

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. GENERAL DISTRICT		B. RUBBER ACCOUNTS		DECEMBER		1965		623					
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.
			16 1050 300 TRANS. PYRAMID A1383B																
1505	J282929	6 E	CO RICH VIRGINIA	0000	11	2	8							3					
1109	A282961	6 E	CO CHARLOTTE N C	0000	13	10	16				2			3		4	7		
2730	J283000	GEN	ELEC FT WAYNE IND		1		4	4											
2332	J283020	6 E	CO KANSAS CITY MO	0002	3	2	20		3					17					
0705	A283031	6 E	CO WEST LYNN MASS		1														
0705	A283050	6 E	CO PITTSFIE D MASS				14						1				13		
0705	J283104	6 E	CO MEDFORD MASS		7		27								14			3	10
2332	G283109	6 E	CO ST LOUIS				5						1						4
0306	G283121	6 E	CO SERVICE SHOP				4												
1005	J283124	6 E	CO ALBANY NY		2		11						5			1		1	1
4101	G283127	6 E	CO DENVER				1											1	
4105	G283141	6 E	SUP DIV LOS ANG																
4305	J283141	6 E	SUP DIV LOS ANG	0000	4	10	5	-	-	-	-	-	1	-	2				3
0832	J283152	GEN	ELEC SUPP CO HOUSTON		1		1												
2906	A283159	6 E	SUPPLY CO DET MICH		9		42			4						31		7	
1505	G283170	GENL	ELEC LAUREL MD		1		1	-	-	-	-			-					
1505	J283188	6 E	CO WASH D C																
1505	G283204	GEN	ELEC SUPPLY PHIL PA				1								1				
4101	J283205	6 E	SUPPLY-SPOKN				1									1			
2332	J283209	6 E	CO DENVER		9														
0832	J283210	6 E	CO SER HOUSTON		3														
2831	J283212	6 E	CO BUFFALO N Y		2		3				1				3				
1505	A283214	6 E	SERV SHOP PHILA PA	0015	47	15	28						1	14					6
2905	A284160	GENL	MOTORS WARREN MICH																
1005	G285226	GEN	TEL & ELEC TRNC LABS																
4103	G286687	GEORGIA	PACIFIC CORP				2												2
1109	J286750	GEORGIA	POWER CO	0000	7	10	11	-	-	4	-	-		3	4				
4405	G291644	CITY OF	GLENDALE				1										2		1-
4105	J302462	GRAYBAR	ELEC CO SEATTLE		3														
4405	J302465	GRAYBAR	ELEC LOS ANG																
0832	G306709	GREENVILLE	MILL																
4405	J307320	GREGG	ELECTRIC INC	0000	9	20													
1109	G311264	GULF	STREAM STEEL CORP				7				7								
1014	A324260	HARTE & CO	INC BROOKLYN				1	1											
4305	G336424	HILL	MAGNETIC PROD				4			1	1					2			
1175	A350009	HUDSON	PULP&PAP PALATKA	0000	2	2	1												
4405	J350588	HUGHES	AIRCRAFT FULLERTN							-									
1005	J352476	HUNTERDON	TRANSFORMER CO		1														
0306	J361065	INDIANA	GENERAL CORP		1		13		3					3	3	3			
4302	G362363	INDUSTRIAL	ELEC SERVICE																
0306	J362374	INDUSTRIAL	ENG EQUIPMENT		5		1								1				
1109	G362921	INDUSTRIAL	SUPPLIERS				2												