-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 AC																	6758-000-11
1	132	.WELL COMPLETIONS AURORA CO		1.13															10088267
1	132	.WES KEM CORP ODESSA TX		.610															10088356
1	131	.WEST PENN POWER SPNGDALE PA	30.0	3.66	3.00	2.44		.610			.610						.610	.610	10088496
1	132	.WESTERN TEXTILE ST LOUIS MO				.057			.057										10089042
1	131	.WESTINGHOUSE EL WILMERDING PA		.610															00144908
1	131	WESTINGHOUSE AI WILMERDING PA	7.00	4.88	7.00	2.44	1.22		.61		.61								10089115
1	136	.WILMINGTON SUPPLY WILMINGT CA		.057															00145653
		TOTAL PRODUCT * * * * * * * LB	1512	696	921	601	38.8	74.0	66.7	18.0	16.7	75.9	25.2	67.4	76.2	64.0	6.3	64.7	6758-000-11
		* * * * * * * $$	500	229	305	199	13.5	23.8	21.2	6.0	6.0	24.4	9.0	21.6	24.6	20.5	3.7	20.6	
		PYDRAUL AC WINTER GRADE																	6759-000-11
		.CLAIM ACCOUNT		.006															00156361
		.INVENTORY ADJUSTMENTS				.693	.159			.533			.001						00197777
1	136	.BOEING AIR TRANS SEATTLE WA		.053															10010209
1	136	BOEING CO SEATTLE WA		1.17		1.17							.585				.585		10010187
1	132	.COLO INTERSTATE GAS SINC WY		.585															10017939
1	153	.CONTINENTAL STEEL KOKOMO IND	2.00		2.00														10019338
1	136	.DEEP SEA BELLS NEWPORT OR		.107															00115924
1	132	.DIVERS EQUIPMENT KANSAS C MO		.107															00116475
1	136	.DRESSER MAGCOBAR CLOVERDA CA		5.85		2.93							2.93						00116742
1	136	DRESSER MAGCOBAR LAS VEGA NV	15.0	6.38	12.0														00116750
1	136	DRESSER MAGCOBAR VERNAL UTAH				2.93							2.93						00210099
		PARENT CUST. TOT-DRESSER INDUSTR	15.0	12.2	12.0	5.85							5.85						10023122
1	130	.E F HOUGHTON PHILADELPHIA PA		.054															00094730
1	132	.EDDINS WALCHER OIL SUNDOWN TX		.213															10025281
1	132	.LONE STAR PROD CO MURCHISO TX		.107															00127868
1	132	.LONE STAR GAS CO KARNES CTY TX																	10046858
1	132	.LONE STAR PROD CO MURCHISON TX				.107	.107												00157651
1	153	.OHIO FUEL GAS CO SUGAR GR OH		.161															00132071
1	153	OHIO FULE GAS WELLINGTON OHIO				.107						.107							00197432
1	153	OHIO FUEL GAS CO GAMBIER OH		.053															00132020
		PARENT CUST. TOT-OHIO FUEL GAS C		.214		.107						.107							10058910
1	132	.PETROLEUM DIST CO HOUSTON TX				9.21			.27					.27	1.44	2.34		4.89	00093750
1	136	.SAVEWAY SUPER SVC LAS VEGAS NV		2.34															00137243
1	134	.AMERICAN OIL CO WHITING IND	11.0		11.0														10004691
1	136	.UNION OIL CASTAIC CALIF		.161															10082110
1	153	.UNITED FUEL GAS FLENVILLE W VA				.107				.107									00170933
1	153	UNITED FUEL GAS CO CHARLEST WV		.585															00142352

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