01/12/72

PRODUCT/CUSTOMER SALES REPORT

—IN THOUSANDS OF POUNDS AND DOLLARS—

MG	SIS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORCURR MOS	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ SRD GP
		PARENT CUST. TOT-WHEELING STEEL		2.04															00047082
		PYDRAUL 150-A															01899A		4591-151-1
1134		.WHITING CORP S MILWAUKEE WI		3.05															00237449
1134		.YOUNGSTOWN SHEET E CHICAGO IN	10.0	5.09	10.0														00227412
1168		.ZAPATA OFFSHORE CO HOUSTON TX	2.50	2.55	2.50	16.2	5.09						7.58	3.54					00231924
		TOTAL PRODUCT * * * * * * * LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	4591-151-1
		10 TOT MAJOR PYDRAUL 150A LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	
		PYDRAUL A 200															00505A		4595-200-1
1131		.ADEX CORP MEADVILLE PA	3.50	5.81	3.50	1.29	1.29												10006396
1153		.ACHESON COLLOIDS PORT HURON MI		.295															10006475
1139		.AGRI CRAFT CO INC CAMARILLO CA		.059															00184721
1130		.ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002783
1230		ALUMINUM CO CRESSONA PA	13.6	9.68	13.6	3.23	3.23												10002877
1030		ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002958
1030		ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002965
		PARENT CUST. TOT-ALUMINUM CO OF	108	75.5	108	3.23	3.23												00045063
1178		.AMIXTER GENERAL PENNSCLA OIL		.645															00134756
1178		.ARMCO STEEL ASHLAND KY	40.0	40.0	40.0	6.45	6.45												10006171
1178		ARMCO STEEL MIDDLETOWN OH	150	143	150	23.0	23.0												10006223
		PARENT CUST. TOT-ARMCO STEEL MID	190	183	190	29.5	29.5												10006228
1155		.BENDIX CORP SOUTHFIELD MI		1.94															00237337
1130		BENDIX CORP ROCHESTER NY	1.00	4.28	1.00														00111430
1230		BENDIX CORP SIDNEY NY	12.0		12.0														10009278
		PARENT CUST. TOT-BENDIX CORP DET	13.0	6.22	13.0														00045551
1130		.BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10000596
1230		.BLACK AND DECKER LANCASTER PA	3.50	1.29	3.50														10009936
1136		.CABOT STELLITE DIV KOKOMO IN	30.0	36.1	30.0	7.74			7.74										10031785
1133		.CHEMICAL METALS ALTON IL	6.00		6.00														00247400
1153		.CITY CONTROLLER DETROIT MICH		15.5		2.65	2.65												00170578
1133		.CLYDE EQUIPMENT CO ST LOUIS MO		.118		.118								.118					10017327
1134		.COLLIN RADIO CEDAR RA IA		.645															00114642
1270		.COLSON CO SOMERVILLE MA		1.94		1.29				1.29									00243523

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B1131-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJP GRD GP
															01857A		6761-313-1
PYDRAUL 312-A																	
.PENN CONTROLS INC WATERTOWN WI				3.00											3.00		00133124
.PERMANENT CASTING HOT SPRING AR				11.5					.50	1.00	5.00		5.00				00161071
.PHELPS DODGE EL PASO TX				5.00							5.00						10062470
.PITTERS REGULATORS SPOKIE ILL				1.50							1.50						10064325
.PRESSURE CASTINGS CLEVELAND OH				3.50					1.00						1.00	1.50	10067590
.PRESTOLITE-WICO H. SPRINGFIELD				17.5					2.50			2.50	2.50	5.00	5.00		00134694
.PRINTING PAPER GREEN BAY WISC				1.50					.500				.500	.500			00216127
.RALSTON PURINA GONZALES TX				2.50										2.50			00266396
.REACTIVE METALS ASHTABULA OH				2.50				2.50									10066654
.READING IND EQUIP READING PA				6.00				2.50		3.50							10066670
.READING METALS READING PA				5.50								2.50			2.50	.50	00252220
.REPUBLIC STEEL MASSILLON OH				21.0					9.0				3.0	3.0	10.0		10067497
.REYNOLDS METALS PHILADELPHIA AR				4.00					1.00			1.50		1.50			10067647
.RICCO CASTING CO CUY FALLS RI				2.00						1.00		1.00					10069159
.ROCKWELL MFG RUSSELVILLE KY				32.0							7.0	3.0		15.0	5.0		10068762
.ROPER CORP MT GILEAD OH				11.0										11.0			00248304
.GEORGE D ROPER NEWARK OH				24.0							12.0				12.0		10069033
PARENT CUST. TOT-GEORGE D ROPER				35.0							12.0			11.0	12.0		10069033
.ROTATING COMPON PAY SHORE NY				.500						.500							10069459
.ROTARY [illegible]				4.00					1.00	.50	.50				1.00	1.00	10070775
.RUSSELL LIGHTING DV BURBANK CA				7.00					7.00								10072077
.SHAVON STEEL TARRELL PA				18.0							22.0	4.0					10072166
.SILENT HOIST & CHAIN BROOKL NY				.273			.135								.138		00253243
.SINGER CO LITZ NJ				31.5				1.00	4.00	5.00	2.00	2.00	6.00	4.50	7.00		10073274
[illegible]				2.50						1.00	1.00	1.00	1.00		1.50		00130115
.SOUTHERN DIE CAST FT SMTH AR				2.50								2.00				.50	00244406
.SOUTHERNE ALUM HARRISVILLE KY				2.50				1.00						.50		1.00	00215552
.SPINOZA INC RUSSELLVILLE AR				.270			.270										00251143
.SPRAUT WALDRON MFGY PA				3.00						3.00							10074860
.ST LOUIS DIECAST BRIDGETON MO				8.00				1.00	1.00	1.00		1.00	1.00	1.00	1.00	1.00	00217115
.STAUFFER CHEM BUCKS AL				24.0								24.0					00225797
STAUFFER CHEM COBBS FERRY NY				.184								.184					10075602
PARENT CUST. TOT-STAUFFER CHEM N				24.2								24.2					00046868
.STEEL [illegible]				[illegible]												.184	00139173
.STEWARD MACHINE BIRMINGHAM AL				.500											.500		00257104
.STRATOFLEX FORT WORTH TX				.184								.184					10076374
.STUDEBAKER [illegible]				[illegible]				2.50		2.50		3.00		2.50		2.50	10078455
.SUNSTRAND [illegible]				[illegible]										1.00			00253588
.TANNER MFG CO ERIE PA				1.00								1.00					00139831
.TAYLOR MFG CO GARLAND TX				1.50										1.50			00245488

-IN THOUSANDS OF POUNDS AND DOLLARS-

CO	SES-EF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PLAN FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GRD GP
		PYDRAUL 312-A															01867A		6761-313-
1932		.TENN METALLURG CORP KIMBLE TN				4.00			4.00	3.00	5.00	2.00			2.00	2.50	2.00	2.50	00168124
1933		.PARAMOUNT DIE ST JOSEPH MICH				27.0						5.00					3.00	2.50	00142013
1931		.TIMKEN ROLLER BEAR CANTON OH				20.0					2.20	6.50					7.50	2.50	10083193
1934		.U S STEEL FORRAGLE CALIFORNIA				11.0									4.00		4.00	3.00	00228965
1934		US STEEL CORP SOUTH CHICAGO IL				1.00											1.00		00210932
1934		US STEEL CORPORATION DULUTH MN				.500				.500									00210129
1934		UNITED STATES STEEL STEELTON MN				1.00				.500						.500			00194321
1931		U S STEEL GREENSBURG PA				18.0					3.0						15.0		10065381
1931		U S STEEL IRVINE PENNSYLVANIA				5.00				5.00									10065260
1939		US STEEL HORSE CANYON UTAH				11.0												11.0	00198161
		MARKET CUST. TOT-UNITED STATES S				47.5				6.0	3.0				4.0	.5	20.0	14.0	00047724
1931		.VEEDER ROOT INC ALTOONA PA				14.0				3.50	3.50				3.50	3.50			10206396
1934		.VIKING CHEMICAL CO ROCKFORD IL				.500				.500									10386650
1931		.WEINMAN PUMP & S PITTSBURGH PA				1.00						1.00							10098027
1931		.WESTINGHOUSE LIMA OHIO				42.0			3.0		3.0	3.0	3.0	19.0	10.0	5.0			10084700
1933		.WHITE RODGERS CO GAINESVILLE AR				6.00										6.00			00266302
1939		.PEAT DIV-WHITTAKER NORWALK CA				27.0								9.50	3.00	3.50	4.50	6.50	00195087
1953		WILE BROTHERS MFG DETROIT MI				.364								.180				.184	00261899
1923		.WILSON DIECASTING GRAIN VLY MO				1.00							1.00						00232041
1939		.WITBROW DIE CAST N HOLLYWOOD CA				15.0							2.50	5.00		2.50	5.00		00394013
		TOTAL PRODUCT * * * * * * * LB				4712		16	153	481	319	415	673	551	669	453	584	399	6761-313-
		25 TOT MAJOR PYDRAUL 312A LB	14804	6211	8059	6641	714	601	553	628	336	435	695	571	672	453	584	399	
		PYDRAUL 230															00593A		4597-230-
1930		.BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														00150797
1930		.BETHLEHEM STEEL BETHLEHEM PA		1.05		7.35	1.05	2.10	2.10	2.10									10005588
1931		CALUMET CITY IL	10.0	22.8	15.0	6.30		5.25				1.05							10013194
1973		.CLIDDOT CLOD CO MILLIS PA		.575															00235292
1937		.COSTON BEVCOAN CHARLOTTE NC				1.05			.525	.525									00255408
1931		.UNIVERSAL CYCLOPS ST TITUSV PA	10.0	13.1	10.0														00228556
1974		.FEN STEEL INC MUSKOGEE OKLA	3.00																00175574
1976		.FLORIDA STEEL INDIANTOWN FL		10.0		10.5			10.5										00227389
1935		.W R GRACE HARCO CHEM FORDS NJ				10.5		10.5											10035066
1930		.HERCULES INC RADFORD VA		1.05		1.05						1.05							00123917
1934		.KEESEY HAYES CO ROCKFORD IL	105	137	105	42.0	21.0		21.0										10043751
1924		.JUL-STEEL HENNEPIN IL	90.0		2.00														00239771
1933		.MID-AM CANNING MADISONVILLE KY		.525															00245771
1939		.RICH MFG CO CORONA CALIF																	00161330

-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTION FOR CURR YEAR	CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRD-GP
		PYDRAUL 230															00533A		4597-230-1
1128		.SHENAGO COMPANY DOVER OHIO	4.70	3.15	4.70														00216965
1176		.SOUTHWIRE ALUM HARRISVILLE KY	80.0		30.0														00210552
1032		.TELEDYNE ALLVAC MONROE NC				2.63	1.58			1.05									00242047
1133		.CENTEX CORPORATION BENSENVILLE IL		.525															00001675
1968		.US STEEL CHEMICAL BAYTOWN TX	50.0	49.0	50.0														00210049
1134		.GRACINE CHICAGO ENGR ADDISON IL	2.00	2.10	2.00														00179965
1230		.WELDOTRON CORP NEWARK N J		.525															00170232
1230		.WELDOTRON CORP PISCATAWAY NJ	4.50	2.60	4.50														00231576
		PARENT CUST. TOT-WELDOTRON CORP	4.50	3.13	4.50														00170232
1178		.YOUNG & BURTRE CINCINNATI OH		.200															00230618
		TOTAL PRODUCT * * * * * * * LB	446	245	305	81.4	23.6	17.9	34.1	3.7		2.1							4597-230-1
		PYDRAUL 230-A															01607A		4597-231-1
1134		.ANCHOR COUPLING CO LIBERTYV IL				.047							.047						00109665
1230		.BETHLEHEM STEEL BETHLEHEM PA				6.11					2.04		2.04	2.04					10009583
1134		.CALUMET STEEL CHICAGO HTS IL				4.58					2.55	2.03							10013174
1133		.CENTERS OF E ARK W MEMPHIS ARK				.509												.509	00272493
1230		.CIBA PHARMACEUTIC SOMERSET NJ				.141										.141			00209875
1923		.CUSTOM DEVCON CHARLOTTE NC				1.53							1.02					.51	00255408
1931		.UNIVERSAL CYCLOPS ST TITUSV PA				1.02												1.02	00222656
1252		.E I DUPONT SEAFORD DE				.047									.047				00181013
1976		.FLORIDA STEEL INDIANTOWN FL				96.6				23.8		23.9			24.4			24.4	00227869
1133		.FORD MOTOR CO CHICAGO IL				1.02							.509					.509	00294950
1193		.A P GREEN REFACTORIES MEXICO MO				.141					.141								00150711
1174		.FLAND STEEL CORP STEEL CHICAGO				1.02									1.02				10045566
1133		.THE W K KELLOGG CO CHAMPAIGN IL				.047									.047				00126802
1174		.[illegible] CO [illegible] IL				124				4.1	16.3		24.4	25.1		29.5		24.4	10043751
1193		.[illegible]				.507								.507					00282498
1133		.[illegible] COMPANY [illegible] OHIO				3.03									1.02		2.04		00244965
1134		.STEVENSON SALES DAVENPORT IA				2.04					1.02				1.02				00254777
1934		.TELEDYNE ALLVAC MONROE NC				3.06						4.07	1.02	2.03					00242047
1968		.US STEEL CHEMICAL BAYTOWN TX				15.3											5.1	10.2	00210049
		TOTAL PRODUCT * * * * * * * LB				261				27.9	22.0	30.0	29.1	25.6	27.6	29.7	7.1	61.6	4597-231-1
		TO TOT MAJOR PYDRAUL 230A LB	446	245	305	342	23.6	17.9	34.1	31.6	22.0	32.1	29.1	25.6	27.6	29.7	7.1	61.6	

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	BUDGET FOR CURR YR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID MAN GRD
		PYDRAUL 135															00532A		4592-13
1133		.ACME PRINTING INK KANSAS CT KS	5.00	0.07	5.00														001506
1168		.AIRCO VACUUM MET BERKELEY CA	24.0	2.69	24.0	9.15	2.69	2.69	3.77										002433
1832		.ANACONDA CO COLUMBIA FALLS MT	15.0																001977
1139		.ARCTURUS MFG CORP OXNARD CALIF	1.50	1.08	1.50														001675
1278		.ARMCO STEEL ASHLAND KY	40.0	32.3	40.0														100061
1133		.ARMCO STEEL KANSAS CITY MO	75.0	56.5	75.0	4.22					4.22								100061
1276		.ARMCO STEEL MIDDLETOWN OH	30.0	33.4	30.0	5.30		5.38											100062
1278		.ARMCO STEEL SAND SPRINGS OK	3.00	6.46	3.00														100062
1968		.ARMCO STEEL HOUSTON TX	250	240	250	40.1	39.1	1.0											100062
		PARENT CUST. TOT-ARMCO STEEL MID	398	369	398	49.7	39.1	6.4			4.2								100062
1932		.ARO INC ARNOLD AFB STA TN	70.0																100065
1131		.ASHLAND CHEM CO DELPRE OH	2.20	2.15	2.20														001102
1153		.AUTO SPECIALTIES ST JOSEPH MO		.508															002349
1133		.BENDIX CORP KAN CITY MO		.149															100392
1231		.BETHLEHEM STEEL LACKAWANNA NY	30.0		1.00														002392
1230		.BETHLEHEM STEEL BETHLEHEM PA		2.69		5.38	1.08		1.08		2.15	1.08							100095
		PARENT CUST. TOT-BETHLEHEM STEEL	30.0	2.69	1.00	5.38	1.08		1.08		2.15	1.08							000455
1139		.BOLTHOFF STEEL CHIC HTS IL	35.0	30.6	35.0	5.38		5.38											100131
1174		.BREWSTER CO SHREVEPORT LOUISIA	5.00	2.36	5.00														001645
1968		.BREWSTER CO HOUSTON TX		.538															002368
		PARENT CUST. TOT-BREWSTER CO SHR	5.00	2.89	5.00														001845
1123		.BRUNSWICK CORP MUSKEGON MI	.350	.146	.350														100120
1121		.CARBORUNDUM FALCONER NY	1.60	1.08	1.60	2.15		1.08		1.08									001561
1238		.CARPENTER TECHNOLOGY READING PA	9.00	.538	7.00														002312
1370		.CLOSON CO SOMERVILLE PA				1.61		1.61											002435
1177		.CONSTELLAT STEEL CORP CHICAGO	5.00		5.00														003376
1131		.CONTINENTAL STEEL BOROND IND	11.0	8.07	11.0	1.61	1.61												100173
1139		.CRIST MACHINERY ALBUQUERQUE NM				.588			.588										002510
1131		.CYCLOPS CORP MAYFIELD OHIO	130	121	130														003350
1178		.DETROIT STEEL CORP PORTSMOUTH	7.00	5.38	7.00														001664
1131		.UNIVERSAL CYCLOPS ST BRIDGE PA	10.0	.538	2.00														100855
		PARENT CUST. TOT-CYCLOPS CORP PI	147	127	139														002449
1230		.DE LAVAL TURBINE POUGHKEE NY		.538															001159
1133		.DIVER/HUNTER ALBUQUERQUE NM	1.50	.538	.600														002209
1133		.DE B H SPECIALTIES YPSILANTI MI		.246															001250
1174		.EDCO ELEVATORS HOUSTON TX	3.00																001979
1968		.FEDERATED METALS HOUSTON TX				.538		.538											002444

ORGANIC DIVISION SPECIALTY PRODUCTS
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FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO	SIC REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	PROJECTED FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST NO / MAR GRO GP
		PYDRAUL 135															00532A		4592-135-
1	7C	.FLORIDA STEEL INDIANTOWN FL		3.23															00227889
1	31	.GA-DELCO PRODUCTS ROCHESTER NY	20.0		10.0														00239313
1	31	GM-CHEVROLET TONAWANDA NY	240		100														10032733
		PARENT CUST. TOT-GENERAL MOTORS	260		110														00157279
1	30	.GILMORE IND INC CLEVELAND OH				4.30				4.30									00244775
1	74	.GOSLIN BIRMINGHAM LITTLE RK AR		.496															00183945
1	33	.GREAT LAKES CARBON ST LOUIS MO		.538															10035414
1	30	.HYDRANALYTICS STS PLAQUEMINE NM	10.0	41.5	10.0														00222690
1	34	.INLAND SAL FOODS CORP E CH IN	90.0	136	70.0	60.3	30.0		30.1										10040500
1	34	.INTL HARVESTER CHICAGO IL	140	107	130	43.0	10.0	18.0	13.5										00215927
1	30	.JORGENSON STEEL SEATTLE WA	10.0		5.00														00221961
1	33	.JOSLYN STAINLESS FT WAYNE IN		32.3															00151432
1	34	.ELECTROMET CORP E CHICAGO IND		9.08															00162761
1	31	.JONES & LAUGH PITTS PA	40.0		20.0														10043115
2	79	.LITTON SYSTEMS PASCAGOULA MS	5.00		5.00														00230519
1	33	.LOSI TROL MARYLAND HGTS MO		.538															00245607
1	30	.LORENS STEEL COATESVILLE PA	3.00																00239461
1	31	.MERCERALLOYSCOTRANSE PA				.538	.538												00248282
1	31	.MERCER ALLOYS GREENVILLE PA				1.08		1.08											00244463
1	33	.MICH-STO-ALLOYS HINTON WV	30.50	2.15	3.50														00129917
1	34	.NORTH STAR STEEL ST PAUL MN	6.00																00239909
1	33	.OHIO TUBE PERRYSBURG OH	1.50	2.15	1.50														00168173
1	33	.RALSTON PURINA SAINT JO MO	1.30	1.08	1.30														00135194
1	74	RALSTON PURINA DEL OKLAHOMA OK		2.15															00135151
1	30	RALSTON PURINA MECHANICSBURG PA	2.00	3.23	2.00	1.08	1.08												00200597
		PARENT CUST. TOT-RALSTON PURINA	3.30	6.46	3.30	1.08	1.08												10066107
1	38	.REACTIVE METALS NILES OH	16.0	10.7	10.0	5.38			5.38										00135437
2	30	.RONNEBURG BALTIMORE MD				1.07							.538	.527					00255785
1	34	.REPUBLIC STEEL CO. SOUTH DE IL		13.5															00135044
1	34	REPUBLIC STEEL CORP SO CHGO IL	270	245	270	40.2	10.8	9.81	10.8			10.5							10067456
1	31	REPUBLIC STEEL BUFFALO NY		.538		1.61	1.51												10067464
1	30	REPUBLIC STEEL CANTON OH	65.0	40.9	65.0	16.1	6.46	3.23	6.46										10067472
1	30	REPUBLIC STEEL CORP CLEVE OH	75.0	29.6	50.0	12.4	4.04		4.30	3.23									10067480
1	33	REPUBLIC STEEL BASSTLEON OH				2.69	2.69												10067499
1	38	REPUBLIC STEEL WARREN OHIO				5.38			5.38										00221619
		PARENT CUST. TOT-REPUBLIC STEEL	410	329	385	85.4	34.4	11.3	26.9	3.2		10.5							10067480
1	32	.REYNOLDS MET SHEFF LISTERHI AL	80.0	67.3	80.0														00135992
1	72	REYNOLDS METALS MESSENA NY	70.0	23.7	50.0	13.5	5.38		5.38					2.69					10067790

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MAJ GRP	SUB GRP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS YEAR FORCAST	DAILY CURR YTD	JAN	FEB	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ GRP GR
		PYDRAUL 135															00582A		4592-135
	1830	REYNOLDS METALS LONGVIEW WA	60.0		20.0														1006786
		PARENT CUST. TOT-REYNOLDS METALS	210	90.9	150	13.5	5.38		5.38					2.69					1006778
1134		.CHERRY BURRELL CEDAR RAPIDS IA		.538		4.09		4.09											0015088
1131		.SHARON STEEL FARRELL PA	6.00	6.46	6.00	2.15	2.15												1007216
1256		.MOBILE OIL REF BENICIA CA	50.0	35.0	50.0	10.2			6.46			3.77							0016537
1133		.STARLIGHT TOOL & MFG JOPLIN MO		.269															0023266
1138		.TELCO SERVICE CLEVELAND OH				.538			.538										0025142
1274		.TEXAS INSTRUMENTS STAFFORD TX		.050															0023597
1130		.TIMKEN ROLLER BEAR CANTON OH	90.0	37.7	90.0														1000019
1132		.TENN VALLEY AUTHOR CHATTANOOGA TN	30.0		30.0														0016027
1134		.US STEEL CORP SOUTH CHICAGO IL	150		100.0														0021093
1134		U S STEEL GARY INDIANA	70.0	56.5	70.0	21.5	8.07	5.38	8.07										1008523
1131		U S STEEL CORP DUQUESNE PA	15.0		15.0														0009613
1131		U S STEEL IRVINE PENNSYLVANIA				5.38			5.38										1008526
		PARENT CUST. TOT-UNITED STATES S	235	56.5	95.0	26.9	8.1	5.4	13.5										0004772
1258		.WASTE CNTRL SYSTEM HOUSTON TX		.538															0023257
1131		.WHEELING PITT ST-MINGO JUNCT OH	100	10.8	100														1009625
1131		.WHEELING STEEL STEUBENVILLE OH	25.0	5.920	25.0	17.2	1.1		16.1										0009400
		PARENT CUST. TOT-WHEELING STEEL	125	69.8	125	17.2	1.1		16.1										0004708
1134		.WHITING CORP HARVEY ILL		3.77															0015559
1230		.ALAN WOOD STEEL CONSHOHOCKEN PA	5.00		3.20														1009120
		TOTAL PRODUCT * * * * * * * LB	2513	1548	1915	394	138	58	123	9	6	15	1	3					4592-135
		PYDRAUL 135-A															01898A		4592-136
1174		.ANCHOR COUPLING CO LIBERTY IL				.049							.049						0010966
1170		.ARMCO STEEL ASHLAND KY				17.5				8.96		5.27				2.64	2.64		1000617
1133		ARMCO STEEL KANSAS CITY MO				21.1					4.2	4.2		10.5		10.5			1000615
1175		ARMCO STEEL MIDDLETOWN OH				54.0				12.1				21.0	18.4		2.6		1000622
1135		ARMCO STEEL HOUSTON TX				97.0				38.9	2.6	39.0	5.3	11.2					1000627
		PARENT CUST. TOT-ARMCO STEEL MID				192				60.0	6.9	40.1	5.3	43.3	18.4	13.2	5.3		1000622
1139		.ASHLAND CHEM CO DELPHI OH				.527											.527		0011022
1133		.ATLANTIC STEEL CO ATLANTA GA				1.05						.527	.527						1000723
1230		.BETHLEHEM STEEL BETHLEHEM PA				1.05									1.05				1006958
1134		.CALUMET STEEL CHIC HTS IL				27.4				5.27	2.64	2.11	2.64	4.22	5.27	5.27			1001315

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR [illegible]

-IN THOUSANDS OF DOLLARS AND DOLLARS-

CUST NO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	[illegible] YEAR SALES	[illegible]	[illegible]	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJP GEO GP
	PYDRAUL 135-A															G1898A		4592-136-
1974	.BREnSTER CO SHREVEPORT LOUISIA				1.79					.625	.723		.245		.196		1.58	00184551
1131	.CARBORUNDUM FALCONER NY				1.58					2.64		2.64			2.64	2.64		00158130
1131	.CONTINENTAL STEEL [illegible]				[illegible]										.527			10019338
1034	.COUNTRYS DELIGHT BILL CHICAGO IL				.527										2.11			00[illegible]514
1132	.GRANITE CITY STEEL GRANITE CITY IL				2.11													10035230
1133	.GREAT LAKES CARBON ST LOUIS MO				3.16							1.05	1.05			1.05		10035414
1054	.HAWTHORNE MELODY FARMS CHICAGO IL				1.58											.53	1.05	00272500
1134	.INLAND STEEL GROUP STEEL CHICAGO				29.5						29.5							10040500
1134	INLAND STEEL [illegible] IN				5.27					5.27								10040574
	PARENT CUST. TOT- INLAND STEEL C			6	34.8					5.3	29.5							10040566
1130	.INTL HARVESTER CHICAGO IL				82.9				13.2	13.2	26.8	13.2	13.2	5.3				00219929
1230	.KEN JOHNSON READING PA				.527							.527						00248223
1960	.M & M SYSTEMS HOUSTON TX				1.05												1.05	00272698
1132	.MAGMA COPPER SAN MANUEL ARIZ				2.11									2.11				00256833
1134	.ARTHUR G MCKEE FAIRBURN GA				2.11					2.11								00255750
1133	.CITY NEW MADRID NEW MADRID MO				10.5												10.5	00225876
1133	.RALSTON PURINA SAINT JO MO				1.58										1.58			00135197
1974	.RALSTON PURINA GRL OKLAHOMA OK				3.16					1.05		1.05			1.05			00135151
1230	RALSTON PURINA MECHANICSBURG PA				2.11											2.11		00239597
1230	RALSTON PURINA SHIREMANSTOWNPA				.527												.527	00168277
	PARENT CUST. TOT-RALSTON PURINA				7.38					1.05		1.05			2.64	2.11	.53	10066107
1232	.RENNEBURG BALTIMORE MD				1.05					1.05								00255785
1134	.REPUBLIC STEEL CORP SO CHGO IL				150				21.1	21.1	40.5	21.4	5.5	26.4	21.1	10.5	13.2	10301[illegible]
1134	REPUBLIC STEEL GARFIELD OH				36.9				5.3	10.5	5.3		5.3		5.3		5.3	10057472
1134	REPUBLIC STEEL CORP CLEVELAND				18.6						10.7	5.3					2.6	10067[illegible]
1134	REPUBLIC STEEL MASSILLON OH				2.64					2.64								10067499
1134	REPUBLIC STEEL WARREN OHIO				18.4						10.5			7.9				00221619
	PARENT CUST. TOT-REPUBLIC STEEL				227				26.4	34.3	37.0	26.4	10.5	34.3	26.4	10.5	21.1	10067484
1972	.REYNOLDS MET SHEFF LISTERHI AL				17.4									5.27	4.22	7.91		00135999
1972	REYNOLDS METALS MESSENA NY				13.2						2.64		2.64	2.64	5.27			10067791
	PARENT CUST. TOT-REYNOLDS METALS				30.6						2.64		2.64	7.91	9.49	7.91		1006778
1134	.CHERRY BURRELL CEDAR RAPIDS IA				1.52				.10	.20					1.23			00150988
1134	CHERRY BURRELL CHICAGO IL				.343						.196			.147				00250[illegible]
	PARENT CUST. TOT-ROBERTSHAW CONT				1.86				.10	.20	.20			.15	1.23			00045332
1966	.SARTAIN HYDRAULICS HOUSTON TX				.294												.294	0027250

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

MG	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	THIS MONTH TOP CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRO GP
		PYDRAUL 135-A															01898A		4592-136-1
1131		.SHARON STEEL FARRELL PA				8.43						2.11		2.11	2.11		2.11		10072166
1		.MOBILE OIL REF BENICIA CA				23.2						5.28	5.27				6.32	6.32	00165379
1233		.STAUFFER CHEM DOBBS FERRY NY				.196								.196					10075692
1532		.STEWARD MACHINE BIRMINGHAM AL				2.64						2.64							00257184
1136		.TIMKEN ROLLER BEAR CANTON OH				63.5				13.5	2.6		13.2	13.2			21.1		10082193
1231		.TUSCON DAIRY UNION NJ				.527										.527			00269352
1134		.U S STEEL GARY INDIANA				87.0				10.5	7.9	15.8	15.8		7.9	5.3	7.9	15.8	10085233
1121		.U S STEEL IRVINE PENNSYLVANIA				15.8				5.3	10.5								10085266
1131		.US STEEL CORP JOHNSTOWN PA				3.69				3.69									00152048
		PARENT CUST. TOT-UNITED STATES S			6	106				19.5	18.4	15.8	15.8		7.9	5.3	7.9	15.8	00047724
1138		.WARNER & SWASEY NEW PHILADE OH				3.69										3.69			00286213
1150		.WASTE CNTRL SYSTEM HOUSTON TX				.527								.527					00232572
1131		.WHEELING STEEL STEUBENVILLE OH				31.6				7.91	7.91				7.91	7.91			00094005
		TOTAL PRODUCT * * * * * * * LB				806				146	99	163	89	91	92	81	68	58	4592-136-1
		35 TOT MAJOR PYDRAUL 135A LB	2513	1546	1915	1240	138	58	123	154	105	179	88	94	92	81	68	58	
		RCS-358															00926A		6126-358-1
1839		.ELETRO OPTICAL PASDENA CA		.094															00230065
1839		.AEROJET NUCLEAR SYST AZUSA CA		.058															00229555
1270		.THERMO ELECTRON WALTHAM MASS		.074															10079713
1158		.U S NAVY MOFFETT FIELD CALIF		.050															10084520
		TOTAL PRODUCT * * * * * * * LB		.276															6126-358-1
		PYDRAUL 65E															01809A		6120-065-
1639		.WITHROW DIE CAST N HOLLYWOD CA				3.00	3.00												00094013
		TOTAL PRODUCT * * * * * * * LB				3.00	3.00												6120-065-
		PYDRAUL 90															01367A		6123-090-
1579		.INGALLS SHIPBLDG PASCAGOULUMS		2.75															00219665
1138		.RUST-ENGINEERING CO CANTON OH		1.50															00155965
		TOTAL PRODUCT * * * * * * * LB		1.25															6123-090-

-IN THOUSANDS OF POUNDS AND DOLLARS-

NO.	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	MINIMUM TONNAGE MET	THIS CHRG PID	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GEO GP
		PYDRAUL 540-A															01772A		6127-540-1
1174		.DOW CHEMICAL RUSSELLVILLE ARK		60.0		24.3	17.7	6.4											00182729
1183		DOW CHEMICAL CO AURORA COL				5.34		2.16			3.18								00183369
		PARENT CUST. TOT-DOW CHEM MIDLAN		60.0		29.6	17.5	8.5			3.2								10022908
1230		.READING IND EQUIP READING PA				2.12			2.12										10066679
		TOTAL PRODUCT * * * * * * * LB		60.0		31.7	17.9	8.5	2.1		3.2								6127-540-1
		PYDRAUL 540B															01895A		6127-541-1
1134		.ANCHOR CORPORATION LIBERTYVILLE IL				.047							.047						00165605
1174		.DOW CHEMICAL RUSSELLVILLE ARK	100	78.9	100	110			13.7			19.9	24.5	47.2					00182729
1183		DOW CHEMICAL CO AURORA COL	10.0	9.07	10.0	15.4		4.26					3.54	3.54		4.04			00183369
		PARENT CUST. TOT-DOW CHEM MIDLAN	110	87.9	110	126		4.3	18.7			19.9	28.0	50.7		4.0			10022908
1134		.KIESAEFER CORP COOPERSBURG PA	100.0	1.59	10.0														00182184
1233		.READING METALS READING PA				2.02										1.01		1.01	00252220
1134		A O SMITH CORPORAT MILWAUKEE WI	1.40		1.40														00130231
1174		.SWINGERTON RUSSELLVILLE AR		4.77															00227151
1134		.UNIROYAL JOLIET ARS JOLIET ILL	9.00	3.18	9.00	1.06	1.06												00086703
		TOTAL PRODUCT * * * * * * * LB	130	97.5	130	127	1.1	4.3	18.7			19.9	28.0	50.7		5.1		1.0	6127-541-1
		SANTOSAFE 150															00734A		7900-150-1
1134		.U S STEEL GARY INDIANA		1.00															10085233
		TOTAL PRODUCT * * * * * * * LB		1.00															7900-150-1
		SANTOSAFE 300															00731A		7900-300-1
1131		.JEFFREY MANF FALLENTIMBER PA		1.00		4.84	3.23	1.61											00243051
1134		.KIESAEFER CORP COOPERSBURG PA		5.58															00182184
1179		.W R STANLER CO MILLERSBURG KY		4.30															00235369
1139		.U S STEEL TORRANCE CALIFORNIA		15.1		34.5	18.3	3.3		12.9									00220965
1131		U S STEEL CORP SOMERSET CO	10.0	16.0	10.0														00216089
1131		U S STEEL CORP DUQUESNE PA		33.9															00096131
1131		U S STEEL GREENSBORO PA	45.0	43.0	45.0	25.8			9.1	16.1	.5								10085381
1131		U S STEEL MCKEESPORT PA		95.2															00143162
1139		US STEEL HORSE CANYON UTAH	7.50	6.00	7.50														00196161
		PARENT CUST. TOT-UNITED STATES S	62.5	209	62.5	60.3	18.3	3.3	9.1	29.1	.5								00047724
		TOTAL PRODUCT * * * * * * * LB	62.5	220	62.5	65.2	21.5	4.9	9.1	29.1	.5								7900-300-1

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CUST. YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID NUMBER
	SANTOSAFE 300															00731A		7900-30
	40 TOT MAJOR MISCELLANEOUS LB	193	380	193	226	41.4	17.7	30.0	29.1	3.7	19.9	28.0	50.7		5.1		1.0	
	21 TOT SUB-CL SECOND GEN PYDR LB	17556	8304	10472	8450	917	635	731	843	467	666	840	741	792	569	659	520	
	TUR3INOL-153															00531A		6124-00
1170	.COLUMBIA GULF TRANS STANTON KY		23.0		21.2								6.1	42.4			27.2	00236
1959	COLUMBIA GULF TRANS ALEXAND LA				15.1									16.9	15.1	16.9		00265
1960	COLUMBIA GULF TRANS DELHI LA				24.2									33.9	9.7			00265
1960	COLUMBIA GULF TRANS IVERNESS MS				33.1									33.9	6.1		4.8	00265
1968	COLUMBIA GULF TRANS HOUSTON TX	108		20.0														00221
	PARENT CUST. TOT-COLUMBIA GAS NY	108	23.0	20.0	95.6								6	127	11	17	32	00047
1933	.GARDNER DENVER CO QUINCY ILL				.605									.605				00227
1930	.PSE SERV ELEC - GAS LINDEN NJ	1.50	1.21	1.50	1.20												1.20	10066
1968	.TEXAS EAST TRANS HOUSTON TX	100	25.2	100														00344
1932	TEXAS EASTERN TUSCUMBIA ALA	18.0	12.7	18.0														00165
1956	TEXAS EASTERN TRAN DANVILLE KY	20.0	33.7	20.0	22.9	16.8								6.1				10079
1953	TEXAS EAST TRA COLUMBUSVILLE KY	30.0	18.2	30.0														00206
1968	TEXAS EASTN TRANSP LA MESA LA	40.0	31.3	40.0	48.4							12.1			12.1		24.2	00197
1968	TEXAS EASTERN TRAN WHITE CA LA	35.0	46.4	35.0	12.1												12.1	00140
1968	TEXAS EAST TRAN MONTICELLO MS	20.0	25.3	20.0	24.2				12.1								12.1	10079
1968	TX EASTRN TRANSMISSI YAZOO MS	20.0	13.2	20.0	21.6	7.2	14.4											00151
1968	TEXAS EASTERN FLORHAM PARK NJ	10.0	7.20	10.0														00225
1968	TEXAS EASTERN TRANS AMAGON PA				29.3									29.3				00264
1968	TEXAS GAS TR BRUNTELSVILLE PA				10.5									10.5				10079
1968	TEXAS EAST TR EAST WATERFORD P				10.3												10.3	10079
1968	TEXAS EAST TRANS GREENSBURG PA				6.00	6.00												00155
1968	TEXAS EAST TRAN GRANTVILLE PA				3.03		3.03											10079
1968	TEXAS EASTERN SHERMAN S DALEPA				31.8												31.8	00155
1969	TEXAS EASTERN TRANSMN LEBANON TN	10.0	12.0	10.0	12.1						12.1							00181
1968	TEXAS EASTERN TRANS CONROE TX		7.20															00243
1968	TEXAS EAST TRAN NEW BEVERLY TX	40.0	38.5	40.0	12.1												12.1	00233
	PARENT CUST. TOT-TEXAS EAST TRAN	343	276	343	244	30	17		12		12	12		46	12		103	00048
1940	.TRANSWESTERN PIPE CORONA AR	20.0	32.6	20.0														00094
1932	.TENN VALLEY AUTHOR CHATTANO TN	300		15.0														00140
1968	.W-K-M VALVE MISSOURI CITY TX		.050															00205
	TOTAL PRODUCT * * * * * * * LB	773	333	400	342	30	17		12		12	12	6	173	24	17	72	6124-0

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-IN THOUSANDS OF POUNDS AND DOLLARS-

G	LB	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES GOAL CURR YTD	JAN.	FEB.	MAR	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJR GRP GP
		US 135															00522A		6780-000-11
1135		.WESTINGHOUSE PITTSBURGH PA	.002	.002	.002														10099743
		TOTAL PRODUCT * * * * * * * LB	.009	.013	.009	.024	.001		.002	.007		.004	.002				.002	.006	6780-000-11
		SANTOVAC 1															01816A		6776-001-11
1234		.ASPLAND-CHEM CO HOPEDALE IL				4.20			1.20		1.20			2.40					10006813
1232		.CANNON MUSKEGON MUSKEGON MI				3.00				1.20		.60				1.20			10013559
1230		.CONT INDUSTR BLIZABETHTOWN KY				2.40					2.40								00218358
1179		.CRUCIBLE STEEL SYRACUSE NY				1.20				1.20									10020387
1231		.UNIVERSAL CYCLOPS ST TITUSV PA				1.20	1.20												05220656
1233		.DRIVER-HARRIS CO HARRISON NJ	1.00		1.00	.600					.600								10023262
1131		.EDWARDS HIGH VACUUM GRAND I NY																	00117412
1134		.GENERAL MILLS KANKAKEE ILL				6.00	2.40		2.40						2.20				10034444
1233		.HARSHAW CORP CLIFTON NJ				3.60							1.20				.60	1.80	00251976
1131		.KENNAMETAL WINDSOR CT		.600															10045340
1132		.KOMI PLASTICS EVANSVILLE IN				.600									.600				10063068
1232		.MINT MIN & TPG COIN AL				.330												.330	00272973
1230		.ROBERTSHAW CONTROL MILFORD CT				.275	.055			.110								.110	00136239
1132		.TAM INC MINERVA OH	15.0	3.00	10.0	7.20			3.00	3.00						1.20			00141267
		TOTAL PRODUCT * * * * * * * LB	16.0	3.60	11.0	31.2	3.60		6.60	5.51	4.20	.60	1.20	2.40	1.80	2.40	.60	2.24	6776-001-11
		SANTOVAC 2															01815A		6776-002-11
		.CUSTOMER ID NOT IN MASTER FILE				.120						.120							00257281
1133		.ADAMS CARSIDE LIVONIA PA				.060									.060				00265816
1132		.AERO CAST INC MIAMI FL				.540							.300					.240	00261564
1279		.AEROSPACE SUPPLY FORT WORTH TX				.300												.300	00272043
1131		.AERO SPACE SUPPLY HURST TX				.180	.180												00248711
1178		.AIRCRAFT CASTING MIAMI FL				.060			.060										00251763
1179		.AIRCRAFT SERVICE MIAMI FLA				.060		.060											00089818
1131		.ALLEGHENY LUDLUM BRACKENRID PA				.240									.120	.120			00165439
1233		.ALPHA METALS JERSEY CITY NJ				.060			.060										10002729
1479		.ALUMINUM FINISHING CROMWELL CT				.120							.060	.060					00253549
1153		.AMF COTT TROY MI				.180			.180										00223428
1237		.ANACONDA WIRE MAST ON HUD NY				1.80									.60			1.20	10005507
1135		.ANGO PAINT & CHEM DETROIT MI				.060						.060							00237420
1230		.ARMCO STEEL BALTIMORE MD				.300					.300								00239429
1453		.ARO INC ARNOLD AFB STA TN				1.92				1.92									10006619
1234		.ARWOOD CORP CITY OF INDUST CA				.600											.600		00270652
1131		.ATCO CHEM-RUMEC LEECHBURGH PA				.120	.060				.060								00246417
1130		.AURORA CASKET CO AURORA IN				.060									.060				00265292
1131		.BATESVILLE CASKET BATESVL IN				1.20						.600						.600	00259241

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-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTID / MAR-GRD GP.
SANTOVAC 2															01815A		6776-C02-11
.BECHTEL CORP DELTA PA				.120					.120								00256052
.BEECH AIRCRAFT BOULDER CO				.060								.060					00252145
.BRESEAS-ING WILLOUGHBY OH				.120	.120												00244[illegible]
.CLUCK FINISH SUGAR GROVE IL				.120									.120				00260699
.CONN CO HOLYOKE MASS		2.40															10011817
.EWOT STEWITE DIV KOKOMO IN				2.40		2.40											10081785
.UCLA LOS ANGELES CA				.420								.060		.240		.120	00263435
.UNIV OF CALIF LOS ALAMOS NM				.060					.060								10013186
PARENT CUST. TOT-UNIV OF CALIF B				.480					.060			.060		.240		.120	00047260
.CARPENTER TECHNOLOGY READING PA				13.0	2.40	2.40		2.40	3.60		3.60	3.60					00231207
.CENTRAL TECTRO MISSVILL IL				.120												.120	00113220
.CERTIFIED ALLOY LONG BEACH CA				1.80			1.20							.60			00223069
.CIN-RAY FINISHING BROOKLYN NY				.060		.060											00249297
.CROWELL TACKLE NOT SPRINGS AR				.060			.060										00251127
.DOAS ESTIRPA N CHARLESTON S C				.060				.060									10023484
.EUSTON MOULDED LEDMINSTER PA				.060					.060								00259246
.GEOR NOVELTIES BRITAIN PA				.300									.300				00264326
.DELTECH SYSTEMS, MIAMI FL				.600										.600			00269530
.DELTECH SYSTEMS TAMPA FL				.600										.600			00269549
.[illegible] CO ROCKY COL				1.80	1.80		.60			.60							10023559
.ALBERT B ERIVEA NEWARK NJ	15.0		15.0														10023254
.[illegible] CORP [illegible] NY				.060											.060		00270650
.[illegible] HONOLULU HI				.360					.180						.180		10029104
.[illegible] LAB SANTA ANA CALIF				2.40				1.20						1.20			00152676
.L O & O INC LOS ALAMOS NM				.060		.060											00244533
.[illegible] TRAVELS CORP MIAMI FL				.060					.060								00290242
.[illegible] CORP BROOK CITY PA				.180										.180			00260336
.[illegible]		.060		.120					.120								00185594
.CIBA & GEIGY CORP CRANSTON RI				.060				.060									10030668
.[illegible]				2.60			1.20							1.20	1.20		10032929
.[illegible] ORGANICS SAN DIEGO CA				1.92			.600		.720						.600		10030927
.GENERAL ELECTRIC FILTRATION AC				.060							.060						00260371
GEN ELEC COMPANY [illegible]				.060				.060									00254509
GE CO LYNCHBURG VA				.240									.240				00123022
PARENT CUST. TOT-GEN ELEC SCHENE				.360				.060			.060		.240				10031350
.GENERAL MILLS KANKAKEE IL		.600		.600								.600					10032474
.GEORGETOWN UNIVERSITY WASH DC				.060							.060						00252409
.GILMORE MFG PHILADELPHIA PA				.060											.060		00271721
.GILMORE MFG SOMERSET PA				.060												.060	00271888

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-IN THOUSANDS OF POUNDS AND DOLLARS-

C	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES FOR CURR YEAR	SALES CURR YTD	JAN	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTID / MAJP GRP CD
		SANTOVAC 2															01015A		6776-032-11
1034		.GOODYEAR ATOMIC SAVANNAH GA				.300				.120		.180							10034507
1278		.[illegible]				.060									.060				00264873
1123		.HAYES-ALBION HILLSIDE MICH				.300									.300				00263610
1078		.PHILADELPHIA INT PRINCETON IN				.165		.165											00249742
1230		.WITCHINEBRANG WALLINGFORD CT				.480	.240								.240				00240215
1273		.[illegible] WHITEHALL PA				1.32		.120			.180		.240				.780		10039173
1230		.HUMMEL CORP DUVLR NJ				6.60			1.20			.60		.60	2.40			1.80	00251576
		PATENT CUST. TOT-HUMMEL CORP NEW				7.92		.12	1.20		.18	.60	.24	.60	2.40		.78	1.80	00048469
1228		.HUGHES TOOL CO HOUSTON TX				.120										.120			00124932
1229		.I.T.L. NICKEL SCHENECTADY NY				1.20												1.20	10041384
1233		.JAMECO METAL PRO JAMAICA NY				.060				.060									00120217
1133		.JENSEN SALISBURY LABS KC KS				.060		.055	.005										10042550
1131		.JONCAR ACRYLCO WYSOX/LAN PA				1.20	.600						.600						10043549
1131		.[illegible]				.060											.060		00270466
1232		.KELSEY HAYES PHILADELPHIA PA		.600		1.20		.600									.600		00246672
1232		.KRAD ASSOCIATES COSTA MESA CA				.300		.300											00249270
1131		.LATROBE STEEL CO LATROBE PA	6.00		6.00	12.0	3.60			2.40		1.80			2.40		1.20	1.20	10045525
1132		.[illegible]				.180					.180								00258935
1131		.LEYDOLD HERAEUS NORRISTOWN PA				.180			.180										00233846
1131		.LITTON INS WILLIAMSPORT PA				.060											.060		00246428
1230		.MOLON ST CORP HUNTINGTON NY				.660								.060	.600				00255865
1132		.NILCO WIRE PROD GLENDALE CA				.120					.120								00252700
1132		.AMERICAN MOLYBDENUM DETROIT MICH				.060				.060									00177599
1132		.UNITED OF OHIO MINTAR OHIO				.060							.060						00227013
1133		.MODEL PRODUCTS NT CLEVELAND OH				.360												.360	00272653
1233		.NATL DRUG SHREVEPORT LA				.060					.060								00255777
1170		.N E INDUSTRIES FRANKLIN OHIO				.060			.060										00247716
1		.[illegible] CHICAGO ILL				.120									.120				00263915
1232		.POWERS ILLINOIS ST CHARLES IL				1.80	.240	.240		.240	.240	.240	.240		.240				10057047
1232		.PAUL CORP CORTLAND NY				.060												.060	00272434
1129		.PENN STATE UNIV PARK PA		.240															10061607
1270		.PENN ST UNIV ST COLLEGE PA				.240								.240					00263363
1159		.PENNWALT CORP CITY OF IND CA				.950				.950									00253472
1159		.PENNWALT-GORP WINNAVA CH				.080													00250267
1200		.PENNWALT CORP PHILADELPHIA PA				12.2			.48	4.20					3.60		.28	3.72	10061636
		PATENT CUST. TOT-PENNWALT CORP P				14.1			1.32	5.15					3.60		.28	3.72	10061636
1130		.PETROLEUM DIST CO HOUSTON TX				.180						.060	.060		.060				00093750
1101		.THE PEAUDLER CO ROCHESTER NY				.180			.180										00387998
1233		.PFIZER INC CANAAN CT				.300			.300										00244724
1232		.PITSBURGH METAL PROD LAWRENC GA				.060							.060						00259926

-IN THOUSANDS OF POUNDS AND DOLLARS-

S	SS	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.NO / MAJ SPEC-GP
		SANIJVAC 2															01815A		6776-002-1
		.PLASTIC ARTS BROOKLYN NY				.660					.660								00255343
		.PLASTICS RES FT SMITH AR				.060			.060										10063853
		.PREMIER VACUUM PRO FASPETH NY				.300					.300								00134627
		.[illegible] PLASTICS [illegible]				.120		.060								.120			00249256
		.[illegible] FINISH PENTON HARBOUR				.060												.060	00176909
		.[illegible] CORP LONG BEACH CA				.600										.600			00269220
		.ABBOT CORP CITY OF IND CA				.600							.600						00260460
		.ABBOT CORP LA MIRADA CA				1.20									1.20				00264377
		.ABBOT CORP LOS ANGELES CA				.120										.120			00265500
		.[illegible]				.060												.060	10057903
		.AYAT INDUSTRIES LOUISVILLE KY		.600															00210401
		.[illegible] PLASTICS [illegible] CT				.240							.120			.120			00259465
		.SHANER PLAST RUTTLA KY				.240			.120				.120						00266262
		.SPECIALTIES NEPTUNE NJ				.060								.060					00262062
		.AVENUE P [illegible] PORTLAND PEAC PL				.060											.060		00271626
		.[illegible]				.180					.060						.120		10074435
		.[illegible]				.300											.180	.180	00272245
		.SPECIAL MLT DEV HARTFORD NY	42.0		42.0	3.00				.60						2.40			10074576
		.SPECTRUM FINISHING BABYLON NY				.120									.060		.060		00265550
		.SPRAYUS PL C N ADAMS MA				.720								.060		.660			10074770
		.STANDARD PACKAGIN [illegible] NJ				1.20						.600			.600				10075173
		.[illegible]				.060									.060				00265675
		.[illegible]	2.00	2.40	2.00	1.20		.60			1.20								00242087
		.[illegible]				.120							.120						00145670
		.TIMEX CORP MIDDLEBURY CT				.060					.060								00255500
		.TIP TOP PROD [illegible]		.120		.180						.180							10068215
		.T Y																	00246433
		.T INC	15.0								2.00								00141287
		.JUICY CAR - [illegible]				3.00		1.80						1.20	1.80				10081971
		.PRATT - [illegible]				.720			.120							.600			10064376
		.UNITED PLASTIC BALDWINSAL GA				.360		.120		.240									00256465
		.UNIVERSAL CYCLUFS [illegible] PA				.600											.600		00271713
		.UPSON COMPANY LOCKPORT N Y				.240							.240						00266474
		.U S GOVT FAIRFIELD MASS				.180								.180					00263352
		.U S GOVT KIRTLAND AFB NM				.060									.060				00265962
		.U S MARINE CHERRY POINT N C				.240		.120									.120		10084385
		PARENT CUST. TOT-U S GOVT MASHIN				.480		.120						.180	.060		.120		10084733
		.VACUMET INC BROOKLYN NY				.180	.060		.120										00249196
		.VACUUM PLATER INC [illegible]				.360												.360	00271942
		.VARIAN VACUUM NAC BEVERLY MASS				.120						.120							00256226
		.VEARON SPECIAL N TARRYTOWN NY				.300							.300						10086502
		.WARNER LAMBERT PHA MORRIS P NJ				.360			.120			.120		.120					00144282

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ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAT'L ID
		AROCLOR 1221															003438		1040-225-
1665		.WESTERN ELECTRIC PHOENIX ARIZ		1.04		9.36	4.68				4.68								00221195
1183		.BARDAHL OIL ST LOUIS MO																	00211911
1233		.R P CARGILLE CEDAR GROVE NJ		.520															10013944
1153		.EATON SOL-RUSSELLS-ROMULUS MI				10.4			5.20					5.20					~~00164937~~
		TOT P-T WESTERN EATON S & POUNDS				10.4			5.20					5.20					10088925
1233		.E I DU PONT DE NEMO PARLIN NJ				.050	.050												10023866
1237		.CIBA & GEIGY CORP GRANSTON RI	1500		1500	15.0								22.0	7.0				10036669
1237		.GEN ELEC NIAGARA FALLS NY		.520															10038193
1239		.R M HOLLINGSHEAD CAMDEN NJ				1.04			.520							.520			10038037
1810		.NORTH AMER PAINT PARAMUS NJ				.050							.050						00242274
1237		.NORTON COMPANY WORCESTER MA				.050							.050						10050566
1239		.PROTOLASTIC INC MALVERN PA				.520		.520											10062833
1139		.QUAKER OIL CORP ST LOUIS MO				7.80	1.56		3.12				3.12						10065574
1153		.RED SEAL DIV QUAKR FERNDALE MI		1.04															00227399
		TOTAL PRODUCT * * * * * * * LB	1500	3.12	1500	44.3	6.3	.5	8.8		4.7		3.2	27.2	7.0	.5			1040-225-
		AROCLOR 1232															003458		1040-230-
1183		.BARDAHL OIL ST LOUIS MO		22.0															00211915
1276		.GODARD LAB NORWOOD MA		10.5															00111915
1450		.CITIES SERVICE OIL PETTYS ISNJ		33.0															00022263
1[illegible]		CITIES SERV OIL CHICAGO ILL		19.5															10016793
1234		CITIES SERV OIL CAMDEN NJ		25.3															10017917
		PARENT CUST. TOT-CITIES SERVICE		74.8															00045977
1133		.FINDETT SERVICE CO SAINT CH MO		16.5		51.2			22.0		16.5	11.6	1.1						00118583
1139		.QUAKER OIL CORP ST LOUIS MO		12.1															10065574
1153		.RED SEAL DIV QUAKR FERNDALE MI		1.10															00227399
1175		.WESTINGHOUSE DISTRIBUTION IND		.550															10089793
1131		WESTINGHOUSE AT WILMERDING PA		.050															10089115
		PARENT CUST. TOT-WESTINGHOUSE EL		.600															00047740
1666		.WYNN OIL CO AZUSA CALIFORNIA		320															10092434
		TOTAL PRODUCT * * * * * * * LB		457		51.2			22.0		16.5	11.6	1.1						1040-230-
		AROCLOR 1242															003493		1040-240-
1237		.ACADEMY DIE CASTING EDISON N J		1.20															00165545
1215		.ALBANY FELT CO ALBANY NY		.110															10061611

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-IN THOUSANDS OF POUNDS AND DOLLARS-

	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST.ID / MAJ.GRO.GP.
	AROCLOR 1242															003495		1040-240-11
1753	.AMERICAN STEEL FOUND GRAT C IL		6.00															10000027
1230	.BARNES & TUCKER CARGRIA PA		.600															00227410
1230	.R P CARGILLE CEDAR GROVE NJ		10.2															10011[illegible]1
1375	.DAYTON MALLEABLE IRON DAYTA OH		.600															10021227
1974	.DOW CHEMICAL RUSSELLVILLE ARK		4.20															00162729
1924	.LOS ANGELES DYE LOS ANGELES CA		1.20															00127706
1224	.MOBIL CHEMICAL CO EDISON NJ		14.4															10055675
1975	.NATL CASH REGIS DAYTON OH	2500		2500														10036349
1933	.RADIATOR SPECIAL CHARLOTTE NC	300	310	300														10066968
1931	.U S STEEL H HESTEAD PA		.110															10085349
1230	.WESTINGHOUSE AT FILBERTING PA		.055															10089115
1930	.WESTVACO CORP COVINGTON VA		1.20															10089585
1930	.WYNN OIL CO AZUSA CALIFORNIA		.600															10092434
	TOTAL PRODUCT * * * * * * * LB	2800	321	2800														1040-240-11
	AROCLOR 1248															003568		1040-260-11
1231	.ALLIED CHEM MOUNDSVILLE WV		6.00															10002443
1131	.AMAX SPECLTY MTL AKRON NY		.600															00227662
1131	AMAX SPECLTY MTL WASHINGTON WV		3.00															00227694
	PARENT CUST. TOT-AMAX SPECLTY MT		3.60															00227862
1124	.ASHLAND CHEM CO MAPLETON IL		1.20															10006413
1124	.ATLANTIC RICHFIELD C CHIC IN		12.0															10073189
1237	.BELRAY CO INC BANGGOALE NJ		53.4															10009111
1234	.CHEM C MASS ENG H HAYWARD CA		.600															00182657
	.CITIES SERVICE OIL PETTYS ISNJ		36.0															00222631
1231	.CRUCIBLE STEEL SYRACUSE NY		1.20															10020337
1231	.DIAMOND CHAIN INDIANAPOLIS IND		.250															00223093
1230	.DRIVER-HARRIS CO HARRISON NJ		1.20															10022262
1231	.E I DU PONT NIAGARA FALLS NY		7.20															10023862
1976	.FIRT INDUSTRIES LOUISVILLE KY		.600															00230359
1232	.GENERAL GUM BAL FREDERICK MD		.110															00222616
1234	.GOODYEAR CORP HUNTINGTON W VA		6.00															10036559
1232	.INTL HARVESTER MEMPHIS TN		.600															10041267
1234	.KLEEN BLOW CLEANING SPARTER CA		.600															00182753
1932	.NATL CARB CLEVELAND OH		20.3															00170057
1931	.NORFOLK INC EIGHTY-FOUR PENNA		2.40															00186724
1934	.MONSANTO ENG DIV ST PETERS MO		1.20															00153265
1230	.PENNWALT CORP BELLEVILLE NJ		.340															00144215
1230	.PHILADELPHIA ELEC PHIL PA		6.00															10062489
1976	.PPG CINCLEVIL OH		.255															10083191

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

SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES QUOTA FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR GRD. GP.
	AROCLOR 1248															00356B		1040-260-1
1153	.RAMM PRODUCTS CO WAYNE MICH		.600															00209627
1138	.BANCO INC DELAWARE OH				.110			.110										00259199
1230	.HENRY E SANSON BRISTOL PA		1.80															00185337
1131	.STAUFFER GALLIPOLIS FERRY WV		4.80															10075637
1230	.WOODMONT PRO HUNTINGDON VAL PA				9.60						3.60			6.00				10092116
1[illegible]	.BYNN OIL CO AZUSA CALIFORNIA		26.4															10092434
	TOTAL PRODUCT * * * * * * * LB		145		9.71			.11			3.60			6.00				1040-260-1
	AROCLOR BL/1254-4465/															00694A		1040-484-1
1138	.LUBRIZOL SALES PAINESVILLE OH		9.10															10047277
1130	LUBRIZOL CORP WICKLIFFE OHIO		63.1															00085625
	PARENT CUST. TOT-LUBRIZOL CORP C		72.2															00044628
	TOTAL PRODUCT * * * * * * * LB		72.2															1040-484-1
	AROCLOR 1254															00361B		1040-280-1
1134	.WESTERN ELEC CICERO ILL		1.20															10088755
1131	.BABCOCK & WILCOX BEAVER FLS PA		1.20															10007917
1130	.MELRAY CO INC FARMINGDALE NJ		44.4															10009111
1138	.CABOT STELLITE DIV KOKOMO IN		1.20															10081785
1230	.R P CARGILLE CEDAR GROVE NJ		41.4															10013941
1139	.CERTIFIED ALLOY LONG BEACH CA		3.00															00225069
1153	.CHEM-TREND HOWELL MICHIGAN		59.1															00206563
1176	.CINCINNATI MILACRON CINTI OH		58.4															10018327
1230	.FILBUR & DRIVER FLORHAM PK NJ		12.0															10023246
1133	.FRANKEL CO INC DETROIT MI		.120															00185094
1133	.GM-CENTRAL FOUNDRY DEFIANCE OH		.600															10032822
1138	.B F GOODRICH AVON LAKE OH		42.8															10034132
1130	.GOODYEAR ATOMIC SARGENTS OH		.060															10034507
1153	.HOWMET MUSKEGON MICH		.600															10039185
1153	HOWMET WHITEHALL MI		.780															10039193
	PARENT CUST. TOT-HOWMET CORP NEW		1.38															00045469
1130	.HONKO INC MEMPHIS TN		.120															00232319
1134	.INLAND STL 1 COLD STRP E CH IN		.300															10040566
1230	.LASER SANDERS COR DOYLESTWN PA		.240															00184691
1134	.MCGRAW EDISON SOUTH MI MI		.600															00125910
1279	.METALBRITE INC WHITMAN MA		.540															00228567

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1134	.MOSKAW EDISON SOUTH MI WI	.240	10045566
1270	.METALWRITE INC WHITMAN PA	.300	00184691
		.540	00125910
			00228567

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M G	SIS REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES CURR FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAJ-GRU GP
		AROCLOR 1254															00361B		1040-280-
1230		.MURRO CHEM CO PORTSMOUTH VA		.600															00235520
1134		.PENN REFINING CLEVE OHIO		44.4															10061920
1166		.PENNWALT-KENOS UNITD ORANGE CA		4.20															10044065
1133		.SHAWNEE PLAST KUTTAWA KY		.120															00236802
1230		.SPECIAL MET NEW HARTFORD NY		34.8															10074578
1132		.UNION CARBIDE GREENVIL SC		.240															00141607
1900		.PRATT & WHITNEY UNITED FL		1.80															00134554
1900		PRATT - WHITN W PALM BEACH FL																	10064375
		PARENT CUST. TOT-UNT AIRCRAFT CO		1.80															00152005
1956		.WYNN OIL CO AZUSA CALIFORNIA				24.0			24.0										10092434
		TOTAL PRODUCT * * * * * * * LB		394		24.0			24.0										1040-280-
		AROCLOR 1260															00369B		1040-290
1230		.R P CARGILLE CEDAR GROVE NJ		.060															1001394
		TOTAL PRODUCT * * * * * * * LB		.060															1040-290
		AROCLOR DIST 1262															00373B		1040-300
1932		.SOUTHERN DYESTUFF SODYCCO NC				1.80									1.80				1007403
		TOTAL PRODUCT * * * * * * * LB				1.80									1.80				1040-300
		AROCLOR DIST 5460															00385C		1040-480
1230		.GELRAY CO INC FARMINGDALE NJ		.300															100091
1366		.CENT SOL SANTA FE SPR-CA																	100151
		TOT P-T CENTRAL SOLV SA * POUNDS																	1001511
5735		*MO SOLV KANSAS CTY-KNS CTYMO				20.0						20.0							100535
		PARENT CUST. TOT-CENTRAL SOL CHI				20.0						20.0							100151
1932		.CHAPMAN CHEMICAL CO MEMPHIS TN				3.00		3.00											100153
1270		.COMMERCIAL STL FOREST HILLE MA				.500		.500											000889
1134		.GEN ELEC MINNEAPOLIS MN		.050															001198
1138		.NORTH ELECTRIC GALION OH				.600						.600							100561
1230		.POLYMEL CORP BALTIMORE MD				.200			.200										100637
1138		.REPUBLIC PWD MTLS MEDIA OHIO		.100															001642

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G	SIC	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST'D MAIN ORD
		AROCLOR DIST 5460																	
1230		.TITANINE INC UNION NJ		.100													00385C		1040-48
1960		.WYNN OIL CO AZUSA CALIFORNIA	300	24.0	300	25.4			25.4										100832
																			100924
		TOTAL PRODUCT * * * * * * * LB	300	24.6	300	49.7		3.5	25.6			20.6							1040-48
		AROCLOR 6037																	
1932		.RADIATOR SPECIAL CHARLOTTE NC	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	1036596
		TOTAL PRODUCT * * * * * * * LB	300	42.9	300	487	89.0	39.3		38.2	40.3	41.0	33.4	39.0	43.4	82.9		40.4	1044-03
		ERA 1129																	
1123		.FINDETT SERVICE CO SAINT CH MO				63.6					12.0	12.6			13.8		02201A		6134-129
1153		.GEN TIRE - RUB TOLEDO OH				12.6							13.7	1.1-			12.6	12.6	0011858
																			1003318
		TOTAL PRODUCT * * * * * * * LB				76.2					12.0	12.6	13.7	1.1-	13.8		12.6	12.6	6134-129
		MCS 327																	
1138		.GM-CHEVROLET MUNCIE IN				3.74			1.87						1.87		01264A		6126-327-
1153		GM-BUICK FLINT MI	10.0		10.0														10032784
1131		GM-CHEVROLET BUFFALO NY		18.7															10032555
1131		GM-CHEVROLET TONAWONDA NY	50.0	18.7	50.0	50.0	9.36	9.36	9.36			9.36			9.36	9.36		1.87	10032849
																			10032733
		PARENT CUST. TOT-GENERAL MOTORS	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4			11.2	9.4		1.9	00157279
		TOTAL PRODUCT * * * * * * * LB	60.0	37.4	60.0	61.8	9.4	9.4	11.2			9.4			11.2	9.4		1.9	6126-327-
		MCS-674																	
1133		.FINDETT SERVICE CO SAINT CH MO	50.0	37.8	50.0	12.6	12.6										01428A		1040-262-
		TOTAL PRODUCT * * * * * * * LB	50.0	37.8	50.0	12.6	12.5												00118583
																			1040-262-1
		MCS 997																	
1960		.CHRYSLER CORP NEW ORELANS LA		.830													00391B		3856-000-1
		TOTAL PRODUCT * * * * * * * LB		.830															10016762
																			3856-000-1

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	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	GOALS FOR CURR YEAR	SALES CURR YRD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID MAIR GRD
	16 DIELECTRICS DR.C.PATON																	
	ARCOLOR [illegible]															00356C		1040-26
X	[illegible]				29.4			29.4										[illegible]
1237	.ELECTRON IC COM BRIDGEPORT CT				.600												.600	100257
1932	.GEN ELEC ROME GA				95.7			95.7										100312
1237	.IBM CORP POUGHKEEPSIE NY		.220															100411
1237	.PHILADELPHIA ELEC PHIL PA		2.40															100624
1237	.ROUDNOUT PRO HUNTINGDON VAL PA				6.00			6.00										100921
1866	.RYNN OIL CO AZUSA CALIFORNIA																	100924
	TOTAL PRODUCT * * * * * * * LB		2.62		132			131									1	1040-26
																	.1	
	ARCOLOR 1260															00369C		1040-29
1132	.AVIATION FLUIDS OVERLAND MO		.180															100076
1932	.GEN ELEC ROME GA		1226															100312
1237	.GEN ELEC PITTSFIELD MA	800	710	800	826		106		95	103	105		208	1	104	104		100317
1237	GENERAL ELEC GUILDERLAN CTR NY		1.80-															002157
	PARENT CUST. TOT-GEN ELEC SCHENE	800	1934	800	826		106		95	103	105		208	1	104	104		100318
	TOTAL PRODUCT * * * * * * * LB	800	1934	800	826		106		95	103	105		208	1	104	104		1040-29
	D-50P505-SI															00349E		1040-24
1932	.GEN ELEC ROME GA	2000		2000														100312
	TOTAL PRODUCT * * * * * * * LB	2000		2000														1040-24
	D-50P508-S-1															01896A		1040-28
1230	.ALCO MACHY & SUPPLY NYC NY				.120-										.120-			0026400
1932	.GEN ELEC ROME GA				1416					193	196	99		193	110	314	311	100312
	TOTAL PRODUCT * * * * * * * LB				1416					193	196	99		193	110	314	311	1040-28
	INERTEEN 54201 CF CAPACITOR															02236A		1050-219
X	[illegible]				98.0								98.0					1002970
	TOTAL PRODUCT * * * * * * * LB				93.0								98.0					1050-219

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PA G	SEQ NO	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR	PROJ FOR CURR YEAR	SALES CURR YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER NUMBER
		INTERTEN 70-30															00360A		1050-210-
		~~.AKRON CONTROLLER AKRON OHIO~~				~~6.74~~						~~6.74~~							~~00259467~~
1233		.ALLIED CHEM LOS ANGELES CA		.120															00107956
1234		.ALLIS-CHALMERS DES MOINES IA		3.37															00228604
1237		ALLIS CHALMERS BALTIMORE MD		10.0															00228580
1237		ALLIS-CHALMERS CARUSO AV				1.35	1.35												00240045
1238		ALLIS CHALMERS LOS ALTOS N M				1.02	1.02												00184119
1231		ALLIS CHALMERS PITTS PA		1310	1700	497					192		103		97	201	97-		10002654
		PARENT CUST. TOT-ALLIS CHALMERS		1324	1700	499	2				192		103		97	201	97-		00045055
1232		.AMERICAN CYANAMID SAVANNAH GA				.674				.674									00160398
1232		.AMERICAN TOBACCO BRIDGEVILLE NC				6.07									6.07				00261653
1233		~~.AMERICAN ZINC EAST ST LOUIS IL~~		~~.674~~															~~00261[illegible]~~
1237		.ARCM CHEM SAINT PLEASANT MO		4.72															10006965
1239		.ARMCO STEEL KANSAS CITY MO				.674								.674					10006198
1240		.CITY OF AUSTIN AUSTIN TX		4.72															00163008
1235		~~.AUTOMATIC REFUSE ST CLAIR PI~~				~~.290~~	~~.290~~									~~.290~~			~~00261[illegible]~~
1237		.BILLGES ELECTR PHILADELPHIA PA		.180															00235350
1235		~~.BRIAN CO KALAMAZOO MICH~~		~~2.02~~															~~10011[illegible]~~
1-06		BUCK MFG CO GARDEN GROVE CA				1.03					1.03								00257673
1237		.BUND CO PHILADELPHIA PA		2.02															10012287
1237		.BUSELL DIV PROVIDENCE LEBAN PA				80.2							27.0			27.0	26.3		00259439
1238		.BUFFALO ELEC SUGARLAND TX		1.80															00241156
1237		.BURLINGTON TEST BURLINGTON NJ				15.5		2.0				13.5							00094358
1236		.CALIF MASL ELEC LOS ANGELES CA				.120											.120		00215252
1237		.CARDWELL MACHINE CO RICHMOND VA				.300						.300							00259566
1232		.CAROLINA TRANS FAYETTEVILLE NC				1.35										1.35			10014123
1237		~~.CATERPILLAR TRACT C PEORIA IL~~		~~5.39~~															~~10011[illegible]~~
1238		.C L D MARCO CA				.674										.674			00209425
1239		~~.CENTRAL ILL LIGHT CO PEORIA IL~~		~~1.92~~															~~00221921~~
1235		~~.CHAPMAN THERMAL PRODUCTS~~				~~5.39~~							~~5.39~~						~~00209320~~
1234		.CHICAGO ELEC CO CHICAGO IL		.540															10016459
1234		.CHICAGO BRIDGE & IR MEMPHIS TN		2.02															00183547
1235		~~.CHICAGO-IRON & CO CHICAGO IL~~				~~2.70~~												~~2.70~~	~~00212027~~
1235		~~.CITY OF CHAMPAIGN CHAMPAIGN IL~~				~~.674~~								~~.674~~					~~00261[illegible]~~
1237		.COLLINS-UTIL ELECT MOBILE CO				.360											.360		00272458
1236		~~.CONTROL [illegible] STEEL BRIDGE N CT~~																	~~00250352~~
1237		.ST FR CORN NORWICH HOSP NOR CT		.240															00245734
1239		.COPOLYMER RUBBER - CHI BATON ROUGE				2.02						2.02							10019680
1238		~~.CRAWFORD-FUNG CONNECTICUT~~																	~~00228044~~
1238		.CRUTCHFIELD COAST JACKSON TN		1.35															00242477
1238		~~.DETROIT DISTRICT DETROIT~~				2.70										2.70			00245853
1237		.E I DUPONT WILMINGTON DE				.060							.060						10023564
1238		.EASTERN AERO INC MILLVILLE NJ				1.35							1.35						00260029
1234		.ELECTRICAL ENGINEE DES MOIN IA				.720									.360			.360	00117560

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	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	COST ID./ MAJ-GRP-GP
	INSMTEEN 70-30															0036CA		1050-210-10
1138	.ELECTRIC HOSE & REP BETHEL PA				1.35							1.35						00259535
1138	.ELECTRIC HOS REPAIR BETHEL PA				5.08						2.02	3.06						00253136
1160	.ENERGY SYSTEMS PALO ALTO CA		8.76		7.41			7.41										10026253
1273	.ENGLISH ELECTRIC MANHATTAN NY				6.74							6.74						00252336
1274	.ESLO MFG GREENVILLE TX	100	27.0	100	29.7								29.7					10026036
1207	.ESPLY MFG ELECTR SARATOGA NY		80.2		149			27.6						49.5	32.4	40.4		00156052
1035	.FAGAN AND CO LITTLE ROCK AR				4.04				4.40					.36				00251577
1160	.FEDERAL PACIFIC EL MILPITAS CA	100	105	100	235					10.8		49.5		75.3	49.7	50.0		00153589
1264	.FEDERAL PACIFIC EL SN DIEGO CA		1.35		4.04				2.70			1.35						00254583
1153	.FED PAC ELEC ST CLAIR MI				3.06			3.06										00296171
1232	FED PAC ELEC LONG ISLAND NY		.180															00183698
	PARENT CUST. TOT-FED PAC ELEC NE	100	107	100	242			3.1	2.7	10.8		50.8		75.3	49.7	50.0		10027527
1170	.FIRESTONE TEX BOWLING GREEN KY		.180															00187070
1900	FIRESTONE W LAKE CHARLES LA				1.35							1.35						10028248
	PARENT CUST. TOT-FIRESTONE TIRE		.180		1.35							1.35						10028116
1733	.FORD MOTOR NASHVILLE TN				.674				.674									10029023
1237	.GR-NEW DEPARTURE BRISTOL CT		1.80															00243310
1160	.GRT ELEC DENVER CO				6.07											6.07		10032148
1132	.GEN ELEC SER BETTENDORF IA												.674		.674			00178850
1232	.GEN ELEC SPRINGFIELD OR				4.04										4.04			00269883
1232	.G E SER SHOP CHARLEE GA				1.35								1.35					10031222
	PARENT CUST. TOT-GEN ELEC SCHENE				11.5								2.02		3.37	6.07		10031850
1974	.GIFFORD HILL MIDLOTHIAN TX				.674						.674							00253146
1155	.GRAND RIVER DAM AUTH PRYOR OK				.360											.360		00271497
1123	.GRAYHILL CITY STEEL GR CITY IL		.120		.674		.674											10035236
1123	.GRAYHILL ELECTRIC MOUNT VER IL				.674										.674			00252565
1183	.GREAT LAKES CARBON ST LOUIS MO				.180											.180		10035414
1124	.G W ELEC SPEC BLUE ISLAND IL				.360							.360						10030229
1234	.HAVI-DUTY ELEC GOLDSBORO NC	150	182	150	170	13.5	6.7	14.8	21.6	14.8	6.7	31.6	27.0	27.0		3.4	3.4	00087933
1178	.H CHRISTY TITE DANVILLE IL		.674															00131555
1174	.INDIANA & MICHIGAN ELEC CO IN				.360									.360				00129857
1134	.INFE MAPP-STAR CHICAGO IL				.720									.720				00215929
1237	.ITE PAPER RILEYS GE		2.02															10041455
1237	.ITE CIRCUIT BREAKER PHIL PA		497		2189	97	295	288	202	92	203	99	297	312		104	200	10042054
1237	ITE IMPERIAL PLEASANTVILLE NJ		2.70															00241369
	PARENT CUST. TOT-ITE CIRCUIT BRE		499		2189	97	295	288	202	92	203	99	297	312		104	200	10042054
1932	.JA JONES CONST NORCROSS GA				4.04	4.04												00248460

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%	NO.	NAME OF PRODUCT, CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUSTOMER / MAJOR GROUP
		INERTEEN 70-30															0030A		1050-210
		ELI LILLY INDIANAPOLIS IND				.360							.360						1004631
		[illegible] STEEL CLEV OH				1.35							1.35						0023935
1176		.LOUISVILLE G - E LOUISVILLE KY		.720															1004708
1370		.LOMIS STEEL CHARLESVILLE PA				.674									.674				0023946
1367		.LOMBS CO BLOOMFIELD NJ				.720		.720											0024947
1374		.[illegible] ELEC SUP HOT SPRINGS AR		1.32															1004769
1333		.MALLINCKROOT CHEM ST LOUIS MO				.240				.240									1004631
1334		.MILLS & LOPTON SUP CHATTANO TN				.060						.060							0013019
1133		.MALONEY ELECTRIC ST LOUIS MO	200	34.4	200	112				36.0	16.9	38.1	21.6						1005493
1131		MALONEY ELECTRIC QUANTICO VA				.360							.360						0026094
		PARENT CUST. TOT-MALONEY ELECTRI	200	34.4	200	113				36.0	16.9	38.1	21.9						1005493
1135		.MONONGAHELA POWER RIVERSVILL WV				1.35								1.35					0026276
1133		.MALONEY ELECTRIC FORKELLVIE MO				1.35							1.35						0026093
1237		.MOORE HANDLEY MONTGOMERY AL				.720						.720							0025428
1334		MOORE-HANDLEY HAND SHEFFIEL AL				.480		.480											0013078
		PARENT CUST. TOT-MOORE HANDLEY B				1.20		.480				.720							0004652
1238		.PORT OF NEW YORK AUT NYC NY				2.70							1.35		1.35				0034808
1138		.NIAGARA TRANSMA BUFFALO NY	350	392	350	393		48.7		49.4	49.4		99.2		49.3		97.0		1005774
1237		.N J C TRANSFORMERS TRENTON NJ				7.41						2.70		4.72					0025572
1374		.OKLAHOMA GAS OKLAHOMA CITY OK				3.37												3.37	0017618
1332		.OLIVCORP CHARLESTON TN				.180										.180			0024153
1066		.PACIFIC TRANS REDWOOD CITY CA	50.0	49.7	50.0										6.74		6.74		1003604
1231		.PENN CENTRAL PAULI PA				13.5													0015660
1[illegible]		.PITTSBURG NATIONAL BELLWEARE MUS		.360															0022738
1[illegible]		.R & PROTEF SERGANT CA	100	78.9	100	60.7		2.7		21.6		4.7	6.1		10.0	2.7	6.1	6.1	1036415
1374		.POLI SERV OF OKLAHOMA TULSA OK		1.35															0024228
1234		.RESEARCH CONTROL BOOND BROOK NJ		295		346				61	61	59	30	28		108			1006753
1[illegible]		[illegible] MILWAUKEE WI				.180													1000765
1[illegible]		.REYNOLDS METALS GREGORY TX				.674											.674		0027036
1[illegible]		.RUYLITE CO PANY FLINT MICH				.674			.674										0021720
1234		.SANDLAN ELEC BOSTON MA				.240								.240					1007[illegible]
1235		.SCOTT PAP CO MINGLOW MS		.674															1007154
1266		.SIERRA TRANSFORMR CERRITOS CA				91.0					23.6		13.5	27.0		27.0			0023[illegible]
1[illegible]		.[illegible] SUPPLY BLACK RIV FALLS WI				.674											.674		0027160
1237		.SPAULDING FIBRE CO NORTH RO NH		.360		.854					.120		.734						0013064
1237		SPAULDING FIBRE TONAWANDA NY		.060															1007453
		PARENT CUST. TOT-SPAULDING FIBRE		.420		.854					.120		.734						1007453
1232		.SPRINGS MILLS INC LANCASTER SC		1.35															0022299

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B1121-A DIRECT #2
01/12/72

ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

-IN THOUSANDS OF POUNDS AND DOLLARS-

NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR YEAR	SALES CURR YR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST ID / MAR GRD GR.
INGTEEN 70-30															0036	CA	1050-210-1
X 1433 .A. S. STALEY MFG ORGANIC IL				16.9										4.7	12.1		00244582
1437 .SOUNDEST CORP BROOKLYN NY		.360															00240032
1434 .SWITCHGEAR SERVICE OREGON WI				.674													10084571
1133 .THE UNIV OF TENN KNOXVLE TN				1.35										1.35			10084567
X 1433 .STO-IN-SPRING INDUST OH	300	599	300	490	103		104	40				50		97	96		10084319
1434 STANDARD TRANSFORMER MEDFRD OR	200	160	200	103							103						00216203
PARENT CUST. 101-TRANSCO CO CHICG	500	498	500	593	103		104	40			103	50		97	96		00090298
1433 .TRANSFORMER SERV DETROIT MI		6.07															10084851
1437 TRANSFORMER SERV CONCORD NH		2.70		1.08												1.08	00242875
PARENT CUST. 101-TRANSFORMER SER		6.07		1.08												1.08	10080851
1438 .TRANSFORMER SERV DETROIT MICH				3.37												3.37	00241815
1437 .UNIV MACHINERY & EQUIP READING				.674			.674										00233048
1434 .UNDATE INC ROCKY MOUNT NC		1.03															00232734
1431 .A. E. UTTERBACK NEG SCOTDALE PA		98.1		146		48.4			49.0					49.0			10085713
1434 .U S A F COLORADO SPRINGS COL				.674				.674									10084474
1437 U S GOVT WASHINGTON D C		.360		1.35						1.35							10084733
1431 .U S GOVT NAVAL SUPPO CHARLSTON S				3.37					.674								00241815
1432 U S GOVT NAVAL SUPPO CHARLSTON S		.674															00211893
1434 U S NAVY MOFFETT FIELD CALIF				.674			.674										10084520
1423 U S NAVY PORT HUENEME CALIF				12.8			7.41								5.39		10084571
1437 U S NAVY WASHINGTON D C				.674												.674	10084296
PARENT CUST. 101-U S GOVT WASHIN		1.03		16.5			8.09	.67	.36	1.35					5.39	.67	10084733
1432 .U S STEEL FAIRFIELD ALABAMA				.674						.674							10085357
1437 .VALENTINE ELEC LITTLE FERRY NJ				.674											.674		00270057
1432 .VALLEY STEEL CONST DECATUR AL		1.35															00233936
1433 .WESTINGHOUSE ELECTRIC FORT MY				.674			.674										00251321
1437 .WEITZMANN ELEC GLOUCESTER NJ		.360															00227226
1432 .WESTINGHOUSE BIRMINGHAM ALA				5.39												5.39	10080875
1433 WESTINGHOUSE ELEC COMPTON CA				2.02									1.35		.67		00145076
1434 WESTINGHOUSE EMERYVILLE CALIF				2.70							.67		1.35		.67	1.35	10089921
1433 WESTINGHOUSE SAN FRANCISCO CAL		.674		1.35								1.35					00185653
1270 WESTINGHOUSE NEW HAVEN CT				.674										.674			00266310
1437 WESTINGHOUSE WINDSOR LOCKS CT				8.09								8.09					00262552
1976 WESTINGHOUSE PITTS-BALDWIN PA				3.37									3.37				00145203
1432 WESTINGHOUSE W ATL ATLANTA GA				10.1								2.02		8.09			00145157
1432 WESTINGHOUSE ALTON ILLINOIS				1.35								1.35					00261250
1434 WESTINGHOUSE TUSCOLA ILL				2.02								2.02					00262960
1423 WESTINGHOUSE EVANS EVANSVILL IN				3.37			3.37										00144479

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