

WHITE LEAD SALES
(DRY AND LEAD IN OIL)

<u>MONTH</u>	<u>GROSS SALES (DRY)</u>	<u>GROSS SALES (IN OIL)</u>	<u>TOTAL GROSS SALES</u>	<u>COLLECTIONS</u>	<u>OVERDUE ACCOUNTS</u>
January	\$ 61,292.75	\$ 14,111.44	\$ 75,404.19	\$ 70,610.85	\$ 11,301.14
February	36,609.88	13,754.28	50,364.16	90,604.11	3,002.36
March	128,102.89	18,144.66	146,247.55	49,051.36	2,566.34
April	27,877.51	19,097.58	46,975.09	121,222.27	5,421.15
May	33,915.58	19,129.67	53,045.25	62,259.16	4,588.27
June	62,360.86	33,317.18	95,678.04	66,051.81	3,916.06
July	92,365.14	23,428.14	115,793.28	96,115.99	2,135.59
August	81,817.50	30,621.02	112,438.52	125,159.82	2,076.17
September	105,448.39	28,576.70	134,025.09	100,011.48	2,230.08
October	84,927.51	32,235.92	117,163.43	123,156.97	3,037.84
November	91,555.01	17,017.67	108,572.68	123,061.50	6,581.75
December	<u>114,791.75</u>	<u>18,904.32</u>	<u>133,696.07</u>	<u>96,515.95</u>	<u>4,904.52</u>
	<u>\$921,064.77</u>	<u>\$268,338.58</u>	<u>\$1,189,403.35</u>	<u>\$1,123,821.27</u>	<u>\$ 4,313.44</u>
Cash Discounts Allowed	\$ 8,149.49	\$ 4,441.88		\$ 12,591.37	
Accounts Receivable - Total				\$ 130,345.42	
Percentage Receivables to Gross Sales				10.96%	

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COLLECTIONS - 1944
WHITE LEAD SALES
(DRY AND IN OIL)

BAD DEBTS CHARGED OFF - 1944

<u>WHITE LEAD DEPARTMENT</u>	<u>STATE</u>	<u>YEAR</u>	<u>ACCUMULATED DRY WHITE LEAD</u>	<u>WHITE LEAD-IN-OIL</u>	<u>TOTAL</u>
<u>WHITE LEAD DRY AND IN OIL SALES</u>					
M. M. Noble Co.	Ill.	1942		\$ 32.80	
Square Hardware Co.	Mass.	1942		1.00	
State Street Hardware	Wisc.	1944		6.77	
20th Century Stores	Mass.	1942		<u>66.12</u>	
TOTAL CHARGED OFF				<u>108.69</u>	<u>\$ 108.69</u>
<u>CREDITS</u>					
E.T. Carlson Paint Co.	Ill.	1942		13.52	
Wood Pt. & Mlp. Co.	Ill.	1939		2.20	
Hachmeister-Lind Co.	Penn.	1932	755.31		
Mutual Paint Co.	Minn.	1941-1942	<u>83.22</u>		
			<u>838.93</u>	<u>15.72</u>	<u>\$ 854.65</u>
NET GAIN 1944			<u>338.53</u>	<u>92.97</u>	<u>745.56</u>
Percentage of Losses to Gross Sales (Dry \$921,064.77) (In-Oil \$268,338.58)			<u>.0910</u>	<u>.0346</u>	<u>.0626</u>
<u>CUMULATIVE</u>					
Gross Sales 1926-1944 inclusive			\$ 16,250,593.96		\$ 16,250,593.96
Gross Sales 1932-1944 inclusive				<u>\$ 4,491,221.31</u>	<u>\$ 4,491,221.31</u>
TOTAL SALES			<u>\$16,250,593.96</u>	<u>\$ 4,491,221.31</u>	<u>\$ 20,741,815.</u>
Total Bad Debts			<u>\$ 8,923.52</u>	<u>\$ 14,649.33</u>	<u>\$ 23,572.</u>
Percentage of Loss			<u>.0549</u>	<u>.326</u>	<u>.114</u>

PNYC00001495