

SALES SUMMARY — PRODUCTS 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		716
DIST.	SALES MAN	PROD. CO.	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.			
0600	J		16 1050 300 TRANSFORMER PYRANOI A13838																									
1631	A		009990 ALBERS FEED & FARM SUPPL								1																	
4436	J		014014 ALLIS CHALMERS PITTS PA																									
2332	J		014016 ALLIS CHALMERS SAN F																									
0832	A		014017 ALLIS CHALMERS INDEPEN M																									
0334	A		015850 ALUMINUM COMPANY																									
1037	A		026565 AMER POTASH CHGO ILL								5		26		11		3				9		4					
2906	A		026888 AMERICAN RECTIFIER CORP										1	1														
1037	A		027250 AMERICAN SHIP BUILDING C										1			1												
0334	G		029341 AMERICAN VITRIFIED																									
0334	G		030100 AMFAC INC																									
4303	G		030100 AMFAC INC										1															
1539	J		031130 ANCHOR HOCKING GLASS CO								1		3	2														
0334	A		036425 ARGONNE NATL LEMONT ILL										1								1							
4336	G		044210 GUY F ATKINSON CO										1									1						
4436	A		045804 ATLANTIC RICHF LOS ANGEL																									
4336	G		046340 ATLAS ELECTRIC CO INC										1															
4135	A		086735 BOEING AIRPLANE SEATTLE								1																	
4436	A		089513 BORG WARNER CONTROLS										70			1					10	20	20	14	4			
1037	J		099300 BROADWAY MAINTENANCE																									
4136	A		107331 BUNKER HILL COMPANY								4	1	4															
4436	A		113957 CALIFORNIA ELEC WORKS																									
4436	A		114423 CALIFORNIA STATE COLLEGE																									
4436	J		114425 STATE OF CAL COSTA MESTA																									
1539	A		127905 CATERPILLAR TRACTOR CO								12																	
0334	A		134240 CHAMPION IN IRON MT HIGH								1		3			1			1									
2906	J		135894 CHARMIN PAPER CHEYB MICH																									
1133	A		136681 CITY OF CHATTANOOGA								3	3	6	4			2											
0334	G		141384 CHICAGO PARK DISTRICT										2								2							
1037	G		141446 CHICAGO PNEUMATIC TOOL C										1											1				
2906	A		144344 CHRYSLER CORPORATION										1				1											
4436	A		156145 COAST ELECTRIC CO								1	1																
0334	A		171850 COMMONWEALTH EDISON CHGO								15	15	6				5	2		5		3						
4136	A		172029 COMMUNICATIONS SATELLITE										2						1									
2906	G		176741 CONTINENTAL CONVEYOR &										1							1								
0334	A		184573 CRESCENT ELECTRIC SUPPLY																									
2906	A		205350 DETROIT EDISON CO																									
0334	A		209223 DINGS MAGNETIC SEPARATOR								7		7						7									
2332	J		216551 DOWZER ELEC MACH WKS								3	1	3															
1539	A		222200 E I DU PONT DE NEMOURS W.D.B																									
1037	A		233979 ELECTRIC SERV HAWTHNE NJ										8							4								
1133	A		234130 ELECTRICAL EQUIPMENT CO								4																	
4436	A		234239 ELECTRO ENG WORKS INC								3	2	3	1	1													
2831	G		234262 ELECTRO-NETWORKS INC																									
4336	A		239288 ENERGY SYSTEMS INC								12		9								9							
0334	A		241368 ERIE MINING CO								15																	
			16 1050 300 TRANS PYRANOI A13838																									