

SALES SUMMARY — PRODUCTS 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	DECEMBER		1965		451					
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.
10	4758	000	HYDRAUL A-C																
0306	A488364		MOBIL OIL DIV CHIC ILL	0090	126	130	42									1			
2346	J488364		MOBIL OIL DIV CHIC ILL		1														
4101	G488370		MOBIL OIL CO NY NY	0001		1													
4101	A488374		MOBIL OIL CO SEATTLE		1														
0832	G488375		MOBIL OIL VICTORIA TX																
0832	J488382		MOBIL OIL WICHITA KANSAS																
1109	J488383		MOBIL OIL K CITY MO																
2332	G488386		MOBIL OIL MEMPHIS				4												
2730	G491145		MOLY-XL COMPANY																
4101	J493458		MONTANA POWER CO																
2332	G504183		H L MULHAUSEN TRES																
2831	J509320		NATCO CORP	0002	1	2	1											1	
2332	G511151		NATL COOPERATIVE				2							1					
2704	J511481		NATL ELEC COIL COLUMBUS																
1071	G512031		NATL GYPSUM GARWOOD																
2332	G515694		NATURAL GAS PIPELINE OF				1	-	-	-	-	-		-	-	-	-	-	-
2332	J515698		NATURAL GAS PIPE LINE CO		1														
2332	G515703		NATURAL GAS PRODUCERS																
0306	G532020		NORTH SHORE GAS CO				3											2	
0832	J532821		NORTHERN NATURAL GAS		1														
0303	J533088		NORTHWEST AQUATICS																
0832	J533159		NORTHWEST PROD CORP		1		1								1				
4405	J533998		NORTRONICS DIV ANAHEIM																
2706	J542462		OLIN MATHIESON BRAND KY																
0832	G549899		OWENS ILLINOIS INC																
0307	G549921		OWENS ILL GASCITY IND																
2332	J554737		PAN AMER PETROL ELLENWOOD		1														
0832	J554740		PAN AM PET TULSA OKLA		1														
2346	G554742		PAN AMER PET OKLAHOMA CI	0006		6													
0832	J554743		PAN AM PET FT WORTH TEX				1			1									
0832	J554744		PAN AMER PET HOUSTON TEX				1							1					
2346	G554745		PAN AM PET CASPER WYOMIN	0003		3													
4101	J554745		PAN AM PET CASPER WY		7														
1052	A554816		PAN AM WORLD NEW YORK NY		1														
0306	G565691		PENN CONTROLS INC																
0832	A577306		PHILLIPS CHEM BARTLESVIL	0020	7	20													
0832	A577700		PHILLIPS PET BARTLESV OK	0040	47	40	48	6	9	7	4	-	4	5	4	8	2	-	
2346	J577711		PHILLIPS PIPE LINE CO	0001		1													
0832	G577750		PETROTEX CHEMICAL				7											4	3
2332	G598890		PURE OIL COMPANY																
0832	G598891		PURE OIL CO MIDLAND TEXA				1	1											
0832	G598892		PURE OIL VAN TEX																