-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.
		TRANSF PYRANOL A13B3B-3															02574A		1050-302-16
16	P1	GEN ELEC INDIANPOLIS IN		1.35															10031028
16	P1	GENL ELEC CO KEVIL KY				77.5			77.5										00388351
16	P1	GEN ELEC SERV SHOP BATON RGELA		.060															00151009
16	P1	GENL ELECTRIC SHREVEPORT LA				40.5	40.5												00359246
16	P1	GEN ELEC MEDFORD MA		4.73															10031877
16	P1	GENL ELEC CORP ANNAPOLIS MD				.675	.675												00388068
16	P1	GENL ELECTRIC BUCKSPORT ME		18.2															00364487
16	P1	GENL ELEC CO RIVERVIEW MI		39.2		4.05	4.05												00273546
16	P1	GENL ELECTRIC EVELETH MN		.675															00373338
16	P1	GEN ELEC MINNEAPOLIS MN		5.40		4.05		4.05											00119881
16	P1	GENERAL ELECTRIC WASECA MN				.240		.240											00388777
16	P1	GEN ELEC KANSAS CITY MO				1.35			1.35										00120049
16	P1	GENERAL ELEC MARYLAND HTS MO				2.03		2.03											00388769
16	P1	GEN ELEC CHARLOTTE NC		11.2		2.70	2.03				.68								10031672
16	P1	GENL ELECTRIC MILLBURN NJ		.240															00384399
16	P1	GEN ELEC NO BERGEN NJ		18.2		33.8	33.8												10031532
16	P1	GENL ELECTRIC JAMAICA NY				.675		.675											00388653
16	P1	GENERAL ELECTRIC TONAWANDA N Y		14.2		4.05	4.05												00186899
16	P1	GENL ELEC SUP CLEVELAND OH		3.38															00373729
16	P1	G E SERVICE SHOP CINCINNATI OH		4.05		16.9					16.9								10031591
16	P1	GENL ELECTRIC MENTOR OH		.180															00382280
16	P1	GENL ELECTRIC SARGENTS OHIO				149						149							00391921
16	P1	GEN ELECTRIC OKLAHOMA CTY OK				.060		.060											00388580
16	P1	GEN ELEC EUGENE OR		4.05		.675	.675												00232904
16	P1	GEN ELEC-SERVICE-PORTLAND OR		4.05															10031516
16	P1	GEN ELECTRIC SUPPLY ENOLA PA		2.70															00311383
16	P1	GENL ELECTRIC SUP MORGANTWN PA		6.75															00376108
16	P1	GEN ELEC W MIFFLIN PA		10.1															10031109
16	P1	GEN ELEC PAOLI PA		13.5		13.5	6.75	6.75											00278165
16	P1	GEN ELEC SUPPLY PHIL PA		.660															10032113
16	P1	G E SERV SHOP PHILA PA		92.0		63.5	23.6	6.8	20.3	8.1		4.7							10032156
16	P1	GENL ELE CHARLESTON HEIGHTS SC		.675															00329223
16	P1	GENL ELECTRIC LANCASTER SC		1.35															00376888
16	P1	GENL ELECTRIC CO BLAIR TN				186						186							00391948
16	P1	GEN ELEC MEMPHIS TN		5.40															00227897
16	P1	GEN ELECTRIC HOUSTON TEXAS		134															00150983
16	P1	GEN ELEC INGRAM RICHMOND VA		6.44															10031621
16	P1	GEN ELEC KENT WA				12.2	12.2												00281476
16	P1	GEN ELEC SUPPLY SPOKANE WA		10.1		7.43	3.38	3.38								.68			10032121
16	P1	GENL ELECTRIC CO LA CROSSE WI				.675		.675											00388319
16	P1	GEN ELEC CHARLESTON WV		1.35															10031478
		PARENT CUST. TOT-GEN ELEC SCHNEC	100	669	1300	682	157	28	103	36	18	340				1			10599474
		.MONSANTO SANTA CLARA CALIF																	00149020

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