

SALES SUMMARY — POUNDS 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		1964	
DIST.	SALES MAN	PROD. CTR.	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 300 TRANSFORMER PYRANO A13B38																		
4405			A215835 DOUG AIRCRAFT SANTA MONICA		2																
2309			J216551 DOWZER ELEC MACH WKS		14	2	9									2	2	2	3		
1106			J219785 DUKE POWER COMPANY)		3																
2804			G223321 DUREZ PLASTICS KENTON OH																		
1601			J228974 EASTERN GAS AND FUEL ASSOC		1																
4305			J233350 ELDRIDGE ELECTRIC SUPPLY				1							1							
1005			J233978 ELECTRIC SERV REPAIR CO		2		6	2	3	1											
4305			A234239 ELECTRO ENG WORKS INC		2		30	30													
0806			A242068 ESCO MFG CO		59	80	30	30													
4305			A254492 FEDERAL PAC ELEC SANTA CLA		117	700	21	21													
1005			A254493 FED PACIFIC ELEC NEWARK N																		
1106			J263525 FLA PWD ST PETERSB		2		2			2											
1106			J263530 FLORIDA PWD & LIGHT MIAMI				4	2								2					
1008			G264685 FMC CORPORATION				1				1										
2905			A265293 FORD MOTOR CO LIVONIA MICH			3															
2905			A265323 FORD MOTOR DEARBORN M		1		1										1				
2905			A265330 FORD DIVISION DEARBORN MIC			4															
2905			A265340 FORD MOTOR CO CHGO HGHTS)		3																
0306			J276759 G AND W ELEC SPECIALTY CO																		
2906			J277357 W D GALE INC																		
1005			J279400 GARFUNKEL COMPANY		1																
4405			A282775 GENL DYN CONVAIR DIV SAN D		1																
4105			A282781 GEN ELEC CO SEATTLE		2		4				1	1					1		1		
1106			J282782 G E CO TAMPA FLA			10	1												1		
0705			G282783 G.E. CO. PLANTSVILLE CONN.																		
1005			J282783 G E CO PLANTSVILLE CONN		1	1	1											1			
4305			J282784 GENL ELEC SAN FRANCISCO		5																
0806			J282785 GENL ELEC CO DALLAS		9	8	11												4		
2709			J282787 GEN ELEC CO INDIANAPOLIS Y		7		2				1			1	6	1			1		
0806			J282796 GENERAL ELECTRIC CORPUS CH			1															
0306			J282860 GENL ELEC CO MINN MINN		3	7	16											12			
1606			A282862 GENERAL ELEC HOMESTEAD PAY		31		6	2	4		1					1		1			
1106			J282863 GEN ELEC CO HIALEAH		1		5				1										
1106			J282869 GENERAL ELEC CO JACKSONVL		6	2	1												1		
4405			J282875 G E CO SALT LAKE CITY UTA)			4	4							4							
1106			A282878 G E SERV SHOP CHAMBLEE GA			16															
1505			J282880 G E CO BALTIMORE MD		1	4	3					1	1						1		
0306			A282883 GENERAL ELEC CHICAGO ILL		27		1	3													
4305			A282886 G E CO OAKLAND CAL		54	100	58					1						54			
2806			J282889 G E SERV CLEVELAND OHIO		3	2	3				3										
4305			J282890 GEN ELEC OAKLAND CAL.		1		3						1		1						