FORM 5-910

# SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

ORG 2 A

#1 SALESMEN'S SALES BY CUSTOMER A. GENERAL DISTRICT B. RUBBER ACCOUNTS

#2 PRODUCT SALES BY CUSTOMER A. TOTAL ORGANIC SALES B. RUBBER ACCOUNTS ONLY

#3 DISTRICT PRODUCT SALES BY CUSTOMER A. GENERAL DISTRICT B. RUBBER ACCOUNTS

#4 CUSTOMER SALES BY PRODUCTS A. ALL ORGANIC ACCOUNTS B. RUBBER ACCOUNTS ONLY

MONTH: DEC | YEAR: 1960 | PAGE NO. 134

| DIST. | SALES-MAN | PROD. GRP. | 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. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | 04 1040 260 AROCLOR 1248 | | | | | | | | | | | | | | | |
| 41 | 03 | D | 47029 ATWOOD ADHESIVES INC | 24 | | 5 | 2 | 2 | | | | | | | | 1 | | |
| 07 | 04 | D | 50240 B B CHEMICAL COMPANY | | | 1 | | | | | | | | | | | | |
| 08 | 04 | C | 59363 BARRIER CORP | 1 | | | | | | | | | | | | | | |
| 07 | 03 | A | 59961 F P BARTLETT INC | 16 | | 9 | | | | 4 | | | | 1 | 1 | | 1 | 2 |
| 10 | 10 | E | 60028 BARTMANN AND BIXTER INC | | | | | | | | | | | | | | | |
| 27 | 04 | E | 61030 BATTELLE MEMORIAL | | | | | | | | | | | | | | | |
| 07 | 04 | E | 69162 BELLOFRAM CORP | | | | | | | | | | | | | | | |
| 09 | 02 | B | 79871 BISONITE CO INC | 1 | | | | | | | | | | | | | | |
| 10 | 08 | A | 89011 THE BORDEN MIDDLESEX N J | | | | | | | | | | | | | | | |
| 15 | 02 | E | 99356 BROCK AND COMPANY | 1 | | | | | | | | | | | | | | |
| 30 | 01 | E | 100581 BROS INCORP | 1 | | | | | | | | | | | | | | |
| 43 | 12 | A | 108275 BURKE RUBBER CO | | | 5 | | | | | | | | 1 | 1 | 2 | 1 | 1 |
| 43 | 02 | E | 114580 U OF CAL ACCT DEPT BERKLEY | | | 16 | | | | | | 16 | | | | | | |
| 16 | 01 | E | 114821 CALLERY CHEM CALLERY PENN | | | | | | | | | | | | | | | |
| 03 | 05 | C | 121700 JOHN G CARLSEN AND C | | | | | | | | | | | | | | | |
| 15 | 04 | B | 124178 E R CARPENTER CO | | | | | | | | | | | | | | | |
| 10 | 18 | E | 125068 CARROLL PRODUCTS INC | | | | | | | | | | | | | | | |
| 44 | 11 | E | 133196 CERT N CEAL INC | 1 | | | | | | | | | | | | | | |
| 10 | 12 | D | 138700 CHEMO PURO MFG CORP | 1 | | | | | | | | | | | | | | |
| 44 | 12 | C | 138735 CHEM SEAL CORPORATION | | | | | | | | | | | | | | | |
| 11 | 03 | E | 138755 CHEMSTRAND CORP PENSAC FLA | | | | | | | | | | | | | | | |
| 03 | 05 | G | 141458 CHICAGO PRINTED STRING CO | | | 4 | | | | | | | | 4 | | | | |
| 03 | 84 | D | 141600 CHICAGO RAWHIDE | | | | | | | | | | | | | | | |
| 44 | 12 | E | 145448 CIRCLE WELD MFG CO | | | | | | | | | | | | | | | |
| 44 | 05 | E | 150318 CLARY DYNAMICS | | | | | | | | | | | | | | | |
| 44 | 11 | C | 156187 COAST PRO SEAL AND MFG | 1 | | 1 | 1 | | | | 1 | | | | | | | |
| 10 | 07 | E | 156301 COATING PROD NEW BRITAIN | | | 1 | | | | | | | | | | | | |
| 15 | 04 | G | 156354 COBB CHEMICAL LAB | | | | | | | | | | | | | | | |
| 10 | 16 | E | 166549 COLLOID CHEM LAB | | | 1 | | | | | | | | | | | | 1 |
| 44 | 11 | E | 170947 COMMERCIAL CHEM L A CAL | | | | | | | | | | | | | | | |
| 23 | 02 | E | 172708 CONCORD ELEC AND ENG CO | | | | | | | | | | | | | | | |
| 44 | 11 | E | 175028 CONSOL ELECTRODYN MONROVIA | | | | | | | | | | | | | | | |
| 29 | 07 | B | 175450 CONSOLIDATED PAPER CO | 3 | | | | | | | | | | | | | | |
| 23 | 46 | A | 177100 CONTINENTAL OIL PONCA CITY | | | 1 | | | | | | | | | 1 | | | |
| 09 | 01 | E | 182260 COWLES CHEMICAL CO | | | 1 | | | | | | | | | | 1 | | |
| 43 | 02 | G | 186259 H S CROCKER CO SAN BRUNO | | | 1 | | | | | | | | | | 1 | | |
| 23 | 02 | E | 190381 CUMBERLAND CHEMICAL CORP | 1 | | 2 | 1 | | | | | | | 1 | | | | |
| 11 | 01 | D | 194200 DAN RIVER MILLS INC | 10 | | 1 | 1 | | | | | | | | | | | |
| 15 | 04 | 7 | 197964 DAWZORN BROTHERS INC | | | | | | | | | | | | | | | |
| 11 | 85 | E | 198363 DAYCO SOUTHERN CORP DIV | | | 1 | | | | | | | | | | | | |
| 09 | 02 | E | 198993 DEALERS STEAM PACKING CO | | | | | | | | | | | | | | | |
| 03 | 03 | A | 199250 DEARBORN CHEMICAL CO | | | | | | | | | | | | | | | |

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