-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 312																	6760-312-11
1134		PARKER HANNIFIN OTSEGO MICH		8.50		5.00		1.50				1.50			1.00		1.00		00088005
		PARENT CUST. TOT-PARKER HANNIFIN		9.00		5.00		1.50				1.50			1.00		1.00		00086983
1131		.PARK-OHIO IND CLEV CLEVELAN OH				3.00									2.00	1.00			00132942
1132		.ROBERT R PARKS DALLAS TX		2.50															10060982
1132		.RALPH M PARSONS PASCOGOULA MS	25.0	32.5	25.0														00197602
1130		.PEASLEY PROD STRATFORD CT	3.50	6.50	3.50	6.00	1.00		1.00		1.00	2.00						1.00	10061237
1136		.PEAT MFG NORWALK CA				3.00										3.00			00237973
1134		.PENN CONTROLS MILWAWKEE WISC	4.00	2.50	4.00														00206997
1132		.PERMANENT CASTNG HOT SPRING AR	10.0	8.00	10.0														00161071
1130		.PHELPS DODGE LAUREL HILL NY	6.00	2.50	6.00														10062454
1153		.POLLAK STEEL CO MARION OH				20.0							5.00			5.00	5.00	5.00	00231878
1130		.POWER DRAULICS NIE HUNTINGT NY				.500			.500										00134481
1130		.PREMIER DIE CASTING AVENEL NJ	30.0																00195995
1153		.PRESS AUTOMATION DETROIT MI				1.50		1.00								.50			00186511
1131		.PRESSURE CASTINGS CLEVELAND OH	35.0	3.50	10.0	9.00						1.00			1.00	7.00			00094560
1134		.PRINCE MFG CO HOLLAND MI	5.00	9.00	5.00	12.0				8.00							4.00		00134716
1130		.PRISTOLITE W SPGFLD MA	24.0	11.0	24.0	30.0			5.00		5.00		5.00		5.00	5.00		5.00	00049387
1153		.PROCESS EQUIP TIPP CITY OH				1.00									1.00				00236950
1153		.CHARMIN PAPER GREEN BAY WISC				1.00									1.00				00216127
1136		.PTE CORPORATION SAN JOSE CA		.174		.150	.150												00219746
1136		.PUGET DIE CASTING TACOMA WA	4.00	2.50	2.00	2.50		.500		.500	.500	.500		.500					10065100
1130		.RALSTON PURINA SHIREMANSTOWNPA		1.00															00168297
1136		.RANGER DIE CAST LYNWOOD CA	5.00	4.00	5.00	4.00		1.00		1.00			1.00			1.00			10066336
1131		.REACTIVE METALS ASHTABULA OH	10.0	10.5	10.0	10.0		2.50				7.50							10066654
1131		REACTIVE METALS NILES OH	10.0	9.00		4.00					4.00								00135437
		PARENT CUST. TOT-REACTIVE METALS	20.0	19.5	10.0	14.0		2.50			4.00	7.50							10066654
1130		.READING TUBE READING PA				6.50		3.00		.50	2.50							.50	10066697
1132		.REED INTERNATIONAL HOUSTON TX	10.0		2.00														10066743
1131		.REPUBLIC STEEL CORP CLEVE OH				5.00							5.00						10067480
1131		REPUBLIC STEEL MASSILLON OH	55.0	56.0	55.0	30.0			5.00		5.00	5.00	5.00			5.00	5.00		10067499
1131		REPUBLIC STEEL WARREN OHIO	200		50.0														00221619
		PARENT CUST. TOT-REPUBLIC STEEL	255	56.0	105	35.0			5.0		5.0	5.0	10.0			5.0	5.0		10067480
1134		.REX CHAINBELT HANNA CHICAGO IL				.139		.139											10036712
1132		.REYNOLDS METALS ARKADELPHIA AR	5.00		5.00	3.00						1.50		1.50					10067847
1132		REYNOLDS METALS GUM SPGS AR	11.0	8.50	11.0	8.46				1.50	1.50		2.50		.05+		1.50	1.50	10067855
1132		REYNOLDS METALS JONES ML AR	1.50	1.50	1.50	3.00	1.00		.50						1.50				10067820
1136		REYNOLDS METALS LONGVIEW WA	20.0		5.00														10067863
		PARENT CUST. TOT-REYNOLDS METALS	37.5	10.0	22.5	14.5	1.00		.50	1.50	1.50	1.50	2.50	1.50	1.46		1.50	1.50	10067782

WATER_PCB-00042652