FORM 5-910

SALES SUMMARY — REPORTED BY ACCTS (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.: 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.
2309		G	556713 PAR ELECTRICAL CONTRACTOR			1							1					
1505		A	567047 PENNSYLVANIA RAILROAD CO	54	30	85	4		6	20	17	3	5	16		3	3	9
1505		G	567335 PENNSYLVANIA RAILROAD			3	3											
0849		A	577700 PHILLIPS PET BARTLESV OKLA	2														
3001		G	590265 ARTHUR G PORTER CO			1												1
0306		A	592078 PRECISION TRANSF ELK GROVE	76	90	20	10		7		2		1					
4402		E	592079 PRECISION TRANSF ANAHEIM															
0306		G	592080 PRECISION TRANSFORMER CORP			2								2				
2701		A	594800 PROCTER AND GAMBLE C															
1005		A	603699 QUEENSBORO	3	3	3		5	2-									
4305		A	605364 RADIATION AT STANFORD	5	10													
2302		A	606053 RALSTON PURINA DAV IOWA	1														
1005		G	616018 RESEARCH COTTRELL INC			70							27					43
4101		G	619726 CITY OF RICHLAND			1					1							
2309		G	635904 RUECKERT MEAT CO INC															
4405		A	638170 RYAN-AERONAUTICAL SAN DIEG															
4302		G	639290 SACRAMENTO MUNICIPAL			3						3						
4405		G	644190 SAN DIEGO GAS & ELEC CO			2			2									
1018		E	656800 SCOVILL MFG CO WTRBRY CONN			7							7					
2308		E	664550 SHEFFIELD STEEL CORP			1								1				
2309		A	**690663 SOUTHWEST ELECTRIC CO**	1														
0805		E	695648 SQUARE D CO MADISON HGTS															
4301		E	701492 STANFORD RESEARCH															
0306		E	704608 STEARNS MAGNETIC PRODUCTS	1														
0307		E	704608 STEARNS MAGNETIC PRODUCTS	1														
2309		G	720410 SWANSON-NUNN ELECTRIC			1									1			
2906		G	726428 FRANK C TEAL ELEC CO															
1102		E	728650 TENN VALLEY AUTHORITY *			2	1			1			1					
2309		G	728754 TERMINAL RAILROAD ASSN															
4105		E	735190 TIERNEY ELECTRICAL MFG CO	3														
2906		E	739675 TRANSFORMER INSPECTION CO			1							1					
2905		E	739678 TRANSFORMER SERV CO															
0805		G	740050 TRAVIS STATE SCHOOL			3												3
1102		E	744821 TURNER ELEC WKS DIV	1		9											7	1
1010		A	748588 UNION CARBID CHEM CO NY NY	4		3					3							
1101		E	748676 UNION CAR NUCL OAKRIDGE	2														
2302		A	748676 UNION CAR NUCL OAKRIDGE															
2309		E	749200 UNION ELECTRIC CO OF	3		9		1	3				1			1	1	2
0609		E	754981 U S GOVT OAKLAND	3		4								4				

16 1050 110 Aroclor Pyranol 1470

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