-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 60																	6735-100-11
1136		.UNIV OF S CALIF LOS ANGELES CA		.045															00213276
1132		.CHEMOLA MFG CO HOUSTON TX				.092								.092					10015928
1130		.GM-FISHER BODY SYRACUSE NY		.990															10032946
1136		.LOCKHEED AIRCRAFT REDLANDS CA		.090															10046688
1130		.MARINE PURCHASING BEAUMONT TX				.092	.092												00183067
1131		.REPUBLIC STEEL CORP CLEVE OH		2.97		.990		.990											10067480
1130		.REYNOLDS METALS RICHMOND VA		1.49		.495										.495			10067782
1132		.RUCKER CNTRL SYS BEAUMONT TX				2.48											1.98	.50	00240931
1136		.U S GOVT EDWARDS A F B CA	3.00	1.98	3.00														00142689
1131		.U S STEEL MCKEESPORT PA		3.47															00143162
1136		UNITED STATES HORSE CANYON UT		.990															00198161
		PARENT CUST. TOT-UNITED STATES S		4.46															00047724
		TOTAL PRODUCT * * * * * * * LB	34.8	45.0	30.8	49.2	4.55	9.41		1.98	6.44	3.96	3.47	3.56	2.97	6.44	4.95	1.49	6735-100-11
		* * * * * * * $$	18.8	24.9	16.6	27.1	2.48	5.15		1.10	3.54	2.18	1.93	1.98	1.64	3.56	2.74	.83	
		PYDRAUL 150																	4591-150-11
		.INVENTORY ADJUSTMENTS		1.66															00197777
1130		.AIROYAL COMPANY LINDEN NJ				1.53		1.53											00185590
1132		.ALUMINUM CO ALCOA TN	10.0	7.13	10.0	14.8			1.53		1.02	4.07		2.55		3.05		2.55	10002893
1132		ALUMINUM CO POINT COMFORT TX	15.0	8.65	8.82	11.2	3.56	2.04	1.53			2.55				1.53			10002907
1132		ALUMINUM CO SANDOW TX				.094												.094	10002923
1136		ALUMINUM CO MALAGA WA	20.0	16.8	20.0	23.9			2.55		5.09	2.55	5.09		5.60		3.05		10002958
1136		ALUMINUM CO VANCOUVER WA	4.00		4.00														10002966
1136		ALUM CO OF AMER WENATCHEE WASH	9.00	9.16	9.00														00177733
		PARENT CUST. TOT-ALUMINUM CO OF	58.0	41.7	51.8	50.0	3.56	2.04	5.60		6.11	9.16	5.09	2.55	5.60	4.58	3.05	2.64	00045063
1136		.AMER SMELTING SAN FRAN CA		.987		1.65	.235	.235	.705									.470	10004969
1132		AM SMELTING HOUSTON TX	1.00																10004977
		PARENT CUST. TOT-AMER SMELTING A	1.00	.987		1.65	.235	.235	.705									.470	00045152
1153		.ANCHOR HOCKING GLASS LANC OH		.509	.679														10005574
1136		.ARMCO STEEL CORP TORRANCE CAL	15.0																00155802
1132		ARMCO STEEL KANSAS CITY MO		99.3		76.4			10.2		20.4			15.3			15.3	15.3	10006198
1153		ARMCO STEEL HAMILTON OH		.708		1.07			.188		.697							.188	10006201
1153		ARMCO STEEL MIDDLETOWN OH		1.02															10006228
1132		ARMCO STEEL SAND SPRINGS OK		.509															10006244
1132		ARMCO STEEL HOUSTON TX		3.56															10006279
		PARENT CUST. TOT-ARMCO STEEL MID	15.0	105		77.4			10.4		21.1			15.3			15.3	15.5	10006228
1132		.ARO INC ARNOLD AFB STA TN	2.00	1.53	2.00														10006619

WATER_PCB-00042641