

## SALES SUMMARY -- PRODUCTS 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 |      | 721      |      |      |      |       |      |      |      |
| DIST.                            | SALES MAN | PROD. GRP.                       | 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. |
| 0334                             | G         | 712713 D A STUART OIL CHIC ILL   |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4336                             | G         | 715606 SUNDIAL BROADCASTING      |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4136                             | A         | 715725 SUNLIGHT TRANSFORMER CO   |                              |                                       | 5                             |       |      |      |      |          | 1    |      |      |       | 4    |      |      |
| 1133                             | G         | 724500 TAMPA ARMATURE WORKS      |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 1133                             | G         | 728600 THE UNIV OF TENN KNOXVLE  |                              |                                       | 1                             |       |      |      |      |          |      | 1    |      |       |      |      |      |
| 1133                             | J         | 728650 TENN VALLEY AUTHORITY     | 3                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4136                             | J         | 735190 TIERNEY ELEC MFG CO       | 1                            |                                       | 1                             |       |      |      |      |          |      |      |      |       |      |      |      |
| 4136                             | J         | 736079 TINLING & POWELL INC      | 1                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 2831                             | A         | 736570 TITANIUM CHEM INC         |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0738                             | J         | 738696 TORRINGTON CO             | 1                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4435                             | J         | 739612 TRANS REX EQUIPMENT       | 4                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4436                             | A         | 739654 TRANS-REX EQUIPMENT INC   | 19                           | 3                                     | 19                            |       |      |      |      |          |      |      |      |       |      |      |      |
| 0334                             | A         | 742052 TROMBETTA SOLENOID CORP   |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 1133                             | A         | 744821 TURNER ELEC WKS DIV       | 10                           | 19                                    | 10                            | 20    |      | 20   |      |          |      |      |      |       |      |      |      |
| 1133                             | A         | 748238 UNION BAG CAMP PA FRANKL  | 3                            | 3                                     | 3                             |       |      |      |      |          |      |      |      |       |      |      |      |
| 1133                             | A         | 748676 UNION CAR & NUCL OAKRIDGE | 3                            | 3                                     | 3                             |       |      |      |      |          |      |      |      |       |      |      |      |
| 2332                             | J         | 749200 UNION ELECTRIC CO OF      | 5                            | 5                                     | 5                             | 5     |      | 2    |      |          |      |      |      |       | 3    |      |      |
| 4436                             | G         | 750200 UNION OIL LOS ANGELES     |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0334                             | A         | 752228 UNITED ELECTRIC SUPPLY C  |                              |                                       | 1                             |       |      |      | 1    |          |      |      |      |       |      |      |      |
| 0609                             | G         | 754363 UNITED STATES GOVT        |                              |                                       | 8                             |       |      |      |      |          |      |      |      |       |      |      |      |
| 0609                             | A         | 754578 U S GOVT                  | 81                           |                                       |                               |       |      |      |      |          |      |      |      | 8     |      |      |      |
| 0609                             | J         | 755055 US NAVY DEPT BREMERTON    | 24                           |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 1539                             | A         | 755168 UNITED STATES GOVERNMENT  |                              |                                       | 1                             |       |      |      |      | 1        |      |      |      |       |      |      |      |
| 4436                             | J         | 755220 UNITED STATES GOVERNMENT  | 3                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0738                             | G         | 755457 U S GOVT RHODE ISLAND     |                              |                                       | 2                             |       |      |      |      |          |      |      |      | 2     |      |      |      |
| 4436                             | G         | 756737                           |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0334                             | J         | 756859 US STEEL SOUTH CHICAGO    | 1                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0334                             | A         | 756870 U S STEEL CHGO ILL        |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4436                             | J         | 760385 VALLEY ELECTRIC CO        | 2                            | 1                                     | 2                             |       |      |      |      |          |      |      |      |       |      |      |      |
| 2332                             | A         | 762604 VAN TRANS ELECTRIC CORP   |                              |                                       | 54                            | 1     | 5    |      |      |          | 9    |      | 23   |       | 3    | 12   |      |
| 2332                             | A         | 762724 VANTRAM ELEC CORP         | 4                            |                                       | 4                             |       | 4    |      |      |          |      |      |      |       |      |      |      |
| 1539                             | A         | 766675 VIRGINIA ELEC & POW VA    |                              |                                       | 1                             |       |      |      |      |          | 1    |      |      |       |      |      |      |
| 2831                             | J         | 768812 VOLLAND ELECTRIC          | 1                            |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 4436                             | J         | 772695 WALDORF-HOERNER PAPER     | 1                            |                                       | 1                             |       |      |      |      |          |      |      |      |       |      | 1    |      |
| 0334                             | J         | 790570 WESTERN FELT WORKS        |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0832                             | G         | 792211 WESTINGHOUSE ELECTRIC     |                              |                                       | 1                             |       |      |      |      |          |      |      |      |       |      | 1    |      |
| 1539                             | A         | 792244 WESTINGHOUSE SUP WASH DC  |                              |                                       | 4                             |       |      | 4    |      |          |      |      |      |       |      |      |      |
| 2831                             | A         | 792290 WESTINGHOUSE BUFFALO      |                              |                                       | 1                             |       |      |      |      |          |      |      |      | 1     |      |      |      |
| 4436                             | A         | 792348 WESTINGHOUSE W MIFFLIN    |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 1539                             | G         | 810348 ALAN WOOD STEEL CO        |                              |                                       | 1                             |       |      |      |      |          |      | 1    |      |       |      |      |      |
| 0621                             | J         | 827110 CLAIM ACCOUNT             |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0621                             | A         | 827352 CLA&- ACCOUNT             |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0621                             | J         | 829095 UNIO- PACIFIC RAILROAD C  |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |
| 0621                             | J         | 829999                           | 1                            |                                       | 3                             |       | 1    |      |      | 2        |      |      |      |       |      |      |      |
| PRODUCT GRADE TOTAL              |           |                                  | 806 2142                     | 792 1384                              | 64                            | 134   | 114  | 86   | 63   | 93       | 57   | 177  | 178  | 149   | 179  | 83   |      |
| 16 1050 300 TRANS PYRAMID A13838 |           |                                  |                              |                                       |                               |       |      |      |      |          |      |      |      |       |      |      |      |