-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.
		PYORAUL 312															00693A		6760-312-11
1178		.BELDEN CORP RICHMOND IND		.139															10008972
1134		.BELL & HOWELL CO CHICAGO IL	35.0	30.0	35.0	10.0	5.00	5.00											10009049
1230		.BETHLEHEM STEEL STEELTON PA	100	50.0	70.0														00179035
1134		BETHLEHEM STEEL BURNS HA IN	540	20.0	270														00111481
1230		BETHLEHEM STEEL SPARROWS PT MD	100		10.0														00171352
1230		BETHLEHEM STEEL BETHLEHEM PA	25.0		10.0														10009588
1131		BETHLEHEM STEEL JOHNSTOWN PA	20.0		5.00														00232335
		PARENT CUST. TOT-BETHLEHEM STEEL	785	70.0	365														00045578
1836		.BOEING CO SO SEATTLE WASH	100																00045802
1153		.BOHN ALUMINUM ADRIAN MICHIGAN	1.00	1.00	1.00	2.00			1.00				1.00						00161586
1178		.BORG WARNER NEW CASTLE IND	50.0		20.0														00188387
1131		.BRAEBURN STEEL BRAEBURN PA	4.00																00247227
1178		.BRIDGEPORT BRASS INDIANAPOL IN	25.0		20.0														00246956
1134		.BRIGGS-STRATTON MILWAUKEE WI	238	196	238	48.0		24.0	24.0										10011442
1138		.BRUSH BERYLLIUM CLEVELAND OH	2.25	2.50	2.25														10012147
1138		BRUSH BERYLLIUM ELMORE OHIO	5.00			1.50							1.50						00151114
		PARENT CUST. TOT-BRUSH BERYLLIUM	7.25	2.50	2.25	1.50							1.50						10012147
1153		.B - T MACHINERY CO HOLLAND MI		13.0		3.00	3.00												00089877
1178		.BUCKEYE STEEL CAST COLUMBUS OH	40.0	5.00	40.0														00224448
1134		.BUDD CO GARY IND	42.0	33.0	42.0	5.00	5.00												10012325
1153		BUDD CO DETROIT MI	45.0	45.0	45.0	10.0		10.0											00151122
1230		BUDD CO FORT WASHINGTON PA				.500							.500						10012260
1230		BUDD CO PHILADELPHIA PA	60.0	50.5	60.0	17.5	7.5		10.0										10012287
		PARENT CUST. TOT-BUDD CO PHILA P	147	129	147	33.0	12.5	10.0	10.0				.5						10012287
1968		.C & H DIE CASTING TEMPLE TX	8.00	4.00	8.00														00241768
1968		.CAMERON IRON WORKS HOUSTON TX	30.0		30.0														10013267
1153		.CARGILL INC CLAWSON MI		1.00															00148369
1138		.CARLING BREWERY CLEVELAND OH		.500															00187178
1230		.CARPENTER TECHNOLOGY READNG PA	18.0	13.0	9.00	5.00			5.00										00231207
1230		CARPENTER STEEL BRIDGEPORT CT	14.0		7.00														10014174
		PARENT CUST. TOT-CARPENTER TECHN	32.0	13.0	16.0	5.00			5.00										00231207
1133		.CARTER CARBURETOR ST LOUIS MO	210	160	210	27.2	13.2	13.9											10014263
1230		.CAST ALL CORP MINEOLA NY		.500															00225525
1153		.CAST FORGE CO HOUGHTON LAKE MI				10.0				10.0									00177679
1153		CAST FORGE HOWELL MI	60.0	62.5	60.0	15.0	5.00	5.00	5.00										00214000
		PARENT CUST. TOT-CAST FORGE CO L	60.0	62.5	60.0	25.0	5.0	5.0	5.0	10.0									00088919

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