-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.
		TRANSFORMER PYRANOL A1383B-2															02402A		1050-301-16
1273		GEN ELEC SYRACUSE NY		6.08															00119873
1131		GENERAL ELECTRIC TONAWANDA N Y		24.3															00186899
1178		GEN ELEC COLUMBUS OH		9.72															00119970
1138		G E SERVICE CLEVELAND OH		2.03															10031389
1178		G E SERVICE SHOP CINCINNATI OH		4.05															10031591
1836		GEN ELEC EUGENE OR	2.00		2.00														00232904
1836		GEN ELEC-SERVICE-PORTLAND OR		4.05															10031516
1237		GEN ELEC ALLENTOWN PA		2.03															10031508
1237		GEN ELECTRIC SUPPLY ENOLA PA		1.35		2.70										2.70			00311383
1131		GEN ELEC W MIFFLIN PA		8.37															10031109
1237		GEN ELEC NORTH WALES PA		.120															00313416
1237		GEN ELEC PAOLI PA		6.75															00278165
1237		GEN ELEC SUPPLY PHIL PA		4.64															10032113
1237		G E SERV SHOP PHILA PA		85.6		4.91	3.56	1.35											10032156
1237		GEN ELEC WASHINGTONVILLE PA		2.03															00263842
1237		GEN ELEC YORK PA		6.17															00154172
1967		GEN ELE-SRVS SHOP-GREENVILL SC		.120															00306096
1974		GEN ELEC MEMPHIS TN		1.35															00227897
1932		GENLELEC SERV SHP NASHVILL TN		.480															00312622
1968		GEN ELEC CORPUS CHRISTI TX		14.2															10031044
1974		GEN ELEC DALLAS TX		6.12															10030994
1968		GEN ELECTRIC HOUSTON TEXAS		20.0															00150983
1968		GENERAL ELECT SUP TEXAS CITY T		1.44															00209155
1237		GEN ELEC INGRAM RICHMOND VA		9.59															10031621
1836		GEN ELEC KENT WA		2.03															00281476
1836		GEN ELEC SUPPLY SPOKANE WA	20.0	12.8	20.0	2.70							2.70						10032121
1872		GEN ELEC MENASHA WISC		9.45															00273716
1134		GEN ELEC SERV SHOP MILWKEE WI		10.1															00285188
1134		GEN ELEC MILWAUKEE WI		2.03															10031168
1138		GEN ELEC CHARLESTON WV		6.75															10031478
		PARENT CUST. TOT-GEN ELEC SCHNEC	237	1182	237	17.2	3.56	2.70	.12			5.40	2.70			2.70			10599474
1974		.KUHLMAN ELEC CRYSTAL SPR MS		219															00127264
		.MONSANTO SANTA CLARA CALIF																	00149020
		MONSANTO ELIZABETH NJ																	00148687
		PARENT CUST. TOT-MONSANTO COMP S																	00047147
1866		.TELEDYNE-GLEN PACIFIC OAKLN CA	5.00	2.70	5.00														00278300
1866		.WESTINGHOUSE ELEC COMPTON CA		1.35															00145076
1866		WESTINGHOUSE PULNENE MAUI HI		3.38															00309273
		PARENT CUST. TOT-WESTINGHOUSE EL		4.73															00047740
		.UNMATCHED FREIGHT																	99999999

WATER_PCB-00042783