-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-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D./ MAJR.-GRD.-GP.
		PYDRAUL F-9																	4590-009-11
1	36	.GERARD METAL CRFTMN GARDENA CA				.590					.590								00196266
1	32	.GLASS ROCK PRO ATLANTA GA		1.18															00120979
1	32	.GLENVALE PRO MAINE MALVERN AR		.590		.590				.590									00121002
		.GOODYEAR TIRE LOS ANGELES CA				.267			.267										10034523
1	34	.G F E CONTROLS MORTON GROVE IL		1.18		.590									.590				10030285
1	31	.GRABLER MFG CO CLEVELAND OH	12.0	4.13	5.00														10034930
1	32	.GRANITE CITY STEEL GR CITY IL	2.00	1.77	2.00	2.95						2.95							10035236
1	32	.GULF OIL CORP ORANGE TX				1.18						1.18							00153605
1	32	GULF OIL CORP STILLWATER OKLA				.053							.053						00209589
1	32	WARREN PAT MAYSVILLE OK		1.77		1.18							.590				.590		10087643
		PARENT CUST. TOT-GULF OIL CORP P		1.77		2.41						1.18	.64				.59		00044466
1	34	.HARBISON WALKER HAMMOND IN		1.18															10036844
1	34	.HARRISON & HARRISON BERWYN ILL				.161								.161					00212261
1	32	**.HERCULES INC RADFORD VA**				.214					.107			.107					00123919
1	31	.HERMAN PNEUMATIC ZEILINOPLE PA				2.36												2.36	00180270
1	36	.HESIK CO INC S EL MONTE CA		.590		.161											.161		00151300
1	34	.HITCHCOCK IND BLOOMINGTON MN		.590		.590										.590			00124095
1	32	.HITCHCOCK CORP MACON GA		.054															10038146
1	36	**.HOLT INDUSTRIES VENICE CA**	5.00	1.99	3.00	1.89	.265				.536	.540				.278		.267	10038480
1	31	**.HOOKER CHEM NIAGARA FALLS NY**				.590	.590												10038707
1	36	.HOPPING FOUNDRY PASADENA CA		.269		.537	.270						.267						10038898
1	31	.HPM MOUNT GILEAD OHIO				7.08		1.77		3.54						1.77			00163120
1	31	.HUFEN ALUMINUM HURON OH		.590															00125040
1	53	.HURON VALLEY STEEL BELLEVIL MI		.269															00125067
1	30	.IDEAL FISH FLOAT RICHMOND IN				.590				.590									10039967
1	34	.ILL LOCK CO WHEELING IL		.590		.590					.590								00048836
1	34	.IMPERIAL EASTMAN CHIC ILL		.054															10040132
1	53	**.INDIANA & MICHIGAN LAWRENCE IN**		1.45															00125385
1	30	.INDUCTOTHERM LINEM LONG BEA CA		.590															00125407
1	30	.INDUCTOTHERM CORP RANCOCAS NJ		.590															00125415
1	53	.INGRAM-RICHARDSON FRANKFOR IN		.537		.215			.215										00125520
1	34	.INTL HARVESTER CHI ILL		.107															10041295
1	30	**.INTL SMELTING PERTH AMBOY NJ**				.107							.107						10041783
1	31	.AJAX MAGNETHERMIC DOVER OH				.590		.590											00159107
1	31	AJAX MAGNETHERMIC WARREN OH				1.18			1.18										00158046
1	34	**ITT CANNON ELEC SAN ANA CA**				4.72			4.62	.10									10042119
1	36	**ITT CANNON ELE SANTA ANA CA**	40.0	20.1	30.0	14.2						4.72		2.36	2.95	4.13			10042127
1	36	I T T CONTROLS GLENDALE CA		25.4		13.6			4.72			1.77	1.77	1.77	1.77	1.77			10042100
1	36	ITT FED SUPPORT RICHLAND WA		.912		.912								.912					10042151
		PARENT CUST. TOT-INTL TELEPHONE	40.0	46.3	30.0	35.1		.6	10.5	.1		6.5	1.8	5.0	4.7	5.9			00044512
1	32	.ITT BLACKBURN CO ST LOUIS MO				.590									.590				00206245

WATER_PCB-00042594