

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		615					
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.
			16 1052 110 PYRANOL 1470																
1505	J283188		GEN ELEC WASH D C		8														
4101	J283205		GENERAL ELECT SUPPLY-SPOKN																
0806	J283210		GENL ELECTRIC SER HOUSTON		1														
1005	J283212		GENERAL ELEC BUFFALO N Y		1														
1505	A283214		G E SERV SHOP PHILA PA		1														
0806	J283218		GEN ELEC SERVICE SHOP		2														
1106	J286750		GEORGIA POWER CO		4														
2885	A297400		GOODYEAR AKRON				1												1
4302	J302463		GRAYBAR ELEC SAN JOSE CAL		1														
4405	J302465		GRAYBAR ELEC LOS ANG		2														
1005	J311382		GULOW TRANSFORMER CO INC		1														
4305	J333330		HEWLETT PACKARD CO		1														
0306	J361065		INDIANA GENERAL CORP		16														
4405	A366075		INTL RECTIFIER CORP		4														
4402	J389883		KENNECOTT COPP HAYDEN ARIZ																
4402	J389886		KENNECOTT COPPER SL CITY		3														
2906	G404310		KUHLMAN ELEC BIRM ALA										6	6					
2906	A404311		KUHLMAN ELEC CRSTL SPRNGS		20														
4405	A412228		LARSEN HOGUE ELEC CO		2														
4405	J429833		LOCKHEED MISSILES VAN NUYS		2														
1005	J442590		MAGNETIC ENG AND MFG CO		5														
2906	J482322		MILLER SELDON ELECTRIC CO		3														
0804	J490677		MOHASCO IND GREENVILLE MIS																
2309	J491440		MONARCH CEMENT CO		1														
1505	A567047		PENNSYLVANIA RAILROAD CO		9														
4405	J577740		PHILLIPS-SUMMERS ELEC SUP		1														
1106	J590369		H K PORTER CO LYNCHBURG		1														
4305	A590384		H K PORTER BELMONT CAL		1														
1005	A616018		RESEARCH COTTRELL INC		54														
0804	J644880		SANDIA CORPORATION		1														
0306	J652548		SCHNEIDER ELEC AND EQUIP		2														
0803	J740050		TRAVIS STATE SCHOOL																
4405	J740823		TRI-COUNTY ELECTRIC																
1106	A748676		UNION CAR & NUCL OAKRIDGE		1														
2309	J749200		UNION ELECTRIC CO OF		1														
0609	J754981		U S GOVT OAKLAND		1														
1505	J766675		VIRGINIA ELECTRIC AN		1														
1005	J790300		WESTERN ELEC KEARNY NJ		7														
2309	J819793		ZIMMERMAN ELECTRIC		4														
0621	J827110		CLAIM ACCOUNT																
			GRADE TOTAL		397		3	2					6	6					1
			16 1052 100 PYRANOL 1470																
0705	A179900		CORRELL INDUSTRIES ELEC		28	68	17		2		3	4	44	35					