-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 A 200																	4595-200-11
1131		.ABEX CORP MEADVILLE PA	3.50	2.58	3.50	5.81					.65	1.29		1.29	2.58				10000386
1153		.ACHESON COLLOIDS PORT HURON MI				.295					.295								10000475
1136		.AGRI CRAFT CO INC CAMARILLO CA				.059		.059											00184721
1134		.ALUMINUM CO RIVERDALE IA	3.00	2.58	3.00														10002818
1134		ALUMINUM CO LAFAYETTE IN	62.0	67.1	62.0	31.0	6.45			2.58		4.52	3.87	2.58	3.87	3.87		3.23	10002788
1130		ALUMINUM CO MASSENA NY	54.2	40.6															10002834
1130		ALUMINUM CO CRESSONA PA	13.6	46.4		9.68		3.23			3.23			3.23					10002877
1136		ALUMINUM CO MALAGA WA	4.00	2.58	4.00	3.87						.65	.65	1.29	1.29				10002958
1136		ALUMINUM CO VANCOUVER WA		38.7		31.0	7.74					7.74				7.74	7.74		10002966
1136		ALUM CO OF AMER WENATCHEE WASH	1.00	.645	1.00														00177733
		PARENT CUST. TOT-ALUMINUM CO OF	138	199	70.0	75.5	14.2	3.2		2.6	3.2	12.9	4.5	7.1	5.2	11.6	7.7	3.2	00045063
1131		.ANIXTER GENERAL PENNISOLA OH				.645		.645											00184756
1153		.ARMCO STEEL ASHLAND KY	25.0	32.3	25.0	40.0		6.45	6.45	6.45			6.45		6.45		7.74		10006171
1153		ARMCO STEEL MIDDLETOWN OH	180	224	180	143	24.2			24.0		23.8		24.1		23.6		23.7	10006228
		PARENT CUST. TOT-ARMCO STEEL MID	205	256	205	183	24.2	6.5	6.5	30.5		23.8	6.5	24.1	6.5	23.6	7.7	23.7	10006228
1136		.ATLAS FOUNDRY - MACH TACOMA WA		.645															10007380
1132		.BABCOCK WILCOX MT MOUNT VE IN	1.00																00110892
1132		.BARDAHL OIL ST LOUIS MO	25.8	51.6	25.8														00211915
1153		.BENDIX CORP SOUTHFIELD MI				1.94										1.94			00237337
1130		BENDIX CORP SIDNEY NY	38.0	25.8															10009278
1131		BENDIX CORP ROCHESTE NY		.413		4.28		.30	.12	1.94		1.94							00111430
		PARENT CUST. TOT-BENDIX CORP DET	38.0	26.2		6.22		.30	.12	1.94		1.94				1.94			00045551
1136		.BETHLEHEM STEEL SEATTLE WA	12.0	12.9	12.0	15.5		3.23		2.58		3.23				6.45			10009596
1130		.BLACK - DECKER LANCASTER PA	5.16	3.87		1.29			1.29										10009936
1136		.BOEING CO KENT WASHINGTON		3.87															00157171
1136		BOEING CO RENTON WA		9.03															00111767
1136		BOEING CO SO SEATTLE WASH		8.39															00045802
		PARENT CUST. TOT-BOEING CO SO SE		21.3															00045802
1130		.BORDAHL LAB NORWOOD MA		2.58															00111015
1134		.BRIGGS-STRATTON MILWAUKEE WI		22.6															10011442
1153		.CABOT STELLITE DIV KOKOMO IN	10.0	20.6	10.0	36.1	4.52			4.52		9.03	2.58	1.94	4.52		9.03		10081785
1136		.UNIV OF S CALIF LOS ANGELES CA		.059															00213276
1153		.CINCINNATI SHAPER WHITEWATER O		3.17	.300														00209678
1153		.CITY CONTROLLER DETROIT MICH	44.0	25.8	44.0	15.5	15.5												00178578
1132		.CLYDE EQUIPMENT CO ST LOUIS MO				.118										.118			10017327
1134		.COLLIN RADIO CEDAR RA IA		.645		.645									.645				00114642
1130		.COLSON CO SOMERVILLE MA				1.94											1.94		00243523

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