

AMERICAN BRAKEBLOK DIVISION

A-B-K Sales to Principal Customers

| <u>Customer</u>             | <u>1948</u><br><u>Net Sales</u> | <u>% of</u><br><u>Total</u> | <u>1947</u><br><u>Net Sales</u> | <u>% of</u><br><u>Total</u> |
|-----------------------------|---------------------------------|-----------------------------|---------------------------------|-----------------------------|
| 1 Republic Steel Corp.      | \$ 73,079.07                    | 17.37%                      | \$ 72,557.61                    | 16.85%                      |
| 2 Carnegie-Illinois         | 49,679.46                       | 11.81                       | 89,864.50                       | 20.88                       |
| 3 Rapids-Standard Co.       | 47,422.79                       | 11.27                       | 35,620.21                       | 8.27                        |
| 4 Bethlehem Steel Co.       | 27,259.55                       | 6.48                        | 20,330.90                       | 4.72                        |
| 5 U. S. Navy                | 26,614.00                       | 6.32                        | 19,231.05                       | 4.47                        |
| 6 Superior Sheet Steel      | 21,778.29                       | 5.18                        | 6,223.40                        | 1.45                        |
| 7 Briggs Mfg. Co.           | 18,140.14                       | 4.31                        | 13,959.02                       | 3.24                        |
| 8 National Tube Co.         | 16,355.64                       | 3.89                        | 16,241.27                       | 3.77                        |
| 9 Youngstown Sheet-Tube     | 10,787.31                       | 2.56                        | 10,094.27                       | 2.34                        |
| 10 Amer. Steel & Wire       | 9,006.55                        | 2.14                        | 8,439.22                        | 1.96                        |
| 11 Sharon Steel Co.         | 8,914.88                        | 2.12                        | 3,717.17                        | .86                         |
| 12 Int'l. Harvester         | 7,681.74                        | 1.83                        | 9,080.67                        | 2.11                        |
| 13 Granite City Steel Co.   | 7,648.00                        | 1.82                        | 3,084.54                        | .72                         |
| 14 Acme Steel Corp.         | 7,259.83                        | 1.73                        | 7,445.34                        | 1.73                        |
| 15 Niles Rolling Mill Co.   | 6,546.55                        | 1.56                        | 5,949.62                        | 1.38                        |
| 16 Copperweld Steel Co.     | 6,271.00                        | 1.49                        | 8,074.26                        | 1.88                        |
| 17 Weirton Steel Co.        | 5,396.60                        | 1.28                        | 4,030.72                        | .94                         |
| 18 Chrysler Corp.           | 5,388.36                        | 1.28                        | 2,098.95                        | .49                         |
| 19 Jones & Laughlin Steel   | 5,369.76                        | 1.28                        | 9,033.08                        | 2.10                        |
| 20 Tennessee Coal, Iron, RR | 5,270.56                        | 1.25                        | 1,496.28                        | .35                         |
| 21 Mahoning Valley Steel    | 4,937.50                        | 1.17                        | 3,790.06                        | .88                         |
| 22 Great Lakes Steel        | 4,090.26                        | .97                         | 7,628.04                        | 1.77                        |
| 23 Buffalo Steel            | 3,904.56                        | .93                         | 2,466.91                        | .57                         |
| 24 Fruehauf Trailer-Calif.  | 3,854.48                        | .91                         | 15,291.00                       | 3.55                        |
| 25 Laclede Steel Co.        | 3,161.22                        | .74                         | 3,564.52                        | .83                         |
| Other                       | 34,994.87                       | 8.31                        | 51,206.47                       | 11.89                       |
| Total                       | \$ 420,812.97                   | 100.00%                     | \$ 430,519.08                   | 100.00%                     |

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