

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		480			
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 4595 200 PYDRAUL A 200																
2332			J362942	INDUSTRIAL TOOL & DIECAS	6		1						1						
4444			G364462	INTL CAST PROD INC			1										1		1
0704			G364600	INTL EQUIPMENT CO															
1045			G375918	JERSEY CENTRAL P & L CO															
0306			A378425	JOHNSON MOTORS DIV	0800	828	723	752	42	83	43	82	43	39	81	88	84	41	86
1005			J385653	KASON DISPLAY HARDWARE	1														
1005			G389850	KENNAMEOAL LATROBE PA			1							1					
1631			J389850	KENNAMEAL LATROBE PA	0000	3	5	3		1			1						1
2905			G389850	KENNAMEAL LATROBE PA			1						1						
2905			J389852	KENNAMEAL DET MICH	3														
0306			G397164	KITCHEN-QUIP INC			1										1		
0306			A404971	KUX MACHINE CHICAGO	0003	6	2												
2831			J420268	LESTER ENGINEERING CO	0002		2	2		2									
0306			J426538	LINDBERG ENG CO	3		1												
0704			A442570	MAGNESIUM CASTING H P MA	0033	33	33	27	1	3	3	3	2	2	2	3	3	1	2
1505			J473812	METAL RECLAIMING ASSOC															
2831			A478569	MIDLAND ROSS CLEVELAND	0030	40	30	6	2		2	2							
4444			A488341	MOBIL OIL DIV LOS ANG	0227	218	227	99		28	10	12	26			8		15	
4101			A488343	MOBIL OIL CO-PORTLAND	8														
0306			G488349	MOBIL OIL DIV ST PAUL MI	0010		10												
1005			A488350	MOBIL OIL DIV PHILA PENN	0500	690	500	840	41	7-	144	97	1	111	104	40	71	56	40
2831			A488357	MOBIL OIL DIV DETROIT	0000	10	20	37			5	7		6	5	5	8		
2906			A488357	MOBIL OIL DIV DETROIT	0200	45	100												
2332			A488360	MOBIL OIL DIV K C MO	6		5	3	3										
1505			A488362	MOBIL OIL DIV PAULSBORO	0010	10	5		4									1	
0306			A488364	MOBIL OIL DIV CHIC ILL	0250	313	300	174		36	1-	22	5	10	42	46			
1005			A488370	MOBIL OIL CO NY NY	0070	90	70	116	5	10	10	14	12	18	13	8	14		1
4101			G488370	MOBIL OIL DIV ST PAUL MI	0011		11												
4101			A488374	MOBIL OIL CO SEATTLE	10		4									4			
0306			G489850	MODERN DIE CASTING			4										2	1	1
2831			J489850	MODERN DIE CASTING	2														
1005			G505320	MURAD CASTING CO			3										1		2
0703			A508583	NARRAGANSETT WIRE CO	0001	1	1	1							1				
4405			G530840	NORTH AMER AVIA LOS ANG	0001		1												
2831			J558728	PARKER HANNIFIN CLEVE															
1631			J582761	PITTSBURGH DES MOINES	1														
4101			J582761	PITTSBURGH DES MOINES	1														
1505			J609835	READING TUBE CORP			9									7	2		
0832			J612173	REED ROLLER BIT CO	5		2		-	-	-	-	-	1	-	-	1	-	
1109			G617388	REYNOLDS MET REDUCTION			6										6		
1005			A617466	REYNOLDS MET MASSENA NY			1											1	
2332			J617476	REYNOLDS MET MALVRN ARK	2		2		1						1				