

SALES SUMMARY — MONTHS 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		719					
DIST.	SALES MAN.	PROD. CTR.	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.
4436	A	16 1050 300 TRANSFORMER PYRAMOL A1383B																	
2332	G	296417 B F GOODRICH L A CALIF																	
2831	A	297366 GOODYEAR T & R LIN NEB					9		9										
4436	J	297400 GOODYEAR T & R AKRON			1														
4436	J	302461 GRAYBAR ELEC SAN F																	
4436	J	302465 GRAYBAR ELEC LOS ANG																	
0832	J	306709 GREENVILLE MILL											-						
1037	G	318379 HANDY & HARMAN INC																	
2831	J	331843 HERCULES PKGING ALDEN NY																	
4336	G	336424 HILL MAGNETIC PROD			5		46		3	1	7	1	-	2		7	7	10	7
1037	G	337675 HIPOTRONICS INC					4								4				
4336	G	343699 HONEYWELL INC											-						
1133	A	350009 HUDSON PULP&PAP PALATKA	2			2	1			1		-							
4336	A	352281 HUNT-WESSON FOODS INC											-						
2332	J	360128 INDEPENDENT ELEC KAN C M	1																
0334	J	361064 INDIANA GENERAL CUDAHY	3				12		3	3		2	3	-				-	
0334	A	361065 INDIANA GENERAL CORP	10		3	10	3							-				-	3
4136	J	362356 INDUSTRIAL ELEC SEATTLE	1																
1133	A	362921 INDUSTRIAL SUPPLIERS	2			2						-							
0334	A	363650 INLAND STEEL COMPANY					8							-			4	4	
4136	A	364097 INTALCO ALUMINUM CORP					1											1	
0334	A	364258 DOYLE HEADLY					7				7			-					
0334	G	364847 INTL HARVESTER MEL PK IL																	
4336	G	369819 ITE CIRCUIT BREAKER CO											-						
2831	A	370672 JACKSON-BAYLEY ELECTRIC					2		2										
1631	A	380424 JONES & LAUGH STE ALIQ P	3																
4336	G	382775 K P E N											-						
4436	A	383260 KAISER STEEL CORP	42																
2332	J	384844 KANSAS GAS AND ELECTRIC																	
2332	J	384899 KANSAS CITY POWER	1				1				1								
4436	J	389883 KENNECOTT COPP HAYDN ARI																	
4436	J	389886 KENNECOTT COPPER SALT L	1																
1133		399600 KNOXVILLE VT LITITES	4																
0334	A	401075 KOONTZ WAGNER ELCT INC	6		3	6	17	10				6							
0832	A	404311 KUHLMN ELEC CRSTL SPRNGS			32														
2906	A	404311 KUHLMN ELEC CRSTL SPRNGS	70		32	70													
4436	A	412228 LARSEN HOGUE ELEC CO			3		6												6
1539	J	417416 LEEDS & NORTHRUP N WALES																	
1037	A	442590 MAGNETIC ENG AND MFG CO	1		8	1	15	8	1	1							1	3	
4436	A	452004 MARTIN METALS INC																	
0738	A	454100 MASSACHUSETTS ELECTRIC					1		1										
2332	A	461325 MCDONNELL DOUGLAS CORP	1			1													
1539	J	462648 MCHUGH ELEC CO WILMINGTON																	
2730	A	467895 MEAD CORPORATION	1																
0334	A	474420 METROPOLITAN SANITARY					1	-		-						1	1		
2906	G	477457 MICH STATE DEPT OF ADM					1										1		
16 1050 300 TRANS PYRAMOL A1383B																			