

SALES SUMMARY — POINTS 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. 144				
		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 280 AROCLOR DIST 1254																
0703	B178185	COOLEY INCORPORATED		1														
1102	E179200	CORAL GABLES PAINT C																
2302	E179503	CORE MANUFACTURING CO																
1018	G180268	CORROSION CONTROL CO INC				1									1			
4103	E182290	COWMAN CAMPBELL PAINT CO		1														
2802	E182813	CRAFTING MANUFACTURING CO																
1102	E188033	CROWN PAINT INC				1								1				
0704	E191375	CURTIS TURNER CORP		2														
0704	G194150	DAMPNEY CO OF AMERICA				1			1									
1903	E195115	DARIC LABORATORIES INC																
2302	E196578	DAVIES SUPPLY AND MFG CO																
1010	E196842	DAVIS BARLOW CORP				1				1								1
2308	C197145	DON V DAVIS CO				1												1
1016	A197420	JOSEPH DAVIS PLASTIC																
0305	D198300	JAMES B DAY AND COMP		1		1									1			
0303	A199250	DEARBORN CHEMICAL CO		15		39	8	5	13			7				7		
0303	E199265	DEARBORN ELEC LAB INC		1		1							1					
0783	D200769	DEES ADHESIVE & CHEM CO		1		1		1										
1010	G202128	DELKA RESEARCH CORP																
2302	A203460	DENNIS CHEMICAL COMP		14		12	2		2		2			2			2	
1502	G203598	DENNY HILBORNE & ROSENBACH				1												
0305	A204544	DE SOTO CHEM COATING CHGO																
1101	E204545	DE SOTO CHEM GREENSBORO NC		2		1		1										
4302	A204546	DESOTO CHEM BERKELEY		4														
0305	A204547	DE SOTO CHEM CHIC HGTS ILL		9		12			6	6								
1502	E204548	DESOTO CHEM COATINGS PA		1														
0804	A204549	DE SOTO CHEM GARLAND TX				1						1				1		
2905	E205585	DETROIT PLASTICS MOL																
4402	D205770	DETRO MFG AND SALES		23		7	3				2				2		2	
2701	A206296	DEVOE & RAYNOLDS LOUISVLE		1		1												
2701	A206298	DEVOE & RAYNOLDS NEWARK NJ				2	1				1						1	
2701	A206301	DEVOE & RAYNOLDS DETROIT		4		5					2	1		1			1	
1003	G206830	C H DEXTER & SONS																
1102	E211670	DIXIE PAINT AND VARNISH		2		5				1		1	1		1	1	1	1
2802	B212130	DOBECKMUN CO		5		4	1			1	1	1			1			
0305	E212883	V J DOLAN AND COMPAN		1		2		1				1		1				
3001	E214201	DONLEN MFG INC				1												
4405	A215835	DOUG AIRCRAFT SANTA MONICA		2		1												
2308	E215861	DOUGLAS PT AND VARNISH		1														
2904	E216134	DOW CHEMICAL CO DENVER COL		1		1												
2904	A216150	DOW CHEM MIDLAND MICH		11		41		20							1	20		
2308	E216299	DOWELL INC TULSA OKLA																