-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.
		TRANSFORM INERTEEN PPO		1968		1969													1050-200-16
1637		.NY STATE MENTAL HY THIELLS NY		1.30															00131539
1637		.NY NH-H RR NEW HAVEN CT		1.35		.674							.674						10057566
1637		.OHM ELEC SUPPLY N HAWTHORN NY		4.04															00132136
1635		.OKLAHOMA GAS OKLAHOMA CITY OK				6.88			3.51	3.37									00170186
1635		.OLIN CONDUCTORS SEDALIA MO				1.35			1.35										00163228
1637		.OMAR MINING CO VA OMAR WV		1.35															00132330
1635		.OWENS ILLINOIS INC VERNON CA		.674															00132497
1635		.PACIFIC ELEC MOT OAKLAND CA		.674															10060125
1635		.PACIFIC TRANS REDWOOD CITY CA	180	55.3	180	48.8		48.8											10038049
1637		.PEMCO CORPORATION BLUEFIEL W V		.674															00133086
1530		.PEMCO CORP BLUEFIELD W VA				3.37												3.37	10061318
1635		.PENITENTIARY OF NE SANTA FE NM		2.70															00131490
1637		.PENN CENTRAL WILMINGTON DELA				32.4				8.1			16.2				8.1		00177970
1637		PENN CENTRAL PAOLI PA		6.74		27.0						6.7			6.7		13.5		00156663
1637		.PENN CENT & AFFILATED ENDLA PA				1.35											1.35		00220647
1637		.PENNSYLVANIA RAILR WILMINGT DE		2.70															00133191
1637		PENNSYLVANIA RAILR PAOLI PA		13.5		20.2		6.74	6.74	6.74									00133205
1637		PENNSYLVANIA RR PHIL PA	60.0	39.1	60.0														10061504
		PARENT CUST. TOT-PENNSYLVANIA RR	60.0	55.3	60.0	20.2		6.74	6.74	6.74									10061504
1635		.PHILLIPS OBER ELEC BERKELEY CA				4.72		4.72											00167711
1635		.THOMPSON-HAYWARD KAN CITY KS		1.35															10079950
1637		.PORT OF NY AUTH JAMAICA NY		1.35															10057531
1637		PT OF NY AUT JACKSON HTS LI NY		4.04															10057523
1635		.H K PORTER BELMONT CAL	230	82.9	230														10064155
1637		.PROCTER AND GAMBLE CHI IL				.674						.674							10064724
1635		.PUBLIC SER OF COLORDO DENVR CO				3.37											3.37		00218278
1637		.R F UPTEGRAFF MFG SCOTTDALE PA	100	49.9	100	47.3								47.3					10085713
1637		.RAYTHEON MAYLAND MA		.240															10066573
1637		.RESEARCH COTTRL BOUND BROOK NJ	305	364	305	528	84.9		56.6	56.6	55.9	55.9	53.9		53.9	53.9	56.6		10067537
1635		.REYNOLDS METALS LONGVIEW WA		3.37															10067863
1635		.B L ROBINSON BURLINGTON IOWA				2.70							2.70						00207934
1637		.ROGERS CORP ROGERS CT				.065									.065				10068819
1635		.ROGERS ELEC LONGVIEW TX		1.35															00136409
1637		.ROYAL ELEC SUPP PHILADEL PA		4.04															00136662
1635		.RUCKER CO SAN LEANDRO CA		3.37															10069904
1637		RUCKER COMPANY LOUISVIL KY		.180															00136832
1635		.SEEGER ELECTRIC CO LOS ANGE CA		.674															00137472
1635		.SIERRA TRANSFORMER BERKELEY CA		2.70															00137928
1635		.SIERRA TRANSFRMR LOS ANGELES C	100	67.4	100	60.7	7.4	3.4	3.4		6.1	26.3	3.4	2.7	3.4	.7	2.7	1.3	10072956
1637		.S M ELECTRIC CO INC RAHWAY NJ				1.35								.674				.674	00211109
1637		.SPOOR HAINES POUGH POUGHKEE NY		.130															00138746
1637		.ST REGIS PAPER DEFERIET NY		.674															00137030

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