

## SALES SUMMARY

| ORGANIC #2                             | #1 SALESMEN'S SALES BY CUSTOMER<br>A. GENERAL DISTRICT<br>B. AGRICULTURAL<br>CHEMICAL DISTRICT | #2 PRODUCT SALES BY CUSTOMER<br>A. TOTAL ORGANIC SALES<br>B. RUBBER ACCOUNTS ONLY | #3 DISTRICT PRODUCT SALES BY CUSTOMER<br>A. GENERAL DISTRICT<br>B. AGRICULTURAL<br>CHEMICAL DISTRICTS | #4 CUSTOMER SALES BY PRODUCTS<br>A. ALL ORGANIC ACCOUNTS<br>B. AGRICULTURAL CHEMICAL ACCOUNTS ONLY<br>C. RUBBER ACCOUNTS ONLY | MONTH            |           | YEAR                    |         | PAGE NO.              |         |
|----------------------------------------|------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|------------------|-----------|-------------------------|---------|-----------------------|---------|
|                                        |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               | DEC.             |           | 1966                    |         |                       | 806     |
|                                        |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               | SALES THIS MONTH |           | SALES THIS YEAR TO DATE |         | TOTAL SALES LAST YEAR |         |
|                                        |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               | POUNDS           | DOLLARS   | POUNDS                  | DOLLARS | POUNDS                | DOLLARS |
| 16 1050 200 TRANSFORMER INERTEN PPO    |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 03 34 G 792359                         | WESTINGHOUSE ELECTRIC CO                                                                       |                                                                                   |                                                                                                       |                                                                                                                               |                  |           | 360                     | 69      |                       |         |
| 29 34 A 792364                         | WESTINGHOUSE LANSING MJC                                                                       |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         | 480                   | 119     |
| 41 36 G 792724                         |                                                                                                |                                                                                   | 674                                                                                                   | 127                                                                                                                           | 674              | 127       | 674                     | 127     |                       |         |
| 41 36 G 792739                         | WEYERHAEUSER LONGVIEW                                                                          |                                                                                   |                                                                                                       |                                                                                                                               | 674              | 125       |                         |         |                       |         |
| 28 31 A 818050                         | YOUNGSTOWN SHEET AND                                                                           |                                                                                   |                                                                                                       |                                                                                                                               | 9,370            | 624       |                         |         | 11,688                | 2,264   |
| 06 21 J 828808                         | SOUTHERN PACIFIC CO                                                                            |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       | 289-    |
| 06 21 J 829999                         |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               | 674              |           |                         |         |                       |         |
| POTENTIAL                              | 3480                                                                                           | PRODUCT GRADE TOTAL                                                               | 468,589                                                                                               | 76,387                                                                                                                        | 6,049,270        | 958,443   | 6,369,701               | 996,389 |                       |         |
| * 16 1050 210 TRANS INERTEN 54201 KA   |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 44 36 A 792267                         | WESTINGHOUSE PHOENIX                                                                           |                                                                                   |                                                                                                       |                                                                                                                               |                  |           | 102,109                 | 13,915  | 50,550                | 7,835   |
| 16 31 A 792300                         | WESTINGHOUSE PITTS                                                                             |                                                                                   |                                                                                                       |                                                                                                                               |                  |           | 75                      | 15      | 18,872                | 3,114   |
| 16 31 A 792303                         | WESTINGHOUSE SHARON PA 4200                                                                    | 299,380                                                                           | 39,279                                                                                                | 3,892,108                                                                                                                     | 475,836          | 4,696,180 | 606,789                 |         |                       |         |
| 06 21 J 827110                         | CLAIM ACCOUNT                                                                                  |                                                                                   |                                                                                                       |                                                                                                                               |                  |           | 251                     |         |                       |         |
| POTENTIAL                              | 4200                                                                                           | PRODUCT GRADE TOTAL                                                               | 299,380                                                                                               | 39,279                                                                                                                        | 3,892,875        | 489,515   | 4,745,602               | 617,738 |                       |         |
| * 16 1050 220 FLUID 1248               |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 16 31 A 792303                         | WESTINGHOUSE SHARON PA                                                                         |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         | 3,000                 | 720     |
| POTENTIAL                              |                                                                                                | PRODUCT GRADE TOTAL                                                               |                                                                                                       |                                                                                                                               |                  |           |                         |         | 3,000                 | 720     |
| * 16 1050 300 TRANSFORM PYRANOL A13838 |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 00 00 G 000000                         |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 11 33 G 000000                         |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 15 39 G 000000                         |                                                                                                |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 15 39 A 000001                         | UNASSIGNED TO ACCOUNTS                                                                         |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 16 31 A 000001                         | UNASSIGNED TO ACCOUNTS                                                                         |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 29 34 A 000001                         | UNASSIGNED TO ACCOUNTS                                                                         |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         |         |                       |         |
| 10 37 G 000412                         | A M F THERMATOOL INC                                                                           | 675                                                                               | 127                                                                                                   | 675                                                                                                                           | 127              |           |                         |         |                       |         |
| 29 34 A 002130                         | ACE TRANSFORMER SERV CO                                                                        |                                                                                   |                                                                                                       | 9,960                                                                                                                         | 755              | 2,520     | 480                     |         |                       |         |
| 06 00 G 009990                         | ALBERS FEED & FARM SUPPL                                                                       |                                                                                   |                                                                                                       | 1                                                                                                                             |                  |           |                         |         |                       |         |
| 16 31 A 014014                         | ALLIS CHALMERS PITTS PA                                                                        |                                                                                   | 2                                                                                                     | 675                                                                                                                           | 127              |           |                         |         |                       |         |
| 44 36 G 014016                         | ALLIS CHALMERS SAN F                                                                           |                                                                                   |                                                                                                       | 360                                                                                                                           | 89               |           |                         |         |                       |         |
| 23 32 G 014017                         | ALLIS CHALMERS                                                                                 |                                                                                   |                                                                                                       | 130                                                                                                                           | 38               |           |                         |         |                       |         |
| 10 37 A 026888                         | AMERICAN RECTIFIER CORP                                                                        | 675                                                                               | 127                                                                                                   | 4,725                                                                                                                         | 890              | 18,900    | 3,588                   |         |                       |         |
| 15 39 G 033130                         | ANCHOR HOOKING GLASS CO                                                                        |                                                                                   |                                                                                                       | 1,395                                                                                                                         | 267              |           |                         |         |                       |         |
| 10 37 A 036412                         | ARGO MARINE SUPPLY CO                                                                          |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         | 675     | 150                   |         |
| 03 34 A 036425                         | ARGONNE NATL LEMONT ILL 10                                                                     |                                                                                   |                                                                                                       |                                                                                                                               |                  |           |                         | 6,075   | 1,220                 |         |