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

MONTH: DEC | YEAR: 1962 | PAGE NO.: 617.

| DIST. | SALES-MAN | PROD. CHP. | 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. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1102 | | E008675 | ALABAMA POWER COMPANY | | | | | | | | | | | | | | | |
| 1606 | | A014014 | ALLIS CHALMERS PITTS PA | 308 | | 1541 | 204 | 103 | | 206 | 208 | 1 | 102 | 204 | 102 | 205 | 102 | 103 |
| 4411 | | A026563 | AMERICAN POTASH & CHEM COR | | | 1 | | | | | | | | | | | | 1 |
| 1503 | | A029326 | AMERICAN VISCOSE COR | 1 | | | | | | | | | | | | | | |
| 1018 | | E030845 | ANACONDA WIRE MUSKEGON | | | | | | | | | | | | | | | |
| 2806 | | G049926 | AVTRON MANUFACTURING INC | | | 2 | | | | | | | | | | 2 | | |
| 1505 | | E054998 | BALTIMORE GAS AND ELEC | | | 1 | | | | | | | 1 | | | | | |
| 1101 | | G064920 | BEAUKNIT MILLS INC | | | | | | | | | | | | | | | |
| 4105 | | A086735 | BOEING AIRPLANE CO SEATTLE | | | 1 | | | | | | | 1 | | | | | |
| 0905 | | E106169 | BUFFALO ELECTRIC CO INC | 1 | | | | | | | | | | | | | | |
| 4405 | | G113047 | CAL METAL CORPORTION | | | 3 | | | | | | | | | | 2 | | 1 |
| 1010 | | A129015 | CELANESE FIBERS CO ROME GA | 1 | | | | | | | | | | | | | | |
| 0809 | | E131628 | CENTRAL PW AND LIGHT CO | | | | | | | | | | | | | | | |
| 0705 | | E132337 | CENTRAL VERMONT PUBL SERV | | | | | | | | | | | | | | | |
| 0805 | | G134376 | CHAMPION PAPER & FIBRE CO | | | | | | | | | | | | | | | |
| 2709 | | E135280 | CHARLESTON ELECTRICAL | | | 2 | | | | | 2 | | | | | | | |
| 2704 | | E139900 | CHESAPEAKE & OHIO RY | 1 | | | | | | | | | | | | | | |
| 0302 | | G140626 | CHICAGO BRIDGE & IRON CO * | | | 1 | | | 1 | | | | | | | | | |
| 0306 | | E142030 | UNIV OF CHICAGO | 1 | | | | | | | | | | | | | | |
| 1606 | | E144246 | CHRISTOPHER COAL CO | | | | | | | | | | | | | | | |
| 2709 | | E145053 | CINCINNATI GAS & ELEC CO | 1 | 1 | | | | | | | | | | | | | |
| 2802 | | G152029 | CITY OF CLEVELAND | | | | | | | | | | | | | | | |
| 1012 | | A165500 | COLGATE PALMOLIVE NY NY | | | | | | | | | | | | | | | |
| 4405 | | G168012 | COLUMBIA BROADCASTING | | | | | | | | | | | | | | | |
| 1102 | | E168138 | COLUMBIA ELECTRIC SERV | 3 | 3 | | | | | | | | | | | | | |
| 1005 | | E174072 | CONNECTICUT LIGHT AND | 3 | | | | | | | | | | | | | | |
| 1005 | | A175025 | CONSOLIDATED EDISON CO N Y | 49 | 20 | | | | | | | | | | | | | |
| 4103 | | E178852 | COOS BAY TIMBER CO | | | | | | | | | | | | | | | |
| 0887 | | E178928 | COPOLYMER RUB & CHEM CORP | 1 | | | | | | | | | | | | | | |
| 0302 | | A179650 | CORN PRODUCTS CHIC ILL | | | | | | | | | | | | | | | |
| 1005 | | E187018 | H N CROWDER JR CO | 1- | | | | | | | | | | | | | | |
| 4103 | | A188241 | CROWN ZELLERBACH COR | | | 1 | | | | | | | | 1 | | | | |
| 1005 | | A233064 | EISLER ENG AND CO INC | 64 | 70 | 51 | | | 51 | | | | | | | | | |
| 0804 | | A233145 | EL PASO NATURAL GAS | | | | | | | | | | | | | | | |
| 1505 | | G233553 | ELECTRA VARNISH PHIL PA | | | 1 | | | | | | | 1 | | | | | |
| 1101 | | G241989 | ERWIN SUPPLY CO | | | 5 | | | | 5 | | | | | | | | |
| 1016 | | G242813 | EHTICON INC | | | | | | | | | | | | | | | |
| 1005 | | E244706 | EVERSON ELECTRIC CO | 4 | | | | | | | | | | | | | | |
| 2309 | | E246781 | FAGAN ELECTRIC CO | 1 | 1 | | | | | | | | | | | | | |

16 1050 200 AROCLOR TRANS INERTEEN PPO

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