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

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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 310 AROCLOR 1262 10% TOL															
1601		A	585350 PITTS PLATE GLA PITTSBURGH	56	20													
1181		A	612439 REEVES BROS BUENA VISTA			4											2	2
1010		A	729685 TEVCO INC CARLSTADT N J															
0303		A	738950 TOUSEY VARNISH N LAKE ILL															
			GRADE TOTAL	137	123	79	8	3	4	9	7	8	11	11	1	5	7	8
			04 1040 320 AROCLOR NO 1262 10% XYLEN															
4402		A	131934 CENTRAL SOLV AANTA FE SPGS	1		1	1									1		
2706		A	206296 DEVOE & RAYNOLDS LOUISVLLE	10	2													
2706		A	206301 DEVOE AND RAYNOLS CO INC	48	58													
2704		A	211745 DIXIE SOLVENTS & CHEM	12		40		10		4	3		3		11	9		
			GRADE TOTAL	71	60	41	1	10		4	3		3		11	10		
			04 1040 340 AROCLOR DIST NO 1268															
1647		A	011919 ALLEGANY SOLVENTS			1												
1008		A	013532 ALLIED CHEM RES MORRISTOWN															
0704		J	020987 AMERICAN FINISH & CHEM CO															
1002		A	023266 AMER MIN SPIRITS CARTERET	1	2													
1501		A	023266 AMERICAN MINERAL SPIRITS	66	45													
1501		G	023268 AMER MIN SPIRIT CONSHO PA			16				5				7			2	2
2804		G	078007 BIRGE CO INC															
4101		A	086735 BOEING AIRPLANE CO SEATTLE															
1008		A	089011 THE BORDEN MIDDLESEX N J			1											1	
2802		A	106249 BUFFALO SOLVENTS & CHEM															
4412		J	120478 CARAM LATEX	1		1												
4402		A	131934 CENTRAL SOLV AANTA FE SPGS	36	57	24			4		3		5			2	7	2
0301		A	131935 CENTRAL SOLVENTS CHICAGO		2	2		1						1				
2706		A	145148 CINCINNATI MILLING MACH		10													
4402		A	235762 ELLAY RUBBER CO	9	22													
2308		A	257061 FIBERFILL INC															
2704		A	265975 FORMICA CORP															
1016		J	285585 GENTEX CORPORATION															
2802		J	291228 GLASTIC CORP N															
2704		A	344910 HOOSIER SOLVENTS & CHEM			2												2
4101		A	352766 HUNTINGTON RUBBER PORTLAND															
2308		A	364198 INTER COASTAL PT E ST L	11	30													
0307		A	377248 JOHNS MANVILLE CHICAGO IL	20	15	18		3	3			3		3		3		3
1016		A	377279 JOHNS MANVILLE RES MAN N J															
0343		J	391835 L R KERNS CO															
2309		J	394115 KILLARK ELECTRIC			1												
0303		A	407395 LAKE CHEMICAL CO	1														
4412		A	455040 MASTER PROCESSING CO															
0303		A	485200 MINN MIN & MFG ST PAUL MIN		1													

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