

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		715		
DIST.	SALES MAN	PROD. CDP.	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 TRANS INERTEN PPO																
0738	J		792329 WESTINGHOUSE NEWTON MASS																
1539	J		792330 WESTINGHOUSE RICH VA	3															
1539	A		792334 WESTINGHOUSE TOMSON			2										2			
1631	A		792335 WESTINGHOUSE FAIRM W VA			1								1					
2831	A		792336 WESTINGHOUSE UTICA	2															
2332	J		792337 WESTINGHOUSE DENVER	5	5														
4336	A		792341 WESTINGHOUSE EMERYVLL	20	9	20													
4436	G		792341 WESTINGHOUSE EMERYVLL			1										1			
0334	J		792343 WESTINGHOUSE ELEC MILWAUKEE	3		3	3												
1037	A		792351 WESTINGHOUSE E ORANGE	10	12	10													
4336	A		792352 WESTINGHOUSE APPLETON	5	5	5													
0334	J		792359 WESTINGHOUSE PEDRIA ILL																
1133	A		792367 WESTINGHOUSE ELEC CORP																
1037	A		792368 WESTINGHOUSE ELECTRIC CO			1					1								
0738	A		792370 WESTINGHOUSE ELECTRIC CO																
4136	G		792371 WESTINGHOUSE ELECTRIC CO			1								1					
1539	G		792373 WESTINGHOUSE ELECTRIC CO			1									1				
1539	G		792376 WESTINGHOUSE ELECTRIC			20										11	9		
1539	G		792377			4												4	
4136	J		792724 WEYERHAEUSER SNOQUALMIE	1		1			1										
4136	J		792739 WEYERHAEUSER LONGVIEW	1	1	1													
1037	G		798936 WICKHAM CONTRACTING CO			1								1					
2831	A		818050 YOUNGSTOWN SHEET AND	3															
0621	A		827820 LDS TRUCK LINES INC																
0621	G		828377 PACIFIC FWD CALIF																
0621	J		829999	1		1	1	1	1	2	1	1				1			
			PRODUCT GRADE TOTAL	6508	6041	6508	6438	317	117	535	359	752	776	516	594	452	711	635	686
*			16 1050 210 TRANS INERTEN 54201 KA																
4436	A		792267 WESTINGHOUSE ELECTRIC CO	102	101	102	299	49		49		52		49		50		49	
2730	A		792294 WESTINGHOUSE HUNTINGTON			15			15										
1631	A		792300 WESTINGHOUSE PITTS			3									3				
1631	A		792303 WESTINGHOUSE SHARON PA	4200	3693	4200	6970	505	407	915	503	514	502	493	695	602	503	750	581
0621	J		827110 CLAIM ACCOUNT																
			PRODUCT GRADE TOTAL	4302	3794	4302	7287	554	407	930	552	514	554	493	744	605	553	750	630
*			16 1050 220 FLUID 1248																
1539	G		792376 WESTINGHOUSE ELECTRIC													5	5		
			PRODUCT GRADE TOTAL													5	5		
*			16 1050 300 TRANSFORM PYRANOL A13B3B																
0000	J		000000																
1037	J		000412 A M F THERMATOOL INC	1		1				1									
2906	G		000800 ABBEY-ETNA MACHINE CO			1										1			
2906	A		002130 ACE TRANSFORMER SERV CO	5	4	5	1		1										