FORM S-910
REV. 11/66

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: DEC. | YEAR: 1967 | PAGE NO. 709

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.
			16 1050 200 TRANSFORMER INERTEEN PPO															
1631	A	063726	EARL B BEACH CO	3		2				2								
1037	J	069642	BELYEN CO JERSEY CITY NJ	1		1											1	
2332	J	070255	BENDIX CORP KAN CITY MO															
0738	J	075050	BETHLEHEM STEEL CORP	1														
4336	A	075050	BETHLEHEM STEEL CORP			1						1						
2332	A	080640	BLACK HILLS POWER &															
2831	A	083485	E W BLISS CO			1					1							
4135	A	086735	BOEING AIRPLANE SEATTLE	1	1	1												
4135	A	086736	BOEING AIR RENTON TRANS		1													
1037	J	087114	BOGUE ELEC PATERSON NJ			2											2	
1133	G	098688	BRISTOL TENN ELECTRIC			1												1
1037	J	104782	BUCHANAN ELECTRICAL															
2906	J	112018	C B & S ELECTRICAL CO	3								–	–					
4136	J	112094	C L ELEC CO															
4336	G	113954	CALIFORNIA ELECTRIC CO															
0832	J	115812	CAMERON IRON WORKS	3														
0738	A	116648	CAMPBELL TAYLOR INC															
1133	J	123744	CAROLINA TRANSFORMER CO	6	3	1			–						1			
1037	G	124278	CARPENTER STEEL COMPANY															
0334	G	129299	CELOTEX CORPORATION															
2332	J	131000	CENTRAL ILLINOIS PUBLIC	1														
2332	J	132501	CENTURY ELEC FULTON MO	2	2	2												
1037	A	132673	CERAMASEAL NEW YORK															
0334	A	140753	CHICAGO ELEC CO CHICAGO															
0334	A	141194	CHICAGO SPRING CO															
2332	J	144346	CHRYSLER CORP ST LOUIS	1														
2730	A	145064	CINCINNATTI IND INC															
2831	J	152029	DIV OF PURCH&SPLY CLVLND	1	3													
0334	A	164624	COLD SPRING EQUIPMENT CO															
1037	G	169250	COLUMBIA UNIV N Y			1										1		
0334	G	171855	COMMONWEALTH ELECTRIC			1							–	1				
4136	J	172028	COMMUNICATIONS SATELLITE	1														
0738	A	174071	CONN LIGHT & POW BERLIN	1														
0738	G	174072	CONN LIGHT&POW HARTFORD															
1037	J	175025	CONSOLIDATED EDISON N Y	4														
2730	A	176808	CONTINENTAL ELECTRIC															
2332	A	180368	CORTRAN MANUFACTURING CO			30				3				7		7		13
4165	A	188241	CROWN ZELLERBACH COR			3		1	1					1				
2730	A	198650	DAYTON MALLEABLE IRON			1		1										
1133	A	206973	DIAMOND ALKALI CO			5	3										3	
1037	A	215629	DOUBLEDAY & CO INC			1				1								
2332	J	216551	DOWZER ELEC MACH WKS	4	3	3					1		2					
1133	A	222200	E I DU PONT DE NEMOURS W. DE			1			1									
1539	A	222200	E I DU PONT DE NEMOURS W. DE				–											
2730	J	225613	E & H ELECTRIC SUPPLY	1														
			16 1050 200 TRANS INERTEEN PPO															

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