67 -IN THOUSANDS OF POUNDS AND DOLLARS-

MG R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR-GRD-GP.
		PYDRAUL A 200		1968		1969													4595-200-11
1130		.SINGER CO ELIZ NJ	40.0	45.8	40.0	48.4	5.81	5.16	5.81	5.81	6.45	9.68	3.23	6.45					10073294
1130		SINGER CO SOMMERVILLE NJ		2.58		3.87							2.58			1.29			00155322
1130		SINGER CO CLEVELAND OH		3.87															10073308
		PARENT CUST. TOT-SINGER CO NYC N	40.0	52.2	40.0	52.2	5.81	5.16	5.81	5.81	6.45	9.68	5.81	6.45		1.29			00045330
1131		.SKRL TOOL EASTLAKE OH	10.0		10.0														10073405
1134		.SMALL ASSEMBLY INC CHICAGO IL	3.00	1.29	3.00														10073529
1131		.REMINGTON RAND ELMIRA NY	8.00	2.58	8.00														10067359
1136		.SPOKANE TRANSFMR SPOKANE WA	12.0		2.00														10074754
1130		.SWINGLINE INC DES PLAINES ILL				1.29									1.29				00215767
1130		.SWINGLINE LONG ISL CITY NY		1.94		4.52	1.29		.65	1.29				1.29					10077591
1131		.SYRACUSE DIE CAST MOUNT GILEAD		.645															10077788
1131		SYRACUSE DIE CAST SYRACUSE NY				.645								.645					10077761
1352		.THIOKOL CHEM TRENTON NJ				.059					.059								10079799
1136		.TOLO INC SANTA ANACA		1.94															00140910
1131		.TRW INC CLEVELAND OHIO	20.0	15.5	20.0	.645						.645							10081149
1153		.UNION CARBIDE KOKOMO IND	7.00	5.81	7.00	20.6		5.81			1.94			3.23	6.45			3.23	10081785
1153		.UNITCAST COMPANY TOLEDO OH	12.0	13.5	12.0	7.74	1.94				1.94			1.94			1.94		10082730
1153		UNITCAST DI MDL ROSS TOLEDO OH				1.94										1.94			00217425
1134		.VIKING PUMP COMPAN CEDAR FA IA		.118															00143901
1131		.WELDING - STEEL TONAWANDA NY				.645	.645												00161209
1131		.WEST PENN POWER SPNGDALE PA	3.00	3.23	3.00	3.23					.65	.65				.65		1.29	10088496
1132		.WESTINGHOUSE ELEC TAFT FL		.645															00145084
1131		WESTINGHOUSE BUFFALO NEW YORK		.059															10089581
1136		.WHITTAKER CORP NORWALK CA	25.0																00193089
1130		.X L O AUTOMOTIVE A YONKERS NY		3.23															00146595
		TOTAL PRODUCT * * * * * * * LB	3221	2655	2619	2551	190	166	225	177	185	264	227	265	194	250	200	183	4595-200-11
		* * * * * * * $$	834	687	678	643	49.2	43.3	57.4	46.3	47.5	66.8	59.2	69.8	51.0	61.2	43.8	40.0	
		PYDRAUL 280																	4596-280-11
1130		.ALCAN ALUMINUM CORP OSWEGO NY		12.5		3.13	1.88	1.25											00148199
1549		.COLLIN RADIO CEDAR RA IA				3.87										3.87			00114642
1130		.MOBIL OIL BROOKLYN NY		.060															10054362
		TOTAL PRODUCT * * * * * * * LB		12.6		7.00	1.88	1.25								3.87			4596-280-11
		* * * * * * * $$		3.80		2.11	.58	.38								1.15			
		PYDRAUL 625																	4594-625-11
		JCLAIM ACCOUNT		.049															00156361
1136		.AIREQVIP &DRILL FILLMORE CA				.616						.616							00205753

WATER_PCB-00042603