-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.
		TRANSFORM PYRANOL A1383B															00368A		1050-300-16
1134		.METROPOLITAN SANIT CHICAGO IL		.600															10051932
1178		.MID-OHIO ELECTRIC COLUMBUS OH		7.43															00130044
1153		.MILLER SELDON ELECTR DETROIT M		4.68															00196304
1932		.MILLS & LUPTON SUP CHATTANO TN	.200	.120	.200														00130192
1872		.MINN MIN - MFG ST PAUL MN		.975															10053013
1131		.MOORHEAD MACH OAKDALE PA		.675															00228710
1968		.U S IND CHEM DIV DEER PARK TX	3.50	2.00	3.50														00248800
1153		.NATL STEEL DETROIT MI		5.40															10056985
1131		NATIONAL STEEL WEIRTON WV		4.73															00239372
		PARENT CUST. TOT-NATIONAL STEEL		10.1															00044822
1237		.PORT OF NY AUTH JAMAICA NY		3.38															10057531
1872		.NORTHERN STATES POWER MPLS MN		1.44		2.52	2.52												10058309
1131		.NORTHWEST ELECTRIC ERIE PA		1.35															00261661
1134		.NORTHWESTERN STEEL STERLING IL		2.70															00131814
1836		.NORTHWEST TRANSFMR EVERSON WA		.675															10058503
1237		.OCTAGON PROCESS EDGEWATER NJ		26.3															10058856
1138		.OHIO POWER CO BEVERLY OHIO		2.70															00270555
1976		.ORLANDO ARMATURE ORLANDO FL	2.70	6.75	2.70														10059550
1866		.PACIFIC ELEC MOT OAKLAND CA		4.05															10060125
1836		.PACIFIC PWR - LT PORTLAND OR		2.40															10060222
1237		.PENN CENTRAL WILMINGTON DE		8.10															00177970
1237		PENN CENTRAL PAOLI PA		6.75															00156663
1237		PENN RR ENOLA PA		1.35															10061490
		PARENT CUST. TOT-PENN RR PHILADE		16.2															10061504
1866		. P G & E CO HEALDSBURG CA		1.35															00272299
1974		.PHILLIPS PET BARGER TX		.360															10062675
1968		PHILLIPS PROD BORGER TX		.720															00133787
		PARENT CUST. TOT-PHILLIPS PET BA		1.08															10062659
1138		.PITTS & CONNEAUT CONNEAUT OH				5.40	5.40												00243175
1866		.H K PORTER BELMONT CA				2.70								2.70					10064155
1237		H K PORTER PHILADELPHIA PA		.130															10064112
		PARENT CUST. TOT-H K PORTER CO P		.130		2.70								2.70					00045012
1932		.PRECISION RBR LEBANON TN		.120															10064422
1933		.PROCTER-GAMBLE KAN CITY KS		.675															10064740
1933		PROCTER AND GAMBLE ST LOUIS MO		.360															00158534
		PARENT CUST. TOT-PROCTER AND GAM		1.04															10064767

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