G21425

-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.
		TRANSFORMER PYRANOL A13838-2															02402A		1050-301-16
1968		GEN ELECTRIC HOUSTON TEXAS		16.2		20.0			1.1		10.8			3.6		4.5			00150983
1968		GEN ELEC MIDLAND TEXAS		.675															00185035
1968		GENERAL ELECT SUP TEXAS CITY T		.720		1.44						1.44							00209155
1287		GEN ELEC INGRAM RICHMOND VA		3.60		9.59					2.16	7.43							10031621
1865		GEN ELEC KENT WA				2.03					2.03								00281476
1886		GEN ELEC SEATTLE WA	5.00	5.40	5.00														10030935
1886		GEN ELEC SUPPLY SPOKANE WA	5.00	6.75	5.00	12.8	1.35	6.08		1.35	4.05								10032121
1872		GEN ELEC MENASHA WISC				9.45						.68			3.38		5.40		00273716
1134		GEN ELEC SERV SHOP MILWKEE WI		2.70		10.1	4.05					2.03	4.05						00285188
1134		GEN ELEC MILWAUKEE WI				2.03						2.03							10031168
1138		GEN ELEC CHARLESTON WV		2.03		6.75					4.05					2.70			10031478
		PARENT CUST. TOT-GEN ELEC SCHNEC	620	977	620	1173	130	157	75	82	112	88	95	95	55	88	190	5	10599474
1974		.KUHLMAN ELEC CRYSTAL SPR MS		213		219		60.8	60.8	30.4			30.4	37.2					00127264
1866		.TELEDYNE-GLEN PACIFIC OAKLN CA				2.70	.68		2.03										00278300
1866		.WESTINGHOUSE ELEC COMPTON CA				1.35								1.35					00145076
1860		WESTINGHOUSE PULNENE MAUI HI				3.38										3.38			00309273
1134		WESTINGHOUSE MAYWOOD IL		19.7															00279927
1134		WESTINGHOUSE SKOKIE IL		2.03															00286451
1983		WESTINGHOUSE KANSAS CITY MO		.915															00285129
		PARENT CUST. TOT-WESTINGHOUSE EL		22.7		4.73								1.35		3.38			00047740
		TOTAL PRODUCT * * * * * * * LB	620	1212	620	1421	131	218	138	119	118	91	126	134	57	93	190	5	1050-301-16
		02402A * * * * * * * $$	143	306	143	353	29.7	51.6	34.3	31.6	31.5	24.0	32.6	32.9	16.3	24.6	42.1	1.4	
*		TRANSFORMER PYRANOL A13838-3															02574A		1050-302-16
1134		.DINGS COMPANY MILWAUKEE WI				6.08												6.08	10022460
1153		.GENL ELEC CO GRAND RAPIDS MI				.675												.675	00314935
1866		.GENL ELECTRIC TUCSON AZ				2.03												2.03	00273570
1287		GEN ELEC WILMINGTON DE				6.75											6.75		00278270
1967		G E SER SHOP CHAMBLEE GA				6.08												6.08	10031222
1932		GEN ELEC ROME GA				69.2											60.8	8.4	10031281
1866		GEN ELEC APP SV ALBUQUERQUE NM				.675												.675	00295396
1138		GENL ELECTRIC TOLEDO OH				2.03												2.03	00314870
1974		GEN ELEC MEMPHIS TN				2.70											2.70		00227897
		PARENT CUST. TOT-GEN ELEC SCHNEC				89.4											70.2	19.2	10599474
		TOTAL PRODUCT * * * * * * * LB				96.2											70.2	26.0	1050-302-[illegible]
		02574A * * * * * * * $$				25.1											17.4	7.8	

WATER_PCB-00042781