FORM 5-910

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.: 165

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.
03	05	G	079900 BIWAX CORP															
09	02	A	106249 BUFFALO SOLVENTS & CHEM															
43	48	E	114395 CALIF RESEARCH SAN FRAN															
44	11	A	131934 CENTRAL SOLV AANTA FE SPGS	1		3			1		1	3	1		3			
03	01	A	131935 CENTRAL SOLVENTS CHICAGO	22	17	34	1	2	1	2	4	2	3	9	2	5		
44	12	A	138735 CHEM SEAL CORPORATION	25	15													
27	06	A	145148 CINCINNATI MILLING MACH															
10	18	G	155019 CLOVER LEAF PAINT AN															
44	12	A	156187 COAST PRO SEAL AND MFG	56	10	33	5				11	6	4	3		2		2
10	16	A	173400 CONGOLEUM NAIRN KEARNEY NJ															
28	02	A	173960 CONNEAUT RUBBER AND PLAS															
11	01	G	176723 CONTINENTAL CHEM CO CAYCE															
10	14	G	194390 DANIEL PRODUCTS CO			1					1							
23	08	A	197145 DON V DAVIS CO	11	12	8	2	1	1	1	1	1						
44	11	G	202588 DELTA TECH COATINGS&PAT CO			1						1						
23	08	E	202610 DELUXE COILS INC															
27	01	A	206296 DEVOE & RAYNOLDS LOUISVLLE															
27	01	A	211745 DIXIE SOLVENTS & CHEM															
15	01	A	222200 E I DU PONT DE NEMOURS															
10	18	G	280352 GAS PURIFYING MATERI			5		2		2								
10	18	E	289280 GILES VARNISH CO	1														
10	14	E	289653 GILLESPIE VARNISH CO	1														
28	87	E	296416 B F GOODRICH BRECKSVL OHIO															
10	18	A	297825 GORDON LACEY CHEMICA															
41	01	A	303933 GREAT WESTERN CHEM *			1							1					
41	01	A	303935 GREAT WESTERN CHE SEATTLE	1		1					1							
15	04	A	325656 HASKELL CHEMICAL CO	11	14	10	3				4					4		
27	01	A	344910 HOOSIVER SOLVENTS & CHEM															
44	05	G	350603 HUGHES AIRCRAFT NEWPORT															
11	02	E	356346 IDEAL ROLLER CHAMBLEE GA			1				1								
11	02	E	362951 INDUSTRIAL TOOL AND ENG			1					1							
10	18	G	364075 INSUL COUSTICS CORP			1							1					
23	84	A	366281 INTL SHOS C6 ST LOUIS															
10	16	A	377285 JOHNS MNVLLE PRO MAN NJ	8	8	7		1	1		1	1		1			1	
03	07	A	378850 S C JOHNSON & SON			1											1	
10	19	A	396530 KIRKER CHEMICAL COMP															
16	01	A	401295 KOPPERS CO PITTSBURGH															
43	05	A	429832 LOCKHEED AIRCRAFT SUNNYVAL															
11	02	E	436169 LUBRICITY PLUS CO															

04 1040 290 Aroclor Dist 1260

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