

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		165
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.
1101	A		728300	TENN EASTMAN CO															
0804	A		730481	TEXAS SOLVENTS HOUSTON	150	123	150	131	18	6	12	15	23	12	6	6	18	12	4
0804	A		730482	TEXAS SOLVENTS DALLAS TX	85	67	85	26					3	8	3	6	2		3
1016	A		732050	THIOKOL CHEM TRENTON	1		1												
2802			740546	TREMCO MFG CO	20														
1601	G		741148	TRI-STATE RUBBER SALES I			1										1		
4303	J		741310	TRIANGLE PAINT COMPA	1														
1167	A		748240	UNION BAG CAMP PA SAVANN	8	4	8												
1010	A		748588	UNION CARBIDE CORP NY NY															
1010	J		748592	UNION CARBIDE KOKOMO IND	4		2		2										
2730	A		748592	UNION CARBIDE KOKOMO IND			5			1		1		2				1	
1010	A		748631	UNION CAR UC PLASTICS															
1010	A		748683	UNION CARBIDE CORP															
2308	A		751163	UNISEAL INCORPORATED															
1016	A		752950	UNITED LACQUER MFG C	4	4	4	6					1	1		1	2	1	
2302	J		753448	UNITED PAINT CO	1	1	1												
1019	J		753878	U S CATHETER & INSTR															
0609	A		753928	U S ARMY DOVER N JERSEY															
0609	J		754405	CHIEF TRAFFIC SERVICES S															
0372	A		756183	U S GYPSUM NEW YORK															
0372	A		756185	UNITED STATES GYPSUM CO	2	1	2												
2308	A		756316	U S PAINT LACQUER & CHEM	1	1	1												
0308	A		756608	U S RBR MISHAWAKA IND															
1088	J		765085	VICTOR BALATA TEXTILE	1-														
2706	A		766150	VIMASCO CORPORATION			30			11					19				
0769	A		777850	S D WARREN CUMBERLND M															
2905	J		789772	WESTERN COATINGS MFG CO															
1507	A		790260	WESTERN ELECT BALTIMORE															
2308	A		790726	WESTERN KANSAS INDUSTRIA															
2905	G		791529	WESTERN SOLVENTS &			108										36	48	24
2905	A		791530	WESTERN SOLVENTS& CHEM	450	295	450	324	42	28		42	43	51	24	39	6	49	
1503	A		792650	WETHERILL CHEMICALS INC															
2308	J		800329	WILKO PAINT INC	1	1	1												
2346	G		802030	T D WILLIAMSON INC															
0286	A		805371	WINFIELD INDUSTRIES INC															
0307	A		807444	WIS SOLVENTS & CHEM CORP	300	196	300	211	24	10	24	6	13	16	37	9	21	16	31
0308	A		807521	H E WISDOM & SONS INC	4	4	4	3	1		1	1		1	1				
2308	A		808350	JOHN H WITTE AND SON				1				1							
2905	A		809717	WOLVERINE SOLV & CHEM	25	19	25	18	6			4			3	2		4	
2802	A		812515	WOOSTER FINISHES COR					1	1-									
1102	A		814269	WYANDOTTE PAINT CO NRCRS															
2904	J		814269	WYANDOTTE PAINT CO NRCRS															
2291	J		815080	XYLOS DIV FIRESTONE															
2704	A		816154	YENKIN MAJESTIC PT CORP															
0621	J		827140	CLAIM ACCOUNT															
04 1040 280 ARAC/GR DIST 1254																			