1955
PAINT BRANCHES

PAINT BRANCHES

BALANCE SHEETS

AND

INCOME AND EXPENSE STATEMENTS

THE GLIDDEN COMPANY

OCTOBER 31, 19

AUG 31 1955

GLDC10978

PAINT BRANCHES

August 31, 1955

INDEX

GLD010979

BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
August 31, 1955

	Central Branches							Florida Branches				Canadian Branches	
	Buffalo, New York No. 62	Lakewood, Ohio No. 51	Cleveland, Ohio No. 56	Columbus, Ohio No. 57	Detroit, Mich. No. 84	Louisville, Kentucky No. 88	Toledo, Ohio No. 63	Jackson-ville, Florida No. 52	Miami, Florida No. 44	Orlando, Florida No. 58	Tampa, Florida No. 61	Calgary No. 102	Winnipeg, No. 101
ASSETS													
CURRENT													
Cash on hand	$ 100	$ 100	$ 100	$ 123	$ 100	$ 175	$ 150	$ 100	$ 100	$ 100	$ 150	$ 150	$ 205
Cash on deposit and in transit	-	-	-	-	-	-	-	-	-	-	-	68	-
Trade notes receivable	-	1,900	-	13,380	2,380	-	400	-	-	-	853	-	-
Trade accounts receivable	40,148	40,812	15,224	53,318	71,928	31,275	31,145	39,763	110,160	37,999	46,765	48,445	24,818
Reserve for doubtful accounts	1,088*	1,947*	1,197*	774*	967*	1,703*	1,055*	1,048*	2,458*	1,307*	1,827*	-	-
Inventories - finished	44,082	31,549	23,398	42,045	79,658	50,175	66,827	30,708	65,450	32,610	60,727	47,475	56,295
Total Current Assets	$83,242	$72,414	$37,525	$108,091	$153,129	$79,922	$97,467	$69,523	$173,252	$ 69,402	$108,676	$96,133	$ 81,318
OTHER ASSETS													
Deposits with public utilities, etc.	$ -	$ 44	$ -	$ 99	$ 20	$ -	$ 64	$ -	$ 18	$ 110	$ 3	$ -	$ -
Prepaid insurance and expenses	$ -	$ 28	$ 103	$ 98	$ 981	$ 342	$ 863	$ 24	$ 29	$ 142	$ 138	$ 100	$ 540
PROPERTY, PLANT AND EQUIPMENT													
Land, buildings, furniture and fixtures, etc.	$ 4,516	$11,279	$ 8,154	$ 9,556	$ 14,128	$ 6,984	$14,098	$ 5,170	$ 7,838	$ 5,208	$ 7,773	$ 3,184	$ 33,552
Allowance for depreciation	3,979*	665*	4,725*	6,707*	11,665*	4,457*	13,256*	4,361*	7,197*	4,020*	6,817*	722*	7,851*
Total Property, Plant and Equipment	$ 537	$10,614	$ 3,429	$ 2,849	$ 2,463	$ 2,527	$ 842	$ 809	$ 641	$ 1,188	$ 956	$ 2,462	$ 25,701
Total Assets	$83,779	$83,100	$41,057	$111,137	$156,597	$82,791	$99,236	$70,356	$173,940	$ 70,842	$109,773	$98,700	$107,559
LIABILITIES													
CURRENT													
Accounts payable for purchases, etc.	$ 111	$ -	$ -	$ 509	$ 769	$ -	$ -	$ 386	$ 190	$ 708	$ 295	$ 396	$ 200
Payroll taxes	-	-	-	-	-	-	-	-	-	-	-	3	4
Employees' income tax deductions	-	-	-	-	-	-	-	-	-	-	-	157	118
Unpaid commissions and bonuses	1,363	4,065	4,834	9,183	4,219	1,258	2,933	2,281	7,636	2,179	697	-	483
Customers' credit balances	52	359	514	59	319	15	403	531	1,546	16	45	-	-
Accrued state income taxes	-	-	-	-	-	526	-	-	-	-	-	-	-
Accrued taxes	792	240	368	589	460	288	84	456	749	230	950	-	-
Accrued miscellaneous	-	-	-	-	-	-	-	-	-	-	-	260	325
Total Current Liabilities	$ 2,318	$ 4,664	$ 5,716	$ 10,340	$ 5,767	$ 2,087	$ 3,420	$ 3,634	$ 10,122	$ 3,133	$ 1,987	$ 816	$ 1,130
INTRACOMPANY ACCOUNT													
Private ledger - Cleveland	$81,198	$48,227	$ 3,723	$ 48,231	$116,971	$64,014	$76,684	$40,097	$138,963	$ 37,973	$105,368	$101,375	$112,297
NOMINAL													
Net profit from operations for the fiscal year ended August 31, 1955 before providing for Federal income taxes	$ 263	$30,209	$31,618	$ 52,566	$ 33,859	$16,690	$19,132	$26,625	$ 24,855	$ 29,736	$ 2,418	$ 3,492*	$ 5,868*
Total Liabilities	$83,779	$83,100	$41,057	$111,137	$156,597	$82,791	$99,236	$70,356	$173,940	$ 70,842	$109,773	$98,700	$107,559

* Indicates red figures.

BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
August 31, 1955

	Southeastern Branches						Northwestern Branches				Midwest Branches	
	Atlanta, Georgia No.40	Birming-ham, Alabama No.41	Charlotte, N.C. No.68	Chatta-nooga, Tennessee No.85	Knoxville, Tennessee No.55	Nashville, Tennessee No.90	Duluth, Minn. No. 86	Sioux City, Iowa No. 93	St. Paul, Minn. No. 92	Honolulu, T.H. No. 58	Indiana-polis, Indiana No.80	Omaha, Nebraska No.84
ASSETS												
CURRENT												
Cash on hand	$ 100	$ 100	$ 200	$ 150	$ 200	$ 100	$ 100	$ 100	$ 100	$ 100	$ 100	$ 100
Cash on deposit and in transit	-	-	-	-	-	-	-	-	-	6,736	-	-
Trade notes receivable	-	-	-	-	-	-	6,822	6,575	-	-	2,250	1,009
Trade accounts receivable	44,961	68,546	56,057	38,957	85,690	45,671	36,856	12,857	15,431	54,090	62,898	38,985
Reserve for doubtful accounts	1,275*	2,100*	2,040*	1,026*	1,701*	306*	2,220*	650*	640*	1,229*	1,680*	2,027*
Inventories - finished	31,185	29,718	45,077	40,082	51,257	30,209	30,689	22,863	15,755	53,649	44,536	35,828
Total Current Assets	$74,971	$ 96,264	$ 99,294	$78,163	$135,446	$75,674	$72,247	$43,745	$30,676	$113,346	$108,101	$73,895
OTHER ASSETS												
Deposits with public utilities, etc.	$ -	$ -	$ 5	$ -	$ 5	$ 4	$ -	$ -	$ -	$ 26	$ 45	$ 108
Prepaid insurance and expenses	$ 169	$ 95	$ 148	$ 435	$ 194	$ 235	$ -	$ -	$ -	$ 83	$ 44	$ 139
PROPERTY, PLANT AND EQUIPMENT												
Land, buildings, furniture and fixtures, etc.	$11,959	$ 8,869	$ 12,200	$17,888	$ 6,232	$ 9,123	$ 8,268	$ 6,495	$ 3,588	$ 63,558	$ 12,217	$10,311
Allowance for depreciation	3,798*	1,665*	4,844*	16,698*	4,289*	2,964*	5,738*	568*	69*	25,401*	4,300*	5,949*
Total Property, Plant and Equipment	$ 8,161	$ 7,204	$ 7,356	$ 1,190	$ 1,943	$ 6,159	$ 2,530	$ 5,927	$ 3,519	$ 38,157	$ 7,917	$ 4,362
Total Assets	$83,301	$103,563	$106,803	$79,788	$135,588	$82,072	$74,777	$49,672	$34,195	$151,612	$116,107	$78,504
LIABILITIES												
CURRENT												
Accounts payable for purchases, etc.	$ 537	$ 868	$ 334	$ 333	$ 1,166	$ 647	$ 220	$ 202	$ 100	$ -	$ 3	$ 11
Payroll taxes	-	-	-	-	-	-	-	-	-	174	-	-
Employees' income tax deductions	-	-	-	-	-	-	-	-	-	484	-	-
Unpaid commissions and bonuses	3,833	3,721	9,804	1,163	14,732	3,762	1,124	137	691	742	6,986	3,987
Customers' credit balances	16	25	188	222	201	2,047	193	253	73	-	54	427
Accrued state income taxes	533	64	1,811	-	-	-	510	120	40	609	-	-
Accrued taxes	67	288	534	571	1,366	207	597	150	75	100	1,077	467
Accrued miscellaneous	-	-	-	-	-	-	-	-	-	-	3,413	54
Total Current Liabilities	$ 4,986	$ 4,966	$ 12,671	$ 2,239	$ 17,465	$ 6,653	$ 2,644	$ 862	$ 979	$ 2,109	$ 11,533	$ 4,946
INTRACOMPANY ACCOUNT												
Private ledger - Cleveland	$36,989	$ 66,842	$ 32,885	$58,250	$ 26,185	$52,356	$62,473	$54,377	$32,921	$135,402	$ 63,092	$31,492
NOMINAL												
Net profit from operations for the fiscal year ended August 31, 1955 before providing for Federal income taxes	$41,326	$ 31,755	$ 61,247	$19,299	$ 91,938	$23,063	$ 9,660	$ 5,567*	$ 295	$ 14,101	$ 41,482	$42,066
Total Liabilities	$83,301	$103,563	$106,803	$79,788	$135,588	$82,072	$74,777	$49,672	$34,195	$151,612	$116,107	$78,504

* Indicates red figures.

2

GLDC10081

BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
August 31, 1955

Southern and Texas Branches

	Dallas, Texas No. 47	El Paso, Texas No. 48	Houston, Texas No. 49	Mobile, Alabama No. 67	San Antonio, Texas No. 50
ASSETS					
CURRENT					
Cash on hand	$ 150	$ 150	$ 100	$ 100	$ 150
Cash on deposit and in transit	4,701	-	5,024	-	-
Trade notes receivable	29,486	5,000	30,334	-	6,413
Trade accounts receivable	195,158	36,274	121,925	17,399	23,039
Reserve for doubtful accounts	8,186*	2,284*	3,498*	1,004*	1,241*
Sundry current receivables	101	-	-	-	-
Inventories - finished	106,910	54,953	82,790	22,398	43,787
Total Current Assets	$328,320	$94,093	$236,675	$38,893	$72,148
OTHER ASSETS					
Deposits with public utilities, etc.	$ 10	$ -	$ -	$ -	$ -
Prepaid insurance and expenses	$ 7	$ 7	$ 7	$ 51	$ 7
PROPERTY, PLANT AND EQUIPMENT					
Land, buildings, furniture and fixtures, etc.	$ 13,531	$10,326	$ 23,584	$13,169	$10,097
Allowance for depreciation	7,471*	9,672*	7,783*	11,939*	3,964*
Total Property, Plant and Equipment	$ 6,060	$ 654	$ 15,801	$ 1,230	$ 6,133
Total Assets	$334,397	$94,754	$252,483	$40,174	$78,288
LIABILITIES					
CURRENT					
Accounts payable for purchases, etc.	$ -	$ 58	$ 30	$ 332	$ -
Unpaid commissions and bonuses	12,999	1,486	6,876	1,869	275
Customers' credit balances	4,582	1,328	1,284	-	19
Accrued state income taxes	-	-	-	89	-
Accrued taxes	1,830	789	1,246	307	369
Accrued miscellaneous	-	-	-	2,642	-
Total Current Liabilities	$ 19,411	$ 3,661	$ 9,436	$ 5,239	$ 663
INTRACOMPANY ACCOUNT					
Private ledger - Cleveland	$247,380	$75,299	$199,798	$22,422	$78,581
NOMINAL					
Net profit from operations for the fiscal year ended August 31, 1955 before providing for Federal income taxes	$ 67,606	$15,794	$ 43,249	$12,513	$ 956*
Total Liabilities	$334,397	$94,754	$252,483	$40,174	$78,288

Eastern Branches

	Baltimore, Md. No. 59	Richmond, Va. No. 60	Scranton, Pa. No. 43	Washington, D.C. No. 53	Norfolk, Va. No. 87	New York No. 78	New England No. 79
ASSETS							
CURRENT							
Cash on hand	$ 100	$ 100	$ 125	$ 100	$ 100	$ 200	$ 200
Cash on deposit and in transit	-	383	-	343	-	5,000	-
Trade notes receivable	-	-	-	113	-	94,047	2,530
Trade accounts receivable	39,606	43,886	32,921	103,446	53,011	350,790	161,847
Reserve for doubtful accounts	1,266*	1,638*	1,010*	2,536*	1,873*	2,513*	6,203*
Sundry current receivables	10	-	111	-	34	-	25
Inventories - finished	47,478	36,553	28,171	69,430	66,523	120,699	117,902
Total Current Assets	$85,928	$79,284	$60,318	$170,896	$117,795	$563,123	$276,301
OTHER ASSETS							
Deposits with public utilities, etc.	$ -	$ -	$ -	$ 10	$ -	$ 183	$ -
Prepaid insurance and expenses	$ 358	$ 140	$ -	$ 382	$ 425	$ 977	$ 519
PROPERTY, PLANT AND EQUIPMENT							
Land, buildings, furniture and fixtures, etc.	$ 8,542	$ 5,510	$ 7,230	$ 58,801	$ 3,558	$ 24,085	$ 19,911
Allowance for depreciation	6,431*	5,510*	7,124*	44,958*	1,868*	8,904*	9,909*
Total Property, Plant and Equipment	$ 2,111	$ -	$ 106	$ 13,843	$ 1,690	$ 15,181	$ 10,002
Total Assets	$88,397	$79,424	$60,424	$185,131	$119,910	$584,464	$286,822
LIABILITIES							
CURRENT							
Accounts payable for purchases, etc.	$ 1,570	$ 960	$ 1,069	$ 1,467	$ 1,098	$ 2,539	$ 804
Unpaid commissions and bonuses	4,501	5,722	1,923	14,016	6,191	14,440	7,898
Customers' credit balances	417	8	3	24	207	273	146
Accrued state income taxes	800	590	538	-	685	-	-
Accrued taxes	-	-	312	1,225	-	-	4,200
Accrued miscellaneous	-	-	-	-	-	-	-
Total Current Liabilities	$ 7,288	$ 7,280	$ 3,845	$ 16,732	$ 8,181	$ 17,252	$ 13,050
INTRACOMPANY ACCOUNT							
Private ledger - Cleveland	$63,098	$41,862	$47,588	$117,833	$ 77,576	$490,353	$242,088
NOMINAL							
Net profit from operations for the fiscal year ended August 31, 1955 before providing for Federal income taxes	$18,011	$30,282	$ 8,991	$ 50,566	$ 34,153	$ 76,859	$ 31,684
Total Liabilities	$88,397	$79,424	$60,424	$185,131	$119,910	$584,464	$286,822

* Indicates red figures.

GL0010982

BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
August 31, 1955

	Mississippi Branches				Pacific Branches						
	Evansville Ind. No.42	Memphis, Tenn. No.83	Mt. Vernon Ill. No.70	Oklahoma City, Okla. No.46	Alhambra, Calif. No.81	Huntington Park, Calif. No.69	Long Beach, Calif. No.89	North Hollywood, Calif. No.54	San Diego, Calif. No.82	Portland, Oregon No.91	Total All Branches
ASSETS											
CURRENT											
Cash on hand	$ 100	$ 250	$ 100	$ 150	$ 194	$ 150	$ 100	$ 150	$ 150	$ 211	$ 6,335
Cash on deposit and in transit	-	-	-	-	-	-	-	-	-	-	22,255
Trade notes receivable	-	-	-	-	1,575	3,050	3,988	1,100	-	1,210	216,420
Trade accounts receivable	23,115	45,527	2,850	66,547	25,804	28,532	45,668	34,123	33,650	55,429	2,693,373
Reserve for doubtful accounts	1,146*	1,194*	459*	935*	1,541*	1,319*	1,855*	1,487*	1,856*	1,329*	73,738*
Sundry current receivables	-	-	-	-	-	-	-	-	-	-	281
Inventories - finished	68,520	34,345	5,889	42,259	36,769	39,430	36,599	34,627	34,553	49,727	2,242,189
Total Current Assets	$ 90,589	$78,928	$8,380	$108,021	$62,801	$69,843	$84,500	$68,515	$66,497	$105,348	$5,102,115
OTHER ASSETS											
Deposits with public utilities, etc.	$ -	$ -	$ -	$ 10	$ -	$ -	$ 117	$ -	$ 7	$ -	$ 883
Prepaid insurance and expenses	$ 1	$ 73	$ -	$ 121	$ 754	$ 1,203	$ 950	$ 827	$ 437	$ 508	$ 12,683
PROPERTY, PLANT AND EQUIPMENT											
Land, buildings, furniture and fixtures, etc.	$ 73,691	$ 6,580	$2,549	$ 8,848	$ 6,449	$ 1,234	$ 9,654	$ 4,041	$ 7,512	$ 7,437	$ 628,487
Allowance for depreciation	36,588*	3,495*	1,022*	4,825*	2,616*	482*	3,678*	1,463*	1,513*	3,414*	337,334*
Total Property, Plant and Equipment	$ 37,103	$ 3,085	$1,527	$ 4,023	$ 3,833	$ 752	$ 5,976	$ 2,578	$ 5,999	$ 4,023	$ 291,153
Total Assets	$127,693	$82,086	$9,907	$112,175	$67,388	$71,798	$91,543	$71,918	$72,940	$109,879	$5,406,844
LIABILITIES											
CURRENT											
Accounts payable for purchases, etc.	$ -	$ 108	$ 3	$ 1	$ 601	$ 1,172	$ 1,005	$ 918	$ 1,221	$ 529	$ 23,470
Payroll taxes	-	-	-	-	-	-	-	-	-	-	181
Employees' income tax deductions	-	-	-	-	-	-	-	-	-	-	759
Unpaid commissions and bonuses	4,411	3,795	408	3,827	80	910	3,637	248	1,526	2,793	191,646
Customers' credit balances	62	6	2	11	-	46	1	8	-	149	16,135
Accrued state income taxes	-	-	-	152	-	-	-	-	-	-	7,067
Accrued taxes	936	599	109	359	452	480	546	492	561	750	26,247
Accrued miscellaneous	-	-	-	-	-	-	-	-	212	-	6,906
Total Current Liabilities	$ 5,409	$ 4,508	$ 522	$ 4,350	$ 1,133	$ 2,608	$ 5,139	$ 1,666	$ 3,520	$ 4,221	$ 272,411
INTRACOMPANY ACCOUNT											
Private ledger - Cleveland	$ 84,700	$47,093	$1,953	$ 79,579	$79,336	$60,493	$65,147	$68,011	$63,230	$ 89,067	$3,970,875
NOMINAL											
Net profit from operations for the fiscal year ended August 31, before providing for Federal income taxes	$ 37,584	$30,485	$7,432	$ 28,246	$13,083*	$ 8,697	$21,257	$ 2,241	$ 6,190	$ 16,591	$1,163,558
Total Liabilities	$127,693	$82,086	$9,907	$112,175	$67,388	$71,798	$91,543	$71,918	$72,940	$109,879	$5,406,844

* Indicates red figures.

GL0010983

OPERATING STATEMENT - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

	Southeastern Branches						Northwestern Branches				Midwest Branches	
	Atlanta, Georgia No.40	Birmingham, Alabama No.41	Charlotte, N.C. No. 66	Chattanooga, Tennessee No. 85	Knoxville, Tennessee No. 55	Nashville, Tennessee No. 90	Duluth, Minn. No.86	Sioux City, Iowa No.93	St. Paul, Minn. No.92	Honolulu, T.H. No.58	Indianapolis, Indiana No. 80	Omaha, Nebraska No. 84
SALES REGULAR	$315,100	$284,914	$440,115	$185,664	$607,941	$261,744	$175,298	$76,164	$39,686	$206,234	$389,925	$350,598
LESS:												
Cartage	5,443	5,775	5,802	1,864	6,896	4,184	3,863	2,395	1,223	4,427	7,273	7,422
Freight in	1,005	4,585	12,165	4,110	8,960	6,150	2,395	1,435	121	8,014	7,455	10,435
NET SALES	$308,652	$274,554	$422,149	$179,690	$592,085	$251,410	$169,040	$72,334	$38,342	$193,793	$375,197	$332,741
COST OF SALES (Manufacturing Statement)	196,118	172,887	254,583	111,759	372,213	158,993	108,146	50,163	25,505	128,416	238,947	196,890
GROSS PROFIT	$112,534	$101,667	$167,566	$ 67,931	$219,872	$ 92,417	$ 60,894	$22,171	$12,837	$ 65,377	$136,250	$135,851
SELLING, GENERAL AND ADMINISTRATIVE EXP.												
2. Salesmen's salary and commission	$ 19,098	$ 13,976	$ 28,001	$ 7,762	$ 29,823	$ 15,381	$ 4,778	$ 3,203	$ 1,875	$ 11,235	$ 17,879	$ 19,216
3. Salesmen's expense	2,502	2,992	4,231	1,507	4,770	4,231	3,147	2,606	586	1,807	4,920	6,787
4. Other territorial charges	118	360	317	71	189	779	125	715	52	-	1,584	553
5. Salaries - office	12,036	15,956	23,084	12,340	31,705	14,869	15,466	7,200	3,315	16,186	22,522	17,234
6. Regional administration	4,780	4,402	7,300	3,856	10,040	3,354	1,100	420	210	400	5,725	5,575
7. Advertising (Local)	6,734	4,233	6,705	2,593	9,329	5,517	5,673	3,305	2,303	3,162	8,814	11,887
8. Promotion expense	344	638	612	124	873	744	636	83	51	65	1,243	1,124
9. Bad debts provision	525	1,000	600	1,050	2,025	1,325	901	375	225	400	725	925
10. Depreciation	902	673	890	136	248	540	256	315	69	895	839	446
11. Discount - cash	1,374	1,246	2,738	833	2,893	1,032	654	501	265	-	2,169	2,007
12. Employees' welfare	257	1,158	371	222	496	211	164	50	54	235	201	243
13. Heat, light and power	803	760	897	439	430	553	404	266	61	203	1,060	845
14. Insurance	295	421	642	587	1,111	604	324	97	69	918	244	530
15. Legal expense and collection fees	246	69	74	45	128	62	68	-	-	41	6	55
16. Maintenance	82	413	355	408	338	128	311	1,063	257	162	193	1,487
17. Office supplies	202	464	224	234	493	96	237	816	276	131	501	690
18. Postage	278	440	570	295	895	283	321	143	110	228	384	504
19. Printing and stationery	219	296	290	137	425	586	250	1,165	917	296	854	472
20. Rent	6,500	6,900	8,000	5,550	5,829	6,500	3,250	3,000	1,000	-	7,645	5,114
21. Sales development letters	513	690	587	357	976	408	70	-	54	16	224	-
22. Samples and allowances	508	132*	54*	511*	401	1,583	1,507	1,020	27	437	1,294	1,128
23. Storage	-	-	-	-	85	-	-	-	-	-	-	-
24. Taxes	385	615	951	950	2,460	998	600	178	75	3,766	1,369	280
25. Telephone - regular	368	660	637	314	461	385	423	189	203	453	454	459
26. Telephone - long distance	23	180	285	184	483	412	429	124	9	76	306	495
27. Telegraph	45	101	68	50	259	-	21	-	14	189	59	143
28. Traveling expense	769	1,102	1,641	1,129	1,356	858	1,535	361	121	2,037	1,176	2,622
29. Watchman and janitor service	8	54	-	4	139	27	84	25	-	75	365	148
34. Sundries	1,715	1,560	1,991	1,069	2,405	1,200	938	463	301	1,651	941	1,387
Total Operating Expense	$ 61,629	$ 61,227	$ 92,007	$ 41,755	$111,085	$ 62,671	$43,672	$27,688	$12,499	$ 45,062	$ 83,696	$ 82,316
35. National advertising	5,760	5,590	8,170	3,510	12,660	4,440	4,440	-	-	1,260	8,550	8,290
36. Cleveland administration	3,300	3,400	4,500	3,700	5,400	2,900	3,600	-	-	5,800	4,900	3,900
Total Expense	$ 70,689	$ 70,217	$104,677	$ 48,965	$129,145	$ 70,011	$51,712	$27,688	$12,499	$ 52,112	$ 97,146	$ 94,506
Operating Profit-Loss*	$ 41,845	$ 31,450	$ 62,889	$ 18,966	$ 90,727	$ 22,406	$ 9,182	$ 5,517*	$ 338	$ 13,265	$ 41,104	$ 41,345
OTHER INCOME-DEDUCTIONS-NET	231	435	203	283	1,211	647	778	70	3*	1,445	378	721
Net Profit-Loss* Before Taxes on Income	$ 42,076	$ 31,885	$ 63,092	$ 19,249	$ 91,938	$ 23,053	$ 9,960	$ 5,447*	$ 335	$ 14,710	$ 41,482	$ 42,066
PROVISION FOR STATE TAXES ON INCOME	750*	130*	1,845*	-	-	-	300*	120*	40*	609*	-	-
Net Profit-Loss*	$ 41,326	$ 31,755	$ 61,247	$ 19,249	$ 91,938	$ 23,053	$ 9,660	$ 5,567*	$ 295	$ 14,101	$ 41,482	$ 42,066
Total Net Sales by Regional Groups						$2,028,540			$279,716	$193,793		$707,938
Net Profit-Loss* by Regional Groups						236,360			4,388	14,101		83,548

* Indicates red figures.

GLDC10984

OPERATING STATEMENT - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

	Southern and Texas Branches					Eastern Branches							Canadian Branches	
	Dallas, Texas No.47	El Paso, Texas No.48	Houston, Texas No.49	Mobile, Alabama No.67	San Antonio, Texas No.50	New England No.78	Baltimore, Md. No.59	Richmond, Va. No.60	Scranton, Pa. No.43	Washington, D.C. No. 58	Norfolk, Va. No.87	New York No.79	Winnipeg No. 101	Calgary No. 102
SALES REGULAR	$915,953	$252,878	$714,025	$151,272	$179,283	$925,600	$308,887	$325,462	$272,869	$343,668	$378,782	$1,566,464	$150,862	$135,574
LESS:														
Cartage	26,811	7,826	19,403	1,795	4,370	33,827	8,724	5,824	4,262	10,931	13,162	54,432	-	-
Freight in	31,940	9,975	18,075	3,425	7,205	8,981	3,858	6,003	2,831	8,822	5,325	14,820	-	-
NET SALES	$857,202	$235,077	$676,547	$146,052	$167,708	$882,792	$296,305	$313,635	$165,776	$523,915	$360,295	$1,497,212	$150,862	$135,574
COST OF SALES (Manufacturing Statement)	575,114	148,254	435,133	87,087	109,117	591,083	186,087	206,966	107,423	324,326	229,218	988,609	107,892	95,761
GROSS PROFIT	$282,088	$ 86,823	$241,414	$ 58,965	$ 58,591	$291,709	$110,218	$106,669	$ 58,353	$199,589	$131,077	$ 508,603	$ 42,970	$ 39,813
SELLING, GENERAL AND ADMINISTRATIVE EXP.														
2. Salesmen's salary and commission	$ 49,761	$ 13,999	$ 49,739	$ 8,929	$ 10,540	$ 51,116	$ 20,102	$ 16,930	$ 7,610	$ 27,106	$ 16,733	$ 86,880	$ 6,798	$ 7,650
3. Salesmen's expense	15,135	4,232	15,428	1,789	4,012	22,687	3,526	4,678	2,224	6,338	4,871	35,461	3,609	7,295
4. Other territorial charges	3,868	-	364	469	22	1,026	4,251	156	10	5,139	1,298	7,551	29	776
5. Salaries - office	43,092	19,997	32,218	11,988	12,293	39,988	14,079	14,122	11,555	28,909	16,924	69,578	9,685	5,371
6. Regional administration	11,887	3,391	10,889	3,240	3,283	10,400	5,250	5,250	3,250	10,350	6,800	25,650	313	77
7. Advertising (Local)	19,179	5,785	21,619	2,030	3,767	36,342	11,189	7,569	6,355	15,862	12,689	70,721	11,636	6,200
8. Promotion expense	4,942	146	1,312	114	961	2,094	419	582	234	392	407	2,007	2,825	879
9. Bad debts provision	1,200	1,625	1,025	650	1,825	2,815	300	500	500	400	1,900	5,500	82	61
10. Depreciation	577	193	1,501	884	884	814	897	-	-	9,636	192	1,397	1,200	268
11. Discount - cash	5,036	862	3,303	629	880	7,237	1,900	2,122	903	2,719	2,619	6,749	806	343
12. Employees' welfare	676	294	640	137	168	1,580	210	290	244	382	251	1,560	253	57
13. Heat, light and power	1,712	493	1,701	295	595	866	833	664	360	1,301	1,257	2,497	759	83
14. Insurance	1,151	1,005	2,134	469	533	801	638	266	85	1,447	795	1,743	504	-
15. Legal expense and collection fees	210	55	94	100	119	166	-	83	35	57	128	2,130	-	5
16. Maintenance	895	173	514	106	360	632	540	41	141	193	286	826	336	364
17. Office supplies	791	460	924	237	112	1,123	390	511	430	581	364	1,550	96	22
18. Postage	1,760	521	948	292	341	1,298	303	314	257	448	525	3,021	212	115
19. Printing and stationery	1,499	339	1,325	677	524	1,075	462	324	200	362	258	2,340	561	1,021
20. Rent	8,440	4,700	13,750	4,141	5,500	6,869	4,921	4,650	4,250	2,102	3,500	7,755	-	4,182
21. Sales development letters	303	24	157	-	-	1,077	1,003	767	560	771	752	3,334	1,628	1,339
22. Samples and allowances	1,018	225	1,254	342	168*	8,837	2,109	1,095	234	4,398	2,334	8,033	918	925
23. Storage	-	-	451	-	-	-	-	-	-	-	-	35	818	2,273
24. Taxes	2,654	920	1,920	465	890	5,336	265	888	265	1,930	540	2,331	785	254
25. Telephone - regular	1,219	350	1,292	448	540	1,217	512	418	233	517	474	3,038	289	97
26. Telephone - long distance	1,409	558	1,079	183	401	704	594	211	129	408	655	1,641	51	144
27. Telegraph	384	137	502	43	52	455	47	65	20	19	193	1,596	281	174
28. Traveling expense	3,233	1,273	2,164	1,177	1,733	7,707	4,156	2,580	1,441	3,404	4,048	6,489	-	83
29. Watchman and janitor service	294	173	459	68	-	499	160	89	167	327	86	485	4	-
34. Sundries	3,758	1,669	3,493	1,306	2,046	4,906	1,303	636	591	2,741	966	7,183	2,670	1,232
Total Operating Expense	$186,103	$ 65,599	$172,199	$ 41,253	$ 52,213	$219,687	$ 80,359	$ 65,801	$ 42,293	$128,439	$ 81,845	$ 369,061	$ 47,160	$ 41,810
35. National advertising	17,880	3,410	17,280	2,870	4,280	20,820	6,890	6,960	4,280	12,120	8,900	33,000	527	460
36. Cleveland administration	12,000	3,800	10,000	2,500	3,600	14,100	4,400	3,400	2,500	8,500	6,700	21,400	1,151	1,035
37. Research	-	-	-	-	-	5,355	-	-	-	-	-	9,634	-	-
Total Expense	$215,983	$ 70,809	$199,479	$ 46,628	$ 60,093	$260,242	$ 91,649	$ 76,161	$ 49,073	$149,059	$ 97,445	$ 433,115	$ 48,838	$ 43,305
Operating Profit-Loss*	$ 66,105	$ 16,014	$ 41,935	$ 12,337	$ 1,502*	$ 31,467	$ 18,569	$ 30,508	$ 9,220	$ 50,530	$ 33,632	$ 75,488	$ 5,868*	$ 3,492*
OTHER INCOME-DEDUCTION*-NET	1,501	220*	1,314	260	546	217	153	356	146	36	1,011	1,371	-	-
Net Profit-Loss* Before Taxes on Income	$ 67,606	$ 15,794	$ 43,249	$ 12,597	$ 956*	$ 31,624	$ 18,722	$ 30,864	$ 9,426	$ 50,566	$ 34,643	$ 76,859	$ 5,868*	$ 3,492*
PROVISION FOR STATE TAXES ON INCOME	-	-	-	84*	-	-	711*	583*	435*	-	490*	-	-	-
Net Profit-Loss*	$ 67,606	$ 15,794	$ 43,249	$ 12,513	$ 956*	$ 31,624	$ 18,011	$ 30,282	$ 8,991	$ 50,566	$ 34,153	$ 76,859	$ 5,868*	$ 3,492*
Total Net Sales by Regional Groups					$2,082,583							$4,039,900		$286,436
Net Profit-Loss* by Regional Groups					138,206							250,543		9,360*

* Indicates red figures.

GLD010985

OPERATING STATEMENT - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

	Mississippi Branches				Pacific Branches							
	Evansville, Indiana No.42	Memphis, Tenn. No.83	Mt. Vernon, Illinois No. 70	Oklahoma City, Okla. No. 46	Alhambra, Calif. No. 61	Huntington Park, Calif. No. 69	Long Beach, Calif. No. 89	North Hollywood, Calif. No. 54	San Diego, Calif. No. 82	Portland, Oregon No.91	Total All Branches	Per Cent to Net Sales This Year
SALES REGULAR	$269,584	$297,872	$47,102	$326,707	$161,274	$195,517	$286,185	$195,705	$254,146	$310,650	$15,458,865	104.53%
LESS:												
Cartage	2,487	6,476	8	6,466	5,294	4,243	5,611	5,474	4,679	7,893	354,555	2.40
Freight in	5,265	8,545	825	14,980	4,610	3,710	5,170	5,140	8,000	13,700	314,720	2.13
NET SALES	$261,832	$282,851	$46,269	$305,261	$151,370	$187,564	$275,404	$185,091	$241,467	$289,057	$14,789,590	100.00%
COST OF SALES (Manufacturing Statement)	150,522	176,018	24,214	194,911	106,381	119,046	185,648	124,386	165,340	201,935	9,539,266	64.50
GROSS PROFIT	$111,310	$106,833	$22,055	$110,350	$ 44,989	$ 68,518	$ 89,756	$ 60,705	$ 76,127	$ 87,122	$ 5,250,324	35.50%
SELLING, GENERAL AND ADMINISTRATIVE EXP.												
2. Salesmen's salary and commission	$ 15,257	$ 16,268	$ 2,218	$ 17,194	$ 12,911	$ 12,268	$ 14,233	$ 11,434	$ 12,484	$ 13,670	$ 845,230	5.71%
3. Salesmen's expense	1,606	5,540	-	5,581	3,840	3,075	3,491	3,288	3,392	4,780	239,151	1.62
4. Other territorial charges	384	463	23	229	-	201	242	4	423	1,644	39,835	.27
5. Salaries - office	17,778	18,174	5,976	13,147	9,816	12,431	15,578	11,541	13,774	14,662	833,924	5.64
6. Regional administration	2,575	2,365	1,120	3,670	2,920	3,030	3,100	3,050	3,200	2,800	226,095	1.53
7. Advertising (Local)	7,785	6,208	1,018	10,446	5,997	5,198	6,990	6,068	7,147	9,900	442,949	3.00
8. Promotion expense	115	150	43	2,191	666	344	249	335	563	1,194	36,447	.25
9. Bad debts provision	500	750	220	1,225	200	450	675	1,550	1,000	1,125	52,824	.36
10. Depreciation	782	326	249	979	674	79	1,018	459	410	763	36,236	.24
11. Discount - cash	1,392	2,110	65	1,945	690	737	1,622	1,252	1,591	1,825	80,713	.55
12. Employees' welfare	330	223	99	210	153	109	160	187	177	207	15,144	.10
13. Heat, light and power	716	492	313	863	398	501	236	285	369	617	31,125	.21
14. Insurance	582	264	110	606	352	424	416	388	431	438	27,969	.19
15. Legal expense and collection fees	18	8	28	220	-	-	114	37	43	70	6,084	.04
16. Maintenance	939	561	89	157	141	758	190	56	696	211	16,328	.11
17. Office supplies	366	171	76	289	454	307	251	206	696	347	17,899	.12
18. Postage	361	373	68	554	241	324	398	194	399	395	21,990	.15
19. Printing and stationery	346	317	164	239	235	366	550	181	943	1,277	26,658	.18
20. Rent	-	3,963	650	6,250	4,100	4,650	4,500	4,000	5,340	3,857	223,811	1.51
21. Sales development letters	-	148	-	-	139	-	16	-	71	-	18,605	.13
22. Samples and allowances	(115)	234	1	1,036	1,386	1,642	644	1,445	1,651	281	55,653	.38
23. Storage	-	-	-	-	-	-	-	-	22	-	3,684	.02
24. Taxes	3,573	665	156	564	1,200	1,349	1,250	1,200	1,200	2,619	55,015	.37
25. Telephone - regular	558	357	100	330	576	542	508	604	476	515	24,961	.17
26. Telephone - long distance	304	655	35	306	328	231	714	225	648	561	18,480	.12
27. Telegraph	50	-	-	107	-	28	-	-	146	17	6,230	.04
28. Traveling expense	3,521	2,792	309	1,795	2,031	1,618	1,110	1,893	1,917	1,576	82,705	.56
29. Watchman and janitor service	-	101	51	131	50	62	120	77	158	329	6,121	.04
34. Sundries	1,429	1,750	346	836	1,600	1,778	1,647	1,337	2,265	1,338	79,270	.54
Total Operating Expense	$ 61,212	$ 65,406	$13,527	$ 70,130	$ 51,100	$ 52,496	$ 60,024	$ 51,523	$ 61,615	$ 67,021	$ 3,571,170	24.15%
35. National advertising	6,320	7,390	740	7,390	3,920	4,960	5,760	4,440	5,410	6,960	316,717	2.14
36. Cleveland administration	6,700	3,800	500	4,800	2,900	2,900	3,300	3,200	3,400	5,300	212,338	1.44
37. Research	-	-	-	-	-	-	-	-	-	-	15,289	.10
Total Expense	$ 74,232	$ 76,596	$14,767	$ 82,320	$ 57,920	$ 60,356	$ 69,084	$ 59,163	$ 70,423	$ 79,281	$ 4,115,512	27.83%
Operating Profit-Loss°	$ 37,078	$ 30,235	$ 7,288	$ 28,030	$ 12,931°	$ 8,130	$ 20,672	$ 1,639	$ 5,705	$ 7,841	$ 1,134,812	7.67%
OTHER INCOME-DEDUCTION°-NET	506	250	144	778	152°	587	535	708	485	8,750	35,762	.24
Net Profit-Loss° Before Taxes on Income	$ 37,584	$ 30,485	$ 7,432	$ 35,808	$ 13,083°	$ 8,297	$ 21,207	$ 2,347	$ 6,190	$ 16,592	$ 1,170,374	7.91%
PROVISION FOR STATE TAXES ON INCOME	-	-	-	580°	-	-	-	-	-	-	7,812	[illegible]
Net Profit-Loss°	$ 37,584	$ 30,485	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Total Net Sales by Regional Groups $898,218 [illegible]
Net Profit-Loss° by Regional Groups 108,747 [illegible]

GL0010986

OTHER INCOME-DEDUCTIONS*-NET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

	Interest Earned	Recovery Accounts Charged Off	Profit-Loss* Disposal of Capital Assets	Cash Over Short*	Misc. Income	Commissions Earned	Underprovision 1954 Bonus Payment	Penny Elimination	Sundries Handling	Total
CENTRAL BRANCHES										
62. Buffalo	$ 5	$ 391	$-	$ 14	$ (15)	$ -	$ -	$ 10	$-	$ 405
56. Cleveland	-	221	-	8	62	-	(166)	12	-	137
57. Columbus	-	1,949	-	(33)	425	-	-	(4)	-	2,337
64. Detroit	-	2,657	-	(2)	39	-	(165)	(46)	-	2,483
88. Louisville	-	50	-	(6)	10	-	-	1	-	55
63. Toledo	20	1,660	-	14	87	-	-	13	7	1,801
51. Lakewood	104	316	-	(2)	18	-	-	(4)	-	432
FLORIDA BRANCHES										
52. Jacksonville	-	84	-	1	74	-	-	14	-	173
44. Miami	-	1,119	-	(4)	57	-	-	12	-	1,184
65. Orlando	-	404	-	(5)	100	-	-	14	-	513
61. Tampa	8	567	-	(10)	55	-	-	(1)	-	619
SOUTHEASTERN BRANCHES										
40. Atlanta (Retail)	-	237	-	(5)	(1)	-	-	-	-	231
41. Birmingham	18	403	-	14	(13)	-	-	13	-	435
66. Charlotte	31	143	-	32	(2)	-	-	(1)	-	203
85. Chattanooga	-	252	-	(4)	41	-	-	(6)	-	283
55. Knoxville	-	1,184	-	-	26	-	-	1	-	1,211
90. Nashville	-	615	-	15	24	-	-	(7)	-	647
SOUTHERN AND TEXAS BRANCHES										
47. Dallas	597	684	-	(15)	209	-	-	26	-	1,501
48. El Paso	-	237	-	(4)	35	-	(490)	2	-	(220)
49. Houston	-	1,212	-	(28)	111	-	-	19	-	1,314
67. Mobile	-	255	-	(10)	15	-	-	-	-	260
50. San Antonio	-	777	-	3	(243)	-	-	9	-	546
EASTERN BRANCHES										
78. New England - Cambridge	-	226	-	-	(9)	-	-	-	-	217
79. New York - South Hackensack	17	1,287	-	-	67	-	-	-	-	1,371
59. Baltimore	-	86	-	(11)	78	-	-	-	-	153
60. Richmond	-	357	-	(1)	-	-	-	-	-	356
43. Scranton	-	144	-	2	-	-	-	-	-	146
53. Washington	31	-	-	-	5	-	-	-	-	36
87. Norfolk	-	1,030	-	(19)	-	-	-	-	-	1,011
MISSISSIPPI BRANCHES										
42. Evansville	-	146	-	48	319 (A)	-	-	(7)	-	506
83. Memphis	-	175	-	33	43	-	-	(1)	-	250
70. Mt. Vernon	-	155	-	9	(12)	-	-	(8)	-	144
46. Oklahoma City	-	719	-	12	57	-	-	(12)	-	776
PACIFIC BRANCHES										
69. Huntington Park	51	543	-	(47)	(19)	-	-	9	-	537
89. Long Beach	2	389	-	16	147	-	-	(19)	-	535
54. No. Hollywood	130	279	-	(13)	306	-	-	-	-	702
82. San Diego	-	314	-	-	155	13	-	3	-	485
81. Alhambra	6	-	-	(18)	(116)	-	-	(24)	-	(152)
91. Portland	-	925	482	(4)	6,668 (B,C,D)	-	-	(1)	680	8,750

* Indicates red figures

GLD010987

9

OTHER INCOME-DEDUCTIONS*-NET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

	Interest Earned	Recovery Accounts Charged Off	Profit-Loss* Disposal of Capital Assets	Cash Over Short*	Misc. Income	Commissions Earned	Underprovision 1954 Bonus Payment	Penny Elimination	Sundries Handling	Total
93. Sioux City	$ 80	$ -	$-	$(14)	$ 5	$ -	$ -	$ 1	$-	$ 70
92. St. Paul	-	-	-	-	1	-	-	(4)	-	(3)
86. Duluth	185	572	-	(22)	(3)	-	-	(5)	51	778
58. Honolulu	-	611	-	2	830 (E)	-	-	2	-	1,445
MIDWEST BRANCHES										
80. Indianapolis	26	328	-	6	20	-	-	-	-	378
84. Omaha	-	678	-	2	57	-	-	(16)	-	721
Total All Branches	$1,311	$24,379	$482	$(46)	$9,711	$ 13	$(821)	$ (5)	$738	$35,762
Redistributed Items	-	-	-	-	(17)	-	821	-	-	804
Total	$1,311	$24,379	$482	$(46)	$9,694	$ 13	$ -	$ (5)	$738	$36,566

NOTES:

(A)	42. Evansville	- 1954 Capital Purchase Charged to Expense in Error	$ 319
(B)	91. Portland	- Vendors Credit on 1954 Brush Purchases	$ 772
(C)	91. Portland	- Prior Years Tax Deficiency	$(1,809)
(D)	91. Portland	- Fire Loss Credit	$ 8,000
(E)	58. Honolulu	- Prior Years Overaccrual Ter. Hawaii Inc. Tax	$ 735

TO BE RECLASSIFIED:

Operating	- Salesmens Salary and Commissions	$ (821)
Operating	- Maintenance	319
Operating	- Taxes	(1,074)
Manufacturing	- Finished Stock Purchases and Changes in Inventory	772
		$ (804)

* Indicates red figures

GL0010988

DEPRECIATION EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

Div. No.	Location	Buildings	Building Improvements	Furniture and Fixtures	Automotive Equipment	Machinery and Equipment	Total
40.	Atlanta (Retail)	$ -	$ 620	$ 282	$ -	$ -	$ 902
41.	Birmingham	-	315	358	-	-	673
43.	Evansville	759		23	-	-	782
44	Miami	-	189	79	610	-	878
46.	Oklahoma City	-	723	256	-	-	979
47.	Dallas	-	70	507	406	-	983
48.	El Paso	-		193	430	-	623
49.	Houston	-	877	624	520	-	2,021
50.	San Antonio	-	562	322	-	-	884
51.	Lakewood	-	470	195	-	-	665
52.	Jacksonville	-	22	157	-	-	179
53.	Washington, D.C.	-	9,641	195	-	-	9,836
54	North Hollywood	-	352	107	-	-	459
55.	Knoxville	-	-	248	-	-	248
56.	Cleveland	-	546	215	-	-	761
57.	Columbus	-	526	373	-	-	899
58.	Honolulu, T.H.	678	-	217	780	-	1,675
59.	Baltimore		715	182	-	-	897
61.	Tampa	-	297	214	-	-	511
62	Buffalo	-		206	-	-	206
63.	Toledo	-	20	309	-	-	329
64.	Detroit	-	668	452	-	-	1,120
65.	Orlando	-	262	182	-	-	444
66.	Charlotte	-	562	328	-	-	890
67.	Mobile	-	770	114	-	-	884
69	Huntington Park	-	-	79	-	-	79
70.	Mount Vernon	-	160	89	-	-	249
78.	New England	-	10	714	-	90	814
79.	New York	-	322	913	-	162	1,397
80.	Indianapolis	-	432	407	-	-	839
81.	Alhambra	-	450	224	-	-	674
82.	San Diego	-	136	274	-	-	410
83.	Memphis	-	-	326	-	-	326
84.	Omaha	-	95	351	-	-	446
85.	Chattanooga	-	-	136	-	-	136
86.	Duluth	-	-	256	-	-	253
87.	Norfolk	-	-	192	-	-	192
88.	Louisville	-	-	258	-	-	258
89.	Long Beach	-	809	209	-	-	1,018
90.	Nashville	-	376	164	450	-	990
91.	Portland	-	633	135	-	-	768
92.	St. Paul	-	-	69	-	-	69
93.	Sioux City	-	140	175	100	-	415
101.	Winnipeg	-	-	1,200	-	-	1,200
102.	Calgary	292	-	268	-	-	560
	Total	$1,729	$21,770	$12,777	$3,296	$252	$39,824

GLD010989

SUNDRY SELLING EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARIES
Fiscal year ended August 31, 1955

Div. No.	Location	Bank Service Charge	Conference Expense	Credit Reports	Donations	Moving Expense	Organization Dues	Periodicals, Lists, Books	Prizes to Salesmen	Sales Tax on Capital Purchases	Social Security Taxes	Suppers	Want Ads - Newspaper	All Other Miscellaneous Sundries	Suggestion Award	Total
78.	New England	$ -	$ 862	$ 908	$ 125	$ 332	$ 185	$ 2	$-	$-	$ 2,275	$ 62	$ 104	$ 51	$	$ 4,906
79	New York	9	887	866	55	1,096	320	21	-	-	4,053	257	-	441*	-	7,183
40.	Atlanta (Retail)	3	326	63	105	-	92	2	-	-	735	5	-	383	-	1,715
41.	Birmingham	-	157	313	20	-	200	3	-	-	642	51	-	174	-	1,560
42.	Evansville	6	-	137	370	-	49	42	-	-	761	25	-	96	-	1,489
43.	Scranton	-	-	23	35	-	37	-	-	1	491	12	-	8*	-	591
44.	Miami	10	-	128	42	-	-	2	-	-	706	41	11	36	-	976
46.	Oklahoma City	-	-	104	-	-	50	-	-	13	641	26	-	2	-	836
47.	Dallas	3	454	1,021	94	-	81	113	-	-	1,766	44	42	140	-	3,752
48.	El Paso	10	101	267	55	-	140	149	-	-	825	113	-	9	-	1,669
49.	Houston	-	271	1,227	87	-	175	13	-	-	1,532	-	-	128	-	3,493
50.	San Antonio	-	365	379	5	480	150	-	-	-	550	18	25	74	-	2,046
51.	Lakewood	-	-	115	-	274	-	-	-	125	448	-	156	20	-	1,138
52.	Jacksonville	15	-	181	12	-	48	10	-	-	474	52	3	41	-	836
53.	Washington	2	1,012	107	67	206	140	-	-	16	1,094	-	-	97	-	2,741
54.	North Hollywood	-	81	166	-	-	40	-	-	23	1,123	22	92	80	-	1,567
55.	Knoxville	-	-	403	35	-	156	80	-	7	1,397	29	-	298	-	2,405
56.	Cleveland	1	-	71	-	-	33	4	-	-	475	11	37	9	-	641
57.	Columbus	14	-	278	77	75	210	20	-	-	628	38	-	50	-	1,390
58.	Honolulu	3	-	220	10	-	115	-	-	-	559	-	35	709	-	1,651
59.	Baltimore	-	369	33	-	-	60	-	-	-	776	32	-	33	-	1,303
60.	Richmond	-	82	6	30	-	27	-	-	-	531	7	-	47*	-	636
61.	Tampa	1	11	342	1	-	16	41	-	-	501	108	15	47	-	1,083
62.	Buffalo	-	-	235	3	-	-	105*	-	-	702	145	13	15	-	1,008
63.	Toledo	-	-	218	10	312	-	-	-	-	628	49	4	-	-	1,221
64.	Detroit	-	279	526	40	1,118	-	2	-	8	1,399	48	397	323	-	4,140
65.	Orlando	-	37	136	95	-	90	8	-	-	491	54	-	133	-	1,044
66.	Charlotte	30	687	229	20	-	25	46	-	10	887	37	8	12	-	1,991
67.	Mobile	25	182	164	16	-	-	127	-	6	494	265	-	27	-	1,306
69.	Huntington Park	-	23*	167	25	-	38	-	-	-	1,226	57	26	252	-	1,778
70.	Mount Vernon	10	-	42	-	-	25	15	-	-	237	-	-	17	-	346
80.	Indianapolis	-	-	179	45	-	48	5	-	-	632	-	-	32	-	941
81.	Alhambra	-	86	136	35	-	40	4	-	-	1,217	24	-	58	-	1,600
82.	San Diego	4	190	198	25	-	20	60	-	22	1,128	69	22	507	-	2,245
83.	Memphis	89	-	353	-	-	75	-	188	-	972	47	-	26	-	1,750
84.	Omaha	1	187	218	10	-	70	2	-	-	715	52	-	132	-	1,387
85.	Chattanooga	4	-	276	-	-	-	2	-	-	621	-	140	26	-	1,069
86.	Duluth	4	-	65	35	-	30	10	-	-	459	91	-	244	-	938
87.	Norfolk	9	-	184	10	-	76	20	-	-	606	-	-	51	-	966
88.	Louisville	-	-	398	10	-	-	-	-	-	638	-	-	25	-	1,071
89.	Long Beach	-	-	126	10	-	90	-	-	4	1,209	69	7	132	-	1,647
90.	Nashville	1	-	263	-	-	86	2	-	-	793	27	-	28	-	1,200
91.	Portland	-	-	215	-	-	30	-	-	-	1,076	-	-	17	-	1,338
92.	St. Paul	1	-	65	12	-	-	10	-	-	116	3	4	78	12	301
93.	Sioux City	-	-	76	-	-	55	-	-	27	256	18	7	29	-	463
101.	Winnipeg	39	34	-	27	-	150	24	-	-	145	2	-	2,249	-	2,670
102.	Calgary	8	3	6	-	-	72	-	-	-	108	-	-	1,035	-	1,232
	Total	$302	$8,640	$11,833	$1,654	$3,893	$3,404	$734	$188	$262	$39,738	$2,018	$1,148	$7,449	$12	$79,270

* Indicates red figures

GLDC10990