-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 312															00693A		6760-312-11
1230		.SINGER CO ELIZ NJ	43.0	39.0	43.0	15.0	3.00	4.00	4.00	4.00									10073294
1230		SINGER CO SOMMERVILLE NJ				1.00	1.00												00155322
		PARENT CUST. TOT-SINGER CO NYC N	43.0	39.0	43.0	16.0	4.00	4.00	4.00	4.00									00045330
1836		.SKAGIT CO RP SEDRO WOOLLEY WA		.546															00236306
1138		.SKRL DIECASTING IN EASTLAKE OH	15.0	4.00	15.0	4.00	2.00		1.00	1.00									00138185
1138		SKRL TOOL EASTLAKE OH		8.00															10073405
		PARENT CUST. TOT-SKRL TOOL EASTL	15.0	12.0	15.0	4.00	2.00		1.00	1.00									10073405
1866		.S K S CASTING CO BERKELEY CAL	2.00	1.00	2.00	1.00					1.00								00193631
1974		.SOUTHERN PREC IND HARRISON ARK	35.0																00221449
1974		.SOUTHWSTRN DIE CAST FT SMTH AR				1.50	1.50												00244406
1178		.SOUTHWIRE ALUM HAWESVILLE KY	45.0	2.00	45.0	1.00	1.00												00210552
1133		.SPARTAN ALUMINUM PRO SPARTA IL	500																00221465
1839		.SPARTAN CASTINGS BUENA PARK CA	1.50	1.50	1.50	1.00					.500		.500						00236969
1866		.SPEEDMASTER ENG SAN LEANDRO CA	10.0																00195693
1974		.SPINOZA INC RUSSELLVILLE AR				.500			.500										00251143
1131		.SPRAUT WALDRON MUNCY PA	5.00	7.50	5.00	2.00			2.00										10074800
1133		.ST LOUIS DIECAST BRIDGETON MO	40.0	11.2	20.0														00217115
1974		.ENJAY CHEM CO MEMPHIS TENN		1.00															10026385
1230		ESSO RESEARCH ENG LINDEN NJ		.500															10026822
		PARENT CUST. TOT-STAND OIL NJ NE		1.50															00046892
1138		.STANDARD PRODUCTS CO CLEVE OH				.230			.230										00046264
1230		.STAUFFER CHEM DOBBS FERRY NY		.500															10075602
1839		.STEARNS-ROGER CO RP DENVER CO		.500															00236381
1134		.STRITE ANDERSON CO MINN MN	50.0	37.5	50.0	2.50		2.50											10076439
1134		.STROH DIE CAST MILWAUKEE WI	18.0	17.5	18.0	5.00	2.50	2.50											10076455
1133		.SUNNEN PRODUCTS ST LOUIS MO	2.00																10076943
1153		.SURFTRAN CO MADISON HTS MI				.500			.500										00253588
1131		.TANNER MFG CO ERIE PA	1.00	1.50	1.00														00139831
1968		.TAYLOR MFG CO DALLAS TEXAS	20.0																00221414
1974		TAYLOR MFG CO GARLAND TX		1.00															00245488
		PARENT CUST. TOT-TAYLOR MFG CO D	20.0	1.00															00221414
1134		.TENNECO INC RACINE WI		.138															00245887
1974		.TENNESSEE FORG STEEL NEWPT AR	25.0																00247456
1932		.TENN METALLURG CORP KIMBLE TN	4.00	2.50	4.00	2.00		1.00	1.00										00168122
1153		.PARAMOUNT DIE ST JOSEPH MICH	100	48.5	50.0	7.00	2.50	4.50											00148016
1178		.TII DEE PRODUCTS INC DAYTON OH	1.00	.500	1.00	1.50		1.50											10080134

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