

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		498
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.				
0832	A		10 6758 000 PYDRAUL AC																					
1038	G		554744 PAN AM PET HOUSTON TEX					1				-	-							1				
0334	A		565691 PENN CONTROLS INC			1		1																
2906	G		567190 PENNSALT CHEM WYANDOT					1											1					
4136	J		567202 PENNSALT CHEM CORP WASH			1																		
2332	G		575128 PEVELY DAIRY ST LOUIS																					
2332	A		575796 CHAS PFIZER TERRE HAUT			10	12	10	12		1	1	1	1	1	1	1	1	1	1				
0832	A		577700 PHILLIPS PETROLEUM CO			50	36	50	30	2		2	5	5	7			3	2	5				
2332	J		577700 PHILLIPS PETROLEUM CO																					
4436	A		577707 PHILLIPS PETROLEUM CO																					
0832	J		577750 PETROTEX CHEMICAL			9		8		8														
0832	A		586499 PLACID OIL COMPANY																					
0832	G		587679 PLYMOUTH OIL COMPANY																					
2332	J		606020 RALSTON PURINA MNTGMRY C																					
0832	J		606025 RALSTON PURINA SHREVEPOR																					
2332	J		606028 RALSTON PURINA DECATUR																					
2302	A		606030 RALSTON PURINA VISALIA																					
1133	A		606039 RALSTON PURINA CO			1		1								-								
2332	J		606041 RALSTON PURINA STOCKTON																					
1133	A		606042 RALSTON PURINA MACON GA													-								
2332	J		606044 RALSTON PURINA MEMPHIS																					
0334	A		606048 RALSTON PURINA IOWA FALL																					
1539	A		606049 RALSTON PURINA WLMNGTN D			1		1				1												
0334	J		606053 RALSTON PURINA DAV IOWA			1		1				1								1				
1539	A		606054 RALSTON PURINA RCHMD VA						1															
2332	J		606055 RALSTON PURINA SPRINGDAL																					
1133	J		606056 RALSTON PURINA JACKSON													-								
2332	J		606060 RALSTON PURINA OMAHA			1	1	1																
2332	J		606061 RALSTON PURINA DENVER																					
0832	J		606064 RALSTON PURINA FT WORTH																					
1133	J		606080 RALSTON PURINA WILSON													-								
2332	J		606084 RALSTN PURNA POCATLO IDA											1										
2906	A		606085 RALSTON PURINA BATTLE CR			1		1						1										
1133	A		606087 RALSTON PURINA GUNTERS			1		1							1		-							
2730	A		606090 RALSTON PURINA CIN OHIO			1	1	1										1						
0832	J		612234 REEF CORPORATION			2		1						1				1						
0832	J		612428 REEVE BIG SPRINGS TEX			1																		
0334	G		612498 REFINERY ENGINEERING CO																					
2906	G		612498 REFINERY ENGINEERING CO																					
0832	G		620245 RICH'S VILLAGE SPORTING																					
0334	A		626627 ROCHESTER DAIRY COOPERAT																					
1133	G		629650 ROHM & HAAS CO - FRYETTVILLE, NC																					
2332	A		633299 ROUNDS & STEWART WICHITA																					
0334	A		642132 ST PAUL AMMONIA PROD INC			20	59	20	110	6	31		24			24			24					
1539	A		653730 SCHRAMM INC																					
			10 6758 000 PYDRAUL AC																					