-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.
		TRANSFORM PYRANOL A1383B															00368A		1050-300-16
1287		GEN ELEC BALTI MARYLAND		6.12															10032067
1153		GENL ELEC CO RIVERVIEW MI		4.05															00273546
1872		GEN ELEC HOPKINS MN		.360															00278041
1872		GEN ELEC MINNEAPOLIS MN		.360															00119881
1983		GEN ELEC KANSAS CITY MO	20.0	6.75	20.0														00120049
1886		GEN ELEC BUTTE MT		2.39															00278254
1985		GEN ELEC CHARLOTTE NC		4.32															10031672
1287		GEN ELEC NO BERGEN NJ		13.5															10031532
1287		GEN ELEC DEWITT NY		.240															00237388
1287		GEN ELEC PAINTED POST NY		.675															00283231
1287		GEN ELEC SYRACUSE NY		2.16															00119873
1131		GENERAL ELECTRIC TONAWANDA N Y		.720															00186899
1178		GEN ELEC COLUMBUS OH		.360															00119970
1138		G E SERVICE CLEVELAND OH		2.70															10031389
1886		GEN ELEC EUGENE OR		1.35															00232904
1287		GEN ELEC ALLENTOWN PA		.675															10031508
1131		GEN ELEC W MIFFLIN PA		6.75															10031109
1287		GEN ELEC PAOLI PA		6.75															00278165
1287		GEN ELEC SUPPLY PHIL PA		16.9															10032113
1287		G E SERV SHOP PHILA PA		31.1															10032156
1967		GENERAL ELECTRIC KNOXVILLE TN		2.03															00159433
1968		GEN ELEC MIDLAND TEXAS		.675															00185035
1287		GEN ELEC INGRAM RICHMOND VA		3.60															10031621
1865		GEN ELEC KENT WA		2.70															00281476
1886		GEN ELEC SEATTLE WA		2.70															10030935
1886		GEN ELEC SUPPLY SPOKANE WA		3.50															10032121
1872		GEN ELEC MENASHA WISC		.675															00273716
		PARENT CUST. TOT-GEN ELEC SCHNEC	112	474	112	.360							.360						10599474
1134		.GRAYBAR ELECTRIC MARION IL		.360															00274143
1974		.GREENVILLE MILL GREENVILLE MS		.120															00228230
1866		.INDUSTRIAL ELECTRIC MCCLOUD CA																	00269956
1983		.KANSAS GAS AND EL WICHITA KS		.300															10043468
1974		.KUHLMAN ELEC CRYSTAL SPR MS	380	146	380														00127264
1872		.NORTHERN STATES POWER MPLS MN		2.52															10058309
1138		.PITTS & CONNEAUT CONNEAUT OH		5.40															00243175
1866		.H K PORTER BELMONT CA		2.70															10064155
1287		.RESOURCE CONTROL PORT JEFFR NY		.675															00273767
1886		.SPOKANE TRANSFMR SPOKANE WA		3.38															10074754
1872		.STA-RITE IND BARABOO WI		1.35															00261696
1866		.TELEDYNE-GLEN PACIFIC OAKLN CA		6.08															00278300
1967		.TENN TRANSFORM CHATTANOOGA TN		4.05															00186910
1866		.U S NAVY SAN FRANCISCO CALIF		1.30															10084164

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