

COMPONENT MFG, INC.
November, 1999 Customer Ranking Report
Top 100 Customers (YTD \$s)

Customer Name	State	ZIP Code	Terr No	Curr Mo Sales	YTD Sales	% YTD Tot
WANG	IL	60185	03	\$14,404.47	\$18,784.47	10.68%
HEWLETT PACKARD	IL	60185	03	\$11,751.27	\$14,404.47	8.19%
TRANSISTOR DEVICES	NJ	07869	08	\$9,468.00	\$9,468.00	5.38%
AUDIO GROUP, INC.	FL	33186	04	\$6,371.14	\$6,402.96	3.64%
EL TECH	IL	60185	03	\$6,213.90	\$6,213.90	3.53%
SCHINDLER ELEVATOR CORP.	OH	45365	31	\$4,394.95	\$5,062.15	2.88%
AT&T	IL	62839	03	\$4,380.00	\$4,380.00	2.49%
RFL ELECTRONICS INC.	NJ	07005	08	\$1,586.10	\$3,944.36	2.24%
RIVERSIDE ELECTRONIC LTD	MN	55952	12	\$3,603.60	\$3,603.60	2.05%
EUROTHERM CIRCUITS	VA	22021	44	\$3,040.46	\$3,522.53	2.00%
SENSORMATIC ELECTRONICS CO PR		00690	PR	\$37.52	\$2,453.88	1.40%
TIME MANUFACTURING	TX	76710	15	\$1,240.32	\$2,382.92	1.36%
ADEPT TECHNOLOGY INC	CA	95143	05	\$1,914.00	\$2,296.80	1.31%
M C C ELECTRONICS	MO	64057	32	\$1,879.20	\$2,162.70	1.23%
NWL TRANSFORMERS	NJ	08505	20	\$1,837.48	\$2,083.88	1.18%
NORTHERN TELECON	WI	53209	23	\$2,049.60	\$2,049.60	1.17%
WANG	WI	53209	23	\$0.00	\$2,049.60	1.17%
GE MEDICAL SYSTEMS	WI	53188	23		\$1,947.70	1.11%
DOVER CORP	MS	38683	48	\$1,135.62	\$1,798.62	1.02%
O K ENTERPRISES	CA	91326	27	\$1,788.00	\$1,788.00	1.02%
CHORE TIME EQUIPMENT	IN	46542	31	\$1,190.40	\$1,776.30	1.01%
ADVANCED WIRE PRODUCTS	TN	37138	48	\$1,243.20	\$1,646.85	0.94%
SUNBURST ELECTRONICS	PA	16508	31	\$1,627.50	\$1,627.50	0.93%
COHERENT COMPONENTS	CA	95054	05	\$530.40	\$1,591.20	0.90%
ELECTRONIC ASSEMBLY	WI	54956	23	\$1,503.00	\$1,503.00	0.85%
ELECTRO BIOLOGY	NJ	07054	08		\$1,485.00	0.84%
I.T.W. LINX	IL	60007	03		\$1,392.00	0.79%
FMC-EMD	TX	79936	15	\$483.60	\$1,345.62	0.77%
ELECTRONIC SERVICES	TX	77055	15	\$675.84	\$1,335.84	0.76%
KUBOTA MFG OF AMERICA	GA	30501	48		\$1,320.00	0.75%
WRIGHT SOURCE/DESC	OH	45419	31		\$1,287.60	0.73%
FISHER SCIENTIFIC CO.	PA	15701	31	\$1,259.73	\$1,259.73	0.72%
CABLE & HARNESS SYS.	TX	76119	15	\$810.30	\$1,248.30	0.71%
ZELLWEGER USTER	TN	37919	48	\$1,212.12	\$1,212.12	0.69%
HMS ELECTRONICS	CA	94928	05	\$1,195.20	\$1,195.20	0.68%
HUBBELL INDUSTRIAL CONTROL	OH	44057	31	\$106.02	\$1,163.32	0.66%
SCI SYSTEMS INC	AL	35807	48		\$1,152.00	0.66%
EL TECH	WI	53209	23		\$1,098.00	0.62%
CIMCO ELEC	PA	15317	31	\$846.60	\$1,084.20	0.62%
CLEVELAND CONTROLS	OH	44109	31	\$1,080.00	\$1,080.00	0.61%

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SPELLMAN HIGH VOLTAGE	NY	11788	08	\$487.50	\$1,066.74	0.61%
ISLAND ELEVATOR	HI	96819	05	\$704.16	\$1,056.24	0.60%
DIGITAL DIVERSIFIED IND.	WI	24942	31		\$1,053.00	0.60%
BOLEN'S CONTROL	ID	83709	25	\$1,009.80	\$1,009.80	0.57%
U.S. ASSEMBLIES, INC.	PA	18822	20		\$980.40	0.56%
MID TEK INC	WI	53137	23		\$972.00	0.55%
MIDSTATE ELECTRONICS	CT	06492	11	\$948.00	\$948.00	0.54%
COBE LABS	CO	80215	21	\$522.72	\$942.93	0.54%
CLAIR BROTHERS AUDIO	PA	17543	20		\$927.60	0.53%
AUTO PILOT SYSTEMS, INC.	FL	33309	04	\$897.00	\$897.00	0.51%
COMTEC SYSTEMS INC.	FL	33069	04	\$894.00	\$894.00	0.51%
IBM CORP	QUE	CANAD	197	\$883.50	\$883.50	0.50%
WANG	QUE	CANAD	197	\$883.50	\$883.50	0.50%
PAUL MORROW CO.	AZ	85745	53	\$858.00	\$858.00	0.49%
MARINE ELECTRICAL	MO	65536	32	\$855.00	\$855.00	0.49%
EL TECH	IL	60163	03	\$850.50	\$850.50	0.48%
WARD MACHINERY CO	MD	21030	44		\$827.41	0.47%
CROWN INTERNATIONAL, INC.	IN	46517	31	\$777.60	\$777.60	0.44%
SIEMENS MFG. CO., INC.	IL	62243	32		\$768.00	0.44%
FS INSTRUMENTS, INC.	CO	80231	21	\$743.04	\$762.24	0.43%
WOODWARD GOVERNOR CO	CO	80525	21	\$415.20	\$730.80	0.42%
RAMP INDUSTRIES	NY	13905	24	\$312.00	\$717.60	0.41%
EXCEL INDUSTRIAL ELECTRONIC	MI	48036	13	\$324.42	\$713.82	0.41%
BADGER ELECTRONICS INC.	WI	53126	23	\$686.55	\$686.55	0.39%
SPARTON ELECTRONICS	FL	32130	04	\$675.00	\$675.00	0.38%
CLASS ELEC.	FL	34478	04	\$566.40	\$662.40	0.38%
EQUIPMENT SOURCE INC	TX	76011	15	\$658.61	\$658.61	0.37%
WELCH ALLYN	NY	13153	24		\$618.00	0.35%
ELECTRO-MATIC PRODUCTS CO.	IL	60639	03	\$277.68	\$601.68	0.34%
ACOMA MEDICAL	IL	60090	03	\$375.00	\$562.50	0.32%
CHESELL CORPORATION	PA	18940	20	\$547.20	\$547.20	0.31%
TRIANGLE CIRCUITS	PA	15139	31	\$450.60	\$527.40	0.30%
FINCOR	PA	17402	20		\$525.75	0.30%
SWITCHES UNLIMITED	NY	11377	08	\$524.40	\$524.40	0.30%
V I P INDUSTRIES	NJ	07012	08	\$518.40	\$518.40	0.29%
CYBEREX, INC.	OH	44060	31	\$214.50	\$513.78	0.29%
FMC CORPORATION	PA	15748	31	\$241.80	\$496.43	0.28%
BAILEY CONTROLS	OH	44092	31	\$492.30	\$492.30	0.28%
INSCERCO INC	IL	60445	03	\$486.00	\$486.00	0.28%
AMERICAN EMERGENCY	NC	28694	40	\$438.30	\$472.50	0.27%

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FRANKLIN ELECTRIC	IN	46938	31		\$450.00	0.26%
EL TECH	IL	62839	03		\$438.00	0.25%
COBURN OPTICAL	OK	74402	15	\$312.00	\$432.00	0.25%
EL TECH	IL	60515	03		\$430.20	0.24%
NORTHERN TELECON	IL	60515	03		\$430.20	0.24%
WANG	IL	60515	03		\$430.20	0.24%
CONTROL PRODUCTS CORP	WI	53024	23	\$418.56	\$418.56	0.24%
GENERAL ELECTRIC	WI	53207	23		\$410.04	0.23%
ABB POWER T & D COMPANY INCPA		18106	20		\$405.00	0.23%
GEMS DISTRIBUTION POINT DZ	TN	38141	48		\$395.59	0.22%
LORCOR	MA	01887	11		\$392.40	0.22%
FISMA, INC.	UT	84104	21	\$260.40	\$390.60	0.22%
SILVER CROWN ASSC.	FL	34997	04	\$16.20	\$383.40	0.22%
MEDRAD	PA	15238	31		\$369.90	0.21%
ELECTRONIC MEASUREMENTS	NJ	07753	08	\$339.22	\$339.22	0.19%
NORSTRAN ELEC.	CA	92705	27	\$333.00	\$333.00	0.19%
NORTHERN TELECON	IL	60656	03	\$331.45	\$331.45	0.19%
WANG	IL	60656	03		\$331.45	0.19%
R & M ELECTRONICS	PA	15044	31	\$330.00	\$330.00	0.19%
EL TECH	MA	01364	11	\$318.00	\$318.00	0.18%
Top 100 Cust Total Sales				\$113,037.04	\$161,307.71	91.73%
Grand Total's:				\$121,542.75	\$175,857.03	100%