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. 452

| 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. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 0901 | | A488363 | MOBIL OIL DIV ALBANY N Y | 3 | | 2 | 1 | | | | | | | | | | 1 | |
| 1045 | | A488363 | MOBIL OIL DIV ALBANY N Y | 4 | | | | | | | | | | | | | | |
| 0343 | | A488364 | MOBIL OIL DIV CHIC ILL | 169 | 200 | 151 | 10 | 10 | 2 | 30 | 19 | 9 | 9 | 11 | 36 | 4 | 7 | 6 |
| 1045 | | A488370 | MOBIL OIL DIV N Y N Y | 17 | | 17 | | 1 | 3 | 2 | | 5 | 1 | | | 3 | | 3 |
| 4101 | | A488374 | MOBIL OIL CO SEATTLE | | | 5 | | | | | | | | | 5 | | | |
| 2802 | | A491434 | MONARCH ALUMINUM CO | 27 | 20 | 34 | 7 | 2 | 2 | 5 | 5 | 4 | 2 | 2 | 3 | 2 | | |
| 2905 | | A503650 | MUELLER BRASS CO | 11 | | 11 | 1 | | 1 | 1 | 1 | 1 | 1 | | 1 | 1 | | 1 |
| 2706 | | G504425 | MULLIS PETROLEUM PRODUCTS | | | 18 | | | | | | | | | | 4 | 1 | 14 |
| 1014 | | E509150 | NASSAU SMELTING AND | 2 | | 1 | | | | | | 1 | | | | | | |
| 2706 | | A512878 | NATIONAL LEAD CIN OHIO | 1 | | 3 | | | 2 | | | | | | 1 | | | |
| 1503 | | A515447 | NATL VULCANIZED FIBR | 1 | | | | 1 | | 1- | | | | | | | | |
| 4402 | | E530816 | NORRIS THERMADOR CORP | 1 | | | | | | | | | | | | | | |
| 4405 | | A530839 | NORTH AMER AVIA CANOGA PAR | 7 | 8 | | | | | | | | | | | | | |
| 4405 | | A530840 | NORTH AMER AVIA LOS ANG | 5 | 8 | 5 | | | | | 2 | | 2 | | | | | |
| 2709 | | E530842 | NORTH AMER AVIA COLUMBUS | 7 | | | | | | | | | | | | | | |
| 2802 | | G539574 | OHIO CRANKSHAFT CO | | | | | | | | | | | | | | | |
| 1601 | | E541368 | OIL WELL SUPPLY | 1 | | | | | | | | | | | | | | |
| 2704 | | A542445 | OLIN MATHIESON HANNIB OHIO | | | 1 | | | | | 1 | | 1 | | | | | |
| 2904 | | A549794 | OWENS CORNING K C KANSAS | | | 1 | 1 | | | | | | | | | | | |
| 4302 | | G551864 | PACIFIC INDUSTRIAL MFG CO | | | | | | | | | | | | | | | |
| 0704 | | E552441 | PACKAGE MACHINERY CO | 1 | | | | | | | | | | | | | | |
| 2302 | | E575041 | HENRY A PETTER SUPPLY CO | | | | | | | | | | | | | | | |
| 3001 | | E578650 | PICKANDS MATHER AND CO | 2 | | | | | | | | | | | | | | |
| 1601 | | E582761 | PITTSBURGH DES MOINES | 1 | | | | | | | | | | | | | | |
| 2802 | | G585350 | PITTS PLATE GLA PITTSBURGH | | | 6 | | | 1 | 2 | | 1 | | | | 1 | 1 | |
| 2704 | | E590373 | H K PORTER CONNORS STE DIV | 1 | | | | | | | | | | | | | | |
| 1016 | | E594328 | PRINCETON UNIVERSITY | | | | | | | | | | | | | | | |
| 4402 | | E595319 | PRODUCTION HEAT TREATING | 1 | | | | | | | | | | | | | | |
| 2706 | | E605119 | RACINE HYDRAULICS JANES OH | 2 | 1 | 1 | | | 1 | | | | | | | | | |
| 0705 | | G609465 | RAYTHEON CO BURLINGTON | | | | | | | | | | | | | | | |
| 2706 | | E609648 | REA MAGNET WIRE FT WAYNE | | | 1 | | | | | | | 1 | | 1 | | | |
| 0302 | | A615950 | REPUBLIC STEEL | 4 | | 5 | | | | | 1 | | 1 | | 1 | | 2 | |
| 2802 | | A615950 | REPUBLIC STEEL | 5 | 10 | 57 | | 2 | 2 | 5 | | | 28 | 7 | 6 | | 4 | 4 |
| 2308 | | E617096 | REXITE CASTING CO | | | | | | | | | | | | | | | |
| 1102 | | A617387 | REYNOLDS METALS LISTER ALA | | 1 | | | | | | | | | | | | | |
| 1504 | | A617465 | REYNOLDS MET BELWOOD PLT | | | | | | | | | | | | | | | |
| 0703 | | E621034 | RIDCO CASTING CO | 3 | | 2- | 2- | | | | | | | | | | | |
| 2308 | | E630481 | RONAN & KUNGE INC | | | | | | | | | | | | | | | |
| 4405 | | A638170 | RYAN-AERONAUTICAL SAN DIEG | | 5 | | | | | | | | | | | | | |

10 4590 009 Pydraul F-9