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. 152

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.
10	12	G048270	AUSTENAL CO DOVER NJ			1								1				
10	14	E052705	BAKER CASTOR OIL CO															
15	02	A055098	BALTIMORE PAINT & CHEM		4	1	1											
23	46	A061045	BATTENFELD GREASE OIL KC			2						2						
07	04	G064062	BEACON PRINTING INK															
28	02	E065226	BEAVER PAINT CO INC	1		1												1
43	02	E067624	JACK BELANGER CO															
15	04	G068600	BELL TELEPHONE LABS															
11	02	A074920	BEST MANUFACTURING CORP															
10	14	A074960	BESTICK ADHESIVES BROOKLYN	5	10	1	1			1						1		
10	16	A075285	BETTER FINISHES & COATING	53	50	54	6		6	6		6	6		6	12		6
07	03	A077965	BIRD AND SON INC	1	1	2		1	1		1			1				
29	05	E078794	BIRMINGHAM PLASTICS INC															
28	02	E084251	BLOW MOLDER INC															
41	05	A086735	BOEING AIRPLANE CO SEATTLE															
07	01	A088891	BORDEN CHEM CO PEABODY MAS															
10	08	A089011	THE BORDEN MIDDLESEX N J	2		2							1	1				
10	18	G089798	E BORREGARD															
10	19	A100300	BROOKLYN PAINT AND VARNISH		10	5	1	1	2		1							
23	08	A102650	BROWN SHOE COMPANY															
15	02	A103550	M.A BRUDER AND SONS		2	2	1				1	1						
27	06	A103650	BRULIN & CO INC OAKLAND CA	1	1	1								1				
27	06	A103653	BRULIN INC INDIANAPOLIS			2										2		
28	02	A105200	BUCKEYE FABRICK FINIS	9	10	2										2		1
09	02	A106249	BUFFALO SOLVENTS & CHEM	6	4	25		1	2	2	1	4			6	4	7	
23	08	E110931	BUTLER MFG CO															
43	01	A114250	CALIFORNIA INK CO SAN FR	12	15	11	2		2	1	1	1		1		3		
43	48	E114395	CALIF RESEARCH SAN FRAN															
43	02	E114579	U OF CALIF BERKELEY CALIF															
23	02	E115614	CAMDEN PRODUCTS CO.															
08	04	A119776	CAPITAL WIRE PLANO TEXAS															
07	03	A120815	CARBRO FINISHES CHEM		3													
44	11	E127001	CASEY AND CASE COATINGS															
15	04	G127928	CATHOLIC UNIVERSITY															
10	10	A129011	CELANESE CORP SUMMIT NJ															
44	11	A131934	CENTRAL SOLV & CHEM CO CAL	57	35	76	6	2	6	9	5	15	3		19	3		6
03	01	A131935	CENTRAL SOLVENTS CHICAGO	57	71	92	14	4	14	6	8	5	14	15	9	10	11	
28	02	G133788	CHAMBERLAIN ENGINEERING			1									1			
28	02	A133789	CHAMBERLAIN ENG TALLMADGE	1		1		1			1							

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