FORM S-910
REV. 11/66

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: DEC. | YEAR: 1967 | PAGE NO.: 531

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.
1037		A	284146 GENL MOTORS CHEV MASSENA	150	6	50	84	6		6		19	26	19					7
2831		A	284154 GENL MOTORS BUFFALO N Y	250	213	200	5-	3	15-		7								
2906		G	284155 GEN MTRS MILFORD MICH				1										1		
2906		J	284155 GEN MTRS MILFORD MICH		1														
2831		A	284170 GENERAL MOTORS CORP				6						3	3					
2831		A	284187 GENL MOTORS WARREN MICH		4		1											1	
2730		A	292996 GLOBE INDUSTRIES INC	1	1	1													
2831		A	299076 GOULDS PUMPS INC	4	2	4													
2906		J	299915 GRANCO INC	3	1	3													
2332		G	303660				1											1	
1539		A	310975 GULF OIL CO PITTS PA		2-					-									
4136		A	318998 HANNA NICKLE SMELTING CO	36	35	36	26					5		5		5	5	5	
0334		J	319206 HANNIFIN CO DIV		3									-					
2730		A	325029 HARVEY ALUMINUM CO				6				6								
2831		A	335920 HILL ACME COMPANY	2	1	2													
4436		A	343687 HONEYWEL INC GARDENA CAL		26														
0334		A	343690 HONEYWELL INC S MINEAP M	12	6	12				-				-					
1539		J	348427 HOWMET LANCASTER PA	8	9	8	4			-				4					
0334		A	351306 HUMBLE OIL TULSA		5-									-					
2906		A	351306 HUMBLE OIL TULSA		17-														
4436		J	358177 IMPE9IAL DIE CASTING CO		1														
2332		J	362942 INDUSTRIAL TOOL & DIECAS		2		8		1	1	1		1	1	2	1	1	1	
4436		A	364462 INTL CAST PROD INC		3														
0738		A	364600 INTERNATIONAL EQUIP CO					-											
0334		A	364865 INTERNATIONAL HARVESTER				1			1									
4436		A	369875 I T T CONTROLS &	20	42	20	68	3	3	3	9	3	3	3	10	6	6	6	10
4436			369876 ITT CANNON ELEC LA	73		73													
4436		A	369877 ITT CANNON ELE SANTA ANA		16		12	3	10										
1037		J	375917 JERSEY CENTRAL POWER &																
1037		A	375918 JERSEY CENTRAL P & L CO																
0334		A	378425 JOHNSON MOTORS DIV	800	710	800	851	39	40	110	42	97	39	87	88	40	80	86	103
4136		A	383223 KAISER ALUM TRENTWOOD		4		8										4		4
4136		A	383225 KAISER ALUMINUM MEAD WAS	6	3	6	22	3	4		4		4		4		4		
4136		A	383227 KAISER ALUM TACOMA WASH	6	1	3	2				2								
4136		A	383236 KAISER ALUMI SPOKANE WAS	40	26	33	4											4	
1037			385653 KASON DISPLAY HDWE	1															
4136		A	386039 KAWECKI CHEM WENAT WASH				9			1	3	3		3					
1631		J	388000 THE M W KELLOGG COMPANY		1														
1037		A	389850 KENNAMETAL LATROBE PA	1															
1631		A	389850 KENNAMETAL LATROBE PA	4	4	4	3							1			1		
1539			389888 KENNECOTT REFINING CORP	39		10													
2831		A	392900 KEYSTONE BRASS WORKS INC	1	1	1	1							1			1		
0334		A	393775 KIEKAEFER FONDULAC WISC				6									6			
0334		A	397164 KITCHEN-QUIP INC	5	4	5													
2831		A	420260 LESTER CASTINGS INC		32		6	3				3							

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