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.: 473

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	01	E	549880 OWNS ILL GLASS DURHAM N C	1	1													
03	07	E	549888 OWENS ILL GLASS STREATOR	1														
29	74	A	552449 PKGING CORP OF AM G R MICH		2													
29	05	A	558600 PARKE DAVIS & CO			2		2										
28	02	E	560760 PATTERSON FOUNDRY & MACHIN															
28	47	A	567085 PENN REFINING CLEVE OHIO															
10	10	A	575700 PFISTER CHEMICAL WORKS	3														
10	12	E	575795 CHAS PFIZER GROTON CONN	1														
15	02	E	576450 PHILADELPHIA ELECTRI	2														
16	01	A	585341 PITTS PLATE BARBERTON OHIO	3		5		1	1			4						
11	02	A	592018 PRATT & WHITNEY W PALM BEA	8		4								4				
08	05	E	595355 PRODUCTOS CLORINADOS S A	1														
10	16	E	596957 PUB SERV ELEC & GAS NEWARK	2														
27	06	G	609649 REA MAGNET WIRE LAFAYETTE															
28	02	E	609669 REACTIVE METALS INC	10														
10	08	A	613020 REICHHOLD CHEMICALS	8		2	2											
03	05	A	613023 REICHHOLD CHEM CICERO ILL	108	120	61			20		20			20				
28	02	A	615950 REPUBLIC STEEL															
09	01	A	617466 REYNOLD MET CO MASSENA NY	12	14	4						4						
23	08	A	617477 REYNOLDS METALS ST L MO	5	6	2				2		1						
11	01	A	617550 R J REYNOLDS TOBACCO	1	1	1										1		
29	05	A	622350 RINSHED MASON DETROIT	36	6	48			24							24		
10	18	A	625339 ROBERTSHAW FULTON MILFORD	1		1						1						
16	01	A	625340 ROBERTSHAW FULTON *	14	12	5			5									
44	05	A	629671 ROHR AIRCRAFT CHULA VISTA	72	30	14	10			4								
10	16	E	630502 RONSON METALS CORP															
10	14	A	635283 RUBBER CORPORATION NY	2		1		1										
10	16	E	648739 SAUQUOIT SILK CO INC	2														
30	01	E	651324 SCHJELDAHL CO	1		1					1							
10	08	E	655636 SCIENTIFIC DESIGN CO	1														
10	45	A	665210 SHELL OIL CO WOODRIVER ILL															
10	45	G	673384 SINCLAIR PETROCHEMICALS															
10	45	A	673400 SINCLAIR REFINING CO NY NY	12		12		6										6
03	07	E	676650 A O SMITH CORPORATIO	1														
10	14	A	685300 SOUTHBRIDGE FIN S BRIDGE M	10	5	2	2											
23	08	E	693517 SPENCER CHEM HENDERSON KEN	1		1			1									
10	19	A	697308 STANDARD CHEM HOBOKEN N J			2					1		2					
43	48	A	699043 STD OIL OF SEATTLE WASH			4										4		
27	04	A	701050 THE STANDARD ULTRAMA	7	7	14	2			8	4			1				

11 1040 260 Aroclor Dist 1248

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