-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 AC WINTER GRADE																	6759-000-11
		.INVENTORY ADJUSTMENTS		.693															00197777
1136		.BOEING CO SO SEATTLE WASH		1.17															00045802
1153		.OHIO FUEL GAS WELLINGTON OH		.107															00197432
1131		UNITED FUEL GAS FLENVILLE W VA		.107															00170933
1153		UNITED FUEL GAS CO KENOVA W V				.585					.585								10083443
1131		UNITED FUEL GAS ST ALBANS WV				.054								.054					00177962
		PARENT CUST. TOT-COLUMBIA GAS NY		.214		.639					.585			.054					00047406
1132		.DIVERS EQUIPMENT KANSAS C MO				.112									.112				00116475
1136		.DRESSER MAGCOBAR CLOVERDA CA	4.00	2.93	4.00	6.44						3.51		2.93					00116742
1136		DRESSER MAGCOBAR VERNAL UTAH	4.00	2.93	4.00														00210099
		PARENT CUST. TOT-DRESSER INDUSTR	8.00	5.85	8.00	6.44						3.51		2.93					10023122
1136		.GLASS CONTAINER LA CALIF				.610							.610						10033713
1132		.LONE STAR GAS CO KARNES CTY TX	.200		.200														10046858
1132		.LONE STAR PROD CO MURCHISON TX		.107															00157651
1130		.OWENS ILLINOIS BRIDGETON NJ				2.34			1.17		1.17								00212202
1132		.PETROLEUM DIST CO HOUSTON TX	2.00	9.21	2.00	12.3	2.34		4.68		4.68					.53		.05	00093750
1132		.PONKA DRILL PROD RANGELY COLO				.799				.610			.396	.585					00167738
1132		.TENN GAS TRANS CARROLLTON OH				.585												.585	10078741
		TOTAL PRODUCT * * * * * * * LB	10.2	17.2	10.2	23.8	2.34		5.85	.61	6.44	3.51	.21	3.56	.11	.53		.64	6759-000-11
		* * * * * * * $$	3.90	5.83	3.90	8.04	.71		1.85	.22	2.07	1.31	.09	1.30	.04	.19		.26	
*		PYDRAUL AC WINTER GRADE-A																	6757-000-11
1136		.BOEING CO KENT WASHINGTON				.563										.563			
1130		.OWENS ILLINOIS BRIDGETON NJ				1.17											1.17		00212202
		TOTAL PRODUCT * * * * * * * LB				1.73										.56	1.17		6757-000-11
		* * * * * * * $$				.656										.224	.432		
*		PYDRAUL F-9																	4590-009-11
		.INVENTORY ADJUSTMENTS		.589															00197777
1132		.AAA PRODUCTS DALLAS TX	1.77	1.77	1.77	1.18							1.18						00213756
1130		.ABEX COMPANY PORTSMOUTH VA				.590								.590					10000351
1134		ABEX CORP ST PAUL ST PAUL MN				1.18					.590				.590				00106771
		PARENT CUST. TOT-ABEX CORP NEW Y				1.77					.590			.590	.590				00046531
1132		.ACME FOUNDRY & MAC BLACKWEL OK	.590		.590														00106844
1134		.ACROMETAL PRODUCTS MINNEAPO MN				1.18			1.18										00106860
1134		.ACRO WELDER MFG MILWAUKEE WI	2.50	1.77	2.50	2.36											2.36		10000637
1136		.AERO TITANIUM LEMON GROVE CAL		.590		1.18	1.18												00106992

WATER_PCB-00042639