-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
1136		.ARNOLD ENGR FULLERTO CA		.170		.113		.113											00110124
1132		.ALTON BOX JACKSONVILLE FL	1.00	6.10	1.00	3.66	1.83				1.83								10002745
1136		.AMERICAN CAN MODESTO CA	.338	.226		.281	.113					.168							10003601
1136		.AMERICAN GILSNT GILSONITE COL	.057	.057	.057														00179620
1136		.ANACONDA COMPANY BUTTE MONTANA	3.00	2.44	3.00	.610		.610											00206709
1136		ANACONDA CO BONNER MT	25.0	9.76	14.0	4.88	2.44				2.44								10005450
		PARENT CUST. TOT-ANACONDA CO NEW	28.0	12.2	17.0	5.49	2.44	.61			2.44								00045179
1134		.ARGONNE NALT LABS ARGONNE ILL	1.00	.610	1.00														00161268
1131		.ARMCO STEEL AMBRIDGE PA	8.00	6.10	8.00	3.05						3.05							10006252
1132		.ARNOLD AIR DRILLIN FORT SMI AR	1.00	1.01	1.00	.565					.565								00110116
1134		.ASSOCI MILK PROD ROCHESTER MN				.170	.170												00181935
1132		.ATLANTA GAS LIGHT RIVRDALE GA				.610	.610												10007046
1136		.ATLANTIC RICH BREMERTON WA		.336															00163600
1134		.BARBER-COLMAN CO ROCKFORD IL		.113															10008220
1134		.A J BAXTER CO HALLOCK MINN		.226		.226						.226							00180726
1136		.BELRIDGE OIL CO MCKITTRICK CA	9.00	10.4	9.00	8.54	1.22		.61	2.44		1.83	1.22	1.22					10009138
1130		.BENDIX CORP UTICA N Y	12.0	9.99		9.15	2.44				2.44		1.22		1.22		1.83		10009197
1132		.BLACK SIVALLS BRYSON TULSA OK	.610	.610	.610														00213489
1132		BLACK SIVALLS BRYSON KAN CT MO	3.05																00111635
		PARENT CUST. TOT-BLACK SIVALLS B	3.66	.610	.610														00111635
1134		.*BORDEN ILLIOPOLIS ILL	.300	.226	.300														10010624
1130		.BOSSERT MFG UTICA NY	1.83	2.44		1.83			.610				.610					.610	10010918
1136		.C F BRAUN ALHABRA CALIF				.057								.057					00188441
1130		.BROWN COMPANY BERLIN N H		.170		.283			.113			.170							10011809
1132		.C R A INC SCOTTSBL NB	1.20																00112755
1132		.CABOT CORP PAMPA TX	2.00																10012848
1136		.CATALINA DIVERS AVALON CA				.113							.113						00113166
1132		.CHAMPLIN REFINING CARTHAGE TX	1.00																10015375
1134		.UNIVERSITY OF CHGO CHGO IL		.610															10016584
1132		.CITIES SERVICE HESTON KANSAS		.170															00088846
1132		CITIES SERVICE GAS OTTAWA KS		.112															10016894
1132		CITIES SERVICE GAS ULYSSES KS		.565		.170		.170											00087599
1132		CITIES SER TAM AGRI TAMPA FLA				1.83		.610	.610			.610							00185043
1132		CITIES SERVICE GAS HAZELTON KS		.113															00150908
1132		CITIES SERVICE GAS INDEPENKS		.123															00158372
1132		CITIES SERV GAS KNOB NOSTER MO				.283		.283											00186074
1132		CITIES SERVICE GAS ALVA OK				.226	.226												00114316
1132		CITIES SERVICE GAS BLACKWEL OK		.283		.283						.283							00114324
1132		CITIES SERVICE GAS MOORELAN OK		.113		.339					.339								00114332
1132		CITEISSER GAS OKLAHOMA CTY OK		.283															00208906

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