

SALES SUMMARY — PRODUCTS BY MONTH (THOUSANDS)

DIRECT # 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.					
		A. GENERAL DISTRICT	B. RUBBER ACCOUNTS	A. TOTAL ORGANIC SALES	B. RUBBER ACCOUNTS ONLY	A. GENERAL DISTRICT	B. RUBBER ACCOUNTS	A. ALL ORGANIC ACCOUNTS	B. RUBBER ACCOUNTS ONLY	DECEMBER		1965		435					
DIST.	SALES MAN	PROD. ORP.	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.
			10 4590 009 PYDRAUL F-9																
4101			A283033	G E CO RICHLAND WASH	0005	3	5	2						1			2		
4101			G283100	G E CO WEST LYNN MASS	0002		2												
2831			G283110	G E CO CLEVELAND															
2704			A284127	GEN MOTORS-GUIDE LMP-AND	0005	2	5												
2704			A284133	GENL MOTORS KOKOMO		1													
1005			J284640	GEN PRECISION INC N Y		1													
2332			G284993	GENRL STEEL CASTINGS	0004		4												
1109			J299225	W R GRACE DUNCAN S C															
2332			A300950	GRANITE CITY STEEL C	0010	2-	10												
4302			A303933	GR WESTERN CHEM CO CAL															
2730			G308329	GRIFFIN INDUSTRIES															
0832			A310975	GULF OIL CO PITTS PA	0040	50	40	34	6	1	1			7	9				9
1109			A310975	GULF OIL CO PITTS PA	0259	244	250	214	34	34			9	34	6			89	25-
1505			A310975	GULF OIL CO PITTS PA	0050	166	50	118	12	5	40	22	-	12	10	-	5		
4444			A310975	GULF OIL CORP LOS ANG															
0306			J318987	HANNA ENGINEERING WORKS															
2730			G319206	HANNIFIN CO DIV			4				4								
0306			G320050	HARBISON & WALKER			2											2	
1505			J328943	LOUIS H HEIN CO		2													
0306			G338340	R C HITCHCOCK AND SONS			2						1		1				
4448			G345820	HOPPING FOUNDRY															
1109			J351294	HUMBLE OIL CHAR N C			3			3									
0306			A351295	HUMBLE OIL OAK BROOK ILL			17	6	11										
0832			G351300	HUMBLE OIL HOUSTON TEX	0005	10	5	7	2	-	2	-		2	-	-			
1109			G351301	HUMBLE OIL MEMPHIS			4							2					
2906			A351304	HUMBLE OIL CHAR NC	0100	177	50												
0306			A351306	HUMBLE OIL TULSA	0040	32	40	35		11			9					2	1
2332			A351306	HUMBLE OIL TULSA							12			7					
2906			A351306	HUMBLE OIL TULSA		3	19												
0832			J351312	HUMBLE OIL NEW ORLEA	0010	4	10												
1505			J351313	HUMBLE OIL BALTIMORE MD		2	5	2	2	-	1				1			1	
1005			A351316	HUMBLE OIL PELHAM NY		2	2									2			
2906			G354271	HYDROCRAFT			3						3						
0306			G354305	HYDROLINE MFG CO															
2730			G361875	INDUCTO THERM LINE MELT			2												
1005			G365354	INTERNATIONAL NICKEL CO			1												
4444			A369876	ITT CANNON ELEC LA			1												1
2346			J370276	J AND S FOUNDRY INC		1	1			1					1				
1005			G372270	JAKOBSEN SHIPYARD INC															
1505			A377236	JOHN HOPKINS UNIVERSITY			1												
4101			G383227	KAISER ALUM TACOMA WASH			1							1					
1505			J383233	KAISER REFRACTORY FROSTB		1													