

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	925			
16 1050 200 TRANS INERTEN PPD					SALES THIS MONTH		SALES THIS YEAR TO DATE		TOTAL SALES LAST YEAR	
					POUNDS	DOLLARS	POUNDS	DOLLARS	POUNDS	DOLLARS
15 34 G 792352		WESTINGHOUSE APPLETON				840	174		360	70
13 33 A 792367		WESTINGHOUSE ELEC CORP							674	127
13 37 A 792368		WESTINGHOUSE ELECTRIC CO							60	17
13 37 A 792370		WESTINGHOUSE ELECTRIC CO							1,348	322
19 36 J 792371		WESTINGHOUSE ELECTRIC CO							620	145
13 37 J 792373		WESTINGHOUSE ELECTRIC CO							20,220	3,812
13 37 J 792376		WESTINGHOUSE ELECTRIC							4,044	762
13 37 J 792377		WESTINGHOUSE PA								
19 32 G 792378		WESTINGHOUSE ELECTRIC				2,696	508		1,348	254
19 36 J 792724		WEYERHAEUSER SNOQUALMIE								
19 36 J 792739		WEYERHAEUSER LONGVIEW	1							
15 31 G 793150		WHEELING STEEL CORP				4,044	762		1,348	254
13 37 J 798936		WICKHAM CONTRACTING CO								
15 31 G 803932		LEE WILSON EGR OHIO				1,348	254			
15 31 G 817825		YOUNGSTOWN ELEC OHIO				674	127			
06 21 G 827176		BE MAC TRANSPORT CO INC					127			
06 21 G 827560		HALL MTR					38			
06 21 A 827820		LDS TRUCK LINES INC		92			92			74
06 21 G 827879		CLAIM ACCOUNT					155			
06 21 J 828305							132			
06 21 J 828377		PACIFIC FWD CALIF								74
06 21 J 829078		CLAIM ACCOUNT					62			
06 21 J 829999					674	1,094			1,349	
POTENTIAL	2831	PRODUCT GRADE TOTAL			229,442	39,203	5,367,677	884,248	6,450,642	1,050,028
* 16 1050 210 TRANS INERTEN 54201 KA										
15 31 A 014014		ALLIS CHALMERS PITTS PA			106,400	16,332	568,900	87,326		
15 34 G 165950		COLLINS ELECTRIC MINN					1,800	348		
15 31 G 186893		CROUSE HINDS SYRACUSE NY					360	70		
19 36 G 254491		FEDERAL PACIFIC CORP CAL			37,744	8,625	97,056	19,549		
15 31 G 327118					60	17	60	17		
19 36 A 336424		HILL MAGNETIC PROD					150,748	23,187		
15 34 A 343690		HONEYWELL INC S MINEAP M					360	70		
13 33 A 483197		MILLS & LUPTON SUPPLY CO								
15 31 A 527809		NIAGARA TRANSFORMER			49,900	7,660	143,100	21,967		
19 36 A 590384		H K PORTER BELMONT CAL					74,140	13,517		