-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.
		INERTEEN 54201 CM															00354B		1050-216-16
1974		WESTINGHOUSE ELEC FT WORTH TX		1.20															00165131
1866		WESTINGHOUSE SALT LAKE CTY UT		1.20															10089573
1287		WESTINGHOUSE EL RICHMOND VA		.600		3.60						3.00			.60				00179027
1287		WESTINGHOUSE ELEC SOUTH BO VA	3500	3618	3500	3845	194	97	290	574	384	194	386	480	96	380	482	290	00145335
1886		WESTINGHOUSE ELE SEATTLE WASH		1.80															00206938
1134		WESTINGHOUSE MILWAUKEE WI		1.29		2.40								2.40					10089948
1131		WESTINGHOUSE FAIRMONT W V		6.60		1.20	1.20												10089913
		PARENT CUST. TOT-WESTINGHOUSE EL	4220	4645	4220	5194	440	200	361	757	483	249	572	548	131	447	626	380	00047740
		TOTAL PRODUCT * * * * * * * LB	4220	4645	4220	5194	440	200	361	757	483	249	572	548	131	447	626	380	1050-216-16
		00354B * * * * * * * $$	823	880	823	925	87	39	72	139	66	41	100	98	25	81	111	66	
*		INERTEEN 54201 KA															00360B		1050-212-16
1983		.MOLONEY ELECTRIC ST LOUIS MO		16.2-															10054931
		TOTAL PRODUCT * * * * * * * LB		16.2-															1050-212-16
		00360B * * * * * * * $$		2.80-															
*		PYRANOL A1381															01896A		1040-281-16
1982		.GEN ELEC ROME GA	1700	1530	1700	2130	207	209	199	98	195	211	106	309	106	200	100	191	10031281
1287		GEN ELEC PITTSFIELD MA		108		620	108	101		213	107-		99			108	98		10031761
		PARENT CUST. TOT-GEN ELEC SCHNEC	1700	1638	1700	2750	315	309	199	312	88	211	205	309	106	308	197	191	10599474
		TOTAL PRODUCT * * * * * * * LB	1700	1638	1700	2750	315	309	199	312	88	211	205	309	106	308	197	191	1040-281-16
		01896A * * * * * * * $$	332	299	332	536	61.4	60.3	38.7	60.7	17.2	41.1	39.9	60.3	20.7	60.1	38.5	37.2	
*		INERTEEN PPU															00367A		1050-200-16
1287		.BOSTON EDISON DORCHEST MA		.720-															00112011
1134		.DOWZER ELEC MACH MT VERNON IL		1.35-															10023041
1134		.WESTINGHOUSE DANVILLE IL		.674															00278149
1270		WESTINGHOUSE WALTHAM MA		.120															00280143
1983		WESTINGHOUSE APPL REP KC MO		.674															10089603
1178		WESTINGHOUSE CINCINNATI OHIO		19.5															10089425
1131		WESTINGHOUSE MASONTOWN PA		.674															00280283
		PARENT CUST. TOT-WESTINGHOUSE EL		21.7															00047740
		TOTAL PRODUCT * * * * * * * LB		19.6															1050-200-16
		00367A * * * * * * * $$		4.39															

WATER_PCB-00042779