-IN THOUSANDS OF POUNDS AND DOLLARS-

| MG R | 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. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | INERTEEN 54201 CM | | | | | | | | | | | | | | | 003548 | | 1050-216-16 |
| 1933 | | WESTINGHOUSE CAPE GIRARDEAU MO | | | | 3.60 | | | | 3.60 | | | | | | | | | 00278904 |
| 1933 | | WESTINGHOUSE BOSTON ST LOUIS M | | | | 3.00 | | 3.00 | | | | | | | | | | | 10089735 |
| 1287 | | WESTINGHOUSE BERLIN NH | | | | .600 | | .600 | | | | | | | | | | | 00276332 |
| 1287 | | WESTINGHOUSE HILLSIDE NJ | | 6.60 | | | | | | | | | | | | | | | 10089417 |
| 1287 | | WESTINGHOUSE TRENTON NJ | | | | .600 | | | | | | | | .600 | | | | | 00285870 |
| 1866 | | WESTING&OUSE LIMA HENDERSO NV | | | | .600 | | | .600 | | | | | | | | | | 00145114 |
| 1287 | | WESTINGHOUSE ASTORIA NY | | | | 12.0 | | | | | | | | 6.00 | 6.00 | | | | 00284998 |
| 1287 | | WESTINGHOUSE BEECHHURST NY | | .055 | | | | | | | | | | | | | | | 00257001 |
| 1287 | | WESTINGHOUSE BUFFALO NEW YORK | | | | 5.40 | | | | | | | | | 5.40 | | | | 10089581 |
| 1287 | | WESTINGHOUSE COLLEGE PT NY | | | | 1.20 | | 1.20 | | | | | | | | | | | 00275220 |
| 1287 | | WESTINGHOUSE GREENLAWN L IS NY | | .600 | | | | | | | | | | | | | | | 00271934 |
| 1131 | | WESTINGHOUSE PAINTED POST NY | | | | 10.2 | | | | | | 10.2 | | | | | | | 00282162 |
| 1287 | | WESTINGHOUSE ELEC UTICA NY | | 3.61 | | 2.10 | | | | | .655 | .805 | .640 | | | | | | 10089158 |
| 1138 | | WESTINGHOUSE AKRON OH | | | | .055 | | | | | | .055 | | | | | | | 00282464 |
| 1138 | | WESTINGHOUSE CLEVELAND OHIO | | 12.6 | | .320 | | | | | | | | .320 | | | | | 10089441 |
| 1886 | | WESTINGHOUSE EL PORTLAND OR | | .320 | | | | | | | | | | | | | | | 10089123 |
| 1287 | | WESTINGHOUSE ELEC BRADDOCK PA | | 1.80 | | | | | | | | | | | | | | | 00237191 |
| 1131 | | WESTINGHOUSE ERIE PENN | | | | 16.2 | | 15.0 | | | | | | | | | | 1.2 | 10089220 |
| 1131 | | WESTINGHOUSE GLASSPORT PENN | 10.0 | 12.6 | 10.0 | 12.6 | | 1.20 | | | 1.80 | | 2.40 | | | 3.00 | 3.60 | .60 | 10089808 |
| 1131 | | WESTINGHOUSE JOHNSTOWN PA | | | | .165 | .165 | | | | | | | | | | | | 00274534 |
| 1138 | | WESTINGHOUSE SHARON PENN | 800 | 1200 | 800 | 632 | | | 90 | | 90 | 181 | 90 | 91 | | 89 | | | 10089751 |
| 1287 | | WESTINGHOUSE EL WILKES BARRE P | | | | 4.80 | | | 4.80 | | | | | | | | | | 00169641 |
| 1932 | | WESTINGHOUSE CHATTANOOGA TN | | | | 3.60 | | | | 1.80 | | | | | | | 1.80 | | 00278351 |
| 1932 | | WESTINGHOUSE KINGSPORT TN | | .600 | | | | | | | | | | | | | | | 00261831 |
| 1932 | | WESTINGHOUSE KNOXVILLE TN | | | | .220 | | | | | | | | .220 | | | | | 00284777 |
| 1932 | | WESTINGHOUSE ELEC MASCOT TN | | .330 | | | | | | | | | | | | | | | 00271519 |
| 1974 | | WESTINGHOUSE ELEC FT WORTH TX | 2.00 | 1.20 | 2.00 | 1.20 | | | 1.20 | | | | | | | | | | 00165131 |
| 1866 | | WESTINGHOUSE SALT LAKE CTY UT | | | | 1.20 | | | | | 1.20 | | | | | | | | 10089573 |
| 1287 | | WESTINGHOUSE EL RICHMOND VA | | | | .600 | | | | | | .600 | | | | | | | 00179027 |
| 1287 | | WESTINGHOUSE ELEC SOUTH BO VA | 3586 | 4022 | 3586 | 3618 | 275 | 189 | 649 | 194 | 416 | 283 | 194 | 282 | 193 | 283 | 283 | 379 | 00145335 |
| 1886 | | WESTINGHOUSE ELE SEATTLE WASH | | | | 1.80 | 1.20 | | .60 | | | | | | | | | | 00206938 |
| 1134 | | WESTINGHOUSE MILWAUKEE WI | | 1.65 | | 1.29 | | | | | | | .970 | | | | .320 | | 10089948 |
| 1131 | | WESTINGHOUSE FAIRMONT W V | | 2.40 | | 6.60 | | | | | | | | 1.20 | | | | 5.40 | 10089913 |
| 1131 | | WESTINGHOUSE TRIADELPHIA W VA | | 1.20 | | | | | | | | | | | | | | | 00247669 |
| | | PARENT CUST. TOT-WESTINGHOUSE EL | 4635 | 5477 | 4635 | 4639 | 281 | 260 | 749 | 245 | 522 | 493 | 340 | 437 | 205 | 429 | 289 | 390 | 00047740 |
| | | TOTAL PRODUCT * * * * * * * LB | 4635 | 5477 | 4635 | 4645 | 281 | 260 | 749 | 245 | 522 | 493 | 340 | 437 | 211 | 429 | 289 | 390 | 1050-216-16 |
| | | 003548 * * * * * * * $$ | 774 | 908 | 774 | 880 | 47 | 44 | 124 | 48 | 105 | 98 | 67 | 86 | 42 | 84 | 57 | 77 | |
| * | | INERTEEN 54201 KA | | | | | | | | | | | | | | | 003608 | | 1050-212-16 |
| 1933 | | MOLONEY ELECTRIC ST LOUIS MO | | | | 16.2- | | | | | | 16.2- | | | | | | | 10054931 |
| | | TOTAL PRODUCT * * * * * * * LB | | | | 16.2- | | | | | | 16.2- | | | | | | | 1050-212-16 |
| | | 003608 * * * * * * * $$ | | | | 2.80- | | | | | | 2.80- | | | | | | | |

WATER_PCB-00042750