-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.
		INERTEEN 70-30															00360A		1050-210-16
1886		WESTINGHOUSE ELEC RAINIER OR				7.41							6.74	.67					00301612
1131		WESTINGHOUSE EL FLEETWOOD PA				.300												.300	00314277
1287		WESTINGHOUSE PHILADELPHIA PA		77.5															10089727
1131		WESTINGHOUSE SPRINGFIELD PA		.720		.540						.540							00196851
1130		WESTINGHOUSE SHARON PENN	10.0		10.0														10089751
1935		WESTINGHOUSE ELEC MCBEE SC				1.35		.674	.674										00295973
1932		WESTINGHOUSE CUMBERLAND CTY TN		1.35															00290920
1974		WESTINGHOUSE AMARILLO TX				.360									.360				00264202
1974		WESTINGHOUSE ELEC FT WORTH TX		.120															00165131
1968		WESTINGHOUSE PITTS HOUSTON TX		.674		6.74								6.74					00145262
1968		WESTINGHOUSE SAN ANTONIO TX		.300															00289582
1866		WESTINGHOUSE SALT LAKE CTY UT				.674		.674											10089573
1886		WESTINGHOUSE ELE SEATTLE WASH		2.70															00206938
1131		WESTINGHOUSE FAIRMONT W V				1.35										1.35			10089913
		PARENT CUST. TOT-WESTINGHOUSE EL	10.0	184	10.0	208	8.0	9.4	5.4	22.4	7.8	15.3	25.2	34.0	31.3	20.7	11.9	16.1	00047740
		TOTAL PRODUCT * * * * * * * LB	3790	4637	3790	3426	544	327	276	210	264	305	210	107	342	369	380	91	1050-210-16
		00360A * * * * * * * $$	834	999	834	798	120	74	63	51	63	74	47	27	80	89	87	22	
*		INERTEEN 100-42															00354A		1050-215-16
1134		.CHAMPION PNEUMATIC PRINCETN IL																	00260428
1131		.R E OPTEGRAFF MFG SCOTTDALE PA				91.9							46.2				45.7		10085713
1866		.U S MARINE EL TORO CALIF		1.20															10084555
1963		.VANTRAN ELECTRIC VANDALIA IL	100	128	100	120	24.0		24.0		48.0			24.0					10086256
1866		.WESTINGHOUSE DOWNEY CA				3.60												3.60	00315370
1866		WESTINGHOUSE ELEC DENVER COLO		8.28		14.1		.60	5.12		.60	6.60					1.20		00159271
1178		WESTINGHOUSE INDIANAPOLIS IND		1.20															10089468
1975		WESTINGHOUSE BATON ROUGE LA				.220		.220											10089395
1287		WESTINGHOUSE-REPAIR-BALTIMOR M				9.00										6.00	3.00		00282235
1163		WESTINGHOUSE DETROIT MICHIGAN				1.20												1.20	10089484
1287		WESTINGHOUSE COATESVILLE PA				1.80										1.80			00309249
1287		WESTINGHOUSE-SPRING-PHILA PA				3.00											3.00		00312274
1974		WESTINGHOUSE ELEC FT WORTH TX				.320								.320					00165131
1968		WESTINGHOUSE SAN ANTONIO TX				1.20									1.20				00289582
1866		WESTINGHOUSE SALT LAKE CTY UT		.600															10089573
		PARENT CUST. TOT-WESTINGHOUSE EL		10.1		34.5		.82	5.12		.60	6.60		.32	1.20	7.80	7.20	4.80	00047740
1968		.WESTINGHOUSE CORP SHELDON TX				3.00												3.00	00313920
		TOTAL PRODUCT * * * * * * * LB	100	140	100	249	24.0	.8	29.1		48.6	6.6	46.2	24.3	1.2	7.8	52.9	7.8	1050-215-16
		00354A * * * * * * * $$	21.3	33.0	21.3	54.9	5.5	.2	6.8		11.2	1.7	9.0	5.6	.3	2.0	10.7	2.0	

WATER_PCB-00042778