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. 455

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.
10	16	A	075050 BETHLEHEM STEEL CORP			2		1				1						
15	04	A	075050 BETHLEHEM STEEL CORP	1		3						1		1				1
43	02	E	075050 BETHLEHEM STEEL CORP	1														
41	05	A	086735 BOEING AIRPLANE CO SEATTLE	1	1													
27	06	G	104604 BRYAN STEAM CORPORATION															
11	02	E	110930 BUTLER MFG BIRMINGHAM ALA	1		1				1								
10	45	A	114340 CALIFORNIA OIL PERTH AMBOY															
43	02	E	114579 U OF CALIF BERKELEY CALIF			1											1	
23	46	G	120986 CARDWELL MACHINE CO			1									1			
08	05	A	138707 CHEMOLA MFG CO	2		3	3											
44	02	E	168479 COLUMBIA GENEVA STEEL DIV	2														
23	08	E	177387 CONTINENTAL STEEL CO			1	1											
27	06	E	177387 CONTINENTAL STEEL CO			2				1		1				1		
11	02	E	215934 DOVER ELEVATOR CO	1														
16	01	E	222904 DUQUESNE LIGHT CO															
23	84	E	234247 ELECTRO HYDRAULICS CO															
44	05	A	282775 GENL DYN CONVAIR DIV SAN D															
15	02	E	289309 GILES AND RANSOME INC	1														
23	08	A	300950 GRANITE CITY STEEL C	5	6													
08	49	A	310975 GULF OIL CO PITTS PA	41		10	10											
11	04	G	310975 GULF OIL CO PITTS PA			1									1			
15	45	A	310975 GULF OIL CO PITTS PA	6		30		1	8		9		1	4	7			
44	48	A	310975 GULF OIL CO PITTS PA	1														
07	04	E	324884 HARVARD COLLEGE															
07	04	E	324890 HARVARD OBSERVATORY CO															
11	45	G	351301 HUMBLE OIL & REF MEMPHIS															
11	45	A	351305 HUMBLE OIL & REFINING NY	1														
03	43	A	351311 HUMBLE OIL AND REF MILW	1	10	5						1	2	2				2
03	05	A	363650 INLAND STEEL COMPANY	25	40	71		15		15						41		
03	43	A	364255 INTERLAKE IRON CHIC ILL	2		1					1							
16	01	A	380424 JONES & LAUGH STE ALIQ PA	1		1			1									
11	02	E	383837 KAMINER CONSTRUCTION CO															
23	08	E	391287 KEOKUK ELECTRO METALS CO	1		2					1			1				
23	08	E	405700 LACLEDE STEEL COMPANY			1			1									
44	48	G	428447 ARTHUR D LITTLE INC			1											1	
03	03	E	445498 MANCO MFG CO															
44	48	G	447586 MARATHON OIL FINDLAY OHIO															
08	04	E	450177 MARSHALL CAR WHEEL & FDRY	5		4	2			1	2							
03	05	E	462007 MC GILL MFG CO INC															

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