-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 150																	4591-150-11
1153		E I DU PONT DE LOUISVILLE KY	.600	.236	.600	.236					.236								10023726
1153		E I DU PONT DE CIRCLEVILLE OH		.509		1.53								.509	.509	.509			10023947
1132		E I DUPONT WINONA S C				.188			.188										00186406
1132		E I DU PONT DE NEM DOWLING TX		.316															10024056
1132		E I DUPONT DENEMOU LA PORTE TX		2.04		11.2							2.04		2.04	4.07		3.05	00152528
1132		E I DUPONT NEMOURS STRANG TX	15.0	12.2	15.0	13.2	2.04				2.04				2.04		7.13		10024072
		PARENT CUST. TOT-E I DU PONT DE	15.6	16.8	15.6	26.4	2.04		.19		2.27		2.04	.51	4.58	4.58	7.13	3.05	10023564
1136		.AMERICAN MONORA PAINE FIELD WA		2.55															00205788
1153		.FEDERAL SCREWS WKS DETROIT MI	5.00	4.07	5.00	3.56			1.53					.51	.51	1.02			00118435
1153		FEDERAL SCREWS WKS ROMULUS MI	1.00	2.04	1.00	2.04		1.02								1.02			00118443
		PARENT CUST. TOT-FEDERAL SCREWS	6.00	6.11	6.00	5.60		1.02	1.53					.51	.51	2.04			00118435
1134		.FOOTE MINERAL CO KEOKUK IA	12.0	7.13	10.0	15.3	8.14				2.04	3.05				2.04			10028949
1153		.FORD MOTOR STEEL DEARBORN MI		9.67		1.02												1.02	10029015
1132		FORD MOTOR NASHVILLE TN	4.00	1.53	4.00	1.53	.509									.509		.509	10029023
		PARENT CUST. TOT-FORD MOTOR DEAR	4.00	11.2	4.00	2.55	.51									.51		1.53	00118990
1132		.FORMEX CO DI HUYCK GREENVLL TN		.509															00219495
1131		.FREEPORT BRICK CO FREEPORT PA		.188															00207977
1130		.GENERAL ELECTRIC RUTLAND VT		1.72															00198463
1153		.GENERAL SHALE MOORESVILLE IN				.047						.047							00228222
1136		.AEROJET GENL NIMBUS CA	4.00	2.87	4.00														10000963
1136		AEROJET LIG RCKT SACRAMENTO CA				1.88							.940		.940				00230421
		PARENT CUST. TOT-GENL TIRE - RUB	4.00	2.87	4.00	1.88							.940		.940				10033144
1132		.GLOBAL MARINE DR GAND ISLE LA	1.00	2.55	1.00														00211214
1132		.GLOBAL SUPPLY HOUSTON TX		1.02		3.05					1.02			1.02			1.02		00219800
1132		.GREAT LAKES CARBON ST LOUIS MO	2.50	4.58	2.50	7.61			1.53		1.50	1.02		1.02	1.02			1.53	10035414
1132		.AP GREEN REFR SULPHUR SPRNG TX				.094	.047								.047				00183520
1134		.GRUTNES MACHINE WK CHICAGO IL				.509			.509										00223476
1153		.HAUGHTON ELEVATOR TOLEDO OH		1.53															00213268
1132		.HELMERICH & PAYNE ORANGE TX	1.00	2.04	1.00														00167533
1132		.HENERY BRICK SELMA ALA	.500	.141	.500														00089974
1132		.HOUSTON SYSTEMS HOUSTON TX				1.53							1.53						00230634
1134		. INLAND STEEL CO E CHICAGO IN	108	122	108	105			20.4			20.4		23.9			20.4	19.9	10040566
1134		.INTERLAKE STEEL RIVERDALE IL	8.10	11.2	8.10	17.8					2.55		5.09		5.09	5.09			10041007
1132		.INTERMARINE SERVICES HOUSTN TX				2.04												2.04	00244058
1134		.I H WISCONSIN STEEL CHICAGO IL	99.0	109	99.0	10.2	5.09											5.09	00215929
1136		.KAISER ALUMI MEAD WA		3.56		28.5	4.58	3.05			3.05	3.05		3.05	6.11	3.05		2.55	10043379

WATER_PCB-00042643