

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		145						
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 1040 230 AROCLOR DIST 1232																
0307	A007555		AJAX ADHESIVES		4														
1101	A023263		AM MIN SPIR SHP NASHV TENN				3				3								
1101	A023264		AM MIN SPIRITS SHP CHAR NC			2													
1101	A023265		AM MIN SPIRITS SHP ATLANTA		6		4					11	6-					1-	
0703	A023266		AMER MIN SPIRIT CARTERET		6	16													
1002	A023266		AMER MIN SPIRITS CARTERET		45	55	34	-	6	-	4	2	3	4		5	6	4	
1101	A023266		AMERICAN MINERAL SPIRITS		1														
1501	A023266		AMERICAN MINERAL SPIRITS		85	30													
0703	A023267		AMER MIN SPIRIT SOMERV MAS				12					2						1	9
1501	G023268		AMER MIN SPIRIT CONSHO PA				80			6	25				14	11	14		11
1501	G023269		AMER MIN SPIRIT BALT MD				14								14				
2704	A030579		AMSCO SOLVENTS & CHEM		10	33	3	1			1	2-	2				1		1-
1606	G035003		APPLIED SCIENCE LAB INC																
0307	A088896		BORDEN CHEM ARABOL DIV		3	16	13	2	1	-	1	1	1	1	-	1	1	1	1
1008	A088896		BORDEN CHEM ARABOL DIV		3	1	6	-	-	3	-							1	
4402	A088896		BORDEN CHEM ARABOL DIV		2	4													
1008	A089000		BORDEN CO NEW YORK		12	22	5	6	-	3	2	2				-	-		
1008	A089016		BORDEN CO BROWNTOWN		1	5	1				1								
2802	A106249		BUFFALO SOLVENTS & CHEM		3	11	12	3		2	2		1	1	2			2	
4402	A131934		CENTRAL SOLV & CHEM CO CAL		6	11	7		2	1			2	2	1			1-	
0301	A131935		CENTRAL SOLVENTS CHICAGO		10	20	2										2		
4412	G138295		CHEMICAL SEAL				1							1					
4412	A138735		CHEM SEAL CORPORATION		1	2	1			1			1						
0630	J138764		CHEMSTRAND RES CTR INC		1														
4412	A144538		CHURCHILL CHEMICAL CORP		2		1			1									
2804	A206973		DIAMOND ALKALI CLEVE OHIO																
2704	A211745		DIXIE SOLVENTS AND CHEM		1														
1501	A222200		E I DU PONT DE NEMOURS																
1008	J229522		EATON ALLEN CORPORATION																
0307	A258150		F O FINDLEY CO MILW WISC		56	50	19	-	-			15			4	-	-		
2706	A284124		GENL MOTORS AND IND																
2785	A284157		GEN MTRS INLAND DIV DAYTON		1	1													
2804	A292300		GLIDDEN CO CLEVELAND OHIO																
0306	G303671		GREAT LAKES CHEM																
4101	A303933		GREAT WESTERN CHE SEATTLE				1					1							
0307	J334650		HIGH STRENGTH PLASTICS																
1502	A341000		R M HOLLINGSHEAD CAMDEN		30			3		2		3			3		7		
2704	A344910		HOOSIER SOLVENTS & CHEM				18												
0306	J354285		HYDRO-DREDGE ACCESSORY CO		1	1													
2302	A364109		INTERCHEM PRESTITE DIV STL		1		2		1		1								
1502	J365718		INTL PIPE & CERAMICS																