

SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

DIRECT#2		#1 SALESMEN'S SALES BY CUSTOMER		#2 PRODUCT SALES BY CUSTOMER	LAST YEAR SALES	#3 DISTRICT PRODUCT SALES BY CUSTOMER		#4 CUSTOMER SALES BY PRODUCTS					MONTH		YEAR		PAGE NO.		
		A. GENERAL DISTRICT	B. RUBBER ACCOUNTS			A. GENERAL DISTRICT	B. RUBBER ACCOUNTS	A. ALL ORGANIC ACCOUNTS	B. RUBBER ACCOUNTS ONLY		DEC		1962		140				
DIST.	SALES MAN	PROD. ORP.	NAME OF CUSTOMER OR PRODUCT			SALES FORECAST FOR CURRENT YEAR	SALES CURRENT YEAR TO DATE	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
0307			04 1040 230 Araclor Dist NO 1232 A258150 F G FINDLEY CO MILW WISC	54	55	42					23					19			
1010			A282101 GENL ANIL FILM LINDEN																
2704			A284157 GEN MTRS INLAND DIV DAYTON																
1083			A296413 B F GOODRICH CO DERBY CONN																
4101			A303935 GREAT WESTERN CHE SEATTLE	1		1													
1502			A341000 R M HOLLINGSHEAD CAMDEN			8													8
2701			A344910 HOOSIVER SOLVENTS & CHEM	1		9							1		8				
2308			G354285 HYDRO-DREDGE ACCESSORY CO			1													1
1018			G364075 INSUL COUSTICS CORP																
4411			E416530 LEBEC CHEM DIV	1															
4411			E451994 MARTIN MARIETTA CORP EL SE			1				1									
2302			A451997 MARTIN-MARIETTA PRESST DIV	12	40														
1014			E474224 METRO ADHESIVES INC			3			1	1		2							
0307			A482918 J G MILLIGAN MILWAUKEE	54	45	57		4		8		9		6	6	3	13		9
2905			A485200 MINN MIN MFG ST PAUL MIN	1	1	1					1								
3001			A485200 MINN MIN MFG ST PAUL MIN	5	5	1							1				1		
4411			A485200 MINN MIN MFG ST PAUL MIN		4														
2308			A487133 MO SOLVENTS & CHEM KAN CIT	8	8	11		3			3					3			3
2308			A487134 MO SOLEENTS & CHEM STL MO			5								3	2				
1014			A498075 MORNINGSTAR PAISLEY N Y CI		1														
0303			A498076 MORNINGSTAR PAISLEY CHGO	6	3	2					1						1		
4411			A498080 MORNINGSTAR PAISLEY LOS A																
1014			A498081 MORNINGSTAR PAISLEY CLIFTN	1		2		1					1	1					
1014			E498082 MORNINGSTAR PAISLEY FST PK	1															
1010			A514921 NATL STARCH & CHEM NY NY	23	25	32		1	6		3		3	3		6		6	6
4411			E528783 NISSHO PACIFIC CORP																
1019			A532600 NORTHERN ADHESIVES INC		6	2		1		1	1								
2802			E540329 OHIO ROLLER CO	1															
2801			A540460 OHIO SOLVENTS & CHEM			9				1		1	3	2				2	
2905			A549064 OTT. CHEMICAL CO			4		2			2								
2802			E559750 PARR PT & COLOR CLEVE			2											2		
1502			G562750 PECORA INC		25	1		1											
1502			G572053 PERKINS GLUE COMPANY			2		1		1				1					
1010			G589701 POPE AND GRAY INC			1						1							
4405			A629671 ROHR AIRCRAFT CHULA VISTA	13	10	1						1							
0302			A661853 SERVICISED PRODUCTS CORP	14	16														
1014			E705200 STEIN DAVIS NEW YORK	2															
1014			A705212 STEIN HALL & CO LONG ISLAN	4	6									1		1			
1014			E705215 STEIN HALL & CO CHICAGO	2		2													
			04 1040 230 Araclor Dist 1232																