

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	DEC	1962	448					
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.
2885			E042586 ASHTABULA RBR CO															
2905			E045272 ATLANTIC DIECAST DETROIT	2		1		1										
1102			E045950 ATLANTIC STEEL CO	1	1	1									1			
1018			E049551 AVCO MFG STRATFORD CONN	6														
2346			G054246 BALL BROTHERS CO INC			1										1		
2802			G060857 CYRIL BATH CO			2									2			
4302			E063051 BAY CITY OIL COMPANY															
4412			E069184 BELLOWS COMPANY OF CAL	1														
2802			G069185 BELLOWS VALVAIR DIV INTL			1									1			
0804			E074013 BERRY HYDRAULICS DIV															
1016			A075050 BETHLEHEM STEEL CORP			1		1										
1502			G075050 BETHLEHEM STEEL CORP			1							1					1
1010			E076913 BIJUR LUBRICATION CORP															
2802			G080540 BLACK CLAWSON COMPANY															
1601			E082949 BLAW KNOX CO ASE DIV															
4105			A086735 BOEING CO SEATTLE WASH															
4448			G099478 BROGDEN COMPANY			1						1				1		
1502			A105844 BUDD CO PHILA PENN	44	35	25	5		3	2	9	3				4		
0305			A105845 THE BUDD CO GARY IND	109	75	242	21	21	7	50	9	14	21	7	42	30		20
1502			A105846 THE BUDD CO PHILA PA	22	25	44		17	4	5		6	3			3		6
2602			G107320 BUNELL MACHINE & TOOL CO			1		1										
0307			E110932 BUTLER MFG CO GALESBURG	1	1													
0804			E112390 CABOT CARBON CO			1										1		
2346			G114340 CALIFORNIA OIL PERTH AMBOY			3						3						
0303			G114809 CALLEN MFG CORP			9					1	1	1	1	1		5	
4412			A118644 CANNON ELEC L A CALIF	3		6		1			1			1		1	1	
1019			E128129 N J CAVAGNARO AND SONS															
1018			G129179 CELLU CRAFT															
1176			A134374 CHAMPION PAPER CANTON NC															
0704			G135055 CHAPMAN VALVE MFG CO			1												1
2302			E136104 CHASE BAG ST L MO															
0805			A138707 CHEMOLA MFG CO	2		4	4											
4411			E140630 CHICAGO BRIDGE SALT LAKE C	1														
0303			A142080 CHICAGO WHITE METAL	2	3	2			2									
2905			E149243 CLARK EQUIP BRENTON HARBOR															
1018			E165612 COLLENS INSTRUMENT CO															
0804			E167364 COLORADO INTERSTATE GAS CO															
4103			G167364 COLORADO INTERSTATE GAS CO															
0307			E172286 COMO CAST CORP															
			10 9590 009 HYDRAUL F-9															
			1962 No 2															