-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 AC																	6758-000-11
1132		CITIES SER CO E TAMPA FL	4.00	3.05	4.00														10078539
1132		CITIES SERV GAS CO HIGGINS TX		.226															10016932
1134		CITIES SERV OIL E CHGO IND		.113															10016991
		PARENT CUST. TOT-CITIES SERVICE	4.00	5.15	4.00	3.13	.23	1.06	.61		.34	.89							00045977
1132		.COLO INTER GAS CO COLO SPR CO				.170					.170								00047449
1132		COLO INTERSTATE GAS LAMAR CO				1.22					.610	.610							10017874
1132		COLO INTERSTATE GAS LAKIN KS				.610						.610							10017890
		PARENT CUST. TOT-COLO INTER GAS				2.00					.78	1.22							00047449
1131		.ATLANTIC SEABOARD TERRA AL WV		.610	1.00	.610		.610											00110604
1153		OHIO FUEL GAS CO LUCAS OH		.610															00180823
1153		OHIO FUEL GAS CO PAVONIA OH				.112						.112							00132055
1153		OHIO FUEL GAS CO SUGAR GR OH	.700	1.22	.700														00132071
1131		UNITED FUEL GAS CO WARCO KY		.610															10083435
1153		UNITED FUEL GAS CHARLES W V		.112															00048240
1131		UNITED FUEL GAS CO CEREDO WV				.610						.610							00142344
1131		UNITED FUEL GAS CEDAR GROVE WV				.113		.113											00184101
1131		UNITED FUEL GAS HANOVER W VA		.113															00165298
1131		UNITED FUEL GAS ST ALBANS WV		.170		.170						.170							00177962
		PARENT CUST. TOT-COLUMBIA GAS NY	.700	3.45	1.70	1.62		.723				.892							00047406
1153		.CONSUMERS POWER CO NORTHVIL MI	.150	.113	.150														00115037
1131		.CONTINENTAL CAN CLARKSBURG WV		.610		6.10	3.05						3.05						00180025
1132		.DON V DAVIS CO SAINT LO MO	.112	.112	.112														00115851
1132		.DIAMOND SHAMROCK SUNRAY TX	7.00		2.00														00116386
1153		.DOW CHEM MIDLAND MICH		.949		2.32		.61					.50		1.21				10022908
1132		.E I DUPONT NEMOURS STRANG TX	6.00		3.00														10024072
1132		.DUVAL CORPORATION FORT STO TX	1.80		1.80														00117064
1132		DUVAL CORP ORCHARD TX	2.50		2.50														10024358
		PARENT CUST. TOT-DUVAL CORP HOUS	4.30		4.30														00046620
1132		.EDDINS WALCHER OIL SUNDOWN TX	2.00		2.00														10025281
1132		.ELECTRIC ENERGY JOPPA I				.610		.610											00185418
1132		.EL PASO NATURAL GA MT HOME ID		.057															10025486
1136		EL PASO NATURAL GA MURTAUGH ID		.113															00117447
1136		EL PASO NATR GAS SODA SPRNG ID		.226															00220531
1136		EL PASO NAT GAS UMATILLA ORE		.610															00167665
1132		EL PASO NATURAL GAS MOAB UT		.113															10025559
1136		EL PASO NATURAL GAS SUMAS WA		.226		.336											.336		10025567

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