-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		.MONTANA POWER CUT BANK MT		.113															10055083
1132		.NATL CO-OP MC PHERSON KS	8.00	4.88	8.00	1.83			1.83										10056411
1130		.NATL GYPSUM GARWOOD NJ		.113		.113		.113											10056535
1132		.NATR GAS PIPELINE MALVERN AR		.113															00181226
1136		NAT GAS PIPELINE SEARCEY AR				.113						.113							00229253
1132		NAT GAS PIPELINE HAMMOND IL		.170		.226		.113	.113										10057078
1132		NAT GAS PIPELINE JACKSON MO				.057								.057					00234923
1132		NAT GAS PIPELINE FRITCH TX				.610			.610										10057086
		PARENT CUST. TOT-NAT GAS PIPE LI		.283		1.01		.113	.723			.113		.057					00047570
1134		.NORTHERN NATUL GAS REDFIELD IA	1.80	1.22	1.80														00169781
1136		.NORTHROP COR EL ME ANAHEIM CA		.170		.170										.170			00213209
1153		.OLIN CORP BRANDENBURG KY		.226															10059232
1132		.ORLANDO ARMATURE W TITUSVIL FL	1.00		1.00														00132438
1132		.ORLANDO UTIL TITUSVILLE FL	1.00	.610	1.00														10059569
1132		.OWENS ILL VALDOSTA GA	3.00	3.05	3.00	1.83					1.22				1.22		.61		10059909
1132		OWENS ILLINOIS INC ALTON ILL		.780															00151610
1134		OWENS ILLINOIS STREATOR IL	8.00	4.88	8.00	4.27	.61	.61	1.22		.61	1.22							00155837
1132		OWENS ILL N ORLEANS LA	8.00		8.00														10059925
1153		OWENS-ILLINOIS GL CHARLOTTE MI	1.00	.610	1.00	.600										.600			00215007
1130		OWENS ILLINOIS BRIDGETON NJ	8.13	1.83	8.13	7.32						3.66			2.44			1.22	00212202
1131		OWENS ILL FAIRMONT W VA	30.0	1.22	30.0														00049298
		PARENT CUST. TOT-OWENS ILL TOLED	58.1	12.4	58.1	14.0	.61	.61	1.22		1.83	4.88			3.66	.60	.61	1.22	10059933
1136		.PACIFIC GAS EQUIP EL MONTE CA				.113							.113						00230383
1136		.PACIFIC LIGHTING VENTURA CA				.113										.113			00241679
1132		.PAN AM WORLD MIAMI FL				.610			.610										10060567
1132		.PANHANDLE EA PIPL DIVERNON ILL		.678		.678	.678												00210323
1132		PANHANDLE EASTERN PIPE LIBE KS		2.15		.678	.678												00132861
1132		PANHANDLE ESTN PL PAOLA KA		1.81		.678	.678												00132888
		PARENT CUST. TOT-PANHANDLE EASTE		4.63		2.03	2.03												00132861
1134		.PENN CONTROLS GOSHEN IN		1.83		.610					.610								10061407
1153		.PENNWALT CORP WYANDOTTE MI	5.00	3.66	5.00	3.44	1.22				1.22		1.00						10061571
1136		PENNWALT CORP TACOMA WA	1.00	.610	1.00	.610							.610						00133221
		PARENT CUST. TOT-PENNWALT CORP P	6.00	4.27	6.00	4.05	1.22				1.22		1.61						10061636
1132		.PETROLEUM DIST CO HOUSTON TX	350	270	350	151	38.3		38.5		35.4							38.7	00093750
1132		PETROLEUM DIST CO ODESSA TX				5.10						5.10							00229393
		PARENT CUST. TOT-PETROLEUM DIST	350	270	350	156	38.3		38.5		35.4	5.1						38.7	00093750

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