-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		PYDRAUL 625-A															01685A		4594-626-11
1133		. PAN AM PET KIMBALL NEB	60.0	41.1	60.0														10060443
1839		.UNION PACIFIC RR COMMERCE CA		.099															00234249
1230		.NATL AERONAUTICS HAMPTON VA				2.88												2.88	00263893
1932		TENNESSE VALLEY TUSCUMBIA ALA	3.00	4.84	3.00	2.30								2.30					00180548
1178		TENNESSEE VALLEY DRAKESBORO KY		19.5		18.6		7.1								11.5			00164461
1932		TENN VALLEY AUTHOR CHATTANO TN				7.10							7.10						00140279
1932		TENN VALLEY AUTHOR MEMPHIS TEN	30.0	9.14	30.0	8.26		2.38		2.38			1.78		1.73				00186414
1932		U S A F SFC HUNTSVILLE ALABAMA	4.00	3.08	4.00														10084628
1178		U S A F WRIGHT PATTERSON OHIO	.225	.171	.225	.275			.275										10083907
1932		U S GOVT ORDN HUNTSVILLE ALA	6.00	6.06	6.00	4.76	2.38	2.38											10084725
		PARENT CUST. TOT-U S GOVT WASHIN	43.2	42.7	43.2	44.2	2.4	11.9	.3	2.4			8.9	2.3	1.7	11.5		2.9	10084733
1230		.WESTINGHOUSE PHILADELPHIA PA				.114				.114									10089727
		TOTAL PRODUCT * * * * * * * LB	600	300	387	308	20.7	25.5	22.4	25.1	14.2	24.9	33.8	36.1	21.8	49.1	8.6	25.9	4594-626-11
		01685A * * * * * * * $$	158	101	102	108	7.3	28.5	7.9	10.9	5.1	8.9	12.0	12.1	7.6	17.4	38.0	25.8	
		20 TOT MAJOR MISCELLANEOUS LB	2299	1001	1156	903	73	118	47	49	122	49	50	61	122	81	33	98	
		$$	693	374	348	336	32.8	60.6	17.6	1.0	40.7	18.4	18.3	21.7	46.7	33.2	46.3	1.0	
		11 TOT SUB-CL FIRST GEN PYDRA LB	8047	5757	5879	5346	451	518	405	562	438	400	460	431	523	430	333	396	
		$$	2547	1895	1840	1872	157	201	132	174	148	144	160	154	186	222	84	109	
		PYDRAUL 312															00693A		6760-312-11
1839		.A & A DIE CAST LOS ANGELES CA	45.0		15.0														00196061
1178		.ABEX CORP COLUMBUS OHIO		.054															00088722
1230		.ACADEMY DIE CASTNG EDISON N J	15.0	13.0	15.0	3.00		1.00	2.00										00185566
1836		.ACME MACHINE WORKS SPOKANE WA	.600	.500	.600														00234915
1230		.ACTION MFG CO PHILADELPHIA PA	3.00	2.50	3.00														00215341
1153		.ADAMS CARBIDE DEARBORN HTS MI		.500															10000688
1131		.AETNA-STANDARD ELLWOOD CITY PA		1.00															00229040
1133		.AIRPATH INSTRU BRIDGETON MO	1.00		1.00														10001617
1133		.AIRTEX INC FAIRFIELD ILLINOIS	5.00	5.00	5.00														00221457
1839		.AJAX HR MFG CITY INDUSTRY CA	30.0	17.0	30.0	2.00			2.00										00230243
1270		.ALLEGHENY LUDLUM W BOSTON MA	80.0																00107697
1131		ALLEGHENY LUDLUM BRACKENRID PA	100		10.0														00165409
1131		ALLEGHENY LUDLUM DUNKIRK NY	30.0		15.0														00247243
1839		ARNOLD ENGINEER FULLERTON CA	.500	.323	.500	.093					.093								00110124
		PARENT CUST. TOT-ALLEGHENY LUDLU	211	.323	25.5	.093					.093								00046698
1839		.ALLOY DIE CASTING BUENA PK CAL	30.0	2.50	30.0														00187569

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