

SALES SUMMARY — PRODUCTS BY MONTH (THOUSANDS)

ORG 2 A		#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		DEC		1960	
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 1050 100 AROCLOR (PYRANOL) 65 M67																		
0901	E	65494	BECHTEL CORP MASSENA N Y			2															
4101	E	107332	BUNKER HILL CO																		
1005	D	233064	EISLER TRANSFORMER CO			54															
1007	E	246479	F R MACHINE WORKS			1															
0303	E	282883	GENERAL ELEC CHICAGO ILL																		
4405	D	282908	G E CO LOS ANGELES CAL			2		2		2											
0307	E	283121	G E SERV SHOP MILWAUKEE					1		1											
4405	D	283141	GEN ELEC SUP DIV LOS ANG					7		2		5									
1505	E	283188	G E SUP CO WASH D C					1					1								
1014	A	324260	HARTE AND CO INC					1											1		
1005	E	330348	J L HEMPHILL AND CO INC			7															
1601	D	380424	JONES & LAUGH ALIQUIPPA PA					2				2									
1601	D	380425	JONES & LAUGH PITTSBURGH					2					2								
1005	C	442562	MAGNA TRAN INC			26		7				7									
0905	A	527809	NIAGARA TRANSFORMER			318		47		47											
4405	A	530840	NORTH AMER AVIA LOS ANG			1															
1045	C	538804	OCTAGON PROCESS EDGEWATER			12															
0307	G	595974	PROPHETSTOWN MFG																		
1005	B	605382	RADIO ENG LABS INC			31		210	40	1			34	34		34	34			34	
2308	E	690663	SOUTHWEST ELECTRIC CO																		
0609	E	754981	U S GOVT OAKLAND			12															
0609	E	755050	U S DEPT OF NAVY NORFOLK			5															
0609	E	755055	U S NAVY BREMERTON WASH			5															
0621	E	829999	CLAIM ACCOUNTS			488		276	40	49		14	37	34		34	34		1	34	
			161050 110 AROCLOR PYRANOL 1470																		
2905	G	2130	ACE TRANSFORMER SERV CO					3	2		1										
3001	G	6720	AGRA LITE COOP INC																		
1606	A	14014	ALLIS CHALMERS PITTS PA			1476		1578	101	99	104	103	103	106	204	204	100	201	101	153	
1601	D	15850	ALUMINUM COMPANY																		
4302	D	16379	AMCO CHEMICAL CORP			1															
1012	D	28850	AMERICAN TOBACCO COM					2						2							
1601	E	37518	ARMCO STEEL BUTLER PA			2															
0902	G	41186	ARTISTIC CARD PUBLISHING																		
2802	G	50735	BABCOCK WILCOX BARBERTON					1	1		1										
1505	E	54998	BALTIMORE GAS AND ELEC			9				1											
1005	E	63728	BEACH ELEC CO			3															
1504	B	75050	BETHLEHEM STEEL CORP					3						3							
4405	G	75050	BETHLEHEM STEEL CORP																		
4105	A	86735	BOEING AIRPLANE CO SEATTLE			3		3								1				1	
4302	E	95780	BRAYER ELECTRIC CO			1															