

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		710			
DIST.	SALES MAN	PROD. ORP.	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.
16 1050 200 TRANSFORMER FOURTEEN PPD																			
2831	A		230974 ECONOMY ELECTRIC COMPANY				1				1								
0334	A		232352 EGAN-MC KAY CO				5		5										
1539	A		233553 ELECTRIC APPA PHIL PA				5				3		-				1	1	
2332	J		233977 ELECTRIC SERVICE CO		1	1													
1037	J		234425 ELECTRONIC DEVICES INC.		1														
1037	G		234502 ELECTRONIC ENTERPRISE				1											1	
1037	A		238002 EMPIRE ELEC BROOK NY				3					3							
1133	A		239427 ENGINEER SALES CO OF				8						8						
1133	G		241989																
0832	A		242068 ESCO MFG CO.		200	148	200	148	30			30	30	30				30	
1631	A		247848 FAIRMONT SUP WASH PA				1						1						
2730	G		247848 FAIRMONT SUP WASH PA																
4436	G		248156 FALCON PLASTICS LOS ANG																
4336	A		254492 FED PAC ELEC SANTA CLARA		165	119	165	142	28	7		24		3	16	8	28		28
2291	A		259368 FIRESTONE LAKE CHARLES		2	1	2												
4136	A		264660 FMC POCATELLO IDAHO		1	1	1												
2332	G		264955 FOOTHILL ELECTRIC CORP				1											1	
2730	J		265327 FORD MTR CO INDIANAPOLIS																
1539	A		270718 H B FRAZER & COMPANY										-						
1037	A		279400 GARFUNKEL COMPANY		2														
0738	J		281697 GEIGY CHEM CRANSTON RI		1														
2906	A		284034 GENERAL MECHANICAL				1	1											
4336	A		284064 GENERAL METALS CORP																
2906	A		284105 GENL MTRS AC SPARK PLUGS				4					4							
2906	A		284119 GENL MOTORS SAGINAW MICH				3			2				1					
2831	A		284154 GENL MOTORS BUFFALO N Y		1														
0832	G		286682 GA PACIFIC CROSSETT ARK				1												1
2290	A		297400 GOODYEAR T & R AKRON				1										1		
2332	J		300950 GRANITE CITY STEEL C																
0334	A		302464 GRAYBAR ELEC PEORIA ILL		8	3	8												
0738	A		303850 GREAT NORTHERN PAPER CO		1	1	1												
0769	A		303850 GREAT NORTHERN PAPER CO		1														
2906	A		326150 HATZEL & BUEHLER INC				1		1										
0334	A		333140 HEVI DUTY ELEC MILW WIS		50	30	50												
2906	J		338510 HI VOLTAGE SYSTEMS																
0334	A		343697 HONEYWELL INC ST L PK MI				1			1									
4436	G		343926 HOOD INTERNATIONAL				5							5					
4136	J		344303 HOOKER CHEM TACOMA		1														
2332	J		346360 HORNBECK & HARDIE		1														
0334	A		357550 UNIVERSITY OF ILLINOIS		1		1		1										
2332	G		362358 INDUSTRIAL ELECTRIC																
0334	A		364258 DOYLE HEADLY				1		1										
0334	G		364849 INTL HARVESTER CHI ILL																
1037	A		366536 INTL SMELTING & REFIN				1	1											
2332	J		366722 INTER STATE ELECTRIC		1	1	5											4	
16 1050 200 TRANS INERTEN PPD																			