

SALES SUMMARY — PERIODS 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		1965	
DIST.	SALES MAN	PROD. OR.	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.		
			11 1040 245 Therminol FR-1																		
2332	6030921		ANADARKO PRODUCTION CO				12										12				
1504	J045818		ATLANTIC RESEARCH ALEX V 0004		2	9	4				4							1	1-		
4105	6065497		BECTEL CORP-TERNDLE WSH				44											44			
2308	J070255		BENDIX CORP KAN CITY MO				95									95					
1502	A072988		BERKSHIRE COLOR CO INC		2																
1502	A075500		BETZ LAB PHILADELPHIA		5		7	1		1	1			1	1		1	2	1		
2730	J080539		BLACK CLAWSON HAMILTON				1														
4105	A086736		BOEING AIRPLANE RENTON		1																
1008	6088892		BORDEN CO BAINBRIDGE N Y				6												6		
2730	J098350		BRIGHTON CORPORATION																		
1109	J112247		C AND T REFINERY INC																		
0303	A121103		CARGILL INC CARPENTSV				9												9		
1505	J138715		CHEM PUMP DIV CRANE-CO				8											3			
2332	6167368		COLORADO OIL CO				1														
0804	A178928		COPOLYMER RUB & CHEM		1		1		1												
0804	A204549		DE SOTO CHEM GARLAND TEX				10		10												
2906	J205350		DETROIT EDISON CO																		
1631	A206080		J P DEVINE MFG CO INC		73																
1501	A222200		E I DU PONT DE NEMOURS				3	2					1								
2804	A229450		EASTMAN KODAK CO																		
0804	6242850		ETHYL CORP BATON ROUGE 0004		2	4	2	-	-	-	-	-		1	-	1		1			
1010	A258240		FINE ORGANICS INC		2		1				1										
1505	J267899		FOSTORIA WARRINGTON PA		1		1														
0306	A271355		FREEMAN CHEMICAL CORP				49									49					
0306	J274368		FRIE MFG DES MOINES				1							1							
2231	A297400		GOODYEAR T & R AKRON		8		5						2	1	1		1		1		
4405	J299222		W R GRACE LIBBY IND																		
1109	J303594		GR LAKES CARBON CORP				4							1		1			1		
0704	J306982		J W GREER COMPANY																		
1052	A310177		GRUMAN AIRCRAFT ENG		19		17							5				8			
2332	6352600		HUNTINGBURG WAGON WORKS 0001			1															
1504	A352864		HUPP CORP				6	5						1					1		
0306	6363178		ROY C INGERSOLL RESRCH C 0001			1															
1005	A376889		JIFFY MFG HILLSIDE N J		19		12	4		2			1		2		2	1			
1571	J376890		JIFFY MFG GETTYSBURG PA		4																
2332	6376891		JIFFY MANUFACTURING CO				4										4				
4101	6380623		JONES-SCOTT COMPANY																		
4101	J424846		LILYBLAD PETROLEUM INC		1																
1151	A429792		LOCKHEED AIRCRAFT MARIET		19		26	3	7		3		10								
1019	A447985		MARCO CHEMICAL CORP 0000		1	2	1		1									1			
1010	A472050		MERCK & CO RAHWAY		5																
2831	6472300		MERIAM INSTRUMENT CO																		