-IN THOUSANDS OF POUNDS AND DOLLARS-

MAJ GRP	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 F-9 -																	4590-009-11
1132		.DIBERT BANCROFT AMITE LA				3.54	2.36		1.18										00162094
1134		.DIECAST CORP SHEBOYGAN FL WI	186	186	186	148	17.7	17.7	17.7	11.8	5.9	11.8	5.9	5.9	11.8	17.7	11.8	11.8	10022371
1153		.DOUBLE A PRO MANCHESTER MI		1.77		1.18										1.18			10022703
1132		.DOW METAL DIV MADISON ILL		1.18		2.36	1.18					1.18							10022878
1132		.E I DU PONT DE NE COLUMBIA TN	2.00	.590	2.00														10023998
1132		E I DUPONT NEMOURS STRANG TX																	10024072
1131		.EASTMAN KODAK CO ROCHESTER NY	2.00	1.18	2.00	1.18							1.18						10025125
1132		TENN EASTMAN KINGSPORT TENN				3.00			.59				.64		1.77				10078547
1153		.EATON YALE - TOWN SAGINAW MI		.590		2.36						.59	.59			1.18			10025184
1153		.ELKTON DIECASTING EARLINGT KY				1.77											1.77		00117641
1153		ELKTON DIECASTING ELKTON KY				15.9		1.77	2.36	4.72		1.77	1.77	1.77	3.54	1.77			10025923
1131		.EMPIRE DIE CASTING CLEVE OH		2.36															10026156
1131		.EMPIRE PLOW CO CLEVELAN OH		2.95															00117692
1134		.ERIE MINING HOYTLAKES MN	5.00	2.36	5.00	2.95								2.95					10026547
1130		.E S B INC YARDLEY PA		.054															00117137
1134		.ESSEX INTERNATL THREE RIVER MI				.590									.590				00118001
1153		.EUGENE WELDING CO MARYSVIL MI		.107															00118060
1153		.EX-CELL-O CORP GREENVILLE OHIO				.161					.161								00197793
1131		.FISHER BODY DIV ONTARIO OHIO				.110		.110											00163473
1153		.FORD MOTOR DEARBORN MI				11.8	11.8												10028973
1153		FORD MOTOR CO DEARBORN MI		11.8															00118982
1132		.FOSTER CONSULT HARVEY LA		.590															00119164
1131		.GALION IRON WKS GALION OH		1.18															00119555
1153		.GEN-MOTORS DETROIT MI		3.54		5.90	2.36				3.54								10032563
1153		GENL MOTORS PONTIAC MICH		.590															10032962
1131		GENL MOTORS CLEVELAND OH		1.62		.810	.27		.28	.27		.27	1.61						10032598
		PARENT CUST. TOT-GENERAL MOTORS		5.75		6.71	2.63		.28	.27	3.54	.27	1.61						00157279
1136		.AEROJET GENERAL FULLERTON CAL				1.18	1.18												00159336
1136		.GENL ALUMINUM SPOKANE WASH		.643															10030692
1132		.GENL CABLE HOT SPRINGS AR		1.77															10030811
1130		.GENERAL ELECTRIC NEW BRITAIN C		.645		.215	.215												00086614
1153		GEN ELEC CINCINNATI OH	5.00	3.54	5.00														10031435
1153		G E CO EVENDALE OH		3.54															10031524
1130		GEN ELEC ALLENTOWN PA	3.00	1.18	3.00	2.36		1.18							1.18				10031508
		PARENT CUST. TOT-GEN ELEC SCHENE	8.00	8.91	8.00	2.58	.22	1.18							1.18				10031850
1131		.NEW DEP HYATT DIVI SANDUSKY OH				8.85											8.85		00218146
1131		GEN MOTORS ONTARIO OH				.590									.590				00213365
1131		GENL MOTORS CLEVELAND OH		.054															00120421
		PARENT CUST. TOT-GENERAL MOTORS		.054		9.44									.59		8.85		00157279
1136		.AEROJET GENERAL CO FULLERTO CA		2.36															00106976

WATER_PCB-00042593