

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		706	
DIST.	SALES- MAN	PROD GRP.	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.
X	161040	240	AROCLOR DIST-1242																	
0737	A		006385	AEROVOX CORPORATION	1500	1790	1500	1576	187	183	182	188	92	94	93	187	92	93	94	93
1037	A		009534	ALBANY FELT CO																
2730	A		030766	ANACONDA ALUM LOUISVILLE																
1037	J		100975	BROWN BOVERI CO	1	1	1													
4136	A		126650	CASCADE MACH & ELEC WASH																
0804	A		144359	CHRYSLER CORPORATION																
2831	A		178585	PETER COOPER CRP GOWANDA	1	1	1													
0737	A		179800	CORNELL DBLIER N BEDFORD	1000	1217	1000	1645	198	172	128	286	92	95	122	94	186	90	94	88
1502	A		222200	E I DU PONT DE NEMOURS W																
0334	A		234158	ELECTRICAL UTILITIES	870	823	870	948	135	92	136	90	90	135			90	46	90	45
1037	A		234423	ELECTRON IC COMPOME	1400	1378	1400	1284	94	91	184	189	2	93		179	90	87	184	89
1037	A		254493	FED PAC ELEC NEWARK NJ	648	664	648	659	93		95		105		93	88		93	93	
2730	G		267868	FOSTER TRANSFORMER OHIO																
0832	A		282888	GEN ELECTRIC NEW ORLEANS	6	6	6													
1037	A		283123	G E CO HUDSON FALLS NY	9200	8667	9200	9396	745	467	737	838	932	1030	838	371	1025	1026	828	559
1539	J		331850	HERCULES INC MIL DEL																
1539	A		334512	HIGH ENERGY INC			4							1		3				
1539	A		369820	ITE CIRCUIT BREAKER			2										2			
1631	J		381435	JAY MFG CANONSBURG PA		1	1	1	1											
1631	A		381436	JAY MFG FRANKLIN PA	6	6	6	2	1			1								
0334	A		427150	LINE MATERIAL CO DIV	1000	986	1000	1224	90	96	96	94	94	190	92	95	95	94	92	96
2730	A		444711	P R MALLORY AND CO I	800	660	800	753	68	70	68	69	69	69	34	100	34	69	69	34
1073	A		446668	JOHN MANNING PAPER CO																
2332	J		451598	MARTIN CO DENVER COLO																
4435	G		451989	MARTIN MARIETTA CORP ILL																
2730	G		462341	MC GRAW- EDISON																
2831	A		539390	OHIO BRASS COMPANY	300	467	300	422	97		95		95		94	41				
2730	A		547464	ORR FELT AND BLANKET CO																
2831	A		614620	RELIANCE ELEC ASHTABULA	10	7	10	9		2	2		2	2		2				
2831	A		614621	RELIANCE ELEC CLEVE OH	4	2	4	6	2		1	1			2					
1133	A		645451	SANGAMO ELEC PICKENS SC	2100	1414	2100	2120	119	115	195	159	118	199	119	157	195	275	233	236
0738	A		655410	P J SCHWEITZER LEE MASS																
1539	A		655415	P J SCHWEITZER ELIZ N J			1											1		
0737	A		694400	SPRAGUE ELEC N ADAMS MA	1500	1613	1500	1576	189	185	94	90	93	188	92	92	183	93	278	
2831	A		701029	STD TRNSFRMER WARREN OH		2														
0738	J		707656	STEVENS PAP MILLS WESTF	1	2	1													
0770	A		707656	STEVENS PAP MILLS WESTF		1	2				1		1		1		1			
0738	A		752222	UNITED ELEC CONTROLS CO		1	1												1	
0738	G		757886	UNIVERSAL PROD MASS																
1631	A		792300	WESTINGHOUSE PITTS		1		1							1					
2730	A		792306	WESTINGHOUSE BLOOMING	6200	3442	6200	2722					4	284	451	363	362	358	366	536
0832	A		792315	WESTINGHOUSE VICKSBUR	600	462	600	454	88		93			94		89			90	
0777	A		792740	MEYERHAEUSER FITCHBURG		1		1					1					1		
1037	A		816494	YORK CAPACITOR CORP	20	42	20	72	12	6	12	6	6	6	9	6	6		3	