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.
		PARENT CUST. TOT-PENNSYLVANIA RR		.675		16.2		1.4				10.1			4.7				10061504
		TRANSFORM PYRANOL A13838															00368A		1050-300-16
1237		.PENNWALT CORP PHILADELPHIA PA		1.35															10061636
1866		. P G & E CO HEALDSBURG CA				1.35												1.35	00272299
1866		.PHELPS DODGE LOS ANGELES CA		.130															00236691
1968		.PHILLIPS PET BARGER TX		.360		.360						.360							10062675
1968		PHILLIPS PRO BORGER TX				.720			.360			.360							00133787
		PARENT CUST. TOT-PHILLIPS PET BA		.360		1.08			.360			.720							10062659
1138		.PITTS & CONNEAUT CONNEAUT OH		4.73															00243175
1237		.H K PORTER THERM PHILA PA				.130			.130										10064112
1932		.PRECISION RBR LEBANON TN				.120									.120				10064422
1133		.PROCTER-GAMBLE KAN CITY KS				.675												.675	10064740
1133		PROCTER AND GAMBLE ST LOUIS MO				.360				.360									00158534
		PARENT CUST. TOT-PROCTER AND GAM				1.04				.360								.675	10064767
1134		.QUAKER OATS OREGON IL		.065															10065658
1134		.RATH PACKING CO WATERLOO IA		1.08															00230812
1237		.REPUBLIC AVIAT FARMINGDALE NY		.675															10067391
1932		.REPUBLIC STEEL ALABAMA CTY AL				1.35				1.35									10067421
1270		.RESOURCE CONTROL WESTHAVEN CT				2.27								.24	2.03				00262226
1836		.RESOURCE CONTROL SILVER BOW M				.120									.120				00265756
1932		.REYNOLDS MET SHEFF LISTERHI AL				1.35								1.35					00135992
1237		REYNOLDS METALS MESSENA NY		3.38		4.73					4.73								10067790
1836		REYNOLDS METALS LONGVIEW WA		.675															10067863
		PARENT CUST. TOT-REYNOLDS METALS		4.05		6.08					4.73			1.35					10067782
1134		.FREEMAN CHEMICAL SAUKVILLE WI		.675															10029546
1138		.ROMANOFF ELEC MOT DEFIANCE OH				.660	.660												00248762
1866		.SACRAMENTO MUNIC SACRAMENTO CA				4.05						4.05							00178136
1968		.SAN ANGELO ELEC SAN ANGELO TX		4.73		5.40			2.03						3.38				00089591
1866		.SAN MATEO UN H.S. SAN MATEO CA		.325															00234206
1230		.SCOTT W A ENG PHILADELPHIA PA				1.35						1.35							00253006
1134		.SEBRIGHT IND SCHILLER PARK IL				4.05				4.05									00254746
1131		.SHARON STEEL FARRELL PA				.360							.360						10072166
1237		.MRS SMITHS COL BK SILV SPGS MD	1.00		1.00														10073677
1932		.SOUTH CAROL PUBLIC MONKS CO SC				1.35								1.35					00263702
1133		.SOUTWESTRN ELECTRIC WICHITA KS		.675															00219347
1974		SOUTHWESTERN ELEC OKLA CITY OK		11.2															00228648
		PARENT CUST. TOT-SOUTHWESTERN EL		11.8															00228648

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