

SALES SUMMARY — POINTS 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		526			
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.	
			11 1040 280 A tractor Disk 1254																
1037	A		488361 MOBIL OIL DIV BROOK-NY																
1042	J		488361 MOBIL OIL DIV BROOK-NY																
2906	G		499839 J W MORTELL																
0738	J		507759 N R C EQUIPMENT CORP	9	11	9	6	3					3						
2730	A		513510 NATIONAL OIL AND CHEMICA	1		1	1	1											
1037	A		528131 NICHOLS ENGINEERING				1			1									
0832	J		528166 NICHOLS IND INC	1															
1133	A		535124 NUCLEAR FUEL SERVICES IN																
2831	A		539390 OHIO BRASS COMPANY	1															
2802	A		567085 PENN REFINING CLEVE OHIO	50	20	50	61	20				20				20			
1539	A		567197 PENNSALT CHEM CORNWELL H	5	3	5													
2332	J		587028 PLASTIC RESRCH & DEVLPMN																
1037	A		592573 PREMIER VACUUM PROCESS	1															
0334	G		595329 PRODUCTION TOOL SPECIALT				1							1			1		
2831	A		615950 REPUBLIC STEEL CORP	2			1								1				
1037	A		634614 ROYAL LUBRICANTS CO				2			1	1								
2831	G		638216 RYAN IND CLEVELAND OHIO				1						1						
4436	A		639738 SAFFIRE MFG CO	1	1	1													
0804	A		689620 SOUTHERN SOLVENTS CHEM	2	1	2													
1037	A		692900 SPECIAL METALS INC	10	32	10	26		6	3	6	4	2	1	3		1	1	
2831	A		699600 STD OIL OF OHIO CLEVE	90	93	90	84	9		9	9	9	18			9	12	9	
1037	A		699699 STANDARD PACKAGING CO				2	1				1							
2831	A		717276 SUPER LUBE INC CLEVE OH																
2906	A		732005 THIERICA STUDIO																
2831	A		735900 TIMKEN ROLLER BEARING CO	1	1	1	1					1							
2332	A		736250 TIP TOP PROD OMAHA NEB																
4435	A		743470 TRW SYSTEMS GROUP				1											1	
1037	G		753878 U S CATHETER & INSTR																
0609	J		754460 PINE BLUFF ARSENAL ARK	2			1										1		
1651	J		756853 U S STEEL MONROEVILLE																
2730	G		769900 M & M MANUFACTURING INC																
2906	A		786068 WELSH INDUSTRIES INC				1				1								
2831	A		818050 YOUNGSTOWN SHEET AND																
0621	J		829999				6			6									
			PRODUCT GRADE TOTAL	511	506	540	540	45	14	128	36	20	41	38	114	31	31	34	12
*			111040 285 THERMINOL FR-3																
2730	A		061030 BATTELLE MEMORIAL				1						1						
4135	A		086736 BOEING AIR RENTON TRANS	1															
4136	G		086736 BOEING AIR RENTON TRANS				1									1			
4136	A		086738 BOEING CO RENTON WSH				1												
0334	G		090668 BOSTRUN CORP MILWAUKEE									1							
1539	A		091680 HENRY BOWER CHEM MFG CO																
2906	A		118664 CANNON MUSKEGON CORP	2		2		1							1				
1133	A		166574 COLONIAL BAKING CO	1		1													