-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.
		PARENT CUST. TOT-WHEELING STEEL		2.04															00047082
		PYDRAUL 150-A															01899A		4591-151-11
11	34	.WHITING CORP S MILWAUKEE WI		3.05															00237469
11	34	.YOUNGSTOWN SHEET E CHICAGO IN	10.0	5.09	10.0														00227412
19	68	.ZAPATA OFFSHORE CO HOUSTON TX	2.50	2.55	2.50	16.2	5.09						7.58	3.54					00231924
		TOTAL PRODUCT * * * * * * * LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	4591-151-11
		01899A * * * * * * * $$	589	441	453	377	44.9	54.5	26.5	20.7	28.7	33.3	30.4	40.4	20.5	24.1	17.0	36.2	
		10 TOT MAJOR PYDRAUL 150A LB	1455	1037	1119	887	106	128	62	48	72	78	72	95	48	54	40	85	
		$$	589	441	453	377	44.9	54.5	26.5	20.7	28.7	33.3	30.4	40.4	20.5	24.1	17.0	36.2	
*		PYDRAUL A 200															00505A		4595-200-11
11	31	.ABEX CORP MEADVILLE PA	3.50	5.81	3.50	1.29	1.29												10000386
11	53	.ACHESON COLLOIDS PORT HURON MI		.295															10000475
18	39	.AGRI CRAFT CO INC CAMARILLO CA		.059															00184721
11	38	.ALUMINUM CO LAFAYETTE IN	60.0	31.0	60.0														10002788
12	30	ALUMINUM CO CRESSONA PA	13.6	9.68	13.6	3.23	3.23												10002877
18	36	ALUMINUM CO MALAGA WA	4.00	3.87	4.00														10002958
18	36	ALUMINUM CO VANCOUVER WA	30.0	31.0	30.0														10002966
		PARENT CUST. TOT-ALUMINUM CO OF	108	75.5	108	3.23	3.23												00045063
11	38	.ANIXTER GENERAL PENNISOLA OH		.645															00184756
11	78	.ARMCO STEEL ASHLAND KY	40.0	40.0	40.0	6.45	6.45												10006171
11	78	ARMCO STEEL MIDDLETOWN OH	150	143	150	23.0	23.0												10006228
		PARENT CUST. TOT-ARMCO STEEL MID	190	183	190	29.5	29.5												10006228
11	53	.BENDIX CORP SOUTHFIELD MI		1.94															00237337
11	31	BENDIX CORP ROCHESTER NY	1.00	4.28	1.00														00111430
12	30	BENDIX CORP SIDNEY NY	12.0		12.0														10009278
		PARENT CUST. TOT-BENDIX CORP DET	13.0	6.22	13.0														00045551
18	36	.BETHLEHEM STEEL SEATTLE WA	15.0	15.5	15.0	4.86	3.23					1.64							10009596
12	30	.BLACK AND DECKER LANCASTER PA	3.50	1.29	3.50														10009936
11	38	.CABOT STELLITE DIV KOKOMO IN	30.0	36.1	30.0	7.74			7.74										10081785
11	33	.CHEMICAL METALS ALTON IL	6.00		6.00														00247480
11	53	.CITY CONTROLLER DETROIT MICH		15.5		2.65	2.65												00178578
11	33	.CLYDE EQUIPMENT CO ST LOUIS MO		.118		.118								.118					10017327
11	34	.COLLIN RADIO CEDAR RA IA		.645															00114642
12	70	.COLSON CO SOMERVILLE MA		1.94		1.29				1.29									00243523

WATER_PCB-00042721