

SALES SUMMARY

ORGANIC #2	#1 SALESMEN'S SALES BY CUSTOMER	#2 PRODUCT SALES BY CUSTOMER	#3 DISTRICT PRODUCT SALES BY CUSTOMER	#4 CUSTOMER SALES BY PRODUCTS	MONTH		YEAR		PAGE NO.	
					DEC.	1968		608		
10 459/ 150 PYDRAU/ 150					SALES THIS MONTH		SALES THIS YEAR TO DATE		TOTAL SALES LAST YEAR	
					POUNDS	DOLLARS	POUNDS	DOLLARS	POUNDS	DOLLARS
15 31 G 222904		DUQUESNE LIGHT CO			94	43				
15 34 J 232705		EGYPTAIN LACQUER INC						47	21	
19 32 A 232785		J B EHRSAM & SONS CO						94	43	
15 31 A 238428		EMPIRE REEVES STEEL MNSF 20			10,180	4,320				
15 31 A 252588		FATE-ROOT-HEATH CO						45	21	
15 31 J 253587		FECO DIV						509	211	
15 53 J 254666		FEDERAL SCREWS WKS DET			4,581	1,944				
13 37 J 255115		FEEDBACK CONTROL						509	215	
15 34 J 262275		FLINN & DREFFEIN						1,018	432	
13 33 263525		FLA PWD ST PETERS 10								
19 36 264705		FMC CORP SAN JOSE CALIF 1								
19 32 A 264912		FOOTE MINERAL CO	1,018	448	10,180	4,336		4,072	1,728	
15 53 A 265319		FORD MTR-DEARBORN MICH 7			8,144	3,380		7,126	2,980	
13 33 J 265325		FORD MOTOR NASHVILLE	509	224	1,527	656		1,018	421	
19 32 J 283221		GENERAL ELEVATOR ENGINEE						1,018	421	
13 33 A 286750		GEORGIA POWER CO 20								
19 32 J 300950		GRANITE CITY STEEL C			509	216				
19 32 J 303660		GR LAKES CARBON ST LOUIS	509	224	1,018	440		1,018	432	
19 32 G 314675		HAHN & CLAY HOUSTON			509	216				
15 31 J 320042		HARBISON CARB N YORK			509	216		3,563	1,480	
15 34 G 320042		HARBISON CARB N YORK			1,527	648				
15 34 J 320043		HARBISON CARBURUNDUN CO						3,054	1,264	
19 32 A 329969		HELMERICH & PAYNE INTL			1,527	648				
13 33 G 331230		HENRY BRICK CO ALA			282	130				
19 32 A 336790		HILLSBORO GLASS CO			509	216		509	216	
13 37 A 339248		HOEGANAES CORPORATION						509	211	
19 32 G 351300		HUMBLE OIL HOUSTON TEX			3,054	1,296				
13 37 G 351316		HUMBLE OIL PELHAM NY				96				
15 34 A 363650		INLAND STEEL COMPANY 150			71,260	28,728		111,980	45,144	
15 34 A 364258		DOYLE HEADLY 200			6,617	2,822		8,144	3,390	
15 34 A 364849		INTL HARVESTER CHI ILL 50	6,108	2,592	117,579	49,912		135,394	56,124	
15 31 J 375988		JERSEY SHORE STEEL CO						509	211	
15 31 A 380425		JONES & LAUGH PITTS PA						2,036	842	
19 36 383236		KAISER ALUMI SPOKANE WAS 6								
13 33 J 386042		KAMNEER CO GA			509	220				
19 32 J 391287		KEOKUK ELECTRO METALS CO 10						7,126	2,947	