

SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

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.		1967		717		
DIST.	SALES MAN.	PROD. DIV.	NAME OF CUSTOMER OR PRODUCT		LAST YEAR SALES	SALES FORECAST FOR CURRENT YEAR	SALES CURRENT YEAR TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
10 1050 300 TRANSFORMER PYRAMO / A13835																			
1539	G		242066 ESCO ELECTRIC SUPPLY CO				4						-						4
1539	G		242611 ESSKAY-SCHLUDERBERG				1						-				1		
4336	A		254492 FED PAC ELEC SANTA CLARA				9											9	
1133	A		263525 FLA PWD ST PETERS		2		2			2									
1133	A		263530 FLA PWD & LIGHT MIAMI		4	2	6				2							4	
1037	G		265285 FORD MOTOR CO				1											1	
2906	A		265323 FORD MOTOR DEARBORN MICH			4	5		2	3									
2906	A		265340 FORD MOTOR CO CHGO HGHTS				1						1						
1539	A		270718 H B FRAZER & COMPANY				2						-				2		
0334	J		276759 G & W ELEC SPECIALTY CO		10	5	10												
4435	J		282775 GENL DYN CONVAR DIV SAN			1													
4136	A		282781 G E CO SEATTLE		6	3	6	9		7			1					1	
1133	A		282782 G E CO TAMPA FLA		9	8	9	6									5		1
0737	J		282783 G E CO PLANTSVILLE CONN			14	1											1	
1037	A		282783 G E CO PLANTSVILLE CONN		8	9	8	2	1	1									
4336	A		282784 G E CO SAN FRANCISCO																
0832	A		282785 G E CO DALLAS		10	3	10	32		1	17	1	1		2			11	
2730	A		282787 G E CO INDIANAPOLIS		2	1	2	9		1		1	1	3			3		
0832	J		282796 G E CO CORPUS CHRISTI				2									2			
4436	A		282797 G E CO GLEND LE			1	10				2			1		3		1	3
0334	A		282798 G E CO BETTE DORF IOWA			1													
0832	J		282813 GEN ELEC MIDLAND TEXAS			5													
4136	A		282832 GEN ELEC SPOKANE WASH		18	11	18												
1631	A		282833 GEN ELEC W MIFFLIN PA		3	8	3	13		1			2	2			7		
1133	A		282859 G E CO ROANOKE VA		1		1												
0334	A		282860 G E CO MINN MINN		1	1	1												
1133	A		282863 G E HIALEAH		4		4	1			1								
0334	A		282867 GENERAL ELEC MILWAUKEE W		5	5	5	1									1		
1133	A		282869 G E CO JACKSONVLE		3	10	3	1	1										
4336	J		282874 GEN ELEC PLEASANTON																
4336	G		282875 G E CO SALT LAKE CITY UT				5								3		1		
4436	J		282875 G E CO SALT LAKE CITY UT		3	2	3	1	1										
1133	A		282878 G E SER SHOP CHAMBLEE GA		5	15	5	16			3	5					7	1	
1539	A		282880 G E CO BALTIMORE MD		8	7	8	1					-					1	
0334	A		282881 G E CO ROME GA																
1133	A		282881 G E CO ROME GA		139	155	139	104	7	2	23		22	16	24	22	12	11	15
0334	A		282883 G. E CO CHICAGO ILL		35	24	35	9					3	3			3		
4336	A		282886 GEN ELEC OAKLAND CAL				1					3	3			1			
4436	J		282886 GEN ELEC OAKLAND CAL			3													
0832	A		282888 GEN ELECTRIC NEW ORLEANS			28	17		1			1			1	3	7	3	
2831	A		282889 G E SERV CLEVELAND OHIO		6	3	6	1							1				
4336	A		282890 G E CO OAKLAND CAL		2	2	2	5	3				-		1		1		
0832	A		282891 G E CO HOUSTON TEXAS		5		5												
1133	A		282894 G E CO HENDERSONVILLE NC		10	4	10	1							-	1			
2730	A		282895 GEN ELEC COLUMBUS OHIO		2		2	4	4										
16 1050 300 TRANS PYRAMO / A13835																			