

SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

DIRECT # 2										MONTH		YEAR		PAGE NO.							
#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		DECEMBER		1965		478	
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 35 85 500 MDDAFLOW																		
1007			A752950 UNITED LACQUER MFG C																		
2302			J753448 UNITED PAINT CO																		
2308			A756316 U S PAINT LACQUER & CHEM																		
2308			A757023 U S VEHICLE AND CHEM																		
0303			J760928 VALSPAR CORP		0000		1														
2704			J761915 VANGUARD PAINTS AND																		
4402			J767900 VITACHROME INCORPORA																		
1181			A777735 WARREN PAINT AND COL																		
1601			A781150 THE WATSON STANDARD																		
0704			J799324 WILBUR & WILLIAMS																		
4411			G812995 WORNOW PROCESS PAINT																		
0621			J828632 RUDOLF EXPRESS CO																		
0621			J828723 CLAIM ACCOUNT																		
0621			G829116 UNITED PARCEL SERVICE																		
			24 GRADE TOTAL		26	45	48	2	2	2	4		4	5	2	1	6		4		
			24 PROD TOTAL		26	45	48	2	2	2	4		4	5	2	1	6		4		
X			41 4595 200 PYDRAUL A 200																		
2332			G000332 ACF INDUSTRIES IRVERDALE		0382	382															
0306			A015850 ALUMINUM COMPANY		0100	35	80														
1005			G015850 ALUMINUM COMPANY				64										21		43		
1045			G015850 ALUMINUM COMPANY				4											2			
4101			G015850 ALUMINUM COMPANY				12											1	10		
1010			G016880 AMERICAN ALUMINUM CASTNG				1												1		
2730			J037510 ARMCO STEEL MIDDLETOWN				25											13	10		
0306			J040688 ARROW ACME CORP		0002	1	2	1	1					3							
2831			G040688 ARROW ACME CORP				3														
0306			G040865 ART SPECIALTY CO		0001		1	1			1					1					
0832			G046950 THE ATTALA CO		0001		1														
2332			G050740 BABCOCK & WILCOX CO				1											1			
0306			J056614 BARBER-COLMAN COMPANY			1															
2831			G056614 BARBER-COLMAN COMPANY		0001		1														
0306			J068100 BELL AND HOWELL CO			3															
4101			J075050 BETHLEHEM STEELL AKWAANN		0005		5	6					3		3						
2332			J080776 JASPER BLACKBURN CORP			1		1-	1-												
1008			A089806 BORDEN CHEM DIV ILLIPOLI				2-												2-		
0306			G098179 BRIGGS & STRATTNO		0150		10	6			6										
2906			A110505 BUSS MACHINE WORKS		0005	16		21	5	3	6					6					
0306			G114809 CALLEN MFG CORP				2										1		1		
2332			A125388 CARTER CARBURETOR CO		0255	260	255	297	33	22	22	36			45	33	43	22			
0306			G130000 CENTRAL SIE CASTING & MF		0040		35	2											2		
2831			J136745 CHAUTAUQUA HARDWARE CORP			1		1								1					