FORM S-910

SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

DIRECT#2

#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: 1962

PAGE NO.: 142

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.
15	82	A039500	ARMSTRONG CORK LANCASTER															
29	05	E051380	W L BADGER ASSOCIATES															
15	04	G068600	BELL TELEPHONE LABS															
10	16	A075285	BETTER FINISHES & COATING	1														
27	04	G082946	BLAW KNOX SO SHORE KY															
41	05	G086739	BOENG CO GREAT FALLS MON															
10	08	A089000	BORDEN CO NEW YORK N Y	1		4	3							1				
10	08	A089006	BORDEN CHEM DIV ILLIPOLIS	2		2				1				1				
27	04	A100985	THE BROWN BRIDGE MILLS	3	2	3		1		1			1			1	1	
15	02	A105848	BUDD CO NEWARK DELAWARE			3				1			1	1			1	
09	02	A106249	BUFFALO SOLVENTS & CHEM			7						4				3		
43	02	F114579	U OF CALIF BERKELEY CALIF															
44	11	A131934	CENTRAL SOLV AANTA FE SPGS	1	1	12						1			1	10		
03	01	A131935	CENTRAL SOLVENTS CHICAGO	4	5	6		1	1	1			1	1	3			
28	02	G133788	CHAMBERLAIN ENGINEERING															
28	02	A133789	CHAMBERLAIN ENG TALLMADGE															
07	03	A138698	CHEMO PRODUCTS INC															
08	05	F156183	COAST OIL CO			1											1	
07	83	A197950	DAVOL RUBBER COMPANY		2													
10	12	G200807	DEFENDER INDUSTRIES INC			1						1						
23	02	A203460	DENNIS CHEMICAL COMP	4	6	7		1	1	1			1		1	1	1	1
08	05	G207284	DIAMOND PAINT COMPANY			1					1							
15	01	A222200	E I DU PONT DE NEMOURS															
09	02	A229450	EASTMAN KODAK CO															
10	08	E229522	EATON ALLEN CORPORATION															
07	03	G239451	ENGINEERED YARNS INC															
15	02	G249550	FARBOIL PAINT COMPAN		8	4	2						2					
44	11	A252188	FARR COMPANY															
28	01	A256150	FERBERT SCHORNDORFER CLEV	1	2	1	1											
27	04	E257046	FIBREGLAS EVERCOAT CO INC															
11	02	A262215	FLEXIBLE PRODUCTS CO	1	1	1							1					
10	18	G265997	FORMULATE DEVL AND RES															
27	04	E269653	FRANKLIN GLUE CO			1						1		1				
30	01	G273900	FROST PAINT & OIL			1										1		
09	01	E282931	G E CO WATERFORD N Y															
09	01	A283100	G E CO SCHENECTADY NY															
10	14	E289653	GILLESPIE VARNISH CO	1														
07	19	A299238	W R GRACE CAMBRIDGE			6			6									
41	01	A303935	GREAT WESTERN CHE SEATTLE															

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