-IN THOUSANDS OF POUNDS AND DOLLARS-

MG R	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 A13B38															00368A		1050-300-16
1983		.UNION ELECTRIC ST LOUIS MO		3.38															00141925
1866		.UNION OIL CO LOS ANGELES CA		.130															00047155
1866		UNION OIL WILMINGTON CALIF		.315															10082188
		PARENT CUST. TOT-UNION OIL CO LO		.445															00047155
1184		.UNIROYAL JOLIET ARS JOLIET ILL		.360															00086703
1280		.U S ARMY NEW CUMBERLAND PA		.120															00259632
1287		U S ARMY PHILADELPHIA PA		2.03															00207578
1866		U S MARINE BARSTOW CA		1.20															00257230
1866		U S NAVY OAKLAND CALIF		2.70															10084288
1866		U S NAVY SAN FRANCISCO CALIF				1.30	1.30												10084164
		PARENT CUST. TOT-U S GOVT WASHIN		6.05		1.30	1.30												10084733
1273		.VAN NESS CO POTSDAM NY		.675															00265039
1983		.VANTRAN ELECTRIC VANDALIA IL	140	80.3	140														10086256
1131		.VIR ELEC POW MOUNT STORM W V		1.35		1.35	1.35												10086957
1184		.CELOTEX CORP PEORIA ILL		.180															10014867
1866		.WESTINGHOUSE LOS ANGELES CA				.120					.120								00280313
1968		WESTINGHOUSE SHREVEPORT LA		.675															00270792
1280		WESTINGHOUSE NORFOLK VA				.675		.675											00275948
		PARENT CUST. TOT-WESTINGHOUSE EL		.675		.795		.675			.120								00047740
1836		.WEYERHAEUSER KALAMATH FALLS OR				2.70	2.70												00265055
1836		.WOODARD BROS WALLA WALLA WA		.675															00230219
		TOTAL PRODUCT * * * * * * * * LB	983	1686	973	650	195	51	143	96	127	12	13	12	1	1	1		1050-300-16
		00368A * * * * * * * * $$	228	371	226	148	40.7	11.7	28.5	24.3	31.7	3.1	3.4	3.1	.4	.4	.2	.1	
*		TRANSFORMER PYRANOL A13B38-2															02402A		1050-301-16
1982		.GEN ELEC MOBILE AL				.675						.675							00281506
1866		GEN ELEC OAKLAND CA				.675									.675				10031397
1866		GEN ELEC DENVER CO				4.05							4.05						10032148
1287		GEN ELEC STAMFORD CT				1.35										1.35			00284327
1287		GEN ELEC WILMINGTON DE				12.2									6.75			5.40	00278270
1976		GEN ELEC JACKSONVILLE FL				.675						.675							10031176
1976		GEN ELEC TAMPA FLA				3.20								2.16			1.04		10030943
1982		GEN ELEC ROME GA				350					51.0	31.0	77.4	61.0	45.3	40.5	43.4		10031281
1184		GEN ELEC SER BETTENDORF IA				1.35									1.35				00176850
1184		GEN ELEC CHICAGO IL				6.75						4.05					2.70		10031346

WATER_PCB-00042754