-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 F-9																	4590-009-11
1136		.HEAT & CONTROL CHATTANOOGA TN				.590					.590								00225304
1130		.HERCULES INC RADFORD VA	.300	.214	.300	.107			.107										00123919
1131		.HERMAN PNEUMATIC ZEILINOPLE PA		2.36															00180270
1136		.HESIK CO INC S EL MONTE CA		.161															00151300
1134		.HITCHCOCK IND BLOOMINGTON MN	.590	.590	.590														00124095
1134		.HITCHCOCK INDUST MINNEAPOLI MN				.590							.590						00231908
1136		.HOLT INDUSTRIES VENICE CA	2.00	1.89	2.00	1.34		.270	.269				.269		.265		.267		10038480
1131		.HOOKER CHEM NIAGARA FALLS NY		.590															10038707
1153		HOYLITE CORP WARREN MICH	1.00	1.18	1.00														10081343
		PARENT CUST. TOT-HOOKER CHEM NIA	1.00	1.77	1.00														10038707
1136		.HOPPING FOUNDRY PASADENA CA	1.00	.537	1.00														10038898
1153		.HOWMET CORP PLYMOUTH MI				.590	.590												00183040
1153		.HPM MOUNT GILEAD OH		7.08															00163120
1136		.HYDRAULIC AIR EQU PORTLAND OR				.106						.106							00229997
1130		.IDEAL FISH FLOAT DES PLAINE IL				.590			.590										00186481
1130		IDEAL FISH FLOAT RICHMONDVIRG		.590		1.77		.590		.590		.590							10039967
		PARENT CUST. TOT-IDEAL FISH FLOA		.590		2.36		.590	.590	.590		.590							10039967
1134		.ILL LOCK CO WHEELING IL	.700	.590	.700	.590		.590											00048836
1153		.INGRAM-RICHARDSON FRANKFOR IN		.215	.300	.161					.161								00125520
1130		.INTL SMELTING PERTH AMBOY NJ		.107															10041783
1131		.AJAX MAGNETHERMIC DOVER OH		.590															00159107
1131		AJAX MAGNETHERMIC WARREN OH		1.18															00158046
1132		ITT BLACKBURN CO ST LOUIS MO	.600	.590	.600														00206245
1136		ITT CANNON ELE SANTA ANA CA	30.0	18.9	30.0														10042127
1136		I T T CONTROLS GLENDALE CA		13.6															10042100
1136		ITT FED SUPPORT RICHLAND WA		.912		.269	.269												10042151
		PARENT CUST. TOT-INTL TELEPHONE	30.6	35.7	30.6	.269	.269												00044512
1132		.J AND S FOUNDRY DEWEY OK	5.00	5.31	5.00														10042259
1132		.JOHNSON CITY FOUND JOHNSON TN	1.00		1.00														00126519
1132		.JONES BOAT YARD MIAMI FL	1.50	.859	1.50	1.07			.537			.530							10043093
1153		.THE JOYCE-CRIDLAND CO DAYTON O				1.77							1.77						00228826
1132		.J & S FOUNDRY ATHENS OH		.590															00212474
1131		.KAISER ENGINEERS BUTLER PA				59.0	59.0												00207845
1131		.KASPER FOUNDRY CO ELYRIA OH	1.00	1.18	1.00	1.18				.590				.590					10043522
1130		.KENNECOTT REF CORP BALT MD	.413	4.13	4.13	7.08							4.13		2.95				10043891
1131		.KEYSTONE FLUID PITTSBURGH PA		.590															00169420
1134		.KEYSTONE STEEL PEORIA IL	20.0	14.8	20.0	103	3.0	11.8	8.9	20.7	11.8		11.8	11.8	11.8	11.8			10044251
1134		.KUX MACH DES PLAINES ILL				.590			.590										10044995

WATER_PCB-00042640