

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		510	
DIST	SALES MAN	PROD. GRP.	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.			
			11 1040 240 ARCADIS DISC - 1242																			
1651	A		756871 U S STEEL HOMESTEAD PA																			
1133	A		788650 WEST VIRG PULP & PAPER		1																	
1176	A		788650 WEST VIRG PULP & PAPER				1					1										
0738	A		792740 WEYERHAEUSER FITCHBURG		1						-											
4444	A		814721 WYNN OIL CO		1																	
0621	J		829999				4		4				-			-						
			PRODUCT GRADE TOTAL		322	350	97	383	31	63	35	7	66		39		33	38	41	29		
*			111040 245 THERMINOL FR-1																			
0334	J		000001 UNASSIGNED TO ACCOUNTS		150		150															
1037	J		000001 UNASSIGNED TO ACCOUNTS		150		150															
1539	J		000001 UNASSIGNED TO ACCOUNTS		100		100															
2730			000001 UNASSIGNED TO ACCOUNTS		150		150															
4436			000001 UNASSIGNED TO ACCOUNTS		150		150															
1133	J		004568 ACTIVATED METALS		3		1	1														
0738	A		004580 ACUSHNET PROCESS NEW BED																			
4336	G		005597 ADHESIVE ENG SAN CARLOS				9									8	1					
2906	A		023512 AMERICAN OIL CO																			
1037	G		028758 AMERICAN THERMOPLASTICS				1								1			1				
2332	J		030921 ANADARKO PRODUCTION CO				4		4													
2730	A		037510 ARMCO STEEL MIDDLETOWN		3		3					1	1		1							
1037	G		037663 ARMORY SUPPLY CORP																			
1539	A		045818 ATLANTIC RESEARCH ALEX V		3	4	3	2											2			
2332	A		050280 B & C METAL PRO DENVER			6																
4436	G		059968 BARTLETT SNOW PACIFIC CO				2											2				
4136	A		065497 BECHTEL CORP FERNDE WSH		7	20	7															
1133	J		065515 BECHTOLD ENGINEERING				2	1		-	1	1		1								
1037	A		070263 BENDIX CORP SIDNEY NY				5				2						2					
1539	A		075500 BETZ LAB PHIL PA		3	1	3															
2730	A		080539 BLACK CLAWSON HAMILTON		1	1	1	1				1										
1037	A		088892 BORDEN CO BAINBRIDGE N Y			4	2		1			1						1				
4303	G		088896 BORDEN NEW YORK NY				3							3								
4436	J		095615 C F BRAUN CO		1	2	1															
2730	A		098350 BRIGHTON CORPORATION																			
2906	A		100506 BROOKS & PERKINS INC				1				1	2	2									
1133	A		112247 C AND T REFINERY INC							-												
4336	A		114579 U OF CALIF BERKELEY CALI				1			1												
2831	A		120800 CARBORUNDUM NIGRA FLS NY																			
2332	A		120801 CARBORUNDUM HICKMAN KY		9		39		6	15			6			6			6			
2831	A		120801 CARBORUNDUM HICKMAN KY		36																	
0334	G		121102 CARGILL INC				8											6	2			
0334	A		121103 CARGILL INC CARPENTSV		11																	
0832	A		128957 CELANESE CHEM CRPS CHRIS				1			1												
2730	A		134375 CHAMPION PAPERS		4	2	4							5	2		1		1			
2332	J		150674 CLAYTON CHEMICAL CO				2															