-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 150																	4591-150-11
1131		.ASHLAND CHEM HOUST BELPRE OH		.509															00110221
1132		ASHLAND CHEM NEW IBERIA LA				2.04											2.04		00142301
1132		ASHLAND CHEMICAL FRANKLIN LA	.600	.509	.600														00162833
		PARENT CUST. TOT-ASHLAND OIL ASH	.600	1.02	.600	2.04											2.04		00046094
1132		.ATLANTIC STEEL CO ATLANTA GA	2.00	1.02	2.00	2.04			.51								1.53		10007232
1134		.BALL BROS MUNDELEIN IL				.509						.509							10008115
1132		BALL BROS ASHVILLE NC	.200	.094	.200	.471			.188		.283								10008107
1136		BALL BROTHERS CO EL MONTE CA				.509												.509	10008123
		PARENT CUST. TOT-BALL BROS MUNCI	.200	.094	.200	1.49			.188		.283	.509						.509	10008093
1130		.BETHLEHEM STEEL BETHLEHEM PA	.500	.509															10009588
1136		BETHLEHEM STEEL SEATTLE WA	24.0	24.9	24.0	23.9		3.05		3.05	5.09			5.09		5.09		2.55	10009596
		PARENT CUST. TOT-BETHLEHEM STEEL	24.5	25.5	24.0	23.9		3.05		3.05	5.09			5.09		5.09		2.55	00045578
1132		.BLACKWELL ZINC BLACKWELL OKLA	9.00	5.09	9.00	10.2		5.09			5.09								10009979
1136		.BOEING CO AIRP DIV EVERETT WAS		2.04		2.04	2.04												00158356
1136		BOEING CO SO SEATTLE WASH		2.55															00045802
		PARENT CUST. TOT-BOEING CO SO SE		4.58		2.04	2.04												00045802
1153		.BORG WARNER NEW CASTLE IND	6.00																00188387
1132		.BREWSTER CO SHREVEPORT LOUISIA				1.02		1.02											00184551
1134		.BUCYRUS-ERIE CO S MILWAUKEE WI	.700	.509	.700	12.7	1.53				1.53	2.55	5.09			1.02		1.02	10012244
1134		.CARBORUNDRUM NEW CARLISLE IN				2.55								2.55					00233366
1131		CARBORUNDUM CO FALCONER NY		2.53															00158100
		PARENT CUST. TOT-CARBORUNDUM NIA		2.53		2.55								2.55					10013763
1130		.CARPENTER TECHNOLOGY READNG PA		.932		2.55						1.02				1.53			00231207
1153		.CARTER MECH INC GALLON OH				1.53					1.02		.51						00227714
1153		.COMM FILTERS LEBANON IND				.188								.188					10018188
1134		.CONTINENTAL CAN CHICAGO ILL				.509											.509		10018900
1130		CONTINENTAL CAN PISCATAWAY NJ				.509									.509				00236012
		PARENT CUST. TOT-CONTINENTAL CAN				1.02									.509		.509		00046167
1136		.CONTINENTAL-EMSCO COMMERCE CA				3.56	3.56												00183350
1132		.CONTINENTAL-EMSCO HOUSTON TX		6.11															00115150
1153		.CONTINENTAL STEEL KOKOMO IND				3.05		1.02								2.04			10019338
1134		.E I DU PONT DE FT MADISON IA		1.53															10023718

WATER_PCB-00042642