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: DECEMBER | YEAR: 1964 | PAGE NO.: 479

| 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. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | 11 1040 280 Aroclor Dist 1254 | | | | | | | | | | | | | | | |
| 1101 | J739634 | | TRANSALL INC | | | 1 | | | | | | 1 | | | | | | |
| 2804 | J748673 | | UN CARBIDE METALS NIAGARA | 1 | | | | | | | | | | | | | | |
| 0609 | J755003 | | U S DEPT NA WASH DC | | | | | | | | | | | | | | | |
| 0609 | G755392 | | US NAVAL BASE NW LONDON CN | | | | | | | | | | | | | | | |
| 2806 | G759486 | | VACUUM FINISHING CO | | | | | | | | | | | | | | | |
| 2704 | G761428 | | VANADIUM CORPORATION | | | | | | | | | | | | | | | |
| 2847 | J777740 | | WARREN REFINING AND | | | | | | | | | | | | | | | |
| 1016 | J799480 | | WILCOLATOR CORP | | | | | | | | | | | | | | | |
| 2904 | A809717 | | WOLVERINE SOLVENTS & CHEM | | | 2 | | | | | | | | 2 | | | | |
| 2802 | J820300 | | ZIP ABRASIVE COMPANY | | 2 | | | | | | | | | | | | | |
| 0621 | G829999 | | | | | 1 | | | | | | | | | 1 | | | |
| 2706 | G839998 | | CLAIM ACCOUNT | | | | | | | | | | | | | | | |
| | | | GRADE TOTAL | 417 | 368 | 504 | 111 | 14 | 29 | 11 | 110 | 9 | 44 | 19 | 7 | 98<br>139 | 98-<br>18 | 3 |
| | 11 | 1040 | 285 THERMINOL FR-3 | | | | | | | | | | | | | | | |
| 2309 | G037487 | | ARMACOST PONTIAC INC | | | | | | | | | | | | | | | |
| 0384 | A067650 | | BELDEN MANUFACTURING | | | | | | | | | | | | | | | |
| 4101 | A086736 | | BOEING AIRPLANE CO RENTON | | | 3 | | | | 1 | | 1 | | | | 1 | | |
| 1502 | G091680 | | HENRY BOWER CHEM MFG CO | | | | | | | | | | | | | | | |
| 4405 | G114558 | | CALIFORNIA TYPEWRITER | | | | | | | | | | | | | | | |
| 2906 | J118664 | | CANNON MUSKEGON CORP | 1 | | 1 | | | | | 1 | | | | | | | |
| 1010 | G128974 | | CELANESE FIBERS ROCKHILL | | | | | | | | | | | | | | | |
| 2709 | G171859 | | COMMONWEALTH ENG CO OHIO | | | | | | | | | | | | | | | |
| 2804 | J206978 | | DIAMOND ALKALI PASADENA | | | | | | | | | | | | | | | |
| 0303 | J257044 | | FIBERFIL CORP | 1 | 3 | | | | | | | | | | | | | |
| 2309 | J262242 | | FLEX-O-LITE MFG CORP | | | | | | | | | | | | | | | |
| 2887 | A296384 | | B F GOODRICH CHE AVON LAKE | | | | | | | | | | | | | | | |
| 1502 | A331850 | | HERCULES POWDER WILM DEL | | 4 | 2 | | | | | | | | | | | 1 | 1 |
| 1571 | G432903 | | LORD BALTI PRESS BALTIMORE | | | 1 | | | | | | | | | | | 1 | |
| 0704 | J454170 | | MASS INSTITUTE OF TECH | | | | | | | | | | | | | | | |
| 1010 | A472050 | | MERCK & CO RAHWAY | | | 1 | | | | | | | | | | 1 | | 1 |
| 2905 | J477430 | | MICHIGAN PLASTIC PRO | | | | | | | | | | | | | | | |
| 0303 | A485200 | | MINN MIN & MFG ST PAUL MIN | | | | | | | | | | | | | | | |
| 1504 | G510155 | | NATL BISCUIT CO CHESTER PA | | | | | | | | | | | | | | | |
| 1012 | G512046 | | NATIONAL HOME PRODUCTS CO | | | 1 | | | | | 1 | | | | | | | |
| 2704 | G540550 | | OHIO STATE UNIVERSIT | | | | | | | | | | | | | | | |
| 0307 | J549892 | | OWENS ILL GLASS ST CHARLES | | 2 | | | | | | | | | | | | | |
| 1005 | J577508 | | PHILIPS LABORATORIES DIV | | | | | | | | | | | | | | | |
| 1106 | A592018 | | PRATT & WHITNEY W PALM BEA | | | 8 | | | | | | | | | 8 | | | |
| 2701 | A594800 | | PROCTER AND GAMBLE C | | | | | | | | | | | | | | | |
| 0306 | J651324 | | SCHJELDAHL CO | 1 | | | | | | | | | | | | | | |
| 1106 | G683945 | | UNIVERSITY OF SOUTH | | | | | | | | | | | | | | | |

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