

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	DEC	1962		171								
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.
1002			A023266	AMERICAN MINERAL SPIRITS	1														
1104			A023266	AMERICAN MINERAL SPIRITS															
1501			A023266	AMERICAN MINERAL SPIRITS	21		6	2											4
0719			A023267	AM MINERAL SPIRITS CO	2		1												
0973			A029468	AMERICANWOOD BOARD CO															
2784			A030795	ANACONDA WIRE MARION IND															
1101			G031114	ANCHOR CONTINENTAL															
0703			G067196	BETTLE PLASTIC CO		10													
0703			G075423	CARL N BETTLE PLASTICS				1											
0703			A082417	BLANE CHEM CANTON MASS															
0902			A106249	BUFFALO SOLVENTS & CHEM															
4412			G120478	CARAM LATEX			1												1
0703			A120815	CARBRO FINISHES CHEM		1	1	1											
4411			A131934	CENTRAL SOLV AANTA FE SPGS	31	30	20	2	6	1	1	2	8						
0301			A131935	CENTRAL SOLVENTS CHICAGO	1	1	2												
2706			A145148	CINCINNATI MILLING MACH	52	60	7						5		2				
1101			E177404	CONTINENTAL TAPES															
1088			A178049	COOKE COLOR AND CHEM															
4402			A235762	ELLAY RUBBER CO	18	20	15	3	1	2	2	1	2	2				1	1
1582			A259360	FIRESTONE POTTSTOWN			1				1								
4412			A262207	FLEXFIRM PRODUCTS CO															
1016			E285585	GENTEX CORPORATION															
1083			A296413	B F GOODRICH CO DERBY CONN		2													
1104			G303594	GR LAKES CARBON MORGANTOWN			4			4									
4101			A303934	GREAT WESTERN CHE PORTLAND															
4101			A303935	GREAT WESTERN CHE SEATTLE															
0704			A362855	INDUSTRIAL SOLVENT AND CHE															
2308			A364198	INTER COASTAL PT E ST L	20	16	56	3	4		7	7	3	7	5	5	6	3	5
1504			E364200	INTER COASTAL PT BALT MD			8						1	1	3	3			
0704			A366481	INTL SHOE MACH BOSTON MASS															
0384			A377248	JOHNS MANVILLE CHICAGO IL	5	3	14	1	1	1	1	1	1	2	2	2		2	
1016			A377279	JOHNS MANVILLE RES MAN N J															
2308			E394115	KILLARK ELECTRIC															
0305			A407395	LAKE CHEMICAL CO															
0704			A436714	LUDLOW PAPER INC WARE MASS	1	2													
2302			A451997	MARTIN MARIETTA CORP ST L															
4412			A455040	MASTER PROCESSING CO															
3001			A485200	MINN MIN MFG ST PAUL MIN			1												
1014			E485201	MINN MIN MFG JERSEY CITY															
04 1040 340 ARDOR DIST 1268																			