

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		1964		622				
DIST.	SALES MAN	PROD. CTR.	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 200 TRANSFORMER INERTEN PPO																	
2309	A771700		WAGNER ELEC ST LOUIS					104	53											51
4305	J783500		WEDCO INCORPORATED			1														
1101	J790252		WSTRN ELEC WMSTIN SALEM NC			1		1	1-			2								
0705	G792219		WESTNGHSE ELECT HARTFORD																	
2906	G792220		WESTINGHOUSE ELEC TOLEDO																	
1505	G792221		WESTINGHOUSE READING PA					1							1					
4405	G792222		WESTINGHOUSE E SUP SALT L																	
2806	J792223		WESTINGH ELEC SUP ERIE PA			8														
1106	J792224		WESTINGH ELEC SUP ALBANY			1														
2906	J792225		WESTINGHOUSE ELEC SUP DET			1														
0803	J792227		WESTINGHOUSE E SUP B ROUGE				1													
0806	G792227		WESTINGHOUSE E SUP B ROUGE					6												
0705	G792228		WESTINGHOUSE AUGUSTA ME					1	1									6		
1505	J792229		WESTNGHSE ELEC SPRNGFLD PA			4														
0705	G792230		WESTINGHOUSE WORCESTER					2								2				
0306	J792232		WESTINGH ELEC SUP HAMMOND																	
0306	G792235		WESTNGHSE ELEC SUP PEORIA					1						1		1				
1505	G792236		WESTINGHOUSE NORFOLK VA					1							1		1			
2806	J792236		WESTINGHOUSE NORFOLK VA																	
1606	G792237		WESTINGHOUSE ELECTRIC CORP					6										6		
0806	J792241		WEST ELEC HOUSTON TEX																	
1505	G792244		WESTNGHSE ELEC SUP WASH DC					1			1									
1005	J792245		WESTINGHOUSE ELEC SUP N Y			4														
0806	J792247		WEST ELEC NEW ORLENAS LA			3														
1005	J792249		WESTINGH ELEC SUP TRENTON							1										
4305	G792251		WESTINGHOUSE ELEC SUP OAK					1		1										
0506	G792252		WESTINGHOUSE PEORIA ILL					1				1								
1106	J792263		WESTINGHOUSE COLUMBUS OH																	
2709	G792263		WESTINGHOUSE COLUMBUS OH																	
1505	J792264		WESTINGHOUSE E PITTS PA			10														
4105	A792266		WESTINGHOUSE ELEC SEATTLE				2	3											3	
4405	G792267		WESTINGHOUSE ELEC PHOENIX					21					1			12			7	
1505	G792268		WESTINGHOUSE ELEC WASH									3								
2806	G792269		WESTGHS ELEC YOUNGSTN O					13											13	
0806	J792270		WESTINGHOUSE BATON ROUGE																	
4405	G792272		WESTINGHOUSE COMPTON CAL					1				1								
1005	A792274		WESTINGHOUSE ELEC HILLSIDE			1		3							1		3			
2709	J792275		WESTINGHOUSE ELEC CINCINN			3	10	1			1									
2806	G792277		WESTINGHOUSE CLEVE OH												1					
2709	J792278		WESTINGHOUSE ELEC INDIANAP					1								1				
1005	G792279		WSTNHSE ELEC WLKS BARRE PA																	