

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		DECEMBER		1965		622			
DIST.	SALES MAN	PROD. CDP.	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 300 TRANS. PYRANOL A1383B																
2905	G265340		FORD MOTOR CO CHGO HGHTS				3												
2905	G265349		FORD MOTOR HOPEVILLE GA				1							1					
2905	G265352		FORD MOTOR COMPANY				4								4				
2905	G265354		FORD MOTOR COMPANY <i>Birmingham, Alabama</i>				4									4			
2906	J277357		W D GALE INC																
1005	G279400		GARFUNKEL COMPANY				1							1					
4105	A282781		G E CO SEATTLE 0000		4	2	3				1					2			
1109	J282782		G E CO TAMPA FLA		1		5				3				1				
1005	J282783		G E CO PLANTSVILLE CONN		1		7						5					1	
4305	G282784		G E CO SAN FRANCISCO				1			1									
0832	J282785		G E CO DALLAS 0000		11	4	34								2	31			1
2730	J282787		G E CO INDIANAPOLIS 0002		2	2	1									1		1	
4405	G282797		G E CO GLEND LE				2		2										
0306	G282798		G E CO BETTE DORF IOWA				4		1	1			1						
2730	G282800		GENERAL ELECTRIC CO				1							1					
1109	G282859		G E CO ROANOKE VA																
0306	J282860		G E CO MINN MINN 0011		16	11	2								3	1			
1631	A282862		G E CO HOMESTEAD PAY 0020		6	15													
1109	J282863		G E CO HIALEAH 0000		5	4													
1109	J282869		G E CO JACKSONVLE 0000		1	2	4								1				
4405	J282875		G E CO SALT LAKE CITY UT 0000		5	4	2	1											1
1109	G282878		G E SER SHOP CHAMBLEE GA				8				1			1		4		1	
1505	J282880		G E CO BALTIMORE MD		3		8				1			2			2	1	
1109	A282881		G E CO ROME GA				59			9							26	12	12
0306	A282883		G E CO CHICAGO ILL		1		7						1		2	3		1	
4305	A282886		G E CO OAKLAND CAL 0050		58	50													
2831	J282889		G E SERV CLEVELAND OHIO 0002		3	2	13				4					8		1	
4305	J282890		G E CO OAKLAND CAL		3		2			1									1
0832	J282891		G E CO HOUSTON TEXAS 0000		10	8	6	-	-	1	-	-	3	-	1	-	1	-	
2906	J282893		G E CO DET MICH		2														
1109	A282894		G E CO HENDERSONVILLE NC 0000		2	5	9	4											4
2730	G282895		GEN ELEC COLUMBUS OHIO				9			2	2								5
4305	G282898		G E CO S F CAL				1									1			
2730	A282899		G E CO CHARLESTOWN W VA		2														
1505	J282902		G E CO ALLENTOWN PA		5		2								2				
4105	J282903		G E CO PORTLAND ORE		2		14	4								7			
2730	J282904		G E CO EVENDALE		1		1	-	-	-	-	-		-	-	-	1	-	
1005	G282906		G E CO N BERGEN N J 0000			5	8						2		1				5
4405	A282908		G E CO LOS ANGELES CAL 0000		4	2	50	31	2	14							2	1	
1505	G282912		GENERAL ELECTRIC SUPPLY				18				2				16				
1109	G282913		GENL ELEC BIRMINGHAM																
2730	J282919		G E CO CINN		10		12		3					3		5			