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Monsanto

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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

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 bulk 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%

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 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 ON
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	-	-	-

EXHIBIT F

TSCA Company file

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ENVIRONMENTAL PROTECTION AGENCY
OFFICE OF ENFORCEMENT
NATIONAL ENFORCEMENT INVESTIGATIONS CENTER
BUILDING 53, BOX 25227, DENVER FEDERAL CENTER
DENVER, COLORADO 80225

DATE: March 14, 1986

Mr. J. R. Condray
Director Regulatory Management
Environmental Policy Staff
Monsanto Company
800 N. Lindbergh Blvd.
St. Louis, MO 63167

Dear Mr. Condray:

In confirmation of our telephone conversation on March 13, 1986, I plan to conduct an inspection of your facility's premises under the authority of Section 11 of the Toxic Substances Control Act (TSCA) 15 U.S.C. 2610, on Thursday, March 27, 1986 at 8:30 a.m. The purpose of this inspection is to determine compliance with the requirements of this Act applicable to the chemical substances or mixtures within your facility's premises. I would like to (1) review and, if necessary, copy records, files, data and correspondence that are either required to be maintained by this Act or are applicable to the chemical substances or mixtures within your facility's premises, (2) observe process operations, (3) evaluate monitoring practices, equipment, and sites, if appropriate, (4) interview personnel, and also, if necessary, (5) collect official samples. In addition, I may wish to take photographs of selected subjects.

I would like to establish that all TSCA defined chemicals produced, processed and/or imported at Monsanto's J. F. Queeny facility in St. Louis, MO either: (1) on the 8(b) inventory, (2) covered by an appropriate PMN or Test Marketing Exemption or, (3) subject to some other specific exemption. As part of the inspection, I plan to review any TSCA Section 8(c) allegations on file in addition to reviewing your plant's policies and procedures with respect to TSCA Section 8(c) and 8e) requirements related to record-keeping and reporting of adverse effects of manufactured and processed chemicals as part of a complete Section 8 review.

Pursuant to regulations appearing at 40 C.F.R. Part 2, Subpart B and, specifically, Section 2.306, you are entitled to claim any or all the information provided to EPA or collected by EPA during the inspection as confidential business information. Such information can be disclosed by EPA only in accordance with the procedures set forth in the regulations (cited above). Any such claim for confidentiality must conform to the requirements set forth in 40 C.F.R. Section 2.203(b).

RECEIVED
MAR 17 1986
TOXICS & PESTICIDES
BRANCH

If you have any questions, please contact me at 303/236-4068. Thank you for your assistance in this matter.

Sincerely,

Frank M. Luman

Frank M. Luman, Ph.D.
Chemist
Pesticides and Toxic Substances Branch

cc: Leo Alderman, Chief, Toxics and Pesticides Branch, EPA, Region VII
Michael Wood, EPA, OCM, OPTS, Washington, D.C.

Exhibit F

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUAN FOR CURR YEAR	SALES CURR. Y.T.D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COST ID / MAJ. GRD. GR.
	10 HEAT TRANSFER DR.C.PATON																	
	THERMINOL FR-O															00347A		4145-300-10
1231	.ALCAN ALUMINUM FAIRMONT W VA				1.20	1.20												00183150
1234	.BALDEN CORP CHICAGO IL		.120															10000964
1252	.CHEM FLOW CORP LITTLE FALLS NJ		.160															00236961
1257	.CHEM COMPANY THOMASTON ME		8.40		3.00						3.00							00240478
1232	.COLUMBIA GULF TRANS HAMPSHIRE TN	25.0	4.20	5.00														00233292
1232	.DOW BADISCHE ANDERSON SC				.120											.120		00114572
1153	.DOW CORNING HEMLOCK MI	3.00	42.4	3.00	1.20							1.20						00225694
1256	.E I DU PONT DE NEMO ORANGE TX				16.8						16.8							10024964
1276	.DORIRON COMPANY DAYTON OHIO		.480		.360		.120				.240							10024287
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	10023922
1256	.FOWLER MACHINE SANTA ANA CALIF	10.0	7.20	10.0														00212296
1270	.INTL FUELING BEDFORD MA				1.20							1.20						00260614
1252	.LANE COMPANY ALTAVISTA VA	1.00	7.20	1.00	4.27				1.27		1.80				1.20			10045363
1274	.LEE METAL PROD ARLINGTON TX				.600						.600							00257000
1144	.MINNESOTA MIN & MA ROSEVLL MN	.240	.240	.240														00182559
1232	.CHEMSTRAND RES CTR DURHAM NC				.120						.120							10015979
1234	.MURPHY OIL EL DORADO AR				12.7			12.7										00049220
1234	MURPHY OIL CORP RHINE WISC	4.80		4.80	12.0					6.00			6.00					00220914
	PARENT CUST. TOT-MURPHY OIL EL O	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
1234	.POLING & BACON RHINELANDER WI		33.9				12.7	12.7										00238514
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 BROOK NY	5.00		5.00														00157193
1254	.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		00155103
1256	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		00045663
1233	.TECUMSEH PRODUCTS MARION OHIO	1.00	2.40	1.00	5.40						2.40			1.20			1.80	00198099
1233	.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

01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	S.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CUMR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / PRR GRO GP
		THERMINOL FR-O															00347A		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
1[illegible]		.UNION CAR - NUC OAKRIDGE TENN	25.0																10081071
1131		UNION CARBIDE SISTERSV NY				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												10085209
1135		.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
1[illegible]		.ALPHA PORTLAND CE CERTAIN NY	4.00	4.00	4.00	6.00		3.00		3.00									00225572
1[illegible]		.ATLANTIC CEMENT CO RAVENA NY	2.70	4.00	2.70	3.00						3.00							00224753
1[illegible]		.BELDEN CORP RICHMOND IND		.600															10060212
1[illegible]		.UNIV OF CALIF LIVERMORE CA				.060							.060						10013178
1[illegible]		.CARRIER AIR COND SYRACUSE NY		1.20		.600			.600										00174176
1[illegible]		.AB CHARGE COMPANY CENTRALIA MO	.100	.110	.100														00209369
1[illegible]		.COEN COMPANY CERTAIN NY		12.0															00165556
1[illegible]		COEN COMPANY RAVENA N Y		3.00															00180211
		PARENT CUST. TOT-COEN COMPANY RA		15.0															00180211
1[illegible]		.CHRONIC SAND KINGSTON NY				13.2									7.20	6.00			00262359
1[illegible]		.DEXTER CHEM MIDLAND ROCKY H CT				3.60		3.00	.60										10015596
1[illegible]		.DOW CHEM FREEPORT TEXAS *				.110				.110									10022932
1[illegible]		.E I DU PONT DE DEEP WATER NJ				10.8						10.8							10023923
1[illegible]		.EL PASO PRODUCTS ODESSA TEXAS	.500		.500														10035613
1[illegible]		.FORD MOTOR ANN ARBOR MI		.110															10027489
1[illegible]		.B F GOODRICH AVON LAKE OH		1.20		.600							.600						10034182
1[illegible]		.MARTIN MARIETTA CORP DENVER CO				.120						.120							00176435
1[illegible]		.MONSANTO RESEARCH MIAMISBG OH		.605															10055075
1[illegible]		.MOTOROLA INC PHOENIX AZ				12.6			5.00	3.60		1.20			1.20				10055571
1[illegible]		.NEW ENGLAND PETROL KINGSTON NY				46.4				46.4									00255068
1[illegible]		.OLDCASTLE DIV OL BATH JOLIET IL	1.20	1.20	1.20														00219094
1[illegible]		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
1[illegible]		.OZARK MAHONING TULSA OK				.165						.165							00257338
1[illegible]		.POLAROID CORP CAMBRIDGE MA				.180							.180						00155136

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81131-A DIRECT #2
01/12/72

ORGANIC DIVISION STRUCTURAL PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CONTROL MAN CRD OP
	THERMINOL FR-LO TEMP															00351A		6145-100-1
1148	.P P G CO LAKE CHARLES LA	.500			1.60		1.20		.60									00155099
1134	.PIREX CORP CHGO IL		3.60															10065453
1131	.REICHHOLD CHEM SEWICKLEY PA		1.80															00178020
1230	.HOWMLE OIL NEW PORT NEWS VIRG		18.0															00222313
1174	.TEXAS INSTRUMENTS DALLAS TEX				.230					.110		.120						10379314
1144	.TEXSTREAM CORP HOUSTON TX		.710															00181684
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														00165645
1974	.GOALS UNASGND FOR BK THRU 1974	10.0		10.0														00125591
1860	.UNITED TECH CEN SUNNYVALE CA		2.40															10085452
1060	.WAKEFIELD ENGINEER DENVER CO		.220															00238621
	TOTAL PRODUCT * * * * * * * LB	60.0	58.8	59.5	103	1.2	7.2	7.8	53.8	.1	19.3	1.0	1.8	8.4	6.0			6145-100-
	THERMINOL FR-1															00390A		1050-245-
1134	.ABBOTT LABS. NO CHICAGO IL		.165															10000306
1932	.CALTIVATED METAL SEYMOUR IN				3.00					3.00								10309645
1133	.AEROQUIP CORP BARRINGTON ILL				.110				.110									00151699
1273	.AERO VAC CORP TROY NY				.110				.110									00254957
1134	.AIR CARGO EQUIP DES PLAINES IL				4.20		4.20											00245412
1131	.ALLIED CHEM HOUNDSVILLE WV				30.0		9.0									21.0		10302443
1237	.ALMON-WIGGINS RICHMOND VA	.800	.165	.800														00234052
1252	.ALPHA PORTLAND CE CEMENTON NY	4.00	6.00	4.00	4.20			1.80						2.40				00225502
1131	.ALCAN ALUMINUM FAIRMONT W VA	1.00		1.00	.600			.600										00183100
1131	.ALUMINUM CO NEW KENSINGTON PA				1.20	1.20												10002955
1138	.RLA MAGNET WIRE FT WAYNE IND				.600											.600		00389583
1138	.RLA MAGNET WIRE LAFAYETTE IN				4.80			4.80										10065646
	PARENT CUST. TOT-ALUMINUM CO OF				6.50	1.20		4.80								.60		00545063
1153	.AMERICAN BAKERIES DETROIT MI				.600				.600									10303130
1252	.AMERICAN BAKERIES BROOKLYN N Y				.275							.275						00089188
	PARENT CUST. TOT-AMERICAN BAKERI				.875				.600			.275						00046671
1975	.AMERICAN CYANAMID MOBILE AL	3.00		3.00														10303345
1134	.AMERICAN DECALCOMANIA CHIC IL	.600		.600														10303373
1252	.AMERICAN HYDROTHM E WOODSTK CT				4.80					2.40		2.40						00237473
1132	.AMERICAN HYDROTHERM KC MO		83.0		2.40		2.40											00221236
	PARENT CUST. TOT-AMER HYDROTHERM		83.0		7.20		2.40			2.40		2.40						10004004
1932	.REVERE COPPER BRASS SCOTSB AL	16.0		16.0	26.4		6.0					14.4			3.0	3.0		00221902

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	MS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORECAST	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAT STOCK
		THEAMINOL FR-1															00350A		1040-245-10
1	78	.ROOFMCOTE INC NEW CASTLE IN				-.110		.110											10054567
1	79	.WESTERN ELEC SHENANDOAH IA	2.00	0.40	2.00														00144789
1	52	.AMERICAN THERMPLSTIC BOONDOR NJ	.700	2.40	.700	1.00	1.20						.60						10005051
1	52	.AMEX PLASTICS ROCKWAY NJ		1.80		.600	.600												00243353
1	37	.AMSCO CHARLOTTE NC	6.60		6.60														00221929
1	39	.AMETEK/WEST PL NAPAKBONETA OH				-.600	.600												00107622
1	33	.ANADARKO PROD LIBERAL KS	3.00	3.00	3.00	7.20								3.60	3.60				10005515
1	53	.TONY ANGELO CEMENT DETROIT MI				1.20							1.20						00260894
1	52	.ANSLEY CORP PERKASIE PA		1.20															00242403
1	52	.ANSLEY EAST CORP DOYLESTOWN PA				1.20	1.20												00187291
1	19	.ANTRIM LUMBER PONCA CITY OK				1.20					1.20								00256625
1	34	.ARGONNE NALT LABS ARGONNE ILL	1.20		1.20														00161268
1	76	.ARIZONA CHEM PANAMA CITY FL	.600		.600														10006093
1	78	.ARMCO STEEL MIDDLETOWN OH		3.00		-3.00							3.00						10006228
1	34	.ARMOUR INDUSTRIAL MC COOK IL	6.00		6.00	-4.80			1.20			3.60							10006376
1	32	.ARMSTRONG CORK MACON GEORGIA	3.00		3.00	13.2	3.00		3.00					3.60				3.60	00050110
1	52	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
1	52	.ARSYNCO INC CARLSTADT N J		21.0															00241346
1	54	.ARTCRAFT INDUST TORRANCE CA				.110		.110											00253678
1	35	.ASHTABULA RUB CO ASHTABULA OH		-.220															10006937
1	32	.ATPOL MFG BUTNER NC				1.20	.600								.600				10007018
1	52	.ATLANTIC CEMENT CO RAVENA NY	3.60	6.60	3.60	3.00						3.00							00220753
1	37	.ATLANTIC RESEARCH ALEXANDER VA	1.00		1.00	.275	.275												00110531
1	34	.ATLANTIC RICHFIELD E CHIC IN		9.00		3.60				6.00						2.40			10073189
1	74	ATLANTIC RICHFIELD DALLAS TX	20.0		20.0														00222003
1	25	ATLANTIC RICHFIELD HOUSTON TX				3.60												3.60	10073203
1	55	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
1	34	.AUTOMATIC LIFT CO CHICAGO IL	1.20		1.20														00110455
1	28	.BABCOCK & WILCOX ALLIANCE OHIO				.600				.600									00362213
1	34	.BADGER BY PROD MILWAUKEE WISC.	2.40		2.40														00154313
1	34	.BIOCRAFT CORP OF AM CHICAGO IL	1.20		1.20	3.60	.600	.600	.600	.600	.600	.600							10007972
1	57	.BASIC CERAMICS INC MAINLAND PA	.600	.275	.600														00230057
1	76	.F BAUMGARTNER ST PETERSBURG FL	.200	.165	.200														00189368
1	79	.BECHILLO ENG FT LAUDERDALE FL	.600	1.20	.600														10008735
1	34	.BEYL MFG DES MOINE IA	.600	1.20	.600	.600			.600										00117278
1	52	.ADHESIVE ENG SAN CARLOS CA				3.00							3.00						10000750
1	53	.BENDIX CORP AEROSPCE S BEND IN				3.60					3.60								10009189
1	53	BENDIX CORP KAN CITY MO	40.0	49.8	40.0														10009219

01131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SAMPLES FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTID / MAS GRP
	THERMAMUL FR-1															003	60A-	1040-245-1
125	BENDIX CORP SIDNEY NY	4.50	3.00	4.50	6.00	1.20		1.20		1.80					1.80			10009276
124	BENDIX CORP LODY NY	.460	2.40	.460	4.20		3.00									1.20		10009170
124	BENDIX CORP UTICA N Y		3.00													1.20		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
125	BETZ LAB PHILA PA	.500		.500												1.20		10009685
113	BOISE CASCADE HAZELWOOD MO				2.19	.11		.11			1.97							00244363
125	BORDEN FREMONT CALIF		2.40		10.2		1.20				1.80			7.20				10010462
125	BORDEN MIDDLESEX NJ	1.80	1.20	1.80	.600						.600							10010802
125	BORDEN BAINBRIDGE NY	3.60	10.8	3.60														10010675
125	BORDEN COLUMBUS OHIO		19.8		32.4	20.4	7.2		4.8									10010506
125	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
113	BRADLEY UNIVERSITY PEORIA IL	.600		.600														00112970
125	C F BRAUN ALHAMBRA CALIF	20.0		10.0														00188441
123	BRISTOL LAB INC E SYRACUSE NY		4.80		1.20		1.20											10011493
142	BROWN BROS PLASTIC NAPA CALIF		.110															00209341
113	B S P CORP MASON CITY IL	3.60		3.60														00111147
125	B S P CORPORATION BRISBANE CA				.600			.600										00253413
113	B S P CORPORATION PALATINE IL	.600	.600	.600														00165015
	PARENT CUST. TOT-B S P CORPORATI	4.20	.600	4.20	.600			.600										00165015
132	BURLINGTON IND GREENSBORO NC				6.60	6.60												10012546
132	BURLINGTON IND CHERAW SC	5.00		5.00	19.2			3.60	1.80	7.20		3.60			3.00			00148210
132	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
138	CABOT TITANIA INC ASHTABULA OH	30.0	21.2	30.0	26.0							28.0						10080258
134	CAL BOND INDUST N HOLLYWOOD CA		1.20															00222051
133	CANNON MUSKEGON MUSKEGON MI				1.20	1.20												10015558
133	CARBORUNDUM HICKMAN KY	25.0	39.0	25.0	24.0			6.00			6.00		6.00		6.00			10013771
131	CARBORUNDUM R-D DIV SANBORN NY				.220	.220												00000000
	PARENT CUST. TOT-CARBORUNDUM NIA	25.0	39.0	25.0	24.2	.22		6.00			6.00		6.00		6.00			10013763
125	CARGILL INC PENSACOLA FL	1.20	2.40	1.20														00215228
114	CARGILL INC DES MOINES IOWA		3.00															10013873
134	CARGILL INC CARPENTERSVILLE ILL	6.00	17.4	6.00	15.0											15.0		10013847
	PARENT CUST. TOT-CARGILL INC MIN	7.20	22.8	7.20	15.0											15.0		00047872

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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
	THERMINOL FR-1															00350A		1040-245-10
1136	.CASCADE FIBER EUGENE ORE		.275															00163031
1133	.CASWELL INDUSTRI ANN ARBOR MI				.165		.165											00227311
1132	.CELANESE PLAS GREER SC		1.20		1.20						1.20							00245690
1152	.CELLOCRAFT INC NEW HYDE PRK NY	2.70	1.80	2.70	2.40							2.40						00176194
1156	.CENAC TOWING CO HOUMA LA	.700	4.80	.700	1.20							1.20						00226033
1178	.CHAMPION PAPERS HAMILTON OH	2.00	1.80	2.00														10015308
1166	US PLYWOOD ANDERSON CALIF				.110				.110									10084946
1166	US PLYWOOD REDDING CA		.110															00240958
	PARENT CUST. TOT- U S PLYWOOD-CH	2.00	1.91	2.00	.110				.110									00047333
1156	.CHANSLOR WESTERN OIL FELLOWS C	1.00		1.00	8.40	2.40				6.00								00227830
1252	.CHEM FLOUR INC NEWARK N J	.500		.500														00216550
1136	.CHEMICAL PROCESSORS SEATTLE WA		3.00															00235814
1156	.CITIES SERVICE CO HOUSTON TX	10.0		10.0														00221996
1133	.CLAYTON CHEM CO SAUGET ILL	1.20		1.20	.600	.600												10017165
1156	.COASTAL CHEM CO ABBEVILLE LA	70.0	361	70.0	174	68.9	78.0			27.0								00187186
1152	.COCA COLA BOTTLING CO FLINT MI	.500	.600	.500														00224677
1152	.COEN COMPANY CEMENTION NY		2.40															00165706
1152	COEN COMPANY KINGSTON NY	20.0	6.00	20.0														00235008
1152	COEN COMPANY RAVENA N Y		4.80															00180211
	PARENT CUST. TOT COEN COMPANY RA	20.0	13.2	20.0														00180211
1252	.COLD SPRING CO YARDLEY PA				13.8				13.8									00255556
1252	.COLLINS & AIRMAN ASHAWAY RI				3.00								3.00					00262331
1134	.COLLIN RADIO CEDAR RA IA		.600															00114642
1252	.COLLOID CHEM CEDAR KNOLLS NJ				.820										.020			10017777
1252	.COLONIAL SAND KINGSTON NY				10.0								3.60	7.20				00227358
1156	.COLORADO OIL CO ROCK SPR WY		2.40		3.00						.60		1.20		1.20			00114685
1178	.COLORPAC INC FRANKLYN OH	1.20		1.20	1.80		.60		1.20									10017963
1174	.COMBUSTION ENGINE IN TULSA OK		3.00															00243103
1156	.COMMUN.PASTEURIZING STOCTON CA	1.00	1.80	1.00	1.20	1.20												00227544
1156	.CONTAINER CORP LOS ANGELES CA		1.80															00218443
1134	CTNR CORP OF AM SIOUX CITY IA	.600	.165	.600														10018595
1136	CONT CORP OF AM RENTON WA				.600								.600					10015625
	PARENT CUST. TOT-CONTAINER CORP	.600	1.97	.600	.600								.600					10018617
1174	.CONTINENTAL CAN CO ROGERS ARK	1.50		1.50	1.20						1.20							00215066
1156	CONTINENTAL CAN LOS ANGELES CA				.600						.600							00252174
1136	CONTINENTAL CAN MT VERNON OH		.600															10018951

01/12/72

PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POENIAN	LAST YEAR SALES	PRESENT FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
																00350A		1040-245-1
	THERMINOL FR-1																	
1138	CONTINENTAL CAN VAN WERT OH	5.00	5.40															00220787
1252	CONTINENTAL CAN CO READING PA		4.20		1.20					1.20								10010778
	PARENT CUST. TOT-CONTINENTAL CAN	6.50	1.80	1.50	3.00					1.20	1.80							00046167
1055	CONTINENTAL OIL NEW ORLEANS LA	10.0		1.00														00221174
1131	CONTINENTAL BAR WKS ERIE PA	30.0																10119311
1030	CONTOUR LAMINATES SEATTLE WA		.600															00115223
1056	COTTER CORP NSL CANON CITY COL	5.00	3.60	5.00														00180351
1134	CRANE PACKING CO VANDALIA IL	.600	.600	.600														10020077
1054	CROWN FIBER & GLAS OAKVILLE OH		1.80		1.80			.600			.600				.600			00230197
1066	CROWN ZELLERBACH LOS ANGEL CA		1.20		.600			.600										00237752
1132	CROWN ZELLERBACH DORAVILL GA		1.20		1.20					1.20								00115576
	PARENT CUST. TOT-CROWN ZELLERBAC		2.40		1.80			.60		1.20								00046221
1133	CURTIS MFG ST LOUIS MO.	2.50		2.50	1.80			.600	.600	.600								10020522
1067	CUZN INC SAN LUIS OBISPO CA				3.00		2.40	.60										00240147
1130	DANA CORPORATION CHATTANOOGA TN	2.00		2.00	7.80	1.20		1.20				1.80		1.80		1.80		00170147
1036	D C SALES & MFG CORRITOS CA		.165															00234176
1060	LEE DEAN SANTA FE SPRINGS CALF		.600															00164364
1032	DEERING MILLIKEN ABBEVILLE SC	40.0	1.20	1.00														00183725
1052	DENNISON - SONS LONG ISLAND NY	.500		.500									.600		.600			10021790
1037	DENNISON MFG CHELSFORD MA				1.20													00227366
1034	DIP SEAL PLASTICS ROCKFORD IL	1.20		1.20														00180238
1057	DOLA RESINS LINDEN NJ.	.200		.200	.330					.330								00150732
1064	DOLLY MADISON CAKES LOS ANG CA		.220															10022630
1062	DOUBLEDAY HANOVER PA				.600			.600										10022762
1030	DOUGLAS UTD NUCLEAR RICHLND.		.600															00230094
1134	DOVER CORP ELK GROVE VILLGE IL	1.20		1.20														00181579
1153	DOW CHEM MIDLAND MICH.	1.00	1.20	1.00	1.80					1.80								10022908
1153	DOW CHEM CO CLEVELAND OHIO	4.50	7.00	4.50	1.80			1.20	.60									10022671
1153	DOW CORNING CORP HEMPSTEAD CONN	1.00	.600	1.00													12.0	00215591
1153	DOW CORNING MIDLAND MICH.	3.00		3.00	27.6		1.8	.6			13.2						12.0	10022983
	PARENT CUST. TOT-DOW CHEM MIDLAN	9.50	9.60	9.50	31.2		1.8	1.8	.6	1.8	13.2						12.0	10022908
1052	DRAPER-BUSH INC WEST HAR CT		.165															00116931
1052	E. I. DUPONT NEWPORT DE				3.60	.60	.60	1.20			1.20							10023556
1052	E. I. DUPONT WILMINGTON DE				.330			.330										10023564
1054	E. I. DU PONT DE NEMOUR CHGO IL	.600		.600	.600							.600						10042027
1053	E. I. DUPONT GRAINGER NC				.440					.440								10023890
1052	E. I. DU PONT DE DEEP WATER NJ.	2.70	12.6	2.70	8.40		3.60			2.60				1.20				10023937
1178	E. I. DU PONT DE CIRCLEVILLE OH.		1.20		3.00				1.20	.60							1.20	10023947

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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 / NAME CODE GP
																00360A		1040-245-10
	THERMINOL FP-1																	
1252	E I DU PONT DE NEMOU PHILA PA	1.80	1.20	1.80														10023963
1113	E I DU PONT DE NEM TONAWDA PA		1.00		.600		.600											10023971
1217	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
1158	.DUVAL SIERRITA SAHUARITA AZ	10.0	65.4	10.0	97.8	9.6		33.0	18.0			18.6	18.6					00186945
1152	.EAST COAST TERML WILMINGTON NC		1.80		9.40					5.80	3.60							00234117
1152	.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
1252	.ELSAPOS ENG POMPTON PLAINS NJ				.600					.600								00256714
1252	.ELAN CHEMICAL NEWARK NJ		.600		.600			.600										00152692
1113	.EMERSON ELEC ST LOUIS MO	.100	.110	.100														10326071
1252	.EMPELHARD INDUSTRIES NEWARK NJ				.110			.110										00117706
1201	.ETHYL CORP BATON ROUGE LA				3.71				1.80	.11	1.80							10026039
1153	.FABRI KAL CORP KALAMAZOO MICH				.165				.165									00164690
1153	.FAMOUS CREST BAKERIES DETROIT MI		.600															00242527
1176	.FEDERAL COLOR CLEV OH		1.20															10027470
1153	.FED MOGUL ANN ARBOR MI		.330		.985			.110	.165		.110	.600						10027439
1150	.FEDERAL PAP BD LOS ANGELES CA		.440															00246940
1150	.FIBREBOARD CORP SOUTH GATE CA	5.00		5.00														00166475
1254	.FINE ORGANICS INC LODI NJ	4.00	5.40	4.00	3.00					3.00								10027965
1130	.FIRESTONE HOBLESVILLE IN	10.0	5.40	10.0	15.6		4.80	3.60					3.60			3.60		10028051
1139	FIRESTONE TIRE AKRON OH		1.80															10028116
1139	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														10020405
1144	.FLEXAR CORP CHICAGO IL		.220															10328442
1153	.FLINT CHEM COATING FLINT MI		9.00		10.2			1.20		3.00			1.20		4.80			00235512
1131	.FLORIDA CORRUGATING WILDWD FL				.600							.600						00260339
1157	.FORD MOTOR DEARBORN MICH	20.0		20.0														00110990
1155	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 CURRXSTON MN		9.00															00241598
1154	MCKESSON CHEM CO NEW ORLEAN LA				13.8					6.00	3.00	4.80						10049806

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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 CUS GP
	PARENT CUST. TOT-FORTHOST DAIRIE		9.00		13.9					6.00	3.00	4.80						00045403
	THERMINOL FR-1															00350A		1040-245-1
1134	.E.I. FORTHAN MFG IRON HILL	.165		.165														00213195
1352	.FOSTER GRANT LEOMINSTER MASS				1.20				.600			.600						00171255
1352	.FRANKLIN FIBRE LOW WILMINGT DE	.500		.500														00119210
1352	.FRANKLIN CONT PHILADELPHIA PA				.600						.600							00048755
1352	.FRIEDRICH TOOL LOS ANGELES CA		.165															00236053
1352	.FULTON BOILER WORKS PULASKI NY				1.20	1.20												00248959
1352	.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		10069831
	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
1134	.GAYLORD CONTAINER TAMPA FLA	1.00	.600	1.00														00219142
1352	.GIBA & GEIGY CORP CRANSTON RI	.900	.600	.900	1.20			1.20										10030638
1134	.GM-ELECTRO MOTIVE DECOOK IL	.600		.600														00104667
1134	GM-DELCO REMY ANDERSON IN				1.20									1.20				10032601
1134	GM-GUIDELAMP ANDERSON IN				1.20				1.20									10032644
1134	GM-DELCO BATTERY MUNCIE IN				5.68	1.80					2.08			1.80				10032628
1134	GM-CHEVROLET MUNCIE IN	2.00		2.00														10032704
1134	GM-BUICK FLINT MI		.110															10032555
1134	GM-OLDSMOBILE LANSING MI		1.00															00120502
1134	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
1352	.GENL DYNAMICS SAN DIEGO CA				.165		.165											10033027
1134	.GENL ELEC MORRISON IL	.600	.600	.600	.600					.600								00119814
1134	GEN ELEC FT WAYNE IND	1.00	.600	1.00	1.20			1.20										10031680
1134	GEN ELEC MT VERNON IN	5.00	30.0	5.00	12.6					.60	6.00			6.00				10031141
1176	GEN ELEC MADISONVILLE KY				24.0	24.0												00247839
1153	GEN ELEC EDMORE MICH	1.00		1.00														10031060
1352	GENERAL ELEC HENDERSONVILLE TN		.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				10031950
1176	.GENERAL PORTLAND MIAMI FLA		.600															00120537
1176	.GENERAL PORTLAND TAMPA FL	1.50	6.60	1.50	5.40		.60		.60	.60		.60	.60	.60	1.80			00240993
	.AEROJET GENERAL AZUSA CA		.110															00237132
1352	GEN TIRE - RUB LAWRENCE MA	9.00	18.0	9.00	30.0		6.00	6.00	6.00					6.00			6.00	10033179
1352	GEN TIRE - RUB COLUMBUS MS	.165		.165														10033195
1352	GEN TIRE & RUB NEW SHREWSBR NJ				3.00											3.00		00270490

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAP GRID GR
	THERMOSL FR-1															0035	0A	1040-245-10
1136	GENL TIRE - RUB AKRON OH	20.0																10033144
1133	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	43.0		6.00	6.00	6.00					6.00	6.00	5.40	8.40	10033144
	.P O GLOBE COMPANY ST LOUIS MO		12.0															10033276
1252	.GILMAN BROTHERS GILMAN CT	.500	1.20	.500														60120936
1156	.W C GINTHER GAS PLT GILLETE WY	10.0	1.20	10.0														00232815
1131	.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 CLEVELND OH	10.0																00222186
1126	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			00043097
1156	.GOODYEAR TIRE AKRON OH		.600		7.80		3.60		.60			2.40	.60			.60		10034698
1131	~~GOODYEAR TIRE APPLECROVE H VA~~	240	167	240	202			41.2			41.1	40.5	40.0		80.0		39.4	00089095
	PARENT CUST. TOT-GOODYEAR TIRE A	240	168	240	290		3.6	41.2	.6		41.1	42.9	40.6		80.0	.6	39.4	10034698
1178	.W R GRACE DANSBORO KY	3.00	1.80	3.00														10034981
1152	W R GRACE LINDEN NJ	4.00	13.2	4.00														10040753
1156	MARCO CHEM DIV GRACE COLTON CA	1.00	.600	1.00														10068606
	PARENT CUST. TOT-W R GRACE NEW Y	8.00	15.6	8.00														00045409
1[illegible]	.GRANT - POTH HILLSBORO OREGON				.165	.055			.110									00157448
1[illegible]	.GREAT LAKES CARBON ROSAMOND CA	5.00	13.2	5.00	18.0	4.80	5.40		3.00					3.60			1.20	00183022
1[illegible]	.GREENBAY PACKAGING KAUSAU WISC	.600		.600														00207616
1[illegible]	.GRUENDING DOOLF INC TROY NY		8.40															00245534
1[illegible]	.GRUMMAN AEROSPACE BETHPAGE NY	5.00	25.2	5.00	36.0	7.2					14.4				14.4			10035899
1[illegible]	.GULF COAST ALUMINUM LK CHAS LA	2.00	33.6	2.00	24.0									12.0		12.0		00235024
1[illegible]	.GP HALL CHICAGO IL	2.40		2.40														00122173
1[illegible]	.HACO CARTONS HACKENSACK NJ				2.40					2.40								10036461
1[illegible]	.HAMILTON MFG RICHMOND VA				.600							.600						10036526
1[illegible]	.HAMILTON STD WINDSOR LOCKS CT		.600															10036542
1[illegible]	.CL HANLEY CO BROOKLYN NEW YORK	.500		.500														00212423
1[illegible]	.HARRIGAN REID DETROIT MI		25.3															00237779
1[illegible]	.HARSAW CHEM LOWELL NC	1.00	1.20	1.00														00162308
1[illegible]	HARSHAW CHEMICAL C ELYRIA OH		.165															00122610
1[illegible]	LAKE CHEMICAL CO CHICAGO IL	.600		.600														10045207
	PARENT CUST. TOT-HARSHAW CHEM CL	1.60	1.37	1.60														10036968
1[illegible]	.F H HARTHAN PT ELIZABETH NJ				6.60				4.20				2.40					00251402

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PRODUCT/CUSTOMER SALES

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODL I/CUSTOMER	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 CRD GP
	THERMINOL FR-1															00360A		1040-245-10
1252	.F W HARTMAN PORT WASHINGTON NJ				1.80								1.80					00262404
1256	.HARVEY ALUMINUM TORRANCE CA				6.00		2.40	1.20							3.00			10037050
1159	.CHEMETRON CORP HOLLAND MI	9.00		9.00	7.20		3.60		3.60									00196428
1133	CHEMETRON CORP ST LOUIS M	.600		.600														00194608
1170	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
1101	.HEAT EXCHANG PITTS CARNEGIE PA				.275						.275							00257311
1170	.HENDERSON PORT CORAL GABLES FL	5.00	4.20	5.00														10037417
1254	.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	.HOBAG CHEM SKOKIE IL	1.20	.600	1.20														00124133
1168	.HOFFMEISTER CABINE LAS VEGA NV		.165															00124164
1134	.STANLEY H HOLMES CHICAGO IL				.600				.600									00251623
1152	.HOLY CROSS HOSPITAL DETROIT MI	1.00		1.00														00214515
1134	.HONEYHEAD PRODUCTS MANKATO MN		24.0															00223059
1170	.HOOKER CHEM CO SOUTH SHORE KY		.165															00154032
1101	HOOKER CHEM TAFT LA	.500		.500														10038693
1154	HOOKER CHEMICAL MONTAGUE MI	3.60	15.0	3.60	9.00												9.00	00154024
1252	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
1152	DOYLITE 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	.HUDAILLE 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		00217703
1170	INTALCO ALUM FERNDALE WA	5.00		5.00	28.8					14.4				14.4				10040612
	PARENT CUST. TOT-HUMMEL CORP NEW	15.0	27.0	15.0	69.6					25.2	12.0		6.0	14.4		12.0		00046469
1252	.I A HUBER EDISON NJ				1.80							1.20				.60		00124207
1252	.ICI AMERICA INC DIGHTON MA				1.20								1.20					10039908
1178	.IMPERIAL ADHES CINN OHIO	1.00	2.40	1.00	2.40			2.40										10040124
1152	.IMPERIAL FABRICATING PORTLD TN		3.60															00235607
1152	.INCA INKS INC NORTHBROOK ILL	.600		.600														10040175
1252	.CRANFORD REG RICHMOND VA				4.80									4.80				10020085
1152	.INMONT CO ANAHEIM CA	2.00		2.00														10040714
1155	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

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES OVER TIME	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAST GRD SP
		THERMIBUL FR-1															00360A		1040-245-10
1230		.INTA-ROTO RICHMOND VA				.600							.600						00256994
1[illegible]		.INTERPACK INC CA	10.0		10.0	1.80			1.80										10034055
1[illegible]		.INTERPACK KANSAS KANSAS	1.00		1.00														00133407
1[illegible]		.INTER POLYMER CORP FARMINGD NJ				2.40			1.80	.60									00255013
1[illegible]		.INTER ROYAL NEW BEDFORD MASS				6.60					6.60								00254727
1[illegible]		.INTL FLAVORS UNION BEACH NJ	1.80	3.00	1.80	10.8			3.60			3.60	3.60						10041244
1[illegible]		.INTL HARVESTER WAUKESHA WI	1.20		1.20	.600					.600								00196657
1[illegible]		.INTL NICKEL WRIGHTSVILLE BH NC				.110							.110						00232513
1[illegible]		.INTL PAPER CAMDEN AR	1.50	1.20	1.50	2.40		1.20			1.20								00125946
1[illegible]		INTL PAPER SPRINGHILL LA				.600					.600								10041643
1[illegible]		INTL PAPER NO TONAWANDA NY				.275		.275											10041538
1[illegible]		INTL PAPER FOND DU LACK WI	.600		.600														00215333
		PARENT CUST. 10T-INTL PAPER CO N	2.10	1.20	2.10	3.20		1.48			1.80								00044504
1[illegible]		.INTERPLASTIC MINNEAPOLIS MN	2.40		2.40	1.80			1.80										00088097
1[illegible]		.J M ISABELLA MADISON WI	.600		.600														00048035
1[illegible]		.ITT CONTL BAKING MILWAUKEE WI				.600					.600								00177945
1[illegible]		.JASPER ROR JASPER IND	40.0		40.0														10342399
1[illegible]		.JLANCO LAMINATES ANTTYVILLE NY		.165															00224162
1[illegible]		.GEORGE JENKINS COM BRIDGEWA MA	3.60	2.40	3.60	.600	.600												00126314
1[illegible]		.JLADS INC DULUTH MN	1.20		1.20														00126322
1[illegible]		.JONSEN INC SHELBYVILLE IN				.495					.220						.275		00256633
1[illegible]		.JERSEY MAID FS LOS ANGELES CA		6.00		.600							.600						00194731
1[illegible]		.JERSEY NOBLEAN CO RICHLAND WA		1.20		1.20								1.20					00237825
1[illegible]		.JIFFY MFG GRANITE FLS N C	1.00	1.80	1.00	2.40	1.20							1.20					10042739
1[illegible]		JIFFY MFG HIGH PT NC	1.00	6.60	1.00	3.60			1.80		1.80								10042704
1[illegible]		JIFFY MFG HILLSIDE N J	2.00	1.20	2.00	5.40				1.80	1.20	1.20				1.20			10042720
1[illegible]		JIFFY MFG HANOVER PA				4.20	3.00							1.20					00126446
1[illegible]		JIFFY PACKAGING LA MIRADA CA	8.00	7.80	8.00	8.40	1.20	1.20		1.20	1.20		1.20	1.20	1.20	1.20		1.20	00170518
		PARENT CUST. 10T-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		1.20	00048003
1[illegible]		.JOHNSN-JOHNSN DR BRUNSWICK NJ	2.00	15.6	2.00	4.80				2.40	2.40								10042933
1[illegible]		.LES JOHNSON CABNT IRON MT MI				.110					.055	.056							00256412
1[illegible]		.WESTERN PRECIP LOS ANGELES CA				1.20	1.20												10088895
1[illegible]		.K & S MANUFACTURIN FREEPORT IL				.110	.110												00126675
1[illegible]		.K & W PRODUCTS BLOOMINGTON IN		3.60															00234265
1[illegible]		.KAISER ALUM PERMAN PERMANEN CA		2.40															00126683
1[illegible]		KAISER ALUM & CH PLEASANTON CA		.275															00213047
1[illegible]		KAISER FOUNDATION LOS ANGLS CA	50.0																00226930
1[illegible]		KAISER INDUST PAR OAKLAND CAL	25.0		25.0														00045616

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV	DEC.	CUST ID / MAJ GRD GR.
	PARENT CUST. TOT-KAISER INDUST P	75.0	2.68	25.0														00045616
	THERMINOL FR-1															00350A		1040-245-1
[illegible]	.KASEY CHEMICAL CO GLENDALE CA		1.59															00227773
[illegible]	.THE M W KELLOGG CO OMAHA NB	.600		.600														00126802
[illegible]	.KENDALL CO ATHENS GA		3.60		6.58	1.20	.60	1.20	3.58									00244821
[illegible]	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
[illegible]	.KENT PLASTICS EVANSVILLE IN	1.20	.110	1.20	.600			.600										10043948
[illegible]	.KENTILE FLOORS BROOKLYN NY	6.00	7.20	6.00	1.20									1.20				10044[illegible]
[illegible]	.KESTER SOLDER CO CHICAGO IL	.165	.110	.165														00185619
[illegible]	.KING INDUSTRIES LAFAYETTE LA		.600															00236037
[illegible]	.KINGS ELEC SERV HAMMOND LA		.110															00238007
[illegible]	.KIWI SHOE POLISH POTTSTOWN PA				2.35					2.08			.28					00255335
[illegible]	.KNOLLS ATOMIC SCHENECTADY NY		4.20															00048953
[illegible]	.KOPPERS CO BRIDGEVILLE PA	5.00		5.00														10044823
[illegible]	KOPPERS CO BRISTOL TN	.800	1.20	.800														00226934
[illegible]	KOPPERS CO BRISTOL VA		1.20															00237043
	PARENT CUST. TOT-KOPPERS CO PITT	5.80	2.40	5.80														00044571
[illegible]	.LAKEWAY CHEM MUSKEGON MI				1.80	1.80												10045231
[illegible]	.LANGE CO BROOMFIELD COLORADO		3.60															00180599
[illegible]	.LATROBE STEEL CO LATROBE PA	5.00	12.0	5.00	3.00				3.00									10045525
[illegible]	.LEE METAL PROD PHILIPSBURG PA		.110															00187151
[illegible]	.LESLI MANUFACTURIN LEBANON TN	.600		.600														00127531
[illegible]	.LIBERTY MACH PATERSON NJ				1.20				.600							.600		10046254
[illegible]	.ELI LILLY LAFAYETTE IN				.600	.600												10046327
[illegible]	.LIQUID DYNAMICS SOUTHAMPTON PA		.110		.165						.165							00242357
[illegible]	.HEWITT ROBINS BUFFALO NY	2.00	9.00	2.00														10037833
[illegible]	HEWITT ROBINS NIAGARA FALLS NY		6.00															00233715
[illegible]	LITTON SYSTEMS W HARTFORD CT				.600									.600				00265837
	PARENT CUST. TOT-LITTON IND BEVE	2.00	15.0	2.00	.600									.600				00044520
[illegible]	.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
[illegible]	.LUBRIZOL SALES PAINESVILLE OH				19.8				12.6		7.2							10047277
[illegible]	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
[illegible]	.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-

		NAME OF PRODUCT/CUSTOMER	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 / MASTER CODE
		THEORIOL FR-1															0030A		1043-245-1(
		.MALLIN CO LOS ANGELES CA		.600		1.80			.600						.600			.600	10047900
		.MALLINCKRODT HACKENSACK N J	4.00	3.33	4.00	.600	.600												00161671
		.MALDEN MILLS LAWRENCE MA				1.20										1.20			10048265
		.MARATHON OIL CORP DETROIT MI	2.00		2.00														00151564
		.SOUTHERN DYESTUFF SODYCCO NC	2.00	1.80	2.00														10074037
		.MASTER ETCHING MACH ANSLER PA	1.00	.880	1.00	.165						.165							10049193
		.MCB MFG CHEMISTS NORWOOD OH				1.97	.165			.600		.600		.600					10047253
		.MCDONNELL DOUGLAS ST L MO				.165	.165												10049571
		.MEAD PKG DIV MEAD ATLANTA GA				1.20					1.20								10051355
		MEAD CONTAINERS WATERLOO IA	1.20	1.20	1.20														00325789
		MEAD CONTAINERS WASH COU OH	1.00		1.00														00129615
		MEAD CORPORATION MEMPHIS TENN				1.80	1.80												00244334
		MURRAY RUBBER CO HOUSTON TX				1.80				.600	.600					.600			10055772
		PARENT CUST. TOT-MEAD CORP DAYT	2.20	1.20	2.20	4.80	1.80			.60	1.80					.60			00044695
		.MONASHA CORP TACOMA WA		2.40															00184228
		.MERCK - CO DANVILLE PA		3.60															10051555
		.MIDLAND IND FIN WAUKEGAN IL	1.20		1.20														10052440
		.MIDWEST WAX PAP LT MADISON IA	1.20	.710	1.20														00227180
		.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
		.MILROSS CONTROL SOUTHAMPTON PA	1.00		1.00														00214868
		.MINN MIN-MFG HUTCHINSON MN	1.20		1.20														00222674
		.MONSANTO EPC DIV ST PETERS MO	6.50		6.50														00153265
		.MONTGOMERY BROS LOS ANGELES CA		.220															00185651
		.STU I CHEM CHICAGO IL	2.40		2.40	.600											.600		10075278
		.BENJ MOORE LOS ANGELES CA	2.00	1.20	2.00	2.40		.600	.600				.600	.600					10055121
		BENJ MOORE DENVER COLO		1.20															10055148
		BENJ MOORE MELROSE PARK IL	3.60	10.2	3.60														10055156
		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
		.NALCO CHEMICAL CO CHICAGO IL	1.20	6.00	1.20														00131075
		.C E NATCO CO TULSA OK				.600						.600							00254363
		.NATL BY PRODUCTS MASON CITY IL		.600															00389369
		.NATIONAL CAN CORP DANBURY CT	4.00	5.40	4.00	9.00		7.20			1.80								00151580
		.U S IND CHEM DIV CINCINNATI OH	1.00		1.00														00143065
		.NATIONAL FIBRIT SPRINGFIELD TN	4.80																00210986
		.NATL FLOOR FLORENCE AL	6.30	1.80															10056500

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

		NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	PROJECTION FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / PARENT CODE
		THERMINOL FR-1															00350A		1040-245-10
1130		.NATIONAL HOMES CO LAFAYETTE IN	.330	.275	.330	.165	.165												00223506
1252		.N L INDUSTRIES SAYREVILLE NJ				9.60		9.60											10056735
1134		.NAIL STARCH - CHEM CHICAGO IL	2.40	3.00	2.40	2.40		1.20				1.20							10056918
1252		NAIL STARCH PLAINFIELD NJ	1.00	1.20	1.00	1.20			1.20										10056969
1252		NAIL STARCH - CHEM NYC NY		1.20															00044814
		PARENT CUST. TOT-NAIL 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
1132		.NEPACCO VERONA MO	2.20	6.60	2.20	1.20							1.20						00163847
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														10058982
1252		.NORTON CO TROY NY		.600		4.80	2.40								2.40				00157725
1158		.OIL GASS INC HOUSTON TEXAS	.800	6.00	.800														00221228
1153		.OLINKRAFT GROSSO 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		00044065
1130		.OREGON METALLURGIC ALBANY OR	5.00	20.4	5.00	2.40		2.4	12.6							12.6			00192899
1135		.ORMET CORP OMAL OH	9.00	18.0	9.00	6.00				6.00									10059585
1132		.OUTSIDE CARPETS INC ROME GA				2.40					1.00		.60						10057720
1133		.OWENS CORNING K C KANSAS		.600		2.40						1.20		.60		.60			10059352
1130		OWENS CORNING GRANVILLE OHIO		4.37															00088609
1132		OWENS CORNING ANDERSN SC	10.0	18.0	10.0	3.00					3.00								10059060
		PARENT CUST. TOT-OWENS CORNING T	10.0	23.0	10.0	5.40					3.00	1.20		.60		.60			00044881
1176		.OWENS ILLINOIS LOS ANGELES CA				1.20					.600		.600						10059877
1132		OWENS ILLINOIS INC ALTON ILL				.600	.600												00151610
1132		OWENS ILLINOIS DURHAM NC				.600	.600												00249033
1252		OWENS ILLINOIS BRIDGETON NJ				.275	.165						.110						00212202
1181		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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ORGANIC DIVISION SPECIALTY PRODUCTS
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-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES SUM FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ CTG GP
		THERMINOL FR-1															00350A		1040 245-10
1124		.PAPER CONVERTING CHICAGO ILL	.600		.600														00170608
1130		.PARAGON WAYNE FT WAYN IND				.220						.220							00257273
1155		.PARKE DAVIS - CO HOLLAND MI	2.40		2.40														10060885
1159		.PARKER COMPANY DETROIT MI		.165															10060215
1270		.PARKSON CORP FT LAUDERDALE FLA				1.80		1.80											00200485
1133		.PATCO PRODUCTS GRANDVIEW MO	.500		.500														00169358
1263		.MRS PAULS KITCHENS DUYLESTO PA		9.00															00133035
1264		MRS PAULS KITCHENS CHRISFLD MD		1.20															00170230
1267		MRS PAULS KITCHENS BRADDOCK PA		3.00															00170194
1262		MRS PAULS KITCHENS PHILA PA		1.20															00212865
		PARENT CUST. TOT-MRS PAULS KITCH		14.4															00212865
1264		.PEABODY & LANE INC BOSTON MA				6.00		6.00											00249599
1932		.PEE DEE FABRICS CO CHERAW SC	2.30	13.2	2.30														00225509
1134		.PELRON CORP LYONS ILL	3.60		3.60														00154997
1134		.SELASTOMER INC BENSENVILLE IL	1.20		1.20	1.20						1.20							10071087
1153		SELASTOMER INC FARMINGTON MI				.110		.110											10083656
		PARENT CUST. TOT-PENN REFINERY G	1.20		1.20	1.31		.11				1.20							00090271
1262		.PENNWALT CORP PHILADELPHIA PA		2.40															10061636
1131		.PENGADON CO NEW KENSINGTON PA		.055		.110						.110							00213608
1131		.PERRY PLASTICS ERIE PA		.600															00049323
1121		.THE PFAUDLER CO ROCHESTER NY				.165			.165										00087998
1267		.PFISTER CHEM RIDGEFIELD NJ	5.00	2.40	5.00														10062217
1437		.PFIZER INC GROTON CT	1.50	1.20	1.50	2.40	2.40												10062233
1232		.PHILMONT MFG CO ENGLEWOOD NJ				.110		.110											00249246
1262		.PHOTOCIRCUITS GLEN COVE NY		.600															10062799
1932		.PILLSBURY FARMS GAINESVILLE GA	.275		.275														00185523
1103		PILLSBURY TERRE HAUTE IN	2.00		2.00	13.8	10.8				3.0								10063619
		PARENT CUST. TOT-PILLSBURY CO MP	2.20		2.20	13.8	10.8				3.0								10062969
1156		.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
1267		PIONEER PLASTIC AUBURN ME				13.2	7.20					6.00							10063094
		PARENT CUST. TOT-PIONEER PLASTIC	.500	.440	.500	13.2	7.20					6.00							00045004
1134		.PIPELINE SER FRANKLIN PARK ILL	3.00		3.00	1.20			1.20										00207330
1267		.PITT-CONSOL CHEM NEWARK NJ		1.20		13.2	1.20	7.20	1.80	1.20			1.80						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	1.80	3.00	1.80		1.80		00155101
1153		.PLASTIC TOPS LIVONIA MI				.110								.110					10063671

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

%	PS	NAME OF PRODUCT/CUSTOMER	POUNDS	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 GP
		THERMINOL FR-1															0030A		1040-245-10
1178		.POINT OF PURCHASE KETTERING OH				.600				.600									00196218
1253		.POLYCHEMICAL INTL BRONX N Y				.710					.710								00155144
1252		.POLYMER CORP READING PA	1.00	.600	1.00	1.20			.600			.600							10063449
1922		.PPG INDUSTRIES HUNTSVILLE AL	1.00	.600	1.00														00165484
1250		PPG IGNANCE CALIF				4.20	1.20								3.00				10063413
1178		PPG CIRCLEVIL OH	30.0		30.0	27.6				12.0			6.0	3.6	6.0				10063191
1131		PITTS PLATE GL PIT CREIGHTO PA	2.00	2.40	2.00						1.20							2.40	00134956
1131		PPG INDUST HORMARVILLE PA				1.20													00159123
1962		P P G IND INC CORPUS CHRISTITX	10.0	2.40	3.00	.600				.600									00169811
1960		PPG INDUSTRIES INC HOUSTON TX	40.0		40.0														00156736
		PARENT CUST. TOT-PITTS PLATE GL	83.0	5.40	76.0	31.2	1.2			12.6	1.2		6.0	3.6	9.0			2.4	10063345
1252		.PRATT & WHITNEY E HARTFORD CT				2.40							1.20	1.20					00261688
1134		.PREMIX INC NO KIMBSVIL OH		10.2		5.40		1.80			1.80					1.80			00139643
1936		.PRESERVATIVE PT SEATTLE WA	2.00	3.60	2.00														10064538
1252		.PRINCETON CH PRINCETON NJ				3.60								3.60					10064627
1252		PRINCETON CH ROCKY HILL NJ.	1.00		1.00														10064635
		PARENT CUST. TOT-PRINCETON CH PR	1.00		1.00	3.60								3.60					10064627
1252		.PROCESS COMPONENTS BURLINGTON NJ				1.20	1.20												00247731
1155		.PROCESS SUPPLY CO ORANGE CA		.055															00242519
1176		.PROCTER AND GAMBLE CINN OH		.110		.165	.165												10064767
1178		PROCTER AND GAMBLE ROSS OH				.600						.600							10064775
		PARENT CUST. TOT-PROCTER AND GAM		.110		.765	.165					.600							10064767
1922		.PROCTOR CHEM SALISBURY NC	2.10		2.10														10064708
1133		.PROCTOR PRODUCTS ST LOUIS MO				1.80			1.80										00170377
1920		.PAYOR CABINET SHOP GROVER C CA				.110											.0010		00269972
1135		.LAWSON CHEM E ST LOUIS IL	21.0		21.0	.600										.600			10064041
1134		PUREX CORP CHGO IL		1.20															10065453
		PARENT CUST. TOT-PUREX CORP LAKE	21.0	1.20	21.0	.600										.600			10065453
1935		.QUAKER OATS MEMPHIS TN	2.40	4.80	2.40														10065665
1934		.QUAKR STATE OIL ERIENION PA				.220				.220									00251550
1937		.RAYCHEM CORP MENLO PK CA	5.00	3.60	5.00	3.60						3.60							10066653
1970		.RCA CONSUMER ELECTRO INDIAN IN		.110															10065379
1167		.RED POINT CORP BURBANK CAS		.165		.110		.110											00205202
1970		.REICHHOLD CHEM JACKSONVILLE FL	13.4		13.4	13.2	8.40	2.40	2.40		2.40			2.40					00195225
1934		REICHHOLD CH TUSCALOO AL	2.10		2.10	4.80		1.20		3.60									00135569
1134		REICHHOLD CHEMICAL MORRIS ILL	2.40	22.2	2.40														00220906

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ORGANIC DIVISION [illegible]
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 / MAIN ORD GP
	THERMINOL FR-1															003	50A	1049-245-1:
12[illegible]	REICHHOLD CHEM INC FORDS NJ				.600		.600											00248134
1[illegible]	REICHHOLD CHEM TACOMA WA		1.80		3.00					3.00								10067179
	PARENT CUST. TOT-REICHHOLD CHEM	17.9	24.0	17.9	21.6	8.40	4.20	2.40	3.60	5.40			2.40					00045713
1932	REPUBLIC MILL ROME GA	.600	.600	.600														00232297
1133	REPUBLIC STEEL MILES OHIO		8.40															00218187
1252	REYNOLDS METALS MESSENA NY				12.0			12.0										10067779
1232	REYNOLDS METALS PITTSBURGH PA				.600				.600									00253853
1237	REYNOLDS METALS GROTTOE VA	2.00	9.60	2.00	2.40					2.40								10067504
	PARENT CUST. TOT-REYNOLDS METALS	2.00	9.60	2.00	15.0			12.0	.6	2.4								10067782
1[illegible]	RHODIA INC PORTLAND ORE	2.00	3.60	2.00	6.60			.60						1.20	3.60		1.20	00152277
1133	RIEGEL PAPER CORP HAZELWOOD MO				.600				.600									00153531
1[illegible]	RIETZ MFG SANTA ROSA CA		.600		.600											.600		00237767
12[illegible]	ROGERS CORP E WOODSTOCK CONN				1.20										1.20			00151767
1171	ROHM - HAAS CO LOUISVILLE KY	1.00	21.0	1.00	5.40			3.00									2.40	00151777
125[illegible]	ROHM - HAAS CO BRISTOL PA				30.0			28.8		1.2								10068878
	PARENT CUST. TOT-ROHM - HAAS CO.	1.00	21.0	1.00	35.4			31.8		1.2							2.4	10063336
1[illegible]	ROHR CORP RIVERSIDE CA	5.00		5.00														10[illegible]1924
1252	RONSON METALS CO NEWARK NJ				.220				.220									10[illegible]
1[illegible]	ROESEL BRADENTON FL		.165															00232262
11[illegible]	ROTARY SEAL CORP CHICAGO IL				.110				.110									00253467
1[illegible]	MITCHELL DIV ROYAL IND. LA CA		.275															10053537
1[illegible]	ROYAL INDUST SANTA ANA CA		1.22		.820				.220			.600						10069602
	PARENT CUST. TOT-ROYAL INDUST SA		1.50		.820				.220			.600						10069602
1237	RUBATEX CORP BEDFORD VA				1.20				2.40		1.20							10069653
1252	SANDOZ PHARM HANOVER NJ				.275		.275											10070724
1[illegible]	SAV A STOP JACKSONVILLE FL		.600															00231657
1252	SAV A STOP SALEM VA	1.00	.600	1.00														00231770
	PARENT CUST. TOT-SAV A STOP JACK	1.00	1.20	1.00														00231657
1252	SCHENECTADY CH ROTTERDAM NY		.110		7.80						4.80	3.00						10071127
1[illegible]	GLIDDEN DURKEE JACKSONVILLE FL	3.00		3.00	3.00											3.00		00155239
1[illegible]	GLIDDEN CO READING PA		1.80															10033808
	PARENT CUST. TOT-S C M CORP CORT	3.00	1.80	3.00	3.00											3.00		00045454
1[illegible]	SCOTT WISE POLYMERS CROWLEY LA	1.20	7.80	1.20														10071569

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PRESENT FORCAST YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRO GR
	THERMINOL FR-1															00350A		1040-245-10
1973	.SEA PASS CORP ST LOUIS MO		1.20															10071763
1974	.DESOTO INC CHICAGO IL	1.20		1.20														10021855
1974	DE SOTO INC CHICAGO HEIGHTS IL	6.00	6.00	6.00	2.40		2.40											10021898
1974	DE SOTO INC CARLAND TX	.600	.600	.600														10021901
	PARENT CUST. TOT-SEARS ROEBUCK C	7.80	6.60	7.80	2.40		2.40											00045276
1974	.ALLIED PROCESSING CHICAGO ILL	.165		.165														00196401
1968	SHELL CHEM DEER PK TX	1.20	.600	1.20														10072301
1960	SHELL OIL GOLETA CAL	3.00		3.00	3.00									3.00				10072522
1960	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
1955	.SHERWIN WILLIAMS OAKLAND CA				7.20									7.20				10072633
1934	SHERWIN WILLIAMS CHGO IL	3.60		3.60														10072554
1978	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
1970	.SIERRA ENGIN SIERRA MADRE CA		.600															10072921
1965	.ATLESLANCH ARO CO TORRANCE CAL	6.00		6.00	.110					.110								10021521
1974	.A O SMITH INCLAND LITTLEROK AR	2.00	.600	2.00	1.20							.600			.600			00138266
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 MT HOLLY N C	1.20		1.20	.600						.600							00073866
1939	.SOUTHERN ADHES RICHMOND VA				6.60		6.60											10073979
1968	.SOUTHERN NATURAL GAS ARBLTA,LA				9.00								6.00	9.00		.60	9.00	00272051
1962	SOUTHERN NATL GAS MORGAN CT LA				14.4													00262761
1960	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
1947	.SOUTHERN BAKERY CO ATLANTA GA	.600		.600														00104640
1978	.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
1968	.SOUTHWEST FOREST SANTA FE CA	1.00	.875	1.00														00135614
1970	.SPECIALTY PAPER DAYTON OH	4.80	4.80	4.80	16.2			1.20	6.00			9.00						10074014
1956	.SPECTRUCON INC SANTA ANA CALIF		.165															00106673
1956	.ST VINCENTS HOSPITAL LOS AN C	70.0																00222143
1952	.STO CHEM PRODUCTS CHARLOTTE NC	.500	.600	.500														00133574
1957	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
1956	.STANDARD FELT ALHAMBRA,CA		.165		.600				.600									00241903

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G.	S.	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 CTG GP
		THERMINOL FR-1															00360A		1040-245-10
1969		.CHEVRON OIL CO HEVILLE LA	12.0	6.00	12.0														00217646
1970		CHEVRON OIL MORGAN CITY LA				4.20									4.[illegible]				00265905
1971		CHEVRON OIL CO NEW ORLEANS LA	20.0		20.0														00150127
1972		STAND OIL CALIF SANSON RIV AK				49.2						12.0			19.2		4.8	13.2	00252921
1966		STD OIL OF CAL CARPINTERIA CA				3.00									3.00				10075122
1966		STD OIL OF CAL GAVIOTA CALIF	2.00		2.00	5.40			2.40						3.00				10075130
1966		STD OIL LA HABRA CA				5.40							2.40			1.20	1.80		00136940
1966		STANDARD OIL TAFT CALIF				.110		.110											00197858
		PARENT CUST. IDT-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
1973		.AMOCO CHEM DECATUR ALA				16.8			9.00		7.00								10005221
1970		.ESSO RESEARCH - EN BAYTOWN TX	20.0		20.0														10026905
1964		.STANDARD PACKAGIN CRANBURY NJ				6.00				1.20		2.40		1.20		1.20			10075173
1978		.STANDARD SUPPLY MAYSVILLE KY	.500	.220	.500														00156025
1952		.STANLEY WORKS NEW BRITAIN CT				6.00	1.20			1.20	1.20				1.20		1.20		10075394
1970		.STAUFFER CHEM RICHMOND CALIF		.600															10075521
1975		STAUFFER CHEM LOUISVILLE KY		1.81															10075564
1962		STAUFFER CHEMICAL EDISON NJ				6.00							6.00						00210706
1966		STAUFFER CHEMICAL PASSAIC N J		.600															10075513
1931		STAUFFER GALLIPOLIS FERRY WV				1.80								1.80					10075637
		PARENT CUST. IDT-STAUFFER CHEM N		.609		7.80							6.00	1.80					00046868
1952		.STEDFAST RUBBER EASTON MA				1.80			1.80										10075718
1974		.STONE CONTAINERCORP CHIC ILL	2.40		2.40														10076250
1968		.STRESSKIN PRO CO SANTA ANA CA		4.80		1.20			.600						.600				00230798
1972		.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
1971		.SUN OIL CO MORGAN CITY		1.20															00230725
1964		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. IDT-SUN OIL COMP PH	4.80	4.20	4.80														00046663
1972		.SYLVAN CHEM CO INMAN SC				.600	.600												00139718
1972		.SYSTEMS PRINTERS SANTA FE CA				.220									.220				00139742
1973		.TELEDYNE READCO YORK PA				.600										.600			00269263
1973		.PAGING CORP VINCENNE IN				1.80				1.80									00132659
1972		TENNECO INC INTRACOASTAL CI LA				12.0											12.0		00271667
1971		TENNECO OIL MORGAN CITY LA	50.0		20.0														00219769
1969		TENNECO COLORS DIV READING PA	1.00	1.20	1.00														10078512
1952		TENNECO CHEMICALS LUBECO SC				3.00	3.00												00155365
		PARENT CUST. IDT-TENNECO INC HOU	51.0	1.20	21.0	16.8	3.0			1.8							12.0		10078594

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G.		NAME OF PRODUCT/CUSTOMER	FORECAST	LAST YEAR SALES	SALES VARIANCE FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MKT SEG GP
		THERMINOL FR-1															00350A		1040-245-1C
1[illegible]		.JEFFERSON CHEM CO INC AUSTINTX	1.20	3.00	1.20	.600			.600										00151416
1[illegible]		.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
1[illegible]74		.TEXAS-REFINING FORT WORTH TX		1.20															00140449
1[illegible]32		.TRAYER COGGINS INC HI POINT NC	7.20		7.20														00160041
1[illegible]74		.THERMOJET INC JACKSON MISS				1.20							.600	.600					00261793
1[illegible]78		.THERMOLATOR INC INDIANAPOLISIN	1.00	.660	1.00	.330			.330										00146643
1[illegible]6		.THERMO-O-DISC MANSFIELD OH		.055		.110				.110									00228937
1[illegible]32		.THILLE KAOLIN SANDERSVILLE GA	8.30		8.30	11.4			11.4										10079764
1[illegible]33		.TOPCO LAMINENTS FORT SCOTT KS	.165		.165														00219398
1[illegible]35		TOPCO LAMINATES ST JOHNS MO		.165															00222836
		PARENT CUST. TOT-TOPCO LAMINATES	.165	.165	.165														00222836
1[illegible]56		.TRADE WINDS NO 2 BROWNSVILLE TX		1.20		.600						.600							00206601
1[illegible]33		.TRANSPLASTICS CORNEAUT OH		.600		2.40						.600			.600	.600	.600		00212113
1[illegible]14		.TROSTEL COMPOUND LK GENEVA WI	2.40		2.40	.600											.600		10081084
1[illegible]52		.GOALS UNASSGND FOR BK THRU 1252	361		361														00165565
1[illegible]31		.GOALS UNASSGND FOR BK THRU 1131	388		388														00165581
1[illegible]34		.GOALS UNASSGND FOR BK THRU 1134	52.0		52.0														00165611
1[illegible]53		.GOALS UNASSGND FOR BK THRU 1153	353		353														00165645
1[illegible]32		.GOALS UNASSGND FOR BK THRU 1932	223		223														00165654
1[illegible]74		.GOALS UNASSGND FOR BK THRU 1974	76.0		76.0														00165667
1[illegible]66		.GOALS UNASSGND FOR BK THRU 1866	278		278														00166170
1[illegible]		.LEVER BROTHERS CO LOS ANGELES CA	10.0	21.8	10.0														00127558
1[illegible]2		LEVER BROTHERS BALTIMORE MD		1.20		3.00						3.00							10046092
		PARENT CUST. TOT-UNILEVER INKCOP	10.0	23.0	10.0	3.00						3.00							00026298
1[illegible]75		.UNION CAMP CORP DECATUR ALA	2.00		2.00														00214019
1[illegible]76		UNION CAMP CORP LAKELAND FLA	1.50		1.50	1.80	.60		1.20										10031564
1[illegible]35		UNION CAMP CORP DOVER OH	2.00		2.00														00209333
1[illegible]12		UNION CAMP CORP MORRISTOWN TN	.600		.600														00177339
		PARENT CUST. TOT-UNIONCAMP CORP	6.10		6.10	1.80	.60		1.20										00047093
1[illegible]		.UNION CAR UC PLAS MARIETTA OH	1.00		1.00														10081374
1[illegible]32		UNION CAR - NUC OAKRIDGE TENN	15.5		15.5														10081971
1[illegible]31		UNION CARBIDE SISTERSV WV				1.20										1.20			00141852
1[illegible]31		UNION CARBIDE S CHARLESTON W V				73.1		73.1											10081777

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR ORD-GP
		PARENT CUST. TOT-UNION CARBIDE C	16.5		16.5	74.3		73.1								1.2			00045705
		THERMINOL FR-1															00350A		1040-24541
		UNION AMSCO LAMIRADA CA				6.00	6.00												00243320
1932		UNION AMSCO TUCKER GA	4.20	7.20	4.20														10004551
1[illegible]		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															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
1[illegible]		UPJOHN COMPANY LA PORTE TX		1.20		2.40			2.40										00161241
		PARENT CUST. TOT-UPJOHN KALAMAZO		1.20		4.80			2.40						2.40				10085675
1131		UPSON COMPANY LOCKPORT N Y		1.20															00206474
1134		UNITED STATES ADHESIVE CHGO IL	1.20	1.20	1.20	.600				.600									10083672
1134		U S GEAR CORP CHICAGO IL	.600	.600	.600														00232131
1[illegible]		U S GOVT ORDN HUNTSVILLE ALA				.600			.600										10084725
1237		U S GOVT LORING AFB ME				.600				.600									00253618
1133		U S NAVAL AMMUNITION CRANE IND	6.00		6.00														00155159
		PARENT CUST. TOT-U S GOVT WASHIN	6.00		6.00	1.20			.600	.600									10004733
1[illegible]		U S GYPSUM SANTA FE SPRINGS CA				1.20					1.20								00253596
1[illegible]		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
1134		U S MOVIYONE CHICAGO ILL	1.20		1.20														00143073
1153		VAIL RUBBER WORKS ST JOSEPH MI				.600								.600					10065799
1252		VAN DYK AND CO BELLEVILLE NJ	5.00	5.40	5.00														10086086
1[illegible]		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—

NAME OF PRODUCT/CUSTOMER	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
THERMINOL FR-1															00350A		1040-245-1
.VANCE STEEL BELLEVILLE NJ		1.20															00240768
.VELSICOL CHEM MEMPHIS TENN				10.8											3.60	7.20	10086442
.VERNOON HILLS HOSPITAL VERD CA	20.0																00222135
.VINYL PAID INC W SPRINGFLD MASS	.100	.600	.100														00217649
.VOPS BAKERY DIV EL MONTE CA				.220		.220											10087120
.WARWICK ELECTRIC FORREST CTY A		1.20		4.80			4.80										00243664
.WAYLAND CHEM CO LINCOLN RI				2.40							2.40						10087916
.FRED WEBER CONST ST LOUIS MO				3.00							3.00						00260576
.WELDING ENGINE KING OF PRUS PA	10.0	6.00	10.0														00225710
.WELLS MFG FOND DU LAC WI	.600		.600														00144614
.WEST CO BELLEVILLE N J				4.20	1.20						1.20					1.80	10083445
.WESTFIELD SHT MTL KENILWTH NJ				1.80					.60	1.20							00252324
.WESTINGHOUSE MUNCIE INDIANA	3.00		5.00	3.00	3.00												10069409
.WESTVACO CORP CHICAGO ILL	1.20		1.20														00168466
WESTVACO CORP BALTIMORE MD				.600							.600						00154803
WESTVACO CORP DETROIT MI				.600						1.20			.60				00144703
WESTVACO NORTH CHARLESTON SC				1.20						.600		.600					10086577
PARENT CUST. TOT-W VA PULP-PAPER	1.20		1.20	2.40						1.80	.60	.60	.60				00047585
.WHEELING PLTB ST JAMESBURG NJ	10.0		10.0														00170968
.WHITE RUDGERS CO ST LOUIS MO				.055		.055											10092350
.WILLIAMSON ADHESIVES CINN OH				1.31							1.31						00260250
.ARGUS CHEM TAFT LA	1.20	1.20	1.20														00236926
.ARGUS CHEM BROOKLYN NY		5.40		7.20					4.80		2.40						00105918
.witco CHEM CHICAGO ILLINOIS	7.20	6.00	7.20	3.60									3.60				10091098
.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
.XEROX WEBSTER NEW YORK				1.20			1.20										10092450
.ZIENEGO CONTRACT FRANKLIN WISC	1.20		1.20														00196630
.ZINSCO ELECT PROD LOS ANG CA				1.80				1.20	.60								10092760
TOTAL PRODUCT * * * * * * * LB	3837	2607	3476	2520	265	318	308	104	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
.AIRCO SPEER NIAGARA NY		.600															00107409
.ALLIED CHEM BUFFALO NY		2.40		6.00	6.00												10002389
.ALCAN ALUMINUM FAIRMONT W VA		1.80															00183160
.REA MAGNET WIRE FT WAYNE IND		.165															00089583
.REA MAGNET WIRE LAFAYETTE IN		.600															10066646
PARENT CUST. TOT-ALUMINUM CO OF		.765															00045063

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ORGANIC DIVISION [illegible]
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SLS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GTD GP
		THERMINOL FR-2															00357A		1040-265-1
12	52	.AMERICAN BAKERIES BROOKLYN N Y		.330															00069789
1	79	.AMERICAN CYANAMID MOBILE AL		3.60															10003865
11	31	AMERICAN CYANAMID WILLOW IS WV				3.00								3.00					10003768
		PARENT CUST. TOT-AMER CYANAMID W		3.60		3.00								3.00					00045101
11	34	.AMERICAN DECALCAMANIA CHIC IL		1.20															10003973
12	54	.AMERICAN HYDROTHRM E WOODSTK CT		1.20		1.80	1.80												00237473
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												10004004
11	39	.AMETEK/WEST PL/WAPAKEONETA OH		.600															00109622
19	76	.ARIZONA CHEM PANAMA CITY FL		.600															10006090
11	34	.ARMOUR INDUSTRIAL MC COOK IL		6.00															10006316
19	32	.ARMSTRONG CORK MACON GEORGIA		4.20															00089110
12	52	ARMSTRONG CORK LANCASTER PA		4.20															10006430
		PARENT CUST. TOT-ARMSTRONG CORK		8.40															10006430
11	53	.AWREY BAKERIES LIVONIA MI		3.00															00228419
12	52	.BADGER CO E WEYMOUTH MA		.930															00245542
11	34	.BAGCRAFT CORP OF AM CHICAGO IL		3.00															10007992
19	32	.BARRY OF GOLDBORO N CAROLINA		.600															00180158
12	52	.BOND BAKING CO BROOKLYN NY		2.40															00265770
12	52	BOND BAKING CO PHILA PA		5.03															00152366
		PARENT CUST. TOT-BOND BAKING CO		7.43															00265770
19	32	.BURLINGTON IND ALTAVISTA VA		6.00															10012533
11	34	.BURNY BRO NORTH LA IL		2.40															00112585
12	52	.BUTTERFIELD BARRY TETERBORO NJ		.165															00112690
18	66	.CARNATION CO VAN NUYS CA		.240															10014050
12	52	.CELANESE PLAS CLARK NJ		.330															10014794
12	52	.CELLUCRAFT INC NEW HYDE PRK NY		1.20		.600			.600										00176184
18	66	.CHANSLOR WESTERN OIL FELLOWS C		2.40															00227833
12	52	.COLLOID CHEM CEDAR KNOLLS NJ		.935		.220	.220												10017777
11	78	.COLORPAC INC FRANKLYN OH		1.20															10017963
11	34	.CTNR CORP OF AM SIOUX CITY IA		.165															10018595
11	34	.CONTINENTAL CAN CHICAGO ILL		.220															10018900
11	34	.CPC INTERNATIONAL ARGO ILL		.600															00211257
12	52	.CHEM PUMP DIV WARRNINGTON PA		.975															10015936

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ORGANIC DIVISION SPECIALTY ...
PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	S.S.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	YEAR SALES	SALES QUAL FOR CURR. YEAR	SALES CURR Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GRD GR.
		THERMINOL FR-2															00357A		1040-265
11	33	.CURTIS MFG ST LOUIS MO		4.20		.600	.600												10022522
11	38	.DANA CORPORATION CHURUBUSCO IN		4.80															00176157
11	66	.LEE DIAN SANTA FE SPRINGS CALF		.165															00164364
11	37	.DEERING MILLIKEN INMAN SC		1.80															00240923
11	56	.DIAMOND SHAMROCK S OXNARD CA		.055															00088943
11	56	.DOLLY MADISON CAKES LOS ANG CA		1.80															10022630
11	60	.DURJE CAL THERES CERITAS CAL		.330															10022651
12	52	.DOUBLEDAY HANOVER PA		1.58															10022162
11	53	.DOW CHEM MIDLAND MICH		.600															10022908
11	53	DOW CORNING MIDLAND MICH		3.06															10022983
		PARENT CUST. TOT-DOW CHEM MIDLAN		3.66															10022908
12	52	.E I DU PONT DE NEMO PARLIN NJ		.600															10023862
11	3	.DUVAL SIERRITA SAHUARITA AZ				6.00			6.00										00186443
11	6	.EL MONTE CHEM PASADENA CA				.600			.600										00253286
12	52	.EMBOSSOGRAPH PROCESS BRKLYN NY				.600	.600												10025037
11	31	.E L WIEGAND CO PTSBG PA		.600															10090591
11	53	.FABRI KAL CORP KALAMAZOO MICH		.165															00164691
12	52	.FARRELL CORP CONN ANSONIA CT		4.80															00118363
12	52	.FELTON CHEMICAL CO BROOKLYN NY		.600															0022344
11	56	.FIBREBOARD CORP SOUTH GATE CA		6.00															00168471
11	33	.FINDLEY SERVICE CO SAINT CH MO				12.5			12.6										0011853
12	52	.FINE ORGANICS INC LODI NJ		4.20		3.00		3.00											1002799
11	38	.FIRESTONE NOBLESVILLE IN		12.0															1002809
11	38	FIRESTONE TIRE AKRON OH		.165															1002811
		PARENT CUST. TOT-FIRESTONE TIRE		12.2															1002811
11	53	.FORD MOTOR DEARBORN MICH		15.6		4.00		4.80											0011877
11	53	FORD MOTOR CO WOODHAVEN MI		1.80															0022675
		PARENT CUST. TOT-FORD MOTOR DEAR		17.4		4.80		4.80											0011895
19	58	.MCKESSON CHEM CO NEW ORLEAN LA		3.00		9.00		9.00											1004930
19	76	.GAYLORD CONTAINER TAMPA FLA		1.20															0021914
11	34	.GM-ELECTRO MOTIVE MCCOOK IL		.600															0018461
11	38	GM-DELCO BATTERY MUNCIE IN		3.60															100326
11	53	GM-TECHNICAL CENTER WARREN MI		.600															100327
		PARENT CUST. TOT-GENERAL MOTORS		4.80															001572
11	34	.GENERAL AMER RES. DES. PLAINS IL		.820															002112
11	53	.GEN. ELEC EDMORE MICH.		1.15															100310

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PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

S.G.	S.S.	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 / MAJR GTD GP
		THERMINOL FR-2															00357A		1040-265-1
1174		.GEN TIRE - RUB COLUMBUS MS		.165															10033195
1131		GEN TIRE - RUB JEANETTE PA		6.00															10033160
		PARENT CUST. TOT-GENL TIRE - RUB		6.17															10033144
1252		.GEORGE & LYNCH NEW CASTLE DE		.600															00230413
1160		.N C GINTHER GAS PLT GILLETE WY				1.80		1.80											00232815
1138		.GOODYEAR TIRE AKRON OH		2.40		.600			.600										10034698
1252		.GREAT ATLANTIC PACIFIC NEWARKN		3.60															00165433
1178		.GULF PLASTICS GREENSBURG IN																	00225924
1252		.HAMILTON MFG RICHMOND VA		3.00															10035526
1253		.HAMILTON SID WINDSOR LOCKS CT		3.60															10036542
1153		.CHEMETRON CORP HOLLAND MI		15.0															00196428
1133		CHEMETRON CORP ST LOUIS M		1.00															00184608
		PARENT CUST. TOT-HARWICK AKRON O		16.8															00123218
1153		.HOLY CROSS HOSPITAL DETROIT MI		.600															00214519
1252		.HOOKER CHEM HICKSVILLE NY				3.60	3.60												10036677
1252		.HORN - HARDART BAK PHIL PA		3.65															10033936
1252		.J M HUBER EDISON NJ		3.60															00124937
1252		.ICI AMERICA INC DIGHTON MA		1.80															10039908
1230		.CRAWFORD MFG RICHMOND VA		3.60															10020035
1173		.INMONT CORP CINCINNATI OHIO		6.00															10040736
1153		INMONT CORP TOLEDO OHIO		4.80															10043876
		PARENT CUST. TOT-INMONT CORP NYC		10.8															00044482
1256		.INTERMT CONCRETE SALT LK CT UT		1.20															00223818
1256		.INTERPACE IONE CA		9.00		3.60	3.60												10004055
1133		.INTERPACE MANKATO KANSAS		1.20															00183407
1252		.INTL FLAVORS TETERBORO NJ		1.20															10041236
1856		.INTL MULTI FOODS CITY INDUS CA		.345															00223867
1932		.INTL NICKEL WRIGHTSVILLE BU NC		.060															00232513
1974		.INTL PAPER CAMDEN AR		3.00															00125946
1975		INTL PAPER SPRINGHILL LA		1.20															10041643
1252		INTL PAPER SOMERVILLE MA		2.40		.600										.600			00170496
1134		INTL PAPER FOND DU LACK WI		.600															00215333
		PARENT CUST. TOT-INTL PAPER CO N		7.20		.600										.600			00044504
1134		.INTERSTATE BAKER CHICAGO IL		1.80															10041848
1153		.ITT CONTL BAKING DETROIT MI		.600															10010862
1252		.JIFFY MFG HANOVER PA		3.60															00126446

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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 YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GRD GP
		THERMINOL FR-2															.0035	7A	1040-265-10
1656		.WESTERN PRECIP LOS ANGELES CA		.600															10058895
1252		.KANECKI BERYLCO FOYERTOWN PA		1.20															10043549
1133		.THE M W KELLOGG CO OMAHA NB		3.17															00126602
1133		.KENT PLASTICS EVANSVILLE IN		1.20															10043948
1131		.KOPPERS CO BRIDGEVILLE PA		3.60		3.60		3.60											10044920
1131		KOPPER COMPANY MONROEVILLE PA																	00217182
1131		KOPPERS COMPANY INC VERONA PA		1.80															00185876
		PARENT CUST. TOT-KOPPERS CO PITT		5.40		3.60		3.60											00044571
1252		.LANE COMPANY ALTAVISTA VA		.600															10045363
1252		.LIBERTY MACH PATERSON NJ		1.20															10046254
1138		.LUBRIZOL SALES PAINESVILLE OH		41.4															10047277
1656		.MAGNA SCREEN CHATSWORTH CA		.120															00049042
1252		.MALDEN MILLS LAWRENCE MA		1.20															10048265
1178		.MARVAGLASS INC LEXINGTON KY		.165															00196746
1134		.MEAD CONTAINERS WATERLOO IA		1.20															00225789
1170		MEAD CONTAINERS WASH COU OH		.600															00129615
		PARENT CUST. TOT-MEAD CORP DAYT		1.80															00044695
1252		.UNYX CHEM JERSEY CITY		2.40															10059380
1134		.MINN MIN-MFG HUTCHINSON MN		1.20		1.20	1.20												00222674
1104		.MONSANTO COMPANY SPRINGFIELDMA		.120															00215740
1134		.STD T CHEM CHICAGO IL		1.20		.600	.600												10075270
1178		.U S IND CHEM DIV CINCINNATI OH		3.60															00143065
1252		.N L INDUSTRIES SAYREVILLE NJ		26.4															10056705
1134		.NATIONAL TEA CO CHICAGO IL		3.60															10057000
1134		.NEFCO INC CHICAGO IL		1.20															00237054
1178		.NORTH AMERICAN ROCKWL COLUM OH		.055															10058082
1656		.OWENS ILLINOIS LOS ANGELES CA		1.20		1.20		.600		.600									10057879
1133		.PARKE DAVIS - CO HOLLAND MI		2.40															10060885
1133		.PATCO PRODUCTS GRANDVIEW MO		1.20															00160358
1138		.PATTERSON IND E LIVERPOOL OH		.110															10061148
1134		.PELRON CORP LYONS ILL		1.80															00154997
1138		.PENN REFINING CLEVE OHIO		1.20															10061520
1134		SELASTOMER INC BENSENVILLE IL		1.80															10071887
		PARENT CUST. TOT-PENN REFINERY G		3.00															00090271
1656		.PENNWALT-KERNS UNITD ORANGE CA		.220															10044065
1656		.FRITO LAY CO LOS ANGELES CA		.600		.600	.600												10029686
1134		FRITO LAY CHGO ILL		.600															10029678
		PARENT CUST. TOT-PEPSICO INC NEW		1.20		.600	.600												00044954

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