COLLECTIONS - YEAR 1936
WHITE LEAD SALES
(DRY-IN OIL AND LEAD SULPHATE)

MONTH	GROSS SALES (DRY)	GROSS SALES (IN OIL)	GROSS SALES (LEAD SULPHATE)	TOTAL GROSS SALES	COLLECTIONS	OVERDUE ACCOUNTS
January	$ 49,424.27	$ 21,844.40	$ 4,006.13	$ 75,296.80	$ 76,007.71	$ 25,165.
February	53,565.07	16,726.72	4,999.98	74,991.67	96,412.27	22,991.
March	75,448.36	24,943.43	5,490.10	107,881.89	68,281.11	28,059.
April	79,123.23	86,564.22	6,981.72	172,668.17	126,567.72	17,450.
May	101,121.82	33,150.71	4,244.80	148,539.05	130,186.23	15,287.
June	79,845.05	59,606.06	8,114.40	147,565.51	152,218.89	24,139.
July	64,089.99	49,165.89	10,320.19	122,345.98	138,[illegible]	22,796.
August	79,383.25	36,161.25	12,161.54	127,676.04	121,[illegible]	22,606.
September	70,630.27	46,632.96	10,255.70	127,746.93	122,[illegible]	25,918.
October	71,144.30	33,287.31	5,096.84	109,528.45	130,990.54	22,909.
November	68,765.53	26,324.39	1,122.51	116,410.23	122,149.25	22,149.
December	139,735.00	58,651.51	4,256.98	212,697.45	118,290.48	22,165.
	$ 971,324.34	$ 495,477.96	$ 76,198.49	$ 1,543,394.98	1,434,048.71	$ 21,285.6
Less Cash Discounts Allowed	$ [illegible]	$ 6,388.00			$ 12,874.46	$ 12,874.
ACCOUNTS [illegible]						$324,492.
PERCENT [illegible]						14.4

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COLLECTIONS - YEAR 1936
WHITE LEAD SALES
(INCL. IN OIL AND LEAD SULPHATE)

BAD DEBTS CHARGED OFF 1936

	STATE	YEAR ACCRUED	White Lead and Lead Sulphate Sales	Lead-in-Oil Sales	Total
Central Hardware Co.	Mass.	1936	-	$ 44.50	$ 44.50
Colby & Spitler Co.	Mich.	1933	-	18.84	18.84
Erlich Bldg.& Maintenance Company	Ills.	1935	-	431.50	431.50
Equality Oil & Fuel Co.	Mo.	1935	23.75	-	23.75
Miles Paint Co.	New York	1935-36	-	[illegible]	[illegible]
Read & Marsee	Ind.	1934	-	[illegible]	11.40
Strassel Gans Paint Co.	Ky.	1933	[illegible]	-	[illegible]
			$ 56.42	$ [illegible]	$[illegible]
Misc.Credits to Reserve for Bad Debts			[illegible]	[illegible]	[illegible]
			$ [illegible]	$ [illegible]	$[illegible]
Percent of Loss to Gross Sales			.004	.143	.048

CUMULATIVE

Gross Sales - 1926 to 1936 Incl.	$ 9,997,848.31		$9,997,848.31
Gross Sales - 1923 to 1936 Incl.		$1,414,285.25	1,414,285.25
			$11,412,133.56
Total Bad Debts	7,827.76	1,996.74	9,024.50
Percent Loss	.070	.141	.071

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