-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.
		TRANSF PYRANOL A13338-3															025	74A	1050-302-16
16	P1	GEN ELEC NO BERGEN NJ		8.10		18.2	2.70						3.38	2.70		2.70		6.75	10031532
16	P1	GEN ELEC ALBANY NY		2.70															10031958
16	P1	GEN ELEC SYRACUSE NY		.675															00119873
16	P1	GENERAL ELECTRIC TONAWANDA N Y	15.0		15.0	14.2	7.43	1.35					2.03					3.38	00186899
16	P1	GENL ELEC SUP CLEVELAND OH				3.38					3.38								00373729
16	P1	G E SERVICE CLEVELAND OH	15.0	.675	15.0														10031389
16	P1	G E SERVICE SHOP CINCINNATI OH	20.0		20.0	4.05											4.05		10031591
16	P1	GENL ELECTRIC MENTOR OH				.180										.180			00382280
16	P1	GENL ELECTRIC TOLEDO OH		3.38															00314870
16	P1	GENL ELECTRIC SERV YOUNGSTN OH		.675															00358940
16	P1	GENERAL ELECTRIC TULSA OK		4.05															00336777
16	P1	GEN ELEC EUGENE OR	10.0	9.45	10.0	4.05			1.35			1.35		.68			.68		00232904
16	P1	GEN ELEC-SERVICE-PORTLAND OR	10.0	12.2	10.0	4.05		4.05											10031516
16	P1	GEN ELEC ALLENTOWN PA		8.10															10031508
16	P1	GEN ELECTRIC SUPPLY ENOLA PA				2.70									2.70				00311383
16	P1	GENL ELEC SUP HARRISBURG PA		1.35															00342092
16	P1	GENL ELECTRIC SUP MORGANTWN PA				6.75						6.75							00376108
16	P1	GEN ELEC W MIFFLIN PA		4.05		10.1			.68	1.35				1.35				6.75	10031109
16	P1	GEN ELEC PAOLI PA	20.0	32.4	20.0	13.5					6.75			6.75					00278165
16	P1	GEN ELEC SUPPLY PHIL PA	40.0		40.0	.660			.420							.240			10032113
16	P1	G E SERV SHOP PHILA PA	60.0	64.6	10.0	92.0	10.4	2.0	11.5	10.1	16.2	5.4	4.7	8.1	10.1	6.1	2.0	5.4	10032156
16	P1	GEN ELEC YORK PA		4.05															00154172
16	P1	GENL ELE CHARLESTON HEIGHTS SC				.675			.675										00329223
16	P1	GENL ELECTRIC LANCASTER SC				1.35							1.35						00376868
16	P1	GENL ELECTRIC KNOXVILLE TN		2.70															00339334
16	P1	GEN ELEC MEMPHIS TN				5.40	2.03	3.38											00227897
16	P1	GEN ELEC CORPUS CHRISTI TX		4.73															10031044
16	P1	GEN ELEC DALLAS TX	10.0		10.0														10030994
16	P1	GEN ELECTRIC HOUSTON TEXAS	10.0	10.1	10.0	134				2.7			2.7	2.7	70.2	47.3		8.1	00150983
16	P1	GENL ELEC SERV ODESSA TX		5.40															00344605
16	P1	GEN ELEC INGRAM RICHMOND VA		4.73		6.44					4.73	1.35				.36			10031621
16	P1	GEN ELEC KENT WA	10.0	4.05	10.0														00281476
16	P1	GEN ELEC SUPPLY SPOKANE WA		13.5		10.1			2.03									.10	10032121
16	P1	GENL ELECTRIC KAUKAUANA WI		23.1															00355267
16	P1	GEN ELEC SERV SHOP MILWKEE WI	25.0	4.05	25.0														00285188
16	P1	GEN ELEC CHARLESTON WV		7.43		1.35				1.35									10031478
16	P1	GENL ELECTRIC SUP CO SLAB F WV		.675															00349526
		PARENT CUST. TOT-GEN ELEC SCHNEC	920	1375	920	669	40	28	63	18	36	80	17	66	100	118	36	67	10599474
16	P1	.KUHLMAN ELEC CRYSTAL SPR MS		3.38															00127264
		.MONSANTO SANTA CLARA CALIF																	00149020
		MONSANTO ELIZABETH NJ																	00148687
		MONSANTO-SPECIAL-ELIZABETH NJ																	00309370

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