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.: 616

DIST.	SALES-MAN	PROD. CHP.	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 110 AROCLOR PYRANOL 1470															
0609		E	755025 U S DEPT OF NA BROOKLYN	14														
0609		E	755055 U S NAVY BREMERTON WASH	1														
0609		E	755238 U S GOVT PHILA															
0609		G	755271 U S GOVERNMENT			1						1						
0609		G	755369 1254TH AIR TRANS WASH D C			7						7						
0609		E	755472 U S GOVT U S ARMY ENG	2														
0609		E	756059 U S NAVAL AIR ST SEATTLE															
1019		A	756593 US RBR NAUG CHEM NAUG CON															
1606		A	758345 R E UPTEGRAFF MFG CO	203	200	52		52										
1505		E	766675 VIRGINIA ELECTRIC AN	2		2				1						1		
2309		A	771700 WAGNER ELECTRIC CORP	7	7	4												4
0705		G	772321 WALCO ELECTRIC CO															
0809		G	777580 WARREN ELECTRIC CO			1											1	
4103		E	792723 WEYERHAEUSER CO EVERETT WA															
4302		E	808044 WISMER AND BECKER CO	2														
0621		G	828650 CLAIM ACCOUNT															
0621		G	829078 CLAIM ACCOUNT															
				2783	1537	1656	199	87	115	159	131	109	183	250	95	105	79	~~####~~ 146
*		16	1050 120 AROCLOR PYRANOL 1481															
0705		A	179800 CORNELL DUBILIER ELEC *	173	190	92		25						16	30	20		
0306		A	252575 JOHN E FAST AND COMP	4	8													
4302		E	282354 GENERAL CAPACITOR			1			1									
4302		A	290543 GIRARD HOPKINS	6	6													
4405		G	345538 HOPKINS ENGINEERING CO			5			1	1	1		1	1	1	1		
0306		G	586875 PLASTIC CAPACITORS I															
4302		G	639520 SAFE-T-MIKE CORPORATION			1										1	1	
0621		G	828090 CLAIM ACCOUNT															
				183	204	99		25	2	1	1		1	17	31	22	1	
*		16	1050 130 PYRANOL 1488 GE 1488															
2802		E	463084 MCKAY MACHINE CO	1														
1102		E	728650 TENN VALLEY AUTHORITY *															
2309		A	771700 WAGNER ELECTRIC CORP	104	104	153	49		52								52	
				105	104	153	49		52								52	
*		16	1050 135 AROCLOR PYRANOL 1492															
0905		A	283123 G E CO HUDSON FALLS NY	1		1												
				1		1												
*		16	1050 200 AROCLOR TRANS INERTEEN PPO															
0905		E	002846 ACME ELECTRIC CORP	8		4			4									

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