOUND GRNT G IL~~	~~30.0~~	~~11.0~~	~~20.0~~	~~23.4~~		~~4.48~~			~~4.36~~	~~6.54~~	~~4.36~~			~~4.36~~		~~4.36~~	~~10000027~~
1032		.AMADITE INC LOS ANGELIS CA	1.00	1.18	1.00														00225541
		~~ANCHOR COUPLING CO LIBERTYV IL~~				~~.050~~							~~.050~~						~~00107669~~
		~~ANCHOR COH-STEEL DEARBORN MIC~~		~~1.77~~															~~00228905~~
1978		.ANHEUSER BUSCH MIAMI FLA	1.00	1.07	1.00	1.00											1.00		00109711
		.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
1839		.ARMCO STEEL TORRENCE CAL	1.00	.590	1.00	.590				.590									10006163
1970		~~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
		~~ATHENS FOUNDRY ELK GROVE VL IL~~				~~2.73~~						~~2.73~~							~~00297451~~
1131		.ATHENS FOUNDRY ATHENS PA				2.73								2.73					00202293
1036		.ATLANTIC RICHFIELD RICHLAND WA				.411								.161			.250		00262597
1932		.ATLANTIC STEEL CO ATLANTA GA		.590															10007252
1938		.ATLAS SYSTEMS SPOKANE WA				.545											.545		00271470
1839		.AYES MFG COMPANY LOS ANGELE CA	1.00	.590	1.00														00165604
		~~BAUER IND SALES DAYTON OH~~				~~1.10~~			~~1.10~~										~~00204123~~
1230		.CITY OF BEACON BEACON NY		1.69		1.10	.552							.545					00229067
		~~CLEVELAND VALVE MEADVILLE OH~~	~~1.00~~	~~1.18~~	~~1.00~~														~~00170022~~
1139		.CLIMITT IND E LOS ANGELES CA				.545									.545				00255391
1231		.BETHLEHEM STEEL STEELTON PA		17.7															00179035
1230		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
		~~BLAW KNOX CO ROCKFORD IL~~		~~5.98~~															~~00229466~~
1131		BLAW KNOX CO WARWOOD 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
		~~E J BLISS CO CANTON OHIO~~		~~.590~~															~~00047219~~
1932		.BOUNTY SHOES CARTERSVILLE GA				.545										.545			00112038
		~~BOURNE BRASS BRONZE TOLEDO OH~~		~~.497~~		~~1.10~~			~~.552~~						~~.545~~				~~00229729~~
		~~BRAUN FOUNDRY CO HOMER MICH~~	~~1.50~~	~~1.13~~	~~1.50~~	~~1.10~~				~~.552~~					~~.545~~				~~00217122~~

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID./ MAJR.-GRO.-GR.
		PYDRAUL F-9 A															01171A		4550-009-11
1230		.CAPSTONE IND CORPUS CHRISTI TX		5.31		1.64						.552				.545	.545		00236454
1230		.CARPENTER TECHNOLOGY READNG PA				.545											.545		00231207
1131		.CARRIER CORP DEWITT NY				1.10	1.10												00249068
1230		.CHANESE PLAS CLARK NJ		.054															10014794
1133		.CE REFRACTORIES VANDALIA MO		1.05		1.00						.500					.500		00219304
1130		.CLEVELAND CRANE LICKLIFFE OH				.100						.100							00257448
1134		.CONSOL ALUMINUM MADISON IL				2.10				1.09									[illegible]
1230		.CONTINENTAL CAN WILMINGTON DE	1.00	1.18	1.00														10015301
1134		CONTINENTAL CAN ELK GROVE IL				3.82					3.27	.55							[illegible]
1133		CONTINENTAL CAN LENEXA KS				1.64											1.64		00270296
1230		CONTINENTAL CAN BALTIMORE MD				1.09						1.09							00235385
1230		CONTINENTAL CAN MILLTOWN NJ																	00235318
1118		CONTINENTAL CAN CINCINNATI OH				.545								.545					[illegible]
1134		CONTINENTAL CAN BURLINGTON NJ				.64												1.64	00279199
		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 HACH GARAGE IN	.101	.107	.101														10719168
1174		.CRANE COMPANY JONESBOR AR	1.00	.590	1.00	.545				.545									00116428
1123		.CURTIS MFG ST LOUIS MO				2.18									1.64	.55			10020522
1133		.DANA COMPANY HARVEYVILLE MICH	1.00	.004	1.00	1.23				1.23									[illegible]
1134		.DAIRYLAND POWER GENOA WI				1.09												1.09	00113754
1133		.DAVIS KIRKPATRICK CO HAX HILL OH		.550															00186792
1178		.DAYTON MALLEABLE IRON COLUM OH	3.00	2.30	3.00	10.92		1.64		1.10		2.18			3.27				10021219
1173		DAYTON MALLEABLE IRON IRWIN OH	35.0	33.4	35.0	17.5	2.21					2.18		2.73	2.73	4.91			10021227
1138		IRONTON MALLEABLE CLEVELAND OH				2.10					2.18								00177099
		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
1230		.DE LAVAL TURBINE POUGHKEE NY				1.09								1.09					00115940
1133		.DIECAST CORP SAGINAW MI	.140	.064	.140														10022071
1133		.DORT MFG CO FLINT MI		1.18															00231122
1133		.DOUBLE A PRO MANCHESTER MI	3.00	2.95	3.00														10022798
1133		.DUBEAL DIV MADISON ILL	4.00		4.00														[illegible]
1223		.DRAVO 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								10023584
1134		.EAGLE IRON WORKS DES MOINES IA	1.77	1.18	1.77														00231797

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO. G P	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 GRO. GP.
		PYORAUL F-9 A															01171A		4550-009-
1432		.TENN EASTMAN KINGSPORT TENN	3.00	2.36	3.00	2.73											2.73		10078547
1434		.[illegible] CLEVELAND OHIO				.545						.545							00252972
1163		.EATON YALE - TOWN SAGINAW MI	1.00		1.00														10029184
1133		.ERICSSON ELEC ST LOUIS MO		.590															10026091
1176		.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
1128		.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
1232		.EMPIRE PROD CO CLEVELAND OH	2.00	1.77	2.00	1.65												.95	00117092
1134		.ERIE MINING HOYTLANES MN	7.00	7.13	7.00	2.18										2.18			10025947
1134		.ESSEX INTL ROCKFORD IL				.545											.545		00370873
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
1153		.ETHYL CORPORATION FERNDALE MI		.107															00183814
1132		.FIBERGLAS CORP GREENVILLE OHIO		.161															00197793
1153		.FMC CORP ANN ARBOR MI	.500	.590	.500														10027489
1230		.GENERAL ELEC CO TERRYVILLE CONN		1.18															00223379
1132		.GM DELCO RADIO KOKOMO IN				1.09									1.09				10032652
1138		.GM-FISHER BODY MANSFIELD OH	1.00	1.18	1.00														00229784
1134		.GM-NEW DEPARTURE SANDUSKY OH	20.0	20.4	20.0	6.58		3.31			3.27								00218140
1163		.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
1133		GENERAL CABLE WARRENTON MO		.537															00245052
		PARENT CUST. TOT-GENERAL CABLE C		.537		1.05						.500						.545	00045446
1176		.GEN ELEC LOUISVILLE KY		1.18		1.09								1.09					10031915
1199		.GENERAL 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
1632		.GERARD METAL CRFTNN GARDENA CA	1.00	.590	1.00	.545								.545					00196266
1937		.GLASROCK PROD ATLANTA GA		.590															10033705
1932		.GLASS ROCK PRO ATLANTA GA		.552															00120979
1974		.GLENVALE PRO MAINE MALVERN AR	.600	.552	.600														00121002
1153		.GRAND HAVEN BRASS GR HAVEN MI				1.68	.590					.545						.545	10035198
1132		.GRANITE CITY STEEL GR CITY IL	3.00		3.00														10035236

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-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. 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
1270		.GRINNELL CORP CRANSTON RI				1.66			1.66										00250902
1968		.GULF OIL CO ORANGE TX	1.50	1.18	1.50	1.09										1.09			00121000
1974		WARREN PETRO CORP LINDSAY OK		.161															00144312
1974		WARREN PET MAYSVILLE OK	2.00	1.77	2.00	.552				.552									10097643
		PARENT CUST. TOT-GULF OIL CORP P	3.50	3.11	3.50	1.64				.55						1.09			00044466
1932		.HEAT & CONTROL CHATTANOOGA TN		.590															00225324
1230		.HEISLER MACH TOOL FAIRFIELD NJ				1.10		1.10											00249319
1230		.HERCULES INC RADFORD VA		.107															00123919
1237		.HILLIARD CORP ELMIRA N Y				.050					.050								10033055
1194		.HITCHCOCK INDUST MINNEAPOLL MN	.885	.590	.885														00231908
1939		.HOLT INDUSTRIES VENICE CA	1.50	1.34	1.50	2.94	.267	.482	.552			.552				.545	.545		10038480
1939		.HOPPING FOUNDRY PASADENA CA				.150									.150				10038898
1156		.HUGHES CORP PLYMOUTH MI		.590		.552			.552										00180040
1170		.HUFFAKER FINISHING TROY OH				1.09								1.09					00261572
1836		.HYDRAULIC AIR EQU PORTLAND OR		.106															00229997
1830		.IDEAL FISH FLOAT DES PLAINS IL	.800	.590	.800														00180401
1230		IDEAL FISH FLOAT RICHMONDVIRG	2.60	2.32	2.60	1.10				.552								.545	10039967
		PARENT CUST. TOT-IDEAL FISH FLOA	3.40	2.91	3.40	1.10				.552								.545	10039967
1836		.ILL-WOOD CO WHEELING IL	.900	1.14	.900	.545								.545					00040036
1230		.INDUCTOTHERM CORP BUYERSTN PA				1.09							1.09						00260150
1138		.INGRAM-RICHARDSON FRANKFOR IN		.161		.303				.153					.150				00135520
1152		.INTERLAKES INC MI CLEHENS MI				9.40		.160		6.62		1.09				1.09			00250376
1939		.ITT CONTROLS GLENDALE CA		1.10															10042100
1936		ITT FED SUPPORT RICHLAND WA		.269		.702				.552		.150							10042151
		PARENT CUST. TOT-INTL TELEPHONE		1.37		.702				.552		.150							00044512
1974		.J AND S FOUNDRY DEWEY OK	5.00																10042259
1230		.DEN JOHNSON READING PA				1.10	1.10												00248223
1976		.JONES BOAT YARD MIAMI FL	1.00	1.07	1.00														10043093
1178		.THE JOYCE-CRIDLAND CO DAYTON O		1.77															00228826
1131		.KAISER ENGINEERS BUTLER PA		59.0															00207345
1230		.KASPER FOUNDRY CO ELYRIA OH	1.50	1.18	1.50	4.45		1.18							1.09	1.09	1.09		10043522
1932		.KEMPER JONESBORO GA				.545							.545						10043565
1131		.KENNAMETAL INC GREENSBURG PA				.545								.545					00263265
1230		.KENNECOTT REF CORP BALT MD	30.0	8.18	15.0														10043891
1134		.KEYSTONE STEEL PEORIA IL	20.0	1.07	20.0	93.2		5.3		16.4	24.5	24.5	24.5						10044251
1134		.KUX MACH DES PLAINES ILL		.590															10044995
1968		.KYLE MACHINE WORKS EL PASO TX		1.77															00235865
1133		.LACLEDE GAS CO ST LOUIS MO		13.8															10045061

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MKT GRP	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. GRP. GP.
	PYDRAUL F-9 A															01771A		4550-009-
1133	.LACLEDE STEEL CO ALTON IL	100	.174	100	85.8		19.9	19.3	29.4					17.2				10045088
1133	LACLEDE STEEL CO ST LOUIS MO		11.8															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
1134	.JCL STEEL HENNEPIN IL	100		50.0														00239771
1134	.LOGANSPORT MACH LOGANSPORT IN				1.09												1.09	00229049
1230	.LYNCHBURG FOUNDRY RADFORD VA	5.00	5.79	5.00	7.11		2.21					2.18		1.09		1.64		10047552
1130	.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
1134	.MARVEL ENGINEERING CHICAGO ILL		.214															00[illegible]
1134	.MATERIALS TRANS CHICAGO IL		.376															00145077
1139	.MCDONNELL DOUGLAS SANTA MON CA	5.00	.590	1.00														00210593
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
1968	.METHODIST HOSPITAL HOUSTON TX				.200										.200			00217330
1134	.MINNKOTA PAPER CO CENTER ND		.552															00244031
1532	.AMERICAN LAVA CHATTANOOGA TN		.590															00219339
1134	.MIRRO ALUM MANITOWOC WI	16.0	19.6	16.0	5.47		1.66				2.18						1.64	10053815
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
1932	.MONSANTO RESEARCH MEARISBG OH		.204		.204	.204												10055075
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	1.21	1.66	1.66							1.09	1.09		10055675
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. NASH CO. E. PALESTINE OH				1.64				1.64									10056047
1133	.N L INDUSTRIES ST LOUIS MO				1.64									1.64				00151597
1130	.NATIONAL METAL CLEVELAND OH10	1.00	1.19	1.00	2.18				.55		1.09					.55		00156647
1230	.NAIL STARCH PLAINFIELD NJ				.545				.545									10050959
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															10056376
1131	.NORTHERN PACKAG ROCHESTER NY		.102		.102				.102									10058287
1968	.OIL STATES RUBBER ARLINGTON TX				.100								.100					00228672

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	S.C. REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOCAL FOR CURR. YEAR	SALES CURR. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR.GRO GP.
		PYDRAUL F-9 A															01171A		4550-G09-1
1030		.DMARK IND PORTLAND OREGON		.590															10096637
1030		.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	10054461
1130		.OVERMYER CORPORATION WINCH TX				1.09						1.09							00259594
1039		.OVERTON FOUNDRY SO GATE CA	1.00	.590	1.00	.552					.552								10059771
1039		.PARKER HANNIFIN CORP IRVINE CA		.054															00225703
1039		.PARK-OHIO IND-ELEV CLEVELAN OH		1.10															00132942
1133		.PENNWALT CORP CALVERT CTY KY	1.40	.562	1.00	1.09								1.09					10061644
1032		.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
1969		PHELPS DODGE EL PASO TX	25.0	23.6	25.0	15.3									15.3				10062470
1133		PHELPS DODGE ALUMIN MADISON IL	25.0	1.69	1.00														00185302
1969		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
1231		.PHOENIX DIE CAST BUFFALO NY	1.00	1.18	1.00														00185310
1039		.POMONA DIECAST POMONA CA				.207		.107								.100			00247286
1176		.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
1231		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
1834		.PAD NET FUNNAGE SCHAUBURG ILL	.161	.107	.161														00183989
1138		.PUGET DIE CAST DES PLAINES IL	4.00																00162612
1138		.RACINE HYDRAUL ZANESVILLE OH	2.00	1.18	2.00	5.46				5.46									10069925
1134		.REACTIVE METALS ASHTABULA OH	1.00	.859	1.00	.318		.318											10066654
1230		.RESINA CORP RAHWAY NJ	3.00	5.67	3.00														10066972
1134		.REX CHAINBELT HAVNA CHICAGO IL				.645								.100		.545			10036712
1134		.REYNOLDS METALS MC GOOK 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
1856		.RIDGE FOUNDRY SAN LEANDRO CA	8.00	6.39	8.00														10068169
1230		.L S ROCKEFELLER NEW LONDON CT		.318															00233978
1230		L S ROCKEFELLER BRONX NY				.832					.432	.400							00255351
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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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. / MAT. GRP. GP.
		PYDRAUL F-9 A															01	71A	4550-009-1
1230		.SANDRIK STEEL FAIRLAWN NJ	5.00	.590	5.00														00137170
1230		.SANDVIK STEEL INC FAIRLAWN NJ				.552	.552												00530138
1131		.SCHROEDER BROTHERS MCKEES PA				1.10		1.10											00240886
1022		.SOUTHERN NATR GAS ANNISTON AL				.100											.100		00181129
1450		.SOUTHWEST IND EQUIP HOUSTON TX		.590															00223326
1153		.VICKERS INC DIV TROY MIC				.150											.150		10066698
1230		.AMOCO CHEM NEW CASTLE DE				1.65				1.10					.55				00253480
1338		AMOCO CHEM ALVIN TX				2.67						.20	.58			.25	.55	1.09	00259306
1230		AVISUN CORP NEW CASTLE DE	2.00	1.18	2.00														10007658
		PARENT CUST. TOT-STANDARD OIL OF	2.00	1.18	2.00	4.32				1.10		.20	.58		.55	.25	.55	1.09	00046965
1230		.ENJAY FIBER & LAM ODENTON MD		1.14															10026423
1932		.STAR FIBERS INC EDGEFIELD S C				.545											.545		00218642
1230		.STAUFFER CHEM DOBBS FERRY NY				.150								.150					10075602
1039		.SHEDLOW GARDEN GROVE CA		.054															10077311
1136		.SYLVESTER ENTRPRIS CLEVELND OH		.107															00165361
1126		.TAYLOR WINFIELD CORP WARREN OH				.545												.545	10078032
1136		.TELEDYNE OHIO STEEL LIMA OH		1.10															10056996
1134		.THOMAS IND SHEBOYGAN WISC	2.00	1.10	2.00	3.83		.552	.552			.545	.545		.545	.545	.545		10077837
1453		.TUMKINS-JOHNSON JACKSON MI	1.50	1.10	1.50	3.83				1.10			.55			1.09	1.09		10060355
1132		TRANSUE & WNG STEEL ALLIANCE OH	3.00	2.36	2.00	3.00			2.[illegible]					1.09					10080386
1230		.UNIMATION INC DANBURY CT		1.10															00245585
1133		.UNION CARBIDE PADUCAH KY	100	3.54	10.0	8.76			2.76	2.73							3.27		00141909
1230		UNION CAR UC BOUND BROOK N J		.552		1.64			.552					.545		.545			10061823
		PARENT CUST. TOT-UNION CARBIDE C	100	4.09	10.0	10.4			3.31	2.73				.55		.55	3.27		00045705
1130		.UNION HALLIABLE ASHLAND OH	2.00	3.46	2.00	7.10				1.10			.55		1.64		3.82		10082048
1639		.CULLIER CARBON CALLENDER CA	1.00	1.07	1.00														10017742
1974		.UNIROYAL INC ARDMORE OKLAHOME		1.10															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			1.10								1.64		10083400
1039		.UNITED STATES BORAX BORON CAL	1.00	1.73	1.00														10083710
1230		.US PIPE BURLINGTON NJ	6.00	2.95	6.00	2.73								2.73					10084831
1023		.U S NAVY CHERRYPOINT NC		.552															10083974
1270		U S NAVY BOSTON MASS				.545								.545					00262749
		PARENT CUST. TOT-U S GOVT WASHIN		.552		.545								.545					10084733
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-

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. GRP. GP.
		PYDRAUL F-9 A															01171A		4550-009-1
1138		.U S STEEL YOUNGSTOWN OHIO	10.0	7.59	10.0	9.28				1.10	1.09							1.09	10085287 00143227
1230		UNITED STATES STEE FAIRLESS PA	10.0															10.9	10085268 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 DAYTON 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						
1230		.VALLEY METALLURGICAL ESSEX CT		.429															10085934 00183571
1130		.VAUGHN MACHINE CYUAHOGA FAL OH		.161															00256102
1230		.V A W OF AMERICA ELLENVILLE NY				.545					.545								00262714
1230		.VECTRA CORP CDENTON MD				.545								.545					00265128
1130		.GELOTEX CORP LAGRON IN				1.09									1.09				10087767
1134		.NAWSCO IND WHEELING ILL				2.41	1.86			.55									00206539
1134		.NAUPAGA FOUNDRY NAUPAGA MISS	2.00	2.38	2.00	1.09											1.09		00233700
1153		.NEIL MCLAIN MICHIGAN CITY IN		.590		.545									.545				00246371
1134		.STEAN ARCADIA CHICAGO IL				1.09					1.09								10088944
1134		.WESTERN FELT WORKS CHCO IL	2.00	3.39	2.00														00235482
1036		.WESTERN OVERHEAD PORTLAND OR		1.14									.100						00145336
1131		.WESTINGHOUSE W MIF WEST MIF PA				.100													00222607
1178		.WESTVACO CORP WICKCLIFFE KY				.102			.102						.545				00220019
1968		.WICHTA FLS ENDRY WICHTA FLS TX				.545									.545				00251069
1230		.WILEY CORK WILMINGTON DE				1.10			.552										10090806
1131		.K K WILSON DIV ARCADE N Y		.590															00221287
1230		.WOOD PRESERVERS WARSAW VA		.161															10092434
1966		.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-
		CS TOT MAJOR PYDRAUL F-9A LB	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	
		PYDRAUL 150-A															01899A		4591-151-
1230		.AIROYAL COMPANY LINDEN NJ		1.53															00185590
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			10002897
1968		ALUMINUM CO POINT COMFORT TX	15.0	11.2	10.0	11.2	1.53	4.07				2.53		2.02				1.01	10002907
1968		ALUMINUM CO SANDOW TX		.094															10002923
1030		ALUMINUM CO MALAGA WA	25.0	23.9	25.0	20.3	2.55	2.55		5.09	5.05				5.05				10002958
		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						00109665

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-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 / MAN.GEO.GP.
		PYDRAUL 150-A															01899A		4591-151-1
1976		.ANHEUSER BUSCH MIAMI FLA				.470						.470							00195711
1829		.ARMCO STEEL PORT HUENEME CALIF	25.0		25.0														00195602
1978		ARMCO STEEL ASHLAND KY				4.07		1.53	2.55										10006171
1933		ARMCO STEEL KANSAS CITY MO		76.4		79.6		20.4			19.8	24.2				15.2			10006198
1978		ARMCO STEEL HAMILTON OH	1.00	1.07	1.00	1.50	.376					.376			.752				10006201
1974		ARMCO STEEL SAND SPRINGS OK	10.0		10.0														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										00162833
1968		ASHLAND CHEM CO NEW IBERIA LA		2.04										.505					00142301
1950		ASHLAND CHEM CO UNITED LA				.505													10083265
		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								10001232
1039		.BALL BROS EL MONTE CA		.509															10008123
1136		.BALL BROS MUNCIE IL	.750	.509	.750														10008115
1932		BALL BROS ASHVILLE NC		.471															10008107
		PARENT CUST. TOT-BALL BROS MUNCI	.750	1.49	.750														10058093
1836		.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					10009979
1836		.BOEING CO AIRP DIV EVERETT WAS	3.00	2.04	3.00														00153355
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
1152		.CARBORUNDUM NEW CARLISLE IN	10.0	2.55	10.0														00233366
1230		.CARPENTER TECHNOLOGY READING PA	2.00	2.55	2.00														00231207
1136		.CAWTHON MECHANG GALION OH		1.53															00227714
1136		.CUMM FILTERS LEBANON IND		.188															10018138
1134		.CONTINENTAL CAN CHICAGO ILL		.502															10018700
1230		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														00183350
1958		.CONTINENTAL-EMSCO HOUSTON TX	4.00		4.00														00115150
1136		.CONTINENTAL STEEL KOKOMO IND	1.00	3.05	1.00	2.03	1.02										1.01		10019338
1230		.DRAVO CORP READING PA				.505							.505						00239333
1178		.E I DU PONT DE LOUISVILLE KY	.600	.236	.600	.235		.235											10023726
1178		.E I DU PONT DE CIRCLEVILLE OH	.500	1.53	.500														10023947
1932		EI DUPONT LUGOFF SC				1.01												1.01	00272345
1932		E I DUPONT WIMONA S C	.200	.188	.200														00166406

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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 / MAR. GRP. CO
		PYORAUL 150-A															01899A		4591-151-
1960		E I DU PONT DE BEAUMONT TX				.094								.094					10024021
1960		E I DUPONT DENEMOU LA PORTE TX	5.00	11.2	5.00	3.05		3.05											00152525
1960		E I DUPONT NEMOURS STRANG TX	7.00	13.2	7.00														10024072
		PARENT CUST. TOT-E I DU PONT DE	13.3	26.4	13.3	1.72		2.82						.09				1.01	10023564
1101		.DUQUESNE LIGHT GREENSBORO PA				.141						.141							10024224
1960		.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		.BOOTE MINERAL CO KEOKUK IA	17.0	13.2	17.0	14.2	2.04		2.04			2.02	2.02		4.04			2.02	10028940
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		10327023
		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
1968		GARDNER DENVER CO DALLAS TX				.235								.235					00262654
		PARENT CUST. TOT-GARDNER DENVER				.517								.235				.282	00227730
1170		.GENERAL SHALE MOORESVILLE IN		.047															00220222
1260		.AEROJET LIQ ROKT SACRAMENTO CA	2.30	1.88	2.30														00230421
1968		.GLOBAL SUPPLY HOUSTON TX	2.00	3.05	2.00	5.07	1.02					1.01	3.04						00219800
1133		.GRANITE CITY STEEL GR CITY IL	50.0																10035236
1033		.GREAT LAKES CARBON ST LOUIS MO	5.00	7.61	5.00	3.05		2.04		1.02									10035414
1968		.AP GREEN REFR SULPHUR SPRNG TX		.094		.094					.094								00183520
1134		.GOOTS & HACKING WK CHICAGO IL	.764	.509	.764														00223476
1968		.HELMERICH & PAYNE ORANGE TX	1.80		1.80														00167533
1230		.HERCULES INC RADFORD VA				.141										.141			00123919
1968		.HOUSTON SYSTEMS HOUSTON TX	30.0	1.53	30.0														00230634
1134		.INLAND STL I COLD STRP E CH IN	108	105	100	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
1839		.INTERMARINE SERVICES SANPED CA				4.07		4.07											00249653
1968		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

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJ. GRP. GP
		PYDRAUL 150-A															01809A		4591-151-
1960		.INTL TOOL & SUPPLY HOUSTON TX				4.05			1.02					3.03					00244732
1936		.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
1134		.KEYSTONE STEEL PEORIA IL	130	50.9	130	94.3	19.3	15.3	15.3					24.2				24.2	10044251
1124		.KOPPERS CO INC EAST CHICAGO IN		1.02															C0186422
1133		.LACLEDE GAS CO ST LOUIS MO	.300	.282	.300	.470			.141				.094		.094	.141			10045061
1133		.LACLEDE STEEL CO ALTON IL	130	91.6	80.0	12.7		12.7											10043088
1952		.LOCKHEED-GEORGIA MARIETTA GA	.400	.509	.400														10040750
1124		.MASTEN CORP ARLINGTON HTS IL	.700	1.02	.700														10049156
1173		.F W MEANS CO LEXINGTO KY		.509															00129631
1969		.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
1131		.MONTGOMERY ELLVAT HERMIN PA		5.09		1.02	1.02												00232297
1124		.NEFCO FILTER STOUGHTON MI				.094	.094												00248975
1134		.NORTHWESTERN STEEL STERLING IL	63.0	35.6	63.0														00181814
1176		.NOVAMONT CORP KENOVA WV	1.00	1.07	1.00	2.03				1.02			1.01						10058597
1134		~~.OLEAR WESTERN GLASS LINCOLN ILL~~		.509															00155810
1968		.OCEAN DRILL NEW ORLEANS LA	1.00	1.02	1.00														00235776
1960		.OCEAN DRILL & EXPLO HOUSTON TX	10.0	18.8	10.0														00227552
1170		.OHIO ENERGY SYSTEMS COLUMBU OH				.094										.094			00266132
1128		.ORNET CORP CNCL OH	10.0	1.53	10.0	9.61		1.53			1.01	3.03	4.04						10059585
1133		.OWENS INDUSTRIES KANSAS CTY MO				.505						.505							00259829
1230		.TWN OF OYST CAN LLD BETHPGE NY		1.02															00216653
1953		.PETROLEUM DIST BEAUMONT TX				1.52	1.52												00247650
1968		PETROLEUM DIST SABINE PASS TX		3.05															00245011
		PARENT CUST. TOT-PETROLEUM DIST		3.05		1.52	1.52												00093750
1230		.PHELPS DODGE LAUREL HILL NY				1.02	1.02												10062454
1230		PHELPS DODGE MASPETH NY				.509					.509								10062462
		PARENT CUST. TOT-PHELPS DODGE CO				1.53	1.02				.51								00044989
1968		.PALMER MIDSTREAM PT ARTHUR TX	15.0	5.09	15.0														00181471
1134		.PIPING SYSTEMS LANSING IL	.141	.094	.141														00182664
1932		.PITTSBURG DEMOINES MARIETTA GA		.509															00214159
1134		.PITTS PLATE GL TIPTON PA		.047															10063351
1153		.PRICE BROS CLARKSON MI				5.58	.51	3.05					2.02						10064539
1138		.QUALITY CASTINGS C ORRVILLE OH				2.03			.51		1.02					.51			00134996
1169		.QUTO CONTROL LAB LOS ANGELS CA				1.02			1.02										00253367
1134		.RALSTON PURINA OTTUMWA IA				2.03						1.02						1.01	00259284
1136		.REACTIVE METALS NILES OH		2.55															00135437
1134		.REDFIELD BRICK RED REDFIELD IA	.100	.094	.100														00135496
1155		.REMCO HYDRAULICS WILLITS CALIF	5.00	6.11	5.00														00181501
1952		.REPUBLIC STEEL ALABAMA CTY AL	40.0	9.16	10.0														10067421
1134		REPUBLIC STEEL CO2 SOUTH BE IL		10.2															00135844

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.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. I.D./ MAR.GTD.GP.
		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
1139		REPUBLIC SUPPL LONG BEACH CA	6.00	4.31	6.00	1.52							1.52						00176230
		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		.RICHTEX CORP COLUMBIA SC				.094				.094									00255858
1932		.RUANE ELECTRIC FRN ROCKWOOD TN		5.09		7.09	2.55				3.54			1.01				2.02	00185329
1131		.RUBINSON VET ZELIENOPLE PA	1.00	1.53	1.00														10068392
1134		.RODGERS HYDRAUL GRANITE FLS MN				3.03							3.03						00136379
1153		.RUCKER CONTROL SUP BERKELEY CA				13.6										2.0		11.6	00136840
1156		RUCKER CO BERKELEY CA		1.02															10069890
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
1139		.SANTA FE MARINE PT HUENEME CA	2.00	2.55	2.00														00177202
1139		.SANTA FE MARINE SANTA BARBR CA				2.02					2.02								00256374
1178		.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	5.56										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
1139		.SHELL OIL CO DOMINQUEZ CALIF				1.02	1.02												00155640
1139		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
1968		.HUMBLE OIL BAYTOWN 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
1138		.STEEL IMPROVEMENT CLEVELAND OH	2.00	14.3	2.00	5.58		2.55									3.03		00226858
1968		.JOE STINE INC WILLITTS CALIF		3.55															00182494
1969		JOE STINE HOUSTON TX		19.9															00094684
		PARENT CUST. TOT-JOE STINE HOUST		23.4															00094684
1968		.SUPERIOR IRONWORKS HARVEY LA		2.55															00182915
1974		.TENNESSEE FORG STEEL NEWPT AR				5.05												5.05	00247455
1932		.TENN METALLURG CORP KIMBLE TN		.509															00168122

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MAG	SIC PER	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 / MAT.GRD GP
		PYGRAUL 150-A															01899A		4591-151-1
1974		.TEXAS STEEL FORTWORTH TX				1.02			1.02										00152461
1936		.THIOKOL CHEM THIOKOL UTAH				.505											.505		00236736
1032		.TOLEDO ENGINEER NASHVILLE TN		1.02															00230030
1133		.UNION CARBIDE PADUCAH KY		3.05															00141909
1134		.UNION CARBIDE MINNEAPOLIS MN		.094															00231793
1032		UNION CAR - NUC OAKRIDGE TENN				1.01						1.01							10081971
1032		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					00262528
1200		.UNITED AIRLINES NEWARK NJ		.509															10082935
1374		.UNITED CLAY PIPE SEWICKLE CK		.094															00227099
1500		.UNIVERSAL MFG HENDERNHALL NS	.600	.509	.600														10065543
1032		.UNITED STATES FOUND BIRMING AL	5.00																10084365
1732		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
1230		US PIPE BURLINGTON NJ	7.00	6.11	7.00	6.08						3.05					3.03		10084381
		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
0623		.NAINL ADVISORY COM HAMPTON VA		1.53		1.52									1.52				00142581
1178		TENNESSEE VALLEY CRAKESBORO 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
1932		U S STEEL FAIRFIELD ALABAMA	6.00		6.00	2.03		1.02									1.01		10085357
1934		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 PA				.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
1938		UNITED STATES STL HOUSTON TX	100	2.04	50.0														00170224
1939		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		.WADCO CORP RICHLAND WASH				3.03									3.03				00264431
1935		.WESTERN GEAR CORP EVERETT WA				.329							.188	.141					10088852
1131		.WHEELING PITT ST WINGO JUNT OH		1.02															10090253
1131		WHEELING STEEL STEUBENVILLE OH		1.02															00094005

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MAJ 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. / MAJR GRD-GP.
																			00047082
		PARENT CUST. TOT-WHEELING STEEL		2.04															
																	01899A		4591-151-1
		PYDRAUL 150-A																	00237489
1134		.WHITING CORP S MILWAUKEE WI		3.09															00827412
1134		.YOUNGSTOWN SHEET E CHICAGO IN	10.0	6.09	10.0								7.58	3.54					00231924
1468		.ZAPATA OFFSHORE CO HOUSTON TX	2.50	2.55	2.50	16.2	5.09												
		TOTAL PRODUCT * * * * * * * LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	4591-151-1
		10 TOT MAJOR PYDRAUL 150A LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	
																	00505A		4595-200-1
		PYDRAUL A 200																	10000386
1131		.ABEX CORP HEADVILLE PA	3.50	5.81	3.50	1.29	1.29												10000475
1153		.ACHESON COLLOIDS PORT HURON MI		.295															00184721
1839		.AGRI CRAFT CO INC CAMARILLO CA		.059															10002788
1130		.ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002877
1230		ALUMINUM CO CRESSONA PA	13.6	9.68	13.6	3.23	3.23												10002958
1038		ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002966
1036		ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														
		PARENT CUST. TOT-ALUMINUM CO OF	108	75.5	108	3.23	3.23												00045063
																			00184756
1138		.AMIXTER GENERAL PENNISCLA OH		.645															10006171
1178		.ARMCO STEEL ASHLAND KY	40.0	40.0	40.0	6.45	6.45												10006228
1178		ARMCO STEEL MIDDLETOWN OH	150	143	150	23.0	23.0												
		PARENT CUST. TOT-ARMCO STEEL MID	190	183	190	29.5	29.5												10006228
																			00237337
1153		.BENDIX CORP SOUTHFIELD MI		1.94															00111430
1131		BENDIX CORP ROCHESTER NY	1.00	4.28	1.00														10009278
1230		BENDIX CORP SIDNEY NY	12.0		12.0														
		PARENT CUST. TOT-BENDIX CORP DET	13.0	6.22	13.0														00045551
																			10009596
1836		.BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10009936
1230		.BLACK AND DECKER LANCASTER PA	3.50	1.29	3.50														10081785
1136		.CABOT STELLITE DIV KOKOMO IN	30.0	36.1	30.0	7.74			7.74										00247480
1133		.CHEMICAL METALS ALTON IL	6.00		6.00														00170578
1153		.CITY CONTROLLER DETROIT MICH		15.5		2.65	2.65							.118					10017327
1133		.CLYDE EQUIPMENT CO ST LOUIS MO		.118		.118													00114642
1134		.COLLIN RADIO CEDAR RA IA		.645						1.29									00243523
1270		.COLSON CO SOMERVILLE MA		1.94		1.29													

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ORGANIC DIVISION STUDY
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PAG	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES YTD FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJR GRO.GP.
		PYDRAUL A 200															00505A		4555-200-11
																			00218309
1170		.COLT INDUSTR ELIZABETHTOWN KY	1.30																00152439
1230		.CONSOLIDATED EDISN ASTORIA NY	3.00	2.58	3.00	5.16	5.16												00115614
1238		.W F CURLEE MFG CO HOUSTON TX	1.00	.645	1.00														00[illegible]029
1230		.DANA CORP POTTSTOWN PA	18.0	18.2	18.0														10021170
1178		.J H DAY CINCINNATI OH	1.00	.645	1.00														10021650
1134		.DELTA DIE CASTING ADDISON IL	16.5	16.1	16.5	1.29	1.29												00226971
1131		.DIAMOND SHAMROCK BELLE WV		.118															00230333
1230		.DRAVO CORP READING PA		.645															00158771
1958		.DRESSER INDUST HOUSTON TX	3.00	.177	.200														00254878
1866		.DURRUM INSTRUMENTS PALOALTO CA				.177				.177									10025163
1853		.EATON YALE - TOYNE DTL CRK HI	3.00	1.94	3.00	.645	.645												10000670
1932		.BEAUNIT FIBERS CHILDERSBRGH AL	5.00	7.10	5.00	1.94			1.94										00111236
1932		BEAUNIT FIBERS TRIANGLE NC	4.00		4.00														
		PARENT CUST. TOT-EL PASO NATURAL	9.00	7.10	9.00	1.94			1.94										10025532
																			10026091
1133		.EMERSON ELEC ST LOUIS MO	1.50	1.29	1.50														10032652
1138		.G4-DELCO RADIO KOKOMO IN																	10032849
1131		G4-CHEVROLET BUFFALO NY	50.0	77.7	50.0	8.95	8.95												10032717
1273		G4-CHEVROLET ROSSEVELTOWN NY	250	368	250														10032733
1131		G4-CHEVROLET TONAWONDA NY	5.00	3.23	5.00	3.23		3.23											
		PARENT CUST. TOT-GENERAL MOTORS	305	449	305	12.2	8.95	3.23											00157279
																			00156973
1239		.GENERAL CAST JEFFERSON VALLEYN	.700	.645	.700														00235024
1938		.GULF COAST ALUMINUM LK CHAS LA	20.0	25.8	20.0	9.68	6.45	3.23											10036747
1836		.HANNA NICKLE SMELT RIDGE OR	30.0	36.1	30.0	15.5	5.16	5.16	5.16										00197009
1974		.HOOKER CHEMICAL COLUMBUS MISS	1.20	1.29	1.20														00165039
1866		.HUGLE INDUSTRIES SUNNYVALE CAL	1.00	.645	1.00														10341032
1866		.IAN CORP SAN JOSE CA				.059		.059											00160068
1233		.JADE CORP BETHAYRES PA	1.00	.645	1.00														00232157
1153		.JULIAN ALUM FOUNDRY DETROIT MI		.645															00213047
1866		.KAISER ALUM & CH PLEASANTON CA	1.00	2.58	1.00	1.29				1.29									10043379
1836		KAISER ALUM MEAD WA		2.58															00154295
1836		KAISER ALUM-CHEM TACOMA WASH	8.00	6.45	8.00	1.29			1.29										10043336
1836		KAISER ALUM TRENTWOOD WA	20.0	12.9	20.0														
		PARENT CUST. TOT-KAISER INDUST P	29.0	19.4	29.0	2.58			1.29	1.29									00045616
																			10043557
1836		.KANECKI CHEM WENAT WASH	8.00	6.45	8.00														00219266
1131		.MW KELLOGG CO WILLIAMSPORT PA	1.00	.645	1.00														10043859
1131		.KENNAMETAL LATROBE PA	2.00	1.29	2.00														10046238
1153		.LIBBY OWENS TOLEDO OH	2.00	5.16	2.00														10046680
1839		.LOCKHEED AIRCRAFT REDLANDS CA	3.00	2.58	3.00														

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PLAN 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
	PYDRAUL A 200															00505A		4595-200-1
1829	.TOLO INC SANTA ANACA				.645	.645												00140910
1968	.U S A F KELLY A F BASE TX		1.94															00246255
1939	.VERSAFORM INDUSTR GARDENA CA	4.00	2.58	4.00														00182992
1133	.WEST PENN POWER SPRGDALE PA	3.00	2.58	3.00	1.94	1.94		1.94	1.94									10088496
	TOTAL PRODUCT * * * * * * * LB	2122	2026	2118	197	163	12	19	1	2	2							4595-200-1
	PYDRAUL A-200B															01828A		4555-300-1
1131	.ADEX CORP MEADVILLE PA				4.87		1.08		1.09			1.08			.54		1.08	10000386
1138	.ALUMINUM CO LAFAYETTE IN				31.9			3.24	5.43	2.71	5.41	5.41		6.49			3.25	10002739
1230	ALUMINUM CO CRESSONA PA				10.8	.54				5.42		2.16			2.71			10002877
1136	ALUMINUM CO MALAGA WA				.541					.541								10002958
1036	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
1178	.AMERICAN MFG CO GREENSBURG IN				.100										.100			00284113
1134	.ANCHOR COUPLING CO LIBERTYV IL				.050							.050						00065665
1178	.ARMCO STEEL ASHLAND KY				16.2						8.12	5.41				2.71		10006171
1178	ARMCO STEEL MIDDLETOWN OH				80.0				19.5	20.7		19.8	20.0					10006228
	PARENT CUST. TOT-ARMCO STEEL MID				96.2				19.5	20.7	8.1	25.2	20.0			2.7		10006228
1134	.BABBER DIE & TOOL OSHKOSH WI				2.71										2.71			00266353
1939	.BARON-BLAKESLEE SANTA FE SP CA				.200								.200					00262633
1131	.BENDIX CORP ROCHESTER NY				13.3	1.94		.50								7.57	3.30	00111430
1230	BENDIX CORP SIDNEY NY				21.6							21.6						10005273
	PARENT CUST. TOT-BENDIX CORP DET				34.9	1.9		.5				21.6				7.6	3.3	00045551
1036	.BETHLEHEM STEEL SEATTLE WA				8.11				2.70						2.71	2.71		10009596
1230	.BLACK AND DECKER LANCASTER PA				5.40			3.24					1.08			1.08		10009936
1153	.CITY CONTROLLER DETROIT MICH				4.34				2.17					2.16				00176578
1230	.DANA CORP POTTSTOWN PA				10.8				2.72			2.71	5.41					00089029
1134	.DELTA DIE CASTING ADDISON IL				16.2		1.08	1.62	3.26	1.08	1.08	2.16	2.16	2.16	1.62			10027850
1732	.BEAUNIT FIBERS CHILDERSBURGH AL				2.16						1.62	.54						10006670
1133	.EMERSON ELEC ST LOUIS MO				.541												.541	10026091
1153	.FORD MOTOR DEARBORN MICH				.541												.541	00118990
1153	.GM-PROVING GROUNDS MILFORD MI				3.79							.54			2.16	1.08		10032741
1131	GM-CHEVROLET BUFFALO NY				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-DELCO PRODUCTS ROCHESTER NY				25.9	25.9												00239313
1273	GM-CHEVROLET ROSSEVELTOWN NY		37.8		51.5	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
1131	GM-CHEVROLET TONAWONDA NY				51.4		2.7		5.4		2.7	5.4		5.4	5.4	16.2	8.1	10032733

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

C	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-GRO-GP.
		PARENT CUST. TOT-GENERAL MOTORS		37.8		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
																	01828A		4555-300-1
		PYDRAUL A-200B																	
1237		.GENERAL CAST JEFFERSON VALLEYN				4.33			1.08			1.08			1.08			1.08	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 SMELT 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			00197000
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 INDUST'P				5.95									.54	5.41			00045616
																			10043557
1[illegible]		.KANECKI CHEM MENAT NASH				1.09				1.09									10046068
1[illegible]		.LESTER ENGINEERING CLEV OH				2.16				2.16									00127030
1[illegible]		.LOUDEN DIV FAIRFIEL IA				.400			.400										00256803
1[illegible]		.MAGMA COPPER SAN MANUEL ARIZ				3.79					1.08				2.70				10048397
1[illegible]		.NARCO MFG CO DRAULEY IL				.645		.645											10049628
1[illegible]		.MC GRAW EDISON JEFF CITY MO				16.2				4.33			1.08	3.25	2.16	2.16	2.16	1.08	00250449
1[illegible]		MCGRAW EDISON TUPELO MS				1.08		1.08											
		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
																			10062730
1[illegible]		.DILICAST COMPANY TOLEDO OH				6.50			1.62	1.63		1.62			1.62				00[illegible]2194
1[illegible]		.SKELLY OIL DORGER TEXAS				.541						.541							100[illegible]3393
1960		SKELLY OIL SKELLYTOWN TX				.836				.295				.541					
		PARENT CUST. TOT-MISSION CORP WI				1.38				.295		.541		.541					00046043
																			00264954
1[illegible]		.MILLMAN MACHINE GREENSBORO NC				.841									.300	.541		.541	10054279
1[illegible]		.NORTHERN MALL IRON ST PAUL MN				1.08								.541					10058775
1[illegible]		.OAK MFG LOS ANGELES CA				.541										.541			10059674
1[illegible]		.OSWEGO CASTING OSWEGO NY				1.94	1.94												10030331
1[illegible]		.GALE PROD CO GALESBURG IL				89.8				8.7	8.1		8.1	8.1	16.2	16.2	8.1	16.2	10042976
11034		JOHNSON MOTORS WAUKEGAN IL		10.8		924		104	113	159	77	80	78	41	125	40	68	40	
		PARENT CUST. TOT-OUTBOARD MARINE		10.8		1013		104	113	167	85	80	86	49	141	56	76	56	00044873
																			00260754
1[illegible]		.PERFECTION HEAT TREAT CHICA IL				1.62							.541			.541		.541	10061903
1[illegible]		.PERFECTION TOOL CHICAGO IL				.540		.540											00140783
1960		.THOMPSON-HAYWARD FRESNO CA				.541								.541		.541			10071704
1[illegible]		.SEALRITE CO INC KAN CITY KS				.541													10040507
1[illegible]		.PRESCOLITE-ITCO EL DORADO AR				.543				.543			2.16					1.08	00252220
1230		.READING METALS READING PA				3.24													

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

A C	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. I.D. / MAJR.GRO.GP.
																	01828A		4555-300-11
		PYDRAUL A-200B																	
						.540		.540											00136352
1131		.ROCKWELL MFG DU BOIS PA				8.66					1.08	1.08		1.08	2.16	1.08	1.08	1.08	10070591
1132		.SANGAMO ELEC H UNION SC				2.71						1.62						1.08	00257265
1138		.STARCO DIVISION NEW BREMAN OH				1.08										1.08			10077591
1222		.SWINGLINE LONG ISL CITY NY				.541										.541			10077761
1273		.SYRACUSE DIE CAST SYRACUSE NY		.118															00242829
1[illegible]		.TELEDYNE ENGINEERING MADERA CA				.059			.059										10005705
1270		.UPJOHN CO N HAVEN CONNECTICUT				8.66				2.17		1.08	1.08		1.08	1.62	1.62		10088495
1131		.WEST PENN POWER SPNGDALE PA				.541										.541			00286140
1970		.WESTINGHOUSE TAMPA FL																	
		TOTAL PRODUCT * * * * * * * LB		48.7		2084	59	170	194	299	151	150	232	132	223	153	180	134	4555-300-11
		15 TOT MAJOR PYDRAUL A-200B LB	2122	2075	2110	2281	222	181	214	299	153	158	232	132	223	153	180	134	
																	00504A		677[illegible]-000-11
		PYDRATEK 100																	
						.100			.100										00088728
1978		.ABEX CORP COLUMBUS OHIO				.050					.050								00252735
1220		.ACME TOOL & MACHINE KEARNY NJ				.050					.050								10002087
1131		.ALLEGHENY PIPE PITTSBURGH PA				.500			.500										10003571
1270		.AMERICAN BOSCH ARMA SPRINGF MA	1.00	.800	1.00														00185161
1034		.AQUA-CHEM INC WAUKESHA WISC	.144	.096	.144														00217670
1134		.ARMOUR METAL PROD SCHAUMBURG I		.096															10006271
1434		.BARKER ROCKFORD CO ROCKFORD IL				.050			.050										00227129
1034		.JOHN S BARNES CORP ROCKFORD IL	.100		.100												.048		00230059
1864		.J BARTHOLOMEW ENG CHICAGO IL		.048		.048													10009235
1839		.BENDIX CORP N HOLLYWOOD CAL				.050		.050											00253005
1[illegible]		.CAPITAL WESTMRD PARAMOUNT CA				.048				.048									09234097
1128		.CLARK CABLE CORP CLEVELAND OH		.096															10022703
1[illegible]		.DOUGLE A PRO MANCHESTER MI				.048					.048								00227730
1[illegible]33		.GARDNER DENVER CO QUINCY IL		.050															00217026
1270		.GENERAL DYNAMICS QUINCY MA	15.0	21.3	15.0														10021405
1[illegible]		.GENERAL METALS BURBANK CAL		.055															00230421
1[illegible]		.AEROJET LIQ ROKT SACRAMENTO CA		.500														.096	00219300
1[illegible]		.GLOBAL SUPPLY HOUSTON TX				.866	.770										.048		00270030
1220		.GREER HYDRAULICS PLAINVIEW NY				.048													00249747
1[illegible]		.HARRIS SHARP CONT RALEIGH NC		.300															00230634
1[illegible]		.HOUSTON SYSTEMS HOUSTON TX	10.0	.096	10.0									.048					00244058
1[illegible]		.INTERMARINE SERVICES HOUSTN TX				.348	.150	.150											00244732
1[illegible]		.INTL TOOL & SUPPLY HOUSTON TX				.050			.050				.528						00024307
1[illegible]		.JORED INDUST TROY MICH				.328													00228524
1270		.KENNETT CORP NEWTON FALL MA		.050															00219665
1975		.INGALLS SHIPBLDG PASCAGOULA MS		3.12															00230510
1975		LITTON SYSTEMS PASCAGOULA MS	10.0	12.5	10.0	9.36	9.36												

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

S	SIC NUMBER	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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 / MAT. GRO. GP.
		PARENT CUST. TOT-LITTON IND BEVE	10.0	15.7	10.0	9.36	9.36												00044620
		PYDRATEK 100															00504A		6770-000-11
	2230	.NEWPORT NEWS SHIP NEWPT NS VA				4.26									3.22	4.16	3.12-		10057655
	1834	.DATMAN MILLER KACH HAMMOND IN		.050															00210730
	1834	.PARKER HANNEFIN DES PLAINES IL	.225	.150	.225														00209163
	1835	.REPUBLIC SUPPL LONG BEACH CA		.050		.048							.048						00176230
	1834	.CHERRY BURRELL CEDAR RAPIDS IA		.050															00150886
	1868	.RUCKER CONTROL SUP BERKELEY CA				.520										.520			00135340
	1868	RUCKER CO BERKELEY CA	2.00	1.04	2.00														10069800
	1868	RUCKER CNTRL SYS BEAUMONT TX	1.00		1.00	1.56	.520				.520					.520			00230931
		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	.SCHIEFDECKS INDUST COLORADO CO				.048	.048												00137324
	1838	.SHAFFER TOOL WORKS BEAUMONT TX		.246															00235238
	1879	.SHEFFER CORPORATIO CINCINNA OH				.050			.050										00137669
	1820	.VICKERS INC BENSENVILLE IL		.048															10036701
	1853	VICKERS INC DIV FERNDALE MI		.050															10086671
		PARENT CUST. TOT-SPERRY RAND NYC		.098															00045217
	1968	.JOE STINE HOUSTON TX		.271															00094684
	1906	.SUPERIOR IRONWORKS HARVEY LA		.144															00182915
	1930	.TEST INSTITUTE CO CLEVELAND OH		.096															00183881
	1133	.UNIDYNAMICS FREDRICKTOWNMO		.520															00244287
	1132	.UNIDYNAMICS ST LOUIS MO	1.00		1.00														00247502
	1158	.U S NAVY HUNTERS POINT CAL		.520															10084156
	1158	U S NAVY SAN FRANCISCO CALIF				.520												.520	10084164
		PARENT CUST. TOT-U S GOVT WASHIN		.520		.520												.520	10084733
	1831	.WALWORTH CO SO GREENSBURG PA				.288						.288							00207683
	1830	.WESTERN GEAR CORP EVERETT WA	1.50	3.68	1.50														10068852
	1835	.WYATT & KIPPER FABR SEATTLE WA				.400				.400									00197726
		TOTAL PRODUCT * * * * * * * LB	42.0	46.2	42.0	19.8	10.8	.2	.8	.4	.7	.3	.6		3.2	5.2	3.0-	.6	6770-000-11
		PYDRAUL AC-A															01740A		6756-000-11
	2232	.AIR PRODUCTS & CHEM ALLENT PA	385		96.0													2.34	00222054
	1831	AIR PRODUCTS CREIGHTON PA	13.0	11.4	13.0	8.24	2.95		2.95										00176039
		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-

M G.	SLS REP	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.	CUST. ID / MAR. GPO GP.
		PYDRAUL AC-A															017	0A	6756-000-1
1139		.AIRCO CHEM LORAIN OH		.113		.494		.113			.165						.216		00226221
1139		.ARNOLD ENGINEER FULLERTON CA		.113															00110124
1976		.ALTON BOX BOARD JACKSNVLE FL	3.00	5.43	3.00	3.53			1.77							1.76			10002745
1966		.AMERICAN CAN MODESTO CA	.350	.281	.350	.110							.110						00088601
1139		.AMERICAN CHEM LONG BEACH CA				.586					.586								00225184
1152		.AMERICAN CORP SANTA FE SPGS CA				.110				.110									00254335
1134		.AMERICAN GILSNT GILSONITE COL		.165															00175620
1136		.ANACONDA CO BUTTE MT	1.00	1.20	1.00	.590		.590											00206709
1136		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	00045179
1134		.ANCHOR COUPLING CO LIBERTYV IL				.054							.054						00109665
1134		.ARGONNE NALT LABS ARGONNE ILL	1.50	2.36	1.50														00161498
1131		.AMCO STEEL ALBRIDGE PA	7.00	3.05	7.00	5.86	2.95										2.93		10006252
1974		.ARNOLD AIR DRILLIN FORT SMI AR	.900	.565	.900	.330									.330				00110116
1134		.ASSOCIATED WICK PROD ROCHES MN	.250	.170	.250	.327	.165						.162						00181935
1132		.ATLANTA GAS LIGHT RIVRDALE GA		.610		.586											.586		10007046
1139		.ATLANTIC RICHFIELD TUPMAN CA				1.18								1.18					00110574
1132		.ATLANTIC RICHFIELD GILLETTE WY				.216							.108				.108		00260566
1134		.A J BAXTER CO DEER RIVER MN		.165															00242349
1134		A J BAXTER CO HALLOCK MINN	.250	.226	.250														00180726
		PARENT CUST. TOT-A J BAXTER CO R	.250	.391	.250														00111163
1139		.DELRIDGE 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				10009138
1273		.BENDIX CORP UTICA N Y	8.50	9.15	8.50	1.22		1.22											10009197
1132		.BETHLEHEM STEEL LACKAWANNA NY	50.0																00239275
1134		.*BORDEN ILLIOPOLIS ILL				.275	.275												10010624
1230		.BOSSERT MFG UTICA NY	1.00	1.03	1.00	.586						.586							10010918
1139		.C F BRAUN ALHAMBRA CALIF		.647		.586								.586					00138441
1270		.BROWN CO BERLIN NH	.300	.283	.300														10011809
1151		.CABOT CORP WICKETT TEXAS				.586						.586							10012664
1139		.CATALINA DIVERS AVALON CA	.200	.113	.200														00113166
1133		.CITIES SERVICE HESTON KANSAS		1.10															00062340
1133		CITIES SERVICE GAS LYONS KAN				.054								.054					00086694
1133		CITIES SERVICE GAS ULYSSES KS	.250	.170	.250														00087599
1133		CITIES SERVICE GAS PAMPA TX		.220		.216										.216			10016940
1970		CITIES SER TAM AGRI TAMPA FLA	2.00	4.23	2.00	2.34					.59			1.17	.59				00185043
1133		CITIES SERVICE GAS HAZELTON KS		.112		.108							.108						00150908
1133		CITIES SERVICE GAS INDEPENKS				.119	.119												00158372
1133		CITIES SERVICE GAS WELDA KS				.110	.110												00114294

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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. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MARKETING GP.
		PYRAUL AC-A															01740A		6756-000-1
1133		CITIES SERV GAS KNOB NOSTER MO	.300	.283	.300														00186074
1074		CITIES SERVICE GAS ALVA OK	.200	.226	.200														00114316
1074		CITIES SERVICE GAS BLACKWEL OK	.300	.613	.300	.864					.324				.540				00114324
1074		CITIES SERVICE GAS MOORELAN OK	.300	.339	.300														00114332
1122		CITIES SER CO E TAMPA FL				.586											.586		10078539
1053		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
1020		COLO INTER GAS CO COLO SPR CO	.200	.170	.200														00047449
1039		COLO INTERSTATE GAS LAMAR CO	.500	1.22	.500														10017674
1033		COLO INTERSTATE GAS LAKIN KS	.500	.610	.500														10017890
		PARENT CUST. TOT-COLO INTER GAS	1.20	2.00	1.20														00047449
1131		ATLANTIC SEABOARD BEVERLY WV				.165					.165								10007274
1131		ATLANTIC SEABOARD MATHIAS WV		.110															00110500
1131		ATLANTIC SEABOARD TERRA AL WV	1.00	1.20	1.00														00110604
1131		COLUMBIA GAS HARCO KY				.586								.586					10033435
1138		COLUMBIA GAS GARRIER OH				.162												.162	00273074
1131		COLUMBIA GAS BRANCHLAND WV				.108										.108			00269387
1153		COLUMBIA GAS CHARLES WV				.108							.108						00048240
1131		COLUMBIA GAS CERRDO WV		.610															00142344
1131		COLUMBIA GAS CEDAR GROVE WV		.113		.270								.270					00104101
1132		COLUMBIA GAS GLENVILLE WV				.110	.110												00170933
1131		COLUMBIA GAS HUNTINGTON WV				.590		.590											00246096
1131		COLUMBIA GAS KERMIT WV		.110		.108												.108	00243620
1131		COLUMBIA GAS ST ALBANS WV	.270	.225	.270														00177962
1131		COLUMBIA GAS BEVERLY WV				.216												.216	00272191
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
1278		KY HYDROCARBON MAYTOWN KY				.210				.210									10044022
1136		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	4.82	.11	.59		.21	.17	1.17	.11	1.18		.69		.59	00047456
1134		COMMONWEALTH EDISO MAYWOOD IL				.108											.108		00114355
1101		CONTINENTAL CAN CLARKSBURG WV	10.0	6.10	10.0	2.93									2.93				00180025
1158		DIAMOND METALS ALLOY INDUSTONIX				.586					.586								00116122
1152		DYE SHOP MAYSHORE 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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ORGANIC DIVISION SPECIALTY PRODUCTS
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 / MAJ-GRO-GP.
		PYORAUL AC-A															01740A		6756-000-11
1968		.EL PASO NATURAL GAS EL PASO TX	30.0																10025532
1968		EL PASO NATURAL GAS MOAB UT				.162									.162				10025559
1930		EL PASO NATURAL GAS SUMAS WA		.336		.324											.324		10025567
1939		EL PASO NATURAL GA OPAL WY				.324								.324					C0117455
		PARENT CUST. TOT-EL PASO NATURAL	30.0	.336		.810								.324	.162		.324		10025532
1978		.FAIRMONT GLASS INDIANAP IN	5.00																00119281
1974		.FAN STEEL INC MUSKOGEE OKLA		.110		.109			.109										C0179574
1938		.FOSTER FORBES MARION IND	7.00																00090050
1933		.GARDNER DENVER CO QUINCY IL		.170															00227730
1974		.GEN DYNAMICS FT WORTH TX	10.0																10030019
1973		.GEN ELEC UTICA NY	1.00	.610	1.00	.586					.586								10031907
1929		.HIDEWATER OIL FELLOWS CALIF	16.0																10050053
1933		.GLEN-GERY CORP EASTCANTON OHIO	.700	1.20	.700	.586											.586		00214949
1929		.GOODYEAR AIRCRAFT LITCH PK AZ				.108											.108		10034493
1978		.W R GRACE OWENSBORO KY	1.00	1.22	1.00	.654			.330					.324					10034981
1932		W R GRACE - CO WOODSTOCK TN	5.00	9.44	5.00	18.9	4.88			7.03					7.03				10034949
		PARENT CUST. TOT-W R GRACE NEW Y	6.00	10.7	6.00	19.6	4.88		.33	7.03				.32	7.03				00045489
1933		.GREAT LAKES GAS CLARE MI	.300	.336	.300	.108							.108						00121517
1934		GREAT LAKES GAS HALLOCK MN		.275		.981			.330	.327				.324					00241148
		PARENT CUST. TOT-GREAT LAKES GAS	.300	.611	.300	1.09			.330	.327			.108	.324					00121517
1924		.GREAT LAKES TRANS DEEP RIVR MN				.054								.054					00261238
1934		.GREAT LAKES TRANS SHELVIN MN				.054								.054					00261211
1270		.HIGH VOLTAGE POWER WESTBORO MA		.610															00228060
1839		.GLASS CONTAINER LA CALIF	3.00	3.07	3.00	6.43	.59	.59	.59	.59	.59	1.10	.54		.59	.59	.59		10033713
1934		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
1953		.INGERSOLL-RAND CAMPBELLVIL KY				.110		.110											00249696
1929		.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		.339		.818		.170					.216			.216		.216	00120871
1869		GETTY OIL CO VENTURA CA	1.00	1.20	1.00	1.18	1.18												00120858
		PARENT CUST. TOT-INC CO SKOKIE I	3.00	2.58	3.00	2.44	1.18	.17	.17	.17	.11		.22			.22		.22	00054277
1975		.INTL PAP SO KRAFT MOBILE AL	1.90	1.91	1.90														10041619
1935		.ITT CANNON ELE SANTA ANA CA		.566															10042127

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PAG	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 GRP.GP
		PYDRAUL AC-A															017	40A	6756-C00-11
1134		.LADISH CO CUDAHY WISC				.108												.108	00272109
1276		.CITY OF LAKELAND LAKELAND FL	1.20	1.22	1.20	1.76		.59							1.17				00211834
1153		.MARATHON OIL CORP DETROIT MI	120	56.7	60.0	96.1		24.5			42.4				364			32.7	00151564
1839		.MCDONNEL DOUG HUNTGTN BEACH CA		.590		.590		.590											00180058
1839		MCDONNELL DOUGLAS SANTA MON CA				.590					.590								00210595
		PARENT CUST. TOT-MCDONNELL DOUGL		.590		1.18		.590			.590								10049571
1131		.NATL ELEC COIL BLUEFIELD WV	.200	.165	.200														10056454
1230		.METROPOLITAN EDISON PORTLAND P	3.00	1.83	3.00	3.53			3.54	1.77				1.76					10051924
1134		.MICHIGAN WISCONSIN BIRMINGH IA		.339															00129963
1134		MICHIGAN WISC PL LINEVILLE IA		.110															00207012
1134		MICH WIS PIPELINE SANDWICH IL	.400	.440	.400														10052114
1134		MICH WISC PIPELINE WOSTOCK IL	.200	.226	.200														10052122
1138		MICHIGAN WISC PIPE PORTLAND IN	.100	.110	.100														00129941
1134		MICH WISC PIPELINE ST JOHN IND		.223		.328	.110			.110				.108					00134384
1133		MICH WISC PIPELINE GREENSBG KS		.110		.218		.110						.108					10052173
1133		MICH WISC PIPELINE MOADE KS	.150	.113	.150														10052181
1178		MICH WISC PIPELINE MADISONVL K	.300	.283	.300														10052203
1174		MICH WISC PIPELINE DELHI LA		.165															00231452
1174		MICHIGAN WISCONSIN JENA LA		.275															00129984
1153		MICH WISC PIPELINE BIG RAP MI		.550		.540												.540	10052211
1153		MICHIGAN WISC PIPE DETROIT MI				.109				.109									00047539
1133		MICH WISC PIPELINE MAITLAND MO	.150	.110	.150	.108						.108							10052262
1174		MICH WISC PIPELINE GREENVILEMS				.103											.108		00094633
1174		MICH WISC PIPELINE SARDIS MS	.200	.226	.200	.216												.216	10052254
1174		MICHIGAN WISC PI LN GUYMON OKL		.223															00182575
1132		MICH WISC PIPELINE COTT GR TN	.200	.223	.200														10052297
		PARENT CUST. TOT-MICHIGAN WISC P	1.70	3.73	1.70	1.63	.110	.110		.219		.108		.216			.108	.756	00047538
1169		.SKELLY OIL SKELLYTOWN TX				.270									.270				10073383
1230		.MOBIL OIL BROOKLYN NY				.055				.055									10054222
1135		.MONSANTO INORG SODA SPRGS ID	1.00	.678	1.00														00094234
1139		.MONTANA POWER CUT BANK MT				.108										.108			10055063
1133		.JACK MORRIS NEODESHA KS				.586										.586			00266507
1133		.NATL CO-OP MC PHERSON KS	3.00	5.37	3.00	4.69				1.76			1.76				1.17		10050411
1230		.NATL GYPSUM GARWOOD NJ	.120	.223	.120	.108										.108			10056535
1174		.NAT GAS PIPELINE BIGGER ARK				.110									.110				00264067
1174		NAT GAS PIPELINE SEARCEY AR	.130	.113	.130	.217				.109					.108				00229253
1134		NAT GAS PIPE LINE CENTRALIA IL				.163	.055											.108	00247995
1134		NAT GAS PIPE LINE GENESEO IL				.382	.220						.162						00247987
1134		NAT GAS PIPELINE HAMMOND IL	.190	.336	.190	.108										.108			10057078
1134		NAT GAS PIPELINE JOLIET IL		.220															00233668

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

M S	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./ MAR.GRP.GP.
		PYDRAUL AC-A															01740A		6756-000-
1133		NAT GAS PIPELINE GLASCO KS				.270											.270		00270326
1133		NAT GAS PIPELINE JACKSON MO	.100	.057	.100														00234923
1960		NAT GAS PIPELINE FRITCH TX	.600	.610	.600	.586											.586		10057086
1974		NAT GAS PIPELINE LUFKIN TX				.108								.108					00261203
1936		NAT GAS PIPELINE STINNETT TX				.586												.586	10057094
		PARENT CUST. TOT-NAT GAS PIPE LI	1.02	1.34	1.02	2.53	.275			.109			.162	.108	.218	.108	.856	.694	00047570
1939		.NORTHROP COR EL NE ANAHEIM CA	.200	.170	.200	.162											.162		00213209
1978		.ORLANDO UTIL TITUSVILLE FL	1.00	1.18	1.00	.586								.586					10059569
1932		.OWENS ILL VALDOSTA GA	3.00	1.83	3.00	3.52		1.18				2.34	1.17			1.17			10059959
1133		OWENS ILLINOIS BURLEY ID				1.77	1.77												00140083
1133		OWENS ILLINOIS INC ALTON ILL	2.70	1.18	2.00	2.93					1.17			1.76					00151610
1134		OWENS ILLINOIS STREATOR IL	8.00	9.03	8.00	4.70		1.18		1.10		1.17				1.17			00155837
1138		OWENS ILLINOIS GAS CITY IN	5.00	.590		.586						.586							00240559
1153		OWENS ILLINOIS CHARLOTTE MI	1.00	.600	1.00	.586					.586								00215007
1230		OWENS ILLINOIS BRIDGETON NJ	5.00	7.32	5.00	7.71		1.22	1.22	1.17	1.17	1.17			1.76				00212292
1974		OWENS ILLINOIS WACO TX				1.18						.586			.590				00256056
1131		OWENS ILL FAIRMONT W VA	60.0																00049258
		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			10059933
1139		.PACIFIC GAS EQUIP EL MONTE CA		.113															00230383
1139		.PACIFIC LIGHTING VENTURA CA		.113															00241679
1976		.PAN AM WORLD MIAMI FL	.700	.610	.700														10060567
1133		.PANHANDLE EA PIPL DIVERNON ILL	.700	.678	.700														00210323
1133		PANHANDLE EASTERN PIPE LINE KS	1.00	.676	1.00	.820				.550				.270					00132861
1133		PANHANDLE ESTN PL PAOLA KA	1.60	1.23	1.60														00132889
		PARENT CUST. TOT-PANHANDLE EASTE	3.30	2.58	3.30	.820				.550				.270					00132861
1153		.PENN CONTROLS GOSHEN IN	1.00	.610	1.00	1.18		.590					.586						10061407
1153		.PENNWALT CORP WYANDOTTE MI	5.00	6.39	5.00	4.70	1.77				1.76					1.17			10061571
1836		PENNWALT CORP TACOMA WA	.600	.610	.600	1.20		.610									.586		00133221
		PARENT CUST. TOT-PENNWALT CORP P	5.60	7.00	5.60	5.90	1.77	.61			1.76					1.17	.59		10061636
1968		.PETROLEUM DIST CO HOUSTON TX	200	230	200	78.4		38.7			39.7								00093750
1968		PETROLEUM DIST CO ODESSA TX		5.10		38.4									38.4				00229393
		PARENT CUST. TOT-PETROLEUM DIST	200	235	200	117		38.7			39.7				38.4				00093750
1133		.PEVELY DAIRY ST LOUIS MO	.300	.335	.300	.434	.110				.108		.108					.108	10062195
1133		.PFIZER INC TERRE HAUTHE 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	10062268

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MAJ. GRP.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJ.-GRO.-GP.
		PYCRAUL AC-A															017	40A	6756-000-1
1974		PHILLIPS PETROLEUM CO SMACK AR				.108							.108						00252441
1133		PHILLIPS PET STAMPS ARK				1.17									1.17				00261664
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		00270264
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				10062643
1968		PHILLIPS PRO BORGER TX				2.34								2.34					00133787
		PARENT CUST. TOT-PHILLIPS PET BA	6.50	9.60	6.50	13.8	2.36	2.36				1.76	.11	2.45	2.94		1.87		10062659
1178		CHARMIN PAPER MEHOOPANY PA	1.00	.838	1.00	3.52		1.18			1.17							1.17	00162559
1134		CHARMIN PAPER GREEN BAY WISC	3.00	2.98	3.00	1.76				1.17								.59	00216127
1839		PROCTER-GAMBLE LONG BEACH CA	.700	.590	.700	1.18					.590						.586		10064716
1966		PROCTER GAMBLE SACRAMENTO CAL	4.00	1.33	4.00	.586								.586					00134740
1932		PROCTER - GAMBLE AUGUSTA GA	.500	.702	.500	.982	.110		.110		.108		.324			.330			00151718
1134		PROCTER AND GAMBLE CHI IL	2.60	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	00158534
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											10066158
1230		RALSTON PURINA WILMINGTON DE				.108											.108		10066093
1932		RALSTON PURINA GAINESVILLE GA		.110		.108								.108					10066059
1932		RALSTON PURINA MACON GA		.220															10066077
1134		RALSTON PURINA DAVENPORT IA	1.00	1.20	1.00	1.17						.586					.586		10066123
1834		RALSTN PURINA POCATLO ID	.400	.338	.400	.108								.108					10066190
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 OMAHA NB	.500	.339	.500	.272				.272									00135216
1932		RALSTON PURINA WILSON NC	.200	.170	.200	.323	.112						.108					.108	00135232
1178		RALSTON PURINA CIRCLVL OHIO				.110			.110										10066182
1178		RALSTON PURINA CIN OHIO	1.00	1.92	1.00	.586												.586	10066220
1932		RALSTON PURINA NEW MEMPHIS TN		.275															00135178
1230		RALSTON PURINA RCHMD 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 BURIRA 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. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJR-GRP-GP.
		PYORAUL AC-A															01740A		6756-000-11
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	4.02	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
1834		.CHERRY BURRELL CEDAR RAPIDS IA		.590		.586						.586							00150885
1932		.ROHM - HAAS FAYETTEVILLE NC	.200	.225	.200														10068851
1133		.ROUNDS - STEWART HARTON KS	.150	.110	.150														10069491
1274		.SCOTT RUT SPRINGDALE AR				.110					.110								00255211
1932		.SELOX CHATTANOOGA TN	13.0		13.0														00247472
1966		.SHELL OIL SHERIDAN TX				.694				.586								.108	00137795
1839		.SIGNAL OIL & GAS HUNTINGT CA	.120	.113	.120														00137936
1132		.SMITH - LOVELESS LENEXA KS				.110	.110												10073650
1839		.SOUTHERN CALIF EDI REDONDO CA	1.50	.590	1.50	2.26				1.18						1.08			00130479
1966		.CHEVRON CHEM RICHMOND CALIF		.590		.586										.586			10016290
1839		CHEVRON OIL SALT LAKE CITY UT	5.00	4.27	5.00	5.87			1.77				1.76				2.34		10016320
1839		STANDARD OIL E WHITTIER CALIF	.700	.658	.700														00182109
1833		STD OIL LA HABRA CA	.700	.610	.700														00138940
1966		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
1274		.AMERICAN OIL CO ELDORADO ARK	48.0																10004675
1833		AMERICAN OIL CO WOOD RIVER IL	100																10004683
1134		AMERICAN OIL CO WHITING IND	27.5	9.76															10004691
1134		AMOCO CHEM JOLIET ILL	2.00	1.22	2.00														10005248
1839		PAN AM PET CRP POWELL WY	1.30	2.44	1.30														00132756
		PARENT CUST. TOT-STANDARD OIL OF	88.8	13.4	3.30														00042965
1966		.SUN OIL CO HOUSTON TX	120																00238236
1966		SUN OIL CO SNYDER TX				1.18	1.18												10077036
		PARENT CUST. TOT-SUN OIL CORP PH	120			1.18	1.18												00046663
1153		.SWEDISH CRUCIBLE DETROIT MI	3.30	3.53	3.30	1.18		.590			.586								10077303
1966		.TEXAS EASTERN TRAN JACKSON LA				.108												.108	10079209
1966		TEXAS EASTERN TRANS LAMBERT NJ				.586									.586				00262798
1966		TEXAS EASTERN TRNSMSN BALLY PA				.272			.272										00220477
1966		TEXAS EAST TRANS CRESSON PA				.586										.586			00266191
		PARENT CUST. TOT-TEXAS EAST TRAN				1.55			.272						.586	.586		.108	00048186
1178		.TECHNICAL DEVEL CO DAYTON OH		.223		.379			.109	.108								.162	00224391

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ORGANIC DIVISION SPECIALTY PRODUCTS
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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.	CUST. ID / MAIN.GRO.GP.
		PYDRAUL AC-A															01740A		6756-000-11
1960		.TENNECO INC HOUSTON TX	30.0																
1239		TENN GAS PIPE LINE NASSAU NY	.500	.610	.500														10078504
1968		TENN GAS TRANS GARROLLTON GH				.586										.586			10078555
																			10078741
		PARENT CUST. TOT-TENNECO INC HOU	30.5	.610	.500	.586										.586			10078504
1969		.TRANSCON GAS GILLIS LA				.055		.055											00141119
1133		.UNIVERSAL MATCH ST LOUIS MO	.400	.335	.400	.108											.108		10085551
1836		.COLLIER CARBON SEATTLE WA		.170															00234451
1832		UNION OIL WORLAND WY				.110							.110						10082323
1839		UNION OIL COALINGA CA				1.18									1.18				00141939
1839		UNION OIL CASTAIC CALIF				.170		.170											10082110
1836		UNION OIL RODEO CALIF	6.00	6.17	6.00	5.35	1.18	.65		1.18				1.17			1.17		10082155
1839		UNION OIL SANTA MARIA CALIF	2.00	1.20	2.00	.590						.590							10082161
1839		UNION OIL WILMINGTON CALIF	30.0	33.1	30.0	21.8					4.13		5.90		5.90			5.86	10082188
1839		UNION OIL CO OF DENVER		.281															10082315
1839		UNION OIL CO FORT MADISON CO				.162								.162					00263737
1839		UNION OIL OF CALIF MOAB UT		.110															00155470
		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	00047155
1958		.UNION TEXAS PETRLM HAUGHTON LA				.162													
1974		.UNION TEXAS PETRLM LAUGHTON LA				.165					.165							.162	00272469
1200		.PRATT & WHITNEY UNITED FL	17.0	.610	17.0														00255900
1839		.UNITED CONSTRUCTIO WESTMINS CA				1.77					1.77								00134554
1878		.U S A F WRIGHT PATTERSON OHIO		.590		.590			.590										00142328
1133		.USS AGRI-CHEM CRYSTAL CITY MO	18.0																10083907
1139		U S STEEL LORAIN OH	3.00	2.42	3.00	1.18		.590		.590			.586	.586	.586	.590			00206351
1131		U S STEEL CORP DUQUESNE PA		.170															10057027
1131		U S STEEL HOMESTEAD PA	6.10	11.9	6.10	14.7	2.95					2.93			5.86			2.93	00075131
1131		UNITED STA STE MCKEES ROCKS PA	2.00																10085349
1131		U S STEEL RANKIN PA	2.00																00215354
																			10085403
		PARENT CUST. TOT-UNITED STATES S	31.1	14.5	9.10	15.6	2.95	.59		.59		2.93	.59	.59	6.45	.59		2.93	00047724
1922		.VELSICOL CHEM CHATTANOOGA TN	1.00	2.38	1.00	1.17						1.17							10086434
1131		.WEST PENN POWER SPNGDALE PA	30.0	1.79	2.00	1.18			1.18	1.18					.59			.59	10088496
1123		.WESTERN TEXTILE ST LOUIS MO				.110				.110									10089042
1131		.WESTINGHOUSE AT WILKERDING PA	3.00		3.00														10089115
1131		.WESTVACO CORP WELLSBURG WV		.338		.435	.110		.109			.108			.108				00158194

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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 QUA. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAR. GTO. GP.
		PYDRAUL AC-A WINTER GRADE															01769A		6757-000-1
1134		.ANCHOR COUPLING CO LIBERTYV IL				.052							.052						00109865
1139		.ATLANTIC RICHFIELD NEWCOMA CA				6.76										3.38		3.38	00251259
1835		.BELRIDGE OIL CO MCKITTRICK CA				8.45									2.82		5.63		10009138
1838		.BOEING CO KENT WASHINGTON		.563		.563											.563		00157171
1836		BOEING CO SO SEATTLE WASH				1.13					.563			.563					00045802
		PARENT CUST. TOT-BOEING CO SC SE		.563		1.69					.563			.563			.563		00045802
1131		.COLUMBIA GAS GLENVILLE WV				.106	.106												00170933
1152		COLUMBIA GAS KENOVA WV		.585		.563												.563	10083443
1131		COLUMBIA GAS ST ALBANS WV		.054															00177962
		PARENT CUST. TOT-COLUMBIA GAS NY		.639		.669	.106											.563	00047406
1135		.DIVERS EQUIPMENT KANSAS C MO		.112															00116475
1069		.DRESSER MAGCOBAR CLOVERDA CA	10.0	6.44	10.0	3.96	2.27				1.69								00116742
1835		DRESSER MAGCOBAR HUNTINGTON CA				1.60	.503			.054			.563	.563					00240010
		PARENT CUST. TOT-DRESSER INDUSTR	10.0	6.44	10.0	5.65	2.78			.05	1.69		.56	.56					10023122
1839		.GLASS CONTAINER LA CALIF		.610															10033713
1374		.J M P AIR CO VIAN OKLA				.053		.053											00244392
1932		.NORTHLAND RESOURCES RANGELY CO				.563									.563				00264938
1230		.OWENS ILLINOIS BRIDGETON NJ		3.51		2.82											.56	2.25	00212202
1958		.PETROLEUM DIST CO HOUSTON TX	10.0	12.3	10.0														00093750
1929		.PONCA DRILL PROD RANGELY COLO		.799															00167738
1932		.RALSTON PURINA GUNTERSVL AL				.563										.563			10060212
1966		.TENN GAS TRANS CARROLLTON GA		.585															10078741
1368		.UNION OIL CLOVERDALE CA				5.03		5.03											00250533
		TOTAL PRODUCT * * * * * * * LB	20.0	25.5	20.0	32.3	2.83	5.08		.05	2.25		.62	1.13	3.38	3.94	6.76	6.19	6757-000-1
		PYDRAUL 60-PYDRAUL 10E															00329A		6735-100-1
1134		.ALUMINUM CO RIVERDALE IA	7.00	7.92	7.00	3.91					.98				1.96		.98		10002818
1136		ALUMINUM CO LAFAYETTE IN	9.00	9.90	9.00	19.6				.98		1.96			5.38	2.45		4.89	10002798
1135		ALUMINUM CO WARRICK IN	80.0	2.97	1.49	3.94	.99	.99										1.98	10002796
1958		ALUMINUM CO POINT COMFORT TX	8.00	3.96	8.00	1.97			.990							.978			10002907
1958		ALUMINUM CO ROCKDALE TX	2.50	4.95	2.50														10002915
1958		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	10002923
		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	00045053
1134		.ANCHOR COUPLING CO LIBERTYV IL				.045							.045						00109865
1134		.ARGONNE NALT LABS ARGONNE ILL				7.82									4.89	2.93			00181239

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

MG	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.GFD.
		PYDRAUL 60-PYDRAUL ICE															00329A		6735-10
1932		.ARO INC ARNOLD AFB STA TN		1.49															100066
1935		.CHEMOLA MFG CO HOUSTON TX		.092															100159
1933		.GARDNER DENVER CO CLEVELAND OH				.180												.180	002727
1965		.GLOBAL SUPPLY HOUSTON TX				2.97									2.97				002198
1220		.MARINE PURCHASING BEAUMONT TX		.092															001830
1130		.REPUBLIC STEEL CORP CLEVE OH	2.00	.990	2.00	1.47				1.47									100674
1230		.REYNOLDS METALS RICHMOND VA	1.00	.495	1.00														100677
1965		.RUCKER CNTRL SYS BEAUMONT TX		2.48															002409
1939		.SARGENT IND HUNTINGTON PK CA				.091							.091						100708
1839		.UNITED STATES STEEL GENEVA UT				4.95	4.95												001562
		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	6735-10
		PYDRAUL 280															00653A		4596-28
1932		.TENN EASTMAN KINGSPORT TENN		.300															100785
		TOTAL PRODUCT * * * * * * * LB		.300															4596-28
		PYDRAUL 625-A															01685A		4594-62
1839		.AIR EQUIP-DRILL BAKERSFIELD CA				1.19	.595					.595							002254
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		100317
1230		.ALCO MACHY & SUPPLY NYC NY				.110									.110				002640
1134		.LOUIS ALLIS CO MILWAUKEE WIS	2.50	2.46	2.50														050886
1230		.ALCOA CASTINGS EDISON NJ		.616															001975
1131		ALUMINUM CO LAFAYETTE IN	1.00	1.21	1.00	.595				1.79	1.19								100027
1273		ALUMINUM CO MASSENA NY	20.0	20.3	20.0	25.1			7.1				4.1			13.8			100025
1933		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	000450
1134		.ANCHOR COUPLING CO LIBERTYV IL				.055							.055						001096
1839		.ATLANTIC RICHFIELD NEWCOYMA CA				14.2			7.14			3.57		3.45					002512
1839		ATLANTIC RICHFIELD TUPMAN CA	10.0	7.39	10.0	5.24					1.79							3.45	001103
		PARENT CUST. TOT-ATLANTIC RICHFI	10.0	7.39	10.0	19.4			7.14		1.79	3.57		3.45				3.45	100071
1134		.BADGER DIE CAST MILWAUKEE WI		2.38															100079
1965		.BIG THREE GAS HOUSTON TX	110		40.0														002213
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	100151
1932		CENTURY ELEC HUMBOLDT TN	4.00	5.48	4.00	5.36		1.86				1.78					1.73	-	001872
1932		CENTURY ELEC KOHINNVL TX	7.00	6.16	7.00														100151
		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

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NO	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./ MAP.GRD.GP.
		PYDRAUL 625-A															01635A		4594-526-
1277		.SALEM PLASTICS - CHEM SALEM MA		2.46															10070570
1153		.COLUMBIA GAS CHARLES WV				1.18										1.18			00043240
1131		COLUMBIA GAS CLENDENIN W VA		.595															00243752
		PARENT CUST. TOT-COLUMBIA GAS NY		.595		1.18										1.18			00047402
1132		.DELTA AIRLINES MIAMI FLA	6.00																10021491
1908		.E I DU PONT DE NEMO ORANGE TX	100																10024094
1932		.TENN EASTMAN KINGSPORT TENN		.114															10078547
1839		.GREAT WEST SUG CO JOHNSTOWN CO				.114			.114										00253703
1836		.HARVEY ALUMINUM DALLAS OREGON	1.00	1.23	1.00	.575									.575				10057047
1252		.ITT RAYONIER INC HOQUIAM WA				.055									.055				00126144
1974		.J M P AIR CO VIAN OKLA				.114	.114												00244393
1131		.LEYBOLD HERAEUS NORRIDGEVILLE PA		.616															00233846
1135		.MARATHON OIL CO BELTON MO	7.00																10043605
1932		.GE MARSHALL FLT CNTR HUNTSV AL				8.81								6.51			2.30		00261157
1839		.MOBIL OIL BELRIDGE CA	15.0	18.2	15.0	7.02							3.57			3.45			10053391
1839		MOBIL OIL DIV LOS ANGELES CA	40.0	29.3	40.0	14.3	3.57	3.57		7.14									10054344
1839		MOBIL OIL LOST HILLS CA	15.0	12.9	15.0	11.0		1.79		2.98				3.55				3.45	10054052
1868		MOBIL OIL MARIPOSA CA				28.1						7.14		3.55	3.45	7.10		6.90	10053936
1866		MOBIL OIL SAN ARDO CA	4.00	4.80	4.00	2.98				2.98									10054071
		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	10054441
1133		.PANHANDLE EASTERN PIPE LIBE KS				.275								.275					00132861
1968		.PETROLEUM DISTRIBUT JOPPA IL				.550									.550				00265567
1968		PETROLEUM DIST CO HOUSTON TX	15.0			.285		.285											00093750
		PARENT CUST. TOT-PETROLEUM DIST	15.0			.835		.285							.550				00093750
1134		.NORTHWEST PAP CLOQUET MN		.114		.279	.114							.165					10058457
1258		.PRATT & WHITNEY E HARTFORD CT				.340									11.8		11.5		00261589
1133		.PROCTER-GAMBLE KAN CITY KS		.228		.102		.102											10064740
1133		PROCTER AND GAMBLE ST LOUIS MO		.616															00158534
		PARENT CUST. TOT-PROCTER AND GAM		.844		.102		.102											10064767
1133		.PROCTOR PRODUCTS ST LOUIS MO		.114															00170577
1230		.READING TUBE READING PA	4.00	3.70	4.00														10066697
1832		.STD OIL INGLEWOOD CA	10.0	1.23	2.00														00138932
1839		STANDARD OIL LOS ANG CALIF				.575										.575			00150275
		PARENT CUST. TOT-STAND OIL CALIF	10.0	1.23	2.00	.575										.575			00046906

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	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. I.D. / MAJ.-GRP.-SEQ.
		PYDRAUL 625-A															01635A		4594-626-1
1133		• PAN AM PET KIMBALL NEB	60.0	41.1	60.0														10060443
1839		.UNION PACIFIC RR COMMERCE CA		.099															00234249
1230		.NATL AERONAUTICS HAMPTON VA				2.88												2.88	00263393
1932		TENNESSE VALLEY TUSCUMBIA ALA	3.00	4.84	3.00	2.30								2.30					00180548
1178		TENNESSEE VALLEY DRAKESBORO KY		19.5		18.6		7.1								11.5			00164461
1932		TENN VALLEY AUTHOR CHATTANO TN				7.10							7.10						00140279
1932		TENN VALLEY AUTHOR MEMPHIS TEN	30.0	9.14	30.0	8.26		2.38		2.38			1.78		1.73				00166114
1932		U S A F SEC HUNTSVILLE ALABAMA	4.00	3.08	4.00														10084678
1178		U S A F WRIGHT PATTERSON OHIO	.225	.171	.225	.275			.275										10083007
1932		U S GOVT ORDN HUNTSVILLE ALA	6.00	6.06	6.00	4.76	2.38	2.38											10084775
		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	10084733
1230		.WESTINGHOUSE PHILADELPHIA PA				.114				.114									10089727
		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	4594-626-1
		20 TOT MAJOR MISCELLANEOUS LB	2299	1001	1156	903	73	118	47	49	122	49	50	61	122	81	33	98	
		11 TOT SUB-CL FIRST GEN PYDRA LB	8047	5757	5879	5346	451	518	405	562	438	400	460	431	523	439	333	396	
		PYDRAUL 312															00693A		6760-312-1
1833		.A & A DIE CAST LOS ANGELES CA	45.0		15.0														00196061
1178		.ABEX CORP COLUMBUS OHIO		.054															00088722
1230		.ACADEMY DIE CASTING EDISON N J	15.0	13.0	15.0	3.00		1.00	2.00										00165565
1839		.ACME MACHINE WORKS SPOKANE WA	.600	.500	.600														00234915
1230		.ACTION MFG CO PHILADELPHIA PA	3.00	2.50	3.00														00215341
1153		.ADAMS CARBIDE DEARBORN MIS MI		.500															10000688
1139		.AETNA-STANDARD ELLWOOD CITY PA		1.00															00229040
1133		.AIRPATH INSTRU BRIDGETON MO	1.00		1.00														10001617
1133		.AIRTEX INC FAIRFIELD ILLINOIS	5.00	5.00	5.00														00221457
1839		.AJAX HR MFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00			2.00										00230243
1270		.ALLEGHENY LUDLUM W BOSTON MA	80.0																00107697
1131		ALLEGHENY LUDLUM BRACKENRID PA	100		10.0														00165409
1131		ALLEGHENY LUDLUM DUNKIRK NY	30.0		15.0														00247243
1839		ARNOLD ENGINEER FULLERTON CA	.500	.323	.500	.093					.093								00110124
		PARENT CUST. TOT-ALLEGHENY LUDLU	211	.323	25.5	.093					.093								00046698
1839		.ALLOY DIE CASTING BUENA PK CAL	30.0	2.50	30.0														00187569

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MA G	SLS 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.I.D./ MAT.SPEC.GP.
		PYDRAUL 312															00693A		6760-312-11
1138		.ALPHA INC LOGANSPORT IN	9.00	7.50	9.00	2.00	2.00												00108154
1273		.ALCAN ALUMINUM CORP OSWEGO NY	78.0	42.5	50.0														00143199
1133		.ALUMINUM FORGE SANTA ANA CALIF		6.50															00148156
1134		.AMERIT IND GLENDALE CA	3.00	2.00	3.00	1.50	.500		.500	.500									10003059
1134		.AMERICAN ALUM WEBSTER CITY IA	4.00	2.50	4.00														00161358
1131		.AMERICAN BRASS CO BUFFALO NY	4.00																00247219
1132		.AMERICAN CYANAMID SAVANNAH GA		.270															00150398
1136		.AMERICAN PORTABLE EUGENE OR	25.0	13.5	25.0														10004037
1173		.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											10068798
1134		.AMERUCK CORP ROCKFORD IL	75.0	45.0	75.0	7.50		7.50											00109517
1139		.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	10.5	7.00	10.0	5.00					5.00							10003396
1137		.ANSEN AUTOMOTIVE GARDENA CA	6.00	4.00	6.00														00156614
1230		.ARMCO STEEL BALTIMORE MD	75.0		25.0														00239429
1178		ARMCO STEEL MIDDLETOWN OH	110	143	110	44.0		20.0	24.0										10006228
1131		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
1136		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
1135		.ARROW ALUM CAST AVON LAKE OH	3.00	2.00	3.00														10006643
1138		ARROW ALUM CAST CLEVELAND OH	5.00	7.00	5.00														10006651
		PARENT CUST. TOT-ARROW ALUM CAST	8.00	9.00	8.00														10006651
1132		.ATHENS OIL CO ATHENS TN	4.00	5.00	4.00														00187100
1153		.ATLANTIC DIECASTING DETROIT MI	1.50	1.00	1.50														10007135
1132		.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														10006220
1135		.BASIC ALUM CAST CLEVELAND OH	36.0	31.5	36.0	7.50	2.50		5.00										10006409
1134		.BASU PROD DIV PENN WATERTWN MI	8.00	6.50	8.00														00222259
1134		.BEARDSLEY PIPER DIV CHGO IL	1.00	3.00	1.00	2.50			2.50										10008603

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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		6750-312-1
[redacted]																		[redacted]
1230	.BETHLEHEM STEEL STEELTON PA	100	50.0	70.0														00179035
[redacted]																		[redacted]
1230	BETHLEHEM STEEL SPARROWS PT MD	100		10.0														00171352
1230	BETHLEHEM STEEL BETHLEHEM PA	25.0		10.0														10009508
1131	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																00045802
[redacted]																		[redacted]
1131	.BRAEBURN STEEL BRAEBURN PA	4.00																00247227
[redacted]																		[redacted]
	PARENT CUST. TOT-BRUSH BERYLLIUM	7.25	2.50	2.25	1.50							1.50						10012147
[redacted]																		[redacted]
1230	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
1968	.C & H DIE CASTING TEMPLE TX	8.00	4.00	8.00														00241768
1969	.CAMERON IRON WORKS HOUSTON TX	30.0		30.0														10013257
[redacted]																		[redacted]
1230	.CARPENTER TECHNOLOGY READNG 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
1133	.CARTER CARBURETOR ST LOUIS MO	210	160	210	27.2	13.2	13.9											10014253
1230	.CAST ALL CORP MINEOLA NY		.500															00225525
[redacted]																		[redacted]
1133	[illegible]																	[redacted]
	PARENT CUST. TOT-CAST FORGE CO L	60.0	62.5	60.0	25.0	5.0	5.0	5.0	10.0									00088919

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EXHIBITS TO Monsanto Company December 11, 1975 letter.

From: Colin Gaskin
National Urban/Rural Fellow

To: Michael Mintzer
N.Y. Caribbean Superfund Branch

Date: March 3, 1992

Exhibit A:
Listing of Monsanto products containing polychlorinated biphenyls ("PCB's") organized by "Base Products" (Aroclors) and by Aroclor containing products (such as hydraulic fluids, etc) with the percentage of PCB's contained in each product.

Exhibit B:
Listing of products containing PCB's or PCT's (polychlorinated triphenyls) sold in each of 1971 through and including 1975.

Exhibit C (revised 12/22/75 with additional notation "see attached revised copy"):
Production in each of 1971 through and including 1975 (in thousands of pounds) of PCB's and PCT's by Aroclor. Also contained in Exhibit C is a letter to EPA indicating knowledge of errors in the production schedule and up dated information included in the letter.

Exhibit C (Revised):
Revised production in each of 1971 through and including 1975 (in thousands of pounds) of PCB's and PCT's by Aroclor.

EXHIBIT D:
Production in each of 1971 and 1972 (in thousands of pounds) of PCB's and PCT's by Aroclor in Monsanto's Anniston, Alabama facility.

Exhibit E:
Production in each of 1971 through and including 1975 (in thousands of pounds) of PCB's and PCT's by Aroclor in Monsanto's Sauget, Illinois facility.

Exhibit F:
Customer sales reports for 1971 - 1972

Exhibit G:
Customer sales reports for 1972 - 1973

Exhibit H:
Customer sales reports for 1974

Exhibit I:
Customer sales reports for 1975

Exhibit J:
Monsanto Company usage of products containing PCB's and PCT's in each of 1971 through and including 1975.

Exhibit K:
Monsanto PCB contaminated waste disposed in each of 1971 through and including 1974.

Exhibit K (Revised):
See Exhibit K. There are adjustments to some numbers.

Exhibit L (Revised):
List of PCB waste returns by vendor in each of 1971 through and including 1975 including number of pounds returned.

Exhibit M:
Monsanto Company's Sauget, Illinois facility's waste effluent analyses.

Exhibit N:
Letter dated November 13, 1972 from Alabama Water Improvement Commission to Gene L. Jessee, Plant Manager, Monsanto Company in Anniston, Alabama regarding monthly monitoring of PCB losses to Snow Creek. Charts showing the amounts of discharge into the environment are also contains in Exhibit N.

Exhibit O:
Information concerning concentration of PCB in the atmosphere of Monsanto Company's Sauget, Illinois facility.

Exhibit P:
List of transporters of PCB compounds and mixtures for Monsanto Company.

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H-E

Monsanto

RECEIVED

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

December 11, 1975

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

ajt

Attachment

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

ED_013603_00000024-00098

Within 14 days of receipt of this letter, your company must provide all information concerning your current status and activities and covering the twelve month period immediately preceding receipt of this letter.

Within 30 days following receipt of this letter, your company must provide all information for all of the prior years indicated.

The information required herein should be sent directly to the address indicated below. If you have any questions you may call the person indicated below or Mr. Blake A. Biles of our office at (202) 755-8731.

We appreciate your prompt cooperation in this matter.

Sincerely yours,

Stanley W. Legro
Assistant Administrator
for Enforcement

Enclosure

Regional Contact:
Mr. Earl J. Stephenson
Director, Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108
Telephone: (816) 374-2576

Monsanto

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

November 10, 1975

Mr. Blake Biles
Office of Enforcement
United States Environmental
Protection Agency
Waterside Mall
401 M Street, S. W.
Washington, D. C. 20460

Dear Mr. Biles:

As discussed Friday during our telephone conversation, I am finding the mechanics of assembling the information for responding to the questionnaire attached to Mr. Stanley W. Legro's letter of October 17 to be very time consuming. As you know I was not able to meet the 14-day requirement for supplying recent information.

At your request I have attempted to predict the dates when I will be able to forward meaningful responsive information. The best estimate I can reach at this time is that I may be able to supply the requested information by December 15. It is my personal belief that if the information is supplied in one report, it would give a more complete description of the available PCB - PCT information.

One of the principal reasons for the delay is that polychlorinated terphenyl (PCT) information is requested. Since Monsanto terminated the manufacture and sale of these materials in 1972 and since no environmental effects have been reported, I suggest you may consider deleting the PCT request at this time.

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As you suggested, it is possible that some of the available PCB information could be forwarded before the final report is submitted. Since much of the information I have reviewed to date consists of many interrelated parts, I would be concerned that the submission of partial information may lead to misunderstandings, or more likely, create the need for time consuming explanations which may defeat the purpose and still prolong the completion of the report.

Your favorable consideration of a time extension would be sincerely appreciated.

Sincerely,

W B Papageorge

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

WBP:pd

cc: Mr. Mike Sanderson
Enforcement Division
Environmental Protection Agency
1735 Baltimore
Kansas City, Missouri 64108

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/l 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%

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	-	-	-

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%
MCS 1489	
Aroclor 1016	90.0%

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

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

1971 (Cont'd)

Pyranol A13 B3B

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 OM
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 a 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 1/31

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

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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
Manager, Product Acceptability
Process Chemicals Division

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

EXHIBIT C

(REVISED)

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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

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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	-	-	-

produced p. 135
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EXHIBIT F

ED_013603_00000024-00129

-ULTHOUSANDS 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.	CONTACT/ MARGIN GP.
	10 HEAT TRANSFER DR.C.PATON																	
	THERMICL FR-O															003	7A	6145-000-10
1131	.ALCAN ALUMINUM FAIRMONT W VA				1.20	1.20												00183160
1134	.BELDEN CORP CHICAGO IL		.120															10000964
1252	.CHEM FLOW CORP LITTLE FALLS NJ		.160															00236861
1252	.CHEM COMPANY THOMASTON NE		3.40		3.00						3.00							00240478
1132	.COLUMBIA GULF TRANS HAMPSHI TN	25.0	4.20	5.00														00233092
1252	.DOW BADISCHE ANDERSON SC				.120											.120		00116572
1155	.DOW CORNING HEMLOCK MI	3.00	42.4	3.00	1.20							1.20						00225095
1256	.E I DU PONT DE NEMO ORANGE TX				16.8						16.8							10024064
1176	.DURIRON COMPANY DAYTON OHIO		.480		.360		.120				.240							10024307
1252	.ENGELHARD INDUSTRIES NEWARK NJ	.900	.600	.900	.600		.600											00117706
1257	.FMC CORPORATION LEWISTOWN PA	1.00		1.00	36.0							24.0			12.0			10028092
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
1146	.FOWLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														00212296
1270	.INTL FUELING BEDFORD MA				1.20							1.20						00260614
1257	.LANE COMPANY ALTAVISTA VA	1.00	7.20	1.00	4.27				1.27		1.00				1.20			10045363
1174	.LEE METAL PROD ARLINGTON TX				.600						.600							00257003
1134	.MINNESOTA MIN & MA ROSEVLL MN	.240	.240	.240														00182559
1132	.OHEMSTRAND AES 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		4.80	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	.PULING & BACON RHINELANDER WI		33.9				12.7	12.7										00238511
1252	.POLYMER CORP READING PA		.480		.360		.240								.120			10063949
1252	.REICHHOLD CHEM ELIZABETH NJ	1.00	2.40	1.00	1.20											1.20		10067081
1252	.SCHILDWACHTER OIL CO BRONX NY	5.00		5.00														00159190
1164	.AIRESEARCH MFG CO TORRANCE CAL				7.20	7.20												10001501
1174	.SUN OIL CO TONKAWA OKLAHOMA	2.00	3.60	2.00	3.60											3.60		00156103
1166	SUN OIL CO FAIRFIELD TX	.600	1.20	.600	.635			.635										10077028
	PARENT CUST. TOT-SUN OIL COMP PH	2.60	4.80	2.60	4.24			.64								3.60		00046663
1138	.TECUMSEH PRODUCTS MARION OHIO	1.00	2.40	1.00	5.40						2.40			1.20			1.80	00198099
1133	.TRANS-LINE INC CHANUTE KS		1.32															00227404
1252	.GOALS UNASGND FOR BK THRU 1252	20.0		20.0														00165565
1131	.GOALS UNASGND FOR BK THRU 1131	20.0		20.0														00165581

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01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 / PROD GRD GP
		THERMINOL FR-0															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																10081071
1131		UNION CARBIDE SISTERSV WV				2.40									2.40				00141052
		PARENT CUST. TOT-UNION CARBIDE C	25.0			2.40									2.40				00045705
1131		.U S STEEL CLAIRTON PA				2.40	2.40												10085207
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															00351A		6145-100-10
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	4.80	4.00	6.00		3.00		3.00		3.00							00225572
1252		.ATLANTIC CEMENT CO RAVENA NY	2.70	6.00	2.70	3.00													00228753
1176		.BELDEN CORP RICHMOND IND		.600															10060072
1063		.UNIV OF CALIF LIVERMORE CA				.060							.060						10013170
1252		.CARRIER AIR COND SYRACUSE NY		1.20		.600			.600										00176176
1133		.AB CHANCE COMPANY CENTRALIA MO	.100	.110	.100														00229307
1252		.COEN COMPANY CERINTION NY		12.0															00185706
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
1257		.DEXTER CHEM MIDLAND ROCKY H CT				3.60		3.00	.60										10015596
1760		.DOW CHEM FREEPORT TEXAS *				.110				.110									10022932
1252		.E I DU PONT DE DEEP WATER NJ				10.8						10.8							10023923
1760		.EL PASO PRODUCTS ODESSA TEXAS	.500		.500														10025613
1153		.FEB MOGUL ANN ARBOR MI		.110															10027489
1131		.B F GOODRICH AVON LAKE OH		1.20		.600							.600						10034132
1150		.MARTIN MARIETTA CORP DENVER CO				.120						.120							00170435
1176		.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		.OLDCASTLE DIV OF 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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01131-A DIRECT #2
01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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 / MAIN CRD OF
		THERMINOL FR-LO TEMP															003514		6145-100-
1968		.P P G CO LAKE CHARLES LA	.500			1.80		1.20		.60									00155099
1134		.PUREX CORP CHGO IL		3.60															10159453
1131		.REICHHOLD CHEM SEWICKLEY PA		1.80															00178020
1230		.HUMBLE OIL NEW PORT NEWS VIRG		18.0															00222313
1974		.TEXAS INSTRUMENTS DALLAS TEX				.230					.110		.120						10079314
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
1860		.UNITED TECH CEN SUNNYVALE CA		2.40															10089452
1860		.WAKEFIELD ENGINEER DENVER CO		.220															00238621
		TOTAL PRODUCT * * * * * * * LB	60.0	58.8	59.9	103	1.2	7.2	7.8	53.8	.1	19.3	1.0	1.8	8.4	6.0			6143-100-
		THERMINOL FR-1															003508		1030-243
1134		.ABBOTT LABS NO CHICAGO IL		.165		3.00					3.00								10200330
1932		.ALTIVATED METAL SERVICE ILL				.110				.110									10000641
1133		.AEROQUIP CORP BARRINGTON ILL				.110				.110									00157697
1273		.AERO VAC CORP TROY NY				4.20		4.20									21.0		00255495
1134		.AIR CARGO EQUIP DES PLAINES IL				30.0		9.0											00240451
1131		.ALLIED CHEM HOUNDSVILLE WV																	10000244
1237		.ALMON-WIGGINS RICHMOND VA	.800	.165	.800														00234057
1252		.ALPHA PORTLAND CE CEMENTON NY	4.00	6.00	4.00	4.20			1.80						2.40				00225570
1131		.ALCAN ALUMINUM FAIRMONT W VA	1.00		1.00	.600			.600										00183180
1131		.ALUMINUM CO NEW KENSINGTON PA				1.20	1.20										.600		10000237
1136		RLA MAGNET WIRE FT WAYNE IND				.600													00018958
1136		RLA MAGNET WIRE LAFAYETTE IN				4.80			4.80										10000564
		PARENT CUST. TOT-ALUMINUM CO OF				6.60	1.20		4.80								.60		00004506
1153		.AMERICAN BAKERIES DETROIT MI				.600				.600									10000343
1752		AMERICAN BAKERIES BROOKLYN N Y				.275							.275						00008978
		PARENT CUST. TOT-AMERICAN BAKERI				.875				.600			.275						00004667
1975		.AMERICAN CYANAMID MOBILE AL	3.00		3.00														10000336
1134		.AMERICAN DECALCOMANIA CHIC IL	.600		.600														10000337
1252		.AMERICAN HYDROTRM E WOODSTK CT				4.80					2.40		2.40						00023747
1133		AMERICAN HYDROTHERM KC MO		83.0		2.40		2.40											00022123
		PARENT CUST. TOT-AMER HYDROTHERM		83.0		7.20		2.40			2.40		2.40						10000000
1932		.REVERE COPPER BRASS SCOTSB AL	16.0		16.0	26.4		6.0					14.4			3.0	3.0		00022190

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

V 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 / MATL GRP-GP
		THERMINOL FR-1															00350A		1040-245-1
1178		.HOOVERNCOTE INC NEW CASTLE IN				.110		.110											10054567
1974		.WESTERN ELEC SHPTVEPORT LA	2.00	8.40	2.00														00144789
1252		.AMERICAN THERMPLSTC BOONDOR NJ	.700	2.40	.700	1.00	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 NALT LABS ARGONNE ILL	1.20		1.20														00161268
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	00068110
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
1666		.ARTCRAFT INDUST TURLOCK CA				.110		.110											00253678
1138		.ASHTABULA RUR CO ASHTABULA OH		.220															10036937
1932		.ATHOL MFG BUTNER NC				1.20	.600								.600				10007019
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
1968		SINCLAIR RETRO 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														00110655
1139		.BABCOCK & WILCOX ALLIANCE OHIO				.600				.600									00164717
1134		.BADGER DY-PROD MILWAUKEE WISC	2.40		2.40														00164313
1134		.BAGCRAFT CORP OF AM CHICAGO IL	1.20		1.20	3.60	.600	.600	.600	.600	.600	.600							10007922
1252		.BASIC CERAMICS INC MAINLAND PA	.600	.275	.600														00230057
1976		.F BAUMGARTNER ST PETERSBURG FL	.200	.165	.200														00186368
1976		.BECHTOLD ENG FT LAUDERDALE FL	.600	1.20	.600														10008735
1134		.BRYE MFG DES MOINE IA	.600	1.20	.600	.600			.600										00117278
1666		.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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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS REG	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 GRD. SP.
		THERMINOL FR-1															003	0A	1040-245-1
1252		BENDIX CORP SIDNEY NY	4.50	3.00	4.50	6.00	1.20		1.20		1.80					1.80	1.20		10009276
1252		BENDIX CORP TROY NY	.460	2.40	.460	4.20		3.00											10009173
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
1566		.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
1636		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														00180441
1273		.BRISTOL LAB INC E SYRACUSE NY		4.80		1.20		1.20											10011493
1666		.BROWN BROS PLASTIC NAPA CALIF		.110															00280341
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			00198210
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							28.0						10080258
1156		.CAL BOND INDUST N HOLLYWOOD CA		.1.20															00220051
1153		.CANNON MUSKEGON MUSKEGON MI				1.20	1.20												10013558
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												00080046
		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															10013873
1134		CARGILL INC CARPENTERSVILLE IL	6.00	17.4	6.00	15.0											15.0		10013567
		PARENT CUST. TOT-CARGILL INC MIN	7.20	22.8	7.20	15.0											15.0		00041872

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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 GP
															00350A		1040-245-10
THERMINOL FR-1																	
																	00163031
																	00227011
1836 .CASCADE FIBER EUGENE ORE		.275		.165		.165											00245670
1153 .CASWELL INDUSTRY ANN ARBOR MI										1.20							00176184
1932 .CELANESE PLAS GREER SC		1.20		1.20							2.40						00226033
1252 .CELLUCRAFT INC NEW HYDE PRK NY	2.70	1.80	2.70	2.40							1.20						10015308
1566 .CENAC TANING CO HOUMA LA	.700	4.80	.700	1.20													10004946
1176 .CHAMPION PAPERS HAMILTON OH	2.00	1.80	2.00					.110									00240958
1836 US PLYWOOD ANDERSON CALIF				.110													
1866 US PLYWOOD REDDING CA		.110															00047333
PARENT CUST. TOT- U S PLYWOOD-CH	2.00	1.91	2.00	.110				.110									
																	00227838
1656 .CHANSLOR WESTERN OIL FELLOWS C	1.00		1.00	8.40	2.40				6.00								00216559
1252 .CHEM FLEUR INC NEWARK N J	.500		.500														00235814
1536 .CHEMICAL PROCESSORS SEATTLE WA		3.00															00221996
1958 .CITIES SERVICE CO HOUSTON TX	10.0		10.0														10017165
1133 .CLAYTON CHEM CO SAUGET ILL	1.20		1.20	.600	.600												00107106
1900 .COASTAL CHEM CO ABBEVILLE LA	70.0	361	70.0	174	68.9	78.0			27.0								00224677
1153 .COCA-COLA BOTTLING CO FLINT MI	.500	.600	.500														00165306
1252 .COEN COMPANY CEMINTION NY		2.40															00235008
1252 COEN COMPANY KINGSTON NY	20.0	6.00	20.0														00180211
1252 COEN COMPANY RAVENA N Y		4.80															
PARENT CUST. TOT-COEN COMPANY RA	20.0	13.2	20.0														00180211
																	00255556
1252 .COLD SPRING CO YARDLEY PA				13.8				13.8				3.00					00262331
1252 .COLLINS & AIKMAN ASHAWAY RI				3.00													00114642
1134 .COLLIN RADIO CEDAR RA IA		.600												.820			10017777
1252 .COLLOID CHEM CEDAR KNOLLS NJ				.820													00262358
1252 .COLONIAL SAND KINGSTON NY				10.0								3.60	7.20				00114685
1866 .COLORADO OIL CO ROCK SPR WY		2.40		3.00						.60		1.20		1.20			10017963
1176 .COLORPAC INC FRANKLYN OH	1.20		1.20	1.00		.60		1.20									00243103
1974 .COMBUSTION ENGINE IN TULSA OK		3.00															00227544
1166 .COMMOD.PASTEURIZING STOCTCN CA	1.00	1.80	1.00	1.20	1.20												00218863
1866 .CONTAINER CORP LOS ANGELES CA		1.80															10018595
1134 CONR CORP OF AM SIOUX CITY IA	.600	.165	.600									.600					10018625
1936 CONT CORP OF AM RENTON WA				.600													
												.600					10018617
PARENT CUST. TOT-CONTAINER CORP	.600	1.97	.600	.600													
																	00215066
1974 .CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							00252174
1836 CONTINENTAL CAN LOS ANGELES CA				.600						.600							10018951
1138 CONTINENTAL CAN MT VERNON OH		.600															

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	AS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST 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 NUMBERS
		THERMINOL FR-1															00350A		1040-245-1
																			00220787
1136		CONTINENTAL CAN VAN WERT OH	9.00	5.40							1.20								10016778
1252		CONTINENTAL CAN CO READING PA		4.20		1.20													
											1.20	1.80							00046167
		PARENT CUST. TOT-CONTINENTAL CAN	6.50	1.80	1.50	3.00													
																			00221178
1969		.CONTINENTAL OIL NEW ORLEANS LA	10.0		1.00														10019311
1131		.CONTINENTAL ROR WKS ERIE PA	30.0																00115223
1836		.CONTOUR LAMINATES SEATTLE WA		.600															00180351
1866		.COTTER CORP NSL CANON CITY COL	5.00	3.60	5.00														10020077
1134		.CRANE PACKING CO VANDALIA IL	.600	.600	.600							.600				.600			00230197
1128		.CROWN FIBER & GLAS ORRVILLE OH		1.80		1.80			.600										00237752
1066		.CROWN ZELLERBACH LOS ANGEL CA		1.20		.600			.600										00115576
1932		CROWN ZELLERBACH DORAVILL GA		1.20		1.20					1.20								
																			00046221
		PARENT CUST. TOT-CROWN ZELLERBAC		2.40		1.80			.60		1.20								
																			10020522
1133		.CURTIS MFG ST LOUIS MO.	2.50		2.50	1.80			.600	.600	.600								00249149
1866		.CUZN INC SAN LUIS OBISPO CA				3.00		2.40	.60								1.80		00170187
1128		.DANA CORPORATION CHURUBUSCO IN	2.00		2.00	7.00	1.20		1.20				1.80		1.80		1.80		00234176
1066		.D C SALES & MFG CERRITOS CA		.165															00164364
1156		.LEE DEAN SANTA FE SPRINGS CALF		.600															00183725
1932		.DLERING HILLIKEN ABBEVILLE SC	40.0	1.20	1.00														10021790
1252		.DENNISON - SONS LONG ISLAND NY	.500		.500									.600		.600			00227366
1237		.DENNISON MFG CHELMSFORD MA				1.20													00180230
1134		.DIP SEAL PLASTICS ROCKFORD IL	1.20		1.20						.330								00159932
1252		.DOCK RESINS LINDEN NJ.	.200		.200	.330													10022630
1066		.DOLLY MADISON CAKES LOS ANG CA		.220															10022762
1252		.DOUBLEDAY HANOVER PA				.600			.600										00230094
1836		.DOUGLAS UTD NUCLEAR RICHLND,		.600															00181579
1134		.DOVER CORP ELK GROVE VILLGE IL	1.20		1.20														10022900
1153		.DOW CHEM MIDLAND MICH.	1.00	1.20	1.00	1.80					1.80								10022967
1136		DOW CHEM CO CLEVELAND OHIO	4.50	7.80	4.50	1.80			1.20	.60									00215589
1252		DOW CORNING CORP TRUMBULL CONN	1.00	.600	1.00													12.0	10022983
1152		DOW CORNING MIDLAND MICH.	3.00		3.00	27.6		1.8	.6			13.2							
																		12.0	10022908
		PARENT CUST. TOT-DOW CHEM MIDLAN	9.50	9.60	9.50	31.2		1.8	1.8	.6	1.8	13.2							
																			00116931
1252		.DUNHAM-BUSH INC WEST HAR CT		.165															10023556
1252		.E I DUPONT NEWPORT DE.				3.60	.60	.60	1.20			1.20							10023564
1252		E I DUPONT WILMINGTON DE.				.330			.330										10023570
1134		.E I DU PONT DE NEMOUR CHGO IL	.600		.600	.600							.600						10023890
1252		.E I DUPONT GRAINGER NC				.440					.440								10023923
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	10023947
1178		E I DU PONT DE CIRCLEVILLE OH.		1.20		3.00				1.20	.60								

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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 / MAIN GRO-GP
																	00350A		1040-245-10
		THERMINOL FR-1																	
1252		E I DU PONT DE NEMOU PHILA PA	1.80	1.20	1.80														10023963
1131		E I DU PONT DE NEM TOWANDA PA		1.80		.600		.600											10023971
1237		E I DU PONT DE NE RICHMOND VA	.900	6.60	.900	12.0	1.80			3.00				1.80		2.40		3.00	10024099
		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
1156		.DUVAL SIERRITA SAHUARITA AZ	10.0	65.4	10.0	97.8	9.6		33.0	18.0			18.6	18.6					00186945
1132		.EAST COAST TERML WILMINGTON NC		1.80		9.40					5.80	3.60							00234117
1252		.EASTERN DIV LAB HAMDEN CT		1.20															10025001
1131		.DISTILLATION PRO ROCHESTER NY		1.20															10022509
1131		EASTMAN KODAK CO ROCHESTER NY				1.80												1.80	10025125
		PARENT CUST. TOT-EASTMAN KODAK C		1.20		1.80												1.80	10025125
1252		.ECOLOGY INC BROOKLYN NY				13.2			9.00		1.80	.60	.60					1.20	00251356
1752		.EDWARDS ENG POMPTON PLAINS NJ				.600					.600								00256714
1252		.ELAN CHEMICAL NEWARK NJ		.600		.600			.600										00152692
1133		.EMERSON ELEC ST LOUIS MO	.100	.110	.100														10326091
1252		.ENGELHARD INDUSTRIES NEWARK NJ				.110			.110										00117706
1160		.ETHYL CORP BATON ROUGE LA				3.71				1.80	.11	1.80							10026030
1153		.FABRICAL CORP KALAMAZOO MICH				.165				.165									00164690
1153		.FARM CREST BAKERIES DETROIT MI		.600															00242527
1174		.FEDERAL COLOR CLAN OH		1.20															10027470
1153		.FED MOGUL ANN ARBOR MI		.330		.985			.110	.165		.110	.600						10027439
1160		.FEDERAL PAP BD LOS ANGELES CA		.440															00248940
1156		.FIBREBOARD CORP SOUTH GATE CA	5.00		5.00														00166475
1252		.FINE ORGANICS INC LODI NJ	4.00	5.40	4.00	3.00					3.00								10027985
1138		.FIRESTONE HOBLESVILLE IN	10	5.40	10.0	15.6		4.80	3.60					3.60			3.60		10028051
1138		FIRESTONE TIRE AKRON OH		1.80															10028116
1138		FIRESTONE LATEX DIV AKRON OH				.110			.110										10028124
		PARENT CUST. TOT-FIRESTONE TIRE	10.0	7.20	10.0	15.7		4.80	3.71					3.60			3.60		10028116
1134		.FLEX-O-GLASS INC CHICAGO IL	1.20	1.80	1.20														10028405
1134		.FLEXAN CORP CHICAGO IL		.220															10028442
1153		.FLINT CHEM COATING FLINT MI		9.00		10.2			1.20		3.00			1.20		4.80			00235512
1132		.FLORIDA CORROGATING WILDWD FL				.600							.600						00260339
1153		.FORD MOTOR DEARBORN MICH	20.0		20.0														00118990
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	10029058
		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
1134		.JIFFY FRY CURRKSTON MN		9.00		13.8					6.00	3.00	4.80						00241598
1169		MCKESSON CHEM CO NEW ORLEAN LA																	10049806

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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. YTD	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															00360A		1040-245-10
1134		.GEN FORTMAN MEG IRON MICH	.165		.165														00213195
1252		.FOSTER GRANT LEOMINSTER MASS				1.20				.600			.600						00171255
1252		.FRANKLIN FIORE LOM WILMINGT DE	.500		.500							.600							00119210
1252		.FRANKLIN CONT PHILADELPHIA PA				.600													00048755
1256		.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										10031638
1134		.GM-ELECTRO MOTIVE DIC COOK 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															00120302
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
1166		.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
1132		GENERAL ELEC HENDERSONVILLE IN		.600															00186830
		PARENT CUST. TOT-GEN ELEC SCHENE	7.60	31.8	7.60	38.4	24.0		1.2		1.2	6.0			6.0				10031850
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												3.00		10033195
1252		GEN TIRE & RUB NEW SHREWSBR NJ				3.00													00270490

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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 GOA. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GRD GP
																	0035	0A	1040-245-10
		THERMINOL FR-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 O GEORGE COMPANY ST LOUIS MO		12.0															10033276
1252		.GILMAN BROTHERS GILMAN CT	.500	1.20	.500														00120936
1056		.N C GINTHER GAS PLT GILLETE WY	10.0	1.20	10.0														00232015
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
1133		.GLYCOL CHEMICAL CO CLEVELNO OH	10.0																00222186
1130		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
1138		.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
1170		.*H R GRACE OWENSBORO KY	3.00	1.80	3.00														10034981
1252		W R GRACE LINDEN NJ	4.00	13.2	4.00														10048753
1066		MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.00														10068606
		PARENT CUST. TOT-H R GRACE NEW Y	8.00	15.6	8.00														00045489
1139		.GRANT - ROTH HILLSBORO OREGON				.165	.055			.110									00159468
1067		.GREAT LAKES CARBON ROSAMOND CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00103022
1134		.GREENBAY PACKAGING WAUSAU WISC	.600		.600														00207616
1142		.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
1066		.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 BROCKLYN NEW YORK	.500		.500														00212423
1153		.HARRIGAN REID DETROIT MI		25.3															00237779
1132		.HARSAW CHEM LOWELL NC	1.00	1.20	1.00														00162388
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	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD GP.
																	00350A		1040-245-10
		THERMINOL FR-1																	
1252		.F W HARTMAN PORT WASHINGTON NJ				1.80								1.80					00262404
1266		.HARVEY ALUMINUM TORRANCE CA				6.60		2.40	1.20							3.00			10037050
1153		.CHEMETRON CORP HOLLAND MI	9.00		9.00	7.20		3.60		3.60									00196428
1133		CHEMETRON CORP ST LOUIS M	.600		.600														00184608
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
1133		.HAZEN RESEARCH GOLDEN CO				3.11							1.20	.71	.60	.60			00260363
1131		.HEAT EXCHANG PITTS CARNEGIE PA				.275						.275							00257311
1976		.HENDERSON PORT CORAL GABLES FL	5.00	4.20	5.00														10037417
1257		.HEXAGON LABORATORI BRONX NY	2.00	7.80	2.00														00123974
1252		.HIGH VACUUM METALS PASSAIC NJ	1.50	1.80	1.50														10038006
1134		.HIDAG CHEM SKOKIE IL	1.20	.600	1.20														00124133
1166		.HOFFMEISTER CABINE LAS VEGA NV		.165															00124168
1134		.STANLEY H HOLMES CHICAGO IL				.600				.600									00251623
1153		.HOLY CROSS HOSPITAL DETROIT MI	1.00		1.00														00214515
1134		.HONEYHEAD PRODUCTS MANKATO MN		24.0															00223050
1178		.HOOKER CHEM CO SOUTH SHORE KY		.165															00154032
1960		HOOKER CHEM TAFT LA	.500		.500														10038693
1153		HOOKER CHEMICAL MONTAGUE MI	3.60	15.0	3.60	9.00												9.00	00154024
1257		HOOKER CHEM HICKSVILLE NY	1.00	1.20	1.00														10038677
1131		HOOKER CHEM NIAGARA FALLS NY	100	215	100	78.6			39.6								39.0		10036707
1133		UDYLITE CORP WARREN MICH				2.40									2.40				10081343
		PARENT CUST. TOT-HOOKER CHEM NIA	105	232	105	90.0			39.6						2.4		39.0	9.0	10038707
1178		HUNDAILLE IND LANCASTER OH				6.00		6.00											00249750
1252		.EAST ALCO ALU FREDERICK MD	10.0	27.0	10.0	40.8					10.8	12.0		6.0			12.0		00219703
1030		INTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
		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
1252		.J M HUBER EDISON NJ				1.80							1.20				.60		00124007
1252		.ICI AMERICA INC DICHTON MA				1.20								1.20					10039900
1178		.IMPERIAL ADHES CINN OHIO	1.00	2.40	1.00	2.40			2.40										10040124
1932		.IMPERIAL FABRICATING PORTLD TN		3.60															00235607
1134		.INCA INKS INC NORTHBROOK ILL	.600		.600														10040175
1230		.CRAWFORD MFG RICHMOND VA				4.80									4.80				10020085
1960		.INMONT CO ANAHEIM CA	2.00		2.00														10040714
1153		INMONT CORP DETROIT MICH	15.0	30.0	15.0														10040922
1178		INMONT CORP CINCINNATI OHIO	9.00	6.00	9.00	5.40			1.20	1.80							2.40		10040736
1153		INMONT CORP TOLEDO OHIO	3.00		3.00	6.00						6.00							10040876
		PARENT CUST. TOT-INMONT CORP NYC	29.0	36.0	29.0	11.4			1.20	1.80		6.00					2.40		00044482

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIC 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 SP.
		THERMINOL FR-1															00350A		1040-245-10
1230		.INTA-ROTO RICHMOND VA	10.0		10.0	.600 1.80			1.80				.600						00256994 10004055
1266		.INTERPACE IONE CA	1.00		1.00														00183407
1133		.INTERPACE MANKATO KANSAS				2.40			1.80	.60									00250813
1752		.INTER POLYMER CORP FARMINGD NJ				6.60					6.60								00254927
1270		.INTER ROYAL NEW BEDFORD MASS	1.80	3.00	1.80	10.8			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
1732		.INTL NICKEL WRIGHTSVILLE BH NC	1.50	1.20	1.50	2.40		1.20			1.20								00125946
1774		.INTL PAPER CAMDEN AR				.600					.600								10041643
1975		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	1.80			1.80										00348035
1134		.W H ISABELLA MADISON WI	.600		.600						.600								00177945
1134		.ITT CONTL BAKING MILWAUKEE WI				.600													10042099
1133		.JASPER KOR 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												.275		00256633
1732		.JENSEN INC SHELBYVILLE IN				.495					.220								00171731
1266		.JERSEY MAID RK LOS ANGELES CA		6.00		.600							.600						00237025
1930		.JERSEY NUCLEAR CO RICHLAND WA		1.20		1.20								1.20					10042739
1732		.JIFFY MFG GRANITE FLS N C	1.00	1.80	1.00	2.40	1.20							1.20					10042704
1732		JIFFY MFG HIGH PT NC	1.00	6.60	1.00	3.60			1.80		1.80								10042720
1252		JIFFY MFG HILLSIDE N J	2.00	1.20	2.00	5.40				1.80	1.20	1.20				1.20			00126946
1252		JIFFY MFG HANOVER PA				4.20	3.00							1.20	1.20	1.20		1.20	00170518
1266		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 DRI	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			10042933
1252		.JOHNSN-JOHNSN NW BRUNSWICK NJ	2.00	15.6	2.00	4.80				2.40	2.40								00256412
1134		.LES JOHNSON CAONT IRON MI MI				.110					.055	.055							10088095
1266		.WESTERN PRECIP LOS ANGELES CA				1.20	1.20												00126675
1134		.K & S MANUFACTURIN FREEPORT IL				.110	.110												00234265
1170		.K & W PRODUCTS BLOOMINGTON IN		3.60															00126683
1266		.KAISER ALUM PERMAN PERMANEN CA		2.40															00213047
1266		KAISER ALUM & CH PLEASANTON CA		.275															00220930
1266		KAISER FOUNDATION LOS ANGLS CA	50.0		25.0														00045616
1266		KAISER INDUST PAR OAKLAND CAL	25.0																

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PRODUCT/CUSTOMER SALES REPORT

-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 ID / MAIN-GEO-GP.
		PARENT CUST. TOT-KAISER INDUST P	75.0	2.68	25.0														00345616
		THERMINOL FR-1	.														00350A		1040-245-4
1156		.KASEY CHEMICAL CO GELNDALE CA		1.59															00227773
1133		.THE M W KELLOGG CO OMAHA NB	.600		.600														00126032
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
1184		.KESTER SOLDER CO CHICAGO IL	.165	.110	.165														00186618
1950		.KING INDUSTRIES LAFAYETTE LA		.600															00236033
1966		.KINGS ELEC SERV HAMMOND LA		.110															00236007
1230		.KIWI SHOE POLISH POTTSTOWN PA				2.35					2.08			.28					00255335
1252		.KNOLLS ATOMIC SCHENECTADY NY		4.20															00343953
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														00344571
1153		.LAKEHAY CHEM MUSKEGON MI				1.80	1.80												10045231
1159		.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
1138		.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															00233716
1252		LITTON SYSTEMS W HARTFORD CT				.600									.600				00265837
		PARENT CUST. TOT-LITTON IND BEVE	2.00	15.0	2.00	.600									.600				00344520
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				10046753
1138		.LUBRIZOL SALES PAINESVILLE OH				19.8				12.6		7.2							10047277
1960		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							00344628
1133		.M R PLASTICS MARYLAND HTS MO	1.20		1.20														10047706

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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 ID / MAR SHIP SP.
															00350A		1040-245-11
THERMINOL FR-1																	
1146 .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												00161671
1252 .MALDEN MILLS LAWRENCE MA				1.20										1.20			10048265
1153 .MARATHON OIL CORP DETROIT MI	2.00		2.00														00151564
1933 .SOUTHERN DYESTUFF SODYCCO NC	2.00	1.80	2.00														10074037
1252 .MASTER ETCHING MACH AMBLER 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
1937 MEAD CORPORATION MEMPHIS TENN				1.80	1.80												00244334
1968 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
1252 .MILLMASTER BERKELEY HGTS NJ				5.40								4.20		1.20			10052769
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														00214068
1134 .MINN MIN-MFG-HUTCHINSON MN	1.20		1.20														00222674
1133 .MONSANTO EPC DIV ST PETERS MO	6.50		6.50														00153265
1166 .MONTGOMERY BROS LOS ANGELES CA		.220															00185651
1134 .STD T CHEM CHICAGO IL	2.40		2.40	.600											.600		10075270
1166 .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
1252 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
1937 .NATL FLOOR FLORENCE AL	6.30	1.80															10056500

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SRS 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.CED GP.
		THERMINUL FR-1															00350A		1040-245-1
1136		.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							10033918
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						00163049
1133		.CITY NEW MADRID NEW MADRID MO		81.0															00225078
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														10058082
1252		.NORTON CO TROY NY		.600		4.80	2.40								2.40				00154725
1558		.OIL DASE INC HOUSTON TEXAS	.800	6.00	.800														00221228
1153		.OLINKRAFT ONOSSO 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
1836		.OREGON METTALLURGIC ALBANY OR	5.00	20.4	5.00	2.40		2.4	12.6							12.6			00192899
1135		.OWMET CORP OMAL CH	9.00	18.0	9.00	6.00				6.00									10059585
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			10059352
1130		OWENS CORNING GRANVILLE OHIO		4.37															00088009
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			00044801
1666		.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

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01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SS 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 / MAIN GRD GP
		THERMINOL FR-1															00350A		1040-245-10
1134		.PAPER CONVERTING CHICAGO ILL	.600		.600														00178908
1136		.PARAGON WAYNE FT WAYNE IND				.220						.220							00257273
1153		.PARKE DAVIS - CO HOLLAND MI	2.40		2.40														10080885
1153		.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 MO		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							10371087
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		.PERMAPORM CO NEW KENSINGTON PA		.055		.110						.110							00213608
1131		.PERRY PLASTICS ERIE PA		.600															00049323
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
1166		.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				1.80						00207330
1252		.PITT-CONSOL CHEM NEWARK NJ		1.20		13.2	1.20	7.20	1.80	1.20									00133930
1166		.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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ORGANIC DIVISION
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 / MAJ GEO GP
																	0030	0A	1040-245-1
		THERMINOL FR-1																	
																			00196218
1178		.POINT OF PURCHASE KETTERING OH				.600				.600									00155144
1252		.POLYCHEMICAL INTL BRONX N Y				.710					.710								10063447
1252		.POLYMER CORP READING PA	1.00	.600	1.00	1.20			.600			.600							00165484
1933		.PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00										3.00				10063413
1656		PPG TORRANCE CALIF				4.20	1.20						6.0	3.6	6.0				10063191
1170		PPG CIRCLEVIL OH	30.0		30.0	27.6				12.0									00134956
1131		PITTS PLATE GL PIT CREIGHTO PA	2.00	2.40	2.00													2.40	00159123
1131		PPG INDUST HARMARVILLE PA				1.20					1.20								00165911
1968		P P G IND INC CORPUS CHRISTITX	10.0	2.40	3.00	.600				.600									00156736
1968		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0														
																		2.4	10063345
		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				
																			00261688
													1.20	1.20					00136643
1252		.PRATT & WHITNEY E HARTFORD CT				2.40										1.80			10064538
1138		.PREMIX INC NO KINGSVIL OH		10.2		5.40		1.80			1.80								10066027
1830		.PRESERVATIVE PT SEATTLE WA	2.00	3.60	2.00									3.60					10064635
1252		.PRINCETON CH PRINCETON NJ				3.60													
1252		PRINCETON CH ROCKY HILL NJ.	1.00		1.00														10066627
														3.60					
		PARENT CUST. TOT-PRINCETON CH PR	1.00		1.00	3.60													
																			00247731
																			00264519
						1.20	1.20												10064767
1252		.PROCESSEQUIPENGBURLINGTON NJ		.055															10064775
1655		.PROCESS SUPPLY CO ORANGE CA		.110		.165	.165												
1178		.PROCTER AND GAMBLE CINN OH				.600						.600							
1178		PROCTER AND GAMBLE ROSS OH																	10064767
												.600							
		PARENT CUST. TOT-PROCTER AND GAM		.110		.765	.165												
																			10064708
																			00170577
1932		.PROCTOR CHEM SALISBURY NC	2.10		2.10	1.80			1.80								.0010		00269972
1133		.PROCTOR PRODUCTS ST LOUIS MO				.110													10065401
1168		.PRYOR CABINET SHOP GROVER C CA	21.0		21.0	.600										.600			10065653
1139		.LANSON CHEM E ST LOUIS IL		1.20															
1132		PUREX CORP CHGO IL														.600			00065750
		PARENT CUST. TOT-PUREX CORP LAKE	21.0	1.20	21.0	.600													
																			10065655
																			00251550
1932		.QUAKER OATS MEMPHIS TN	2.40	4.80	2.40	.220				.220									10066453
1134		.QUAKER STATE OIL EMLENTON PA				3.60						3.60							10065379
1656		.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00														00200202
1178		.RCA CONSUMER ELECTRO INDIAN IN		.110															00155225
1656		.RED POINT CORP BURBANK CAS		.165		.110		.110											00135569
1976		.REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	13.2	8.40	2.40	2.40		2.40			2.40					00226906
1932		REICHHOLD CH TUSCALOO AL	2.10		2.10	4.80		1.20		3.60									
1134		REICHHOLD CHEMICAL MORRIS ILL	2.40	22.2	2.40														

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	CUS 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 / MAT.CTG GP
		THERMINOL FR-1															00350A		1040-245-1
																			00248134
1252		REICHHOLD CHEM INC FORDS NJ				.600		.600											10067179
1836		REICHHOLD CHEM TACOMA WA		1.80		3.00					3.00								
		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
																			00232794
																			00215189
1932		.REPUBLIC MILL ROME GA	.600	.600	.600														10067779
1133		.REPUBLIC STEEL NILES OHIO		8.40															
1253		.REYNOLDS METALS MESSENA NY				12.0			12.0										00253653
1252		REYNOLDS METALS PITTSBURGH PA				.600				.600									10067504
1237		REYNOLDS METALS GROTTOE VA	2.00	9.60	2.00	2.40					2.40								
		PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								10067732
																			00152277
															1.20	3.60		1.20	00153531
1835		.RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60										00237757
1133		.RIEGEL PAPER CORP HAZELWOOD MO				.600				.600							.600		
1866		.RIETZ MFG SANTA ROSA CA		.600		.600										1.20			00257757
						4.20												2.40	00151777
1252		.ROGERS CORP E WOODSTOCK CONN				5.40			3.00										10068878
1173		.ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	30.0			20.8		1.2								
1252		ROHM - HAAS CO BRISTOL PA																2.4	10068336
		PARENT CUST. TOT-ROHM - HAAS CO.	1.00	21.0	1.00	35.4			31.8		1.2								
																			10061024
																			10069003
1866		.ROHR CORP RIVERSIDE CA	5.00		5.00	.220				.220									00232252
1252		.RONSON METALS CO NEWARK NJ																	00253467
1176		.ROESEL BRADENTON FL		.165															10053537
1134		.ROTARY SEAL CORP CHICAGO IL				.110				.110									10069602
1866		.MITCHELL DIV ROYAL IND. LA CA		.275															
1866		ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						
		PARENT CUST. TOT-ROYAL INDUST SA		1.50		.820				.220			.800						10069602
																			10069653
						1.20				2.40		1.20							10070724
1237		.BURATEX CORP BEDFORD VA				.275		.275											00231657
1252		.SANDOZ PHARM HANOVER NJ.																	00231770
1176		.SAV A STOP JACKSONVILLE FL		.600															
1252		SAV A STOP SALEM VA.	1.00	.600	1.00														00231657
		PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														
																			10071127
						7.80						4.80	3.00				3.00		00165239
1252		.SCHENECTADY CH ROTTERDAM NY.		.110		3.00													10033808
1176		.GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00														
1230		GLIDDEN, CO. READING, PA.		1.80													3.00		00045454
		PARENT CUST. TOT-S C M CORP. CORT	3.00	1.80	3.00	3.00													10071569
1958		.SCOTT WISE POLYMERS, CROWLEY, LA	1.20	7.80	1.20														

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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 / MAJR GRD.CF.
		THERMINOL FR-1															00350A		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
1850		SHELL OIL GOLETA CAL	0.00		0.00	3.00									3.00				10072522
1968		SHELL OIL CO MORGAN CITY LA	10.0	24.6	10.0														00186635
		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
1858		.SHERWIN WILLIAMS OAKLAND CA				7.20									7.20				10072638
1134		SHERWIN WILLIAMS CHGO IL	3.60		3.60														10072534
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
1850		.SIERRA ENGIN SIERRA MADRE CA		.600															10072921
1856		.AIRESEARCH MFG CO TORRANCE CAL	6.00		6.00	.110					.110								10001551
1974		.A O SMITH INDLAND LITTLEROK AR	2.00	.600	2.00	1.20							.600			.600			00139266
1932		.HENRY T SMITH CO MEMPHIS TN	.100	.110	.100														00225711
1932		.SOU VALLEY CO COLUMBIA SC	3.00	2.40	3.00														10073832
1932		.SOU TEX CHEM MT HOLLY N C	1.20		1.20	.600						.600							00073866
1230		.SOUTHERN ADHES RICHMOND VA				6.60		6.60											10073979
1958		.SOUTHERN NATURAL GAS AMELIA LA				9.00												9.00	00272051
1932		SOUTHERN NATL GAS MORGAN CT LA				14.4								6.00	9.00		.60		00262761
1968		SOUTHERN NATURAL GAS HOUSTN TX	60.0		60.0														00222038
		PARENT CUST. TOT-SOUTHERN NATR G	60.0		60.0	23.4								6.00	9.00		.60	9.00	00181129
1932		.SOUTHERN BAKERY CO ATLANTA GA	.600		.600														00184640
1178		.SOUTHWIRE ALUM HARESVILLE KY	20.0	94.8	20.0	.129	9.0	12.0	7.2		14.4	28.8		28.8	28.8				00210552
1062		.SOUTHWEST FOREST SANTA FE CA	1.00	.875	1.00														00135614
1170		.SPECIALTY PAPER DAYTON OH	4.80	4.80	4.80	16.2			1.20	6.00			9.00						10074614
1856		.SPECTRUCON INC SANTA ANA CALIF		.165															00186678
1868		.ST VINCENTS HOSPITAL LOS AN C	70.0																00222143
1932		.STO CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														00133594
1252		STO CHEMICAL PRO HOBOKEN NJ				1.18					.58			1.20	.60				00222100
		PARENT CUST. TOT-STO CHEMICAL PR	.500	.600	.500	1.18					.58			1.20	.60				00222100
1850		.STANDARD FELT ALHAMBRA CA		.165		.600				.600									00241903

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DELTA DIRECT-22
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ORGANIC DATASYSTEM [illegible]

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIC	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 / MAJP CTD-GP
		THERMINOL FR-1															00350A		1040-245-1
1960		.CHEVRON OIL CO LEEVILLE LA	12.0	6.00	12.0														00217646
1960		CHEVRON OIL MORGAN CITY LA				4.20									4.[illegible]				00269985
1960		CHEVRON OIL CO NEW ORLEANS LA	20.0		20.0														00156127
1960		STAND OIL CALIF SWANSON RIV AK				49.2						12.0			19.2		4.8	13.2	00252921
1960		STD OIL OF CAL CARPINTERIA CA				3.00									3.00				10075122
1960		STD OIL OF CAL GAVIOTA CALIF	2.00		2.00	5.40			2.40						3.00				10075130
1960		STD OIL LA HABRA CA				5.40							2.40			1.20	1.80		00138940
1960		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				16.8			9.00		7.80								10005221
1950		.ESSO RESEARCH - EN BAYTOWN TX	20.0		20.0														10026805
1252		.STANDARD PACKAGIN CRANBURY NJ				6.00				1.20		2.40		1.20		1.20			10075173
1178		.STANDARD SUPPLY MAYSVILLE KY	.500	.220	.500														00156825
1252		.STANLEY WORKS NEW BRITAIN CT				6.00	1.20			1.20	1.20				1.20		1.20		10075394
1950		.STAUFFER CHEM RICHMOND CALIF		.600															10075521
1178		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
1464		.STRESSKIN PRO CO SANTA ANA CA		4.80		1.20			.600						.600				00230798
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	00103873
1960		.SUN OIL CO MORGAN CITY		1.20															00238325
1960		SUN OIL CO FRANKLIN LA	3.00		3.00														00139467
1960		SUN OIL CO BISHOP TX	.600	3.00	.600														00227315
1960		SUN OIL COMPANY PREMONT TEXAS	1.20		1.20														00179078
		PARENT CUST. TOT-SUN OIL COMP PH	4.80	4.20	4.80														00046663
1252		.SYLVAN CHEM CO INMAN SC				.600	.600												00139718
1950		.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
1955		TENNECO OIL MORGAN CITY LA	50.0		20.0														00219789
1252		TENNECO COLORS DIV READING PA	1.00	1.20	1.00														10078512
1952		TENNECO CHEMICALS LODECO 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	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 CPD GP
		THERMINOL FR-1															0036	0A	1040-245-1C
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															00140443
1932		.TRAYER COGGINS INC HI POINT NC	7.20		7.20														00160041
1974		.THERMOJET INC JACKSON MISS				1.20							.600	.600					00261793
1170		.THERMOLATOR INC INDIANAPOLISIN	1.00	.660	1.00	.330			.330										00146643
1133		.THERMO-O-DISC MANSFIELD OH		.055		.110				.110									00228907
1932		.THIELE KAOLIN SANDERSVILLE GA	8.30		8.30	11.4			11.4										10079764
1133		.TOPCO LAMINENTS FORT SCOTT KS	.165		.165														00219399
1133		TOPCO LAMINATES ST JOHNS MO		.165															00222836
		PARENT CUST. TOT-TOPCO LAMINATES	.165	.165	.165														00222836
1958		.TRADE WINDS NO 2 BROWNSVILL TX		1.20		.600						.600							00206601
1133		.TRANSPLASTICS CORNEAUT 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
1960		.LEVER BROTHERS CO LOS ANGE CA	10.0	21.8	10.0														00127558
1962		LEVER BROTHERS BALTIMORE MD		1.20		3.00						3.00							10046092
		PARENT CUST. TOT-UNILEVER IAKOCP	10.0	23.0	10.0	3.00						3.00							00026298
1975		.UNION CAMP CORP DECATUR ALA	2.00		2.00														00214019
1976		UNION CAMP CORP LAKELAND FLA	1.50		1.50	1.80	.60		1.20										10081564
1136		.UNION CAMP CORP DOVER OH	2.00		2.00														00209333
1932		UNION CAMP CORP MORRISTOWN TN	.600		.600														00177334
		PARENT CUST. TOT-UNIONCAMP CORP	6.10		6.10	1.80	.60		1.20										00047090
1128		.UNION CAR UC PLAS MARIETTA OH	1.00		1.00														10081374
1932		UNION CAR - NUC OAKRIDGE TENN	15.5		15.5														10081971
1131		UNION CARBIDE SISTERSV WV				1.20										1.20			00141852
1131		UNION CARBIDE S CHARLESTON W V				73.1		73.1											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 / MAJ-SED-GP.
		PARENT CUST. TOT-UNION CARBIDE C	16.5		16.5	74.3		73.1								1.2			00045705
		THERMINOL FR-1														1.	00350A		10405245-10
1252		.UNION AMSCO LAMIRADA CA				6.00	6.00												00248320
1252		UNION AMSCO TUCKER GA	4.20	7.20	4.20														10004551
1266		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 FIBER 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											00249807
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									10085586
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									10083072
1134		.U S GEAR CORP CHICAGO IL	.600	.600	.600														00232131
1252		.U S GOVT ORDN HUNTSVILLE ALA				.600			.600										10087725
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
1666		.U S GYPSUM SANTA FE SPRINGS CA				1.20					1.20								00253596
1666		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
1133		.VAIL RUBBER WORKS ST JOSEPH MI				.600								.600					10085759
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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01/12/72 PRODUCT/CUSTOMER SALES REPORT

-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 NO / MAR SPEC 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	10088442
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										00240664
1252		.WAYLAND CHEM CO LINCOLN RI				2.40							2.40						10087936
1123		.FRED WEBER CONST ST LOUIS MO				3.00							3.00						00260576
1252		.WELDING ENGINE KING OF PRUS PA	10.0	6.00	10.0														00225770
1134		.WELLS MFG FOND DU LAC WI	.600		.600														00144614
1252		.WEST CO MILLVILLE N J				4.20	1.20						1.20					1.80	10088445
1237		.WESTFIELD SHT MTL KENILWTH NJ				1.80					.60	1.20							00252324
1135		.WESTINGHOUSE MUNCIE INDIANA	3.00		3.00	3.00	3.00												10089401
1134		.WESTVACO CORP CHICAGO ILL	1.20		1.20														00168166
1253		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					10088577
		PARENT CUST. TOT-W VA PULP-PAPER	1.20		1.20	2.40						1.80	.60	.60	.60				00047585
1252		.WHEELING PITB ST JAMESBURG NJ	10.0		10.0														00170968
1133		.WHITE RODGERS CO ST LOUIS MO				.055		.055											10095350
1134		.WILLIAMSON ADHESIVES CINN OH				1.37							1.37						00260299
1968		.ARGUS CHEM TAFT LA	1.20	1.20	1.20														00236926
1252		ARGUS CHEM BROOKLYN NY		5.40		7.20					4.80		2.40						00105916
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		.ZIONEGO CONTRACT FRANKLIN WISC	1.20		1.20														00196630
1062		.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															00183160
1138		.REA MAGNET WIRE FT WAYNE IND		.165															00089583
1138		REA MAGNET WIRE LAFAYETTE IN		.600															10066646
		PARENT CUST. TOT-ALUMINUM CO OF		.765															00045063

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B1131-A [illegible]
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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PR 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.
																	00357A		1040-265-1
		THERMINOL FR-2																	
																			00069789
12	52	.AMERICAN BAKERIES BROOKLYN N Y		.330															10003065
19	75	.AMERICAN CYANAMID MOBILE AL		3.60										3.00-					10003768
11	31	AMERICAN CYANAMID WILLOW IS WV				3.00-													
														3.00-					00045101
		PARENT CUST. TOT-AMER CYANAMID W		3.60		3.00-													
																			10003973
11	34	.AMERICAN DECALCAMANIA CHIC IL		1.20															00237473
12	52	.AMERICAN HYDROTRM E WOODSTK CT		1.20		1.80	1.80												10004004
12	52	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												
																			00109622
11	35	.AMETEK/WEST PL WAPAKEONETA OH		.600															10006090
19	76	.ARIZONA CHEM PANAMA CITY FL		.600															10005376
11	34	.ARMOUR INDUSTRIAL MC COOK IL		6.00															00089110
19	32	.ARMSTRONG CORK MACON GEORGIA		4.20															10005430
12	52	ARMSTRONG CORK LANCASTER PA		4.20															
																			10006430
		PARENT CUST. TOT-ARMSTRONG CORK		8.40															
																			00228419
11	53	.AWREY BAKERIES LIVONIA MI		3.00															00245542
12	52	.BADGER CO E WEYMOUTH MA		.930															10007992
11	34	.BAGCRAFT CORP OF AM CHICAGO IL		3.00															00190158
19	32	.BARRY OF GOLDBORO N CAROLINA		.600															00265770
12	52	.BOND BAKING CO BROOKLYN NY		2.40															00152366
12	52	BOND BAKING CO PHILA PA		5.03															
																			00265770
		PARENT CUST. TOT-BOND BAKING CO		7.43															
																			10012533
19	32	.BURLINGTON IND ALTAVISTA VA		6.00															00112585
11	34	.BURNY BRO NORTH LA IL		2.40															00112690
12	52	.BUTTERFIELD BARRY TETERBORO NJ		.165															10014050
18	66	.CARNATION CO VAN NUYS CA		.240															10014794
12	52	.CELANESE PLAS CLARK NJ		.330															00176105
12	52	.CELLUCRAFT INC NEW HYDE PRK NY		1.20		.600			.600										00227833
18	66	.CHANSLOR WESTERN OIL FELLOWS C		2.40															10017777
12	52	.COLLOID CHEM CEDAR KNOLLS NJ		.935		.220	.220												10017963
11	78	.COLORPAC INC FRANKLYN OH		1.20															10018595
11	34	.CTNR CORP OF AM SIOUX CITY IA		.165															10018903
11	34	.CONTINENTAL CAN CHICAGO ILL		.220															00211257
11	34	.CPC INTERNATIONAL ARGO ILL		.600															10015936
12	52	.CHEM PUMP DIV WARRNINGTON PA		.975-															

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ORGANIC [illegible]
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAIN GRD GR.
																	00357A		1040-265
		THERMINOL FR-2																	10020522
1133		.CURTIS MFG ST LOUIS MO		4.20		.600	.600												00176157
1138		.DANA CORPORATION CHURUBUSCO IN		4.80															00164364
1166		.LLE DEAN SANTA FE SPRINGS CALF		.165															00240923
1932		.DEERING MILLIKEN INMAN SC		1.80															00088943
1866		.DIAMOND SHAMROCK S OXNARD CA		.055															10022630
1856		.DOLLY MADISON CAKES LOS ANG CA		1.80															10022651
1856		.DONJE CAL THEMES CERITAS CAL		.330															10022762
1252		.DOUBLEDAY HANOVER PA		1.58															10022908
1153		.DOW CHEM MIDLAND MICH		.600															10022981
1153		DOW CORNING MIDLAND MICH		3.06															10022909
		PARENT CUST. TOT-DOW CHEM MIDLAN		3.66															10023865
1252		.E I DU PONT DE NEMO PARLIN NJ		.600		6.00			6.00										00186945
1056		.DUVAL SIERRITA SAHUARITA AZ				.600			.600										00253286
1056		.EL MONTE CHEM PASADENA CA				.600	.600												10025037
1252		.EMBOSSOGRAPH PROCESS BRKLYN NY		.600															10090591
1131		.E L WIEGAND CO PTSBG PA		.165															00164691
1153		.FABRI KAL CORP KALAMAZOO MICH		4.80															00118363
1252		.FARRELL CORP CONN ANSONIA CT		.600															0022344
1252		.FELTON CHEMICAL CO BROOKLYN NY		6.00															0016847
1056		.FIBREBOARD CORP SOUTH GATE CA				12.6			12.6										0011853
1133		.FINDETT SERVICE CO SAINT CH MO		4.20		3.00		3.00											1002799
1252		.FINE ORGANICS INC LODI NJ		12.0															1002809
1138		.FIRESTONE NOBLESVILLE IN		.165															1002811
1138		FIRESTONE TIRE AKRON OH																	1002811
		PARENT CUST. TOT-FIRESTONE TIRE		12.2															0011977
1153		.FORD MOTOR DEARBORN MICH		15.6		4.80		4.80											0022675
1153		FORD MOTOR CO WOODHAVEN MI		1.80															0011897
		PARENT CUST. TOT-FORD MOTOR DEAR		17.4		4.80		4.80											1004930
1958		.MCKESSON CHEM CO NEW ORLEAN LA		3.00		9.00		9.00											0021914
1976		.GAYLORD CONTAINER TAMRA FLA		1.20															0018464
1134		.GM-ELECTRO MOTIVE MCCOOK IL		.600															100326
1138		GM-DELCO BATTERY MUNCIE IN		3.60															100327
1153		GM-TECHNICAL CENTER WARREN MI		.600															001572
		PARENT CUST. TOT-GENERAL MOTORS		4.80															002112
1134		.GENERAL AMER RES. DES. PLAINS IL		.820															100310
1153		.GEN. ELEC EDMORE MICH.		1.15															

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PRODUCT/CUSTOMER SALES

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS 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 GEO GP
		THERMINOL FR-2															00357A		1040-265-1
																			10033195
1974		.GEN TIRE - RUB COLUMBUS MS		.165															10033160
1131		GEN TIRE - RUB JEANETTE PA		6.00															
		PARENT CUST. TOT-GENL TIRE - RUB		6.17															10033144
																			00230413
1252		.GEORGE G. LYNCH NEW CASTLE DE		.600															00232815
1160		.N C GINTHER GAS PLT GILLETE WY				1.80		1.80											10034690
1138		.GOODYEAR TIRE AKRON OH		2.40		.600			.600										00165433
1252		.GREAT ATLANTIC PACIFIC NEWARKN		3.60															00225924
1172		.GULF PLASTICS GREENSBURG IN																	10035526
1252		.HAMILTON MFG RICHMOND VA		3.00															10036542
1252		.HAMILTON STD WINDSOR LOCKS CT		3.60															00196428
1153		.CHEMETRON CORP HOLLAND MI		15.0															00164606
1133		CHEMETRON CORP ST LOUIS M		1.80															00123218
		PARENT CUST. TOT-HARWICK AKRON O		16.8															
																			00214515
1152		.HOLY CROSS HOSPITAL DETROIT MI		.600															10036677
1252		.HOOKER CHEM HICKSVILLE NY				3.60	3.60												10033936
1252		.HORN - HARDART BAK PHIL PA		3.66															00124937
1252		.J M HUBER EDISON NJ		3.60															10039908
1252		.ICI AMERICA INC DIGHTON MA		1.80															10020035
1230		.CRAWFORD MFG RICHMOND VA		3.60															10040733
1173		.INMONT CORP CINCINNATI OHIO		6.00															10043876
1153		INMONT CORP TOLEDO OHIO		4.80															00044402
		PARENT CUST. TOT-INMONT CORP NYC		10.8															
																			00228018
1156		.INTERMT CONCRETE SALT LK CT UT		1.20															10004055
1156		.INTERPACE IONE CA		9.00		3.60	3.60												00183407
1133		.INTERPACE MANKATO KANSAS		1.20															10041236
1252		.INTL FLAVORS TETERBORO NJ		1.20															00223867
1150		.INTL MULTI FOODS CITY INDUS CA		.345															00252513
1232		.INTL NICKEL WRIGHTSVILLE BH NC		.060															00125940
1174		.INTL PAPER CAMDEN AR		3.00															10041643
1175		INTL PAPER SPRINGHILL LA		1.20												.600			00170490
1252		INTL PAPER SOMERVILLE MA		2.40		.600													00215333
1134		INTL PAPER FOND DU LACK WI		.600												.600			00044509
		PARENT CUST. TOT-INTL PAPER CO N		7.20		.600													
																			10041846
1134		.INTERSTATE BAKER CHICAGO IL		1.80															10010862
1153		.I.T.T. CONTL BAKING DETROIT MI		.600															00126446
1252		.JIFFY MFG. HANOVER PA		3.60															

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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 / MAJR GRD GP
																	.0035	7A	1040-265-10
		THERMINOL FR-2																	
																			10086895
18	56	.WESTERN PRECIP LOS ANGELES CA		.600															10043549
12	52	.KAWECKI BERYLCO BOYERTOWN PA		1.20															00126602
11	33	.THE M W KELLOGG CO OMAHA NB		3.17															10043948
11	33	.KENT PLASTICS EVANSVILLE IN		1.20															10044820
11	31	.KOPPERS CO BRIDGEVILLE PA		3.60		3.60		3.60											00217182
11	31	KOPPER COMPANY MONROEVILLE PA																	00185876
11	31	KOPPERS COMPANY INC VERONA PA		1.80															00044571
		PARENT CUST. TOT-KOPPERS CO PITT		5.40		3.60		3.60											
																			10045363
12	52	.LANE COMPANY ALTAVISTA VA		.600															10046254
12	52	.LIBERTY MACH PATERSON NJ		1.20															10047277
11	38	.LUBRIZOL SALES PAINESVILLE OH		41.4															00049042
18	56	.MAGNA SCREEN CHATSWORTH CA		.120															10048265
12	52	.MALDEN MILLS LAWRENCE MA		1.20															00196746
11	78	.MARVAGLASS INC LEXINGTON KY		.165															00225789
11	34	.MEAD CONTAINERS WATERLOO IA		1.20															00129615
11	78	MEAD CONTAINERS WASH COU OH		.600															00044695
		PARENT CUST. TOT-MEAD CORP DAYT		1.80															
																			10059380
12	52	.ONYX CHEM JERSEY CITY		2.40															00222674
11	34	.MINN MIN-MFG HUTCHINSON MN		1.20		1.20	1.20												00215740
18	04	.MONSANTO COMPANY SPRINGFIELDMA		.120															10075270
11	34	.STD T CHEM CHICAGO IL		1.20		.600	.600												00143065
11	78	.U S IND CHEM DIV CINCINNATI OH		3.60															10056705
12	52	.N L INDUSTRIES SAYREVILLE NJ		26.4															10057000
11	34	.NATIONAL TEA CO CHICAGO IL		3.60															00237054
11	34	.NLFCO INC CHICAGO IL		1.20															10058082
11	78	.NORTH AMERICAN ROCKWL COLUM OH		.055															10057879
18	56	.OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10060885
11	53	.PARKE DAVIS - CO HOLLAND MI		2.40															00169358
11	33	.PATCO PRODUCTS GRANDVIEW MO		1.20															10061148
11	38	.PATTERSON IND E LIVERPOOL OH		.110															00154997
11	34	.PELRON CORP LYONS ILL		1.80															10061520
11	38	.PENN REFINING CLEVE OHIO		1.20															10071887
11	34	SELASTOMER INC BENSENVILLE IL		1.80															00090271
		PARENT CUST. TOT-PENN REFINERY G		3.00															
																			10044065
18	56	.PENNWALT-KERNS UNITD ORANGE CA		.220															10029686
18	56	.FRITO LAY CO LOS ANGELES CA		.600		.600	.600												10029678
11	34	FRITO LAY CHGO ILL		.600															00044954
		PARENT CUST. TOT-PEPSICO INC NEW		1.20		.600	.600												

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-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 / PART GRD GP
		THERMINOL FR-2															00357A		1040-265-1
1252		.PHELPS DODGE SOUTH BRUNSWIK NJ		1.20															00177326
1970		.PILLSBURY CO GAINESVILLE FLA		.600															00181498
1932		PILLSBURY FARMS GAINESVILLE GA		.305															00135523
1133		PILLSBURY TERRE HAUTE IN		3.00															10063019
		PARENT CUST. TOT-PILLSBURY CO MP		2.79															10062969
1252		.PIONEER PLASTIC AUBURN ME		.600															10063076
1252		.PITT-CONSOL CHEM NEWARK NJ		7.20		1.80		1.80											00133230
1170		.PPG CIRCLEVIL OH		49.2															10063191
1131		PPG SPRINGDALE PA		1.80															10063353
		PARENT CUST. TOT-PITTS PLATE GL		51.0															10063345
1175		.PROCTER AND GAMBLE ROSS OH		.600															10064775
1932		.PROCTOR CHEM SALISBURY NC		3.60															10064708
1976		.REICHHOLD CHEM JACKSONVILLE FL		21.6		2.40		2.40											00155225
1131		REICHHOLD CHEM NIA FALLS NY				1.20			1.20										10067197
		PARENT CUST. TOT-REICHHOLD CHEM		21.6		3.60		2.40	1.20										00045713
1252		.REPUBLIC CONTR JERSEY CITY NJ		.600															00156760
1252		.RESYN CORP OF AMER LINDEN NJ		7.20															10067625
1252		.REYNOLDS METALS MESSENA NY		6.00		12.0			12.0										10067790
1830		.RHODIA INC PORTLAND ORE		1.20															00152277
1133		.RIEGEL PAPER CORP HAZELWOOD MO		.600															00185531
1252		RIEGEL PAPER RIEGELSVILLE NJ		.600															10068207
		PARENT CUST. TOT-RIEGEL PAPER NY		1.20															00045187
1066		.ROBERTS CONS IND MONROVIA CA		1.80															10068436
1960		.SAFEWAY STORES LOS ANGELES CAL		2.75															10070139
1252		.SCHENECTADY CH ROTTERDAM NY		3.60															10071127
1252		.SCHENUIT RDR BALTIMORE MD		.165															10071143
1133		.W A SCHUMAN & CO BRIDGETON MO		1.20															00237641
1976		.GLIDDEN DURKEE JACKSONVILLE FL		6.00															00165239
1932		.INDUSTRIAL DIV BD SCOTSBORO AL		42.6															00223573
1170		.SHAMROCK CORP LOUISVIL KY		.600															00137618
1960		.SHELL CHEM DEER PK TX		1.20															10072301
1960		SHELL OIL GOLETA CAL		3.60															10072522
		PARENT CUST. TOT-SHELL OIL NYC N		4.80															00045284
1134		.SHERWIN WILLIAMS CHGO IL		4.80															10072694

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS CUS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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.
		THERMINOL FR-2															00357A		1040-265-1
																			10072794
1138		SHERWIN WILLIAMS CLEVELAND OH		28.8															10072794
		PARENT CUST. TOT-SHERWIN WILLIAM		33.6															
																			10001501
1156		.AIRESEARCH MFG CO TORRANCE CAL		3.60															00138266
1174		.A O SMITH INDLAND LITTLEROK AR		2.40															10073677
1252		.MRS SMITHS COL DK SILV SPGS MD		1.20															00093866
1132		.SOU TEX CHEM MT HOLLY N C		1.20															00168084
1252		.SOUTHERN CONT COR DEER PARK NY		4.20		.600		.600											00184640
1132		.SOUTHERN BAKERY CO ATLANTA GA		.600															00159212
1068		.ST JOE PAPER CO MESQUITE TX		1.20															00222100
1252		.STD CHEMICAL PRO HOBOKEN NJ				.600	.600												10075130
1160		.STD OIL OF CAL GAVIOTA CALIF		1.20															10075173
1252		.STANDARD PACKAGIN CRANBURY NJ		8.40		1.20		1.20											10075394
1252		.STANLEY WORKS NEW BRITAIN CT		4.65															10075521
1160		.STAUFFER CHEM RICHMOND CALIF		.055															10075637
1131		STAUFFER GALLIPULIS FERRY WV		.600															00046868
		PARENT CUST. TOT-STAUFFER CHEM N		.655															
																			10075718
1252		.STEDFAST RUBBER EASTON MA		1.80															10075250
1134		.STONE CONTAINERCORP CHIC ILL		1.80															00139742
1068		.SYSTEMS PRINTERS SANTA FE CA		.275		1.80		1.80											10078911
1252		.TERRELL CORP WILM MASS																	00228907
1138		.THERMO-O-DISC MANSFIELD OH		.055															10077764
1132		.THIELE KAOLIN SANDERSVILLE GA		11.9															10081034
1134		.TROSTEL COMPOUND LK GENEVA WI		.600															10081181
1132		.TULL CHEMICAL CO OXFORD AL		1.20															00165697
1974		.GOALS UNASGND FOR UK THRU 1974	20.0		20.0														00214019
1975		.UNION CAMP CORP DECATUR ALA		4.80															10081564
1976		UNION CAMP CORP LAKELAND FLA		1.80															10081599
1976		UNION CAMP CORP SAVANNAH GA		1.20		.600					.600								00209333
1138		UNION CAMP CORP DOVER OH		12.0															00177334
1932		UNION CAMP CORP MORRISTOWN TN		1.20															00047070
		PARENT CUST. TOT-UNIONCAMP CORP		21.0		.600					.600								
																			10081874
1130		.UNION CAR UC PLAS MARIETTA OH		4.80															10081971
1932		UNION CAR - NUC OAKRIDGE TENN		16.2															10081777
1131		UNION CARBIDE S CHARLESTON W V		1.80															00045705
		PARENT CUST. TOT-UNION CARBIDE C		22.8															00152005
1252		.UNT AIRCRAFT CORP E HARTFRD CT		1.20															

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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. Y-T-D	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GEO GR
		THERMINOL FR-2															00357A		1040-265-1
																			00243264
1252		UNT AIRCRAFT CORP FARMINGTN CT		6.00															00152005
		PARENT CUST. TOT-UNT AIRCRAFT CO		7.20															
																			00142255
1252		.UNITED AIR LINES WINSDOR L CON		2.40															10083621
1252		.UNITED RESIN PROD BROOKLYN NY		.600															00236500
1252		.U S A F LINESTONE ME		1.20															10086221
1252		.VAN WATERS - R ALBUQUERQUE, N		24.0		8.96			6.00		2.96								10086240
1268		VANWATERS - ROGERS QUESTA N M		10.8															00047627
		PARENT CUST. TOT-VAN WATERS-ROGG		34.8		8.96			6.00		2.96								
																			10087120
1260		.VONS BAKERY DIV EL MONTE CA		.110															10087481
1252		.WAL SELLO PRO PATERSON NJ		.165															00156310
1252		.WARD FOOD INC EAST ORANGE NJ		.600															10088445
1252		.WEST CO MILLVILLE N J		2.40															10089409
1138		.WESTINGHOUSE MUNCIE INDIANA		3.00															10088534
1252		.WESTVACO CORP MERIDEN CT		1.80															00163866
1134		WESTVACO CORP CHICAGO ILL		.648															00154006
1252		WESTVACO CORP BALTIMORE MD		.600															00163651
1132		WESTVACO CORP GASTONIA NC		.864		.600					.600								00205605
1252		WESTVACO CORP EATON OH																	00152110
1138		WESTVACO CORP SANDUSKY OH		3.00															10088577
1276		WESTVACO NORTH CHARLESTON SC		1.20															00047589
		PARENT CUST. TOT-W VA PULP-PAPER		6.38		.600					.600								
																			00170968
1252		.WHEELING PITB ST JAMESBURG NJ		12.0								3.00							00217409
1252		WHEELING CORRUGAT JAMESBURG NJ				3.00						3.00							00047082
		PARENT CUST. TOT-WHEELING STEEL		12.0		3.00													
																			10090520
1260		.WHITTAKER CONTR COSTA MESA CA		.600															00109916
1252		.ARGUS CHEM BROOKLYN NY		2.40															10091098
1134		WITCO CHEM CHICAGO ILLINOIS		21.6															10091128
1252		WITCO CHEM PERTH AMBOY NJ		7.20		1.80			1.80										
		PARENT CUST. TOT-WITCO CHEM NYC		31.2		1.80			1.80										00047686
																			00196630
1134		.ZIGNEGO CONTRACT FRANKLIN WISC		1.20															1040-265-1
		TOTAL PRODUCT * * * * * * * LB	21.0	726	21.0	89.6	19.4	30.6	41.4	.6	4.2	3.0		3.0		.6			

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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 CMD SP
		THERMINOL FR-3															00352A		1040-285-1
1252		.AMERICAN HYDROTRM E WOODSTK CT				.600		.600											00237493
1252		.HADGER 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
1156		.DUVAL SIERRITA SAHUARITA AZ		21.6															00186945
1132		.SOUTHERN DYESTUFF CHARLOTT NC		.060															00136487
1174		.U 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															10086466
1132		.REIGHHOLD CH TUSCALOO AL		2.40															00135569
1136		.THERMO-O-DISC MANSFIELD OH		.060															00228907
1134		.UNIVERSAL OIL DES PLAINS IL		.180															00047635
1134		.WEST BEND CO WEST BEND WI		140															10080399
		TOTAL PRODUCT * * * * * * * LB		171		.600		.600											1040-285-1
		15 TOT CLASS FR FLUIDS LB	4094	3744	3687	2843	296	370	364	240	216	265	229	194	215	163	158	136	
		$$	1175	1101	1058	932	97	119	116	81	74	86	75	64	74	51	51	45	
		THERMINOL 55															01338A		0418-055-1
1252		.ACUSHNET PROCESS NEW BED MA		.390		.390		.390											10000653
1156		.ACE 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
1156		.AMERICAN CYANAMID AZUSA CA				11.2											11.2		10033717
1133		.APEX OIL CO ST LOUIS MO				16.0											16.0		00270636
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
1153		.AVONDALE SHIPYDS MORGAN CTY LA		36.1															00236700
1134		.BAGCRAFT CORP OF AM CHICAGO IL				.800									.400	.400			10007992
1132		.BALLET FABRICS SCOTTSBORO AL				10.0								4.00	6.00				00262994
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
1136		.BARMATIC PRODUCTS CLEVELAND OH				.400									.400				00263796
1134		.BARRETT PAVING MAT CHICAGO IL	3.90	1.95	3.90														00224588
1132		.BAYPORT MOLDING HOUSTON TX				.400								.400					00262906
1134		.BELL COMPANY INC RICHMOND IN				.400								.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. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.I.D / MAJR.GRP.-GR.
		11 INDUST. FLDS.C.L.BRADFORD																	
		PYRAUL F-9 A															01771A		4550-009-1
1974		.AAA PRODUCTS DALLAS TX	1.77	1.18	1.77														00213736
1934		.ABEX CORP ST PAUL MN	.885	1.18	.885	.545											.545		00106771
1230		ABEX CORP PORTSMOUTH VA		.590															10000351
		PARENT CUST. TOT-ABEX CORP NEW Y	.885	1.77	.885	.545											.545		00046531
1934		.ACRO METAL PRODUCTS MINN MN	1.18	1.18	1.18														00106860
1934		.ACRO WELDER MFG MILWAUKEE WI	1.00	2.36	1.00														10000037
1839		.AERO TITANIUM LEMON GROVE CAL	1.50	1.18	1.50														00100992
1960		.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														10001675
1933		.ALLIED CHEM IRIND SC				.552	.552												00170372
1976		.ALLIED MARINE CORPOR MIAMI FLA	1.07	1.07	1.07														00105183
1976		.ALLIS CHALMERS NORWOOD-CINC OH		.235															00103073
1934		ALLIS CHALMERS W ALLIS WI	3.00	2.36	3.00														10002648
		PARENT CUST. TOT-ALLIS CHALMERS	3.00	2.58	3.00														00045055
1939		.ALUMINUM DIE LOS ANGELES CALIF	2.00	1.18	2.00														00108197
1974		.ALUMINUM CO BAUXITE AR		.106		.102			.102										00236764
1039		ALUMINUM CO CORONA 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	10002818
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	8.11	7.00	4.94	1.10		1.66	1.09						1.09			10002842
1136		ALUMINUM CO CLEVELAND OH	50.0	66.3	50.0	41.1	5.52	2.76	6.62		8.72	3.27			5.45		5.45	3.27	10002850
1230		ALUMINUM CO CRESSONA PA	12.0	14.2	12.0	19.8	10.5				6.0		3.3						10002877
1131		ALUMINUM CO NEW KENSINGTON PA		51.9		4.36							4.36						10002885
1932		ALUMINUM CO ALCOA TN	250	15.2	50.0	20.2			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
1948		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
1136		.AMERICAN CHAIN & CABLE AKRN OH				.102							.102						00201759
1179		.AMERICAN MFG CO GREENBURG IN				.202									.202				00264113
1153		.AMERICAN MOTOR CORP DETROIT MI				.545						.545							00109207
1220		.NASSAU SMELTNG STATEN ISLAN NY	5.00	5.90	5.00	3.27								3.27					00133276
1939		.AMTEK STRAZZA EL CAJON CALIF				.552					.552								00256646

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-IN THOUSANDS OF POUNDS AND DOLLARS-

CO	SS	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-SUB-SP.
		PYDRAUL F-9 A															017	1A	4550-009-11
1032		.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
1039		.ANADITE INC LOS ANGELIS CA	1.00	1.18	1.00														00225541
1134		.ANCHOR COUPLING CO LIBERTYV IL				.050							.050						00107665
1133		.ANCHOR COU-STDALL DEARBORN MIC		1.77															00223005
1179		.ANHEUSER BUSCH MIAMI FLA	1.00	1.07	1.00	1.00											1.00		00109711
1175		.ANHEUSER BUSCH PASSAGRIL BE FL	.600	.510	.600														00209112
1176		ANHEUSER BUSCH ST PETER FL				1.02		.510		.510									00109735
1170		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		10005780
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		10006223
1171		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
1039		.ARROW DIECAST LOS ANGELES CA	3.00	2.32	3.00	.545								.545					10006578
1039		.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					00262293
1032		.ATLANTIC RICHFIELD RICHLAND WA				.411								.161			.250		00262587
1932		.ATLANTIC STEEL CO ATLANTA GA		.590															10007252
1128		.ATLAS SYSTEMS SPOKANE WA				.545											.545		00271470
1039		.AVES MFG COMPANY LOS ANGELE CA	1.00	.590	1.00														00155604
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	1.18	1.00														00198021
1139		.BLAITT IND E LOS ANGELES CA				.545									.545				00255391
1230		.BETHLEHEM STEEL STEELTON PA		17.7															00179035
1230		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 PARKWOOD 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
1128		.E A BLISS CO CANTON OHIO		.590															00047279
1232		.BOUNTY SHOES CARTERSVILLE GA				.545										.545			00112038
1153		.BUNTING BRASS BRONZE TOLEDO OH		.697		1.10			.552						.545				00229792
1153		.CALHOUN FOUNDRY CO HOMER MIGH	1.50	1.13	1.50	1.10				.552						.545			00217123

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-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.GRP-GP.
																	01	71A	4550-009-11
		PYDRAUL F-9 A																	
1230		.CAPSTONE IND CORPUS CHRISTI TX		5.31		1.64						.552				.545	.545		00236454
1230		.CARPENTER TECHNOLOGY READING PA				.545											.545		00231207
1131		.CARRIER CORP DEWITT NY				1.10	1.10												00249068
1230		.CELANESE PLAS CLARK NJ		.054															10014794
1133		.CERAMFACTORIES VANDALIA MO		1.05		1.00						.500					.500		00219304
1139		.CLEVELAND CRANE VICKLIFFE OH				.100						.100							00257443
1134		.CONSOL ALUMINUM MADISON IL				2.18				1.09							1.09		00255688
1230		.CONTINENTAL CAN WILMINGTON DE	1.00	1.18	1.00														10015001
1134		CONTINENTAL CAN ELK GROVE IL				3.82					3.27	.55							00234850
1133		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
1134		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									00115428
1133		.CURTIS MFG ST LOUIS MO				2.18									1.64	.55			10020522
1153		.DECA COMPANY MARYSVILLE MICH	1.00	.804	1.00	1.23				1.23								1.09	00152535
1134		.DEERFIELD POWER GENOA WI				1.09													00115754
1133		.DAVIS FIREBRICK CO OAK HILL OH		.590															05186732
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			2.19		2.73	2.73	4.91			10021227
1136		IRONTON MALLEABLE CLEVELAND OH				2.18					2.19								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
1230		.DE LAVAL TURBINE POUGHKEE NY				1.09								1.09					00115940
1134		.DIECAST CORP SHEBOYGAN FL WI	140	64.9	140														10022371
1153		.DORT MFG CO FLINT MI		1.18															00227137
1131		.DOUBLE A PRO MANCHESTER MI	3.00	7.95	3.00														10022703
1133		.DOW METAL DIV MADISON ILL	4.00		4.00														10022573
1230		.DRAVO CORP READING PA				.545										.545			00238333
1131		.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
1134		.EAGLE IRON WORKS DES MOINES IA	1.77	1.18	1.77														00231797

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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 / MAT'L GRO.GP.
		PYDRAUL F-9 A															01171A		4550-009-1
1932		.TENN EASTMAN KINGSPORT TENN	3.00	2.36	3.00	2.73											2.73		10078547
1938		.EATON CORP CLEVELAND OHIO				.545						.545							00252972
1153		.EATON YALE - TOWN SAGINAW MI	1.00		1.00														10025184
1133		.EMERSON 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
1338		.EMPIRE PLOW CO CLEVELAN OH	2.00	1.77	2.00	1.05	1.10											.55	00117602
1104		.ERIE MINING HOYTLAKES 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
1153		.ETHYL CORPORATION FERNDALE MI		.107															00183014
1138		.GA-CELL-O CORP GREENVILLE OHIO		.161															00197793
1153		.FED MOGUL ANN ARBOR MI	.500	.590	.500														10027489
1233		.GOODNEY ELEC CO TERRYVILLE CONN		1.18															00223379
1130		.GM-DELCO RADIO KOKOMO IN				1.09									1.09				10032652
1138		GM-FISHER BODY MANSFIELD OH	1.00	1.18	1.00														00229784
1130		GM-NEW DEPARTURE SANDUSKY OH	20.0	20.4	20.0	6.58		3.31			3.27								00218146
1153		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
1153		GENERAL CABLE WARRENTON MO		.537															00245052
		PARENT CUST. TOT-GENERAL CABLE C		.537		1.05						.500						.545	00045446
1176		.GEN ELEC LOUISVILLE KY		1.18		1.09								1.09					10031915
1138		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 CRFTNN GARDENA CA	1.00	.590	1.00	.545								.545					00196266
1935		.GLASROCK PROD ATLANTA GA		.590															10033705
1934		.GLASS ROCK PRO ATLANTA GA		.592															00120979
1974		.GLENVALE PRO MAIDE MALVERN AR	.600	.532	.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.	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. I.D. / MAJR GRD GP.
		PYDRAUL F-9 A															01771A		4550-009-11
1270		.BAINNELL CORP CRANSTON RI				1.66			1.66										00250922
1968		.GULF OIL CO ORANGE TX	1.50	1.18	1.50	1.09										1.09			00121800
1974		WARREN PETRO CORP LINDSAY OK		.161															00144312
1974		WARREN PET MAYSVILLE 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															00225324
1230		.HEISLER MACH TOOL FAIRFIELD NJ				1.10		1.10											00249319
1231		.HERCULES INC RADFORD VA		.197															00123919
1237		.HILLIARD CORP ELMIRA N Y				.050					.050								10033055
1124		.HITCHCOCK INDUST MINNEAPOLI MN	.885	.590	.885														00231908
1224		.HOLT INDUSTRIES VENICE CA	1.50	1.34	1.50	2.94	.267	.482	.552			.552				.545	.545		10038480
1235		.HOPPING FOUNDRY PASADENA CA				.150									.150				10038898
1155		.HOVMET CORP PLYMOUTH MI		.590		.552			.552										00182040
1170		.HUFFAKER PLUMBING TROY OH				1.09								1.09					00261572
1236		.HYDRAULIC AIR CNO PORTLAND OR		.106															00229997
1230		.IDEAL FISH FLOAT DES PLAINE IL	.800	.550	.800														00186481
1230		IDEAL FISH FLOAT RICHMONDVIRG	2.60	2.32	2.60	1.10				.552								.545	10039967
		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					00048536
1235		.INDUCTOTHERM CORP BUYERSTN PA				1.09							1.09						00260150
1138		.INGRAM-RICHARDSON FRANKFOR IN		.161		.303				.153					.150				00125520
1153		.INTERLAKES ENG MT CLEMENS MI				9.40		.60		6.62		1.09				1.09			00250376
1239		.ITT CONTROLS GLENDALE CA		1.10															10042100
1238		ITT FED SUPPORT RICHLAND WA		.269		.702				.552		.150							10042151
		PARENT CUST. TOT-INTL TELEPHONE		1.37		.702				.552		.150							00044512
1274		.J AND S FOUNDRY DENEY CK	5.00																10042259
1230		.JEN JOHNSON READING PA				1.10	1.10												00243223
1276		.JONES BOAT YARD MIAMI FL	1.00	1.07	1.00														10043093
1178		.THE JOYCE-CRIDLAND CO DAYTON O		1.77															00226826
1131		.KAISER ENGINEERS BUTLER PA		59.0															00207345
1235		.KASPER FOUNDRY CO ELYRIA OH	1.50	1.18	1.50	4.49		1.18							1.09	1.09	1.09		10043522
1232		.KEMMER JONESBORO GA				.545							.545						10043565
1131		.KENNAMETAL INC GREENSBURG PA				.545								.545					00263265
1230		.KENNECOTT REF CORP BALT MD	30.0	8.18	15.0														10043091
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															00235855
1133		.LACLEDE GAS CO ST LOUIS MO		13.8															10045061

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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. I.D./ MAJ. GRP. GP.
		PYCRAUL F-9 A															01171A		4550-009-1
1133		.LACLEDE STEEL CO ALTON IL	100	174	100	85.8		19.9	19.3	29.4					17.2				10045088
1133		LACLEDE STEEL CO ST LOUIS MO		11.8															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
1134		.JEL STEEL HENNEPIN IL	100		50.0														00239771
1130		.LOGANSPORT MACH LOGANSPORT IN				1.09												1.09	00229049
1230		.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					00263345
1134		.MANCO MFG CO BRADLEY IL				1.29	.20							1.09					10045397
1139		.MARION BRONZE COMPANY MARION O	2.00	1.18	2.00														10048842
1134		.MARVEL ENGINEERING CHICAGO ILL		.214															00124875
1134		.MATERIALS TRANS CHICAGO IL		.376															00165077
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		2.16		2.73	10049571
1166		.METHODIST HOSPITAL HOUSTON TX				.200										.200			00217336
1134		.MINNKOTA PAPER CO CENTER ND		.552															00244031
1532		.AMERICAN LAVA CHATTANOOGA TN		.590															00219339
1234		.MIRRO 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												10055075
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		10055679
1139		.MUELLER CO BREA CA	4.00	3.54	4.00	2.19			1.10					1.09					10055687
1039		.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
1136		.NATIONAL METAL CLEVELAND OHIO	1.00	1.14	1.00	2.18				.55		1.09					.55		00156647
1230		.NAIL 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
1039		.NORRIS INDUSTRIES LOS ANGELES	4.00	3.54	4.00														10058015
1130		.NORTH AMER MFG CLEVELAND OH		.162															10058090
1139		.NJX AMER ROCKWELL EL SEGUN CA	5.00			2.18									1.09	1.09			10058066
1139		.NORTHROP CORP HAWTHORNE CA		.106															10058376
1131		.NORTHERN PACKAG ROCHESTER NY		.102		.102				.102									10058287
1168		.OIL STATES RUBBER ARLINGTON TX				.100								.100					00228672

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01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MAJ GRP	SALES 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 GRP.GP.
		PARENT CUST. TOT-WHEELING STEEL		2.04															00047082
		PYDRAUL 150-A															01899A		4591-151-11
1134		.WHEELING CORP S MILWAUKEE WI		3.05															00237469
1134		.YOUNGSTOWN SHEET E CHICAGO IN	10.0	5.09	10.0														00227412
1466		.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 READVILLE PA	3.50	5.81	3.50	1.29	1.29												10000386
1153		.ACHESON COLLOIDS PORT HURON MI		.295															10000475
1839		.AGRI CRAFT CO INC CAMARILLO CA		.059															00184721
1130		.ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002783
1233		ALUMINUM CO CRESSONA PA	13.6	9.68	13.6	3.23	3.23												10002877
1032		ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002958
1036		ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002965
		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												10006228
		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							10009596
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												00170578
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-

PG	SHS	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.	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		.W 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
1968		.DRESSER INDUST HOUSTON TX	3.00	.177	.200														00158771
1966		.DURRUM INSTRUMENTS PALOALTO CA				.177				.177									00254878
1153		.EATON YALE - TOYLE DIL CRK MI	3.00	1.94	3.00	.645	.645												10025163
1132		.BEAUNIT FIBERS CHILDERSBRGH AL	5.00	7.10	5.00	1.94			1.94										10000670
1132		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														10026091
1138		.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
1958		.GULF COAST ALUMINUM LK CHAS LA	20.0	25.8	20.0	9.68	6.45	3.23											00235024
1136		.HANNA NICKLE SMELT RIDGE CR	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
1156		.HOOLE INDUSTRIES SUNNYVALE CAL	1.00	.645	1.00														00155639
1166		.IBM CORP SAN JOSE CA				.059		.059											10041032
1233		.JADE CORP BETHAYRES PA	1.00	.645	1.00														00160068
1153		.JULIAN ALUM FOUNDRY DETROIT MI		.645															00232157
1166		.KAISER ALUM & CH PLEASANTON CA	1.00	2.58	1.00	1.29				1.29									00213047
1134		KAISER ALUM HEAD WA		2.58															10043379
1136		KAISER ALUM-CHEM TACOMA WASH	8.00	6.45	8.00	1.29			1.29										00154295
1134		KAISER ALUM BRENTWOOD 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
1136		.KANECKI CHEM WENAT WASH	8.00	6.45	8.00														10043557
1131		.MW KELLOGG CO WILLIAMSPORT PA	1.00	.645	1.00														00219266
1121		.KENNAMETAL LATROBE PA	2.00	1.29	2.00														10043859
1153		.LIBBY OWENS TOLEDO OH	2.00	5.16	2.00														10046238
1139		.LOCKHEED AIRCRAFT REDLANDS CA	3.00	2.58	3.00														10046660

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

AG	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MKT PENETRATION FOR CURR YEAR	SALES CURR. YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJ-GRP-GP
		PYDRAUL A 200															00505A		4595-200-1
						.645	.645												00140910
1829		.TOLO INC SANTA ANACA		1.94															00246255
1939		.J S A F KELLY A F BASE TX	4.00	2.58	4.00														00182992
1139		.VERSAFORM INDUSTR GARDENA CA	3.00	2.58	3.00	1.94	1.94		1.94	1.94									10.88496
1133		.WEST PENN POWER SPNGDALE PA																	4595-200-1
		TOTAL PRODUCT * * * * * * * LB	2122	2026	2118	197	163	12	19	1	2	2							
																	01828A		4555-300-1
		PYDRAUL A-200B																	
						4.87		1.06		1.09			1.08			.54		1.08	10000386
1131		.ADEX CORP MEADVILLE PA				31.9			3.24	5.43	2.71	5.41	5.41		6.49			3.25	10002738
1139		.ALUMINUM CO LAFAYETTE IN				10.8	.54				5.42		2.16			2.71			10002877
1230		ALUMINUM CO CRESSONA PA				.541					.541								10002958
1136		ALUMINUM CO MALAGA WA				33.5				5.40		4.33	5.41	5.41	6.49		6.49		10002966
1136		ALUMINUM CO VANCOUVER WA																	
		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										.100			00264113
1178		.AMERICAN MFG CO GREENSBURG IN				.050							.050						00109565
1134		.ANCHOR COUPLING CO LIBERTYV IL				16.2						8.12	5.41				2.71		10006171
1178		.ARMCO STEEL ASHLAND KY				80.0				19.5	20.7		19.8	20.0					10006223
1179		ARMCO STEEL MIDDLETOWN OH																	
						96.2				19.5	20.7	8.1	25.2	20.0			2.7		10006228
		PARENT CUST. TOT-ARMCO STEEL MID																	
						2.71										2.71			00266353
1134		.BARBER DIE & TOOL OSHKOSH WI				.200								.200					00262633
1539		.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						10009273
1230		BENDIX CORP SIDNEY NY																	
						34.9	1.9		.5				21.6				7.6	3.3	00045551
		PARENT CUST. TOT-BENDIX CORP DET																	
						8.11				2.70						2.71	2.71		10009596
1526		.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				00176578
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						10009670
1932		.BEAUNIT FIBERS CHILDERSBURGH AL				.541												.541	10026091
1133		.EMERSON ELEC ST LOUIS MO				.541												.541	00118970
1153		.FORD MOTOR DEARBORN MICH				3.79							.54			2.16	1.08		10032741
1153		.G.M-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				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		G4-CHEVROLET ROSSEVELTOWN NY		37.8		51.4		2.7		5.4		2.7	5.4		5.4	5.4	16.2	8.1	10032733
1131		G4-CHEVROLET TONAWONDA NY																	

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91131-A DIRECT #2
01/12/72

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.	CUSTOMER / MAR.GIS.OP.
	PARENT CUST. TOT-GENERAL MOTORS		37.8		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
	BYGRAUL A-2000															01828A		4555-300-1
1222	.GENERAL CAST JEFFERSON VALLEYN				4.33			1.08			1.08			1.08			1.09	00156973
1298	.GULF COAST ALUMINUM LK CHAS LA				24.3			2.70	5.40		5.41			5.41		5.41		00235024
1324	.HANNA NICKLE SMELT 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
1474	.HOOKER CHEMICAL COLUMBUS MISS				.541										.541			00197039
1063	.KAISER ALUM & CH PLEASANTON CA				.541									.541				00213047
1338	KAISER ALUM TRENTWOOD WA				5.41										5.41			10043336
	PARENT CUST. TOT-KAISER INDUST'P				5.95									.54	5.41			00045616
1338	.KANECKI CHEM NEPAT WASH				1.09				1.09									10043557
1338	.LESTER ENGINEERING CLEV OH				2.16				2.16									10046068
1334	.LOUDEN DIV FAIRFIEL IA				.400			.400										00127230
1029	.MAGMA COPPER SAN MANUEL ARIZ				3.79					1.08				2.70				00250003
1334	.MARCO MFG CO BRADLEY IL				.645		.645											10048397
1333	.MO GRAW EDISON JEFF CITY MO				10.2				4.33			1.08	3.25	2.16	2.16	2.16	1.08	10049628
1374	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	.MILLCAST COMPANY TOLEDO OH				6.50			1.62	1.63		1.07			1.62				10092730
1	.SKELLY OIL BORGER TEXAS				.541						.541							00222194
1	SKELLY OIL SKELLYTOWN TX				.836				.295				.541					10073393
	PARENT CUST. TOT-MISSION CORP WI				1.33				.295		.541		.541					00046043
1232	.NEMAN MACHINE GREENSBORO NC				.841									.300	.541			00260754
1134	.NORTHERN MALL IRON ST PAUL MN				1.08								.541				.541	10056279
1320	.OAK MFG LOS ANGELES CA				.541										.541			10058775
1273	.OSWEGO CASTING OSWEGO NY				1.94	1.94												10059674
1324	.GALE PROD CO GALESBURG IL				89.8				8.7	8.1		8.1	8.1	16.2	16.2	8.1	16.2	10030331
1334	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	.PERFECTION HEAT TREAT CHICA IL				1.62							.541			.541		.541	00260754
1134	.PERFECTION TOOL CHICAGO IL				.540		.540											10061903
1360	.THOMPSON-HAYWARD FRESNO CA				.541								.541		.541			00140783
1133	.SEALRITE CO INC KAN CITY KS				.541													10071704
1374	.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

FOR DEC 1971

-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.I.D./ MAJ. GRP.CP
	PYDRAUL A-200B															01828A		4555-300-11
1231	.ROCKWELL MFG DU BOIS PA				.540		.540											00136352
1232	.SANGAMO ELEC H UNION SC				8.66					1.08	1.08		1.08	2.16	1.08	1.08	1.08	10077591
1236	.STARCO DIVISION NEW BREMAN OH				2.71						1.62						1.08	00257265
1237	.SWINTLINE LONG ISL CITY NY				1.08										1.08			10077591
1273	.SYRACUSE DIE CAST SYRACUSE NY				.541										.541			10077761
1238	.TELEDO ENGINEERING MADERA CA		.118															00242629
1270	.UPJOHN CO N HAVEN CONNECTICUT				.059			.059										10035705
1231	.WEST PENN POLER SENGDALE PA				8.66				2.17		1.08	1.08		1.08	1.62	1.62		10088495
1278	.WESTINGHOUSE TAMPA FL				.541										.541			00266140
	TOTAL PRODUCT * * * * * * * LB		48.7		2084	59	170	194	299	151	150	232	132	223	153	180	134	4555-300-11
	25 TOT MAJOR PYDRAUL A-200B LB	2122	2075	2118	2281	222	181	214	299	153	158	232	132	223	153	180	134	
	PYDRATEK 100															00504A		6770-000-11
1279	.ABBA CORP COLUMBUS OHIO				.100			.100		.050								00088722
1280	.ACME TOOL & MACHINE KEARNY NJ				.050					.050								00252735
1231	.ALLEGHANY PIPE PITTSBURGH PA				.050													10002087
1270	.AMERICAN BOSCH ARMA SPRINGF MA	1.00	.800	1.00	.500			.500										10003571
1234	.AQUA-CHEM INC WAUKESHA WISC	.144	.096	.144														00165161
1234	.ARBOUR METAL PROD SCHAUMBURG I		.096															00217670
1234	.BARKER ROCKFORD CO ROCKFORD IL				.050			.050										10006271
1234	.JOHN S BARNES CORP ROCKFORD IL	.100		.100														00227129
1234	.J BARTHOLOMEW ENG CHICAGO IL		.048		.048											.048		00235059
1239	.BENDIX CORP N HOLLYWOOD CAL				.050		.050											10009235
1239	.CAPITAL WESTARD PARAMOUNT CA				.048				.048									00253035
1238	.CLARK CABLE CORP CLEVELAND OH		.096															00234067
1233	.DOUBLE A PRO MANCHESTER NH				.048					.048								10022705
1233	.DRONER DENVER CO QUINCY IL		.050															00227130
1270	.GENERAL DYNAMICS QUINCY MA	15.0	21.3	15.0														00217026
1239	.GENERAL METALS BURBANK CAL		.059															10021405
1236	.AEROJET LIQ ROCK SACRAMENTO CA		.500															00230421
1242	.GLOBAL SUPPLY HOUSTON TX				.866	.770											.096	00219390
1240	.GREER HYDRAULICS PLAINVIEW NY				.048											.048		00270030
1232	.HARRIS SHARP CORP RALEIGH NC		.300															00245747
1242	.HOUSTON SYSTEMS HOUSTON TX	10.0	.096	10.0														00230634
1242	.INTERMARINE SERVICES HOUSTN TX				.348	.150	.150						.048					00244058
1233	.INTL TOOL & SUPPLY HOUSTON TX				.050			.050										00244732
1233	.JOHED INDUST TROY MICH				.528							.528						00094307
1270	.KENNETT CORP NEWTON FALL MA		.050															00220524
1275	.INGALLS SHIPBLDG PASCAGOULUMS		3.12															00219665
1275	LITTON SYSTEMS PASCAGOULA MS	10.0	12.5	10.0	9.36	9.36												00230510

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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.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	.DRTMAN MILLER MACH HAMMOND IN		.050															00210730
1138	.PARKER HANNEFIN DES PLAINES IL	.225	.150	.225														00209163
1939	.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			00136840
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
1938	.SHAFFER TOOL WORKS BEAUMONT TX		.246															00235238
1978	.SHEFFER CORPORATIO CINCINNA OH				.050			.050										00137669
1230	.VICKERS INC BENSENVILLE IL		.048															10086701
1163	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
1138	.TEST INSTITUTE CO CLEVELAND OH		.096															00183881
1133	.UNIDYNAMICS FREDRICKTOWNHO		.520															00244267
1133	.UNIDYNAMICS ST LOUIS MO	1.00		1.00														00247502
1938	.U S NAVY HUNTERS POINT CAL		.520															10084156
1936	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
1836	.WESTERN GEAR CORP EVERETT WA	1.50	3.60	1.50														10086852
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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81131-A DIRECT #2
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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

PG	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/ MARGIN GP.
		PYDRAUL AC-A															01740A		6756-000-
1135		.AIRCO CHEM LORAIN OH		.113															00220221
1330		.ARNOLD ENGINEER FULLERTON CA		.113		.494		.113			.165						.216		00110124
1974		.ALTON BOX BOARD JACKSNVLE FL	3.00	5.43	3.00	3.53			1.77							1.76			10[illegible]2745
1266		.AMERICAN CAN MODESTO CA	.350	.281	.350	.110							.110						10006601
1139		.AMERICAN CHEM LONG BEACH CA				.536					.536								00225164
1139		.AMERICAN CORP SANTA FE SPGS CA				.110				.110									00254135
1037		.AMERICAN GILSNT GILSONITE COL		.165															00176520
1136		.ANACONDA CO BUTTE MT	1.00	1.20	1.00	.590		.590											00206709
1134		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 LIBERTYV IL				.054							.054						00109565
1134		.ASCONNE MALT LABS ASCONNE ILL	1.50	2.35	1.50														00161268
1135		.AMCO STEEL AMBRIDGE PA	7.00	3.05	7.00	5.86	2.95										2.93		10066252
1974		.ARNOLD AIR DRILLIN FORT SMI AR	.900	.565	.900	.330									.330				00110116
1124		.ASSOCIATED MILK PROD ROCHES MN	.250	.170	.250	.327	.165						.162						00161755
1133		.ATLANTA GAS LIGHT RIVRDALE GA		.610		.586											.586		10007046
1139		.ATLANTIC RICHFIELD TORRAN CA				1.13								1.18					00110974
1133		.ATLANTIC RICHFIELD GILLETTE WY				.216							.108				.108		00260568
1134		.A J BAXTER CO DEER RIVER MN		.165															00242349
1134		A J BAXTER CO HALLOCK MINN	.250	.226	.250														00180720
		PARENT CUST. TOT-A J BAXTER CO R	.250	.391	.250														00111163
1139		.DELRIDGE 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
1273		.BENDIX CORP UTICA N Y	8.50	9.15	8.50	1.22		1.22											10009191
1131		.BETHLEHEM STEEL LACKAWANNA NY	50.0																00239275
1134		.BORDEN ILLIOPOLIS ILL				.275	.275												10010622
1230		.BOSSERT MFG UTICA NY	1.60	1.83	1.80	.586						.586							10010716
1139		.C F BRAUN ALHAMBRA CALIF		.677		.586								.586					00138441
1270		.BRUAN CO BERLIN NH	.300	.283	.300														10011807
1135		.CABOT CORP WICKETT TEXAS				.586						.586							10012664
1139		.CATALINA DIVERS AVALON CA	.200	.113	.200														00011816
1133		.CITIES SERVICE HESTON KANSAS		1.10															00068394
1133		CITIES SERVICE GAS LYONS KAN				.054								.054					00386594
1133		CITIES SERVICE GAS ULYSSES KS	.250	.170	.250														00087594
1148		CITIES SERVICE GAS PAMPA TX		.220		.216										.216			10016944
1976		CITIES SER TAM AGRI TAMPA FLA	2.00	4.23	2.00	2.34					.59			1.17	.59				00180504
1133		CITIES SERVICE GAS HAZELTON KS		.112		.108							.108						00150900
1133		CITIES SERVICE GAS INDEPENKS				.119	.119												00158837
1133		CITIES SERVICE GAS WELDA KS				.110	.110												00114294

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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 FORCAST FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJ. SIC.GR.
PYRAUL AC-A															01740A		6756-000-1
CITIES SERV GAS KNOB NOSTER MO	.300	.283	.300														00186074
CITIES SERVICE GAS ALVA OK	.200	.226	.200														00114316
CITIES SERVICE GAS BLACKWEL OK	.300	.613	.300	.864					.324				.540				00114324
CITIES SERVICE GAS MOORELAN OK	.300	.339	.300														00114332
CITIES SER CO E TAMPA FL				.586											.586		10076939
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
COLO INTER GAS CO COLO SPR CO	.200	.170	.200														00047449
COLO INTERSTATE GAS LAMAR CO	.300	1.22	.300														10017674
COLO INTERSTATE GAS LAKIN KS	.500	.610	.500														10017890
PARENT CUST. TOT-COLO INTER GAS	1.20	2.00	1.20														00047449
ATLANTIC SEABOARD BEVERLY WV				.165					.165								10007234
ATLANTIC SEABOARD MATHIAS WV.		.110															00110506
ATLANTIC SEABOARD TERRA AL WV	1.00	1.20	1.00														00110604
COLUMBIA GAS MARCO KY				.586								.586					10033435
COLUMBIA GAS GARSTER OH				.162												.162	00273074
COLUMBIA GAS BRANCHLAND WV				.108										.108			00269387
COLUMBIA GAS CHARLES WV				.108							.108						00318240
COLUMBIA GAS CERNOO WV		.610															00142344
COLUMBIA GAS CEDAR GROVE WV		.113		.270								.270					00164101
COLUMBIA GAS GLENVILLE WV				.110	.110												00170933
COLUMBIA GAS HUNTINGTON WV				.590		.590											00246036
COLUMBIA GAS KERMIT WV		.110		.108												.108	00243520
COLUMBIA GAS ST ALBANS WV	.270	.225	.270														00177062
COLUMBIA GAS BEVERLY WV				.216												.216	00272171
COLUMBIA GAS CLENDENIN W VA				.324								.324					00243752
COLUMBIA GAS MATHIAS WV				.108												.108	00272140
COLUMBIA GAS TRANS TERRE AL WV				.586										.586			00269379
KY HYDROCARBON MAYTOWN KY				.210				.210									10044022
OHIO FUEL GAS CO PAYONIA OH		.112															00132055
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	00047456
COMMONWEALTH EDISO MAYWOOD IL				.108											.108		00114355
CONTINENTAL CAN CLARKSBURG WV	10.0	6.10	10.0	2.93									2.93				00180025
DIAMOND METALS ALLOY HOUSTON TX				.586					.586								00116122
DIME SHOP BAYSHORE NY				.110					.110								00255238
DOW CHEM MIDLAND MICH	4.00	2.32	4.00													2.36	10022908
ELECTRIC ENERGY JOPPA I	30.0	3.56	30.0	2.36													00185418

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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.GTD.GP.
		PYURAUL AC-A															017	0A	6756-000-1
1968		.EL PASO NATURAL GAS EL PASO TX	30.0																10025532
1968		EL PASO NATURAL GAS MOAB UT				.162									.162				10025559
1936		EL PASO NATURAL GAS SUMAS WA		.336		.324											.324		10025567
1939		EL PASO NATURAL GA OPAL KY				.324								.324					00117455
		PARENT CUST. TOT-EL PASO NATURAL	30.0	.336		.810								.324	.162		.324		10025532
1978		.FAIRMONT GLASS INDIANAP IN	5.00																00119281
1974		.FAM STEEL INC MUSKOGEE OKLA		.110		.109			.109										00179574
1930		.FOSTER FORBES MARION IND	7.00																00090050
1933		.GARDNER DENVER CO QUINCY IL		.170															00227750
1974		.GEN DYNAMICS FT WORTH TX	10.0																10030919
1973		.GEN ELEC UTICA NY	1.00	.610	1.00	.586					.586								10031907
1939		.TIDEWATER OIL FELLONS CALIF	16.0																10050053
1930		.GLEN-GERY CORP BASICANTON OHIO	.700	1.20	.700	.586											.586		00214949
1939		.GOODYEAR AIRCRAFT LITCH PK AZ				.108											.108		10034493
1978		.W R GRACE OWENSBORO KY	1.00	1.22	1.00	.654			.330					.324					10034981
1932		W R GRACE - CO WOODSTOCK TN	5.00	9.44	5.00	18.9	4.88			7.03					7.03				10034949
		PARENT CUST. TOT-W R GRACE NEW Y	6.00	10.7	6.00	19.6	4.88		.33	7.03				.32	7.03				00045489
1933		.GREAT LAKES GAS CLARE MI	.300	.316	.300	.108							.108						00121517
1934		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
1924		.GREAT LAKES TRANS DEEP RIVR MA				.054								.054					00261238
1934		.GREAT LAKES TRANS SHELVIN MN				.054								.034					00261211
1970		.HIGH VOLTAGE POWER WESTBURG MA		.610															00228060
1939		.GLASS CONTAINER LA CALIF	3.00	3.07	3.00	6.43	.59	.59	.59	.59	.59	1.10	.54		.59	.59	.59		10033713
1934		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	1.10	.54		.59	.59	.59	.16	00046272
1953		.INGERSOLL-RAND CAMPBELLVIL KY				.110		.110											00249696
1939		.GETTY OIL CO LOS A COALINGA CA		.452		.444			.169	.165	.110								00120820
1939		.GETTY OIL CO TAFT CA	2.00	.590	2.00														00120369
1866		GETTY OIL CO TRACY CA		.359		.818		.170					.216			.216		.216	00120871
1939		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	1.18	.17	.17	.17	.11		.22			.22		.22	00054277
1975		.INTL PAP SO KRAFT MOBILE AL	1.90	1.91	1.90														10041619
1939		.ITT CANNON ELE SANTA ANA CA		.566															10042127

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SLS SEG	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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-GRO-CO
		PYDRAUL AC-A															017	40A	6756-000-11
1134		.LADISH CO CUDAHY WISC				.108												.108	00272103
1276		.CITY OF LAKELAND LAKELAND FL	1.20	1.22	1.20	1.76		.59							1.17				00211834
1153		.MARATHON OIL CORP DETROIT MI	.120	56.7	60.0	96.1		24.5			42.4				3.4			32.7	00151564
1839		.MCDONNEL DOUG HUNTGTN BEACH CA		.590		.590		.590											00186056
1839		MCDONNELL DOUGLAS SANTA MON CA				.590					.590								00210595
		PARENT CUST. TOT-MCDONNELL DOUGL		.590		1.18		.590			.590								10049571
1131		.NATL ELEC COIL BLUEFIELD WV	.200	.165	.200														10056454
1230		.METROPOLITAN EDISON PORTLAND P	3.00	1.83	3.00	3.53			3.54	1.77				1.76					10051924
1134		.MICHIGAN WISCONSIN BIRMINGH IA		.339															00129963
1134		MICHIGAN WISC PL LINEVILLE IA		.110															00207012
1134		MICH WIS PIPELINE SANDWICH IL	.400	.440	.400														10052114
1134		MICH WISC PIPELINE MOSTOCK IL	.200	.226	.200														10052122
1138		MICHIGAN WISC PIPE PORTLAND IN	.100	.110	.100														00129941
1138		MICH WISC PIPELINE ST JOHN IND		.223		.320	.110			.110				.108					00184364
1133		MICH WISC PIPELINE GREENSBG KS		.110		.218		.110						.108					10052173
1133		MICH WISC PIPELINE MEADE KS	.150	.113	.150														10052181
1178		MICH WISC PIPELINE MADISONVL K	.300	.283	.300														10052203
1174		MICH WISC PIPELINE DELHI LA		.165															00231452
1174		MICHIGAN WISCONSIN JENA LA		.275															00129934
1153		MICH WISC PIPELINE BIG RAP MI		.550		.540												.540	10052211
1153		MICHIGAN WISC PIPE DETROIT MI				.109				.109									00047535
1133		MICH WISC PIPELINE MAITLAND MO	.150	.110	.150	.108						.108							10052262
1174		MICH WISC PIPELINE GREENVILLE MS				.108											.108		00094633
1174		MICH WISC PIPELINE SARDIS MS	.200	.226	.200	.216												.216	10052254
1174		MICHIGAN WISC PI LN GUYMON OKL		.223															00182575
1132		MICH WISC PIPELINE COTT GR TN	.200	.223	.200														10052297
		PARENT CUST. TOT-MICHIGAN WISC P	1.70	3.73	1.70	1.63	.110	.110		.219		.108		.216			.108	.756	00047538
1169		.SHELLY OIL SHELLYTOWN TX				.270									.270				10073383
1230		.MOBIL OIL BROOKLYN NY				.055				.055									10054222
1138		.MONSANTO INORG SODA SPRGS ID	1.00	.678	1.00														00094234
1133		.MONTANA POWER CUT BANK MT				.108										.108			10055063
1133		.JACK MORRIS NEODESHA KS				.586										.586			00266507
1133		.NATL CO-OP HC PHERSON KS	3.00	5.37	3.00	4.69				1.76			1.76				1.17		10056411
1230		.NATL GYPSUM GARWOOD NJ	.120	.223	.120	.108										.108			10056535
1174		.NAT GAS PIPELINE BIGGER ARK				.110									.110				00264067
1174		NAT GAS PIPELINE SEARCEY AR	.130	.113	.130	.217				.109					.108				00229253
1134		NAT GAS PIPE LINE CENTRALIA IL				.163	.055											.108	00247795
1134		NAT GAS PIPE LINE GENESEO IL				.382	.220						.162						00247987
1134		NAT GAS PIPELINE HAMMOND IL	.190	.336	.190	.108										.108			10057078
1134		NAT GAS PIPELINE JOLIET IL		.220															00233668

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SIC CODE	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 / MAR. CODE
		PYDRAUL AC-A															017	40A	6756-000
1133		NAT GAS PIPELINE GLASCO KS				.270											.270		0027032
1133		NAT GAS PIPELINE JACKSON MO	.100	.057	.100														0023492
1933		NAT GAS PIPELINE FRITCH TX	.600	.610	.600	.586											.586		1005709
1933		NAT GAS PIPELINE LUFKIN TX				.100								.108					0026120
1933		NAT GAS PIPELINE STINNETT 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
1978		.ORLANDO UTIL TITUSVILLE FL	1.00	1.18	1.00	.586								.586					1005756
1933		.OWENS ILL VALDOSTA GA	3.00	1.83	3.00	3.52		1.18				2.34	1.17			1.17			1005793
1133		OWENS ILLINOIS BURLEY ID				1.77	1.77												0014000
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	9.00	4.70		1.18		1.18		1.17				1.17			0015083
1138		OWENS ILLINOIS GAS CITY IN	5.00	.570		.586						.586							0024055
1153		OWENS ILLINOIS CHARLOTTE MI	1.00	.600	1.00	.586					.586								0021500
1230		OWENS ILLINOIS BRIDGETON NJ	5.00	7.32	5.00	7.71		1.22	1.22	1.17	1.17	1.17			1.76				0021230
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
1139		.PACIFIC GAS EQUIP EL MONTE CA		.113															0023030
1139		.PACIFIC LIGHTING VENTURA CA		.113															0024167
1976		.PAN AM WORLD MIAMI FL	.700	.610	.700														1006066
1133		.PANHANDLE EA PIPL DIVERNON ILL	.700	.678	.700														0021032
1133		PANHANDLE EASTERN PIPE LINE KS	1.00	.676	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		.520					.586						1006140
1153		.PENNWALT CORP WYANDOTTE MI	5.00	6.39	5.00	4.70	1.77				1.76					1.17			1006157
1336		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
1958		.PETROLEUM DIST CO HOUSTON TX	200	230	200	78.4		39.7			39.7								0009375
1958		PETROLEUM DIST CO ODESSA TX		5.10		38.4									38.4				0022939
		PARENT CUST. TOT-PETROLEUM DIST.	200	235	200	117		38.7			39.7				38.4				0009375
1133		.PEVELY DAIRY ST LOUIS MO	.300	.335	.300	.434	.110				.108		.108					.108	1006219
1133		.PFIZER INC TERRE HAUTHE IN	6.00	5.94	6.00	11.2	1.16	1.18	1.77	.59		.59	1.17	1.17	.59	1.17	.59	1.17	1006226

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO.	SLS OFFICE	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. CUST. ID
		PYCRAUL AC-A															017	0A	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		00270284
1968		PHILLIPS PET BARGER TX	4.00	3.58	4.00	4.12	2.36										1.76		10062675
1968		PHILLIPS PETROLEUM BETTER 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 BA	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	.838	1.00	3.52		1.18			1.17							1.17	00162559
1134		CHARMIN PAPER GREEN BAY WISC	3.00	2.98	3.00	1.76				1.17								.59	00216127
1139		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
1132		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											10066158
1230		RALSTON PURINA WILMINGTON DE				.108											.108		10066093
1932		RALSTON PURINA GAINESVILLE GA		.110		.108								.108					10066059
1932		RALSTON PURINA MACON GA		.220															10066077
1134		RALSTON PURINA DAVENPORT IA	1.00	1.20	1.00	1.17						.586					.586		10066123
1030		RALSTN PURINA POCATLO ID	.400	.338	.400	.108								.108					10066190
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	.213				.216									00135224
1974		RALSTON PURINA JACKSON MS				.216										.216			00135208
1133		RALSTON PURINA GRAHN NJ	.500	.339	.500	.272				.272									00135216
1932		RALSTON PURINA WILSON NC	.200	.170	.200	.323	.112						.108					.108	00135232
1178		RALSTON PURINA CINCINN OHIO				.110			.110										10066182
1178		RALSTON PURINA CIN OHIO	1.00	1.92	1.00	.586												.586	10066220
1932		RALSTON PURINA NEW 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	.816		.802	.694	.694	10066107
1230		THATCHER GLASS MFG BURIRA NY	1.00	1.79	1.00	1.77	.59		1.18										00151858

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M G P	S.S PRF	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-SP
		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	4.02	7.00	9.99	.59		1.18		.59		.59		2.35	1.17	1.17	2.34	00046591
1839		.REYNOLDS ELECT LAS VEGAS NV	20.0																00207721
1934		.CHERRY BURRELL CEDAR RAPIDS IA		.590		.586						.586							00150805
1932		.ROHM - HAAS FAYETTEVILLE NC	.200	.225	.200														10068851
1933		.ROBANDS - STEWART MARION KS	.150	.110	.150														10069491
1974		.SCOTT PAPER SPRINGDALE AR				.110					.110								00255211
1932		.SELOX CHATTANOOGA TN	13.0		13.0														00247472
1968		.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												10073650
1839		.SOUTHERN CALIF EDI REDONDO CA	1.50	.590	1.50	2.26				1.18						1.08			00130479
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														00182109
1939		STD OIL LA HABRA CA	.700	.610	.700														00130940
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 HOOD 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 POSELL WY	1.30	2.44	1.30														00132756
		PARENT CUST. TOT-STANDARD OIL OF	88.8	13.4	3.30														00046965
1956		.SUN OIL CO HOUSTON TX	120																00238235
1956		SUN OIL CO SNYDER TX				1.18	1.18												10077036
		PARENT CUST. TOT-SUN OIL COMP 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				00263739
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 REVER CO DAYTON OH		.223		.379			.109	.108								.162	00224391

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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 / MAN.GRO.GR.
		PYORAUL AC-A															017	40A	6756-000-1
1968		.TENNECO INC HOUSTON TX	30.0																10078504
1230		TENN GAS PIPE LINE NASSAU NY	.500	.610	.500														10078555
1968		TENN GAS TRANS CARROLLTON CH				.586										.586			10078741
		PARENT CUST. TOT-TENNECO INC HOU	30.5	.610	.500	.586										.586			10078504
1969		.TRANSCON GAS GILLIS LA				.055		.055											00141119
1232		.UNIVERSAL HATCH ST LOUIS MO	.400	.335	.400	.108											.108		10085551
1836		.COLLIER CARBON SEATTLE WA		.170															00234451
1832		UNION OIL WORLAND WY				.110							.110						10082323
1839		UNION OIL COALINGA CA				1.18									1.18				00141934
1839		UNION OIL CASTAIC CALIF				.170		.170											10082110
1839		UNION OIL ROUES CALIF	6.00	6.17	6.00	5.35	1.18	.65		1.18				1.17			1.17		10082153
1839		UNION OIL SANTA MARIA CALIF	2.00	1.20	2.00	.590						.590							10082161
1839		UNION OIL WILMINGTON CALIF	30.0	33.1	30.0	21.8					4.13		5.90		5.90			5.86	10082188
1839		UNION OIL CO OF DENVER		.291															10082315
1839		UNION OIL CO FORT MADISON CO				.162								.162					00263737
1839		UNION OIL OF CALIF MOAB UT		.110															00135470
		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	00047155
1968		.UNION TEXAS PETRLM HAUGHTON LA				.162													
1979		.UNION TEXAS PETRLM LAUGHTON LA				.165					.165							.162	00272469
1900		.PRATT & WHITNEY UNITED FL	17.0	.610	17.0														00255900
1839		.UNITED CONSTRUCTIO WESTRINS CA				1.77					1.77								00134554
1178		.U S A F WRIGHT PATTERSON OHIO		.590		.590			.590										00142328
1133		.USS AGRI-CHEM CRYSTAL CITY MO	18.0																10003907
1136		U S STEEL LORAIN OH	3.00	2.42	3.00	1.18		.590		.590			.586	.586	.586	.590			00206351
1131		U S STEEL CORP DUQUESNE PA		.170															10057027
1131		U S STEEL HOMESTEAD PA	6.10	11.9	6.10	14.7	2.95					2.93			5.86			2.93	00079131
1131		UNITED STA STE MCKEES ROCKS PA	2.00																10085349
1131		U S STEEL RANKIN PA	2.00																00215554
		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	10085403
																			00047724
1922		.VELSICOL CHEM CHATTANOOGA TN	1.00	2.38	1.00	1.17						1.17							10086434
1131		.WEST PENN POWER SPNGDALE PA	30.0	1.79	2.00	1.18			1.18	1.18					.59			.59	10088496
1123		.WESTERN TEXTILE ST LOUIS MO				.110				.110									10089042
1131		.WESTINGHOUSE AI WILMERDING PA	3.00		3.00														10089115
1121		.WESTVACO CORP WELLSBURG WV		.338		.435	.110		.109			.108			.108				00158194

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-IN THOUSANDS OF POUNDS AND DOLLARS-

P/C	SS	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 / MARKETING CODE
		PYDRAUL AC-A WINTER GRADE															01769A		6757-000
1134		.ANCHOR COUPLING CO LIBERTYV IL				.052							.052						0010966
1134		.ATLANTIC RICHFIELD NEWCUYMA CA				6.76										3.38		3.38	0025125
1135		.BELRIDGE OIL CO MCKITTRICK CA				8.45									2.82		5.63		1000913
1135		.BOEING CO KENT WASHINGTON		.563		.563											.563		0015717
1136		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
1123		COLUMBIA GAS KENOVA WV		.585		.563												.563	1008344
1131		COLUMBIA GAS ST ALBANS WV		.054															0017795
		PARENT CUST. TOT-COLUMBIA GAS NY		.639		.669	.106											.563	0004740
1133		.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	.593			.054			.563	.563					0024071
		PARENT CUST. TOT-DRESSER INDUSTR	10.0	6.44	10.0	5.65	2.78			.05	1.69		.56	.56					1002512
1539		.GLASS CONTAINER LA CALIF		.610															1003371
1974		.J H P AIR CO VIAN OKLA				.053		.053											0024439
1937		.NORTHLAND RESOURCES RANGELY CO				.563									.563				0026493
1230		.OWENS ILLINOIS BRIDGETON NJ		3.51		2.82											.56	2.25	0021220
1958		.PETROLEUM DIST CO HOUSTON TX	10.0	12.3	10.0														0009375
1930		.PONCA DRILL PROD RANGELY COLO		.799															0015773
1932		.RALSTON PURINA GUNTERSVL AL				.563										.563			1006621
1968		.TENN GAS TRANS CARROLLTON CH		.585															1007874
1966		.UNION OIL CLOVERDALE CA				5.03		5.03											0025053
		TOTAL PRODUCT * * * * * * * LB	20.0	25.5	20.0	32.3	2.83	5.08		.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	9.90	9.00	15.6				.98		1.96			5.38	2.45		4.89	1000278
1135		ALUMINUM CO SARRICK IN	80.0	2.97	1.49	3.94	.99	.99										1.96	1000279
1958		ALUMINUM CO POINT COMFORT TX	8.00	3.96	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
1134		.ANCHOR COUPLING CO LIBERTYV IL				.045							.045						0010966
1134		.ARGONNE NALT LABS ARGONNE ILL				7.82									4.89	2.93			0016125

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SIC PRT	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 / MAT-GRP-C
		PYDRAUL 60-PYDRAUL ICE															00329A		6735-10
1932		.ARO INC ARNOLD AFB STA TN		1.49															100066
1939		.CHEMOLA MFG CO HOUSTON TX		.092															100152
1133		.GARDNER DENVER CO CLEVELAND OH				.180												.180	002727
1969		.GLOBAL SUPPLY HOUSTON TX				2.97									2.97				002198
1239		.MARINE PURCHASING BEAUMONT TX		.092															001935
1139		.REPUBLIC STEEL CORP CLEVE OH	2.00	.990	2.00	1.47				1.47									100674
1239		.REYNOLDS METALS RICHMOND VA	1.00	.495	1.00														100677
1969		.RUCKER CNTRL SYS BEAUMONT TX		2.48															002409
1934		.SARGENT IND HUNTINGTON PK CA				.091							.091						100708
1839		.UNITED STATES STEEL GENEVA UT				4.95	4.55												001582
		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	6735-10
		PYDRAUL 280															00653A		4596-28
1932		.TENN EASTMAN KINGSPORT TENN		.300															100785
		TOTAL PRODUCT * * * * * * * LB		.300															4596-28
		PYDRAUL 625-A															01685A		4594-62
1839		.AIR EQUIP-DRILL BAKERSFIELD CA				1.19	.595					.595							002254
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		100317
1239		.ALCO MACHY & SUPPLY NYC NY				.110									.110				002660
1134		.LOUIS ALLIS CO MILWAUKEE WIS	2.50	2.46	2.50														050826
1239		.ALCOA CASTINGS EDISON NJ		.616															001975
1139		ALUMINUM CO LAFAYETTE IN	1.00	1.21	1.00	.595				1.79	1.19								100027
1279		ALUMINUM CO MASSENA NY	20.0	20.3	20.0	25.1			7.1				4.1			13.8			100029
1933		ALUMINUM CO ALCOA TN	25.0	.532	18.5	5.19								2.88	.02			2.30	100026
		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	000450
1134		.ANCHOR COUPLING CO LIBERTYV IL				.055							.055						001096
1839		.ATLANTIC RICHFIELD NEWCUYMA CA				14.2			7.14			3.57		3.45					002512
1239		ATLANTIC RICHFIELD TUPMAN CA	10.0	7.39	10.0	5.24					1.79							3.45	001165
		PARENT CUST. TOT-ATLANTIC RICHFI	10.0	7.39	10.0	19.4			7.14		1.79	3.57		3.45				3.45	100071
1134		.BADGER DIE CAST MILWAUKEE WI		2.38															100079
1969		.BIG THREE GAS HOUSTON TX	110		40.0														002213
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	100151
1932		CENTURY ELEC HUMBOLDT TN	4.00	5.48	4.00	5.36		1.86				1.78					1.73	-	001372
1932		CENTURY ELEC MCMINNVL TN	7.00	6.16	7.00														100151
		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

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO. G	NO.	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. MAP CRD
		PYDRAUL 625-A															01665A		4594-[illegible]
1277		.SALEM PLASTICS - CHEM SALEM MA		2.46															1[illegible]
1[illegible]3		.COLUMBIA GAS CHARLES WV				1.18										1.18			[illegible]
1[illegible]		COLUMBIA GAS CLEMDENIN W VA		.595															002437
		PARENT CUST. TOT-COLUMBIA GAS NY		.595		1.18										1.18			000474
1[illegible]		.DELTA AIRLINES MIAMI FLA	6.00																100214
1[illegible]		.E I DU PONT DE NEMO ORANGE TX	100																100240
1932		.TENN EASTMAN KINGSPORT TENN		.114															100785
1[illegible]		.GREAT WEST SUG CO JOHNSTOWN CO				.114			.114										002537
1[illegible]		.HARVEY ALUMINUM DALLAS OREGON	1.00	1.23	1.00	.575									.575				100572
1252		.ITT RAYONIER INC HOQUIAM WA				.055									.055				001261
1274		.J M P AIR CO VIAN OKLA				.114	.114												002443
1121		.LEYBOLD HERAEUS NORRIDEVILLE PA		.616															002336
1[illegible]		.MARATHON OIL CO BELTON MO	7.00																100436
1932		.GE MARSHALL PLT CNTR HUNTSV AL				8.91								6.51			2.30		002617
1[illegible]		.MOBIL OIL BELRIDGE CA	15.0	18.2	15.0	7.02							3.57			3.45			100539
1[illegible]		MOBIL OIL DIV LOS ANGELES CA	40.0	29.3	40.0	14.3	3.57	3.57		7.14									100540
1[illegible]		MOBIL OIL LOST HILLS CA	15.0	12.9	15.0	11.0		1.79		2.98				3.55				3.45	100540
1[illegible]		MOBIL OIL MARIPOSA CA				28.1						7.14		3.55	3.45	7.10		6.90	100539
1[illegible]		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	100544
1[illegible]		.PANHANDLE EASTERN PIPE LIBE KS				.275								.275					001328
1968		.PETROLEUM DISTRIBUT JOPPA IL				.550									.550				002656
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		.PLATT & WHITNEY E HARTFORD CT				.340									11.8		11.5		002615
1[illegible]		.PROCTER-GAMBLE KAN CITY KS		.228		.102		.102											100647
1[illegible]		PROCTER AND GAMBLE ST LOUIS MO		.616															001565
		PARENT CUST. TOT-PROCTER AND GAM		.844		.102		.102											100647
1[illegible]		.PROCTOR PRODUCTS ST LOUIS MO		.114															001705
1230		.READING TUBE READING PA	4.00	3.70	4.00														100664
1[illegible]		.STD OIL INGLEWOOD CA	10.0	1.23	2.00														001329
1[illegible]		STANDARD OIL LOS ANG CALIF				.575										.575			001582
		PARENT CUST. TOT-STAND OIL CALIF	10.0	1.23	2.00	.575										.575			000469

25[illegible]

-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.	CUST ID / MAILING #
		PYDRAUL 625-A															01635A		4594-626
1133		. PAN AM PET KIMBALL NEB	60.0	41.1	60.0														1006044
1539		.UNION PACIFIC RR COMMERCE CA		.099															0023424
1230		.NATL AERONAUTICS HAMPTON VA				2.88												2.88	0026339
1932		TENNESSE VALLEY TUSCUMBIA ALA	3.00	4.84	3.00	2.30								2.30					0018054
1178		TENNESSEE VALLEY DRAKESBORO KY		19.5		18.6		7.1								11.5			0016445
1532		TENN VALLEY AUTHOR CHATTANO TN				7.10							7.10						0014027
1932		TENN VALLEY AUTHOR MEMPHIS TEN	30.0	9.14	30.0	8.26		2.38		2.38			1.78		1.73				0016641
1932		U S A F SEC HUNTSVILLE ALABAMA	4.00	3.08	4.00														1008462
1178		U S A F WRIGHT PATTERSON OHIO	.225	.171	.225	.275			.275										1008200
1232		U S GOVT ORDN HUNTSVILLE ALA	6.00	6.06	6.00	4.76	2.38	2.38											1008472
		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	1008473
1230		.WESTINGHOUSE PHILADELPHIA PA				.114				.114									1008972
		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	4594-626
		20 TOT MAJOR MISCELLANEOUS LB	2299	1001	1156	903	73	118	47	49	122	49	50	61	122	81	33	98	
		11 TOT SUB-CL FIRST GEN PYDRA LB	8047	5757	5879	5346	451	518	405	562	438	400	460	431	523	439	333	396	
		PYDRAUL 312															00693A		6760-312
1339		.A & A DIE CAST LOS ANGELES CA	45.0		15.0														0019606
1178		.ABEX CORP COLUMBUS OHIO		.054															0008872
1230		.ACADEMY DIE CASTING EDISON N J	15.0	13.0	15.0	3.00		1.00	2.00										0016556
1338		.ACME MACHINE WORKS SPOKANE WA	.600	.500	.600														0023491
1230		.ACTION MFG CO PHILADELPHIA PA	3.00	2.50	3.00														0021524
1153		.ADAMS CARGIDE DEARBORN HTS MI		.500															1000068
1139		.AETNA-STANDARD ELLWOOD CITY PA		1.00															0022904
1133		.AIRPATH INSTRU BRIDGETON MO	1.00		1.00														1000161
1133		.AIRTEX INC FAIRFIELD ILLINOIS	5.00	5.00	5.00														0022145
1339		.AJAX MR MFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00			2.00										0023024
1270		.ALLEGHENY LUDLUM W BOSTON MA	80.0																0010739
1131		ALLEGHENY LUDLUM BRACKENRID PA	100		10.0														0016540
1131		ALLEGHENY LUDLUM DUNKIRK NY	30.0		15.0														0024724
1339		ARNOLD ENGINEER FULLERTON CA	.500	.323	.500	.093					.093								0011012
		PARENT CUST. TOT-ALLEGHENY LUDLU	211	.323	25.5	.093					.093								0004669
1329		.ALLOY DIE CASTING BUENA PK CAL	30.0	2.50	30.0														0018756

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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.	CUSTOMER MATERIAL NO.
	PYURAUL 312															00693A		6760-312-1
1238	.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
1237	.ALUMINUM FORGE SANTA ANA CALIF		6.50															00148156
1235	.AMERIT IND GLENDALE CA	3.00	2.00	3.00	1.50	.500		.500	.500									10002059
1234	.AMERICAN ALUM WEBSTER CITY IA	4.00	2.50	4.00														00161338
1234	.AMERICAN BRASS CO BUFFALO NY	4.00																00247219
1232	.AMERICAN CYANAMID SAVANNAH GA		.270															00150398
1236	.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																00047783
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
1239	.AMERON STEEL ETIWANDA CA	60.0	29.0	60.0	10.5				5.00		5.50							00196142
1233	.ANACONDA ALUM TERRE HAUTE IN	15.0	18.5	7.00	10.0	5.00					5.00							10003396
1237	.ANSEN AUTOMOTIVE GARDENA CA	6.00	4.00	6.00														00196614
1236	.ARMCO STEEL BALTIMORE MD	75.0		25.0														00239429
1178	ARMCO STEEL MIDDLETOWN OH	110	143	110	44.0		20.0	24.0										10006228
1231	ARMCO STEEL ARDRIDGE PA	46.0	37.5	46.0														10006252
1231	ARMCO STEEL BUTLER PA	80.0	9.93	40.0	2.50		2.50						2.50	2.50				10006260
1136	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
1234	.ARROW ACME WEBSTER CITY IA	3.00	4.50	3.00	1.00			.500	.500									10006635
1239	.ARROW ALUM CAST AVON LAKE OH	3.00	2.00	3.00														10006643
1238	ARROW ALUM CAST CLEVELAND OH	5.00	7.00	5.00														10006651
	PARENT CUST. TOT-ARROW ALUM CAST	8.00	9.00	8.00														10006651
1232	.ATHENS UTL CO ATHENS TN	4.00	5.00	4.00														00187100
1153	.ATLANTIC DIECASTING DETROIT MI	1.50	1.00	1.50														10007135
1234	.ATLANTIC STEEL CO ATLANTA GA	10.0																10007232
1178	.ATLAS DIE CAST GERMANTOWN OHIO	90.0																C0148121
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
1234	.BARBER-COLMAN CO ROCKFORD IL	7.00	1.00	7.00														10008220
1135	.BASIC ALUM CAST CLEVELAND OH	36.0	31.5	36.0	7.50	2.50		5.00										10009409
1134	.BASU PROD DIV PENN WATERTOWN WI	8.00	6.50	8.00														00222259
1134	.BEARDSLEY PIPER DIV CHGO IL	1.00	3.00	1.00	2.50			2.50										10008603

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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.GRP.CD.
HYDRAUL 312															00693A		6760-312-1
.BRIDEN CORP RICHMOND IND	1	31.9															[illegible]
.[illegible] & MOHAWK CO CHICAGO IL	35.0	20.0	35.0	10.0	5.00	5.00											00179035
1230 .BETHLEHEM STEEL STEELTON PA	100	50.0	70.0														[illegible]
1234 .BETHLEHEM STEEL BURNS HA IND	300	270.0	270														00171352
1233 BETHLEHEM STEEL SPARROWS PT MD	100		10.0														10009583
1230 BETHLEHEM STEEL BETHLEHEM PA	25.0		10.0														00232335
1231 BETHLEHEM STEEL JOHNSTOWN PA	20.0		5.00														
PARENT CUST. TOT-BETHLEHEM STEEL	785	70.0	365														00045578
																	00045002
1836 .BOEING CO SO SEATTLE WASH	100																00161586
1952 .BORG WARNER DORIAN MICHIGAN	1.00	1.00	1.00	12.00													00185387
1178 .BORG WARNER NEW CASTLE IND	50.0		20.0														00247227
1231 .BRADBURN STEEL BRADBURN PA	4.00																00246955
1170 .BRIDGEPORT BRASS INDIANAPOLIS	130		20.0														[illegible]
1234 .BRIGGS-STRATTON MILWAUKEE WI	330	196	238	48.0		24.0	24.0										10012147
1178 .BRUSH BERYLLIUM CLEVELAND OH	1.50	1.50	2.25														[illegible]
1234 .BRUSH BERYLLIUM ELMORE OHIO	5.00			1.50							1.50						
PARENT CUST. TOT-BRUSH BERYLLIUM	7.25	2.50	2.25	1.50							1.50						10012147
																	[illegible]
1955 .[illegible] MACHINERY CO MILWAUKEE	1	[illegible]															[illegible]
1178 .BUCKEYE STEEL CAST COLUMBUS OH	40.0	35.00	40.0														10012325
1234 .BUDD CO GARY IND	42.0	3280	42.0	3200	2100												[illegible]
1123 .BUDD CO DETROIT MI	45.0	45.0	45.0	1080		10.0											10012260
1233 .BUDD CO FORT WASHINGTON PA				.500							.500						10012297
1230 BUDD CO PHILADELPHIA PA	60.0	50.5	60.0	17.5	7.5		10.0										
PARENT CUST. TOT-BUDD CO PHILA P	147	129	147	33.0	12.5	10.0	10.0				.5						10012297
																	00241768
1968 .C & H DIE CASTING TEMPLE TX	8.00	4.00	8.00														10013257
1969 .CAMERON IRON WORKS HOUSTON TX	30.0		30.0														[illegible]
1155 .CARGILE INC SCARSON MI		1.00															00187173
1133 .CARLING BREWERY CLEVELAND OHIO		3900															00231297
1230 .CARPENTER TECHNOLOGY READING PA	18.0	13.0	9.00	5.00			5.00										10014174
1230 CARPENTER STEEL BRIDGEPORT CT	14.0		7.00														00231297
PARENT CUST. TOT-CARPENTER TECHN	32.0	13.0	16.0	5.00			5.00										
																	10014293
1992 .CARBER CARBURETOR ST LOUIS MO	210	160	230	27.2	13.2	13.9											00225525
1230 .CARR AND CURR BINGHAM NY		.500															00277679
1155 .CAST FORGE HOMER MI	60.0	62.5	60.0														00084000
PARENT CUST. TOT-CAST FORGE CO L	60.0	62.5	60.0	25.0	5.0	5.0	5.0	10.0									00088917

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-IN THOUSANDS OF POUNDS AND DOLLARS-

V G	HI	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES TOTAL FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID./ MAP CODE OF
		PYURAUL 312															00693A		6760-312-
1136		.CATCHING ENGINEER LOCKPORT IL		.500															00243280
1134		.CATERPILLAR TR MARLETON ILL	.170	.132	.170	48.0	24.0	24.0											00162531
1231		.CELANESE PLAS CLARK NJ		.046															10014794
1137		.CENTRAL DIECASTING CHGO IL	40.0	25.0	40.0	10.0	5.00	5.00											10014948
1137		.CENTRAL DIECASTING CLEVELAN OH	32.0																00115409
		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		.500		.500						10015162
1138		.CERRO CORP - BRASS NEWARK CA	.600	.500	.600	1.00													10015227
1131		CERRO CORP BELLEFONTE PA	50.0		10.0														00188891
		PARENT CUST. TOT-CERRO CORP BELL	50.6	.500	10.6	1.00					.500		.500						00188891
1539		.W L CHAPMAN CITY OF INDSTRY CA	40.0		20.0														00220022
1124		.CHEM-LYNN CO EDEN PRAIRIE MNS	2.70	.500	2.70	.500		.500											10015456
1165		.CHASE MFG DOUGLAS MI	30.0		10.0														00228119
1130		.CHICAGO AMF METAL CA CHICAGO IL	10.0																00143105
1140		.CINCINNATI SHAPER WHITEWATER WI		2.50															00236478
1136		.CLARCE CO SKINNER N CAR	.750	.300	.750														00223075
1133		.CLEVELAND GRAPHITE CLEVELAND OH	1.00		1.00														00229
1132		.CLEVITE CORP CALDWELL OH	1.00	2.50	1.00														00182605
1165		.ADM BRAKES CAST CLOVERDALE CA	12.0	11.0	12.0	3.00	1.00		2.00										00153701
1130		.JAMES B COW & SN DENSENVL IL	8.00																00339941
1138		.COLD PRODUCTS CLEVELAND OHIO	11.0	12.5	11.0	2.50			2.50										10054974
1139		.COMMERCIAL DIE CASTING LA CA	10.0																00114782
1123		.COMMODITY STEEL PRO DETROIT MI		.500															00230723
1133		.CONSOL ALUMINUM JACKSON TN				8.00			8.00										10018455
1132		CONSOL ALUMINUM MX 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
1139		.CONTINENTAL CAN SANTA ANA CA		1.00															00242268
1134		.CONTINENTAL CAN ELK GROVE IL	.750	.900	.750	1.50													00234950
1230		CONTINENTAL CAN BALTIMORE MD	1.00	.732	1.00														00235355
1230		CONTINENTAL CAN MILLTOWN NJ	.300	.232	.300	1.00	.500		.500										00235318
1132		CONTINENTAL CAN CLEVELAND OH	.300	.232	.300	.460		.460											00235334
1138		CONTINENTAL CAN HOUSTON TX	.300	.730	.300	.684			.684										00235673
		PARENT CUST. TOT-CONTINENTAL CAN	2.65	3.43	2.65	3.64	2.00	.46	1.18										00046167
1135		.CONTINENTAL STEEL KOSUTH NE	8.00	8.00	8.00	11.50													10015330

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

MC	SIC	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.	CUSTOMER / MAJOR CODE
		PYCRAUL 312															00693A		6760-312
1839		.COPPERHEAD STEEL SHERRY OH	2.00	2.00	2.00														1001970
1839		.L R COX MANUFACTUR SANTA AN CA	5.00	3.50	5.00														0011540
1834		.GRANE-CO CHICAGO IL		1.00															0023449
1839		.CROWN CITY DIE CAST PASADEN CA	10.0																0019412
1273		.CRUCIBLE STEEL SYRACUSE NY	40.0		6.00														1002033
1131		CRUCIBLE STEEL MIDLAND PA	10.0		5.00														0023920
		PARENT CUST. TOT-CRUCIBLE STEEL	50.0		11.0														0004624
1139		.CUYAHOGA INDUSTRIES CLEVE OH	2.00	.500	2.00														10022715
1374		.DAISY HEDDEN ROGERS AR	4.00	6.00	4.00	4.00	2.00			2.00									0011570
1574		.DALLAS DIE CASTING DALLAS TX	6.00	7.00	6.00	2.00		.500	.500	.500		.500							10020901
1874		.DANA CORP RICHMOND IN		1.50	2.00														0011540
1875		.DAYTON MALLEABLE IRON IRNTN OH	5.00	5.50	5.00	.500	.500												1002122
1		G R R FOUNDRY DIV DAYTON OH		9.00	20.0	9.00	3.00	3.00	3.00										10030271
1139		.DATA MOLD ALUM CEDARBURG WI	7.50	4.50	7.50	1.50	1.50												10051821
		PARENT CUST. TOT-DAYTON MALLEABL	32.5	19.0	32.5	11.0	5.00	3.00	3.00										00046604
1270		.DAYTON STEEL FDRY DAYTON OH	12.0																00246977
1134		.JOHN DEERE MOLINE IL	100		2.00														[illegible]
1134		.DELAVAN MFG WEST DES MOINES IA	2.00	1.00	2.00														00231351
1839		.DELMAR DIE CSTG GARDENA CALIF	1.00	1.00	1.00	.990				.500				.490					00170054
1230		.A P DESANTIS & SONS READING PA		.500															00227978
1968		.DIAMOND METALS ALLOY HOUSTNTX	4.00	2.00	4.00														00116127
1839		.DIE CASTING PROD GARDENA CA	15.0																00126134
1253		.DIE CAST CORP JACKSON MI	80.0																00246689
1839		.DIECAST MFG SOUTH ELMONTE CA	5.00	2.00	5.00	.490									.490				00220116
1134		.DIX LINE CASKET HEND GALVA IL	.200		.200														[illegible]
1979		.DOW CHEMICAL CO LAGOSETT AR	6.00	5.00	6.00														00162078
1979		DOW CHEMICAL RUSSELLVILLE ARK	15.0	20.0	15.0														00162729
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
1139		.DOWN IND SERVICE YOUNGSTOWN OH		2.50															00246247
1331		.DRESSER INDUSTRIES DEPEW NY	20.0		20.0														00239305
1839		.DRUMHELLER TOOL & DIE TUJUNGA	1.00	.500	1.00	.500			.500										00234172
1131		.DRYAD DIE CAST MANCHESTER KY	1.50	1.50	1.50														10026270
1274		.DUNCAN IND HARRISON ARKANSAS	10.0		10.0														00221430
1230		.E I DUPONT WILMINGTON DE		.139															10023554
1968		E I DUPONT NEMOURS STAANG TX	1.00	10.0	1.00	3.00					3.00								10024072
		PARENT CUST. TOT-E I DU PONT DE	1.00	10.1	1.00	3.00					3.00								10023554

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

G	RS	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-DATE
		PYDRAUL 312															006 93A		6760-312
1133		.DUTTON LAINSEN HASTINGS NEBR	1.00	.500	1.00														0015766
1133		.DYNAMIC FORGE CORP OXFORD NB	9.00	6.00	9.00	3.00	3.00												0015766
1932		.EAST CAROLINA STEEL DARLTON SC	30.0																0023925
1126		.EAST TPO MCH 7/11 EAST CHICAGO	1.00	1.00	1.00														0022317
1256		.EASTERN CASTINGS NEWBURGH NY	10.0		3.00														0023999
1999		.EASTLAND INDUST IN EASTLAND TX		2.50															0022367
1131		.EDGEWATER STEEL CO OAKMT PA	4.00																0024715
1139		.EL MONTE TOOL-DIE EL MONTE CA	30.0		15.0														0019615
1170		.ELANCO CORP ROMIT ON	2.00	1.00	1.00	.500				.500									0011746
1132		.ELEC PRODS-MAPLAND BOSS LA CA	15.0	8.00	15.0														0021920
1239		.ELECTRO-LUX CORP HOLLAND MI		42.0															0011765
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
1136		.ELKELL-PARKER ELEC CLEVE OH				2.50	2.50												1002634
1131		.EMERSON ELECTRIC RACINE WISC	6.00	2.50	6.00	2.00		2.00											0021630
1032		.EMPIRE DIE CASTING CLEVE OH	50.0	40.5	50.0	8.00	3.00	2.00	2.00	1.00									1002615
1131		.EMPIRE ADHESIVES N READING M		1.00															0014479
1134		.ESCO CORP PORTLAND OR				.500	.500												0024650
1139		.FARRELL CREEK ST SANDUSKY OH	1.50	1.00	1.50	1.00		1.00											1002735
1134		.FAIR BOOT HEATH PLYMOUTH OHIO	2.00	3.50	2.00														1002740
1170		.FEDERAL ROGU MORESVILLE IND	.500	.500	.500														0016213
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
1276		.UNIV OF SOUTH FLORIDA TAMPA FL		6.00															0023395
1130		.FLUID CONTROLS INC MENTOR OHIO				.136			.136										0024460
1133		.FORD IRON FOUNDRY DEARBORN MICH	700	963	700	400	400	164	82										0021511
1135		.FORD MOTOR STEEL DEARBORN MICH				42.0				42.0									1002761
1121		FORD MOTOR BUFFALO NY	300		23.0														0015883
1136		FORD MOTOR CO CLEVELAND OHIO	200		10.0														0022160
1932		FORD MOTOR NASHVILLE TN	8.00	11.0	8.00	2.50		2.50											1002902
		PARENT CUST. TOT-FORD MOTOR DEAR	1208	974	743	445	154	166	82	42									0011099
1974		.FT SMITH IND FOUND FT SMITH AR	8.00	6.50	8.00														0023465
1132		.FT SMITH IND FOUND HOLLAND MI		5.00															0023631
1039		.FRASER MACHINE PROD GOLETA CA	2.00	2.50	2.00														0023162

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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/ MANGRID-CP
HYDRAUL 312															00693A		6760-312-11
1934 .JOL FRENCH SHEBOYGAN WIS	80.0	15.0	30.0	7.30	2.90		3.00										00095042
1932 .FRUEHAUF TRAILER CO DECATUR AL	70.0																00193411
1230 .GEDREY ELEC CO TERRYVILLE CONN		1.00															00223379
1639 .GM-DELCO BATTERY ANAHEIM CA	20.0	24.0	20.0	6.00				6.00									10032911
1230 GM-DELCO RADIO KOKOMO IN	400	[illegible]	[illegible]	6.00	[illegible]	[illegible]	[illegible]	[illegible]									10032651
1185 GM-DELCO BATTERY ANDERSON IN	2.00	.600	2.00														10032644
1870 GM-CENTRAL FOUNDRY BEDFORD IN	475	430	475	147	79.0	21.0	50.0										10032192
1173 GM-ALLISON INDIANAPOLIS IN	20.0																10032547
1128 GM-DELCO RADIO KOKOMO IN	10.0	29.5	30.0	20.0	8.00	8.0	10.0										10032652
1178 GM-DELCO BATTERY MUNCIE IN	20.0	15.0	20.0	6.00	3.00		3.00										10032628
1132 GM-DELCO BATTERY OLATHE KS	60.0																00196015
1455 GM-CHEVROLET BAY CITY MI	400	329	400	121	81.0		40.0										00164542
1255 GM-AC SPARK PLUG FLINT MI				36.0			36.0										00299774
1178 GM-BUICK FLINT MI	150	120	150	22.0	22.0												10032535
1230 GM-CHEVROLET HOLLAND MI		25.0															10032709
1152 GM-CHEVROLET LIVONIA MI	2.00		2.00														10032679
1152 GM-PONTIAC PONTIAC MI	150	132	150	88.0	28.0	31.0	18.0	16.0									10032652
1153 GM-STEERING GEAR SAGINAW MI	20.0	12.0															00126472
1153 GM-CHEVY TRANSMISSION SAGIN MI																	00208310
1159 GM-CHEVY MODULAR FORY SAGIN MI	60.0		15.0														00245816
1153 GM-CHEVY GREY IRON SAGINAW MI	300	329	300	48.0	24.0	24.0											10031571
1153 GM-CENTRAL FOUNDRY SAGINAW MI	60.0	11.0	60.0	1.00				1.00									10032814
1230 GM-NEW DEPARTURE CLARK NJ	35.0	33.0	35.0	10.0		5.00	5.00										10032657
1231 GM-ROCHESTER PROD ROCHESTER NY	90.0																00229321
1178 GM-DELCO PRODUCTS DAYTON OH	60.0																10032636
1130 GM-CENTRAL FOUNDRY DEFIANCE OH	60.0	36.5	40.0	13.0	5.00	4.00		4.00									10032922
1138 GM-NEW DEPARTURE SANDUSKY OH	10.0	7.00	10.0														00216146
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														10030011
1159 .GEN DIE CASTING HI PARK MI	30.0																00119725
1174 .GEN DYNAMICS FT WORTH TX	50.0																10036919
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
1155 GEN ELEC FT WAYNE IND	100		10.0	1.00	1.00												10031600
1173 GEN ELEC LOUISVILLE KY	100	100	100														10031915
1132 GEN ELEC HENDERSONVILLE NC	175	.500															10031419
1131 GENERAL ELECTRIC TONAWANDA N Y	2.00	1.73		.500		.500											00180899
1178 G E AIRCRAFT-JET CINCINNATI OH	6.00	6.00	6.00														10031435
1152 GENERAL ELEC HENDERSONVILLE IN		.500															00180980
PARENT CUST. TOT-GEN ELEC SCHENE	394	121	127	2.50	1.00	1.50											10031850
1932 .GEORGETOWN STEEL GEORGETON SC	100		100														00221921

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	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. GRP. GP.
		PYDRAUL 312															00693A		6760-312-1
[redacted]																			00164429
1230		.PIN METAL PROD CARLE PLACE NY	7.00	5.50	7.00	4.00	1.00	1.00	2.00										00178323
[redacted]																			00194104
[redacted]																			10033926
[redacted]																			10033964
1170		.OLCDE INDUSTRIES INC DAYTON OH	2.50	2.50	2.00														00227950
[redacted]																			00211591
[redacted]																			00215457
[redacted]																			10038126
1230		.GRIFFIN PIPE PROD FLORENCE NJ	72.0		28.0														00207519
1234		.GRIMES CORP COLUMBIA PA	52.8		30.0														00239934
1166		.GULF COAST ALUMINUM LK CHAS LA				2.50			2.50										00235024
1900		.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
[redacted]																			00219708
1131		.HARRISON MACH WESLEYVILLE PA		1.50															00229249
[redacted]																			00237112
1639		.HARVEY ALUMINUM TORRANCE CA	30.0		30.0														10037050
1170		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
1939		.HARVILL MACHINE CORONA CA				1.00				1.00									00253995
1039		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
[redacted]																			10037204
1131		.HAYS MFG ERIE PA		.500		1.00			1.00										00122592
[redacted]																			00227551
[redacted]																			00240350
1856		.HEWLETT-PACKARD PALO ALTO CA	20.0	2.50	20.0														00153974
1230		.HOLLY HYDRAULICS MT HOLLY NJ		2.00															00227196
1639		.HONEYWELL INC GARDENA CA	15.0	13.0	15.0	4.00	1.00	2.00	1.00										10038529
[redacted]																			00157317
[redacted]																			10038561
		PARENT CUST. TOT-HONEYWELL PAP S	175	112	175	29.0	11.0	2.0	11.0					5.0					00046450
1914		.HOT SPRING BR &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-

% O	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 / MAR. ORD. GP.
		PARENT CUST. TOT-HOWMET CORP NEW	104		25.0														00046469
		HYDRAUL 312															00693A		6760-312-1
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
		.INTAT DIE CASTING - ENG CYPR CA	40.0	22.0	40.0	4.19	2.50		.22					1.47					00151379
		.HYDRAULIC SERVICE CHELTENHM PA		.500		1.00	1.00												00235675
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													00151334
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													10045272
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													00246092
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													10041171
1832		.INTL CAST PROD GARDENA CA	15.0	11.5	15.0	4.98		1.00		3.00				.98					00175535
1282		.INTL CENTRAL CORP CALDWELL NJ		1.50															00246697
1878		.INTL HARVESTER LOUISVLLE KY	20.0																10041287
1922		INTL HARVESTER MEMPHIS TN	15.0																
		PARENT CUST. TOT-INTL HARVESTER	35.0																10041279
1178		.INTL NICKEL HUNTINGTON WV	40.0																00247006
1838		.IRECO INDUSTRIES EUGENE OR		4.00		18.5	3.00	4.00	3.00	4.00	4.50								00243426
1833		.ISLIP TOWN OF HOLBROOK NY		1.50		6.00	3.00	3.00											00235360
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															00180000
1832		.KAISER ALUM-CHEM TACOMA WASH		1.00															C0154265
1222		.KASON HARDWARE BINGHAMTON NY	6.00		1.00														00196436
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]										00212032
1639		.KENCO DIE CAST GARDENA CA	2.00	1.00	2.00														10043786
[illegible]		[illegible]	[illegible]	[illegible]															00048593
1974		.AMERICAN POTASH HAMILTON NS	.200	.139	.200														10004853
1131		.KEYSTONE BRASS INS ERIE PA	1.50	2.50	1.50														10044197
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													00249157
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													00244759
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													[illegible]
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]													00156590
1839		.LAMSCO DIECASTING S ELKONTE CA	15.0	3.50	5.00														10045525
1131		.LATROBE STEEL CO LATROBE PA	15.0		15.0														00225959
1978		.LECTROMELT CORP INDIANTOWN FL		2.50															00253766
1131		LECTROMELT CORP PITTSBURG PA				.184			.184										00253766
		PARENT CUST. TOT-LECTROMELT CORP		2.50		.184			.184										

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	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.PROD.SP.
		PYRAUL 312															00693A		6760-312-1
1138		.LESTER INDUSTRIES INC BEDFRD O	130	120	130	40.0	15.0	10.0	15.0										10046033
1137		[illegible] ENGINEERING CLEV OH	2.00	7.00	5.00														[illegible]
1136		JONES & LAUGHLIN STEEL CLEVELAND	150.0																00230556
1131		JONES LAUGHLIN STEEL ALIQUIP P	150		10.0														00251507
		PARENT CUST. TOT-LING TERCO VOUG	200		10.0														10046513
1230		.L.&.L.WHITEMETALS CARLSTADT NJ				1.00				1.00									00215535
1135		.LOCKHEAD CALIF BURBANK CA	20.0																10046742
1134		[illegible]		.093															[illegible]
1132		.LOS ANGELES DIE LOS ANGELES CA	25.0	17.0	25.0	6.95		1.50		3.00	1.50	1.50		2.45					00127055
1133		[illegible] DIECASTING HOLLAND	[illegible]	[illegible]	[illegible]	2.00		.00											[illegible]
1233		LYONS DIECASTING BUCKNER 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
1134		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
1270		.MAGNESIUM CASTING H P MA	30.0	20.0	30.0	9.00	4.00	2.50	2.50										10045079
1134		[illegible]	[illegible]	[illegible]	[illegible]														[illegible]
1139		.MCCULLOCH CORP LOS ANGE CA	10.0	4.50	10.0	4.00	1.50			2.50									00128805
1139		MCCULLOCH CORP SANTE FE SPR CA				1.50			1.50										00253347
1135		MCCULLOCH CORP HOLLAND MI		[illegible]															[illegible]
		PARENT CUST. TOT-MCCULLOCH CORP	10.0	6.00	10.0	5.50	1.50		1.50	2.50									00128805
1134		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]										[illegible]
1122		[illegible] STEEL CORP [illegible]	.450	[illegible]	50.0														[illegible]
1133		.MC QUAY MORRIS WASHINGTON MO	20.0		20.0														00221848
1139		[illegible] PLASTICS WINONA MN	5.00	5.60	5.00														[illegible]
1230		.METALART BUCKLE PROVIDENCE RI				1.50				1.50									00251917
1134		[illegible]	[illegible]	[illegible]	[illegible]	.130	.150												[illegible]
1139		.DEXTER CHEM MIDLAND LOS ANG CA		2.00															10046052
1133		[illegible] FOUNDRY [illegible]	15.0	[illegible]	1910	15.00							5.00						00220175
1133		[illegible] CO JACKSON MI				8.50		6.00		2.50									00240378
1134		[illegible] DIE CAST MILWAUKEE WI	40.0	40.1	40.0														[illegible]
1133		.MISSOURI ROGERS JOPLIN MO	5.00	8.50	5.00														10053528
1137		[illegible] DIE CASTING CHICAGO IL	6.00	7.50	6.00	1.00		1.00											[illegible]
1139		.MUSEN MACH WKS SANTA FE SPGS CA		5.00															00185515
1139		.PAUL MONROE HYD PICO RIEVER CA	2.00	1.59	2.00														10061164
1133		.A B MUELLER ST LOUIS MO	1.20	1.00	1.20														10059650
1139		.NATL METALLURG SPRINGFIELD OR	2.00	2.00	2.00	1.00		1.00											00224472
1176		.NATL ALUMINUM HAWESVILLE KY	10.0	4.50	5.00														00235199

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	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.	CUSTOMER NUMBER
		PYDRAUL 312															00693A		6760-312
1153		NATL STEEL DETROIT MI	.320																1005698
1151		NATIONAL STEEL MEIRTON WV	.150		10.0														0023931
		PARENT CUST. TOT-NATIONAL STEEL	.430	4.50	15.0														0004482
1132		.NEUSCHWIZ ENG LOS ANGE CA	5.00	4.00	5.00	1.00				.500		.500							0013145
1133		.CITY NEW MADRID NEW MADRID MO	50.0	.500	50.0														0022587
1124		.NORD ENG MFG MILWAUKEE WI		.500															0024162
1136		.OHIO BRASS MANSFIELD OH	8.00	11.5	8.00	4.00		3.00		.50									0004860
1163		.OLIN CORP E ALTON IL	15.0																1005621
1164		.OLIN CORP ORAL OH	13.0	13.0	13.0	1.50		1.50											1005717
		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		.OWLE PROD CO GALESBURG IL	30.0	12.0	30.0	2.00	1.00	1.55											1005095
1153		.OWENS ILLINOIS INC ALTON IL	7	1.50															0025161
1153		.OWENS ILL TOLEDO OH	.200	.139	.200	.138	.138												1005993
		PARENT CUST. TOT-OWENS ILL TOLED	.200	1.64	.200	.138	.138												1005993
1135		.PARKSON DIECAST CHICAGO IL	6.00																0023773
1145		.PARKER HANNIFIN OTSEGO MICH	5.00	5.00	5.00	2.00			1.00					1.00					0008803
1131		.PARKER WHITE METAL FAIRVIEW PA	100																0025580
1133		.PARK-OHIO IND CLEV CLEVELAND OH		3.00		3.00		3.00											0013204
1270		.PEASLEY PROD STRATFORD CT	6.50	6.00	6.50	1.00			1.00										10061237
1128		.PELO MFG CO INC PORTLAND OR				2.00			1.00		1.00								0022357
1175		.PERMANENT CASTING HOT SPRING AR	8.00		2.00	.500			.500										0015107
1230		.PHELPS DODGE LAUREL HILL NY	6.00																10062454
1158		.PHILLIPS DIE SANTAFE SPRING CA				.500			.500										0024419
1230		.PHOENIX STEEL CLAYMONT DE	46.0		20.0														0023945
1173		.H K PORTER STEEL HUNTINGTN WV	25.0																0024703
1220		.POWER HYDRAULICS DIE HUNTINGT NY		.500															0013448
1194		.PRAXAIR REGULATORS BROOKLYN				.500		.500											10064525
1127		.PRECISION CASTING CO CLEVELAND OH	50.0		10.0														0022217
1153		.PRESS AUTOMATION DETROIT MI		1.50															0016511
1135		.PRESSURE CASTINGS CLEVELAND OH	35.0	9.00	10.0														0006460
1230		.PRESTOLITE-KICO W. SPRINGFIELD				2.50			2.50										0013459
1153		.PRINCE MFG CO HOLLAND MI	12.0	12.0	12.0														0013471
1270		.PRISTOLITE W SPGFLD MA	20.0	30.0	20.0														0004938
1173		.PROCESS EQUIP TIPP CITY OH		1.00		.500				.500									0023695
1163		.CHARMIN PAPER GREEN BAY WISC		1.00		.500	.500												0021612
1166		.PTE CORPORATION SAN JOSE CA		.150															0021974

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS SET	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.SYS.GP.
		PYCRAUL 312															00603A		6760-312-11
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								10066336
1132		~~.REACTIVE METALS ASHTABULA OH~~	~~15.0~~	~~10.0~~	~~15.0~~														~~10066654~~
1136		~~.REACTIVE METALS NILES OH~~		~~4.00~~															~~00220437~~
		PARENT CUST. TOT-REACTIVE METALS	15.0	14.0	15.0														10066654
1232		.READING TUBE READING PA	7.00	6.50	7.00														10066697
1130		~~.REPUBLIC STEEL CORP CLEVE OH~~	~~7.50~~	~~9.00~~	~~7.00~~														~~10067440~~
1138		~~REPUBLIC STEEL MASSILLON OH~~	~~55.0~~	~~30.0~~	~~55.0~~	~~5.00~~		~~5.00~~											10067499
1138		~~REPUBLIC STEEL WARREN OHIO~~	~~200~~		~~50.0~~														~~00221619~~
		PARENT CUST. TOT-REPUBLIC STEEL	263	35.0	113	5.00		5.00											10067450
1134		~~.ROCK-CHAINBELT PARTS CHICAGO IL~~		~~.139~~															~~10338712~~
1974		.REYNOLDS METALS ARKADELPHIA AR	5.00	3.00	5.00														10067547
1974		REYNOLDS METALS GOD SPGS AR.	5.00	9.46	5.00	2.00	2.00												10067555
1974		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
1273		.SIDCO CASTING CO CEN FALLS RI	2.00	1.00	2.00	1.50		1.50											10068150
1133		.RIVAL MFG KANSAS CITY MO	50.0																00221573
1270		.RIVETT INC WEECHAM HEIGHTS MA	.500	.500	.500														00161128
1134		.CHERRY BURRELL CEDAR RAPIDS IA		.685															00150836
1139		.RJOLIN STEEL DUNKIRK NY	40.0																00195766
1175		.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															10069009
1138		.ROPER CORP MT GILEAD OH				9.00	9.00												00240534
1138		~~GEORGE D ROPER NEWARK OH~~	~~80.0~~	~~82.5~~	~~80.0~~	~~34.0~~	~~12.0~~	~~12.0~~				~~10.0~~							~~10069033~~
		PARENT CUST. TOT-GEORGE D ROPER	80.0	82.5	80.0	43.0	21.0	12.0				10.0							10069033
1130		.ROTATING COMPON BAY SHORE NY	.600	.500	.600														10069459
1132		.SAGINAW PT # MFG SAGINAW MI		3.00															10070236
1139		.SAMSONITE CORP DENVER CO	15.0																00221384
1133		.SANGAMO ELEC SPRGFD ILL	3.00	2.00	3.00														10070775
1145		.SAN JOSE DIE CSTG SAN JOSE CA	5.00	.500	1.00														00184532
1232		.SAYVILLE INCINERAT HOLBROOK NY		2.00															00223337
1273		.SCOVILL MFG WATERBURY CONN	1.00																10071535
1131		.SELAS CORP OF AMER SEATTLE WA		.232															00240603
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-

A G ENT	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMP FOR CURR. YEAR	SALES CURR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO / MAP SEL CD
	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									10073294
1230	SINGER CO SOMMERVILLE NJ				1.00	1.00												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
1235	.SKAGIT CO RP SEDRO WOOLLEY WA		.546															00236306
1235	.SKRL DIECAST MFG IN EASTLAKE OH	15.0	4.00	15.0	4.00	2.00		1.00	1.00									00190189
1238	SKRL TOOL EASTLAKE OH		8.00															10073405
	PARENT CUST. TOT-SKRL TOOL EASTL	15.0	12.0	15.0	4.00	2.00		1.00	1.00									10073405
1260	.S K S CASTING CO BERKELEY CAL	2.00	1.00	2.00	1.00					1.00								00173531
1274	.SOUTHERN PREC IND HARRISON ARK	35.0																00221449
1274	.SOUTHNSTRN DIE CAST FT SMTH AR				1.50	1.50												00244406
1278	.SOUTHWIRE ALUM HAWESVILLE KY	45.0	2.00	45.0	1.00	1.00												00210552
1133	.SPARTAN ALUMINUM PRO SPARTA MI	3.00																00281463
1137	.SPARTAN CASTINGS DUENA PARK CA	1.50	1.50	1.50	1.00					.500		.500						00236939
1164	.SPECIMASTER ENG SAN LEANDRO CA	10.0																00195693
1274	.SPINOZA INC RUSSELLVILLE AR				.500			.500										00251143
1124	.SPRAUT WALDRON MERCY PA	5.00	7.50	5.00	2.00			2.00										10074800
1133	.ST LOUIS DIECAST BRIDGETON MO	40.0	11.2	20.0														00217115
1274	.ENJAY CHEM CO MEMPHIS TENN		1.00															10026385
1230	ESSO RESEARCH ENG LINDEN NJ		.500															10026922
	PARENT CUST. TOT-STAND OIL NJ NE		1.50															00046892
1234	.STANDARD PRODUCTS CO CLEVELAND																	00046264
1230	.STAUFFER CHEM DOBBS FERRY NY		.500															10075692
1139	.STEARNS-ROGER CO RP DENVER CO		.500															00230381
1134	.STRITE ANDERSON CO MEMPHIS TN	20.0	20.0	20.0	2.00	2.00												10070739
1133	.STRUB DIE CAST MILWAUKEE WI	10.0	17.5	18.0	5.00	2.50	2.50											10076455
1133	.SUNTEN PRODUCTS ST LOUIS MO	2.00																10076943
1163	.SUNTRAC CO MADISON HTS MI				.500			.500										00250664
1131	.TANNER MFG CO ERIE PA	1.00	1.50	1.00														00139831
1159	.TAYLOR MFG CO DALLAS TEXAS	20.0																00221414
1274	TAYLOR MFG CO GARLAND TX		1.00															00243488
	PARENT CUST. TOT-TAYLOR MFG CO D	20.0	1.00															00221414
1170	.TECTRON INC RACINE WI																	00245409
1174	.TENNESSEE FORG STEEL NEWPT AR	25.0																00247456
1132	.TENN METALLURG CORP KINGSTON TN	4.00	2.50	4.00	2.00		1.00	1.00										00169122
1153	.PARAMOUNT DIE ST JOSEPH MICH	100	48.5	50.0	2.00	2.50	2.50											00140316
1170	.THE DEE PRODUCTS INC DAYTON OH	1.00	.500	1.00	1.50		1.50											10090134

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01131-A DIRECT #2
01/12/72

ORGANIC DIVISION INTEGRATED PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF DOLLARS-

00693A

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. GRP. GP.
		PYDRAUL 312																	6760-312-1
																			10080193
1132		.TIMKEN ROLLER BEAR CANTON OH	20.0	24.0	20.0	4.00		4.00											00247464
1132		TIMKEN ROLL BEARING GAFFNEY SC	10.0		10.0														
																			10080193
		PARENT CUST. TOT-TIMKEN ROLLER B	30.0	24.0	30.0	4.00		4.00											
1136		.TOOL DIE ENGINEERING CLEVELAND	6.00	6.00	6.00														10086720
1134		.TOOLSTEEL GEAR ELMWOOD PL IL	5.00	2.00															00223162
1134		.TOP DIECASTING MARENGO IL	10.0																00240222
1132		.UNION CARBIDE FOSTORIA OH		.500															00246397
1132		UNION CAR - NUC OAKRIDGE TENN	150																10081971
		PARENT CUST. TOT-UNION CARBIDE C	150	.500															00045705
1136		.UNITED ENGINEERING CANTON OH	1.00	1.50	1.00														00146393
1139		.UNIVERSAL DIE CAST VERNON CA	8.00																00154033
1133		.UNIVERSAL VISE & TOOL PARMA MI		.500															00166562
1139		.U S STEEL TORRANCE CALIFORNIA	100		100														00220965
1139		.UNITED STATES STEE STEELTON PA		.276															00183219
1138		U S STEEL CLEVELAND OHIO	4.00																10086278
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														00050131
1131		US STEEL DRAVOSBURG PA				5.00			5.00										00244535
1131		US STEEL CORP ELLWOOD CITY PA	4.00																00247170
1130		UNITED STATES STEE FAIRLESS PA	12.0		2.00														00143227
1131		U S STEEL HOMESTEAD PA	150																10085349
1131		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
1138		.VALLEY IRON & STEEL EUGENE OR	1.00	.500	1.00														00225762
1131		.VLEDER KOUT INC ALTOONA PA	30.0	28.0	30.0														10080395
1176		.HARRY VOGT MACH LOUISVILLE KY	2.00	2.00	2.00														10087074
1133		.WAGNER CASTINGS DECATUR IL	15.0																00221475
1133		.WAGNER ELECTRIC ST LOUIS MO	40.0		40.0														10087270
1134		.R.HAY CORPORATI MILWAUKEE WI	1.00	1.00	2.00														00223212
1131		.WEINMAN PUMP & S PITTSBURGH PA		2.50															10080097
1178		.WESTINGHOUSE COLUMBUS OH	30.0		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-

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. GRP. GP.
		PYDRAUL 312															00693A		6760-312-1
		~~.WHITE INDUSTRIES CLEVELAND OH~~	~~65.0~~																~~00190[illegible]~~
1839		.PEAT DIV-WHITTAKER NORWALK CA	40.0	6.00	40.0	5.48		.50	4.00					.98					00193009
		~~WHITTAKER-ARCADIA DIV-KI~~		~~1.50~~															~~00236430~~
		PARENT CUST. TOT-WHITTAKER CORP	40.0	7.50	40.0	5.48		.50	4.00					.98					00047058
1133		.WILSON DEICASTING GRAIN VLY MO		.500		1.10		1.10											00232041
1339		.WITHROW DIE CAST N HOLLYWOD CA	20.0	17.5	20.0	2.50	2.50												00094013
1932		.WOLVERINE TUBE DECATUR AL	10.0		10.0														00221872
1836		.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				6760-312-1
		PYDRAUL 312-A															01857A		6761-313-1
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
1132		~~.AIRTEX INC-FAIRFIELD-ILLINOIS~~				~~[illegible]~~													~~[illegible]~~
1139		.AJAX HR MFG CITY INDUSTRY CA				10.0						2.50	2.50			2.50		2.50	00230243
1139		.ARNOLD ENGINEER FULLERTON CA				.104											.184		00110124
		~~[illegible]~~				~~[illegible]~~				~~[illegible]~~				~~[illegible]~~			~~[illegible]~~		~~[illegible]~~
1273		.ALCAN ALUMINUM CORP OSWEGO NY				30.0				20.0		10.0							00143199
1139		.ANCHIT IND GLENDALE CA				1.00							.500		.500				10003059
1134		.AMERICAN ALUM WEBSTER CITY IA				5.00				2.50								2.50	00161358
1133		.AMERICAN SHELT & REF GLOVER MO				3.00				2.00			1.00						00180017
		~~AMERICAN CORP-MUSKEGON-MI~~																	~~[illegible]~~
1139		.AMERON STEEL ETIWANDA CA				37.4					4.0		4.0	4.4	5.0	10.0	5.0	5.0	00196142
		~~.ANGLUNDA BODY [illegible]~~																	~~[illegible]~~
		.ANCHOR COUPLING CO [illegible]				4.00					1.00	1.00	1.00			1.00			00196614
1139		.ANSEN AUTOMOTIVE GARDENA CA															21.5		10006228
1178		~~.ARMCO STEEL MIDDLETOWN OH~~													24.0				10006252
1131		ARMCO STEEL AMBRIDGE PA				48.0				24.0					5.00				10006260
1131		ARMCO STEEL BUTLER PA				5.00													00231274
		~~PORTSMOUTH STEEL CO MANSON OH~~																	~~[illegible]~~
		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
		~~.ARROW ALUM CAST AVON LAKE OH~~															~~1.50~~	~~2.50~~	~~10006663~~
		~~ARROW ALUM CAST CLEVELAND OH~~															~~.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-

G / SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR GRD GP.
	PYURAUL 312-A															01857A		6761-313-1
1232	.ATHENS OIL CO ATHENS TN				5.00					2.50						2.50		00107100
[redacted]																		
1233	.BETHLEHEM STEEL STEELTON PA				48.0						[redacted]							
[redacted]																		
	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]																		
1133	.BRACKETT STRIPPING TOPEKA KS				.138										.138			10011978
[redacted]																		
1230	BUDD CO PHILADELPHIA PA				26.5					3.50	5.00		5.00	5.00	5.00	3.00		10512237
	PARENT CUST. TOT-BUDD CO PHILA P				37.0					8.50	5.00	5.00	5.00	5.0C	5.50	3.00		10012287
[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]																		
	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	00080919
[redacted]																		
1133	.CENTURY ELEC ST LOUIS MO				15.0						3.00	4.50		3.00		1.50	3.00	10015162
1132	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 COP - BRASS NEWARK CA				2.00								1.00		1.00			10015227
[redacted]																		
1194	.CHICAGO WHT METAL CA CHICAG [redacted]																	00114235
[redacted]																		
1866	.GM BRAKES CAST CLOVERDALE CA				6.00					1.00	1.00	1.00	1.00		1.00	1.00		10054974
[redacted]																		

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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.NO./ MAJR.GRP GP.
	PYDRAUL F-9 A															01771A		4550-009-1
1030	.3MARK IND PORTLAND OREGON		.590															10096697
1934	.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
1130	.JVERMYER CORPORATION WINCH TX				1.09						1.09							00259594
1039	.OVERTON FOUNDRY SO GATE CA	1.00	.590	1.00	.552					.552								10059771
1039	.PARKER HANNIFIN CORP IRVINE CA		.054															00225703
1034	.PARK-OHIO IND CLEV CLEVELAN OH		1.10															00132942
1133	.PENNWALT CORP CALVERT CTY KY	1.40	.562	1.00	1.09								1.09					10061644
1037	.G P PFLEGER NEW PORT BEACH CA		.106		.420			.107		.107	.106						.100	00235741
1974	.GEORGE PFLEGER LANTANA FL		.107															00185317
1230	.PHELPS DODGE LAUREL HILL NY	3.00	2.36	3.00														10062454
1966	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
1965	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
1039	.POMONA DIECAST POMONA CA				.207		.107								.100			00247286
1175	.WILLIAM POWELL CO CINN OH				.552	.552												10064295
1126	.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			10063343
1039	.PRECISION SHEET METAL LA CA				.552								.552					00261785
1134	.PRJ HET FURNACE SCHAUDURG ILL	.161	.107	.161														00103989
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
1126	.REACTIVE METALS ASHTABULA OH	1.00	.859	1.00	.318		.318											10066534
1230	.REGINA CORP RAHWAY NJ	3.00	5.67	3.00														10066972
1134	.REX CHAINBELT HAVNA 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
1136	.RIDGE FOUNDRY SAN LEANDRO CA	8.00	6.39	8.00														10068169
1230	.L S ROCKEFELLER NEW LONDON CT		.318															00233978
1230	L S ROCKEFELLER BRONX NY				.832					.432	.400							00255351
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 & PORTER PEORIA IL		2.36															00224138

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-IN THOUSANDS OF POUNDS AND DOLLARS-

P G	SIC	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 / MKT GRP.GP
		PYDRAUL F-9 A															01771A		4550-009-1
1230		.SANDRIK STEEL FAIRLAWN NJ	5.00	.590	5.00														00137170
1230		.SANDVIK STEEL INC FAIRLAWN NJ				.552	.552												00[illegible]138
1131		.SCHROEDER BROTHERS MCKEES PA				1.10		1.10											00240806
1032		.SOUTHERN NATR GAS ANNISTON AL				.100											.100		00181129
1450		.SOUTHWEST IND EQUIP HOUSTON TX		.590															00223328
1053		.VICKERS INC DIV TROY MIC				.150											.150		10080698
1230		.AMOCO CHEM NEW CASTLE DE				1.65				1.10					.55				00253480
1[illegible]		AMOCO CHEM ALVIN TX				2.67						.20	.58			.25	.55	1.09	00259305
1230		AVISUN CORP NEW CASTLE DE	2.00	1.18	2.00														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		.ENJAY FIBER & LAM ODENTON MD		1.14															10026423
1932		.STAR FIBERS INC EDGEFIELD S C				.545											.545		00218642
1230		.STAUFFER CHEM DOBBS FERRY NY				.150								.150					10075602
1839		.SHEDLOW GARDEN GROVE CA		.054															10077311
1136		.SYLVESTER ENTRPRIS CLEVELND OH		.107															00160351
1136		.TAYLOR WINFIELD CORP WARREN OH				.545												.545	10078032
1134		.TELEDYNE OHIO STEEL LIMA OH		1.10															10050996
1134		.THOMAS IND SHEBOYGAN WISC	2.00	1.18	2.00	3.83		.552	.552			.545	.545		.545	.545	.545		10070837
1153		.TOMKINS-JOHNSON JACKSON MI	1.50	1.18	1.50	3.83				1.10			.55			1.09	1.09		10060355
1132		.TRANSUE -WNS STEEL ALLIANCE OH	2.00	2.36	2.00	1.09								1.09					10080356
1230		.UNIMATION INC DANBURY CT		1.10															00245585
1133		.UNION CARBIDE PADUCAH KY	100	3.54	10.0	8.76			2.76	2.73							3.27		00141909
1230		UNION CAR UC BOUND BROOK N J		.552		1.64			.552					.545		.545			10061823
		PARENT CUST. TOT-UNION CARBIDE C	100	4.09	10.0	10.4			3.31	2.73				.55		.55	3.27		00045705
1133		.UNION MALLIABLE ASHLAND OH	2.00	3.46	2.00	7.10				1.10			.55		1.64		3.82		10082048
1639		.CULLIER 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
1839		.UNITED STATES BORAX BORON CAL	1.00	1.73	1.00														10083710
1230		.US PIPE BURLINGTON NJ	6.00	2.95	6.00	2.73								2.73					10064881
1023		.U S NAVY CHERRYPOINT NC		.552															10083974
1270		U S NAVY BOSTON MASS				.545								.545					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-

S	BS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTION FOR CURR YEAR	SALES CURR YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAP CODE
		PYDRAUL F-9 A															01171A		4550-009-1
1138		.U S STEEL YOUNGSTOWN OHIO	10.0	7.59	10.0	3.28				1.10	1.09							1.09	10085217 00143227
1230		UNITED STATES STEE FAIRLESS PA	10.0															10.9	10085268 00143243
1131		U S STEEL IRVINE PENNSYLVANIA				10.9													
1131		UNITED STATES STEE MONROEVI PA		1.69		3.30		1.10	1.10				1.09						00218049
1968		US STEEL CHEMICAL DAYTON 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						
1230		.VALLEY METALLURGICAL ESSEX CT		.429															10085334 00143371
1138		.VAUGHN MACHINE CYUAHOGA FAL OH		.161															00250102
1230		.V A W OF AMERICA ELLERVILLE NY				.545					.545			.545					00262714
1230		.VECTRA CORP QUENTON MO				.545									1.09				00265128
1138		.CELOTEX CORP LAGRON IN				1.09													10087767
1134		.WARNOCK IND WHEELING ILL				2.41	1.86			.55							1.09		00206539
1134		.WAUPACA FOUNDRY WAUPACA WISC	2.00	2.28	2.00	1.09									.545				00233700
1153		.WEIL MCLAIN MICHIGAN CITY IN		.590		.545													00246371
1134		.WESTERN ARCADIA CHICAGO IL				1.09					1.09								10088044
1134		.WESTERN FELT WORKS CHGO IL	2.00	3.39	2.00														00235482
1036		.WESTERN OVERHEAD PORTLAND OR		1.14									.100						00145306
1131		.WESTINGHOUSE N HIF WEST HIF PA				.100													00222601
1178		.WESTVACO CORP WICKCLIFFE KY				.102			.102						.545				00220019
1968		.WICHTA FLS FNDRY WICHTA FLS TX				.545									.545				00251059
1230		.WILEY CURK WILMINGTON DE				1.10			.552										10090806
1131		.K R WILSON DIV ARCADE N Y		.590															00221287
1220		.WOOD PRESERVERS WARSAW VA		.161															10092434
1036		.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
		C5 TOT MAJOR PYDRAUL F-9A LB	2172	1644	1486	1275	50	91	83	167	90	115	107	142	130	142	79	80	
		PYDRAUL 150-A															01899A		4591-151-
1230		.AIROYAL COMPANY LINDEN NJ		1.53				3.05		4.07			3.03	1.09	5.05	5.05			00135590 10002893
1232		.ALUMINUM CO ALCOA TN	10.0	14.8	10.0	21.3						2.53		2.02				1.01	10002907
1968		ALUMINUM CO POINT COMFORT TX	15.0	11.2	10.0	11.2	1.53	4.07											10002923
1968		ALUMINUM CO SANDOW TX		.094											5.05				10002958
1036		ALUMINUM CO MALAGA WA	25.0	23.9	25.0	20.3	2.55	2.55		5.09	5.05								
		PARENT CUST. TOT-ALUMINUN 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
1968		.AMERICAN SKELTING SAN FRAN CA	2.00	1.65	2.00	.470							.940		.470				10004969
1124		.ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109665

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-IN THOUSANDS OF POUNDS AND DOLLARS-

PA G	SEQ 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.	CUSTOMER / MAT'L CODE	
		PYDRAUL 150-A															01899A		4591-151-1	
1976		.ANHEUSER BUSCH MIAMI FLA				.470						.470							00[illegible]711	
1969		.ARMCO STEEL PORT HUENEME CALIF	25.0		25.0														00[illegible]602	
1973		ARMCO STEEL ASHLAND KY				4.07		1.53	2.55										10006171	
1933		ARMCO STEEL KANSAS CITY MO		76.4		79.6		20.4			19.8	24.2				15.2			10006198	
1978		ARMCO STEEL HAMILTON OH	1.00	1.07	1.00	1.50	.376					.376			.752				10006201	
1974		ARMCO STEEL SAND SPRINGS OK	10.0		10.0														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										00162533	
1968		ASHLAND CHEM CO NEW IBERIA LA		2.04															00142301	
1968		ASHLAND CHEM CO UNITED LA				.505								.505					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								10007232	
1939		.BALL BROS EL MONTE CA		.509															10008123	
1934		BALL BROS MUNDELEIN IL	.750	.509	.750														10008115	
1932		BALL BROS ASHVILLE NC		.471															10008107	
		PARENT CUST. TOT-BALL BROS MUNCI	.750	1.49	.750														10008093	
1936		.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					10009979	
1936		.BOEING CO AIRP DIV EVERETT WAS	3.00	2.04	3.00														00158355	
1974		.BREWSTER CO SHREVEPORT LOUISIA		1.02															00184551	
1934		.BUCYRUS-ERIE CO S MILWAUKEE WI	15.0	12.7	15.0	3.04		1.53			1.52								10012246	
1953		.CARBORUNDUM NEW CARLISLE IN	10.0	2.55	10.0														00233366	
1930		.CARPENTER TECHNOLOGY READING PA	2.00	2.55	2.00														00231297	
1938		.CARTER MECH INC GALION OH		1.53															00227714	
1938		.CUNO FILTERS LEBANON IND		.138															10018130	
1934		.CONTINENTAL CAN CHICAGO ILL		.509															10018000	
1932		CONTINENTAL CAN PISCATAWAY NJ	.600	.509	.600														00236012	
		PARENT CUST. TOT-CONTINENTAL CAN	.600	1.02	.600														00046167	
1939		.CONTINENTAL-EMSCO COMMERCE CA	5.00	3.56	5.00														00153350	
1968		.CONTINENTAL-EMSCO HOUSTON TX	4.00		4.00														00115150	
1921		.CONTINENTAL STEEL KOKOMO IND	1.00	3.05	1.00	2.03	1.02										1.01		10010338	
1930		.DRAVO CORP READING PA				.505							.505						00233333	
1978		.E I DU PONT DE LOUISVILLE KY	.600	.236	.600	.235		.235											10023726	
1978		E I DU PONT DE CIRCLEVILLE OH	.500	1.53	.500														10023947	
1932		EI DUPONT LUGOFF SC				1.01												1.01	00272345	
1932		E I DUPONT WINONA S C	.200	.188	.200														00186406	

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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 FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAIN SHIP-GR.
PYDRAUL 150-A															01899A		4591-151-
E I DU PONT DE BEAUMONT TX				.094								.094					10024021
E I DUPONT DENEMOU LA PORTE TX	5.00	11.2	5.00	3.05		3.05											00152528
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	1.72		2.82						.09				1.01	10023564
.DUQUESNE LIGHT GREENSBORO PA				.141						.141							10024226
.E G & G INC ALBUQUERQUE NM				.505									.505				00269330
.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
FEDERAL SCREWS WKS ROMULUS MI	2.50	2.04	2.50	3.02							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
.FOOTE MINERAL CO KEOKUK IA	17.0	13.2	17.0	14.2	2.04		2.04			2.02	2.02		4.04			2.02	10028943
.FORD MOTOR DEARBORN MICH				1.01										1.01			00118990
FORD MOTOR STEEL DEARBORN MI	50.0	1.02	10.0	3.05	2.04		1.02										10029015
FORD MOTOR NASHVILLE TN		1.53		3.03								1.01	.51	.51	1.01		10027523
PARENT CUST. TOT-FORD MOTOR DEAR	50.0	2.55	10.0	7.07	2.04		1.02					1.01	.51	1.52	1.01		00118990
.FORMEX CO DE HUYCK GREENVLL TN				1.01	.509				.505								00219495
.GARDNER DENVER CO CLEVELAND OH				.232												.282	00272752
GARDNER DENVER CO DALLAS TX				.235								.235					00262584
PARENT CUST. TOT-GARDNER DENVER				.517								.235				.282	00227730
.GENERAL SHALE MOORESVILLE IN		.047															00220222
.AEROJET LIQ RCKT SACRAMENTO CA	2.30	1.88	2.30														00230421
.GLOBAL SUPPLY HOUSTON TX	2.00	3.05	2.00	5.07	1.02					1.01	3.04						00219800
.GRANITE CITY STEEL GR CITY IL	50.0																10035236
.GREAT LAKES CARBON ST LOUIS MO	5.00	7.61	5.00	3.05		2.04		1.02									10035414
.AP GREEN REFR SULPHUR SPRNG TX		.094		.094					.094								00183520
.GRUNDS MACHINE WK CHICAGO IL	.764	.509	.764														00223476
.HELMERICH & PAYNE GRANGE TX	1.80		1.80														00167533
.HERCULES INC RADFORD VA				.141										.141			00123919
.HOUSTON SYSTEMS HOUSTON TX	30.0	1.53	30.0														00230634
.INLAND STL 1 COLD STRP E CH IN	108	105	108	64.8	20.4				24.2					10.1	10.1		10040556
.INTERLAKE STEEL RIVERDALE IL	112	17.8	12.0	9.64			2.55		2.55	2.53						2.02	10041007
.INTERMARINE SERVICES SANPED CA				4.07		4.07											00249653
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
.INTL HARVESTER CHICAGO IL		10.2		12.7			5.09					5.05	2.53				00215929

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-IN THOUSANDS OF POUNDS AND DOLLARS-

V C	SIC 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 / MAJR GRP GP
		PYDRAUL 150-A															018994		4591-151-
1958		.INTL TOOL & SUPPLY HOUSTON TX				4.05			1.02					3.03					00244732
1936		.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
1824		.KEYSTONE STEEL PEORIA IL	130	50.9	130	94.3	15.3	15.3	15.3					24.2				24.2	10044251
1924		.KOPPERS CO INC EAST CHICAGO IN		1.02															00186422
1133		.LACLEDE GAS CO ST LOUIS MO	.300	.282	.300	.470			.141				.094		.094	.141			10045061
1933		.LACLEDE STEEL CO ALTON IL	130	91.6	80.0	12.7		12.7											10045088
1957		.LOCKHEED-GEORGIA MARIETTA GA	.400	.509	.400														10046760
1934		.MASTEN CORP ARLINGTON HTS IL	.700	1.02	.700														10047156
1973		.F W MEANS CO LEXINGTO KY		.509															00129631
1965		.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
1131		.MONTGOMERY ELLVAT HERMIN PA		5.09		1.02	1.02												00232297
1934		.MRFCO FILTER STOUGHTON MI				.094	.094												00245975
1924		.NORTHWESTERN STEEL STERLING IL	63.0	35.6	63.0														00121814
1976		.NOVAMONT CORP HENOVA NV	1.00	1.07	1.00	2.03				1.02			1.01						10053597
1124		.OLEAR WESTR GLASS LINCOLN ILL		.509															00155810
1965		.OCEAN DRILL NEW ORLEANS LA	1.00	1.02	1.00														00235776
1960		.OCEAN DRILL & EXPLO HOUSTON TX	10.0	18.8	10.0														00227552
1970		.OHIO ENERGY SYSTEMS COLUMBU OH				.094										.094			00266132
1129		.ONNET CORP OKLA OK	10.0	1.53	10.0	9.61		1.53			1.01	3.03	4.04						10059585
1133		.OWENS INDUSTRIES KANSAS CTY MO				.505						.505							00259829
1950		.TAN OF OYST CAN OLD BETHPGE NY		1.02															00216658
1952		.PETROLEUM DIST BEAUMONT TX				1.52	1.52												00247650
1982		PETROLEUM DIST SABINE PASS TX		3.05															00245011
		PARENT CUST. TOT-PETROLEUM DIST		3.05		1.52	1.52												00093750
1230		.PHELPS DODGE LAUREL HILL NY				1.02	1.02												10062454
1230		PHELPS DODGE HASPETH NY				.509					.509								10062462
		PARENT CUST. TOT-PHELPS DODGE CO				1.53	1.02				.51								00044939
1968		.PALMER MIDSTREAM PT ARTHUR TX	15.0	5.09	15.0														00181471
1194		.PIPING SYSTEMS LANSING IL	.141	.094	.141														00182664
1932		.PITTSBURG DEMOINES MARIETTA GA		.509															00214159
1931		.PITTS PLATE GL TIPTON PA		.047															10063351
1953		.PRICE BROS CLARKSON MI				5.58	.51	3.05					2.02						10064539
1938		.QUALITY CASTINGS C ORRVILLE OH				2.03			.51		1.02					.51			00134996
1939		.RUTO CONTROL LAB LOS ANGELS CA				1.02			1.02										00253367
1934		.RALSTON PURINA OTTUMWA IA				2.03						1.02						1.01	00259284
1938		.REACTIVE METALS NILES OH		2.55															00135437
1934		.REDFIELD BRICK RED REDFIELD IA	.100	.094	.100														00125496
1964		.REMCO HYDRAULICS WILLITS CALIF	5.00	6.11	5.00														00181501
1952		.REPUBLIC STEEL ALABAMA CTY AL	40.0	9.16	10.0														10067421
1132		REPUBLIC STEEL COR SOUTH BE IL		10.2															00135844

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	SUB PTR	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 SIC CD
		PYCRAUL 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	10067464
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
1630		REPUBLIC SUPPL LONG BEACH CA	6.00	4.31	6.00	1.52							1.52						00176230
		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		.MICHTER CORP COLUMBIA SC				.094				.094									00255858
1937		.ROWE ELECTRIC FAN ROCKWOOD TN		5.09		7.09	2.55				3.54			1.01				2.02	00185329
1131		.ROBINSON VET ZELTENOPLE PA	1.00	1.53	1.00														10085372
1134		.RODGERS HYDRAUL GRANITE FLS MN				3.03							3.03						00136379
1653		.RUCKER CONTROL SUP BERKELEY CA				13.6										2.0		11.6	00136840
1656		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
1939		.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	5.56										3.54	2.02		00235288
1968		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
1936		.SHYPLE OIL BAYTOWN 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
1668		.JOE STINE INC WILLITTS CALIF		3.56															00182494
1969		JOE STINE HOUSTON TX		19.9															00094684
		PARENT CUST. TOT-JOE STINE HOUST		23.4															00094684
1958		.SUPERIOR IRONWORKS HARVEY LA		2.55															00182915
1974		.TENNESSEE FOPS 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-

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 / MAT GRD CD
		PYDRAUL 150-A															01899A		4591-151-1
1974		.TEXAS STEEL FORTWORTH TX				1.02			1.02										00142001
1966		.THIOKOL CHEM THIOKOL UTAH				.505											.505		00227786
1132		.TOLEDO ENGINEER NASHVILLE TN		1.02															00230030
1123		.UNION CARBIDE PADUCAH KY		3.05															00141909
1134		UNION CARBIDE MINNEAPOLIS MN		.094															00231703
1032		UNION CAR - INC DAYBRIDGE TENN				1.01						1.01							10081971
1032		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
1032		.UNION OIL BIRMINGHAM AL				24.2								24.2					00262523
1230		.UNITED AIRLINES NEWARK NJ		.509															10082935
1174		.UNITED CLAY PIPE SEWICKLE CK		.094															00227099
1500		.UNIVERSAL MFG HENDERSONVILL NS	.600	.509	.600														10085543
1032		.UNITED STATES FOUND BIRMING AL	5.00																10084045
1132		US PIPE BESSEMER ALA	25.0	24.4	25.0	33.4	7.07	6.11				5.05	5.05	5.05	5.05				10094903
1232		US PIPE BURLINGTON NJ	7.00	6.11	7.00	6.08						3.05					3.03		10084381
		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
3023		.NAINL ADVISORY CON HAMPTON VA		1.53		1.52									1.52				00142581
1172		TENNESSEE VALLEY DAKESBORO 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
1032		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
1133		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															10065349
1030		UNITED STATES STL HOUSTON TX	100	2.04	50.0														00170224
1039		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
1038		.WANCO CORP RICHLAND WASH				3.03									3.03				00264431
1034		.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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-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 GRD GP.
		PYOMAUL 312-A															01857A		6761-313-1
1134		.COLLIN RADIO CEDAR RA IA				2.50										2.50			00114642
1176		.OHIO FUEL GAS COLUMBUS OH				.141					.141								10028210
1932		.CONSOL ALUMINUM JACKSON TN				8.00				8.00				8.00	5.50	2.50			10018455
1937		CONSOL ALUMINUM NW JOHNSVL TN				16.0													
		PARENT CUST. TOT-CONSOL ALUMINUM				24.0				8.00				8.00	5.50	2.50			10018455
1137		.CONTINENTAL CAN SANTA ANA CA				.500											.500		00242268
1134		CONTINENTAL CAN ELK GROVE IL									1.00	1.00							
1233		CONTINENTAL CAN MILLTOWN NJ				.500				.500									00235318
1138		CONTINENTAL CAN CLEVELAND OH								.184									00235334
		PARENT CUST. TOT-CONTINENTAL CAN				1.18				.68	1.00	1.00					.50		00046167
		CONTINENTAL STEEL KOKOMO IND																	
		CONTAINER STEEL SHELBYVILLE				1.50						.500							00115461
1039		.L H COX MANUFACTUR SANTA AN CA				.500						.500							10025719
		[illegible] INDUSTRIES GREVE CH														2.00			00115762
1974		.DAISY HEDDEN ROGERS AR				2.00													
1974		.DALLAS DIE CASTING DALLAS TX				1.55							.054	.500	.500			.500	10020905
		.DANA CORP RICHMOND IN							1.50										00115797
		DAYTON MALLEABLE IRON IRVINGTON										1.50				.50			
		DETROIT ROLLER DIV DAYTON OH				30.0			3.00		3.00	3.00	3.00	3.00	3.00	6.00	6.00		10030271
		DAYTON MALLEABLE CLEVELAND OH									.500								
		HEYA MOLD AUGA GEDARBURG WI									1.50								10021027
		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	10021650
1968		.DIAMOND METALS ALLOY HOUSTONTX				1.00					.500							.500	00116122
1974		.DOW CHEMICAL RUSSELLVILLE ARK				8.00							5.00			.50	2.50		00102729
1839		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
1131		.DRESSER INDUSTRIES DEPEW NY				2.00												2.00	00239305
1960		.E-I DUPONT NEMOURS STRANG TX				2.00											2.00		10024072
1133		.DYNAMIC FORGE CORP OXFORD NB				.500									.500				00196714
		EATON CORP. BOEN PRAIRIE WI																.500	
1230		.ELECTROLUX OLD GREENWICH CT				45.5						7.5		15.0			15.0	8.0	10025813
1131		.ELLIOTT COMPANY JEANETTE PA				.500											.500		00260708
		ESSWELL PARKER ELEC CLEVELAND				.500													
		.EMERSON ELECTRIC ENGINE WISC				2.00											2.00		00230001
		.EMPIRE DIE CASTING CLEVELAND				30.5				3.00	4.00	4.00	3.00	4.00	3.00	3.00	3.00	3.00	10026156

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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 ID / MAJR GRD-GP
		PYDRAUL 312-A															01857A		6761-313-1
1	134	.ERICKSON CROP MINNEAPOLIS MN				.500				.500									00255105
1	133	.FELM PRODUCTS INC IOLA KANSAS				5.00											5.00		00271059
1	134	.FIBERITE CORP WINONA MN				2.90												2.50	10027713
1	70	.FLORIDA STEEL TAMPA FL				171			24.0	24.0	24.0	24.0	20.0	25.0	24.0	24.0	30.0		10028760
1	53	.FORD MOTOR DEARBORN MICH				6.90			.50				6.00						00116990
1	53	FORD IRON FOUNDRY DEARBORN MI				46.0				5.0		12.0		6.0	23.0				00215112
1	32	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
1	34	.J-L FRENCH SHEBOYGAN WIS				10.0					2.90		2.90		2.50		2.50		00090042
1	33	.GLONLY ELEC CO TERRYVILLE CONN				4.50											3.50	1.00	00223379
1	39	.GM-DELCO BATTERY ANAHEIM CA				18.0							6.00	6.00			6.00		10032911
1	90	GM-DELCO REMY ANDERSON IN				25.5			3.0	3.0				3.0	3.0		3.5	10.0	10032681
1	88	GM-GENERAL FOUNDRY BEDFORD IN				458		15.0		36.9	73.9		49.1	33.1	33.3	36.9	73.1	30.0	10032662
1	33	GM-DELCO RADIO KOKOMO IN				18.5					5.0				10.5		3.0		10032609
1	90	GM-DELCO BATTERY MUNCIE IN				33.5						3.0	3.0	5.0	5.0	7.0	10.5		10032609
1	93	GM-CHEVROLET BAY CITY MI				365			30.2	78.7	41.7	42.3	30.2		42.0		41.4		00167542
1	93	GM-BUICK FLINT MI				182				36.0			24.0	24.0	30.0	30.0	37.5		10032555
1	30	GM-CHEVROLET HOLLAND MI				10.0							10.0						10032709
1	93	GM-PONTIAC PONTIAC MI				129				8.0	18.3	21.3	8.0	30.0			19.0	18.0	10032962
1	93	GM-CHEVY GREY IRON SAGINAW MI				294			24.0				40.0	40.0	30.0	30.0	40.0	30.0	10032571
1	93	GM-GENERAL FOUNDRY SAGINAW MI				62.0						5.0	5.0	5.0	5.0	5.0	8.5	15.0	10032814
1	33	GM-NEW DEPARTURE CLARK NJ				20.0							5.0		5.0	10.0			10032857
1	30	GM-CENTRAL FOUNDRY DEFIANCE OH				33.5											7.0	14.0	10032826
		PARENT CUST. TOT-GENERAL MOTORS				1648		15	65	163	144	80	200	226	243	119	270	124	00157279
1	74	.GENL DYNAMICS BENBROOK TX				4.50								1.50	3.00				00231363
1	73	.GENERAL ELE APPR LOUISVILLE KY				106						2.5	35.8		63.1			5.0	00214914
1	74	GENL ELEC FORT SMITH AR				2.00				2.00									10031563
1	35	GEN ELEC FT WAYNE IND				16.50						2.50					1.00		10031880
1	78	GEN ELEC LOUISVILLE KY				22.7			32.1								9.5		10031915
1	32	GENERAL ELEC HENDERSONVILLE TN				100							100						00186880
		PARENT CUST. TOT-GEN ELEC SCHENE				236			32	2		6	136		63		8	5	10031850
1	55	.GENETTY SCHULTZ CORP TOLEDO OH				64.3					8.3	14.3	14.0	12.0	9.00	14.3			00198927
1	30	.GIM METAL PROD CARLE PLACE NY				15.0					1.00		2.00	2.00	2.00	2.00	6.00		00198323
1	31	.GIRDS PUMPS INC SENECA F NY				1.00								.500			.500		00121256
1	95	.GLOCO INC TECH CE CLEVELAND OH				1.00					1.00								00211571
1	33	.GRINNEL CORP COLUMBIA PA				7.50						2.50						5.00	00239534
1	70	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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-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 / MAJR GRD GP.
		PYORAUL 312-A															01857A		6761-313-1
						22.0				1.00		1.50	2.50	5.00	2.50	9.50			10036127
1961		.GULF STATE TUBE ROSENBERG TX				3.900											.500		00227749
1133		.HAELLENBERGER INC EVANSVILLE IN				.135				.135									10037050
1131		.HAICO DIV KAYEX ROCHESTER NY				7.50								7.50					10037034
1834		.HARVEY ALUMINUM TORRANCE CA				35.0							10.0	5.0	5.0	5.0		10.0	10037042
1178		.HARVEY ALUMINUM LEWISPORT KY				1.00								.500	.500				00252077
1836		HARVEY ALUMINUM DALLAS OREGON				27.5						24.5						3.0	
1836		HARVEY ALUM CLIFFS WA										24.5	10.0	13.0	5.5	5.0		13.0	10037050
		PARENT CUST. TOT-HARVEY ALUM TOR				71.0													
						3.00									3.00				00264156
1039		.HARVILL MACHINE LYNWOOD CA				1.50				.500	.500	.500	.500		.500	.500	.500	.500	10037190
1153		.HAVENLY PRODUCTS CO DETROIT MI				2.50													10037204
1153		HAVENLY PRODUCT ST CLAIR SHS MI								.500	.500	.500	.500		.500	.500	.500	.500	10037204
		PARENT CUST. TOT-HAVENLY PROD ST				4.00													
						5.00				2.50		2.50							00153074
1360		.HEWLETT-PACKARD PALO ALTO CA				.046					.046								10038065
1237		.HILLIARD CORP ELMIRA N Y				2.50			.50			2.00							00211352
1974		.HOT SPRING BR GRD HOT SPRING A				.500					.500								10039010
1230		.E F HOUGHTON PHILA PA				7.50					2.00		2.50			1.50	1.50		00151378
1839		.HYATT DIE CASTING - ENG CYPR CA				4.50					1.00					1.00	2.50		00236781
1339		.HYDRO CONDUIT CORONA CALIF				1.00						1.500					.500		10040027
1834		.ILLINOIS BRICK CO BLUE IS ILL				5.00					1.00					1.00		1.00	10040272
1138		.INDUSTRIAL CASTINGS CLEV OH				3.50								.50	1.00	2.00			10041171
1839		.INTL CAST PROD GARDENA CA				.500						.500							10041619
1975		.INTL PAP SO KRAFT MOBILE AL				15.0						4.00			3.00		5.00	3.00	00243426
1836		.IRECO INDUSTRIES EUGENE OR				2.00											2.00		00239368
1230		.ISLIP TOWN OF HOLBROOK NY				1.00											1.00		00152040
		.ITT MAGNETICS MIC HARREN OH				5.00									2.50	2.50			10042127
1139		ITT CANNON ELE SANTA ANA CA				33.1							33.1						10042165
1639		ITT CONTROLS GLENDALE CA											33.1		2.5	2.5	1.0		00044512
		PARENT CUST. TOT-INTL TELEPHONE				39.1													
						.500						.500							00221961
1836		.JURGENSON STEEL SEATTLE WA				2.50									1.00				00203079
		.MASTIN DIECASTING CHICAGO ILL				1.00													00156436
1230		.KASON HARDWARE BINGHAMTON NY				70.0				5.0		15.0		1.00	4.0	24.0	6.0	8.0	00212032
1153		.KELSEY HAYSE CO DETROIT MI				5.00				1.50		4.00						1.50	00254673
1153		.KELSEY-HAYES CO FREEMONT OH				.417					.130					.130	.130		00348593
1836		.CHASE BRASS-COPPER CLEVE OH				.273				.135							.130		00254681
1974		.KERR-MCGEE HAMILTON MISS				2.00			.50					1.00		.50			10044197
1131		.KEYSTONE BRASS WKS ERIE PA																	

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PAG	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 GRD GP
		PYDRAUL 312-A															01857A		6761-313-
												1.00						1.00	10044448
11	30	.KITCHEN-QUIP WATERLOO IN				2.00													00253786
11	31	.ELECTROMELT CORP PITTSBURG PA				.230				.230									10046033
11	31	.LESTER INDUSTRIES INC BEDFRD O				110				10.0	15.0	15.0	10.0	10.0	15.0	10.0	10.0	15.0	00266700
11	31	.LESTER INDUSTRIES CALHOUN GA				3.00										3.00			00127066
11	34	.LOS ANGELES DIE LOS ANGELES CA				7.50					1.50				3.00			3.00	10047625
11	33	.LYONS DIECASTING BUCKNER MO				14.0				2.00		2.00	2.00	2.00		2.00		4.00	10047994
11	34	.MADISON-KIPP MADISON RI				37.7				19.4									10048079
12	75	.MAGNESIUM CASTING H P PA				20.0					2.50	5.00		2.50		2.50	2.50	5.00	00128805
18	33	.MCCULLOCH CORP LOS ANGE CA				8.00					2.00		2.00				2.00	2.00	00129910
11	34	.MEGLAW-EDISON-SOUTH MI MI				13.0					3.00						4.00		00251717
12	30	.METALART BUCKLE PROVIDENCE RI				1.00									1.00				10052475
11	71	.MIDLAND ROSS COLUMBUS OH			6	9.00					3.00							1.00	00272116
19	32	MIDLAND ROSS ATHENS TN				1.00													
		PARENT CUST. TOT-MIDLAND ROSS PA				4.00					3.00							1.00	00040337
11	33	.MIDWEST FOUNDRY COLDWATER MICH				2.50					2.50								00220175
11	2	.MIDWEST FLUID PUMP TOLEDO OH				2.04					2.04								00256854
11	51	.MILLER TOOL-DIE CO JACKSON MI				3.60					.60		3.00					18.3	00249370
11	34	.MILWAUKEE DIE CAST MILWAUKEE WI				36.7							18.4						10052823
11	23	.MISSOURI ROGERS JOPLIN MO				3.50					1.00				.50		1.00		10053528
12	30	.MOBIL OIL BROOKLYN NY				.135				.135									10054222
11	34	.MODERN DIE CASTING CHGO IL				3.50					.50	1.00					1.00		10054527
11	24	.MODERN EQUIPT PORT WASHNGTN WI				1.00										1.00			00269468
11	53	.A J MOELLER ST LOUIS MO				1.00		.500							.500				10055663
11	38	.T D MORPHY LORAIN OHIO				.500										.500			00269797
10	29	.NATIONAL MACHINERY TIFFIN OH				.500			.500										00251759
11	30	.NATL METALLURG SPRINGFIELD OR				3.00					1.00				1.00		1.00		00224472
11	78	.NATL ALUMINUM HAWESVILLE KY				11.0					1.00	5.00	2.50				2.50		00235197
24	24	.NU CHG SHIPMENTS SPECIALTY PRO				.600												.500	00271029
18	39	.NEUSCHUTZ ENG LOS ANGE CA				1.50									.50	1.00			00135457
11	33	.CITY NEW MADRID NEW MADRID MO				17.0					17.0								00225877
11	93	.KORANDA ALUM NEW MADRID MO				9.55				1.05				5.00	.50	3.00			00236937
11	33	.NORTH AMERI FNDRY ST PETERS MO				1.00									1.00				00212047
11	38	.OHIO BRASS MANSFIELD OH				11.5							5.00		6.00			.50	00040650
11	33	.OLIN CORP ORAL OH				9.00					6.00			6.00		2.00		3.00	10059177
12	73	.OSWEGO CASTING OSWEGO NY				7.50				1.50	1.00	1.50	1.00		1.50		1.00		10059657
11	34	.GALE PROD CO GALESBURG IL				30.0				30.0									10003033
11	30	.JAMES ALUMINUM HANNIBAL OHIO				2.00					1.50	2.00							00225880
19	33	.JAMES CORNING ANDERSN SC				.092				.092									10059866
11	33	.JAMES ILLINOIS INC ALTON ILL				.500									.500				00151517
14	5	.PARKER-HANNIFIN OTSEGO MICH				2.00							1.00				1.00		00058800
10	70	.PEASLEY PROD STRATFORD CT				2.00								1.00			1.00		10061123
11	30	.PECO MFG CO INC PORTLAND OR				6.00						1.00		1.00	2.00	1.00		1.00	00225577

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M. G.	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. GRD. GP.
																	01857A		6761-313-1
		PYGRAUL 312-A																	
1134		.PENN CONTROLS INC WATERTOW WI				3.00											3.00		00133124
1274		.PERMANENT CASTING 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				9.50					1.00						5.00	1.00	[illegible]
1274		.PRESTOLITE-WICO W. SPRINGFIELD				17.5					2.50			2.50	2.50	5.00	5.00		00134694
[illegible]		.CHARMIN PAPER GREEN BAY WISC				[illegible]					.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
1230		.READING METALS READING PA				5.50								2.50			2.50	.50	03252220
[illegible]		.REPUBLIC STEEL MASSILLON OH				21.0					1.50					1.50			10067647
1274		.REYNOLDS METALS ARKADELPHIA AR				4.00					1.00			1.50					10068150
1270		.RIDGE CASTING CO CEN FALLS RI				2.00						1.00		1.00					10066762
1170		.ROCKWELL MFG RUSSELLVILLE KY				32.0							7.0	5.0		15.0	5.0		[illegible]
[illegible]		.ROPER CORP MT GILEAD OH				[illegible]													[illegible]
[illegible]		GEORGE D ROPER NEWARK OH				24.0							12.0				12.0		[illegible]
													12.0			11.0	12.0		10069033
		PARENT CUST. TOT-GEORGE D ROPER				35.0													
												.500							10069459
1230		.ROTATING COMPON BAY SHORE NY				.500													
[illegible]		.SAWBOND ELECTSPRGFD ILL				[illegible]					[illegible]								10072077
1839		.HUBBELL LIGHTING DV BURBANK CA				7.00					7.00								10072166
1131		.SHARON STEEL FARRELL PA				18.0							22.0	4.0					00253243
1230		.SILENT HOIST & CHAIN BROOKL NY				.273			.135								.138		10073274
1230		.SINGER CO ELIZ NJ				31.5				1.00	4.00	5.00	2.00	2.00	6.00	4.50	7.00		00138185
[illegible]		.SOBLE DIECASTING IN EASTLAKE OH				5.50						1.00	1.00	[illegible]	1.00		1.50		[illegible]
1974		.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
1974		.SPINOZA INC RUSSELLVILLE AR				.270			.270										00251143
1131		.SPRAUT WALDRON HONEY 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]											.500	.184	00139173
1932		.STEWARD MACHINE BIRMINGHAM AL				.500								.184					00257184
1974		.STRATOFLEX FORT WORTH TX				.184													10076374
[illegible]		.STRUN DIE CAST MILWAUKEE WI				[illegible]										2.50		2.50	[illegible]
[illegible]		.SUPERIOR CO MADISON WISCONSIN				1.00										1.00			00253558
1131		.TANNER MFG CO ERIE PA				1.00								1.00					00139831
1974		.TAYLOR MFG CO GARLAND TX				1.50										1.50			00245488

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PLAN 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															01857A		6761-313-
1232		.TENN METALLURG CORP KIMBLE TN				4.00						2.00					2.00		00168124
1233		.PARAMOUNT DIE ST JOSEPH MICH				27.0			4.00	3.00	3.00	3.00			2.00	2.50	3.00	2.50	00136013
1234		.TIMKEN ROLLER BEAR CANTON OH				20.0					2.30	3.30					7.30	2.50	10081193
1234		.U S STEEL TORRANCE CALIFORNIA				11.0									4.00		4.00	3.00	00226065
1234		US STEEL CORP SOUTH CHICAGO IL				1.00											1.00		00210935
1234		US STEEL CORPORATION COLUMBIANA				.500				.500									00210125
1234		UNITED STATES STEE STEELTON PA				1.00				.500						.500			00119214
1231		U S STEEL GREENSBORO PA				18.0					3.0						15.0		10065381
1231		U S STEEL IRVINE PENNSYLVANIA				5.00				5.00									10065280
1239		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
1231		.VEEDER ROOT INC ALTOONA PA				14.0				3.50	3.50				3.50	3.50			10066396
1234		.WIAING CHEMICAL CO ROCKFORD IL				.500				.500									10088571
1231		.WEINMAN PUMP & S PITTSBURGH PA				1.00						1.00							10098077
1231		.WESTINGHOUSE LIMA OHIO				42.0			3.00		3.00	9.00	3.00	15.00	18.00	6.00			[illegible]
1233		.WHITE ROGERS CO BATESVILLE AR				6.00										6.00			00266302
1239		.PEAT DIV-WHITTAKER NORWALK CA				27.0								9.50	3.00	3.50	4.50	6.50	00193087
1233		.WILL BROTHERS MFG DETROIT MI				.364								.180				.184	00361890
1233		.WILSON DEICASTING GRAIN VLY MO				1.00							1.00						00232041
1239		.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															00593A		4597-230-
1830		.BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														00150797
1230		.BETHLEHEM STEEL BETHLEHEM PA		1.05		7.35	1.05	2.10	2.10	2.10									10009581
1234		.CALUMET STEEL CHIC HTS IL	15.0	22.6	15.0	6.30		5.25				1.05							10013194
1273		.CLIQUOT CLUB CO HILLIS PA		.575															00235292
1232		.CUSTOM BEVCOAN CHARLOTTE NC				1.05			.525	.525									00255406
1231		.UNIVERSAL CYCLOPS ST TITUSV PA	10.0	13.1	10.0														00228656
1974		.FAN STEEL INC MUSKOGEE OKLA	3.00																00179574
1970		.FLORIDA STEEL INDIANTOWN FL		10.0		10.5			10.5										00227389
1230		.W R GRACE HARCO CHEM FORDS NJ				10.5		10.5											10035066
1230		.HERCULES INC RADFORD VA		1.05		1.05						1.05							00123917
1234		.HELSEY HAYES CO ROCKFORD IL	105	91.7	105	1260	27.00		21.0										10043751
1234		.JOAL STEEL HENNEPIN IL	90.0		2.00														00239771
1133		.MID-AM CANNING MADISONVILLE KY		.525															00245771
1239		.RICH MFG CO CORONA CALIF																	00161330

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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.
		PYDRAUL 230															00583A		4597-230-1
1138		.SHENAGO COMPANY DOVER OHIO	4.70	2.15	4.70														00214965
1176		.SOUTHWIRE ALUM HAWESVILLE KY	80.0		80.0														00210552
1932		.TELEDYNE ALLVAC MONROE NC				2.63	1.58			1.05									00242047
1139		.TEMTEX CORPORATION BARTLETT IL		.525															00210049
1968		.US STEEL CHEMICAL BAYTOWN TX	50.0	49.6	50.0														00179965
1134		.WACHOVIA CHICAGO ENGR ADDISON IL	7.00	3.70	7.00														00170232
1230		.WELDOTRON CORP NEWARK N J		.525															00231576
1230		.WELDOTRON CORP PISCATAWAY NJ	4.50	2.60	4.50														00170232
		PARENT CUST. TOT-WELDOTRON CORP	4.50	3.13	4.50														
1176		.YOUNG & BRATHE 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															01697A		4597-231-1
1138		.ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109865
1230		.BETHLEHEM STEEL BETHLEHEM PA				6.11					2.04		2.04	2.04					10009583
1134		.CACONET STEEL CHIC HTS IL				4.58					2.55	2.03							10035174
1133		.CANTRS OF E ARK W MEMPHIS ARK				.509												.509	00272493
1230		.CIBA PHARMACEUTIC SOMERSET NJ				.141										.141			00209875
1222		.CUSTOM BEVCAN CHARLOTTE NC				1.53							1.02					.51	00255408
1131		.UNIVERSAL CYCLOPS ST TITUSV PA				1.02												1.02	00228656
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
1938		.FORD MOTOR CUTCANTON OH				1.02							.509					.509	00264950
1133		.A P GREEN REFACTORIES MEXIC MO				.141					.141								00150711
1135		.INLAND STL I COLD STRP E CHICIN				1.02									1.02				10047388
1133		.THE M W KELLOGG CO OMAHA NB				.047									.047				00126802
1134		.KELSEY HAYES CO ROCKFORD IL				124				4.1	16.3		49.9	42.4		29.5		24.4	10093191
1133		.SEVEN UP CO DETROIT MI				.507								.507					00262498
1136		.SPENAGO COMPANY DOVER OHIO				3.08									1.02		2.04		00214965
1134		.STEVENSON SALES DAVENPORT IA				2.04					1.02				1.02				00254797
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	4597-231-11
		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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

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 MAJR-GRP
PYDRAUL 135-															00532A		4592-13
.ACME PRINTING INK KANSAS CT KS	5.00	8.07	5.00														001506
.AIRCO VACUUM HET BERKELEY CA	24.0	2.69	24.0	9.15	2.69	2.69	3.77										002433
.ANACONDA CO COLUMBIA FALLS MT	15.0																001977
.ARCTURUS MFG CORP OXNARD CALIF	1.50	1.08	1.50														001675
.ARMCO STEEL ASHLAND KY	40.0	32.3	40.0														100061
ARMCO STEEL KANSAS CITY MO	75.0	58.5	75.0	4.22					4.22								100061
ARMCO STEEL MIDDLETOWN OH	30.0	33.4	30.0	5.38		5.38											100062
ARMCO STEEL SAND SPRINGS OK	3.00	6.46	3.00														100062
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
.ARO INC ARNOLD AFB STA TN	70.0																100066
.ASHLAND CHEM CO HELPINE OH	2.20	2.15	2.20														001102
.AUTO SPECIALTIES ST JOSEPH MI		.538															002349
.BENDIX CORP KAN CITY MO		.149															100092
.BETHLEHEM STEEL LACKAWANNA NY	30.0		1.00														002372
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
.CALUMET STEEL CHIC HTS IL	35.0	36.6	35.0	5.38		5.38											100131
.BREWSTER CO SHREVEPORT LOUISIA	5.00	2.36	5.00														001845
BREWSTER CO HOUSTON TX		.538															002365
PARENT CUST. TOT-BREWSTER CO SHR	5.00	2.89	5.00														001845
.BRUNSWICK CORP MUSKEGON MI	.350	.366	.350														100120
.CARBORUNDUM FALCONER NY	1.60	1.08	1.60	2.15		1.08		1.08									001561
.CARPENTER TECHNOLOGY READING PA	9.00	.538	7.00														002312
.CELSUN CO SOMERVILLE MA				1.61		1.61											002435
.CONSTELLAT STEEL EQUIP CHICAGO	5.00		5.00														060376
.COURTHUNTER STEEL KOROPO TEXAS	11.0	8.07	11.0	1.61	1.61												100193
.CRIST MACHINERY ALBUQUERQUE NM				.508			.508										002510
.CYCLOPS CORP HAMSTEED CHIC	130	121	130														000895
.DETROIT STEEL COR PORTSMOUTHCH	7.00	5.38	7.00														001664
UNIVERSAL CYCLOPS ST BRDGVL PA	10.0	.538	2.00														100855
PARENT CUST. TOT-CYCLOPS CORP PI	147	127	139														002449
.DE LAVAL TURBINE POUGHKEE NY		.538															001159
.DIVER/HUNTER ALBUQUERQUE NM	1.50	.538	.600														002209
.ELK M SPECIALTIES YPSILANTI MI		.248															001890
.ESCO ELEVATORS FORT WORTH TX	3.00																001979
.FEDERATED METALS HOUSTON TX				.538		.538											002444

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 / 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
1330		.HUMBLE OIL REF DENICIA CA				23.2						5.28	5.27				6.32	6.32	00165379
1233		.STAUFFER CHEM DOBBS FERRY NY				.196								.196					10079604
1237		.STEWARD MACHINE BIRMINGHAM AL				2.64						2.64							00257183
1196		.TIMKEN ROLLER BEAR CANTON OH				[illegible]				[illegible]	[illegible]		[illegible]				21.1		10082193
1235		.TUSCOR DAIRY UNION NJ				.527										.527			00269352
1134		.U S STEEL GARY INDIANA				[illegible]				[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	7.9	15.8	10095293
1131		U S STEEL IRVINE PENNSYLVANIA				15.6				5.3	10.5								10085266
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
1158		.WARNER & SWASEY NEW PHILADEL OH				[illegible]													00232572
1156		.WASTE CNTRL SYSTEM HOUSTON TX				.527								.527					00094005
1191		WHEELING STEEL STEUBENVILLE OH				[illegible]				[illegible]	[illegible]				[illegible]	[illegible]			
		TOTAL PRODUCT * * * * * * * LB				886				146	99	163	88	91	92	81	68	58	4592-136-1
		35 TOT MAJOR PYDRAUL 135A LB	2513	1548	1915	1240	130	58	123	154	105	179	88	94	92	81	68	58	
																	00926A		6126-358-1
		NCS-358																	
1839		.ELECTRO OPTICAL PASDENA CA		.094															00230065
1839		.AEROJET NUCLEAR SYST AZUSA CA		.058															00229555
1270		.THERMO ELECTRON WALTHAM MASS		.074															10079713
1166		.U S NAVY MOFFETT FIELD CALIF		.050															10084520
		TOTAL PRODUCT * * * * * * * LB		.276															6126-358-1
																	01869A		6120-065-1
		PYDRAUL 65E																	00094013
1839		.WITHROW DIE CAST N HOLLYWOD CA				3.00	3.00												6120-065-1
		TOTAL PRODUCT * * * * * * * LB				3.00	3.00												
																	01367A		6123-090-1
		PYDRAUL 90																	00219665
1975		.INGALLS SHIPBLDG PASCAGOULUMS		2.75															00155965
1238		.AUST ENGINEERING CO CANTON OH		1.50															6123-090-1
		TOTAL PRODUCT * * * * * * * LB		1.25															

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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 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											0015088
1131	.SHARON STEEL FARRELL PA	6.00	6.46	6.00	2.15	2.15												1007216
1156	.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
[illegible]	[illegible] SERVICE CLEVELAND [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0025142
1974	.TEXAS INSTRUMENTS STAFFORD TX		.050															0023597
[illegible]	[illegible] ROLLER BEAR CANTON [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1000019
1932	.TENN VALLEY AUTHOR CHATTANO TN	36.0		36.0														0014027
[illegible]	[illegible] STEEL CORP SOUTH CHICAGO [illegible]	[illegible]	[illegible]	10.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0021693
[illegible]	[illegible] STEEL GARY INDIANA [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	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
1968	.WASTE CNTRL SYSTEM HOUSTON TX		.538															0023257
[illegible]	[illegible] WHEELING PITT ST MINGO JUNC [illegible]	100	[illegible]	100	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1009625
[illegible]	[illegible] WHEELING STEEL STEUBENVILLE [illegible]	25.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0009400
	PARENT CUST. TOT-WHEELING STEEL	125	69.8	125	17.2	1.1		16.1										0004708
[illegible]	[illegible] CORP HARVEY ILL		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	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
[illegible]	[illegible] CO LIBERTY [illegible]				[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0010966
1170	.ARMCO STEEL ASHLAND KY				19.5				8.96		5.27				2.64	2.64		1000617
1133	ARMCO STEEL KANSAS CITY MO				21.1					4.2	4.2		10.5		10.5			1000619
[illegible]	[illegible] ARMCO STEEL MIDDLETOWN OH [illegible]				[illegible]	[illegible]	[illegible]	[illegible]	12.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2.6		1000622
1938	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
[illegible]	[illegible] CHEM CO BELPRE OH [illegible]				.527	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.527		0011022
1932	.ATLANTIC STEEL CO ATLANTA GA				1.05						.527	.527						1000723
1230	.BETHLEHEM STEEL BETHLEHEM PA				1.05									1.05				1000958
[illegible]	[illegible] STEEL CHIC HTS IL [illegible]				27.4				5.27	[illegible]	2.11	[illegible]	[illegible]	[illegible]	[illegible]			1001319

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	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.	CUST ID / MAJP GRO GP
																01898A		4592-136-
	PYDRAUL 135-A																	
1974	.BREWSTER CO SHREVEPORT LOUISIA				1.79					.625	.723		.245		.196		1.58	00184551
1131	.CARBORUNDUM FALCONER NY				1.58													00158100
[illegible]	.CONTINENTAL STEEL ROCKFORD [illegible]				[illegible]										[illegible]	2.04		[illegible]
[illegible]	.COUNTRYS DELIGHT MILK [illegible]				[illegible]										.527			[illegible]
[illegible]	.DRAKITE CITY STEEL GR CITY [illegible]				[illegible]										2.11			10035236
1133	.GREAT LAKES CARBON ST LOUIS MO				3.16							1.05	1.05			1.05		10035414
[illegible]	.HARMONYVE MELODY PARKS CHIC[illegible]				[illegible]											.93	1.09	00271500
[illegible]	.[illegible] STL & COLD STRIPE CH [illegible]				[illegible]													10040560
[illegible]	.[illegible] STEEL [illegible] HARBOR IN [illegible]				[illegible]													10040570
	PARENT CUST. TOT- INLAND STEEL C			6	34.8					5.3	29.5							10040560
[illegible]	.INTL HARVESTER CHICAGO IL [illegible]				[illegible]													00213927
1230	.JOHN JOHNSON READING PA				.527							.527						00246221
1268	.H & M SYSTEMS HOUSTON TX				1.05												1.05	00272691
1139	.MAGNA COPPER SAN MANUEL ARIZ				2.11									2.11				00256893
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			00135190
1174	RALSTON PURINA OKL OKLAHOMA OK				3.16					1.05		1.05			1.05			00135150
1230	RALSTON PURINA MECHANICSBURG PA				2.11											2.11		00205990
1230	RALSTON PURINA SHIREMANSTOWNPA				.527												.527	00168270
	PARENT CUST. TOT-RALSTON PURINA				7.38					1.05		1.05			2.64	2.11	.53	1006610
1230	.MENNEBURG BALTIMORE MD				1.05					1.05								00255780
[illegible]	.REPUBLIC STEEL CORP SO CHICA[illegible]				[illegible]				[illegible]						[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	.REPUBLIC STEEL CANTON OH				26.4				10.5						5.3		5.3	1006747
[illegible]	.REPUBLIC STEEL CORP CLEVE OH[illegible]				10.6												2.6	1006743
[illegible]	.REPUBLIC STEEL MASSILLON OH[illegible]				2.64					2.64								1006747
[illegible]	.REPUBLIC STEEL WARREN OHIO				10.4						10.5			7.69				00221610
	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						2.64		2.64	5.27	4.22	7.91		00135990
1273	REYNOLDS METALS MESSENA NY				13.2									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			00150880
[illegible]	.CHERRY BURRELL CHICAGO IL [illegible]				[illegible]													00256730
	PARENT CUST. TOT-ROBERTSHAW CONT				1.86				.10	.20	.20			.15	1.23			00045320
1966	.SARTAIN HYDRAULICS HOUSTON TX				.294												.294	00272500

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 GPD.GP.
		PYDRAUL 540-A															01772A		6127-540-1
1174		.DOW CHEMICAL RUSSELLVILLE ARK		60.0		24.3	17.9	6.4											00182729
1139		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								10022908
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
1134		.ANCHOR COUPLING CO LIBERTYV IL				.047													00109669
1174		.DOW CHEMICAL RUSSELLVILLE ARK	100	78.9	100	110			18.7			19.9	24.5	47.2					00182729
1139		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
1134		.KLEKAEPER CORP CEDARBURG WI		1.59	10.0														00182184
1233		.READING METALS READING PA				2.02										1.01		1.01	00252220
1134		.A O SMITH CORPORAT MILWAUKE WI			1.40														00138231
1174		.SHINNERTON RUSSELVILLE AR		4.77															00227151
1154		.UNIROYAL JOLIET ARS JOLIET ILL		3.10	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
		SANIOSAFE 150															00734A		7900-150-1
1134		.U S STEEL GARY INDIANA		1.08															10089233
		TOTAL PRODUCT * * * * * * * LB		1.08															7900-150-1
		SANIOSAFE 300															00731A		7900-300-1
1231		.JEFFREY MANF FALLENTIMBER PA		1.08		4.84	3.23	1.61											00243051
1134		.KLEKAEFER CORP CEDARBURG WI		9.56															~~00182184~~
1178		.W R STANLER CO HILLSBORO 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
1231		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
1231		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-

G.	CUS. 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./ MAJR.GRD GP.
		OS 138															00522A		6780-000-1
1133		.WESTINGHOUSE PITTSBURGH PA	.002	.002	.002														10099743
		TOTAL PRODUCT * * * * * * * LB	.008	.013	.009	.024	.001		.002	.007		.004	.002				.002	.006	6780-000-1
		SANTOVAC 1															018	16A	6776-001-1
1234		.ASHLAND CHEM CO APPLETON WI				6.80			1.20		1.20								10006819
1232		.CANNON MUSKEGON MUSKEGON MI				3.00				1.20		.60				1.20			10013559
1276		.COLT INDUSTR ELIZABETHTOWN KY				2.40					2.40								00218398
1279		.CRUCIBLE STEEL SYRACUSE NY				1.20				1.20									10020387
1233		.UNIVERSAL CYCLOPS ST TITUSV PA				1.20	1.20												00226656
1230		.DRIVER-HARRIS CO HARRISON NJ	1.00		1.00	.600					.600								10023262
1231		.GUIARDS HIGH VACUUM GRAND I NY																	00117412
1234		.GENERAL MILLS KANKAKEE ILL				6.00	2.40		2.40						1.80				10026221
1230		.HUMMEL CORP DOVER NJ				3.60							1.20				.60	1.80	00251976
1235		.KENNAMETAL WINDSOR CT		.600															10045340
1232		.KEMI-PLASTICS EVANSVILLE IN				.600									.600				10043468
1232		.MINN MIN & MFG GUIN AL				.330												.330	00272973
1230		.ROBERTSHAW CONTROL MILFORD CT				.275	.055			.110								.110	00136239
1135		.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	00261504
1277		.AEROSPACE SUPPLY FORT WORTH TX				.300												.300	00272043
1277		.AERO SPACE SUPPLY HURST TX				.180	.180												00248711
1276		.AIRCRAFT CASTING MIAMI FL				.060			.060										00251763
1276		.AIRCRAFT SERVICE MIAMI FLA				.060		.060											00093819
1232		.ALLEGHENY LUDLUM BRACKENRID PA				.240									.120	.120			00165439
1233		.ALPHA METALS JERSEY CITY NJ				.060			.060										10002729
1275		.ALUMINUM FINISHING CROMWELL CT				.120							.060	.060					00252549
1233		.ATI CORP TROY MI				[illegible]			.600										00239[illegible]
1237		.ANACONDA WIRE MAST ON HUD NY				1.60									.60			1.20	10005507
1232		.ARCO PAINT & CHEM DETROIT MI				.600						.600							00237427
1230		.ARMCO STEEL BALTIMORE MD				.300					.300								00239429
1233		.ARO INC ARNOLD AFB STA TN				1.92				1.92									10006619
1233		.ARWOOD CORP CITY OF INDUST CA				.600											.600		00270652
1231		.ARCO CHEM-NUREC LEECHBURGH PA				.120	.060				.060								00246417
1238		.AURORA CASKET CO AURORA IN				.060									.060				00265292
1236		.BATESVILLE CASKET BATESVL IN				1.20						.600						.600	00239241

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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-

G	SE	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.
																	018	15A	6776-C02-1
		SANTOVAC 2																	
		.UCHTEL CORP DELTA PA				.120					.120			.060					00256052
		.BEECH AIRCRAFT BOULDER CO				.060													00262145
		~~.WESCAST INC WILLOUGHBY OH~~				.120	.120												[illegible]
		~~.AIR-MACK FINISH SUGAR GROVE IL~~				.120													10011817
		~~[illegible]~~																	~~10081785~~
1279		.BOSHN CO HOLYOKE MASS		2.40		2.40		2.40											
		~~.FORT STEEL ELECTRICITY BOURBON IN~~				.420								.060		.240		.120	00263435
1039		.UCLA LOS ANGELES CA				.060					.060								10013186
1037		UNIV OF CALIF LOS ALAMOS NM																	
						.480					.060			.060		.240		.120	00047260
		PARENT CUST. TOT-UNIV OF CALIF B																	
																			~~00222200~~
		~~.CARNEGIE CO MADISONBURG MICH~~				.300													00231207
1231		.CARPENTER TECHNOLOGY READING PA				18.0	2.40	2.40		2.40	3.60		3.60	3.60					~~[illegible]~~
		~~.CHAPPELLAR TRUCK MISSVILLE IL~~				.120										.60			00223069
1039		.CERTIFIED ALLOY LONG BEACH CA				1.80			1.20										00246297
1231		.CIN-RAY FINISHING BROOKLYN NY				.060		.060											00251127
1274		.CONSOLIDATED TACKLE HOT SPRINGS AR				.060			.060										10023464
1231		.COAD ENTERPR N CHARLESTON S C				.060				.060									00255246
1270		.COSTCO MOULDED LEOMINSTER MA				.060					.060				.300				00264326
1270		.DECOR NOVELTIES WHITMAN MA				.300										.600			00269530
1232		.DELTECH SYSTEMS, MIAMI FL				.600										.600			00269549
1232		.DELTECH SYSTEMS TAMPA FL				.600													10022959
		~~.DUN CHEM CO ROCKY HILL~~				1.80	1.80		.60			.60							10023254
1231		.ALBERT B DRIVER NEWARK NJ	15.0		15.0														~~[illegible]~~
		~~.DURMET CORP BERGEN NJ~~				.060													~~[illegible]~~
1053		~~.EATON YALE & TOWNE STAMFORD NJ~~				.300					.180								00152076
1039		.EDWARDS LAB SANTA ANA CALIF				2.40				1.20						1.20			00244533
1039		.E G & G INC LOS ALAMOS NM				.060		.060											00250242
1232		.EMERALD TRADING CORP MIAMI FL				.060					.060								00269336
1041		.EMC CORP NORTH CITY PA				.180										.180			00185994
		~~.FRANKEL CO INC DETROIT MI~~				.120													10030558
1237		.CIBA & GEIGY CORP CRANSTON RI		.060		.060				.060									~~10032929~~
1078		~~.GM-CENTRAL FOUNDRY SHOPCORD IN~~				3.60			1.20							.20	1.20		10030927
1039		.GENL DYNAMICS SAN DIEGO CA				1.92			.600		.720						.600		00260371
		~~.GENERAL ELECTRIC WILMINGTON NC~~				.060							.060						00294309
1232		~~.GEN ELEC CONNEAUT OHIO~~				.060				.060									00123022
1231		GE CO LYNCHBURG VA				.240									.240				
													.060		.240				10031350
		PARENT CUST. TOT-GEN ELEC SCHENE				.360				.060									
														.600					10032474
1234		~~.GENERAL MILLS KANKAKEE ILL~~		.600		.600							.060						00252409
1239		.GEORGETOWN UNIVERSITY WASH DC				.060											.060		00271721
1233		.GILMORE MFG PHILADELPHIA PA				.060												.060	00271989
1231		.GILMOUR MFG SOMERSET PA				.060													

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-IN THOUSANDS OF POUNDS AND DOLLARS-

AG	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COM. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAP GEO.CO.
		SANTJVAC 2															01815A		6776-002-11
[redacted]		[redacted]				.300		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]		[redacted]				.060		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
115		[redacted]				.300		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	00265818
[redacted]		[redacted]				.165		[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1230		.HITCHINERNANO WALLINGFORD CT				.480	.240								.240				00246215
[redacted]		[redacted]				1.92		[redacted]	[redacted]	[redacted]	.180	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	.780	[redacted]	[redacted]
1230		HOWMET CORP DOVER NJ				6.60			1.20			.60		.60	2.40			1.80	00251976
		PARENT CUST. TOT-HOWMET CORP NEW				7.92		.12	1.20		.18	.60	.24	.60	2.40		.78	1.80	00040459
1230		.HUGHES TOOL CO HOUSTON TX				.120										.120			00124932
1230		.INTL NICKEL GLOATSBURG NY				1.20												1.20	10041384
1233		.JAMECO METAL PRO JAMAICA NY				.060				.060									00126217
1233		.JENSEN SALISBERY LABS KC, KS				.060		.055	.005										10042550
1231		.KAMCKI BERYLCO BOYERTOWN PA				1.20	.600						.600						10043549
[redacted]		[redacted]				[redacted]											[redacted]		[redacted]
1234		.KELSEY HAYES PHILADELPHIA PA		.600		1.20		.600									.600		00240072
1233		.KRAD ASSOCIATES COSTA MESA CA				.300		.300											00249270
1231		.LATROBE STEEL CO LATROBE PA	6.00		6.00	12.6	3.60			2.40		1.80			2.40		1.20	1.20	10045525
[redacted]		[redacted]				[redacted]													[redacted]
1231		.LEYDOLD HERAEUS MONROEVILLE PA				.180			.180										00233846
1231		.LITTON IND WILLIAMSPORT PA				.060											.060		00248428
1239		.MCCORD CORP MAMARONECK NY				.660								.060	.600				00253065
1237		.MELCO WIRE PROD GLENDALE CA				.120					.120								00252700
[redacted]		[redacted]				[redacted]											[redacted]		[redacted]
[redacted]		[redacted]				[redacted]											[redacted]		[redacted]
[redacted]		[redacted]				[redacted]											[redacted]	[redacted]	[redacted]
1233		.NATL DRUG SWIFTWATER PA				.060					.060								00255777
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				[redacted]													[redacted]
[redacted]		[redacted]				[redacted]													[redacted]
1233		.PALL CORP CORTLAND NY				.060												.060	00272434
1231		.PENN STATE COLL UNIV PARK PA		.240															10061687
1270		.PENN ST UNIV ST COLLEGE PA				.240								.240					00263303
1239		.PENNWALT CORP CITY OF IND CA				.950				.950									00253472
[redacted]		[redacted]				[redacted]			[redacted]										[redacted]
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
1234		.PETROLEUM DIST CO HOUSTON TX				.180						.060	.060		.060				00093750
1231		.THE PFAUDLER CO ROCHESTER NY				.180			.180										00387998
1233		.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-

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.GRO.GP.
SANIJVAC 2															01815A		6776-002-11
.PLASTIC ARTS BROOKLYN NY				.660					.660								00255343
.PLASTICS RES FT SMITH AR				.060			.060										10063655
.PREATER VACUUM PRO HASPETH NY				.300					.300								00134627
.PLASTICS ROCK FL				.180		.060											00249257
.REGAL FINISH DENTON HARBOR MI				.060												.060	00178209
.RHEET CORP LONG BEACH CA				.600										.600			00269220
.RAMET CORP CITY OF IND CA				.600							.600						00260460
.RAMET CORP LA MIRADA CA				1.20									1.20				00264377
.RAMET CORP LOS ANGELES CA				.120										.120			00265500
.RAMWELDS STEEL CORP CLEVE OH				.060												.060	10067580
.RYAN INDUSTRIES LOUISVILLE KY		.600															00215431
.SCHOOR INDUSTRIES BLOOMFLD CT				.240							.120			.120			00255965
.SHANNEE PLAST RUTLAND KY				.240			.120				.120						00236862
.SIGMALITE NEPTUNE NJ				.060								.060					00262862
.ARTHUR F SMITH PORPANO BEAC FL				.060											.060		00270626
.SPRICE - CO BUTLER PA				.180					.060						.120		10074435
.STARTER INC SPARTA WI				.360											.180	.180	[illegible]
.SPECIAL NET NEW HARTFORD NY	42.0		42.0	3.00				.60						2.40			10074576
.SPECTRUM FINISHING BABYLON NY				.120									.060		.060		00265958
.SPRAGUE ELEC N ADAMS MA				.720								.060		.660			10074770
.STANDARD PACKAGIN CRANBURY NJ				1.20						.600			.600				10075173
.STRUTHER DUNN INC PITTMAN NJ				.060									.060				00265675
.TELEDYNE ALLVAC MONROE NC	2.00	2.40	2.00	1.00		.60			1.20								00249257
.TINTERCRAFT GRAND RAPIDS MI				.120													00255500
.TIMEX CORP MIDDLEBURY CT				.060					.060								10080215
.TIP TOP PROD OMAHA NEB		.120		.180						.180							00246330
.TRONS SPECIALTIES E TROY WI				2.120	2.120												00141297
.TRUMPF INC MINNEVAUKEE	15.00	3.00	10.0	6.00	3.00				3.00								10081971
.UNION CAR - NUC OAKRIDGE TENN				4.80		1.80						1.20	1.80				10084376
.PRATT - WHITN W PALM BEACH FL				.720			.120							.600			00255465
.UNITED PLASTIC BAINBRIDGE GA				.360		.120		.240							.600		00271713
.UNIVERSAL CYCLOPS BROOVL PA				.600							.240						00260474
.UPSON COMPANY LOCKPORT N Y				.240								.180					00263352
.U S GOVT WATERTOWN MASS				.180									.060				00265962
U S GOVT KIRTLAND AFB NM				.060											.120		10084385
U S MARINE CHERRY POINT N C				.240		.120											
PARENT CUST. TOT-U S GOVT WASHIN				.480		.120						.180	.060		.120		10084733
.VACUMET INC BROOKLYN NY				.180	.060		.120										00249106
.VACUUM PLATER INC HOUSTON TX				.360												.360	00271942
.VARIAN VACUUM NRC NEWTON MASS				.120						.120							00256226
.VERNON SPECIAL N TARRYTON NY				.300							.300						10086582
.WARNER LAMBERT FHA MORRIS P NJ				.360			.120			.120		.120					00144282

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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 / MAJR GEO. GR.
		SANTOVAC 2															018	15A	6776-002-1
[illegible]		[illegible] INDUSTRIES INC VASSAR MI	[illegible]	[illegible]	[illegible]	.600	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			00249440
[illegible]		[illegible] WILLIAMS RSRCH WALLED LAKE MI	[illegible]	[illegible]	[illegible]	.600	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.600		00145019
[illegible]		[illegible] CARBIDE DETROIT MI	[illegible]	[illegible]	[illegible]	.600	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.600			00266388
[illegible]		[illegible] PLASTICS EVANSVILLE IN	[illegible]	[illegible]	[illegible]	.300	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.120	.060	[illegible]	[illegible]	[illegible]	.120		00181439
1[illegible]		[illegible] DENTIFRICAL WAUKESHA WI	[illegible]	[illegible]	[illegible]	.600	[illegible]	[illegible]	[illegible]	[illegible]	.600	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			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	18A	6776-000-1
1220		.ADVANCED METALS RES BURLGTN MA				.005											.005		00271608
1[illegible]8		.ADVANCE RESERCH INST AUSTIN TX				.004		.004											00250619
18[illegible]		.A E I INCORP WOODLAND HILLS CA				.003									.003				00265772
1230		.AIR REDUCTION CO MURRAY HIL NJ	.002	.001	.002														00107204
[illegible]		[illegible]	[illegible]	.001	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			00242659
1[illegible]		.WESTERN ELEC LEES SUMMIT MO	.070	.079	.070	.025							.012				.013		10083747
1[illegible]		.APPLIED RES LABS SUNLAND CA	.100	.056	.100	.035			.007	.016			.015						00153702
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	.002	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.002			00182263
1339		.UNIV OF ARIZONA TUCSON AZ																	10005104
1[illegible]39		.ATLANTIC RICHFIELD WATSON CA	.004	.003	.004														00110559
1[illegible]32		.AUBURN UNIVERSITY AUBURN AL				.002								.002					10007453
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	.002	[illegible]	[illegible]	[illegible]	.001	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.001			10008484
1[illegible]		BATTELLE MEM INST RICHLAND WA				.002									.002				00151797
		PARENT CUST. TOT-BATTELLE MEM IN				.004				.001					.002	.001			10008484
1[illegible]74		.BAYLOR UNIVERSITY WACO TX				.002										.002			00266485
1[illegible]39		.CONSOL ELECDYNAM MONROVIA CA	.100	.074	.100														10018501
1230		.BOEING CO EDDYSTONE PA	.004	.003	.004														00111732
1[illegible]36		BOEING CO RENTON WA				.003										.002	.001		00111767
		PARENT CUST. TOT-BOEING CO SO SE	.004	.003	.004	.003										.002	.001		00045802
1270		.BOSTON COLLEGE CHESTNUT HIL MA		.001															00236640
1230		.BROOKHAVEN NAT UPTON LI NY	1.00																10011647
1[illegible]39		.BURROUGHS CORP W LAKE VILLA CA				.005												.005	00272620
1[illegible]39		.CALIF INST TECH PASADENA CA	.005		.005	.002							.002						00153753
1[illegible]56		.UNIV OF CALIF BERKELEY CA	.004	.003	.004														00047260
11[illegible]		UNIV OF CALIF LIVERMORE CA	.002	.001	.002														10013178
13[illegible]		UNIV OF CALIF LOS ALAMOS NM	.060	.048	.060	.030	.015						.015						10013186
		PARENT CUST. TOT-UNIV OF CALIF B	.066	.052	.066	.030	.015						.015						00047260
113[illegible]		.CASE INST OF TECH CLEVELAND OH		.001															10014387

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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 GRD GP
		AROCLOR 1221															003438		1040-225
1866		.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
~~1153~~		~~.R EATON SOL ROMULUS-ROMULUSMI~~				~~10.4~~			~~5.20~~					~~5.20~~					~~0016493~~
		TOT P-T WESTERN EATON S * POUNDS				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-				1003666
1237		.GEN ELEC HUDSON FALLS NY		.520															1003193
1230		.R M HOLLINGSHEAD CAMDEN NJ				1.04			.520							.520			1003837
5110		.NORTH AMERI PAINT WANAMASSA NJ				.050							.050						0024227
1237		.NORTON COMPANY WORCESTER MA				.050							.050						1005656
1230		.PHOTOLASTIC INC MALVERN PA				.520		.520											1006200
1133		.QUAKER OIL CORP ST LOUIS MO				7.80	1.56		3.12				3.12						1006567
1153		.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
1270		.BARDAHL LAB NORWOOD MA		10.5															0011101
1959		.CITIES SERVICE OIL PETTYS ISNJ		33.0															0022263
~~1133~~		~~.CITIES SERV OIL CICERO ILL~~		~~16.5~~															~~1001698~~
1230		CITIES SERV OIL CAMDEN NJ		25.3															1001701
		PARENT CUST. TOT-CITIES SERVICE		74.8															0004597
1133		.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															1006567
1153		.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															003493		1040-240-
1237		.ACADEMY DIE CASTNG EDISON N J		1.20															00185565
1273		.ALBANY FELT CO ALBANY NY		.110															10001811

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MO.	RS.	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.
		ANOCLOR 1242															003498		1040-240-11
1233		.AMERICAN STEEL FOUND GRAT C IL		6.00															10009027
1231		.BARNES & TUCKER CAMBRIA PA		.600															00224710
1230		.A P CARGILLE CEDAR GROVE NJ		10.2															10011[illegible]1
1278		.DAYTON MALLEABLE IRON IRONTA OH		.600															10021227
1274		.DOW CHEMICAL RUSSELLVILLE ARK		4.20															00182729
1[illegible]		.LOS ANGELES DIE LOS ANGELES CA		1.20															00127906
1[illegible]		.MOBIL CHEMICAL CO EDISON NJ		14.4															10055676
1[illegible]		.NATL CASH REGIS DAYTON OH	2500		2500														10055349
1[illegible]		.RADIATOR SPECIAL CHARLOTTE NC	300	310	300														10065968
1231		.U S STEEL HOMESTEAD PA		.110															10085349
1231		.WESTINGHOUSE AT WILMERDING PA		.055															10089115
1231		.WESTVACO CORP COVINGTON VA		1.20															10085585
1268		.WYNN OIL CO AZUSA CALIFORNIA		.600															10092434
		TOTAL PRODUCT * * * * * * * LB	2800	321	2800														1040-240-11
		ANOCLOR 1248															003568		1040-260-11
1231		.ALLIED CHEM MOUNDSVILLE WV		6.00															10002443
1231		.AMAX SPECLTY MTL AKRON NY		.600															00227862
1231		AMAX SPECLTY MTL WASHINGTON WV		3.00															00207694
		PARENT CUST. TOT-AMAX SPECLTY MT		3.60															00227862
1234		.ASH LAND CHEM CO MAPLETON IL		1.20															10006813
1234		.ATLANTIC RICHFIELD E CHIC IN		12.0															10073189
1230		.BELRAY CO INC FARMINGDALE NJ		53.4															10009111
1268		.BLUE CROSS LAB N HOLLYWOOD CA		.600															00183607
1[illegible]		.CITIES SERVICE OIL PETTYS ISNJ		36.0															00222631
1273		.CRUCIBLE STEEL SYRACUSE NY		1.20															10020337
1278		.DIAMOND CHAIN INDIANAPOLIS IND		.230															00223093
1230		.DRIVER-HARRIS CO HARRISON NJ		1.20															10023262
1231		.E I DU PONT NIAGARA FALLS NY		7.20															10023882
1276		.FIRM INDUSTRIES LOUISVILLE KY		.600															00230359
1230		.AEROJET GENERAL FREDERICK MD		.110															00225615
1275		.CHEMETRON CORP HUNTINGTON W VA		6.00															10036359
1272		.INTL HARVESTER MEMPHIS TN		.600															10041257
1[illegible]		.KLEEN SEED DELINTING SHAFTER CA		.600															00182753
1[illegible]		.MOBIL CHEM CLEVELAND OH		29.3															00170057
1231		.MOFFITT INC EIGHTY-FOUR PENNA		2.40															00186724
1234		.MONSANTO EPC DIV ST PETERS MO		1.20															00153265
1233		.PENNWALT CORP BELLEVILLE NJ		.340															00144215
1230		.PHILADELPHIA ELEC PHIL PA		6.00															10062489
1276		.PPG CIRCLEVIL OH		.555															10053191

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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./ MAJ. GRP. SP.
AROCLOR 1248																	
1153 .RAYM PRODUCTS CO WAYNE MICH															003668		1040-260-1
1130 .RMCO INC DELAWARE OH		.600															
1230 .HENRY E SANSON BRISTOL PA				.110			.110										00200627
1231 .STAUFFER GALLIPOLIS FERRY WV		1.80															00259199
1230 .WOODBONT PRO HUNTINGDON VAL PA		4.50															00165337
1249 .DYNE OIL CO AZUSA CALIFORNIA				9.60													10075637
		26.4								3.60			6.00				10092116
TOTAL PRODUCT * * * * * * * LB																	10092434
		145		9.71			.11			3.60			6.00				1040-260-1
AROCLOR BL/1254-4465/																	
1135 .LUBRIZOL SALES PAINESVILLE OH		9.10													006944		1040-484-1
1130 LUBRIZOL CORP WICKLIFFE OHIO		63.1															
PARENT CUST. TOT-LUBRIZOL CORP C		72.2															10047277
																	00089625
TOTAL PRODUCT * * * * * * * LB		72.2															00044628
AROCLOR 1254																	1040-484-1
1134 .WESTERN ELEC CICERO ILL		1.20													003618		1040-280-1
1132 .BABCOCK & WILCOX BEAVER FLS PA		1.20															
1134 .MELRAY CO INC FARMINGDALE NJ		44.4															10088755
1158 .CABOT STELLITE DIV KOKOMO IN		1.20															10007917
1230 .R P CARGILLE CEDAR GROVE NJ		41.4															10009111
1134 .CERTIFIED ALLOY LONG BEACH CA		3.00															10081785
1153 .CHEM-TREND HOWELL MICHIGAN		59.1															10013941
1176 .CINCINNATI MILACRON CINTI OH		50.4															00225009
1230 .ELBOR B DRIVER FLORHAM PK NJ		12.0															00206563
1153 .FRANKEL CO INC DETROIT MI		.120															10016327
1135 .GM-CENTRAL FOUNDRY DEFIANCE OH		.600															10023246
1230 .B F GOODRICH AVON LAKE OH		42.0															00185094
1130 .GOODYEAR ATOMIC SARGENTS CH		.060															10032822
1153 .HONNET MUSKEGON MICH		.500															10034132
1153 HONNET WHITEHALL MI		.700															10034507
PARENT CUST. TOT-HONNET CORP NEW		1.38															10039185
																	10039193
1132 .HUSKO INC MEMPHIS TN		.120															00046469
1134 .INLAND STL I COLD STRP E CH IN		.300															
1230 .LASER SANDERS COR DOYLESTWN PA		.240															00232319
1134 .MCGRAW EDISON SOUTH MI MI		.300															10040566
1270 .METALBRITE INC WHITMAN PA		.540															00184691
																	00125910
																	00228567

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M.G.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST I.D./ MAJ.GEO.GP.
		ARUCLOR 1254															003618		1040-280-
1230		.MURRO CHEM CO PORTSMOUTH VA		.600															00235520
1134		.PENN REFINING CLEVE OHIO		44.4															10061920
1166		.PENNWALT-KERNS UNITD ORANGE CA		4.20															10044065
1133		.SHAWNEE PLAST KUTTAWA KY		.120															00236802
1230		.SPECIAL MET NEW HARTFORD NY		34.8															10074576
1132		.UNION CARBIDE GREENVIL SC		.240															00141601
1900		.PRATT & WHITNEY UNITED FL		1.80															00134554
1900		PRATT - WHITN W PALM BEACH FL																	10064378
		PARENT CUST. TOT-UNT AIRCRAFT CO		1.80															00152005
1856		.WYNN OIL CO AZUSA CALIFORNIA				24.0			24.0										1009243
		TOTAL PRODUCT * * * * * * * LB		394		24.0			24.0										1040-280
		ARUCLOR 1260															003698		1040-290
1230		.R P CARGILLE CEDAR GROVE NJ		.060															1001394
		TOTAL PRODUCT * * * * * * * LB		.060															1040-290
		ARUCLOR DIST 1262															003738		1040-300
1932		.SOUTHERN DYESTUFF SODYCCO NC				1.80									1.80				1007403
		TOTAL PRODUCT * * * * * * * LB				1.80									1.80				1040-300
		ARUCLOR DIST 5460															003850		1040-480
1230		.BELRAY CO INC FARMINGDALE NJ		.300															100091
1366		.CENT SOL SANTA FE SPR-CA																	100151
		TOT P-T CENTRAL SOLV SA * POUNDS																	1001511
5725		*MO SOLV KANSAS CTY-KNS CTYMO				20.0						20.0							100535
		PARENT CUST. TOT-CENTRAL SOL CHI				20.0						20.0							100151
1932		.CHAPMAN CHEMICAL CO MEMPHIS TN				3.00		3.00											100153
1270		.COMMERCIAL STL FOREST HILLE MA				.500		.500											000889
1134		.GEN ELEC MINNEAPOLIS MN		.050															001193
1138		.NORTH ELECTRIC GALION OH				.600						.600							100561
1230		.POLYMEL CORP BALTIMORE MD				.200			.200										100637
1138		.REPUBLIC PWD MILS MEDIA OHIO		.100															001642

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MG	SIC DEP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOT. FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID./ MAJR GRO.CP
		P/DRAUL 135															00532A		4592-135-
1476		.FLORIDA STEEL INDIANTOWN FL		3.23															00227889
1131		.GM-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 INDY INC CLEVELANDOH				4.30				3.30									00254775
1274		.JOSLIN BIRMINGHAM LITTLE RK AR		.496															00183945
1133		.GREAT LAKES CARBON ST LOUIS MO		.538															10035414
1132		.HYDRANAMICS STS PENNSYLVANIA NM	10.0	41.5	10.0														00222690
1134		.INLAND STEEL COLD STRP E CHICAGO IN	290.0	196	70.0	60.3	30.1		30.1										10045566
1134		.INTL HARVESTER CHICAGO IL	150	107	100	53.0	10.8	18.8	13.2										00215929
1138		.JORGENSON STEEL SEATTLE WA	10.0		5.00														00221961
1138		.JOSLYN STAINLESS STS FT WAYNE IN		32.3															00151432
1134		.LECTROMELT CORP E CHICAGO IND		9.68															00162761
1131		.JONES & LAUGH PITTS PA	40.0		20.0														10043115
1179		.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		.MERCERALLOYSCOTTDANSFERPA				.538	.538												00248282
1131		.MERCER ALLOYS GREENVILLE PA				1.08		1.08											00244465
1133		.HIGH-STO-ALLOYS BELTON TN	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														00189173
1133		.RALSTON PURINA SAINT JO MO	1.30	1.08	1.30														00135194
1974		RALSTON PURINA OKL OKLAHOMA OK		2.15															00135151
1230		RALSTON PURINA MECHANICSBURG PA	2.00	3.23	2.00	1.00	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 COK SOUTH DE IL		13.5															00135844
1134		REPUBLIC STEEL CORP SO CHICO IL	270	245	270	48.2	10.0	18.1	10.8			10.9							10767456
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
1132		REPUBLIC STEEL CORP CLEVE OH	75.0	29.6	90.0	12.4	4.64		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							10067480
1132		.REYNOLDS MET SHEFF LISTERHI AL	80.0	67.3	80.0														00135992
1473		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 SPECIA
PRODUCT/CUSTOMER

FOR DEC 1971

PAGE

-IN THOUSANDS OF POU

M.G.	SIS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y.T.D.							JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID MAJR GRD
		AROCLOR DIST 5460																	
1230		.TITANINE INC UNION NJ		.100													00385C		1040-48
1264		.WYNN OIL CO AZUSA CALIFORNIA	300	24.0	300	25.4													100832
		TOTAL PRODUCT * * * * * * * LB	300	24.6	300	49.7		3.5	25.6			20.6							100924
																			1040-48
		AROCLOR 6037																	
1932		.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	1036596
																		40.4	1044-03
		ERA 1129																	
1133		.FINDETT SERVICE CO SAINT CH MO				63.6					12.0	12.6			13.8		02201A		6134-129
1153		.GEN TIRE - RUB TOLEDO OH				12.6							13.7	1.1			12.6	12.6	0011856
		TOTAL PRODUCT * * * * * * * LB				76.2					12.0	12.6	13.7	1.1	13.8		12.6	12.6	1003318
																			6134-129
		MCS 327																	
1138		.GM-CHEVROLET MUNCIE IN				3.74			1.87						1.87		01264A		6126-327-
1153		GM-BUICK FLINT MI	10.0		10.0														10032784
1131		GM-CHEVROLET BUFFALO NY		18.7															10032555
1131		GM-CHEVROLET TONAWONDA NY	50.0	18.7	50.0	58.0	9.36	9.36	9.36			9.36			9.36	9.36		1.87	10032849
		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	10032733
		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	00157279
																			6126-327-
		MCS-874																	
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
																			1040-262-1
		MCS 997																	
1950		.CHRYSLER CORP NEW ORELANS LA		.830													003918		3856-000-1
		TOTAL PRODUCT * * * * * * * LB		.830															10016762
																			3856-000-1

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE

-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID MAIR GRD
		16 DIELECTRICS DR.C.PATON																	
		[redacted]															00356C		1040-2[illegible]
X		[redacted]				[redacted]													[redacted]
1237		.ELECTRON IC COM BRIDGEPORT CT				.600												.600	100257
1932		.GEN ELEC ROME GA				95.7			95.7										100312
1237		.IBM CORP POUGHKEEPSIE NY		.220															100411
1237		.PHILADELPHIA ELEC PHIL PA		2.40															100624
1237		.WOODMONT PRO HUNTINGDON VAL PA				6.00			6.00										100921
1866		.WYNN OIL CO AZUSA CALIFORNIA																	100924
		TOTAL PRODUCT * * * * * * * LB		2.62		132			131									1 .1	1040-26
		ARCLOR 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															00349E		1040-24
1932		.GEN ELEC ROME GA	2000		2000														100312
		TOTAL PRODUCT * * * * * * * LB	2000		2000														1040-24
		D-50P508-S-1															01396A		1040-28[illegible]
1230		.ALCO MACHY & SUPPLY NYC NY				.120-										.120-			0026400
1932		.GEN ELEC ROME GA				1416					193	196	99		193	110	314	311	100312[illegible]
		TOTAL PRODUCT * * * * * * * LB				1416					193	196	99		193	110	314	311	1040-28[illegible]
		INERTEEN 54201 CF CAPACITOR															02236A		1050-219
X		[redacted]				[redacted]								[redacted]					[redacted]
		TOTAL PRODUCT * * * * * * * LB				93.0								98.0					1050-219

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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/ NAME-GPO-GP
		INTERTEEN 70-30															00360A		1050-210-1
[illegible]		AKRON CONTROLLER AKRON OHIO				6.74						6.74							[illegible]
1056		.ALLIED CHEM LOS ANGELES CA		.120															00107556
1234		.ALLIS-CHALMERS DES MOINES IA		3.37															00225084
1237		ALLIS CHALMERS BALTIMORE MD		10.0															00228580
1227		ALLIS-CHALMERS CARLSBAD NM				1.35	1.35												00240045
[illegible]		ALLIS CHALMERS LOS ALMOS N M				1.08	1.08												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
1232		.AMERICAN CYANAMID SAVANNAH GA				.674				.674									00150338
1232		.AMERICAN TOBACCO REIDSVILLE NC				6.07									6.07				00265553
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1237		.ARCAL CLEN SEAT PLEASANT MD		4.72															10005365
1233		.ARMCO STEEL KANSAS CITY MO				.674								.674					10006198
1268		.CITY OF AUSTIN AUSTIN TX		4.72															00183008
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1237		.BILLGS ELECTR PHILADELPHIA PA		.180															00235350
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1266		.BUCK MFG CO GARDEN GROVE CA				1.03					1.03								00257653
1237		.BUDD CO PHILADELPHIA PA		2.02															10012287
1237		.BUELL DIV ENVIROTECH LEBAN PA				80.2							27.0			27.0	26.3		00259489
1268		.BUFFALO ELEC SUGARLAND TX		1.00															00241155
1237		.BURLINGTON TEST BURLINGTON NJ				15.5		2.0				13.5							00094358
1266		.CALIF MHSL ELEC LOS ANGELES CA				.120											.120		00215252
1237		.CARDWELL MACHINE CO RICHMON VA				.300						.300							00259500
1232		.CAROLINA TRANS FAYETTEVILLE NC				1.35										1.35			10014123
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		.C S D NARCO CA				.674										.674			00209425
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1232		.CHICAGO BRIDGE & IR MEMPHIS TN		2.02															00183547
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1236		.DELAMI-UTE ELECT NUCLA CO				.360											.360		00272458
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1237		.ST FD CONT NORWICH HOSP NOR CT		.240															00245734
1255		.COPOLYMER RER - CH BATON ROUGE				2.02						2.02							10019680
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1232		.CUTLER CONST JACKSON TN		1.35															00242477
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
1237		.E I DUPONT WILMINGTON DE				.060							.060						10023564
1268		.EASTERN AERO INC MILLVILLE NJ				1.35							1.35						00260029
1234		.ELECTRICAL ENGINEE DES MOIN IA				.720									.360			.360	00117560

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-IN THOUSANDS OF POUNDS AND DOLLARS-

S	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOA. FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAJP-GRD-GP.
		INERTEEN 70-30															0036	CA	1050-210-16
	1135	.ELECTRIC HOSE & REP BETHEL PA				1.35							1.35						00259535
	1131	.ELECTRIC MFG REPAIR BETHEL P P				5.08						2.02	3.06						00253138
	1050	.ENERGY SYSTEMS PALO ALTO CA		8.76		7.41			7.41										10026253
	1273	.ENGLISH ELECTRIC MANHATTAN NY				6.74							6.74						00252336
	1274	.ESCO MFG GREENVILLE TX	100	27.0	100	29.7								29.7					10026036
	1237	.ESPEY MFG ELECTR SARATOGA NY		80.9		149			27.6						48.5	32.4	40.4		00156052
	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
	1264	FEDERAL PACIFIC EL SN DIEGO CA		1.35		4.04				2.70			1.35						00254583
	1053	FED PAC ELEC ST CLAIR MI				3.06			3.06										00250171
	1237	FED PAC ELEC LONG ISLAND NY		.180															00165693
		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
	1170	.FIRESTONE TEX BOWLING GREEN KY		.180															00187070
	1960	FIRESTONE W LAKE CHARLES LA				1.35							1.35						10028243
		PARENT CUST. TOT-FIRESTONE TIRE		.180		1.35							1.35						10028116
	1133	.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		10032149
	1134	GEN ELEC SER DETTENDORF IA												.674		.674			00178850
	1134	GEN ELEC SPRINGFIELD OR				4.04										4.04			00269803
	1132	G E SER SHOP CHARLEE 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
	1153	.GRAND RIVER DAM AUTH PRYOR OK				.360											.360		00271497
	1123	.GRANITE CITY STEEL GR CITY IL		.120		.674		.674											10026226
	1134	.GENERAL ELECTRIC MOSSVILLE IL				.674										.674			00282993
	1133	.GREAT LAKES CARBON ST LOUIS MO				.180											.180		10035414
	1134	.G E SPECTRUM 15th IL				.360							.360						10031850
	1232	.HEAVY-DUTY ELEC GOLDSBORO NC	150	152	150	170	13.5	6.7	14.8	21.6	14.8	6.7	31.0	27.0	27.0		3.4	3.4	00087953
	1176	.HI [illegible] CO TUSCUMBIA AL		.674															00163555
	1176	.INDIANA & MICHIGAN LAWRENCE IN				.360									.360				00214029
	1126	.INTL HARVESTER CHICAGO IL				.720									.720				00214029
	1237	.INTL PAPER RILEYS ME		2.02															10041455
	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
	1132	.JA JONES CONST NORCROSS GA				4.04	4.04												00248460

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-IN THOUSANDS OF POUNDS AND DOLLARS-

%	BS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST 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 / MANUFACTURER
		INERTEEN 70-30															00360A		1050-210
[redacted]																			
[redacted]																			
1178		.LOUISVILLE G - E LOUISVILLE KY		.720															1004708
1230		.LUKENS STEEL COATESVILLE PA				.674									.674				0023946
1334		.LUCIUS CO BLOOMFIELD NJ				.720		.720											0024949
1174		.M.L.R. 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							0013019
1233		.MULONEY 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-MULONEY ELECTRI	200	34.4	200	113				36.0	16.9	38.1	21.9						1005493
1231		.MONONGAHELA POWER RIVERSVILL WV				1.35								1.35					0026276
1233		.MULONEY ELECTRIC FERRELLVIE MO				1.35							1.35						0026093
1932		.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
1232		.PORT OF NEW YORK AUT NYC NY				2.70							1.35		1.35				0004808
1131		.NIAGARA TRANSRAM BUFFALO NY	350	392	350	393		48.7		49.4	49.4		99.2		49.3		97.0		1005774
1237		.N R L TRANSFORMERS TRENTON NJ				7.41						2.70		4.72					0025972
1974		.OKLAHOMA GAS OKLAHOMA CITY OK				3.37												3.37	0017012
1932		.OLINCORP CHARLESTON TN				.180										.180			0024153
1066		.PACIFIC TRANS REDWOOD CITY CA	50.0	49.7	50.0														1003804
1237		.PENN CENTRAL PAOLI PA				13.5									6.74		6.74		0015666
1132		.PICKANDS MATHER KELLY LAKE TN		.360															0022738
1056		.P K PROTEK BELMONT CA	100	78.9	100	60.7		2.7		21.6		4.7	6.1		10.8	2.7	6.1	6.1	1006415
1974		.PUI SERV OF OKLAHOMA TULSA OK		1.35															0024228
1237		.RESEARCH COTTRL BOUND BROOK NJ		295		346				61	61	59	30	28		108			1006753
1[illegible]		.REX CHAINBELT MILWAUKEE WI				.180													1006769
1[illegible]		.REYNOLDS METALS GREGORY TX				.674											.674		0027056
1[illegible]		.ROYALITE COMPANY FLINT MICH				.674			.674										0021720
1237		.SANDMAN ELEC BOSTON MA				.240								.240					1007070
1237		.SCOTT PAP CO WINSLOW ME		.674															1007154
1[illegible]		.SIERRA TRANSFORMR CERRITOS CA				91.0					23.6		13.5	27.0		27.0			0023066
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-

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 GRO.GP.
		INTERTEEN 70-30															0036	CA	1050-210-1
X		.A-E STALEY MFG DECATUR IL				16.9										6.7	13.1		00214582
	1237	.SOCRESE CORP BROOKLYN NY		.360															00244092
		.SWITCHGEAR SERVICE GARGUN NJ																	
	1332	.THE UNIV OF TENN KNOXVLE TN				1.35										1.35			10071457
X		.STD-TRANSFORMER MARION OH	800	829	800	[illegible]			[illegible]	[illegible]				50		97	96		[illegible]
	1339	STANDARD TRANSFORMER REDFRD OR	200	160	200	103							103						00216233
		PARENT CUST. TOT-TRANSCO GO CHIC	500	498	500	593	103		104	40			103	50		97	96		00090298
		.TRANSFORMER SERV DETROIT MI		[illegible]		[illegible]													[illegible]
	1237	TRANSFORMER SERV CONCORD NH		2.70		1.08												1.08	00243875
		PARENT CUST. TOT-TRANSFORMER SER		6.07		1.08												1.08	10050851
		.TRANSFORMER SERV OHIO ASRCN				[illegible]												[illegible]	[illegible]
	1237	.UNIV MACHINERY & EQUIP READING				.674			.674										00233048
	1332	.UPDATE INC ROCKY MOUNT NC		1.03															00232734
	1331	.A E UPTEGRAFF MFG SCOTTDALE PA		98.1		146		48.4			49.0					49.0			10085713
	1066	.U S A F COLORADO SPRINGS COL				.674				.674									10084474
	1237	U S GOVT WASHINGTON D C		.360		1.35						1.35							10084733
		.U S GOVT FINANCE SAVANNAH GA		[illegible]		[illegible]													[illegible]
	1332	U S GOVT NAVAL SHPYD CHRLSTON S		.674															00211893
	1466	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
	1332	.U S STEEL FAIRFIELD ALABAMA				.674						.674							10085357
	1237	.VALENTINE ELEC LITTLE FERRY NJ				.674											.674		00270057
	1332	.VALLEY STEEL CONST DECATUR AL		1.35															00233936
		.WEINSTEIN CERAMIC DETROIT MI				[illegible]													[illegible]
	1237	.WEITZMANN ELEC GLOUCESTER NJ		.360															00227226
	1332	.WESTINGHOUSE BIRMINGHAM ALA				5.39												5.39	10080875
	1066	WESTINGHOUSE ELEC COMPTON CA				2.02									1.35		.67		00145076
	1066	WESTINGHOUSE EMERYVILLE CALIF				2.70							.67		1.35		.67	1.35	10089921
	1066	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 FL				3.37									3.37				00145203
	1332	WESTINGHOUSE W ATL ATLANTA GA				10.1								2.02		8.09			00145157
		WESTINGHOUSE ACTON ILLINOIS				.940													00263125
		WESTINGHOUSE TUSCOLA ILL				.674													00262260
		WESTINGHOUSE EVANS EVANSVIL IN				3.37			3.37										[illegible]

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SS 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.	M
		INERTEEN 70-30															00360A		105
1178		WESTINGHOUSE INDIANAPOLIS IND				4.04								2.02	2.02				10
1234		WESTINGHOUSE YORKTOWN IND				3.60												3.60	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 MUSKEGON MI				1.20												1.20	10
1122		WESTINGHOUSE INTERLAKEN		1.35		[illegible]													00
1123		WESTINGHOUSE COLUMBIA MO		.240															00
1137		WESTINGHOUSE KANSAS CITY MO				1.35							1.35						10
1123		WESTINGHOUSE ST LOUIS MO		7.41															10
1237		WESTINGHOUSE ELEC MEM 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
1[illegible]		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
1230		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
1235		WEYERHAUSER KALAMATH FALLS OR				1.35									1.35				00
[illegible]		WHITTAKER ELECT MUSKEGON MICH				[illegible]													00
[illegible]		WING ELEC MENTOR OH		4.04		[illegible]													00
1[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		INGRAM EDISON SOUTH NEWBURY		.660															00
		TOTAL PRODUCT * * * * * * * LB		.600															106
		INERTEEN 54201 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

FOR DEC 1971

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-IN THOUSANDS OF POUNDS AND DOLLARS-

A 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 / MAR.GRO.G
		INERTEEN 54201 KJ															02283A		1050-216
		~~WESTINGHOUSE ELECTRIC WILMINGTON DE~~				~~8.35~~									~~8.35~~				~~1058676~~
		TOTAL PRODUCT * * * * * * * LB				8.25									8.25				1050-216
		02283A * * * * * * * $$				1.98									1.98				
		INERTEEN 100-42															00354A		1050-215
1969		.ARMCO STEEL GAINESVILLE TX				1.20							1.20						0026171
		[illegible]																	[illegible]
		[illegible]																	[illegible]
1036		.COLUMBIA ELECTRIC MOSES LK WA				.600								.600					0028177
		[illegible]																	[illegible]
1969		.DIAMOND SHAMROCK C HOUSTON TX				.600							.600						0011627
1237		.E I DUPONT WILMINGTON DE				.055							.055						1002336
1270		.ELECTRIC SERV NEW DEUFORDRA				.770				.770									0025154
		[illegible]																	[illegible]
1965		.GEN ELEC MIDLAND TEXAS		4.20															0011503
1970		.BRUNSWICK P - P BRUNSWICK GA				.600							.600						1001210
1932		.MOORE HANDLEY BIRMINGHAM AL				.600			.600										0004533
1237		.PAUL MURROW CO NEW CASTLE DEL				1.80								1.80					0026289
1232		.MOUNT VERNON MILLS TALLASSEE A		1.05															0022379
1974		.MURPHY OIL CORP MERAUX LOUIS		.240															0022404
1966		.PACIFIC GAS-ELEC MADERA CA		.600															0023096
1237		.SEATRAIN SHIP BLDG BROOKLYN NY				.600											.600		0027037
1932		.TENN VALLEY AUTHOR N COWDER TN				1.80											1.80		0027031
1933		~~.VARIAN ELECTRIC VANDALIA IL~~														~~15.0~~	~~6.0~~	~~6.0~~	~~1008625~~
1966		.WESTINGHOUSE PHOENIX ARIZONA	300	324	300	90.5	44.6			45.9									1008938
1966		WESTINGHOUSE ELEC DENVER COLO				.600										.600			0015927
1970		WESTINGHOUSE PITTS-BALDWIN FL		13.8															0014520
		[illegible]																	[illegible]
1968		WESTINGHOUSE BATON ROUGE LA				8.73						4.53			4.20				1008939
1235		WESTINGHOUSE NEWTON HIGHLNDS MA		3.60															0023116
1237		WESTINGHOUSE SPRINGFIELD MASS		12.6															1008957
1237		WESTINGHOUSE BALTIMORE MD		3.00															1008983
1953		~~WESTINGHOUSE DETROIT~~		~~.560~~															~~1008982~~
		~~WESTINGHOUSE MINNEAPOLIS~~		~~.220~~															~~1020535~~
1237		WESTINGHOUSE BUFFALO NEW YORK		1.80															1008958
		~~WESTINGHOUSE CINCINNATI~~		~~.009~~															~~1008962~~
1237		WESTINGHOUSE PHILADELPHIA PA		.220															1008972
1974		WESTINGHOUSE ELEC FT WORTH TX		2.40															0016513
1960		WESTINGHOUSE PITTS HOUSTON TX		13.2		16.8			4.8					12.0					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
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-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 / MAR. GRO. GP.
		INTERTEEN 54201 CH															00354B		1050-216-
1237		.UOP E RUTHERFORD NJ		2.40															10085586
1030		.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
1966		WESTINGHOUSE ELEC HOLLYWOOD CA		.600															00241245
1960		WESTINGHOUSE POTRERO CA				.600		.600											00253015
1966		WESTINGHOUSE SAN FRANCISCO CAL		1.74															00185653
1968		WESTINGHOUSE ELEC DENVER COLO		.600															00157271
1237		WESTINGHOUSE STAMFORD CT				.600												.600	00273392
1237		WESTINGHOUSE ELEC WESTPORT CT				25.8												26.8	00271695
1237		WESTINGHOUSE WASHINGTON DC				9.16					.44						8.72		10089320
1976		WESTINGHOUSE PITTS-BALDWIN FL		4.20															00145203
X		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		WESTINGHOUSE GARY INDIANA [illegible]		.600		[illegible]													[illegible]
1133		WESTINGHOUSE WICHITA KS				6.00									6.00				00265594
1958		WESTINGHOUSE BATON ROUGE LA		4.20															10089395
1963		WESTINGHOUSE EL MORGAN CITY LA		.120															00185175
1959		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					10087532
1237		WESTINGHOUSE SUP HAGERSTOWN MD		.600															00223756
1237		WESTINGHOUSE LANDOVER MD		2.40															00235180
1237		WESTINGHOUSE TOWSON MD				.640		.640											00249963
1237		WESTINGHOUSE AUGUSTA MAINE		2.40															10089239
1237		WESTINGHOUSE MILLINOCKET MAINE		12.0															10089247
X		[illegible]		[illegible]		[illegible]										[illegible]			[illegible]
[illegible]		[illegible]		[illegible]		[illegible]										[illegible]			00169167
[illegible]		[illegible]		[illegible]		[illegible]													00245275
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]													00209382
1133		WESTINGHOUSE ST LOUIS MO		1.20															10089735
1237		WESTINGHOUSE ATLANTIC CITY NJ		1.80															00218448
1237		WESTINGHOUSE BOUND BROOK N J		39.6															00183334
1237		WESTINGHOUSE HILLSIDE NJ		1.80		6.60							1.20			4.80		.60	10089417
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
1938		WESTINGHOUSE EL PORTLAND OR		2.40		.320							.320						10089123

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-IN THOUSANDS OF POUNDS AND DOLLARS-

V 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 / MAP GEO.CD.
		INTERTEEN 54201 CH															003548		1050-216-1
1237		WESTINGHOUSE ELEC ALLENTOWN PA		1.20															00237749
1237		WESTINGHOUSE ELEC BRADDOCK PA		26.4		1.60	1.80												00237191
1131		WESTINGHOUSE ELIRAMA PA		.000															00223736
1131		WESTINGHOUSE GLASSPORT PENN		12.0		12.6					1.20	4.20			7.20				10089808
1237		WESTINGHOUSE PHILADELPHIA PA		.275															10089727
1131		WESTINGHOUSE SPRINGFIELD PA		1.90															00196351
1131		WESTINGHOUSE SHARON PENN		2169	1500	1200			90	179	90		96	90	191	184	281		10069751
1232		WESTINGHOUSE KINGSPORT TN				.600							.600						00261031
1237		WESTINGHOUSE ELEC PASCOT TX				.330											.330		00271519
1974		WESTINGHOUSE ELEC FT WORTH TX				1.20						1.20							00165131
1060		WESTINGHOUSE PITTS HOUSTON TX		8.40															00145362
1954		WESTINGHOUSE LAREDO TX		.495															00237345
1237		WESTINGHOUSE ELEC QUANTICO VA		2.40															00243094
1237		WESTINGHOUSE EL RICHMOND VA		.360															00179027
1237		WESTINGHOUSE ELEC SOUTH BO VA	2800	3459	2800	4022		179	366	195	550	465	352	370	195	477	294	583	00145335
[illegible]		[illegible]				[illegible]													
1131		WESTINGHOUSE FAIRMONT W V		.605		2.40											2.40		10069913
1131		WESTINGHOUSE TRIADELPHIA 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 * * * * * * * LB	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 * * * * * * * LB		.250		.248						.034		.214					1050-135-1
		INTERTEEN PPC															00367A		1050-200-1
		.CUSTOMER ID NOT IN MASTER FILE		20.9		2.02		2.02											00176621
1237		.ACME ELECTRIC CUBA NEW YORK		13.5		60.0					27.0		23.6		9.4				00164659
1835		.AIR PRODUCTS & CHEM CTY IND CA		24.3															10001307
[illegible]		[illegible]		[illegible]															[illegible]
1932		.ANDERSON ELECTRIC LEEDS AL		4.04															10005655
1237		.ATLANTIC CTY ELEC ATLANTC C NJ		1.35															00163392
1237		.BALTIMORE G - ELEC BALTIMORE M		17.2		2.04			.780							.780	.480		10006106
1133		.BENDIX CORP KAN CITY MO		.130															10005219
1132		.BETHLEHEM STEEL JOHNSTOWN PA		1.35															00232335
1959		.BLISE SOUTHERN CO DERIDDER LA		4.40															00230542
1237		.BOSTON EDISON DORCHEST MA		10.5		10.2		5.10								3.60		1.50	00112011
1958		.L J BOUDREAUX HARVEY LA		5.04															00229210

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-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 / MAJ.GRP GP
		INERTEEN PPO															00367A		1050-200-1
1974		.BROWN - ROOT DIERKS AR		2.02		1.35		1.35											00242543
1237		.BUCHANAN ELECTRICAL UNION NJ		.130															10012163
1237		.CAMDEN WIRE CAMDEN NY		.674															00236659
1232		.CAMERON & CLARK CHARLESTON S C		1.35															00187143
1234		.CAROLINA TRANS FAYETTEVILLE NC		5.44															10014123
1958		.CENTRAL POWER CORPUSCHRISTI TX				2.40				1.20						1.20			00254460
[illegible]		.CENTRAL ILLINOIS COFFEEN IL				2.02													[illegible]
1237		.CHAMASEAL NEW LEBANON NY		.130															10015200
1233		.AD CHANCE WASHINGTON MO				.120										.120			00266280
[illegible]		.CHICAGO EXTRD MILS CICERO IL				.674			.674										[illegible]
1932		.CLEVELAND ELE BIRMINGHAM ALA		.360															00220329
1237		.CONSOLIDATED EDISN ASTORIA NY				6.74	6.74												00152439
1237		.CONTINENTAL WIRE CABLE YORK P		.674															00223662
1233		.CORTRAY MFG CO WASHINGTON MO	40.0		40.0														10019923
1237		.CROUSE HINDS SYRACUSE NY		1.44															00115460
1968		.CROWN ZELL ST FRANCISVILLE LA		.260															00221074
1238		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		10022134
[illegible]		.DIAMOND ELEC MICH MT VERNON IL		2.02		4.04			.67			.67		2.70					[illegible]
1237		.E I DUPONT WILMINGTON DE		.130															10023504
1932		.EAST KMAN KINGSPORT TENN		12.1															10078547
1490		.ECONOMY ELEC YOUNGSTOWN OH		.720															[illegible]
1966		.ELCOR CHEMICAL VAN HORN TX		.720															00163457
1956		.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										00231380
1237		ENGLISH ELECTRIC QUINCY MA		4.72															00246166
		PARENT CUST. TOT-ENGLISH ELECTRI		4.72		4.72			4.72										00180475
1960		.ESD PAC ELEC SANTA CLARA CA	30.0		30.0														10027519
1922		.FOUTE MINERAL KNOXVILLE TN		.195															00224502
1955		.GAINES ELEC CO LONGBEACH CA		.674															00237647
1133		.GENL CABLE ST LOUIS MO				4.72		.67			2.70				1.35				10030646
1237		.GEN ELEC DEWITT NY		.065															00237368
1965		.GULF STATES BATON ROUGE LA				1.35				1.35									00254657
1178		.HARVEY ALUMINUM LEWISPORT KY		2.02															10037034
1932		.HEVI-DUTY ELEC GOLDSBORO NC		13.5															00087563
[illegible]		.HIGH VOLT MAINTNCE NEWPORT IN		19.92															00182044
1953		.HI-VOLTAGE SYSTEMS TOLEDO OH				.360	.350												00245576
1966		.HUGHES TOOL CO HOUSTON TX				.674				.674									00124982

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-IN THOUSANDS OF POUNDS AND DOLLARS-

A G	CLASS 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. SPEC. CD.
		INSERTEEN PPO															00367A		1050-200-16
1973		.HUDSON CEMENT ALPENA MI		.674		.674													00229659
1973		.INDIANA KENTUCKY ELECTRIC MADISON IN		2.70		2.70													00227279
1974		.INTER STATE ELE FORT SMITH AR				6.74	4.72					2.02							10047856
1934		.IRL-BURLINGTON BURLINGTON IA				.060	.060												00229516
1934		.ITE IMPERIAL SPARTANSBURG SC		.360															00235553
1935		.ITE CIRCUIT BREAKER EVIL PA		1908	2000														10042054
1934		.ITE IMPERIAL SCHOOLCRAFT MI		.674															00229279
1937		.ITE IMPERIAL SPARROWS PT MD		2.38															00222232
		PARENT CUST. TOT-ITE CIRCUIT BRE		1912	2000														10042054
1934		.ITE HARPER HOUTON GROVE IL				.674									.674				00234119
1976		.JACKSONVILLE ELEC JACKSONVI FL		1.35															00223727
1973		.LOUISIANA ELEC BATON ROUGE LA		1.75															00229141
1237		.MAGNA TRAN INC KEARNEY NJ				2.70				2.70									10048060
1960		.MANCONA MINING CO ALAMEDA CA		2.70															00230081
1964		.MCDONNELL DOUGLAS LONG BE CA		4.72															10049547
X		[illegible]		9.70		3.37				3.37									00182788
		.MIRACLE INC BERKEDAN WISC				.120				.120									00236110
1932		.HILLS & LUPTON MUSCLE SHOAL AL				.674												.674	00272531
1932		HILLS & LUPTON SUP CHATTANO TN				.674		.674											00130192
		PARENT CUST. TOT-HILLS & LUPTON				1.35		.674										.674	00130192
1934		.MINNESOTA CHEMOLITE SIDING MN		.360															10052771
1933		.MONEY ELECTRIC ST LOUIS MO				.120				.120									10056931
1975		.MOORE-HANDLEY IRON MOBILE AL		1.03															10055229
1237		.PAUL MURRON CO NEW CASTLE DEL		.674															00262839
1932		.MURRAY ENGINEERING GREENVLE AL		.674															00136624
1933		.NORTHROP CORP HAWTHORNE CA		2.70		2.70								2.70					10058376
1974		.OKLAHOMA GAS OKLAHOMA CITY OK		15.5															00170166
1936		.PACIFIC CAR & FOUN RENTON WA		.674															00177385
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			12.5										00253782
1938		.PUBLIC SER OF COLORDO DENVR CO		2.70															00218278
1936		.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-

V G	SIS 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 / MAN. GRP. GP.
		INCHTEEN PPO															00367A		1050-203-1
1974		.REYNOLDS METALS GUM SPGS AR		1.35															10067855
1237		.ROGERS CORP ROGERS CT		.130															10068819
1237		.S G M ELEC PHILADELPHIA PA		.674															00232564
1237		.SHELLER-GLOBE NORFOLK VA				.120						.120							00250057
1946		.SIERRA TRANSFORMR CORRITOS CA	60.0	107	60.0	29.7		13.5		13.5	2.7								00230569
1927		.S H ELECTRIC CO INC RAMRAY NJ		.674		.674	.674												00211169
[illegible]		.SMITH DIC CORP ROCKFORD IL		.199															[illegible]
1960		.STANFORD LINEAR MENLO PK CA		9.04															10075327
[illegible]		.SUNSTRAND AVIATION ROCKFORD IL				.180													[illegible]
1932		.TENNESSEE ARM EL KNOXVILLE TEN		3.37															00223131
[illegible]		.TAING COMPANY LEXINGTON KY		.360															00183415
[illegible]		.TRANSFOR-SERVICE CO STRATFORD CT		.120															[illegible]
1953		.TRANSFORMER SERV DETROIT MI		2.16		2.70					2.70								[illegible]
[illegible]		.TRANSFORMER SERV FLORIDA MI		.720															[illegible]
[illegible]		.TRANSFORMER SERV MONROE MI				2.16													[illegible]
		PARENT CUST. TOT-TRANSFORMER SER		2.88		4.86					2.70		2.16						10060851
[illegible]		.TRANSFORMER SERV OHIO AKRON OH				7.88													[illegible]
1970		.TYSON BEARING CO GLASGOW KY		.390															00225443
1931		.UNION CARB INSTITUT WV		1.35															00141771
1931		.R E UNTERGRAFF MFG SCOTTDALE PA	50.0		50.0														10085713
1932		.U S ARMY FOREST PARK GEORGIA		3.90															10084516
1932		VA HOSPITAL MONTGOMERY AL		.360															00225455
1966		U S GOVT OAKLAND CALIF				4.50	✓	4.50											10334024
1966		U S DEPT INTERIOR PALISADES				2.19	✓		.12			.72	1.35						00250929
1937		U S GOVT-FAA-KANSAS CITY MO		6.50															00093658
1966		U S NAVY OAKLAND CALIF		1.95															10084268
1966		U S NAVY SUPPLY DEPO HAWAII				.350	✓							.360					00253133
1928		U S DEPT NAVY PORTSMOUTH VA				2.02							2.02						10064350
		PARENT CUST. TOT-U S GOVT WASHIN		12.7		9.07	✓	4.50	.12			.72	3.37	.36					10084733
1966		.US SMELT & REF & MIN PIERRO NM		.674															00168092
1958		.US STEEL CHEMICAL BAYTOWN TX		.360															00210049
1939		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
1953		.WESTINGHOUSE ELEC CORPTON 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-

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 GTO GR.
	INERTEEN PPO															00367A		1050-200-1
1176	WESTINGHOUSE PITTS-BALDWIN FL		1.35															00145203
1932	WESTINGHOUSE W ATL ATLANTA GA		.720		.720		.720											00145157
[illegible]	[illegible]		[illegible]		[illegible]													[illegible]
[illegible]	[illegible]		[illegible]		[illegible]								[illegible]					[illegible]
1133	WESTINGHOUSE KANSAS CITY MO		6.11		.674											.674		10059603
1932	WESTINGHOUSE CHARLOTTE NC		22.4		6.43								5.08				1.35	00145319
1932	WESTINGHOUSE MONTGOMERY NC		1.35															00254702
1934	WESTINGHOUSE EL SU FARGO N D		.065															00132970
1237	WESTINGHOUSE BUFFALO NEW YORK				2.70				2.70									10069561
[illegible]	[illegible]		[illegible]															[illegible]
1932	WESTINGHOUSE CHARLESTON SC		.674															00225142
[illegible]	[illegible]		[illegible]		[illegible]													[illegible]
	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	280	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
[illegible]	[illegible]				[illegible]									[illegible]				[illegible]
1237	WESTINGHOUSE PHILADELPHIA PA				7.41									3.37			4.04	10009727
1237	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 A13B3B															00368A		1050-300-1
[illegible]	[illegible]		.720		[illegible]			.720		.720					.720			[illegible]
1868	.ADVANCE ELEC ANAHEIM CALIF		4.05															00153011
1868	.ALAMEDA BUREAU ELEC ALAMEDA CA		.195															00222850
1830	.ALASKA LUMBER & PULP SITKA AK		.195															00212199
1874	.ALLEN TRANSFORMER FT SMITH AR				6.75										6.75			00153660
1932	.AMERICAN ENKA ENKA N C		1.35															00089761
[illegible]	.AMERICAN FOREST PRD MARTELL CA		.360															00232122
1237	.AMERICAN RECTIFIER COLLEGE NY	50.0	27.7	50.0	16.9									1.35		8.78	6.75	10004918
1836	.WESTERN ELECTRIC PHOENIX ARIZ				.720									.720				00221058
1866	.AMFAC INC HONOLULU HI		3.12															10005167
[illegible]	[illegible]		[illegible]		[illegible]													[illegible]
1237	ANCHOR HOCKING GLASS SALEM NJ		2.03		1.35										1.35			10005566

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	S.C.	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 / MAJ.GRP-GR.
		TRANSFORM PYRANOL A13538															00368A		1050-300-
	1237	ANCHOR HOCKING GLASS CORNLS PA		2.03		2.63		.60		2.03									10005582
		PARENT CUST. TOT-ANCHOR HOCKING		4.31		3.98		.60		2.03						1.35			10005574
	1932	.ARCO & COMPANY BIRMINGHAM ALA		.325															00214809
	1237	.BALDWIN LIMA HAM BURNHAM PA		.675															00243639
		[illegible]																	
	1933	.BENDIX CORP KAN CITY MO		11.5		2.70									2.70				10009219
	1237	.BETA MARINE CO PHILADELPHIA PA		.675															00233053
	1934	.BOISE CASCADE SALES ORE				1.35						1.35							10010306
		[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															00186438
	1666	.CALIF ELEC WORKS SAN DIEGO CA		1.07															10013119
	1666	.CALIF HENS COLONY SAN LUIS CA		2.03															00156434
	1666	.CALIF MUSL ELEC LOS ANGELES CA		.065															00215252
	1131	.CASTLE RUBBER E BUTLER PA		.065															10014425
	1170	.CAUDILL FEED & FARM LOUISVL KY				.675	.675												00240355
		[illegible]																	
	1934	.CHATTANOOGA EL FOX CHATTA TN				2.03											2.03		10015497
	1666	.CLIMAX MOLY CO CLIMAX CO		3.38															00114464
		[illegible]																	
X	1666	.CONSOL ELEC DISTR CORONADO CA		.675		.130		.130											00186031
		[illegible]																	
	1066	.CONT CORP OF SANTA CLARA CA		.390															10016609
		[illegible]																	
	1933	.COURTAULDS 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
X		[illegible]																	
	1953	.DOW CHEM FREEPORT TEXAS *				.360								.360					10022932
	1933	.E I DUPONT ANTIOCH CA		.675															00218358
	1131	.EASTMAN KODAK CO ROCHESTER NY		4.68		.360			.360										10025125
	1134	.ELECTRICAL ENGINEE IOWA CITY I				5.40								5.40					00261009
		[illegible]																	
	1237	.ELECTRIC APPA PHIL PA		2.70															10025702
	1666	.ELEC MOTOR & SUPPLY FRESNO CA		2.03		5.40				5.40									00235731
		[illegible]																	
	1933	.ELECTRIC SERV CO ALCOA TENN				.675											.675		00275704
	1666	.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
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S.S.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES LOCAL FOR CURR. YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER/ MARKETING
		TRANSFORM PYRANOL A13638															00368A		1050-300
1237		.ELENCO NORWOOD MASS				.675					.675								0025602
1669		.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				0015265
[redacted]																			
1237		.FAIRCHILD MILLER HAGERSTOWN MD				1.35					1.35								0011821
1968		.FALSTAFF BREWERY NEW ORLE LA				.360					.360								0011631
1933		.FIRESTONE TIRE-KER ALBANY GA		1.30															0015265
[redacted]																			
		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
[redacted]																			
1978		FORD MOTOR CO LOUISVILLE KY				.720	.720												0024684
[redacted]																			
[redacted]																			0011907
1237		FORD MOTOR CO N J EDISON NJ		.675															
		PARENT CUST. TOT-FORD MOTOR DEAR		.675		14.3	.72			3.38	.12				3.38	4.73	2.03		0011897
1968		.GATES RUB DENVER CO				.360											.360		1003059
[redacted]				2.70															
[redacted]																			
		PARENT CUST. TOT-GENERAL MOTORS		2.70		.360										.360			0015727
1966		.GENL DYNAMICS SAN DIEGO CA		.675															1003097
1978		.GENERAL ELE APPR LOUISVILLE KY		.720															002149
1932		GENL ELEC BIRMINGHAM AL				1.35											1.35		0012000
1966		GEN ELEC GLENDALE AZ		4.05															1003101
1960		G E CO LOS ANGELES ANAHEIM CA				3.38								3.38					0012003
1960		GEN ELEC LOS ANGELES CA		8.91		2.91							1.08				1.35	.48	1003151
1966		GEN ELEC OAKLAND CA		5.53		2.24				.80				1.44					1003131
1966		GENERAL ELECTRIC PLEASANTON CA		1.08															0015577
1966		GENERAL ELEC SUP RIVERSIDE CA		.130															0024008
1960		GEN ELEC SAN DIEGO CA				.360						.360							0025222
1960		GEN ELECTRIC SACRAMENTO CA		.675		1.35												1.35	1003149
1960		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					1003209
1976		GEN ELEC MIALEAH FL		1.44															1003111
1976		GEN ELEC JACKSONVILLE FL		2.03		5.63			4.28							1.35			1003111

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MO.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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.SYS.C
	TRANSFORM PYRANOL A13B3B															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
1134	GEN ELEC BETTENDORF IA		.675		.675										.675			0015341
1134	GEN ELEC SER BETTENDORF IA		2.03		.675						.675							0017685
[redacted]																		1003137
[redacted]																		0022481
[redacted]																		1008168
[redacted]																		1035102
[redacted]																		0016305
1133	GENERAL ELECTRIC HUTCHISON KS		.675															0018120
1133	G E SUPPLY KANSAS C KS		.360															0012014
1133	GENELEC LAWRENCE KS		.675															0022078
1178	GEN ELEC LOUISVILLE KY		2.03															1003191
1968	GEN ELEC SERV SHOP BATON RGELA				2.70	1.35		1.35										0015100
1968	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			1003107
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]																		0022227
[redacted]																		0014488
[redacted]																		0015731
1133	GEN ELEC KANSAS CITY MO		25.7															0012004
1133	GEN ELEC ST LOUIS MO		13.9		11.5						6.75				4.73			1003188
1932	GEN ELEC CHARLOTTE NC		8.64		12.7		4.32					4.32	4.05					1003167
1932	GEN ELEC WINSTON SALEM NC		10.8															0022039
1237	GEN ELEC NU BERGEN NJ		8.10		11.5	3.38					4.05	4.05						1003153
1237	GENL ELEC NEWARK NJ		.675															1003217
1237	GEN ELEC ALBANY NY		10.8		5.40		2.03					3.38						1003195
1237	GEN ELEC DEWITT NY				2.34						.96		1.02				.36	0023736
1237	GEN ELEC OLD BETHPAGE NY				3.38	3.38												0024638
1237	GEN ELEC SYRACUSE NY		4.73		4.05		1.35										5.40	0011987
1237	GEN ELEC SCHENECTADY NY		.675		.720										.720			1003195
1131	GENERAL ELECTRIC TONAWANDA N Y		6.30															0018569
1237	GEN ELEC UTICA NY		1.80															1003190
[redacted]																		1003143
[redacted]																		0023363

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-IN THOUSANDS OF POUNDS AND DOLLARS-

V. G.	SUB DIV	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES COMM FOR CURR. YEAR	SALES CURR. YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER MAST CODE
		TRANSFORM PYRANOL A13838															0036	0A	1050-30
1974		G E SUPPLY TULSA OK		6.75															001201
1936		GEN ELEC EUGENE OR		1.35		2.03					1.35					.68			002329
1936		GEN ELEC PORTLAND OR		6.08		18.9			4.1						10.1		4.7		100315
1237		GEN ELEC ALLENTOWN PA		2.03		.675	.68		7.43							7.43			100315
1131		GEN ELEC ERIE PA		2.03															100315
1131		GENL ELEC JOHNSTOWN PA		4.73															002312
1131		GEN ELEC W MIFFLIN PA		2.03		31.7		2.0	2.0		3.4	5.4		5.4	13.5				100311
1237		GEN ELEC PHIL PA		12.1		43.2			3.4	2.7	14.2	6.1	9.5	7.4					100312
1237		GENL ELEC WASHINGTONVILLE PA				.300									.300				002639
1237		GEN ELEC YORK PA				.675							.675						001541
1932		GENERAL ELECTRIC KNOXVILLE TN		1.35															001594
1932		GEN ELEC MEMPHIS TN		1.35		5.40							4.05			1.35			002278
1936		GEN ELEC BAYTOWN TX		2.03															002264
1936		GEN ELEC BEAUMONT TX		1.35															002457
1936		GEN ELEC CORPUS CHRISTI TX		12.2		3.38							3.38						100310
1974		GEN ELEC DALLAS TX		5.58		4.46									3.38			1.08	100309
1936		GEN ELECTRIC SUP FREEPORT TX				6.75				6.75									001201
1936		GENE ELECTRIC HOUSTON TEXAS		10.5		4.64				1.08		1.08		1.40		1.08			001509
1936		GEN ELEC MIDLAND TEXAS		.260		2.03	2.03												001650
1936		GENERAL ELECT PORT NECHES TEX		6.12															001659
1936		GENERAL ELECT SUP TEXAS CITY T				.720		.720											002091
1936		GEN ELEC LOGAN UT		.650															002312
1936		GEN ELEC SALT LAKE CTY UTAH		2.03		10.1					10.1								100311
1237		GEN ELEC ALEXANDRIA VA		5.85															100321
1237		GEN ELEC RICHMOND VA				7.20					3.60	3.60							100316
1237		GEN ELEC RICHMOND VA		6.89															100320
1936		GEN ELEC SEATTLE WA		4.05		5.40	.68				2.70							2.03	100309
[redacted]																			
1131		GEN ELEC CHARLESTON WV		4.05		8.10												8.10	100314
1932		G E SER SHOP CHARDLEE GA		27.7		10.1	1.35	2.70	.68	2.70								2.70	100312
[redacted]																			
1237		G E SERV SHOP PHILA PA		35.1		41.3	3.4	11.5	4.1							13.5	.1	8.8	100321
1936		GEN ELEC SUPPLY OAKLAND CA		3.38		9.45										9.45			100320
1237		GEN ELEC SUPPLY BLADENSBURG MD				4.50					4.50								002559
1237		GEN ELEC SUPPLY PHIL PA		4.05		1.80		1.80											100321
1936		GEN ELEC SUPPLY GRD PRAIRIE TX		2.70															002314
1936		GEN ELEC SUPPLY SPOKANE WA		6.75															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															100334
1936		.GOLDEN GATE BRIDGE SAN FRAN CA		.715															002286
[redacted]																			
1133		.GRAND RIVER DAM AUTH PRYOR OK				.360											.360		002714

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	S.R.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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.GRP.GP.
		TRANSFORM PYRANOL A13838															00368A		1050-300-
1656		.GRAYBAR ELECTRIC BAKERSFLD CA				.675			.675										00250793
1669		GRAYBAR ELECTRIC LOS ANGELES C		1.35															00232173
1666		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
[illegible]		GRAYBAR ELECTRIC [illegible]		.120															00240129
		PARENT CUST. TOT-GRAYBAR ELECTRI		18.2		.675			.675										00232173
1976		.GREAT LAKES CHEM EL DORADO ARK				.675		.675											00214797
1974		.GREENVILLE MILL GREENVILLE MS		.260															00226230
1668		.G & W ELEC SPEC HEALDSBURG CA		1.35															00241334
1124		.HAMMON ELECTRIC CHICAGO ILL		[illegible]		[illegible]										3.60			00267239
1178		.HARVEY ALUMINUM LEWISPORT KY				.675					.675								10037024
1135		.HEC CORP MILWAUKEE WI		.299															00230472
1379		.HUGHES SUPPLY FT PIERCE FL		.675															00241709
1650		.HUNT-WESSON HAYWARD CA		.195															10039592
1124		.INDIANA CHEMICAL COONEY KY		2.50		16.2								8.10			8.10		10040205
1666		.INDUSTRIAL ELECTRIC ARCATA CA				.360					.360								00159609
1666		INDUSTRIAL ELECTRIC MCCLOUD CA				.360											.360		00269956
		PARENT CUST. TOT-INDUSTRIAL ELEC				.720									.360		.360		00198609
1669		.INDUSTRIAL WHSL ELEC LOS AN CA				.675								.675					00242397
1124		.INLAND STEEL SLESSR IL				.2405			2405										00251926
1656		.INTL RECTIFIER CORP ELSEG CAL				.130	.130												00154040
1124		.IRC-BURLINGTON BURLINGTON IA		.260															00226516
1832		.ITT FED SUPPORT RICHLAND WA		3.38															10042151
1655		.JET PROPULSION LABS PASADEN CA		.260															00242373
1124		.JOHNSON & JOHNSON CHICAGO IL		.920															00224081
1124		.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
1656		.KENNECOTT COPPER HAYDEN AZ				2.03			.68		1.35								00191512
1666		KENNECOTT COPPER RUTH NV		.675															00228028
		PARENT CUST. TOT-KENNECOTT COPPE		.675		2.03			.68		1.35								00045508
1178		.KENTUCKY POWER CO LOUISA KY		.125															00207284
1255		.KOLITZ KAGNER ELEC S BEND IND		4.68		3.96					1.08		2.88						10044715
1123		.KUHLMAN ELECTRIC CRYST SPRG MO	100	6.75	100														00083000
1974		.KUHLMAN 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	00127264
1666		.K-WEST WESTMINSTER CA				.130					.130								00255939

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.G.	S.S.	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
1866		.LARSEN HOGUE LOS ANGELES CA		2.03		5.40		4.05										1.35	10[illegible]5444
1237		.LEEDS - NORTHRUP N WALES PA				.130												.130	10045789
1866		.MARCONA MINING CO ALAMEDA CA		2.70															00230031
[illegible]		[illegible]		[illegible]		[illegible]													[illegible]
[illegible]		[illegible]		[illegible]		[illegible]										.600			[illegible]
[illegible]		[illegible]		[illegible]		[illegible]												[illegible]	[illegible]
[illegible]		[illegible]		[illegible]		[illegible]											[illegible]		[illegible]
1932		.MILLS & LUPTON SUP CHATTANO TN				.120						.120							00130192
[illegible]		[illegible]		[illegible]		[illegible]		[illegible]	[illegible]				[illegible]						[illegible]
[illegible]		[illegible]		[illegible]															[illegible]
1968		.MOBIL OIL DIV BEAU TEXAS		2.42															10054451
1131		.MCORHEAD MACH CARDALE PA		.675		.675						.675							00228710
1968		.U S IND CHEM DEER PARK TX				2.00	1.34					.66							00243890
1237		.NATIONAL ELECTRIC CO PASSAIC N		2.03															00238643
1237		.NATIONAL GYPSUM KIMBALLTON VA		2.70															00183636
[illegible]		[illegible]		[illegible]		[illegible]								[illegible]					[illegible]
1131		NATIONAL STEEL WEIRTON WV				4.73			4.73										00239372
		PARENT CUST. TOT-NATIONAL STEEL		6.08		10.1			4.73					5.40					00044822
1237		.PORT OF NY AUTH JAMAICA NY				3.38						3.38							10057531
1131		.NIAGARA MOHAWK PWR BUFFALO NY		3.60															00230928
[illegible]		[illegible]		[illegible]		[illegible]											1.44		[illegible]
1131		.NORTHWEST ELECTRIC ERIE PA				1.35							1.35						00261661
		[illegible]				2.70												2.70	[illegible]
1836		.NORTHWEST TRANSFER EVERSON WA		.675		.675												.675	10058503
1866		.OCCIDENTAL CHEMICAL LATHROP CA		.360															00182656
1237		.OCTAGON PROCESS EDGEWATER NJ				26.3						26.3							10058856
[illegible]		[illegible]				2.70											2.70		[illegible]
1968		.OLIN CORP LAKE CHARLES LA		.675															10059186
1136		OLIN CORP OMAL OH		[illegible]															10059178
		PARENT CUST. TOT-OLIN CORP NYC N		3.38															00044865
1970		.ORLANDO ARMATURE ORLANDO FL		2.70		6.75		2.70									4.05		10059590
1866		.OWENS ILLINOIS INC VERNON CA		.675															00132497
1866		.PACIFIC ELEC MOT OAKLAND CA		.675		4.05	6.08		2.03										10060125
1866		.PACIFIC PETRO CO OAKLAND CA		.675															00094153
1836		.PACIFIC PWR - LT PORTLAND OR		1.20		2.40		2.40											10060222
[illegible]		[illegible]		[illegible]															00223954
1237		.PENN CENTRAL WILMINGTON DELA				8.10						3.38			4.73				00177970
1237		PENN CENTRAL CROTON ON HUDS NY		.675															00183857
1237		PENN CENTRAL PAOLI PA				6.75						6.75							00156663
1237		PENN RR ENOLA PA				1.35		1.35											10061490

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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. ID / MAJ. GRP. CD.
		PARENT CUST. TOT-PENNSYLVANIA RR		.675		16.2		1.4				10.1			4.7				10061504
		TRANSFORM PYRANOL A13330															00368A		1050-300-
1237		.PENNWALT CORP PHILADELPHIA PA		1.35															10061636
1066		. P G & E CO HEALDSBURG CA				1.35												1.35	00272299
1150		.PHELPS DODGE LOS ANGELES CA		.130															00236651
1958		.PHILLIPS PET BARGER TX		.360		.360						.360							10062673
1966		PHILLIPS PRO BORGER TX				.720			.360			.360							00133787
		PARENT CUST. TOT-PHILLIPS PET BA		.360		1.08			.360			.720							10062659
[illegible]		.PETTISE & CONDREAUT CONREAUT OH		[illegible]		[illegible]													[illegible]
1237		.R K PORTER THERM PHILA PA				.130			.130										10064112
1132		.PRECISION RBR LEBANON TN				.120									.120				10064422
1133		.PROCTER-GAMBLE KAN CITY KS				.675												.675	10064740
1133		PROCTER AND GAMBLE ST LOUIS MO				.360				.360									00158534
		PARENT CUST. TOT-PROCTER AND GAM				1.04				.360								.675	10064767
[illegible]		.QUAKER OATS CEDARRAPIDS IA		[illegible]															[illegible]
1134		.RATH 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
1270		.RESOURCE CONTROL WESTHAVEN CT				2.27								.24	2.03				00262226
1933		.RESOURCE CONTROL SILVER BOW M				.120									.120				00265755
1932		.REYNOLDS MET SHEFF LISTERHI AL				1.35								1.35					00135892
1237		REYNOLDS METALS MESSENA NY		3.38		4.73					4.73								10067790
1336		REYNOLDS METALS LONGVIEW WA		.675															10067863
		PARENT CUST. TOT-REYNOLDS METALS		4.05		6.08					4.73			1.35					10067782
[illegible]		.[illegible] CHEMICAL SACKVILLE [illegible]		[illegible]		[illegible]													[illegible]
[illegible]		.ROBANOFF ELEC MUT DEFIANCE OH				1660	[illegible]												[illegible]
1156		.SACRAMENTO MUNIC SACRAMENTO CA				4.05						4.05							00178135
1956		.SAN ANGELO ELEC SAN ANGELO TX		4.73		5.40			2.03						3.38				00089591
1166		.SAN MATEO UN H.S. SAN MATEO CA		.325															00234206
1230		.SCOTT W A ENG PHILADELPHIA PA				1.35						1.35							00253005
[illegible]		.SEARTOBE INC SCHILLER PARK IL				[illegible]				4.05									[illegible]
1131		.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															00228646
		PARENT CUST. TOT-SOUTHWESTERN EL		11.8															00228648

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M 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./ MAIN GRD GR
		TRANSFORM PYRANOL A13830															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
[redacted]																			
1976		.HUDSON PULP-PAP PALATKA FL		2.52		1.44						1.08	.36						10039274
[redacted]																			
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
[redacted]																			
[redacted]																			
[redacted]																			00246908
1866		.TRANS REX DIV TORRANCE CA		1.35															00237663
1932		.TREESWEET PRODUCTS FT PIERC FL				.675										.675			00269395
[redacted]																			
1976		.TURNER ELEC WKS JACKSONVILLE F		64.1		24.3								24.3					10081246
1230		.UNION CAMP CORP FRANKLIN VA		.720															10081572
1133		.UNION CARBIDE PADUCAH KY		4.14															00141909
1932		UNION CAR - NUC OAKRIDGE TENN		9.72		14.3					1.80				9.23	3.24			10081971
1968		UNION CARBIDE TEXAS CITY TEX		3.38		5.40		4.05				.68				.68			10081734
		PARENT CUST. TOT-UNION CARBIDE C		17.2		19.7		4.05			1.80	.68			9.23	3.92			00045705
1133		.UNION ELEC CO MARYLAND HGTS HO		3.38		3.38						2.70						.68	00141925
1866		.UNION OIL CO LOS ANGELES CA				.130	.130												00047155
1866		UNION OIL WILMINGTON CALIF				.315						.315							10082183
		PARENT CUST. TOT-UNION OIL CO LO				.445	.130					.315							00047155
[redacted]																			

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M.C.	SLS REP	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 / MAIR GRD GP
		TRANSFORM PYRANOL A13830															00368A		1050-300-1
1237		.UNIV MACHINERY & EQUIP READING		.675															00212048
1866		.DEPT OF INTERIOR US PAGE AZ		.675															00225746
1023		GENERAL SERVICE ADM RICHLAN WA		1.35															00245593
1131		U S ARMY NEW CUMBERLAND PA				.120						.120							00259632
1966		U S GOVT EL TORO CALIFORNIA		.675															00089729
1060		U S GOVT LONG BEACH CALIF		1.35															10084458
1237		U S GOVT ARMY PHILADELPHIA PA				2.03					2.03								00207575
1966		US MARINE BARSTOW CALIF				1.20						1.25		.05-					00257230
1060		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
1860		.UTAH INTERNATIONAL SAN FRAN CA		.675															00222768
1865		.VALLEY FAIR SHOP SAN JOSE CA																	00224065
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	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 CPD GP
		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			10023598
[redacted]		[redacted]				[redacted]													[redacted]
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	00184765
1234		.GEN ELEC HUDSON FALLS NY				1324										205	377	662	10031931
[redacted]		[redacted]				[redacted]										[redacted]		[redacted]	[redacted]
1237		.HERCULES WILMINGTON DE				.600										.600			10037557
[redacted]		[redacted]				[redacted]										[redacted]	[redacted]		[redacted]
		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
1232		.MALLORY CAPACITOR WAYNESBOR TN				379									95.2	94.0	94.5	95.6	00216143
[redacted]		[redacted]				[redacted]											[redacted]		[redacted]
1234		.NO CHG SHIPMENTS SPECIALTY PRD				.055											.055		00271020
1232		.SANGAMO ELEC PICKENS SC				230									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
[redacted]		[redacted]				[redacted]											[redacted]		[redacted]
[redacted]		[redacted]				[redacted]										[redacted]	[redacted]		[redacted]
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		1040-225-1
1237		.GEN ELEC FORT EDWARDS NY				13.5		5.20			8.32								00249467
		TOTAL PRODUCT * * * * * * * LB				13.5		5.20			8.32								1040-225-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	BUS. 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. I.D. / MANAGED-CO
		AROCLOR 1242															00349C		1040-240-16
1232		.MALLORY CAPACITOR MAYNESBOR TN		2206	1900	420		61.4	38.4	88.9		90.7	90.8						00218143
1556		.MARTIN MARIETTA LOMPOC CA		.110															10046974
1556		.MAXWELL LAB SAN DIEG CA				30.0		9.0		12.0		9.0							00126740
[illegible]		[illegible]		1179	1700	502		270			106	[illegible]							[illegible]
1237		.N W L TRANSFORMERS TRENTON NJ				12.0											12.0		00259721
[illegible]		[illegible]		[illegible]															[illegible]
[illegible]		[illegible] CAPACITORS CHICAGO ILL		5.60															[illegible]
[illegible]		[illegible]				.110													[illegible]
[illegible]		[illegible] ASHTABULA OH		[illegible]		[illegible]	260		[illegible]		1.30	[illegible]							[illegible]
[illegible]		[illegible]		[illegible]		[illegible]			.600	.600		.600							[illegible]
		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 BENICIA CA				.055		.055											00165379
1237		.STEVENS PA MILLS WESTFIELD PA		2.40		1.20	.600					.600							10070137
1237		.UNITED ELEC CONT PATERSON NJ		1.20															10082369
1960		.US CAPACITOR COR SUN VALLEY CA				.600											.600		00219806
[illegible]		[illegible] BLOOMINGTON IND		2662	2700	[illegible]													[illegible]
[illegible]		[illegible] CLEVELAND OHIO		[illegible]															[illegible]
1131		WESTINGHOUSE PITTS EAST PIT PA		.600															00145246
1131		WESTINGHOUSE PITTSBURGH PA		.930															10035743
		PARENT CUST. TOT-WESTINGHOUSE EL		2475	2700	649	177	384			88								00047740
1237		.WESTVACO CORP COVINGTON VA				.600						.600							10083585
1237		.WEYERHAEUSER 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	1040-240-18
		AROCLOR 1242HIGHLY REFINED															01336A		1040-242-16
1134		.E I DU PONT DE NEM CLINTON IA		1.98						.600					.600				10023688
[illegible]		[illegible] DUPONT DE [illegible] OH		[illegible]															[illegible]
		PARENT CUST. TOT-E I DU PONT DE		3.02						.600					.600				10023564
1237		.HERCULES WILMINGTON DE		1.24															10037557
[illegible]		HERCULES INC TERRE HAUTE IN		[illegible]		[illegible]													[illegible]
		PARENT CUST. TOT-HERCULES WILMIN		5.63		1.22						1.22							10037557
1131		.DEXTER CORP OLEAN NY		.057															10039878

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-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 / MAJ. CUS. GP.
		ARUCLOR DIST 1232															003450		1040-230-16
		[illegible]																	
		TOTAL PRODUCT * * * * * * * LB		.550															1040-230-16
		ARUCLOR 1242															003490		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		10001911
1232		.ANDERSON ELECTRIC LEEDS AL				1.20	.600		.600										10005655
1234		.CAPACITOR SPECLST ESCONDIDO CA	72.0	25.2	72.0	36.0		12.0					2.4	4.8	2.4	3.0	6.6	5.4	00181374
1234		.CONDENSER PROD BROOKSVILLE FL				.600						.600							00257036
1234		.ELECTRO MAG MOLNT VIEW CA				1.20			.600						.600				00250099
		[illegible]																	
1237		.ELECTRON IC CON BRIDGEPORT CT		1503	1500	384		95.7		95.5	97.3		95.1						10025795
1237		ELECTRONIC COMPONEN TOTOWA N J	800	754	800	288		96.3		95.7		95.5							00169519
		PARENT CUST. TOT-ELECTRON IC CON	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 EUB ELEC N BEDFORD MAS		2478	2500	845	91	192	96		190		90	186					00056746
		[illegible]																	
1237		.GARLOCK PALMYRA NY				.055											.055		10030498
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]																	
1237		.MANNING PAPER GREEN ISLAND NY		.110															10048486
1237		.HERCULES INC HERCULES DE				4.00												4.00	10037549
1237		HERCULES WILMINGTON DE				.600				.600									10037557
		[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				10037964
		[illegible]																	
1237		.DEXTER CORP OLEAN NY		.055															10039978
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															10043190
		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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01/12/72 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. YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ 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		.ALROVOX 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]
		[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
1966		.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
1966		.CORNELL DUB ELEC VENICE CA		6.00															10019534
1237		CORNELL DUB ELEC N BEDFORD MAS	70.0	61.2	70.0														00086746
		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		.FERNAL 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
1966		.PUTTER CO WESSON 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															10065887

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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. I.D./ MAJ. GRD. GP.
	ARUCLOR 1254															00361C		1040-280-1
1230	R F INTERONICS BAYSHORE LI NY				1.20											.600	.600	[illegible]
	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				10070783
1974	.SPACE CORP OKLAHOMA CITH OK		.060															00225738
1237	.SPRAGUE ELEC N ADAMS MA	40.0	8.40	40.0	7.20				1.80		3.60	1.80						10074770
1958	.STATE CHEM CO LUBBOCK TX		.120															00139092
1237	.TUBE DEUTSCHMANN CANTON MA		.600		3.00		.60			1.20	1.20							10021995
1237	.VACUUM EQUIP PHILADELPHIA PA		.060															00225754
[illegible]	[illegible]		.060															[illegible]
[illegible]	[illegible]	30.0		30.0														[illegible]
1932	WESTINGHOUSE HAMPTON S C		12.6															10069689
	PARENT CUST. TOT-WESTINGHOUSE EL	30.0	12.6	30.0														00047740
[illegible]	[illegible]		[illegible]															[illegible]
	TOTAL PRODUCT * * * * * * * LB	281	1272	281	537	85	202	2	129	13	32	23	20	18	13	25	37	1040-280-1
	NCS 962															01606A		6142-962-1
1968	.COLLINS RADIO RICHARDSON TX		.001															10017769
1866	.MAXWELL LAB SAN DIEG CA		.800															00128740
	TOTAL PRODUCT * * * * * * * LB		.801															6142-962-1
	80 TOT CLASS CAPACITOR FLUIDS LB	2343	27608	26143	15493	1486	2018	1290	1329	1832	1274	874	963	1166	690	1200	1371	
	16 TOT PG DIELECTRICS DR.C.P LB	10444	43508	41444	31045	1865	2847	2465	2403	3431	2589	2352	2483	2707	2296	2892	2715	

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MO	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 / MATR-GRD-SP
		SANTOSOL 200															01638A		6380-002-1
11	78	.CHAMPION PAPERS HAMILTON OH				.880								.880					10015399
11	78	.HOAD CORP CHILLICOTHE OH		3.15		13.2				2.64		1.76			1.76	2.64		4.40	10051250
11	78	.NATL CASH REGIS DAYTON OH	2850	44.5	2850	1431	25	7	80	255		349	214	207	85	210			10056349
11	78	.NATL CASH REGIS APPLETON WI				83.9				83.9									00253855
11	78	NATL CASH REG CO PORTAGE WI		43.7		3290	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	
		ARUCLOR 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								1.04							10003733
5724		.WESTERN ELEC KEDO NB		1.04		1.04						.52		1.04	1.56				10083828
5116		.ANES RUBBER CO HAMBURG NJ				3.64	.52							.5	12.0				10005116
5722		.ARKANSAS TECH IND BATESVILL AR				12.5								.050					00235056
5391		.ATLANTIC VARNISH RICHMOND VA				.050													00187925
5612		.AUDAY CHEMICAL NATRION WV	1.50	1.56	1.50	2.08				.520	.520		.520		.520				10053692
5728		.ADHESIVE ENG SAN CARLOS CA		.050															10000750
5116		.BIRMA PRODUCTS SAYREVILLE NJ				7.80								7.80					10040624
5391		.E BOND EPOXIE FT LAUDERDALE FL		.520															00236276
5114		.BURGEN BROOKLYN NY				1.04		.520							.520				10010343
5171		.BRIDGEPORT CHEM FARMINGDALE NY	1.00		1.00														10011418
5603		.BROOKS CLUB CORP CANTON MA				.520			.520										00235935
5604		.BURROUGHS CORP ROCHESTER NY		.100															10012619
5609		.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
5612		.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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NSS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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 GRID-GP.
		AROCLOR 1221															0034	3A	1040-225-
5054		BUFFALO SOLVENTS TONAWANDA NY				2.08										2.08			10012384
		TOT P-T BUFFALO SOLV BU * POUNDS				2.08										2.08			10012368
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		CENTRAL SOL PALATINE IL		2.08															00235229
5700		CENT SOL SANTA FE SPR-CA	3.00	11.4	3.00	24.4		2.08	2.60	4.16		7.80	2.60		5.20				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		HOSIER SOL INDNAPLS-INDNAPLSIN				2.60			2.60										10038765
		TOT P-T HOOSIER SOL IND * POUNDS				2.60			2.60										10038765
5722		OHIO 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		TEXAS SOLV GARLAND TX				.050	.050												00246037
5605		W EATON SOL ROMULUS-ROMULUSMI		10.4															00164879
		TOT P-T WESTERN EATON S * POUNDS		10.4															10088925
5780		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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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO G	NO SPEC	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.
		ARDCLOR 1221															00363A		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
5268		.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
5024		.DAVID CLARK CO OXFORD MASS		.300															00186473
5724		.CLIFF CO CICERO IL				.100	.100												00246425
5724		.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 MILS 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									10023667
5009		.FORD MOTOR CO LINCOLN PARK MI				.050					.050								00255890
5469		.FORD PAINT AND VAR GRAND RA MI		.050		1.04						1.04							00119052
5729		.FORM-EZE SYSTEMS ALBUQUERQUE NM				3.64		1.04			2.08	.52							00250635
5724		.HB FULLER CO PALATINE IL		.100															10030153
1237		.CIBA & GEIGY CORP CRANSTON RI		886		665	42	84	215	179		45	127	86				112-	10030658
5003		CIBA & GEIGY CORP PROVIDENC RI		30.2															10030576
5116		GEIGY CHEM ARDSLEY NY		.050															10030633
		PARENT CUST. TOT-GEIGY CHEM ARDS		916		665	42	84	215	179		45	127	86				112-	10030633
5512		.GE-PACKARD ELECTRIC WARREN OH		.050															10032981
5034		.GEN ELEC PITTSFIELD MA		.520															10031761
1237		GEN ELEC FORT EDWARDS NY				8.32						8.32							00245467
5012		GEN ELEC COSHOCTON OH	15.0	22.6	15.0	123	5.2	24.4			31.2	12.0	32.2		20.3				10031923
		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
5287		.GEORGIA INST-TECH ATLANTA GA				.520	.520												00248452
5054		.GILLAN CONSTRUCT PEEKSKILL NY		.520															00224512
5002		.AMERIPAL INC INDEPENDENCE OH		.520															00183792
5726		.GREAT WESTERN CHEM OAKLAND CA				1.56									1.56				10035455
5729		GREAT WESTERN CHE RICHMOND CA				2.08			1.04		1.04								10035473
5726		GREAT WESTERN CHEM TIGARD OR		.520															10035517
		PARENT CUST. TOT-GREAT WESTERN C		.520		3.64			1.04		1.04				1.56				10035473
5307		.INERTECH SYSTEMS CLIFTON VA				.050	.050												00226693
5722		.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. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAR-GEO-GR.
ARCLOR 1221															00363A		1040-225-17
.HAAS & WALDSTEIN NEWARK NJ				2.08							.52	1.56					00128252
.WALTER MAGUIRE PEEKSKILL NY				.520							.520						00261823
.MANHATTAN ADHES BROOKLYN NY	5.00	5.72	5.00	4.16		1.04	1.04			1.04		1.04					10046419
.KUSO CORP CHILLICOTHE OH		.570															10051258
.PRECCO PRODUCTS CRANSTON R I				.050					.050								00215613
.KEFING PROD DV LYNDHURST NJ				.520			.520										10066371
.MINN MIN CHEMOLITE SIDING MN				.520									.520				10052471
MINN MIN - MFG ST PAUL MN		.100															10053013
PARENT CUST. TOT-MINN MIN - MFG		.100		.520									.520				10053013
.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
.WASHOW-DUTCH BRAND CHICAGO IL	25.0	.570	25.0	5.20				1.56	3.64								00152900
.NORTH AMERI PAINT WANAMASSA NJ				.520								.520					00242276
.ORE-LUBE CORP COLLEGE PT NY		1.56		8.84	1.56		2.08			5.20							10059496
.PHILOSTATIC INC MALVERN PA		.050															10062802
.POLAROID CORP CAMBRIDGE MA		.050															00155136
.POLYMER SC & ENGNG AMHERST MA		.010															00240613
.POLYTECH CO ROCKAWAY NJ				1.56			.520	.520	.520								00250759
.ROHM & HAAS SPRINGHOUSE PA		.050															10066894
.SANGAMO ELEC PICKENS SC				.520										1.04	.52		10070763
.SCHWARTZ CH LONG ISLD CTY NY				.520					.520								00137375
.SHERWIN WILLIAMS LOS ANGE CA				.520					.520								00157639
SHERWIN WILLIAMS CLEVELAND OH				20.8			10.4		10.4								10072794
PARENT CUST. TOT-SHERWIN WILLIAM				21.3			10.4		10.9								10072794
.SIMPLEX WIRE CABL N BERWICK ME				.050									.050				00230316
.SUN CHEM CARLSTADT N J		.050															10076625
.SWIFT CHEMICAL HAYWARD CA				.520				.520									00227153
SWIFT CHEMICAL ATLANTA GEORGIA				1.04									.520		.520		00219215
SWIFT - CO PORTLAND OREGON		.520															10077443
PARENT CUST. TOT-SWIFT - CO CHIC		.520		.520				.520					.520		.520		10077346
.TELEDYNE COAST PROSEAL COMP CA				.520								.520					00263141
.UNION CARBIDE TAFT LOUISIANA				3.12						3.12							00066865
.UNION AMSCO MIAMI FL				1.56								1.56					10004160
UNION AMSCO TAMPA FL				1.04						.520				.520			10004136
UNION AMSCO DALTON GA				.520						.520							00252190
UNION AMSCO TUCKER GA		2.08		1.04			1.56				2.60						10004551
UNION AMSCO PALATINE IL		.520															10004233
UNION AMSCO CARTERET NJ	50.0	13.5	50.0	20.4	5.4			5.5			13.0	2.6					10004179
UNION AMSCO CONSHOHOC PA		7.28		10.1		5.93					4.16						10004241

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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.	CUSTOMER/ MANUFACTURER
		ARUCLOR 1221															00343A		1040-225-
		UNION AMSCO PROVIDENCE RI		4.16		3.64					2.08				1.56				10004525
		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
		.UNITED LACQUER MFG LINDEN NJ		1.04		1.04					.520	.520							10083524
		.UNITED STATES GOVT EDGEWOOD MD		.520															00142492
		.VALSPAR CORP HUTLEY NJ	5.00	6.76	5.00	7.80	1.04	1.04	.52	1.04		3.12			1.04				00151541
		.JOYCE 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-
		ARUCLOR 1221B															01834A		1040-226-
		.ACME CHEM INSUL NEW HAVEN CT				.050											.050		10000521
		.AMES RUBBER CO HAMBURG NJ				1.04										10.4	1.04	10.4	10015110
		.ARKANSAS TECH IND BATESVILL AR				20.8													00238664
		.NUBAY CHEMICAL NATRIUM WV				.520											.520		10053592
		.CELANESE COATINGS RIVERSIDE CA				.050										.050			10014681
		CELANESE CTGS LOUISVILLE KY				5.20												5.20	10014700
		CELANESE COATINGS NEWARK NJ				.520										.520			10014697
		PARENT CUST. TOT-CELANESE CORP N				5.77										.57		5.20	00045925
		.CENTRAL SOL CHICAGO-CHICAGOIL				4.78										1.04	3.74		10015131
		TOT P-T CENTRAL SOLVENT * POUNDS				4.78										1.04	3.74		10015128
		CENT SOL SANTA FE SPR-CA				5.25												5.25	10015111
		TOT P-T CENTRAL SOLV SA * POUNDS				5.25												5.25	10015111
		TEXAS SOLV DALLAS-DALLASTX				4.16										2.08		2.08	10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				4.16										2.08		2.08	10079411
		W EATON SOL ROMULUS-ROMULUSMI				5.20											5.20		00164897
		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	10015113
		.CHEMICAL PRODUCT E PATERSON NJ				10.4											10.4		00217588

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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.	CUST.ID MATR.GRP
		ARUCLOR 1221B															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 COSDUCTON OH				30.2												30.2	10031
5721		.GREAT WESTERN CHE RICHMOND CA				5.20										5.20			10039
5116		.HARDMAN INC BELLEVILLE NJ				.520												.520	10020
5722		.J G CHEMISTS MURRAY KY				.520												.520	00262
5171		.MANHATTAN ADHES BROOKLYN NY				1.04											1.04		10048
5729		.TELEDYNE COAST PROSEAL COMP CA				.520											.520		00263
5301		.UNION AMSCO TAMPA FL				.520										.520			10004
5117		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	03047
5724		.VALSPAR CORP NUTLEY NJ				2.60										2.60			03151
		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															00159
5722		.ACME PAINTING INK KANSAS CT KS		1.20															00159
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		.GLIAX CORP DESPLAINES ILL		.600															00196
5729		.BORDEN CARSON CALIF		.600															10010
5024		BORDEN LEONINSTER 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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V.S.	SLS REP	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. I.D./ MAJR-GRD-G
		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. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID MAJR GRD-GP
	ARJOLOR 1242															00349A		1040-240-
5605	W EATON SOL RUMULUS-DETROITMI		38.8															10088925
	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															00114847
5345	.CURTIS-YOUNG CORP PENSAUKEN NJ		2.40															10020530
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
5219	.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 PITTSFIELD MA		10.9															10031761
5237	GEN ELEC HUDSON FALLS NY																	10031931
	PARENT CUST. TOT-GEN ELEC SCHENE		10.9															10031850
5054	.GERMAIN CROSSMEN PITTSFOR 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															10035545
5609	.PROTECTIVE TREATMENT DAYTON OH		.055															10064937
5724	.HIGH STRENGTH PLAST CHGO ILL		1.20															10037980
5307	.INERTECH SYSTEMS CLIFTON VA		.655															00226890
5219	.INMONT CORP LODI NJ		.110															10040817
5054	.JARD COMPANY INC BENNINGTON VT		40.8															00183335
5724	.JOSLYN MFG CO CHICAGO IL		6.00															10043165
5612	.KOPPERS COMPANY NEWARK NJ		92.4															10044790
5345	.L N P POLYMERS THORNDALE PA		1.00															00208981
5114	.MAGID CORPORATION LINDEN NJ		.600															10048028

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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./ MAJR. GRD. GP
	ARUCLOR 1242															00349A		1040-240-17
1732	.MALLORY CAPACITOR WAYNESBOR TN				44.7	44.7												00211143
5726	.MATTEL INC LONG BEACH CA		6.00															00214434
1178	.MEAD CORP CHILLICOTHE OH		4.26															10051258
5110	.MOBIL CHEMICAL CO EDISON NJ		22.8-			22.8				22.8-								10053676
5003	.NASHUA CORP MERRIMAC NH				175	75		100										00245240
5003	.NASHUA CORPORATION NASHUA NH	150	124	150														10056055
	PARENT CUST. TOT-NASHUA CORPORAT	150	124	150	175	75		100										10056055
5720	.APPLETON PAPER APPLETON WISC		.055															10005841
1178	NATL CASH REGIS DAYTON OH		2675		347	175	86	43	22	46		25-						10056349
1178	NATL CASH REG CO PORTAGE WI		4024		506	308	133	90					25-					00094145
	PARENT CUST. TOT-NATL CASH REGIS		6699		853	483	218	134	22	46		25-	25-					10056349
5171	.PERRY BROTHERS WOODSIDE NY		.600															10062039
5054	.PRECISION TECH PROD WOBURN MA		.035															00185736
5726	.PRODS RESEARCH GLENDALE CA		43.8															10064856
5345	PRODS RESEARCH GLOUCESTER NJ		12.6															10064864
	PARENT CUST. TOT-PRODUCTS RESEAR		56.4															00045756
5004	.ELI SANDMAN CO WORCESTER MA		.055															00228621
5116	.SONNEBORN BUILD BELLEVILLE NJ		15.6															10073004
5725	.ESSO RESEARCH - EN DAYTOWN TX		.110															10026805
5367	.PAISLEY PROD FOREST PARK GA		1.80															00234869
5114	PAISLEY PRO-DIV CLIFTN NJ		18.0															10060354
	PARENT CUST. TOT-STANLEY WARNER		19.8															00044733
5118	.STAUFFER CHEM DOBBS FERRY NY		.600															10075602
5722	.STEELCOTE MFG ST LOUIS MO		1.80															10075742
5729	.H B STUCK ADHES FORT WORTH TX		.600-															00238082
5218	.SUN CHEM CORP E RUTHERFORD NJ		.110															10076552
5760	.TAB CHEMICALS INC CHICAGO ILL		6.00															10077542
5722	.UNION AMSCO DENVER CO		.055															00222224
5387	UNION AMSCO TUCKER GA		12.0		3.60-							3.60-						10004551
5003	UNION AMSCO PALATINE IL				4.20-	4.20-												10004233
5307	UNION AMSCO BALTIMORE MD		18.0															10004204
5114	UNION AMSCO CARTERET NJ		5.35															10004179
5307	UNION AMSCO CONSHOHOC PA		118															10004241
5003	UNION AMSCO PROVIDENCE RI	10.0	18.6	10.0														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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-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. I.D./ MAJ. GRD. OP.
	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
	55 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
5424	.WESTERN ELEC WECO NB		1.10															10036828
5612	.MOJAY CHEMICAL NATRIUM NV		1.10															10053692
5728	.BENSON CHEMICAL SEATTLE WA		22.0															10009340
5214	.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
5756	BUFFALO SOLVENTS TONAWANDA NY		2.30															10012384
	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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ORGANIC DIVISION SPECIALTY PRODUCTS
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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 / MAPPING CODE
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															1003876
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.W. 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
7029 .PHILLIPS PET BARTLESVILLE OK																	10062659
5725 PHILLIPS PET BARGER TX		.050															10062675
PARENT CUST. TOT-PHILLIPS PET BA		.050															10062659
5331 .SANGAMO ELEC PICKENS SC				.550								.550					10070733
5357 .PAISLEY PROD FOREST PARK GA		.550															00234969
5354 .SPENCER KELLOGG BUFFALO NY		.100															10043719
5725 .UNION CARBIDE TAFT LOUISIANA		1.10															00086665
5116 UNION CARBIDE SISTERSV KY		5.50															00141852
PARENT CUST. TOT-UNION CARBIDE C		6.60															00045705
5114 .UNION AMSCO CARTERET NJ		23.1															10004179

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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 NUMBERS
ARCOLOR 1232															00365A		1040-230
5307 UNION AMSCO CONSHOHOC PA		1.10															[illegible]24
5003 UNION AMSCO PROVIDENCE RI		1.65															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															1000052
5307 .ACME VISIBLE RECOR CROZET VA		2.40															0010685
5171 .ALL TRONICS WESTBURY LI NY		1.20															0010767
5612 .AMAX SPECLTY RTL WASHINGTON WV		2.40															0020969
5301 .ARCHER PROD WINSTON SAL NC				1.80-				1.80-									1000000
5612 .MOBAY CHEMICAL PATRIUM WV		1.20															1005357
5113 .BELRAY CO INC FARMINGDALE NJ		19.0															1000511
5612 .BLAIR PROCESS TALLMADGE OHIO		.600															0021657
5114 .BONINO GALLERIES NEW YORK NY		.055															0023412
5720 .UNIV OF CALIF LOS ALAMOS NM		.060															1001319
5171 .CELANESE COATINGS NEWARK NJ		42.0															1001439
5612 .ALLEG SOLV CARNEGIE CORAOP PA		5.40															1000209
TOT P-T ALLEG SOLV CARN * POUNDS		5.40															00107700
5403 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															10015138
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-

G	S.H.	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 / MATERIAL CO
		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		W EATON SOL ROMULUS-DETROITRI		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															10015308
5726		.CONTINENTAL ASSOC IN OREM UTAH		1.20															00182877
5603		.DECOR LAMINATES NEW BEDFORD MA		1.20															00183431
5612		.DIAMOND SHAMROCK C PAINESVI OH		.060															00116289
5345		.E I DUPONT WILMINGTON DE		46.7		4.80-								4.80-					10022564
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															00232807
5116		.ELAN CHEMICAL NEWARK NJ		.600															00152892
5724		.GHIL PAINT & CHEM CHICAGO IL		.600															00232610
5608		.GOODYEAR TIRE ST MARYS OH		.035															10034728
5604		.W R GRACE CO CHICAGO IL		12.0															10035007
5114		.GRIGNARD CHEM ELIZABETH NJ		1.80															00176559
5603		.PROTECTIVE TREATMENT DAYTON OH		.600															10064937
5722		.INTERCOASTAL CORP E ST LOUIS I		.600															00048143

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	SIS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR 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. GROUP
		AROCLOR 1248															00356A		1040-260-
5114		.MAGID CORPORATION LINDEN NJ		1.80															10048028
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															00152900
5345		.N L INDUSTRIES PERTH AMBOY NJ		.600															10056640
5724		.NORTHWEST RBR ALBERT LEA MN		.055															10056481
5171		.ORE-LUBE CORP COLLEGE PT NY		3.60															10059496
5116		.PERMAFLEX CORP CARLSTADT NJ		7.20															00183865
5004		.POLAROID CORP CAMBRIDGE MA		.055															00155135
5345		.POLYMER CORP READING PA		.110															10063949
5612		.PPG SPRINGDALE PA		1.20															10053353
5725		.REPCO REPL PTS EVERMAN TX		1.80															00135025
5171		.SCHWARTZ CH LONG ISLD CTY NY		.600															00137375
5116		.ER SQUIBB NEW BRUNSWICK NJ		.960															00200671
5114		.PAISLEY PRO-DIV CLIFTN NJ		1.80															10060354
5725		.STERLING PRG - GASK HOUSTON TX		.600															10075939
5367		.UNION CAMP CORP SAVANNAH GA		.600															10061599
5113		.UNION CAR UC GOLND BROOK N J		.055															10081823
5116		UNION CARBIDE SISTERSV WV		97.2															00141652
		PARENT CUST. TOT-UNION CARBIDE C		97.3															00045705
5367		.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-

M.O.	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 / MICROFOLD GT
		AROCLOR 1254															00361A		1040-280-1
5116		.ALFA INK - CHEM CARLSTADT NJ		.600															10[illegible]56
5612		.ALLEGHENY LUDLUM BRACKENRID PA		.120															00165409
5345		.ALLENTOWN PAINT ALLENTOWN PA		.060															10002184
5725		.ALLIED MATERIAL STROUD OK		31.8															10002557
5[illegible]		.AMERICAN LACQUER TAMPA FL		.300															10[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															10006546
5392		.ARMSTRONG CORK LANCASTER PA		.060															10005435
5301		.ASSOCIATED PLASTICS HIALEAH FL		1.90															00234222
5337		.ATLANTIC PAINT JACKSONVILLE FL		.600															00110523
5116		.BASF WYANDOTTE HACKENSACK NJ		9.00															00156345
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		.H A BRUDER & SONS PHILADEL PA		7.20															10012007
5[illegible]		.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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-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. NO. / MAJ. ORD. GP
	AROCLOR 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
5728	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		336															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	*MO SOLV KANSAS CTY-KNS CTYMO		15.0															10053544
5722	MO SOLV ST LOUIS-ST LOUIS MO *		116															10053552
	TOT P-T MO SOLV ST LOUI * POUNDS		116															10053552
5612	OHIO SOLV CLEVELAND-CLEVEOH		234															10058953
	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-

S	SS	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.	CUSTOMER MASTER NO
		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															10090939
5720		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															00223067
5723		.CHEM PROD CO RUMFORD RI		30.0															10015707
5605		.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
5725		~~.CONCRETE CURE CHEM DENVER COLO~~		~~.240~~															00200442
5725		.CONLEY CORPORATION TULSA OK		5.40		.060				.060									10018370
5724		.COOK PAINT - VA N KAN CITY MO		3.00															10019494
5245		.COSDEN CHEM COATING BEVERLY NJ		7.80															10019958
5301		.CROWN PAINT HIALEAH FL		.600															10020271
5724		.DASURY COLUMBIA CO CHGO IL		22.2															10049229
5113		.CUSTOM CHEMICALS E PATERSON NJ		.600															10020638
5301		.DAVIS PAINT MFG LYNCHBURG VA		.120															00225214
5301		.DELTA LAB INC ZOLLER FL		.600															00232432
5726		.DEATER CORP HAYWARD CA		3.60															00230847
5245		.DODGE CORK CO INC LANCASTE PA		.120															00116535
5114		.DUNMORE CORP KENILWORTH NJ		.060															00223362
5245		.E I DUPONT NEWPORT DE		6.60															10023556
5245		E I DU PONT DE BEAUMONT TX		.060															10024221
		PARENT CUST. TOT-E I DU PONT DE		6.66															10023564
5412		.DURACOTE CORP RAVENNA OH		.600															10024242
5307		.DYNASURF CHEM BALTIMORE MD		.600															10024439

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-IN THOUSANDS OF POUNDS AND DOLLARS-

%	S.I.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST 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 MAT ORDER
		ARUCLOR 1254															C0361A		1040-250-1
5113		.HARDMAN INC BELLEVILLE NJ		3.60															10036979
5677		.PROTECTIVE TREATMENT DAYTON OH		6.00															10054937
5114		.HUMPELS MARINE PT NEW YORK NY		.600															10037409
5605		.[illegible] MI		.240															10229173
5720		.HUMBOLDT PAINT CO EUREKA CA		.060															00184450
5724		.ILLINOIS ADHESIVE CHICAGO IL		79.2															10040319
5367		.INDURALL COATINGS BIRMINGH AL		1.20															00125425
5722		.IND SYNTHET ADH ST LOUIS MO		.060															10046473
5307		.INERTECH SYSTEMS CLIFTON VA		1.56															00226590
5720		.INMONT CO ARAUSTA GA		.060															10040914
5723		INMONT CORP LOS ANGELES CALIF		3.00															00125600
5722		INMONT CORP ST LOUIS MO		10.2															10040639
5115		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															10043475
5549		.KANECKI BERYLCO BOYERTOWN PA		1.30															10042549
5114		.KENTILE FLOORS BROOKLYN NY		.600															10044006
5307		.KEYSTONE LUBRICATING PHIL PA		1.80															10044227
5722		.GEORGE KOCH EVANSVILLE IN		.060															10044610
5429		.KOHLER MOLISTER PT DENVER CO		1.20															10044542
5612		.KOPPER COMPANY FONTANA CA		180															00229527
5612		KOPPERS COMPANY NEWARK NJ		444															10044790
5612		KOPPERS COMPANY WESTFIELD NJ		49.2															10044812
5612		KOPPERS COMPANY FOLLANSBEE WV		298															00229552
		PARENT CUST. TOT-KOPPERS CO PITT		971															00044571
5116		.LAUREL CO GARFIELD NJ		.120															10045523
5729		.LONGHORN PAINT SAN ANTONIO TX		.600															05187119
5612		.MANDRELS IND LOUISVILLE OHIO		.720															00164771
5771		.MANHATTAN ADHES BROOKLYN NY		6.00															10046419
5724		.ACORAN EDISON SOUTH RI NJ				.600		.600											00126910
5724		.MINN MIN-MFG CORDOVA IL		330															05229733
5724		MINN MIN - MFG WAYNE NJ		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-

SL	SS	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'D MAP OBJECT
		PARENT CUST. TOT-MOBIL OIL CORP		82.2															10054443
		AROCLOR 1254															00361A		1040-280-1
[illegible]	[illegible]	.STAT CHEM INC STAT ISL NY		19.2															10075[illegible]
5116		.BENJ MOORE NEWARK NJ		3.60															10055180
5722		.BORRIS PAINT E ST LOUIS IL		1.20															10055303
5724		.NASHUA-DUTCH BRAND CHICAGO IL		.600															00152[illegible]
[illegible]	[illegible]	.BAKER CASTOR OIL BAYONNE NJ		201															10[illegible]024
5119		.NATL STARCH PLAINFIELD NJ		1.20															10056969
[illegible]	[illegible]	.NAZAR RUBBER CO TOLEDO OH		2.40															10057140
[illegible]	[illegible]	.NILES CHEM PAINT NILES MI		.600															10057833
5171		.PARKER STEARNS BROOKLYN NY		.050															10061974
5171		.PARK NAME PLATE FLUSHING LI NY		.480															00178[illegible]
5116		.[illegible] PARR - CO HANOVER NJ		.600															00150005
5307		.PENNWALT CORP MONTGOMERY AL		7.20															00233[illegible]
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															10061598
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															10064856
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															10066464
5726		.RBR ENGINEE SALT LAKE CITY UT		.600															10069777
5171		.REALE PAINT CORP BROOKLYN NY		.600															00227919
5108		.REICHHOLD CHEM ELIZABETH NJ		.060															10067081

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M O	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR Y-T-D	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAP-SRC GP
		ARCOLOR 1254															00361A		1040-280-1
5612		.REPUBLIC DYE - CHEM AKRON OH		.120															10[illegible]05
5612		.REPUBLIC PRD MTLS MEDIA OHIO		.120															00[illegible]240
5507		.RICHARDSON PAINT PHILADE PA		.600															00224455
5114		.RUBBR & SILICNE PRD FAIRFLD NJ		.120															00184373
5387		.SANDERS PAINT INC TUCKER GA		.060															00187356
5729		.GLIDDEN CO SAN FRANCISCO CA		1.20															10033760
5612		GLIDDEN CO READING PA		.600															10033338
		PARENT CUST. TOT-S C M CORP CORT		1.80															00045454
5724		.DESOTO INC CHICAGO IL		2.40															10021855
5722		.SHAWNEE PLAST EVANSVILLE IN		.120															10072212
5729		.SHELL CHEM DEER PK TX		12.0															10072351
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		35.0															10072654
5612		SHERWIN WILLIAMS GLOUCESTER NJ		7.20															10072697
5612		SHERWIN WILLIAMS CLEVELAND OH		151															10072794
		PARENT CUST. TOT-SHERWIN WILLIAM		223															10072794
5114		.SOLAR COMPOUNDS LINDEN NJ		10.8															10073765
5114		.SPRINGBORN BUILD BELLEVILLE NJ		313															10072304
5609		.SPARLING PLASTICS PLYMOUTH MI		.600															00213579
5114		.SPECTRACHEM CORP PATERSON NJ		.060															00136591
5749		.STANDARD DRY WALL SCGELY PA		6.00															00177350
5114		.STANDARD PACKAGIN CRANBURY NJ		1.80															10075173
5625		.STATE CHEM CO LUBBOCK TX		.060															00135092
5114		.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															00106703
5116		.SUN CHEM PATTERSON NJ		6.00															00135416
5116		SUN CHEMICAL BROOKLYN NY		.060															00224920
		PARENT CUST. TOT-SUN CHEMICAL CO		6.06															10076714
5045		.SUN OIL CO MARCUS HOOK PA		4.80															10076838
5054		.SWIFT - CO WEST HAVEN CON		.600															10077503
5761		.TAJ CHEMICALS INC CHICAGO ILL		43.0															10077842
5116		.TECH RUBR & PLASTIC CLIFTON NJ		.060															00227420
5116		.TEMPIL DIVISION S PLAINFELD NJ		.180															00183652
5085		.TENNECO INC OF DIV HAZLETON PA		.060															00140147

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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. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT	OCT.	NOV.	DEC.	CUST NO / MAT NO-SP
		ARCCLOR 1234															00361A		1040-280-1
5729		.TEXAS HIGHWAY AUSTIN TX		.840															00160083
5728		.TEXTONE INC CITY OF COMMCE GA		4.20															00181900
5722		.THERMAL SYSTEMS ST LOUIS MO		.420															00140635
724		.TIP TOP PROD OMAHA NEB		.130															10060215
5171		.TRU-RITE INC BROOKLYN NY		.600															00141250
5115		.UNION CAR UC MOUND BROOK N J		.240															10061823
5387		.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
5184		UNION AMSCO CARTERET NJ		.144															10004179
5207		UNION AMSCO CONSHOHOC PA		.519															10004241
5709		UNION AMSCO PHILADEL PA		157															10004276
5409		UNION AMSCO PROVIDENCE RI		59.2															10004535
5307		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
5004		.UNIROYAL CHEM NAUGATUCK CT		.060															10082437
5004		UNIROYAL FTWEAR 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
5723		.U S GYPSUM NASHVILL TN		1.20															00143022
5724		.VALSPAR CORP NUTLEY NJ		10.2		4.80-	4.80-												00151548
5727		.VIRGINIA PAINT MFG NORFOLK VA		3.60															00217492
5613		.WALWORTH CO SO GREENSBURG PA		.060															00207653
5171		.WHARTON INDUSTRIES BROOKLYNNY		.600															00135376
5722		.WINDSOR PLASTICS EVANSVILLE IN		.180															00121439
5720		.UNIV OF WISC MADISON WISC		.060															00154911
5612		.WITCO CHEMICAL CLEVELAND OHIO		1.20															00205570
5609		.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-						
		ARCCLOR 1254 103 TOL															00363A		1040-282-1
5004		.COMPO CHEM MANSFIEL MA		10.2															C0114063
5003		.UNION AMSCO PROVIDENCE RI		2.40															10004535
5348		.WESTINGHOUSE HAMPTON S C		1.20															10089505
		TOTAL PRODUCT * * * * * * * LB		13.8															1040-282-1

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01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MA 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 1254 10% XYL															00364A		1040-286-1
																			00107700
6012		.ALLEG SOLV CARNEGIE CARNEGI PA																	10002095
6012		ALLEG SOLV CARNEGIE CONAOP PA		33.6															00107700
		TOT P-T ALLEG SOLV CARN * POUNDS		33.6															
																			10035007
5004		.W.R. GRACE CO. CHICAGO IL		.600															10062918
5054		.PIERCE - STEVENS BUFFALO NY	100	87.0	60.0														00141402
6012		.USS CHEM DIV NEVILLE PA		32.9															
		TOTAL PRODUCT * * * * * * * LB	100	153	60.0														1040-286-1
																	00369A		1040-290-1
		AROCLOR 1260																	
																			10003156
5171		.AMERICAN ADHESIVE MFG BROOK NY																	10007316
5005		.BENDIX FILTER MADISON HGTS MI		.060															00234125
5114		.DUNING GALLERIES NEW YORK NY		.300															00183504
5707		.CALDWELL CHEM FAYETTEVILLE TN		.060															10005361
5609		.ANSCO SOLVENTS CINCINNATI OH		3.60															
																			10005361
		TOT P-T ANSCO SOLVENTS * POUNDS		3.60															
																			10012384
5554		BUFFALO SOLVENTS TONAWANDA NY		4.80															
																			10012368
		TOT P-T BUFFALO SOLV BU * POUNDS		4.80															
																			10015049
5726		CENTRAL SOLV HAYWARD-HAYWARD		2.40		2.40						2.40							
																			10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		2.40		2.40						2.40							
																			10015138
5700		CENTRAL SOL CHICAGO-CHICAGOIL		15.0															
																			10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		15.0															
																			10015111
5726		CENT SOL SANTA FE SPR-CA		4.80															
																			10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		4.80															
																			10022576
5609		DIXIE SOL LOUISVILLE-LOUSVLE K		11.4															
																			10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		11.4															
																			10053552
5722		MO SOLV ST LOUIS-ST LOUIS MO *		24.6															
																			10053552
		TOT P-T MO SOLV ST LOUI * POUNDS		24.6															

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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-

SIG	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. GRD GP
																	00369A		1040-290-1
		AROCLOR 1260																	10058953
56	12	OHIO SOLV CLEVELAND-CLEVECH		12.0															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		12.0															10079411
57	25	TEXAS SOLV DALLAS-DALLASTX		1.20															10079411
		TOT P-T TEXAS SOLVENTS * POUNDS		1.20															10091012
57	20	WISC SOLV MILWAUKEE-MILWAKE WI		3.00															10091039
57	20	WISC SOLV MILWAUKEE-W ALLIS WI		10.8															10091012
		TOT P-T WISC SOLV MILWA * POUNDS		13.8															
		PARENT CUST. TOT-CENTRAL SOL CHI		93.6		2.40-						2.40-							10015138
56	09	.FRANKLIN GLUE COLUMBUS OH		.060															10029449
57	24	.HB FULLER CO PALATINE IL		2.40															10030153
57	24	H B FULLER MEMPHIS TN		4.20															10030056
		PARENT CUST. TOT-H B FULLER ST P		6.60															10030072
50	04	.W R GRACE CO CHICAGO IL		1.20															10035007
57	26	.GREAT WESTERN CHE RICHMOND CA		1.20															10035473
57	28	GREAT WESTERN CHEM TIGARD OR		.600															10035511
		PARENT CUST. TOT-GREAT WESTERN C		1.80															10035473
57	26	.INMONT CORP EL SEGUNDO CALIF		.600															10040092
57	22	.INTERNATIONAL SHOE ST L MO		.060															10041759
57	22	.SINCLAIR - VALENT N KAN CTY MO		.060															00086649
57	24	.MINN MIN - MFG ST PAUL MN		.060															10053013
53	01	.NATROCHEM SAVANNAH GEORGIA		9.60															00157685
51	16	.J OSSI WYCKOFF NJ		.080															00230901
51	71	.PARK NAME PLATE FLUSHING LI NY		.060															00176096
56	09	.DAP INCORPORATED DAYTON OHIO		1.80															00157473
51	16	.NATL STARCH BLOOMFIELD NJ		3.00															10063221
53	17	.RELIANCE UNIV ROANOKE VA		.600															00178209
56	04	.ELI SANDMAN CO WORCESTER MA		.600															00228621
56	12	.GLIDDEN CO CLEVELAND OH		.420															10033845
51	16	.SONNEBORN BUILD BELLEVILLE NJ		71.4															10073004
51	14	.STAR-GLOW ABR E RUTHERFORD NJ		.060															10075432
57	22	.STEELCOTE MFG ST LOUIS MO		1.20															10075742
51	16	.SUN CHEM NEW HAVEN CT		13.9															00233609
51	16	SUN CHEM CORP E RUTHERFORD NJ		10.8															10076552

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81131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MC	NO	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.	CUST ID / MAJR.GRD GP
																			10076714
		PARENT CUST. TOT-SUN CHEMICAL CO		24.7													00359A		1040-290-17
		ARUCLOR 1260																	10077500
																			10077486
5556		.SWIFT - CO WEST HAVEN CON		1.20															
5724		.SWIFT - CO CLEVELAND OHIO		.600															10077346
		PARENT CUST. TOT-SWIFT - CO CHIC		1.80															00225940
																			10081823
5407		.THIOKOL CHEM HAYNESBURO VA		4.80									4.80						10004551
5810		.UNION CAR UC BOUND BROOK N J		.600															10004179
5507		.UNION AMSCO TUCKER GA		14.4		4.80							9.00						10004535
5414		UNION AMSCO CARTERET NJ		.900	6	9.00													
5003		UNION AMSCO PROVIDENCE RI		3.00									13.8						00047155
		PARENT CUST. TOT-UNION OIL CO LO		18.3		13.8													00248916
		.WHITTAKER CORP MINNEAPOLIS MN		.060								2.4	13.8						1040-290-17
		TOTAL PRODUCT * * * * * * * LB		243		16.2													
																	00370A		1040-295-17
		ARUCLOR 1260 10% TOL																	10003156
5171		.AMERICAN ADHESIVE MFG BROOK NY		.600															10015049
5720		.CENTRAL SOLV HAYWARD-HAYWARD		2.40															10015049
		TOT P-T CENTRAL SOLV HA * POUNDS		2.40															10015138
5700		CENTRAL SOL CHICAGO-CHICAGOIL		24.6															10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		24.6															10015111
5726		CENT SOL SANTA FE SPR-CA		9.00															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		9.00															10038766
5009		HOOSR SOL INDNAPLS-INDNAPLSIN		2.40															10038766
		TOT P-T HOOSIER SOL IND * POUNDS		2.40															10053552
5722		MO SOLV ST LOUIS-ST LOUIS MO *		1.80															10053552
		TOT P-T MO SOLV ST.LOUI * POUNDS		1.80															

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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-

G	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CLAR YEAR	SALES CUSTOMER YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / SALES REPORT
																	00370A		1040-295-1
		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																	10048699
●	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		.060															1002492
	50 03	.EASTERN CLR - CH PROVIDENCE RI		.660															100206[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. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR-GRD-GR.
	AROCLOR 1262															00373A		1040-300-17
5145	.HASTINGS & CO HAVERTOWN 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															10052963
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 HYCKOFE NJ		.090															00230931
5110	.NATL STARCH BLOOMFIELD NJ		4.80															10063221
5145	.PRODS 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															10004284
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 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. GRD. GR.
	AROCLOR 1262 10% TCL															00375A		1040-310-17
5009	HOOSIER SOLVENTS LAFAYETTE IN		1.20															00132524
5725	SOUTHERN NEW ORLEANS-N ORLELA		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
5003	.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	.HAUT MARGEACT HOT SPRINGS AK		.360															00122427
5112	.INMONT CORP ELIZABETH NJ		.600															10040744
5612	.KOPPERS COMPANY NEWARK NJ		81.0															10044790
5301	.REEVES BROS BUENA VISTA VA		1.20															10066859
5114	.HERNETITIE DIV CARLSTADT NJ		.060															10037773
5301	.UNION AMSCO CHARLOTT NC		5.40		2.40-							2.40-						10004152
5114	UNION AMSCO CARTERET NJ		10.2															10004179
~~5303~~	~~UNION AMSCO PROVIDENCE RI~~		~~3.30~~															~~10004535~~
	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
5009	.DIXIE SOL LOUISVILLE-LOUSVLE K		9.60															10022576
	TOT P-T DIXIE SOLVENTS * POUNDS		9.60															10022576
5114	.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											10086755
5612	.BLAIR PROCESS TALLMADGE OHIO				.050									.050				00216577

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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 / MANAGED GR
	ANOCLOR 5432															0178CA		1040-460-17
5054	.BUFFALO SOLVENTS TONAWANDA NY				.100									.100				10012384
	TOT P-T BUFFALO SOLV BU * POUNDS				.100									.100				10012368
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	10015139
5725	.CONLEY CORPORATION TULSA OK				.590						.590							10018390
5912	.GEN ELEC COSHOCTON OH				.350	.050	.100	.200										10031923
5115	.HARDMAN INC BELLEVILLE NJ				4.13												4.13	10036879
5724	.ILLINOIS ADHESIVE CHICAGO IL		3.55		5.90								5.90					10040019
5726	.SOLAR DIV INTL MAR SAN DIEG CA				.100										.100			00138363
5118	.MOBIL OIL DIV PAULSBORO NJ				.050										.050			10054370
5101	.MODERN HANDL ALABASTER AL				.590										.590			00264059
5412	.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															00258317
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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81131-A DIRECT #2
01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	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 / MAJR GRD GP
		AROCLOR 5432															01780A		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
5745		.C P ROESER LAHASKA PA				.050					.050		.050		.100				10068890
5724		.SCHJELDAHL CO NORTHFIELD MN				.150								.690					10071216
5724		.SPECIALTY COAT CO ELKGRV VL IL				.690								.590					10074584
5724		.SWIFT CHEMICAL CO MADISON IL				.590						1.18							00262811
5724		SWIFT - CO VERNON CALIFORNIA				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 TARRYTOW 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				00251666
5367		UNION AMSCO TUCKER GA				.590											.590		10064551
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	38	154	1040-460-1
		AROCLOR 5432-103 TOLUOL															01966A		1040-461-1
5722		.GND SOLV KANSAS CTY-KNS CTYMO				11.0				6.1	5.0	2.75 7.2	7.2	2.75		5.50 8.3		64.4	10053544
5612		.GEN ELEC CUSHOCTON OH				97.9													10031923
		TOTAL PRODUCT * * * * * * * LB				109				6.1	5.0	9.9	7.2	2.8		13.8		64.4	1040-461-1
		AROCLOR 6040															01785A		1045-040-1
5003		.ALLACO PROD BRAINTREE MA		.710		.600	.600												10002044
5009		.BROWN BRIDGE MILLS TROY OH																	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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

PCB

U	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 GRO GP
		AROCLOR 6040															01735A		1045-040-1
5254		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
5720		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 CTYKO				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	18.0	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
5216		.KELPER CHEMICAL CO TRENTON NJ				.650			.050					.600					00157769
5301		.KRISTAL KRAFT INC PALMETTO FL		.050															00237901
5537		.MELOY LABORATORIES SPRINGFD VA		.050															00244190
5609		.U S IND CHEM DIV CINCINNATI OH				.050											.050		00143065
5512		.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 / MAJR ORD GR
		AROCLOR 6040															01785A		1045-040-
53	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-
50	54	.ACME CHEM INSUL NEW HAVEN CT				.050	.050												10000521
57	26	.AMF VOIT INC SANTA ANNA CA				.050						.050							10087090
59	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 P	SLS REP	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.	CUST ID / MAJR GRD GP
		AROCLOR 6050															01786A		1045-050-17
56	05	W EATON SOL ROMULUS-DETROIT MI	50.0		50.0														10086925
		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	20	.ENVIROGENICS CO PARAMOUNT CA				.050		.050											00249645
57	26	.EQUAIR 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			00235736
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							10016401
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
18	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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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJR GEO GP.
ARUCLOR 6062															01755A		1045-062-1
.ABCO CHEM INC ROEBUCK SC CAR		.050										.050				.050	00163351 10002184
.ALLENTOWN PAINT ALLENTOWN PA				.100							.050						00160009
.AMERICAN CHEM SERV GRIFFITH IN				.050													10
.AMERICAN LACQUER TAMPA FL		.110		.550	.100	.100				.150			.200		3.00		10
.BELRAY CO INC FARMINGDALE NJ				3.00													00222933
.C L BRADLEY LAB BRATTLEBORO VT		.600												.050			10014689
.CELANESE COATINGS RIVERSIDE CA				.050											.600	.600	10014700
CELANESE CTGS LOUISVILLE KY				1.20										.050	.600	.600	00045926
PARENT CUST. TOT-CELANESE CORP N				1.25													
.ALLEG SOLV CARNEGIE CARNEGI PA	10.0		10.0							.060							00107700
ALLEG SOLV CARNEGIE CURAUP PA		2.40		.060													10002095
TOT P-T ALLEG SOLV CARN * POUNDS	10.0	2.40	10.0	.060						.060							00107700
AMSCO SOLVENTS CINCINNATI OH		.050		1.90	.10				1.80								10005361
TOT P-T AMSCO SOLVENTS * POUNDS		.050		1.90	.10				1.80								10005361
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
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
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
CENTRAL SOLVENTS SPOKANE WA				3.00				3.00									00255092
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
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
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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

CG	SLS REP	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.	CUST.ID./ MAJ.CUS GP
		AROCLOR 6062															01755A		1045-C62-1
5609		HOUSR 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
5612		OHIO SOLV MINERVA OH		2.40		4.80				2.40			2.40						00237612 10079373
5729		TEXAS SOL HOUSTON-HOUSTONTX																	
		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
5609		W EATON SOL WARREN MI				.050											.050		00233617
5609		W EATON SOL ROMULUS-ROMULUSMI				19.8										3.6	16.2		00169879
		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		4.80															00236945 10019958
5349		.COSDEN CHEM COATING BEVERLY NJ	6.00		6.00					.050								.050	00254504
1134		.CREDO LABS CHICAGO IL				.100													10021383
5729		.DEL PAINT - MFG OKLA CITY OK				.600			.600										00230647
5720		.DEXTER CORP HAYWARD CA				3.60		.600	.600		.600			.600		.600		.600	10023066
5345		.E I DU PONT DE NEMO PARLIN NJ		.100															10020539
5424		.WALLACE ERICKSON CHICAGO IL		.180															10026709
5720		.ESSEX CHEM LA MIRADA CA				1.20			1.20										10026687
5110		ESSEX CHEM SAYREVILLE NJ				6.00						6.00							
		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-

AG	SIC	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 / MAJR GPD GP
		ARUCLOR 6062															01755A		1045-062-1
		.EXCELLO FABRIC COSHOCTON OH		1.20		.050			.050										10026997
5724		.FLLT PRODUCTS SKOKIE IL				1.20						.600			.600				10027594
5809		.FORD PAINT AND VAR GRAND RA MI				.050			.050		.600	.600							00119032
5722		.H B FULLER CO PALATINE IL				.200					.200								10030153
5724		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
5722		.GOODYEAR TIRE AKRON OH				.200									.050	.150			10034698
5622		GOODYEAR TIRE ST MARYS OH				.100	.050										.050		10034728
		PARENT CUST. TOT-GOODYEAR TIRE A				.300	.050								.050	.150	.050		10034698
5201		.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
5728		.GREAT WESTERN CHEM TIGARD OR				4.25				.05	.60	3.00	.60				1.20		10035511
5720		GREAT WESTERN CHEM SEATTLE WA				38.5	3.60		4.80	.05	3.00	6.60	2.40		3.00		5.40	9.60	10035545
		PARENT CUST. TOT-GREAT WESTERN C																	10035473
5114		.HARDMAN INC BELLEVILLE NJ		2.40		6.00			2.40			3.60							10036379
5114		.HERTIN PT - FILLER KEARNEY NJ				.050						.050							10037018
5699		.PROTECTIVE TREATMENT DAYTON OH	5.00		5.00														10064937
5537		.INERTECH SYSTEMS CLIFTON VA				.050	.050												00228890
5722		.IKONT CORP ST LOUIS MO				1.60									1.80				10040639
5724		.STRESEN-REUTER DENSENVILLE,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					00263237
5724		.KELCALI CO BARRINGTON IL				.150		.050			.050			.050					10043794
5722		.KOHLER ECLISTER PT DENVER CO				1.80		.600		.600				.600					10044642
5114		.MAGID CORPORATION LEIDEN NJ		.600															10048028
5724		.MINN MIN - MFG PAYNE MI		.600		165								40		130	5		10052963
5722		MINN MIN-MFG HUTCHINSON MN		10.2															00222574
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
2679		.WAZAR 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-

MA. P.	SLS 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 / MAJR GRP.ID
		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
7829		.PHILLIPS PET BARTLESVILLE OK				.100						.050					.050		10052559
5301		.POLYPLASTEX UNITED PINELLAS FL		.060															00134400
5723		.A.D SPOT PAINT EVANSVILLE IN				1.20										1.20			10065727
5507		.ALLIANCE UNIV ROANOKE VA				2.40								1.20				1.20	00178207
5012		.REPUBLIC PWD MTLS MEDIA OHIO		.060		.400		.100				.100			.100	.100			00164240
5507		.RICHARDSON PAINT PHILADE PA				1.00			.60		1.20								00224456
5507		.RUBBER MILLERS BALTIMORE MD				.120		.120											00250341
5012		.GLIDDEN CO READING PA				1.50								.800	.100		.600		10033806
5507		.SHALLCROSS CO PHIL PA				.050											.050		10072093
5012		.SHERWIN WILLIAMS CLEVELAND OH				12.6	.6									12.0			10072794
5720		.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
5012		.TRUMCO MFG CLEVELAND OH				7.25				.05			2.40		2.40	2.40			10080945
5507		.ULTRA CHEM INC WILMINGTON DELA				.650						.050		.600					00162914
5114		.AMSCO WAYNE NJ				.050	.050	.010											00246212
5387		UNION AMSCO PELHAM AL				1.80	1.80												00248053
5114		UNION AMSCO BRIDGEPORT CT				.600		.600											00250090
5114		UNION AMSCO HODDAM CT				.050	.050												00248061
5301		UNION AMSCO TAMPA FL				.600								.600					10004136
5387		UNION AMSCO TUCKER GA	50.0		50.0														10004551
5003		UNION AMSCO PALATINE IL				.600		.600											10004233
5507		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															00242594
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
5507		UNION AMSCO CONSHOHOC 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
5613		.USS CHEM DIV NEVILLE PA		35.2															00141402

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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	POTENTIAL	LAST YEAR SALES	AMOUNT ON 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															01023A		1045-162-1
5722		.EMMAR 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															01737A		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
5760		CENTRAL SOL CHICAGO-CHICAGO IL		.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
5729		TEXAS SOLV DALLAS-DALLASTX				15.0			15.0										10079411
		TOT P-T TEXAS SOLVENTS * POUNDS				15.0			15.0										10079411
5720		MISC SOLV MILWAUKEE-W ALLIS WI				.600							.600						10091039
		TOT P-T MISC SOLV MILWA * POUNDS				.600							.600						10091012

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SAS 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 GPO. GP
		ARUCLOR 6070															017	37A	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	10015138
5724		.CASAD SHELL INC WAUKEGAN IL				.600		.600											00246539
5034		.GCN ELEC CHELSEA MA				.600	.600							.600		.600	.600		10031540
1133		.P D GEORGE COMPANY ST LOUIS MO				1.80													10033276
5307		.GILBERT SPRUANCE PHILA PA				.600	.600												10074019
6024		.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
5720		.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
5112		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
5725		.MALTER INTL CORP GRETNA LA				1.20			1.20										00251850
5012		.GLIDDEN CO CLEVELAND OH		.050											.050				10033845
5034		.ARTHUR C SIAS WILTON CT				.050													00263931
5345		.TENNECO INC GF DIV HAZLETON PA		.110		.200				.200									00140147
5307		.THIOKOL CHEM WAYNESBORO VA				.600			.600										00225940
5012		.TRANSPARENT-WAX TITUSVILLE PA				24.0				1.80	2.40	2.40		4.80		2.40	3.60	7.20	00251240
5012		.TAEMCO MFG CLEVELAND OH				7.60				3.60			3.15		.30	.35		.20	10080940
5114		.UNION AMSCO CARTERET NJ				13.8				13.8									10004179
5114		UNION AMSCO SAYREVLLE NJ				.600							.600						10004209
5307		UNION AMSCO CONSHOHOC PA				22.0				17.4			3.8		.3	.4		.2	10004241
		PARENT CUST. TOT-UNION OIL CO LO																	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
		ARUCLOR 6070-10 PCT XYLENE															019	8A	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			6.00		10034965
5725		W R GRACE HOUSTON TX				12.0							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-

MG D	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.
		SANTICIZER 311															01900A		7645-311-1
5605		.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
5354		.AIRCO SPEER NIAGARA NY		.200															00107409
5100		.ALLIED CHEM BRUNSWICK GA		30.0															00153672
5100		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
5720		CENTRAL SOLV HAYWARD-HAYWARD		.800															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
5720		CENT SOL SANTA FE SPR-CA		17.6															10015111
		TOT P-T CENTRAL SOLV SA * POUNDS		17.6															10015111
5709		DIXIE SOL LOUISVILLE-LOUSVLE K		44.0															10022576
		TOT P-T DIXIE SOLVENTS * POUNDS		44.0															10022576
5609		HOUSR SOL NEW HAVEN-FT WAYNIN		.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		.800															10024145

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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-

MG	SUS REP	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.	CUST.ID / MAJ GRP GP
																			10023564
		PARENT CUST. TOT-E I DU PONT DE		.275													00219A		1040-340-1
		AROCLOR 1268																	10024927
																			10078547
5003		.EASTERN CLR - CH PROVIDENCE RI		.600															10032776
5331		.TENN EASTMAN KINGSPORT TENN		.200															00215783
5009		.GM-INLAND DAYTON OH		.200															10033203
5154		.GENERAL ELEC GUILDERLAN CTR NY		23.2															10044234
5349		.GENTEX CORP CARBONDALE PA		2.20															00206981
5722		.KILLARK ELECTRIC ST LOUIS MO		.200															10053013
5349		.L N P POLYMERS THORNDALE PA		3.60															00152900
5724		.MINN MIN - MFG ST PAUL MN		21.5															10073804
5724		.NASHUA-DUTCH BRAND CHICAGO IL		15.6															10076552
5110		.SUNHEBORN BUILD BELLEVILLE NJ		67.0															00139416
5110		.SUN CHEM CORP E RUTHERFORD NJ		4.60															
5110		SUN CHEM PATTERSON NJ		.050															10076714
		PARENT CUST. TOT-SUN CHEMICAL CO		4.65															00093723
																			10081823
5725		.JMHAR INC HOUSTON TEXAS		8.00															10064241
5110		.UNION CAR UC ROUND BROOK N J		.260															10004535
5407		.UNION AMSCO CONSHOHOC PA		18.8															
5003		UNION AMSCO PROVIDENCE RI		10.4															00047155
		PARENT CUST. TOT-UNION OIL CO LO		29.2															10062694
																			00142565
5720		.UNIROYAL MISHAWAKA INDIANA		15.0															00224553
5207		.U S GOVERNMENT SILVER SPGS MD		.200															
5004		.M E WRIGHT WEST WARREN MA		.025															1040-340-
		TOTAL PRODUCT * * * * * * * LB		318															
																	00446A		1040-390-
		AROCLOR CRUDE-2565																	10066409
																			10076552
5004		.RAYBESTOS MANHA STRATFORD CT		14.1															
5110		.SUN CHEM CORP E RUTHERFORD NJ		5.00															1040-390-
		TOTAL PRODUCT * * * * * * * LB		19.1															
																	00377A		1040-430-
		AROCLOR 4465																	00228745
																			00109312
5004		.AMERICAN OPTICAL KEENE NH		.050															
5154		AMERICAN OPTICAL BUFFALO NY		.050															10034760
		PARENT CUST. TOT-AMER OPTICAL SO		.100															00146552
5612		.BASF WYANDOTTE GEISMAR LA		.900															

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	HS CT.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CHAN YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJR.GRD GP.
PCD		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
PCD	5007	AMSCO SOLVENTS CINCINNATI CH		.350															10005361
		TOT P-T AMSCO SOLVENTS * POUNDS		.350															10005361
	5254	BUFFALO SOLVENTS TONAWANDA NY		1.00															10012304
		TOT P-T BUFFALO SOLV BU * POUNDS		1.00															10012368
	5722	CENTRAL SOL CHICAGO-CHICAGO IL		47.0		5.00	-5.00-												10015138
		TOT P-T CENTRAL SOLVENT * POUNDS		47.0		5.00	-5.00-												10015138
	5726	CENT SOL SANTA EE 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
		OHIO SOLV CLEVELAND-CLEVEOH		2.00															10058953
		TOT P-T OHIO SOLVENTS - * POUNDS		2.00															10058953
	5725	TEXAS SOL HOUSTON-C CHRISTI TX		.200															00140465
	5725	TEXAS SOL HOUSTON-HOUSTON TX		15.5															10079373
		TOT P-T TEXAS SOLVENTS * POUNDS		15.7															10079373
	5099	* EATON SOL RUMULUS-DETROIT MI		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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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MC.	SIC NO.	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 / MAJP GEO GP.
																	00377A		1040-430-1
PCB		~~NUCLOR 4465~~																	
5726		.CLEARPRINT MFG EMERYVILLE CA		65.1															10017173
5723		.DEUTCH 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
5599		.ELECTRIC REFINING TOLEDO OH		.500															00133016
5612		.JOHNSON PROD PAINESVILLE OH		33.6															10027381
5317		.GENERAL PRINTING INK PHILA PA		.050	4														00175418
5317		.GENESCO INC NASHVILLE TN		.505															10033225
5725		.HART MANUFACT HOT SPRINGS AK		.200															00122629
5301		.HI-STRAND CHEMICALS LENOIR NC		4.00															00213594
5716		.LAMSON ENTERPRISES AKRON OH		3.07															00189969
5724		.MAGIE BROS FRANKLIN PARK IL		3.00															10046036
5599		.H. GOBRICK DENTAL DETROIT MI		.050															00128791
5724		.RHIN-MEN - MFG ST PAUL MN		1.60															10053013
5724		.NASHUA-DUTCH BRAND CHICAGO IL		6.25															00152900
5699		.OLIN CORP BRANDENBURG KY		14.0															10059232
5699		.PECH BROS CINN OHIO		.150															10060369
1256		.S B PENICK LYNDHURST NJ		26.8															10061350
5114		.NATL STARCH BLOOMFIELD NJ		5.00															10063221
5012		PPG INDUST HARMARVILLE PA		.500															00159123
		PARENT CUST. TOT-PITTS PLATE GL		5.50															10063345
5316		.S C A PRINCETON NJ		.050															10065739
5729		.SHELL CHEM CO GEISMAR LA		8.00															00155659
5012		.ACME QUALITY PTS DETROIT MI		1.04															10070579
5114		.SOLAR COMPOUNDS LINDEN NJ		5.00															10073766
5116		.SUN CHEM CORP E RUTHERFORD NJ		24.8															10076552
5345		.SUNOLIN CHEM CO TWIN OAKS PA		6.50															00155667
5725		.TEXAS EASTERN TRANS LUSVK TX		.600															10079204
5171		.TENNIL CORP NEW YORK NY		.050															00139753
5110		.UNION CAR UC BOUND BROOK N J		.050															10081823
5099		.UNION AMSCO PALATINE IL		1.50															10084235
5114		UNION AMSCO CARTERET NJ		2.50															10084173
5587		UNION AMSCO NASHVILLE TN		2.00															10084144
		PARENT CUST. TOT-UNION OIL CO LO		6.00															00047155
5307		.U S GOVT WASHINGTON D C		1.00															10084733
5307		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	SALES FOR CURR. YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID./ MAJR.GRO.GP.
																			10084733
		PARENT CUST. TOT-U S GOVT WASHIN		1.05															
																	00377A		1040-430-17
PCB		ARUCLOR 4465																	
																			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															
																	00384A		1040-450-17
PCK		ARUCLOR 5060																	
																			10025319
5023		.ENGINEERED YARNS COVENTRY RI	5.00	1.00	5.00	3.00				1.00					1.00		1.00		10033935
5012		.GIDSON HOMANS CO CLEVELAND OH		.050		.050	.050												00244163
5024		.HIGHTEMP RESINS STAMFORD CT		.050															10075300
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		10066207
5110		.RIEGEL PAPER RIEGELSVILLE NJ		10.0															00197750
5720		.SHELL DEVELOPMT CO SALIDA CAL		.050															10073756
5114		.SOLAR COMPOUNDS LINDEN NJ	75.0	42.0	75.0														00251232
5307		.TLOBALS FLOORING ONEIDA IN				.050			.050										00255874
5114		.UNION AMSCO NEW MILFORD CT				.100					.100								10034241
5407		UNION AMSCO CONSHOHOC PA		.300															
																			00047155
		PARENT CUST. TOT-UNION OIL CO LO		.300		.100					.100								
																			00151548
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	
		TOTAL PRODUCT * * * * * * * LB	580	438	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
																	00380A		1040-470-11
PCB		ARUCLOR 5442																	
																		.200	00175141
5145		.ADHESIVES RESEARCH YORK PA				.700	.100		.200	.200								.450	10003156
5171		.AMERICAN ADHESIVE MFG BROOK NY				.900		.450					1.35						10006430
5393		.ARMSTRONG CORK LANCASTER PA				1.35													10000750
5720		.ADHESIVE ENG SAN CARLOS CA		.050										.050					10013941
5114		.R P CARGILLE CEDAR GROVE NJ				.050													10002095
5412		.ALLEG SOLV CARNEGIE CORAOP PA				1.00		.450			.450	.900							
																			00107700
		TOT P-T ALLEG SOLV CARN * POUNDS				1.80		.450			.450	.900							
																1.20	.90		10005361
5054		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								
																			10012368
5354		BUFFALO SOLVENTS BUFFALO NY	50.0		50.0												.450		10012384
5354		BUFFALO SOLVENTS TONAWANDA NY				.500	.050												

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