-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.
		TOTAL PRODUCT * * * * * * * LB	201	276	201	245	16.3	10.0	11.6	15.8	20.0	24.6	29.6	27.3	9.7	63.0	16.8	.5	4597-230-11
		* * * * * * * $$	52.1	74.2	52.1	64.1	4.5	2.8	3.2	4.0	5.3	6.3	7.7	7.0	2.6	15.8	4.8	.2	
*		PYDRAUL 312																	6760-312-11
		.INVENTORY ADJUSTMENTS		6.00															00197777
1136		.A & A DIE CAST LOS ANGELES CA	45.0		15.0														00196061
1153		.ABEX CORP COLUMBUS OHIO		.500	1.00	.054								.054					00088722
1130		.ACADEMY DIE CASTNG EDISON N J				13.0		2.50		2.50			2.50			2.50		3.00	00185566
1131		.ACCURATE DIE CAST CLEVELAND OH	120																00196037
1136		.ACME MACHINE WORKS SPOKANE WA				.500								.500					00234915
1153		.ACME MASKING DANVILLE IN		.500	.700														10000572
1130		.ACTION MFG CO PHILADELPHIA PA	1.00	2.00	1.00	2.50			2.50										00215341
1153		.ADAMAS CARBIDE DEARBORN HTS MI	.500	1.00	.500	.500+		.500+											10000688
1130		.ADVANCE PRESSURE DENVILLE N J		1.00															00218650
1153		.AEROQUIP CORP VAN WERT OHIO	.667	.500															00158038
1131		.AETNA-STANDARD ELLWOOD CITY PA				1.00						1.00							00229040
1132		.AIRPATH INSTRU BRIDGETON MO	1.00	1.00	1.00														10001617
1132		.AIRTEX INC FAIRFIELD ILLINOIS	80.0			5.00							5.00						00221457
1136		.AJAX HR MFG CITY OF INDUSTRY C	10.0		3.00	17.0							5.50	3.00	3.00	3.00	2.50		00230243
1131		.ALLEGHENY LUDLUM BRACKENRID PA	100	1.00	25.0														00165409
1136		ARNOLD ENGR FULLERTO CA		.231		.323		.185							.138				00110124
		PARENT CUST. TOT-ALLEGHENY LUDLU	100	1.23	25.0	.323		.185							.138				00046698
1136		.ALLOY DIE CASTING BUENA PK CAL	30.0		15.0	2.50										2.50			00187569
1153		.ALPHA IND LOGANSPORT IN		3.00	4.00	7.50	1.50		1.50	1.50		1.50			1.50				00108154
1136		.ALCAN ALUMINUM RIVERSIDE CA	30.0																10001862
1130		ALCAN ALUMINUM CORP OSWEGO NY	78.8	5.00+	78.8	42.5	5.0			2.5	20.0						15.0		00148199
		PARENT CUST. TOT-ALUMINUM CO OF	109	5.00+	78.8	42.5	5.0			2.5	20.0						15.0		00011045
1136		.ALUMINUM FORGE SANTA ANA CALIF	3.00	2.50	3.00	6.50		5.00			1.50								00148156
1132		.ALUMINUM CO ALCOA TN	300																10002893
1136		.AMBRIT IND GLENDALE CA	2.00	2.00	1.00	2.00	.500			.500	.500		.500						10003059
1134		.AMERICAN ALUM WEBSTER CITY IA		7.50		2.50									2.50				00181358
1130		.AMERICAN CHAIN YORK PA	.500	1.59															00108413
1132		.AMERICAN CYANAMID SAVANNAH GA				.278						.139	.139						00150398
1136		.AMERICAN PORTABLE EUGENE OR	25.0	47.0	25.0	13.5				2.50		3.00		5.00		3.00			10004837
1132		.AMERI SMELT & REFING GLOVER MO		1.50															00180017
1153		.WESTERN ELEC IND IND	100	25.0	20.0	32.5			10.0		5.0			5.0		5.0	7.5		10088798
1134		.AMEROCK CORP ROCKFORD IL	100	15.0	100	45.0	7.50		7.50		7.50			7.50	7.50		7.50		00109517
1136		.AMERON STEEL ETIWANDA CA	15.0			29.0								5.0	10.0		4.0	10.0	00196142
1132		.ANACONDA ALUM TERRE HAUTE IN	15.0	10.0	7.00	18.5				5.00						7.50	6.00		10005396
1136		.ANSEN AUTOMOTIVE GARDENA CA	3.00	2.50	3.00	4.00		.50	.50	1.00		1.00		1.00					00196614
1153		.ARMCO STEEL MIDDLETOWN OH	60.0	80.0	60.0	143	15.0		15.0	15.0		15.0	25.0		20.0	17.5		20.0	10006228

WATER_PCB-00042649