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
1237		.UNIV MACHINERY & EQUIP READING		.675															00233048
1866		.DEPT OF INTERIOR US PAGE AZ		.675															00225746
0623		GENERAL SERVICE ADM RICHLAN WA		1.35															00245593
1131		U S ARMY NEW CUMBERLAND PA				.120						.120							00259632
1866		U S GOVT EL TORO CALIFORNIA		.675															00089729
1866		U S GOVT LONG BEACH CALIF		1.35															10084458
1237		U S GOVT ARMY PHILADELPHIA PA				2.03					2.03								00207578
1866		US MARINE BARSTOW CALIF				1.20						1.25		.05-					00257230
1866		U S NAVY OAKLAND CALIF		.675		2.70										.68		2.03	10084288
1237		U S NAVAL SUP CENT E MACHIA ME		1.35															00183091
		PARENT CUST. TOT-U S GOVT WASHIN		6.08		6.05					2.03	1.37		.05-		.68		2.03	10084733
1866		.UTAH INTERNATIONAL SAN FRAN CA		.675															00222968
1866		.VALLEY FAIR SHOP SAN JOSE CA																	00224065
1273		.VAN NESS CO POTSDAM NY				.675									.675				00265039
1133		.VANTRAN ELECTRIC VANDALIA IL		90.5		80.3	16.9	16.9	23.6	16.2	6.8								10086256
1237		.VIRGINIA EL - PO NORFOLK VA		2.16															10086949
1131		VIR ELEC POW MOUNT STORM W V				1.35							1.35						10086957
		PARENT CUST. TOT-VIRGINIA ELE-PO		2.16		1.35							1.35						00048224
1131		.VOLLAND ELECTRIC BUFFALO NY		.675															10087112
1134		.CELOTEX CORP PEORIA ILL		.325		.180						.180							10014867
1134		.WESTERN FELT WORKS CHGO IL		.130															10088844
1836		.WESTINGHOUSE ELEC FAIRBANKS AK		6.08															00222569
1968		WESTINGHOUSE SHREVEPORT LA				.675											.675		00270792
1237		WESTINGHOUSE NEWARK NJ		.735															00242063
		PARENT CUST. TOT-WESTINGHOUSE EL		6.81		.675											.675		00047740
1836		.WOODARD BROS WALLA WALLA WA		1.35		.675-						.675-							00230219
		TOTAL PRODUCT * * * * * * * LB	171	1315	2171	1694	91	92	89	67	96	148	217	222	180	80	301	111	1050-300-16
		00368A * * * * * * * $$	35.9	265	456	373	21.0	21.7	20.2	16.2	23.2	34.3	45.9	47.0	37.4	19.1	60.3	26.7	
		TRICHLOROBENZENE RESALE															01712A		9902-000-16
1134		.WESTINGHOUSE MINNEAPOLIS MINN		4.20															00205362
		TOTAL PRODUCT * * * * * * * LB		4.20															9902-000-16
		01712A * * * * * * * $$		.848															
		70 TOT CLASS TRANSFORMER FLUI LB	8101	15900	15301	15552	379	829	1176	1074	1599	1315	1478	1520	1541	1606	1692	1345	
		$$	1289	2508	2632	2864	70	150	206	212	298	241	278	285	288	294	303	239	

WATER_PCB-00042741