

SALES SUMMARY — POINTS BY MONTH (THOUSANDS)

ORG 2 A		#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	DEC		1960		161					
DIST.	SALES MAN	PROD. ORP.	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 290 ARBOR DIST 1260																
1010			E262214	FLEXCRAFT INDUSTRIES	1														
1010			E262750	FLOOD AND CONKLIN CO															
0902			D274681	H B FULLER CO BUFFALO N Y															
1018			D280352	GAS PURIFYING MATERI															
4103			E284623	GENERAL PLASTICS MFG	1														
0805			G291250	GLEAN CHEM PROD INC															
2801			A292300	GLIDDEN CO CLEVELAND OHIO															
1504			C325656	HASKELL CHEMICAL CO	15		9	4					4			2			
2905			E350630	HUGHES GLUE COMPANY															
0305			D356344	IDEAL ROLLER & FG CHIC I	7		16		2		1	2	1	1	1	1	2	1	
1007			E356345	IDEAL ROLLER LONG ISLAND	1														
1102			E356346	IDEAL ROLLER CHAMBLEE GA	1														
4412			E362824	INDUSTRIAL RUBBER CEMENT															
1103			E362951	INDUSTRIAL TOOL AND ENG			3	1	1	1			1		1				
2704			A364121	INTERCHEM FIN DIV CIN OHIO															
4411			B364126	INTERCHEM FIN DIV L A CAL	1														
4411			E364130	INTERCHEM PI DIV L A CAL			1						1						
4103			E373310	JARVIE PAINT COMPANY			2	1		1			1						
1016			A377285	JOHNS MANVILLE MANVILLE NJ	6		8		3						2	3			
0902			E386795	KEE LOX MANUFACTURI G CO															
1019			C396530	KIRKER CHEMICAL COMP			1				1								
1010			A400798	KOLKER CHEMICALCORP	11														
4411			E422038	LEWIS RESEARCH LAB															
1016			E436716	LUDLOW PAPERS NETCONG N J															
2905			G443021	MAGNUS PRODUCT CORP															
4411			E449290	MARITIME LABORATORIE															
0704			E454170	MASS INSTITUTE OF TECH															
2302			G477618	MICRO STATICS CO															
1018			A478260	MIDDLETOWN RUBBER CO	1		16				7					3		3	3
2704			G478568	MIDLAND ROSS CORP															
0307			A482918	J G MILLIGAN MILWAUKEE	6		27	1	1	2	2	2		2	2	4	2	7	2
0303			E499840	J W MORTELL CO			5			1			1			1		2	
4302			G500110	MORWEAR PAINT OAKLAND CAL	1		1				1			1					
0303			D504989	MUNRO ADHESIVES CO															
0305			G507638	MYSTIC ADHESIVE PRODUCTS			1												
1008			A509600	NATIONAL ANILINE DIV															
1502			A512779	NATL LEAD CO PERTH AMBOY									1	1					
1010			A514921	NATL STARCH & CHEM NY NY															
4411			E521504	NELSON TECHNICAL	1														
0305			G535130	NUCLEAR CHICAGO CORP															
1007			E542457	OLIN MATHIESON N HAVN CONN															
4103			E551785	PACIFIC GLUE MFG SEATTLE			1												1