FORM NO. 776-0

SALES SUMMARY

ORGANIC #2	#1 SALESMEN'S SALES BY CUSTOMER A. GENERAL DISTRICT B. AGRICULTURAL CHEMICAL DISTRICT C. RUBBER ACCOUNTS D. PLASTICS DIVISION	#2 PRODUCT SALES BY CUSTOMER A. TOTAL ORGANIC SALES B. RUBBER ACCOUNTS ONLY	#3 DISTRICT PRODUCT SALES BY CUSTOMER A. GENERAL DISTRICT B. AGRICULTURAL CHEMICAL DISTRICTS C. RUBBER ACCOUNTS D. PLASTICS DIVISION	#4 CUSTOMER SALES BY PRODUCTS A. ALL ORGANIC ACCOUNTS B. AGRICULTURAL CHEMICAL ACCOUNTS ONLY C. RUBBER ACCOUNTS ONLY	MONTH: DEC.	YEAR: 1966	PAGE NO.: 801

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				SALES THIS MONTH		SALES THIS YEAR TO DATE		TOTAL SALES LAST YEAR	
				POUNDS	DOLLARS	POUNDS	DOLLARS	POUNDS	DOLLARS
22 89 A 259368	FIRESTONE LAKE CHARLES					1,348	250	674	125
41 36 A 264660	FMC POCATELLO IDAHO					674	125		
27 30 G 265327	FORD MTR CO INDIANAPOLIS					420	120		
10 37 A 279400	GARFUNKEL COMPANY					2,022	348		
07 38 G 281697	GEIGY CHEM CRANSTON RI					674	127		
10 37 A 282347	GEN CABLE PERTH AMBOY NJ							1,348	250
29 34 A 283159	G E SUPPLY CO DET MICH								
28 31 A 284120	GENL MOTORS CLEVE OH							5,392	999
28 31 A 284154	GENERAL MOTORS					1,348	250		
11 33 A 286750	GEORGIA POWER CO								49
23 32 J 296172	GOOD ALL ELECTRIC MF							60	17
22 31 A 296439	GOODRICH GULF INSTITUTE							674	141
23 32 J 300950	GRANITE CITY STEEL C					120	34		
03 34 A 302464	GRAYBAR ELEC PEORIA ILL					3,370	624	2,022	375
27 30 A 302472	GRAYBAR ELEC LOUISV KY							794	159
07 38 A 303850	GREAT NORTHERN PAPER CO					1,348	250		
07 69 G 303850	GREAT NORTHERN PAPER CO					674	127		
41 36 A 322572	HARRIS PINE MILLS							180	61
03 34 A 333140	HEVI DUTY ELEC MILW WIS	100				30,330	5,620	100,426	18,397
03 34 A 333141	HEVI DUTY ELEC WATERTOWN							6,740	1,249
11 33 G 334190	HIGGINS ELECTRIC CO								
29 34 G 338510	HI VOLTAGE SYSTEMS					360	69		
41 36 G 344303	HOOKER CHEM TACOMA					1,348	250		
23 32 J 346360	HORNBECK & HARDIE					1,348	249		
03 34 A 357550	UNIVERSITY OF ILLINOIS					1,080	206		
23 32 J 361164	INDIANA AND MICHIGAN ELE							1,348	250
23 32 J 366722	INTER STATE ELECTRIC					360	69	4,764	887
15 39 A 369820	ITE CIRCUIT BREAKER	1530		308,720	47,389	1,162,498	327,515	1,842,192	276,775
11 33 G 371280						674	127		
11 33 G 372459	JAMES TUBE CO					360	69		
16 31 A 380415	JONES & LAUGH CALIF PA							2,696	500
16 31 A 380425	JONES & LAUGH PITTS PA					6,740	1,249		
11 33 G 380592	JONES TUBE COMPANY					1,080	206		
03 34 G 381264	JOSLYN MANUFACTURING CO					60	17		
27 30 G 391059	KENTUCKY MINE SUPPLY CO					300	87		
41 36 G 392312	KETCHIKAN PULP COMPANY			1,348	254	4,710	878		
10 37 A 424352	LIGHT ELECTRIC CORP							2,022	443
10 37 G 431842	J R LONGO & SONS MORRIS					674	127		
11 33 A 433198	P LORILLARD GREENBORO NC							2,022	375

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