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. 449

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	76	A	176436 CONTINENTAL CAN AUGUSTA GA			2								2				
23	02	G	183350 CRANE COMPANY CHIC ILL			1												1
27	05	E	198297 J H DAY CINN OHIO	2	1													
44	02	E	209978 DIVERSIFIED BUILDERS INC	1														
28	02	A	212130 DOBECKMUN CO DIV DOW CHEM															
44	05	A	215843 DOUGLAS AIRCRAFT ELSEGUNDO	3	2													
03	07	G	216145 DOW CHEMICAL MADISON ILL.			1						1						
23	08	G	216186 DOW METAL PRODUCTS CO			1												1
11	01	E	217430 DRAYTON MILLS															
15	02	G	217640 DREVER COMPANY			1				1								
09	02	A	229450 EASTMAN KODAK CO		1													
11	02	A	234458 ELEVATOR ELEC*			9					5					4		
44	05	G	234458 ELEVATOR ELEC*															
16	01	E	235927 ELLIOT CO JEANETTE PA	1														
28	02	G	236817 ELWELL PARKER ELECTRIC CO			1								1				
29	05	E	239870 ENTERPRISE BRASS WORKS	3		2	1		1				1					
16	47	E	242667 ESSO STD DIV BALACYNWD PA															
10	18	E	246447 F M DIE CASTING CORP	1														
09	02	E	248177 FALCONER METAL AND SPEC	1														
44	02	E	256350 FERNHOLTZ MACHINERY CO	2														
43	02	A	257237 FIBERBOARD PAPER ANTIOCH															
15	02	G	259728 FISCHER MACHINE CO															
10	18	E	282138 GENL ASTROMETALS YONKERS	1														
08	09	A	282767 GENL DYNAMICS FT WORTH		5													
15	05	E	282877 GEN ELEC CO PHILA PA			1	1											
11	01	A	282894 G E CO HENDERSONVILLE NC			11		5	1				2			1	1	
41	01	E	283033 G E CO RICHLAND WASH			2							1				1	
28	02	A	283110 GENERAL ELECTRIC CLEVELAND															
29	05	A	284116 GENL MTRS CHEV DET MICH	1		4					1		1	1	1	1		
29	05	A	284119 G M CHEV-SAGINAW	4														
10	16	A	284135 GENERAL MOTORS HARRISON NJ	52	45	87	6	9	9	6	6	11	15	9	6	3	6	
09	01	A	284146 GENL MOTORS CHEV MASSENA	2														
29	05	G	284149 GENL MOTORS SAGINAW MICH															
27	06	A	284168 G M CENTRAL-FOUNDRY DIV			5					4	1						
44	12	A	284179 GMC DELCO BATTERY ANAHEIM	7	6	2			2									
44	05	E	289312 GILFILLAN CORP L A															
10	12	E	299204 GRACE LINES INC	1		1						1						
23	08	A	300950 GRANITE CITY STEEL C	19	18	7	7											
23	08	E	301215 GRANITEVILLE CO	4														

10 4590 009 Pydraul F-9