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	YEAR	PAGE NO.
DEC	1962	450

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.
1505		E	305588 GREENE TWEED AND CO															
0307		E	305814 GREENLEE BROS AND CO	1														
0849		A	310975 GULF OIL CO PITTS PA	50		36	2				3	5	1	3	3	9	6	3
1045		A	310975 GULF OIL CO PITTS PA	2		1	1											
1104		G	310975 GULF OIL CO PITTS PA			60		3		4	34	6	2	2	2	5		1
1545		A	310975 GULF OIL CO PITTS PA	13		52		5	3		5	9		12	9	9		1
1647		A	310975 GULF OIL CO PITTS PA	1														
2943		A	310975 GULF OIL CO PITTS PA			14	2			4			2	2	2		1	
4448		A	310975 GULF OIL CO PITTS PA	4		8			2					2	1	1	1	2
1647		E	311150 GULF RESV DEVEL PIT PA	2														
4103		G	311150 GULF RESV DEVEL PIT PA			1						1						
4402		E	315511 HALL MACK CO	1		2				1				1		1		
2706		E	319206 HANNIFIN CO DIV	1		2				1	1							
1502		G	323800 HARSCO CORPORATION			2											2	
2885		E	331844 HERCULES PACK COONEAUT OH															
1504		A	331850 HERCULES POWDER WILM DEL	4														
0805		E	335750 HILDEBRANDT ENG CO INC															
4448		G	342085 HOLT INDUSTRIES INC			1								1				
2802		A	345200 THE HOOVER COMPANY	2	2													
0783		G	345454 HOPE RUBBER CO INC															
4448		E	345820 HOPPING FOUNDRY	1														
0849		A	351300 HUMBLE OIL & REFIN TEXAS *															
0343		A	351305 HUMBLE OIL REFINING NY	6														
1045		A	351305 HUMBLE OIL & REFINING NY															
1545		A	351305 HUMBLE OIL & REFINING NY															
0343		E	351309 HMBLE OIL AND REF CHI ILL			5			1				1				2	
0343		A	351311 HUMBLE OIL AND REF MILW	13		27			3	6	9			9				
1545		E	351313 HUMBLE OIL & REFINING BALT	1														
4103		E	354009 HYDRAULIC AND AIR SEATTLE															
0307		E	354980 HYSTER COMPANY															
1504		E	355493 IDEAL FISHING FLOAT CO	1														
0303		G	356921 THE ILLINOIS LOCK CO			2	1								1			
2802		E	362365 INDUSTRIAL ELECTRONIC															
2706		E	363462 INLAND CHEM FT WAYNE IND	2														
2308		A	365684 INTL PAPER PINE BLUFF ARK															
3001		G	367658 IOWA ILLINOIS GAS AND ELEC															
1016		A	377279 JOHNS MANVILLE RES MAN N J															
2905		A	377300 JOHNS MANVILLE FIBER GLASS	2		2		2										
4101		E	380347 J A JONES CONSTRUCTION CO	1														

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