

## SALES SUMMARY

| 2 A                           | #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             | C. RUBBER ACCOUNTS | A. TOTAL ORGANIC SALES       | B. RUBBER ACCOUNTS ONLY | A. GENERAL DISTRICT                   | C. RUBBER ACCOUNTS | A. ALL ORGANIC ACCOUNTS       | B. AGRICULTURAL CHEMICAL ACCOUNTS ONLY | DEC                   | 59    | 159      |
| 04 1040 280 Arcolor Dist 1254 |                                 |                    |                              |                         |                                       |                    |                               |                                        |                       |       |          |
| SALES THIS MONTH              |                                 |                    |                              |                         | SALES THIS YEAR TO DATE               |                    |                               |                                        | TOTAL SALES LAST YEAR |       |          |
| POUNDS                        |                                 |                    |                              |                         | POUNDS                                |                    |                               |                                        | POUNDS                |       |          |
| DOLLARS                       |                                 |                    |                              |                         | DOLLARS                               |                    |                               |                                        | DOLLARS               |       |          |
| C                             | 257930                          | 10 18              | FILTON CO INC                |                         |                                       |                    | 4,200                         | 984                                    |                       | 10    | 4        |
|                               | 258150                          | 03 07              | F G FINDLEY CO MILW WISC     |                         |                                       |                    |                               |                                        |                       |       |          |
|                               | 261516                          | 10 18              | FLAMINGO PT MFG CO INC       | 29-                     |                                       |                    | 300                           | 69                                     |                       |       |          |
| D                             | 262207                          | 44 12              | FLEXFIRM PRODUCTS CO         |                         |                                       |                    | 500                           | 116                                    | 1,500                 | 348   |          |
| A                             | 262215                          | 11 02              | FLEXIBLE PRODUCTS CO         |                         |                                       |                    | 3,600                         | 702                                    | 4,200                 | 810   |          |
|                               | 262350                          | 29 05              | HOWARD FLINT INK DETROIT     |                         |                                       |                    |                               |                                        | 100                   | 24    |          |
|                               | 265120                          | 28 01              | FORBES FIN DIV PITTS PLATE   |                         |                                       |                    | 2,400                         | 525                                    | 2,400                 | 524   |          |
| E                             | 265400                          | 29 05              | FORD PAINT AND VARNI         |                         |                                       |                    | 5,400                         | 1,041                                  | 5,400                 | 1,041 |          |
|                               | 265951                          | 41 01              | FORMAN FORD AND CO OF MONT   |                         |                                       |                    |                               |                                        | 100                   | 24    |          |
|                               | 267575                          | 15 03              | BENJAMIN FOSTER COMP         |                         |                                       |                    | 39,000                        | 7,508                                  | 9,600                 | 2,130 |          |
|                               | 270700                          | 29 05              | FRAZER PAINT COMPANY         |                         |                                       |                    |                               |                                        | 600                   | 116   |          |
| E                             | 273900                          | 30 02              | FROST PAINT AND OIL          |                         |                                       |                    | 200                           | 49                                     |                       |       |          |
|                               | 274674                          | 27 05              | H B FULLER CO OF CIN OHIO    |                         |                                       |                    | 1,200                         | 232                                    | 900                   | 189   |          |
|                               | 274678                          | 43 02              | H B FULLER CO S F CALIF      |                         |                                       |                    | 1,200                         | 272                                    | 1,800                 | 413   |          |
| C                             | 275099                          | 44 11              | W P FULLER LOS ANGEL         |                         |                                       |                    | 1,500                         | 348                                    | 1,500                 | 348   |          |
|                               | 275100                          | 43 02              | W P FULLER SAN F CAL         | 1,200                   | 279                                   |                    | 6,000                         | 1,396                                  | 4,200                 | 978   |          |
|                               | 275111                          | 41 01              | W P FULLER SEATTLE           |                         |                                       |                    | 600                           | 144                                    | 600                   | 144   |          |
|                               | 275636                          | 10 16              | FULTON MFG CO BERWICK PA     |                         |                                       |                    |                               |                                        | 100                   | 32    |          |
| E                             | 275925                          | 44 12              | FURANE PLASTICS INC          |                         |                                       |                    |                               |                                        | 600                   | 144   |          |
|                               | 276224                          | 43 02              | FUSON PLASTIC PROCESSING C   |                         |                                       |                    |                               |                                        | 50                    | 15    |          |
|                               | 279350                          | 10 10              | GARFIELD MANUFACTURI         |                         |                                       |                    |                               |                                        | 50                    | 15    |          |
| E                             | 279450                          | 28 01              | GARLAND COMPANY              |                         |                                       |                    | 4,800                         | 1,052                                  | 6,000                 | 1,305 |          |
|                               | 282550                          | 10 12              | GENERAL CHEMICAL DIV         | 1,200                   | 285                                   |                    | 1,200                         | 285                                    |                       |       |          |
|                               | 282769                          | 44 11              | GENL DYNAMICS SAN DIEGO      | 50-                     | 16-                                   |                    |                               | 1                                      |                       |       |          |
|                               | 282907                          | 07 19              | G E CO CHELSEA MASS          |                         |                                       |                    | 600                           | 137                                    |                       |       |          |
| A                             | 283100                          | 09 03              | G E CO SCHENECTADY NY        |                         |                                       |                    | 100                           | 39                                     |                       |       |          |
| A                             | 283508                          | 10 03              | GENL FOODS DORCHESTER MASS   |                         |                                       |                    | 50                            | 12                                     |                       |       |          |
|                               | 283798                          | 07 83              | GENERAL LATEX CAMBRIDGE      | 3,000                   | 714                                   |                    | 6,600                         | 1,536                                  | 4,200                 | 956   |          |
|                               | 284147                          | 09 02              | G E CHEV BUFFALO NEW YORK    |                         |                                       |                    | 150                           | 49                                     |                       |       |          |
|                               | 284159                          | 23 06              | FABRICAST DIV G M C          |                         |                                       |                    |                               |                                        | 600                   | 116   |          |
|                               | 284180                          | 29 05              | GENL MOTORS PROCESS DEV      |                         |                                       |                    |                               |                                        | 24                    | 6     |          |
|                               | 284400                          | 43 02              | GEN PAINT CORP PORTLAND OR   |                         |                                       |                    | 600                           | 144                                    |                       |       |          |
| E                             | 284992                          | 11 03              | GENERAL SHOE CORP            |                         |                                       |                    |                               |                                        | 1,100                 | 50    |          |
| A                             | 285800                          | 23 02              | P D GEORGE COMPANY           |                         |                                       |                    |                               |                                        | 600                   | 116   |          |
|                               | 289826                          | 11 02              | S L GILLMAN PAINT CO         |                         |                                       |                    | 50                            | 12                                     |                       |       |          |
|                               | 290804                          | 08 04              | GIVEN PT MFG CO              |                         |                                       |                    | 200                           | 48                                     |                       |       |          |
|                               | 291025                          | 07 03              | GLAS KRAFT INC               |                         |                                       |                    |                               |                                        | 600                   | 131   |          |
| A                             | 292300                          | 28 01              | GLIDDEN CO CLEVELAND OHIO    | 4,250                   | 914                                   |                    | 33,450                        | 7,300                                  | 29,900                | 6,481 |          |
| E                             | 293230                          | 10 16              | GLOBE PAINT WORKS IN         |                         | 9-                                    |                    | 400                           | 113                                    | 300                   | 80    |          |
|                               | 296061                          | 10 16              | GOMAR LAB                    |                         |                                       |                    | 1,850                         | 429                                    | 1,200                 | 270   |          |
|                               | 296380                          | 23 89              | B F GOODRICH CALVT CITY KY   |                         |                                       |                    | 600                           | 116                                    | 2,400                 | 463   |          |