

SALES SUMMARY — PRODUCTS 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		472					
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.
			11 1040 280 AROCLOR DIST 1254																
1010	6748684		UNION CARBIDE CORPORATIO				1												1
0609	6754405		CHIEF TRAFFIC SERVICES S																
0609	6754460		PINE BLUFF ARSENAL ARK				1		1										
0609	J755003		U S DEPT NA WASH DC																
0609	G755211		U S ATOMIC ENERGY COMM				2			2									
0609	J755392		US NAV BASE NW LONDON CN																
0609	J755401		FIN OFFICE HUNTSVILLE																
2831	J759486		VACUUM FINISHING CO																
2704	J761428		VANADIUM CORPORATION																
1101	G765150		VICTOR CHEM WKS DIV																
2847	J777740		WARREN REFINING AND																
2905	G786068		WELSH INDUSTRIES INC				1												
2904	A809717		WOLVERINE SOLV & CHEM		2														
0621	J829999		CLAIMS ACCOUNT				1												
			280 GRADE TOTAL		502	360	505	35	8	23	137		20	31	38	16	145	45	15
X 1008	A020213		285 THERMINOL FR-3																
1008	A020213		AMER CY BOUNDBROOK																
2332	J037487		ARMACOST PONTIAC INC																
0307	J072784		BERKLEY AND CO																
4105	A086736		BOEING AIRPLANE RENTON		3														
1502	J091680		HENRY BOWER CHEM MFG CO																
4405	J114558		CALI TYPEWRITER																
2906	J118664		CANNON MUSKEGON CORP		1		1											1	
1010	J128974		CELANESE FIBERS ROCKHILL																
1109	G166574		COLONIAL BAKING CO				1						1						
2730	J171859		COMMONWEALTH ENG CO OHIO																
1505	J267899		FOSTORIA WARRINGTON PA																
1109	G268060		FOUNDATION ACCOUNTS INC																
2231	A296384		B F GOODRICH AVON LAKE																
1502	A331850		HERCULES POWDER WILM DEL		2														
1005	G365354		INTERNATIONAL NICKEL CO																
1571	J432903		LORD BALTI PRESS BALTIMO		1														
1010	A472050		MERCK & CO RAHWAY		1														
0303	A485200		MINN MIN & MFG ST PAUL M				1												
1008	A509600		NATL ANILINE DIV																
1504	J510155		NATL BISCUIT CHESTER PA																
1012	J512046		NATL HOME PRODUCTS CO		1														
2704	J540550		OHIO STATE UNIVERSIT																
1151	A592018		PRATT & WHITNEY W PALM B		8														
2701	A594800		PROCTER AND GAMBLE C																
2384	A596163		PROTECTO WRAP CO																
1008	A613020		REICHOLD WHITE PLAINS				5												5