-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 A 200																	4595-200-11
1132		.HOOKER CHEMICAL COLUMBUS MISS				1.29	.645							.645					00197009
1130		.HOWMET LANCASTER PA	4.00																10039207
1136		.HUGLE INDUSTRIES SUNNYVALE CAL				.645		.645											00185639
1132		.INTERSTATE PAPER RICEBORO GA		1.29															00176710
1131		.AJAX MAGNETHERMIC WARREN OH		.763															00158046
1136		I T T CONTROLS GLENDALE CA		78.3															10042100
		PARENT CUST. TOT-INTL TELEPHONE		79.1															00044512
1130		.JADE CORP BETHAYRES PA		.236		.645					.645								00180068
1130		.JERSEY CENT P - L SO AMBOY NJ		.295															10042593
1153		.JULIAN ALUM FOUNDRY DETROIT MI				.645							.645						00232157
1136		.KAISER ALUM & CH CHICKALAW AR	2.00	2.58	2.00														00165042
1136		KAISER ALUM & CH PLEASANTON CA				2.58						1.29			1.29				00213047
1136		KAISER ALUMI MEAD WA	35.0	19.4	25.0	2.58			2.58										10043379
1136		KAISER ALUM-CHEM TACOMA WASH	2.00	1.29	2.00	6.45	1.29		1.29			1.29		1.29		1.29			00154296
1136		KAISER ALUM TRENTWOOD WA	18.0	12.9	18.0	12.9					6.45			6.45					10043336
		PARENT CUST. TOT-KAISER ALUM PAR	57.0	36.1	47.0	19.4	1.29		1.29		6.45	2.58		7.74	1.29	1.29			00045624
1136		.KAWECKI CHEM WENAT WASH	7.00	6.45	7.00	6.45	1.29		1.29		1.29	1.29				1.29			10043557
1131		.MW KELLOGG CO WILLIAMSPORT PA		.645		.645		.645											00219266
1131		.KENNAMETAL LATROBE PA	2.00	1.29	2.00	1.29								1.29					10043859
1136		.KENNECOTT COPPER GARFIELD UTAH	2.00	.885	2.00														00154342
1153		.LIBBY OWENS TOLEDO OH				5.16					2.58				2.58				10046238
1136		.LOCKHEED AIRCRAFT REDLANDS CA		5.16		2.58		2.58											10046688
1132		.LOUDEN DIV FAIRFIEL IA		.295															00127930
1132		.MCGRAW EDISON DES PLAINES IL		3.23		3.23											3.23		00215945
1132		MC GRAW EDISON JEFF CITY MO		21.3		14.8	1.29	1.29	1.29	3.87	1.94			1.29	1.29	1.29		1.29	10049628
		PARENT CUST. TOT-MCGRAW EDISON C		24.5		18.1	1.29	1.29	1.29	3.87	1.94			1.29	1.29	1.29	3.23	1.29	00044687
1134		.MCMILLAN MFG ST PAUL MN	1.00	4.52	1.00														10051142
1153		.UNITCAST COMPANY TOLEDO OH	8.00	9.68	8.00	13.5		1.94					3.87		1.94	1.94	1.94	1.94	10082730
1153		.MIDWEST MACH MARYSVILLE MI	8.00	9.03	8.00	35.5	1.29	3.87		1.94	4.52	1.94	3.87	5.81	6.45	5.81			10052513
1132		.SKELLY OIL CO VELMA OK		.645		.645					.645								00138150
1132		SKELLY OIL BORGER TEXAS				.645			.645										00222194
1132		SKELLY OIL SKELLYTOWN TX	.900	.881	.900	.940									.940				10073383
		PARENT CUST. TOT-MISSION CORP WI	.900	1.53	.900	2.23			.645		.645				.940				00046043
1134		.MOLINE MALLEABLE I ST CHARL IL	.860	1.29	.300	3.87		.65	1.94			1.29							00130699
1134		.NATURAL GAS PIPELNE GR BEND KS		.118															00180645
1130		.NEW BRITAIN MACH NEW BRITAIN C		.645															00196568

WATER_PCB-00042646