

SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

DIRECT #2		#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	DECEMBER		1964		453					
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.
			04 9902 000 RESINED NAPHTHALENE																
0621			G827609 CLAIM ACCOUNT																
0621			J829999 CLAIM ACCOUNTS		2														
			GRADE TOTAL		2004	1579	2355	246	158	255	160	239	196	142	307	142	177	118	177
			PRODUCT TOTAL		2004	1579	2355	246	158	255	160	239	196	142	307	142	177	118	177
			10 4591 150 PYDRAUL 150																
1008			G013535 ALLIED CHEM CORP				1						1						
0306			J014015 ALLIS CHALMERS MFG HARVEY																
2704			J016595 AMERE GAS UTILITIES CO																
4302			J027598 AM SMELTING & REFINING CO																
2704			A031130 ANCHOR HOCKING GLASS CO		1														
2706			G037150 UNIV OF ARKANSAS				4								4				
2706			J037510 ARMC0 STEEL MIDDLETOWN				1												
0803			G037513 ARMC0 STEEL KANSAS CITY MO				3										3		
4444			J048928 AUTO CONTROL LABS LOS A																
0306			J054245 BALL BROS CO		1		1		1										
4444			J054245 BALL BROS CO MUNCIE		1														
1041			A075050 BETHLEHEM STEEL CORP		1														
1505			A075050 BETHLEHEM STEEL CORP		3	3													
4101			J075050 SUB COS OF BETHLEHEM STEEL		1		2						1					1	
4101			A086735 BOEING AIRPLANE CO SEATTLE		1														
2804			J113604 CALGON CORP ORVILLE OHIO																
1041			A114340 CALIFORNIA OIL PERTH AMBOY																
4302			J114579 U OF CALIF BERKELEY CALIF																
1018			A129011 CELANESE CORP SUMMIT NJ																
0803			A138707 CHEMOLA MFG CO		1	3													
4444			J140359 CHEVRON SERVICES																
2706			J177387 CONTINENTAL STEEL CO		1	1	1						1						
0770			G183349 CRANE COMPANY				1						1						
1005			J191436 CURTISS WRIGHT WOODBRIDGE																
2346			A204037 DERBY REFINING CO		1														
2309			A216168 DOW CHEMICAL CO GOLDEN																
1501			A222200 E I DU PONT DE NEMOURS		1														
1601			J222904 DUQUESNE LIGHT CO																
2806			G233692 ELECTRIC FURNACE CO																
1545			J242667 ESSO STD DIV BALACYNWD PA		1														
2309			J247268 FAIRHALL ELEVATOR CO		4		2			1	2								
2785			A284157 GEN MTRS INLAND DIV DAYTON																
2309			A300950 GRANITE CITY STEEL C				1										2		1
0849			A310975 GULF OIL CO PITTS PA			3	1										1		1
1106			A310975 GULF OIL CO PITTS PA		10	10	2							1				1	