

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		713		
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.
16 1050 200 Transformer Inerteen PPO																		
2730	G		748588 UNION CARBIDE CORP NY NY			1							1					
2730	A		748592 UNION CARBIDE KOKOMO IND	1		3									3			
1037	J		750914 UNION STEEL CORP	10	10													
2332	J		753115 UNITED NUCLEAR CORP															
0609	J		753914 U S DEPT															
0738	A		753953 SUPPLY OFFICE			1					1							
1133	A		753956 U S GOVERNMENT															
0609	A		753989 NATIONAL ADVISORY	2														
4436	J		753993 SUPPLY OFFICER IN CO															
2332	J		754372 U S ARMY ENGINEER ST L															
0609	A		754568 U S GOVT FT IRWIN CAL			1					1							
0609	J		754731 SUPPLY OFFICE	2		6	2		2					2				
4336	A		754731 SUPPLY OFFICE			2			2									
0609	J		754798 VETERANS ADMINISTRATION C															
1539	G		755003 U S DEPT NA WASH DC			1									1			
1133	G		755004 FINANCE & ACCTG OFF GA			1									1			
1037	J		755025 NAVY SUPPLY DEPT BRKLYN	3		3			3									
0609	J		755026 UNITED STATES DEPT	1														
1037	A		755026 UNITED STATES DEPT			3			3									
0609	G		755048 USN			9												9
1539	G		755092 OFF ARCH CAPITOL WASH DC															
0738	G		755101 BASE FINANCE OFF MASS			1											1	
0609	J		755143 US GOVT BUREAU RECLM BLN															
0609	J		755370 US GT NVL CTR PT HNAME C			1			1									
0609	G		755406															
1539	J		755417 FED AVIATION WASHINGTON	1														
4436	G		755452 U S NAVEL AIR STATION															
0609	G		756038 DISBURSING OFFICER															
4436	J		756852 U S STEEL S FRAN CALIF	3														
0334	A		756870 U S STEEL CHGO ILL			1						1						
1631	A		758345 R E UPTGRAFF MFG CO	300	258	300			50			50				51		
0334	A		758847 UTILITY TRANSFORMER			1												
2332	A		771700 WAGNER ELEC ST LOUIS	125	101	125												
0738	A		777198 WARREN & BIGELOW			1	1											
4136	G		779593 WASH STATE UNIV PULLMAN															
1631	A		788350 WEST PENN POWER GREENSB	3														
4136	G		792210 WESTINGHOUSE EL5CTRIC			1												1
1037	G		792212 WESTINGHOUSE ELECTRIC															
2906	G		792213 WESTINGHOUSE ELECTRIC			1								1		4	4	
2730	A		792214 WESTINGHOUSE COLUMBUS OH															
1539	A		792215 WESTINGHOUSE RICHMOND VA															
0738	J		792216 WESTINGHOUSE BOSTON	3														
0738	A		792218 WESTINGHOUSE BANGOR MA			3							3					
0738	G		792219 WESTINGHOUSE HART CONN															
2906	J		792220 WESTINGHOUSE TOLEDO	1														
16 1050 200 TRANS INERTEEN PPO																		