RETAIL STORES

INCOME AND EXPENSE STATEMENT

THE GLIDDEN COMPANY

OCTOBER 31, 1935

GLD000498

N20563

RETAIL STORES

October 31, 1935

C O N T E N T S

—oOOoo—

CONSOLIDATED BALANCE SHEET
INCOME & EXPENSE
SUMMARY OF NET SALES AND % GROSS PROFITS - BY YEARS
SUMMARY OF NET PROFITS WITH % TO NET SALES - BY YEARS
INCOME & EXPENSE - % TO NET SALES
OTHER INCOME - DEDUCTIONS - NET
DEPRECIATION EXPENSE

—oOOoo—

EHS

JAN 9 1936

GLD000499

BALANCE SHEET - RETAIL STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
As of the close of business October 31, 1935

	EL PASO TEXAS No.48	FT. WORTH TEXAS No.54	DALLAS TEXAS No.47	HOUSTON TEXAS No.49	SAN ANTONIO TEXAS No.50
ASSETS					
Current					
Cash on hand	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00
Cash on Deposit and in Transit	131.09	-o-	5,284.26	928.53	940.62
Customers' Notes & Acceptances Rec: Not Due	118.51	-o-	1,264.33	169.67	21.05
Customers' Accounts Receivable	5,451.08	10,375.22	70,087.13	20,394.83	13,691.25
Allowance for Doubtful Accounts etc.	294.01	335.34	1,946.31	773.38	541.76
Allowance for Special Discounts	12.74	126.59	1,225.37	168.59	318.87
Miscellaneous Current Accounts Rec. & Creditors' Debit Balances	-o-	-o-	-o-	-o-	-o-
Inventories: Finished	8,418.06	10,889.50	41,721.62	18,617.71	16,989.02
TOTAL CURRENT ASSETS	$13,911.99	$20,902.79	$115,285.66	$39,268.77	$30,881.31
Other Assets					
Salesmen's & Managers' Advances	$ -o-	$ -o-	$ 3.93	$ -o-	$ -o-
Deposits with Public Utilities etc.	-o-	15.00	15.00	3.00	5.00
TOTAL OTHER ASSETS	$ -o-	$ 15.00	$ 18.93	$ 3.00	$ 5.00
Permanent Assets					
Land, Bldgs, Furn., Fixtures, etc.	$ 6,067.30	$ 9,946.39	$ 30,871.04	$12,407.45	$ 7,364.77
Allowance for Depreciation	2,798.96	8,828.94	28,753.36	10,379.16	6,618.00
TOTAL PERMANENT ASSETS	$ 3,268.34	$ 121.45	$ 2,117.68	$ 2,028.29	$ 752.68
Intangibles					
Good Will	$ -o-	$ -o-	$ 10,000.00	$ -o-	$ -o-
Deferred					
Inventory-Advertising Stock	$ 229.62	$ 82.84	$ 591.36	$ 454.61	$ 516.21
Unexpired Ins., Prepaid Taxes etc.	-o-	-o-	111.15	22.71	-o-
TOTAL DEFERRED	$ 229.62	$ 82.84	$ 702.51	$ 477.32	$ 516.21
TOTAL ASSETS	$17,409.95	$21,122.08	$128,124.78	$41,777.38	$32,155.20
LIABILITIES					
Current					
Accounts Payable for Purchases etc	$ 195.17	$ 33.64	$ 713.20	$ 54.00	$ 142.82
Unpaid Payroll	-o-	-o-	-o-	-o-	-o-
Unpaid Commissions and Bonuses	187.60	86.10	594.73	1,039.91	248.21
Customers' Credit Balances	-o-	101.26	157.38	770.31	129.25
Personal Accounts	-o-	-o-	-o-	-o-	-o-
Bank Overdrafts	-o-	662.86	-o-	-o-	-o-
Accrued Taxes	118.08	163.06	29.00	63.78	152.80
Accrued Royalties, Water Rent etc.	255.00	50.00	150.00	60.44	50.00
TOTAL CURRENT LIABILITIES	$ 755.85	$ 1,096.92	$ 1,644.31	$ 1,988.39	$ 723.08
Inter Company Account					
Private Ledger - Cleveland	$12,359.10	$23,092.03	$117,729.97	$26,328.27	$36,711.19
Nominal					
Net Profit from operations for the fiscal year ended October 31, 1935 before providing for Federal Income Tax	$ 4,295.00	$ 1,066.87	$ 8,750.50	$13,460.72	$ 5,279.07
TOTAL LIABILITIES	$17,409.95	$21,122.08	$128,124.78	$41,777.38	$32,155.20
TURNOVER					
Average Receivables - Customers - In Net Sales	9.65	6.64	5.11	9.21	6.70
Average Inventory - In Cost of Sales	2.15	3.21	4.28	4.41	2.87

Note:
In 1936 Report show earnings on total average investments

GLD000500

[illegible] FLORIDA No.46	[illegible] No.61	[illegible] No.43	[illegible] NEW YORK No.56	WILKES BARRE PENNA. No.57	EVANSVILLE INDIANA No.42	KNOXVILLE TENN. No.58	HONOLULU T.H. No.68	BUFFALO NEW YORK No.62	TOLEDO OHIO No. 63	TOTAL
$ 100.00	$ 100.00	$ 125.00	$ 100.00	$ 100.00	$ 100.00	$ 75.00	$ 100.00	$ 100.00	$ 100.00	$ 1,775.00
1,431.06	385.93	-0-	682.12	-0-	4,857.74	99.16	578.00	1,253.93	1,646.38	20,369.43
-0-	212.37	4,805.92	-0-	-0-	7,000.00	33.00	205.35	-0-	-0-	13,830.20
11,632.84	26,623.67	31,832.37	5,304.06	6,409.53	40,453.45	17,253.95	16,123.80	4,347.20	7,599.51	358,498.98
559.75	1,114.75	1,954.95	233.49	260.65	1,846.83	647.99	595.27	558.49	331.88	14,801.75
532.77	152.12	6.85	10.63	-0-	1,729.51	598.59	-0-	734.82	153.63	5,629.37
-0-	-0-	-0-	-0-	-0-	-0-	-0-	426.72	-0-	-0-	426.72
11,686.33	21,966.12	30,224.32	11,540.04	6,706.39	31,873.13	11,922.06	20,960.47	6,514.96	7,061.98	326,772.39
$24,191.70	$48,020.22	$65,425.21	$17,331.10	$14,955.06	$80,711.98	$28,736.61	$38,793.17	$13,422.80	$15,921.72	$701,052.60
$ -0-	$ -0-	$ -0-	$ -0-	$ -0-	$ -0-	$ -0-	$ 344.29	$ 50.00	$ 100.00	$ 548.77
25.00	45.00	-0-	-0-	75.00	-0-	5.00	430.00	-0-	-0-	683.00
$ 25.00	$ 45.00	$ -0-	$ -0-	$ 75.00	$ -0-	$ 5.00	$ 774.29	$ 50.00	$ 100.00	$ 1,231.77
$ 4,359.81	$ 3,752.57	$10,519.87	$ 3,865.52	$ 2,566.94	$12,867.11	$ 4,158.22	$62,849.18	$ 2,466.79	$ 2,305.12	$222,082.60
2,829.62	1,839.06	4,849.08	2,225.72	2,189.84	8,204.05	2,679.45	2,415.00	816.36	266.76	112,011.26
$ 1,789.23	$ 1,912.63	$ 669.95	$ 529.70	$ 408.30	$33,932.86	$ 1,279.77	$53,264.28	$ 2,250.35	$ 2,038.36	$109,791.34
$ -0-	$ -0-	$ -0-	$ -0-	$ -0-	$48,882.82	$ -0-	$ -0-	$ -0-	$ -0-	$ 63,882.82
$ 250.42	$ 123.52	$ 358.44	$ 197.64	$ 46.86	$ 226.52	$ 153.74	$ 297.31	$ 248.95	$ 186.63	$ 4,797.68
33.32	407.06	-0-	-0-	-0-	-0-	100.00	68.00	-0-	2.85	852.32
$ 283.74	$ 530.58	$ 358.44	$ 197.64	$ 46.86	$ 226.52	$ 253.74	$ 365.31	$ 248.95	$ 189.48	$ 5,650.00
$26,264.67	$50,503.43	$66,453.20	$17,528.74	$15,001.92	$113,938.50	$28,990.35	$39,158.48	$13,671.75	$15,921.72	$806,702.60
$ 66.09	$ 23.58	$ 156.59	$ -0-	$ 6.33	$ 422.67	$ 232.47	$ -0-	$ 182.34	$ 207.93	$ 3,257.04
-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	45.33
433.72	245.50	79.89	73.69	-0-	1,543.71	867.06	-0-	-0-	200.20	6,176.73
73.16	-0-	5.50	.36	.19	56.90	-0-	-0-	22.72	80.09	1,463.12
-0-	-0-	10.00	-0-	-0-	-0-	-0-	-0-	-0-	-0-	10.00
-0-	-0-	482.43	-0-	197.33	-0-	-0-	-0-	-0-	-0-	1,312.62
176.04	157.48	60.00	60.00	27.26	1,660.55	377.00	890.00	40.00	120.00	5,331.25
10.00	-0-	-0-	-0-	-0-	25.00	-0-	-0-	-0-	-0-	680.38
$ 759.01	$ 426.56	$ 794.41	$ 134.25	$ 231.13	$ 3,726.83	$ 1,476.53	$ 890.00	$ 245.06	$ 608.22	$ 20,256.53
$15,395.50	$44,396.17	$70,415.30	$16,634.89	$15,802.22	$139,266.75	$19,390.98	$104,187.49	$21,465.94	$16,334.77	$786,851.02
$10,135.16	$ 5,685.70	$ 4,726.51	$ 1,259.30	$ 568.13	$ 20,736.60	$ 8,807.61	$ 2,878.01	$ 2,736.70	$ 1,306.57	$ 74,930.98
$26,259.67	$50,503.43	$66,453.20	$17,059.04	$15,433.22	$118,794.15	$29,672.19	$102,201.05	$13,372.10	$15,289.56	$806,508.52
6.07	4.08	3.57	6.66	6.16	6.72	7.06	7.01	6.78	7.47	6.53
3.30	2.87	1.99	2.06	2.30	4.42	6.32	2.00	3.16	5.06	3.76

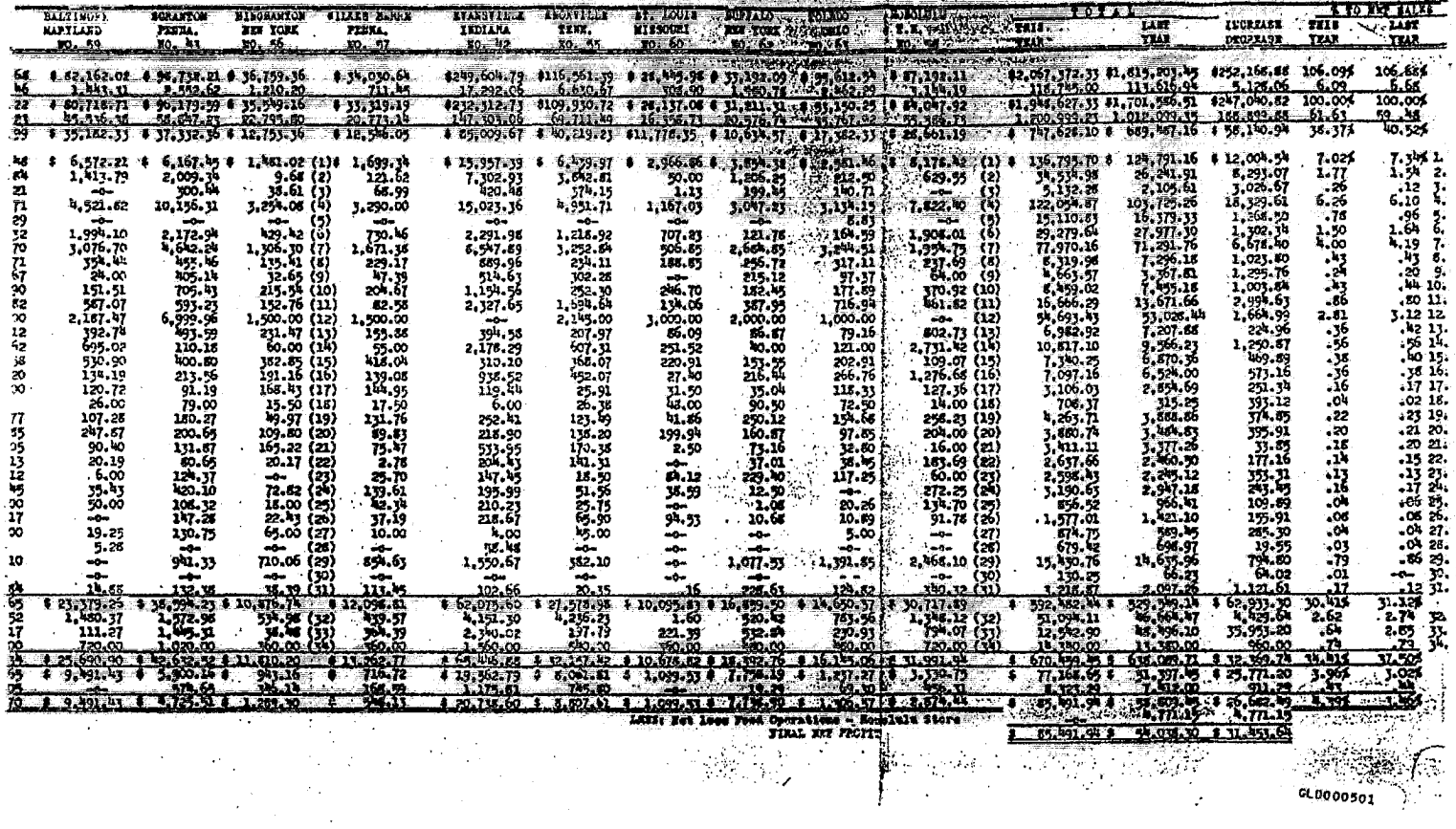
GLD000500

GLD000500A

INCOME & EXPENSE - STORES
THE CITIZENS COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1935

	EL PASO TEXAS NO. 48	FT. WORTH TEXAS NO. 54	DALLAS TEXAS NO. 47	HOUSTON TEXAS NO. 49	SAN ANTONIO TEXAS NO. 50	ATLANTA GEORGIA NO. 40	BIRMINGHAM ALABAMA NO. 41	MIAMI FLA. NO. 44	WEST PALM BEACH, FLA. NO. 45
SALES - REGULAR	$ 40,865.83	$ 55,262.00	$302,319.03	$157,906.05	$ 90,205.23	$104,823.67	$202,511.80	$100,530.76	$ 75,468.95
LESS: Returns and Allowances	1,044.97	2,438.55	21,664.44	8,414.46	7,291.28	7,252.77	13,555.92	7,072.56	5,160.12
NET SALES	$ 39,820.86	$ 52,823.45	$280,654.59	$149,493.59	$ 82,913.95	$ 97,571.10	$188,955.88	$ 93,458.20	$ 70,308.83
COST OF SALES	20,599.55	34,403.13	176,790.09	85,694.22	55,985.85	61,282.60	$114,382.67	$ 55,014.03	$ 38,485.74
GROSS PROFIT	$ 19,221.31	$ 18,420.32	$104,064.50	$ 63,799.37	$ 26,928.10	$ 36,308.50	$ 74,573.21	$ 38,444.17	$ 31,823.09
SELLING AND CENTRAL EXPENSE									
1. Salesmen's Salaries and Commissions	$ 1,063.00	$ 5,769.28	$ 23,827.16	$ 11,161.79	$ 6,079.66	$ 5,809.97	(1) $ 13,228.55	$ 5,585.48	$ 2,361.89
2. Salesmen's expense	-o-	661.40	5,316.41	868.91	989.96	2,980.69	(2) 644.86	89.95	31.47
3. Other Territorial Charges	-o-	-o-	1,186.07	121.36	36.10	25.65	(3) 1,135.05	944.50	88.15
4. Salaries - Office and Warehouse	4,333.34	887.56	9,124.53	10,068.34	5,158.08	7,441.68	(4) 9,103.50	6,591.79	5,666.25
5. Local Administration	712.38	1,118.93	9,504.83	1,481.22	1,424.16	247.47	(5) 135.67	180.99	118.06
6. Cartage	1,258.78	1,463.02	2,381.13	2,359.60	1,892.09	1,659.05	(6) 1,867.74	2,087.98	1,235.50
7. Advertising	2,006.51	2,295.23	11,518.13	7,396.33	3,431.97	2,745.57	(7) 5,400.32	4,140.87	2,657.22
8. Stationery and Printing	207.85	379.33	1,355.52	651.98	604.13	318.33	(8) 524.12	303.91	317.18
9. Samples and Allowances	-o-	175.99	312.54	233.97	378.02	171.69	(9) 887.83	293.63	369.65
10. Postage	214.66	214.57	1,503.29	665.69	387.27	462.34	(10) 566.69	266.12	211.52
11. Discount - Cash	177.56	201.34	2,960.60	802.89	361.17	719.42	(11) 1,914.60	808.50	429.69
12. Rent - Office and Warehouse	1,385.00	3,300.00	4,900.00	5,475.00	2,700.00	2,560.00	(12) 4,800.00	3,150.00	2,496.00
13. Insurance	230.93	302.58	1,009.72	470.51	361.47	191.19	(13) 408.11	373.16	377.05
14. Taxes	152.64	303.65	434.93	218.08	250.32	464.14	(14) 852.26	617.80	408.72
15. Heat, Light and Power	204.28	446.18	1,267.07	482.69	219.60	404.16	(15) 384.77	350.09	144.43
16. Depreciation - Furniture and Fixtures	36.08	28.80	1,130.60	147.32	65.42	369.44	(16) 106.05	800.24	203.15
17. Repairs and Maintenance	27.67	117.14	573.92	63.84	266.66	270.37	(17) 649.48	71.09	67.99
18. Watchman and Janitor Service	26.00	35.00	92.25	47.20	45.00	9.75	(18) 15.79	24.50	17.50
19. Office and Warehouse Supplies	147.44	185.97	533.89	503.05	222.62	234.21	(19) 241.40	200.89	187.40
20. Telephone - Regular	90.50	282.24	473.00	275.42	295.50	138.00	(20) 219.32	176.25	97.75
21. Telephone - Long Distance	14.40	124.65	694.89	177.01	157.70	206.20	(21) 272.53	199.20	120.73
22. Telegraph	29.50	40.78	563.86	190.25	160.58	236.47	(22) 256.50	150.86	53.05
23. Reports (Dunn, etc.)	12.50	53.25	401.40	290.65	91.60	142.00	(23) 171.17	180.58	110.37
24. Collection Expense and Legal Fees	1.00	385.55	481.19	115.83	241.44	140.54	(24) 355.58	61.60	40.60
25. Donations	5.00	31.28	96.29	12.75	16.70	-o-	(25) 29.35	15.00	14.47
26. Employees' Welfare	44.62	49.97	267.29	81.36	54.27	60.79	(26) 103.19	74.52	55.48
27. Organization Dues	67.50	30.00	61.50	10.00	90.00	5.00	(27) 173.25	96.50	6.00
28. Convention Expense	-o-	-o-	205.69	125.79	30.50	136.70	(28) 116.98	-o-	-o-
29. Traveling Expense	480.00	112.62	95.10	829.31	963.06	898.39	(29) 860.52	663.34	440.05
30. Storage	120.75	-o-	9.00	-o-	-o-	.50	(30) -o-	-o-	-o-
31. Sundries	212.20	100.19	861.13	406.86	288.90	198.35	(31) 182.51	96.61	80.64
TOTAL OPERATING EXPENSE	$ 13,266.09	$ 19,058.70	$ 85,692.93	$ 45,730.20	$ 27,163.77	$ 29,268.29	$ 45,827.69	$ 28,605.75	$ 18,407.96
32. Freight	2,149.92	1,882.09	5,739.72	3,351.82	3,235.06	3,341.11	(32) 6,345.42	3,857.73	2,923.59
33. Suspense Bad Debts, Less Recoveries	314.92	320.13	2,981.66	1,433.44	1,585.34	1,260.82	(33) 3,973.15	1,188.52	99.84
34. Cleveland Administration	360.00	540.00	1,850.00	1,060.00	780.00	720.00	(34) 720.00	480.00	480.00
TOTAL EXPENSE	$ 16,262.09	$ 21,798.92	$ 96,274.31	$ 51,595.46	$ 32,764.17	$ 34,590.22	$ 56,866.26	$ 34,132.00	$ 21,911.39
OPERATING PROFIT - LOSS	$ 3,959.22	$ 3,378.60	$ 7,790.17	$ 12,203.91	$ 5,836.07	$ 1,718.28	$ 17,707.05	$ 4,312.17	$ 9,909.70
OTHER INCOME (DEDUCTIONS) NET	335.78	311.73	960.33	1,256.81	577.00	249.64	430.02	287.58	225.46
NET PROFIT	$ 4,295.00	$ 3,066.87	$ 6,750.50	$ 11,460.72	$ 5,213.07	$ 1,967.92	$ 18,137.07	$ 4,599.75	$ 10,135.16

GLD000501



GLD000501

GLD000501A

SUMMARY OF NET SALES AND GROSS PROFITS
RETAIL STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
October 31, 1935

STORE NO.	STORES	FOR FISCAL YEARS 1930 NET SALES	1930 % GROSS PROFIT	1931 NET SALES	1931 % GROSS PROFIT	STORE NO.	1932 NET SALES
TEXAS STORES							
48.	El Paso	$ 66,307.02	38.51%	$ 44,241.21	47.32%	(48)	$ 32,053.48
54.	Fort Worth	71,481.42	30.59	61,996.70	35.81	(54)	58,515.27
47.	Dallas	248,716.68	24.54	242,259.92	30.54	(47)	203,024.92
49.	Houston	117,837.87	35.04	110,794.69	40.02	(49)	116,795.36
50.	San Antonio	135,315.25	29.85	102,313.04	34.63	(50)	82,201.27
	TOTAL TEXAS STORES	$ 639,658.24	29.72%	$ 561,607.56	35.06%		$ 492,590.30
SOUTHERN STORES							
40.	Atlanta	$ 97,972.84	32.65%	$ 90,780.49	30.36%	(40)	$ 78,511.15
41.	Birmingham	92,686.20	35.15	76,150.80	33.12	(41)	81,853.51
44.	Miami	94,603.73	38.75	72,954.77	38.75	(44)	48,561.74
45.	West Palm Beach	53,307.66	40.68	47,682.25	45.59	(45)	42,899.43
61.	Tampa	-0-	-0-	59,978.90	41.87	(61)	70,430.85
	TOTAL SOUTHERN STORES	$ 338,570.45	36.30%	$ 347,547.21	36.73%		$ 322,256.68
OTHER STORES							
59.	Baltimore	$ 62,051.19	41.52%	$ 66,970.19	45.11%	(59)	$ 62,627.84
43.	Scranton	144,175.78	43.75	148,416.27	43.11	(43)	102,714.89
56.	Binghamton	38,483.34	39.44	38,039.23	37.33	(56)	24,515.21
57.	Wilkes Barre	39,185.59	37.11	41,127.62	36.43	(57)	32,554.33
42.	Evansville	237,100.81	32.55	217,385.21	33.30	(42)	164,973.47
55.	Knoxville	48,432.64	39.37	44,504.16	34.52	(55)	53,495.96
60.	St. Louis	45,232.08	47.25	38,697.79	41.67	(60)	36,314.97
62.	Buffalo	-0-	-0-	-0-	-0-	(62)	-0-
63.	Toledo	-0-	-0-	-0-	-0-	(63)	-0-
58.	Honolulu	89,454.72	42.42	104,123.56	43.25	(58)	78,210.04
	TOTAL OTHER STORES	$ 704,116.15	38.66%	$ 699,268.25	38.92%		$ 555,406.71
	TOTAL	$1,682,344.84	34.79%	$1,608,419.02	37.10%		$1,370,253.69
DISCONTINUED STORES							
	Beaumont	$ 51,430.49	30.47%	$ 41,744.76	37.64%		$ 18,410.59
	Los Angeles	35,171.23	38.69	30,967.07	39.70		22,590.54
	GRAND TOTAL	$1,768,946.56	34.74%	$1,681,130.85	37.17%		$1,411,254.82

GLD000502

E N D E D O C T O B E R 31

1933 % GROSS PROFIT	1933 NET SALES	1933 % GROSS PROFIT	1934 NET SALES	1934 % GROSS PROFIT	1935 NET SALES	1935 % GROSS PROFIT	STOPE NO.
47.08%	$ 30,579.24	47.58%	$ 37,305.87	49.43%	$ 39,820.86	46.27%	(48)
41.11	69,950.13	27.66	54,659.96	39.03	52,823.45	34.87	(54)
32.95	243,732.95	32.41	230,225.81	33.79	280,854.59	37.05	(47)
38.65	129,426.52	37.49	123,331.52	42.27	149,493.59	42.68	(49)
32.78	93,005.51	35.56	86,394.10	38.37	82,913.95	32.48	(50)
36.16%	$ 562,694.35	34.36%	$ 531,917.26	38.13%	$ 605,906.44	38.36%	
33.08%	$ 73,609.39	39.87%	$ 100,950.94	40.28%	$ 97,571.10	37.21%	(40)
33.84	92,560.37	36.34	143,051.21	41.30	188,955.85	39.47	(41)
39.78	58,876.55	40.39	87,267.37	43.45	93,458.20	41.14	(44)
38.97	45,125.83	50.74	75,994.06	49.90	70,308.83	45.26	(45)
36.90	71,603.02	37.71	115,839.29	42.56	107,870.22	39.44	(61)
35.90%	$ 341,775.16	39.99%	$ 522,102.87	42.99%	$ 558,164.23	40.06%	
45.26%	$ 58,289.93	48.01%	$ 61,857.45	47.22%	$ 80,716.71	43.59%	(59)
41.05	89,647.46	42.16	87,833.67	40.23	96,179.59	36.82	(43)
18.88	27,422.66	40.89	28,596.98	39.02	35,599.16	35.87	(56)
37.45	33,947.36	39.87	31,669.21	37.95	33,319.19	37.65	(57)
33.91	186,003.66	38.48	231,465.22	38.23	232,312.73	36.59	(42)
35.31	63,614.55	37.72	92,000.85	37.41	109,930.72	36.59	(55)
40.02	32,491.20	38.90	30,245.92	39.06	28,137.06	41.86	(60)
-0-	-0-	-0-	-0-	-0-	31,211.31	34.07	(62)
-0-	-0-	-0-	-0-	-0-	53,150.25	32.70	(63)
43.61	54,978.55	46.85	80,877.08	47.36	68,047.92	34.10	(58)
37.95%	$ 586,395.37	41.09%	$ 647,566.38	40.44%	$ 784,556.66	37.19%	
36.83%	$1,450,864.88	36.22%	$1,701,586.51	40.52%	$1,948,627.33	38.37%	
6.18%	-0-	-0-	-0-	-0-	-0-	-0-	
35.85	-0-	-0-	-0-	-0-	-0-	-0-	
36.83%	$1,450,864.88	36.22%	$1,701,586.51	40.52%	$1,948,627.33	38.37%	

GLD000502

GLD000502A

SUMMARY OF NET PROFIT - LOSS - WITH % OF NET SALES
RETAIL STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
October 31, 1935

	FOR FISCAL 1930 AMOUNT	1930 %	1931 AMOUNT	1931 %	STORE NO.
STORES					
STORE NO.					
TEXAS STORES					
48. El Paso	$ 7,767.30	11.71%	$ 1,581.89	3.57%	(48)
54. Fort Worth	5,579.27	7.81	6,976.34	11.25	(54)
47. Dallas	26,404.56	13.62	32,912.09	13.50	(47)
49. Houston	1,895.88	1.57	5,938.02	5.36	(49)
50. San Antonio	7,[illegible]	[illegible]	15,171.[illegible]	14.83	(50)
TOTAL TEXAS STORES	$33,164.46	2.45%	$ 62,579.42	11.14%	
SOUTHERN STORES					
40. Atlanta	$21,702.17	11.94%	$ 11,256.48	12.45%	(40)
41. Birmingham	3,257.8[illegible]	3.51	12,441.30	16.34	(41)
44. Miami	10,314.13	10.90	3,210.65	4.54	(44)
45. West Palm Beach	1,593.26	2.98	397.06	.83	(45)
61. Tampa	-0-	-0-	4,[illegible]	7.37	(61)
TOTAL SOUTHERN STORES	$ 3,0[illegible].67	.90%	$ 31,723.89	9.13%	
OTHER STORES					
59. Baltimore	$ 706.23	11.38%	$ 5,434.09	8.12%	(59)
43. Scranton	12,796.99	8.88	698.37	.47	(43)
56. Binghamton	1,736.81	4.51	6,494.63	17.07	(56)
57. Wilkes Barre	577.[illegible]	2.50	2,834.27	6.89	(57)
42. Evansville	8,583.85	3.59	3,341.31	18.20	(42)
55. Knoxville	8,[illegible].46	17.35	8,098.57	1.54	(55)
60. St. Louis	2,601.12	5.75	907.81	2.34	(60)
62. Buffalo	-0-	-0-	-0-	-0-	(62)
63. Toledo	-0-	-0-	-0-	-0-	(63)
58. Honolulu	2,606.17	2.91	4,963.05	4.77	(58)
TOTAL OTHER STORES	$16,174.10	2.30%	$ 8,[illegible]	1.25%	
TOTAL	$20,[illegible].03	1.19%	$103,068.77	6.45%	
DISCONTINUED STORES					
Beaumont	5,737.13	11.15%	6,522.72	15.62%	
Los Angeles	2,487.62	7.07	1,195.96	3.86	
GRAND TOTAL	$23,[illegible]	1.31%	$108,[illegible]	6.4[illegible]	

Loss on Foo
Total as sh

YEARS ENDED OCTOBER 31,

1932 AMOUNT	1932 %	1933 AMOUNT	1933 %	1934 AMOUNT	1934 %	1935 AMOUNT	1935 %	STORE NO.
$ 1,138.72	3.55%	$ 131.36	.43%	$ 3,759.29	10.07%	$ 4,295.00	10.79%	(46)
4,085.95	6.58	12,057.44	18.28	2,332.37	4.37	3,066.87	5.81	(54)
12,435.16	9.11	2,150.18	.88	20,245.01	8.79	8,750.50	3.11	(47)
4,445.64	3.81	3,648.59	2.97	7,183.79	5.82	13,460.72	9.01	(49)
10,255.01	12.01	2,337.72	2.67	1,601.93	1.85	5,272.07	6.25	(50)
$ 30,243.98	7.36%	$25,318.57	4.77%	$35,093.37	1.90%	$35,160.28	3.00%	
$ 6,546.59	8.72%	$ 413.94	.57%	$ 6,453.55	6.39%	$ 1,967.92	2.02%	(40)
8,702.89	10.63	2,551.40	2.75	14,452.69	10.10	18,137.07	9.60	(41)
5,196.06	10.69	4,647.61	7.72	6,591.70	7.55	4,559.75	4.88	(44)
1,945.14	4.54	5,628.44	12.48	16,604.71	21.85	10,135.16	14.41	(45)
7,350.42	4.10	739.50	1.03	14,280.70	12.43	5,685.70	5.27	(61)
$ 29,750.10	8.00%	$ 2,634.10	.77	$56,383.35	11.18%	$40,485.60	7.25%	
$ 6,282.54	10.03%	$ 6,158.89	11.06%	$10,214.10	15.74%	$ 9,491.43	11.76%	(59)
7,971.65	7.76	4,510.35	4.81	15,835.87	13.17	4,775.31	4.91	(43)
10,578.09	43.42	899.36	3.06	608.30	2.13	1,289.30	3.69	(56)
6,091.39	18.71	1,504.49	4.43	2,271.51	7.24	548.13	1.64	(57)
11,146.39	8.53	9,763.94	3.21	14,795.89	6.39	20,738.60	8.93	(42)
4,594.81	6.76	2,044.58	5.25	7,155.58	7.78	8,807.61	5.01	(55)
1,173.63	3.23	609.19	1.67	930.76	3.08	1,099.53	3.91	(60)
-0-	-0-	-0-	-0-	-0-	-0-	7,738.80	24.80	(62)
-0-	-0-	-0-	-0-	-0-	-0-	1,356.57	2.45	(63)
5,000.68	6.10	6,763.21	10.71	980.16	1.21	2,670.18	3.12	(58)
$ 57,893.69	6.88%	$ 4,236.79	.75%	$10,519.47	1.62%	$26,846.06	3.41%	
$ 99,926.86	7.29%	$35,205.88	1.74%	$58,809.45	3.46%	$85,491.94	4.39%	
19,212.70	71.76%	-0-	-0-	-0-	-0-	-0-	-0-	
1,311.00	5.50	-0-	-0-	-0-	-0-	-0-	-0-	
$121,450.60	7.11%	$35,205.88	1.74%	$58,809.45	3.46%	$85,491.94	4.39%	

1 Operations - Honolulu Store — 4,772.15
wn by Paint & Varnish Divisions — 54,037.30

GLD000503

GLD000503A

INCOME & EXPENSE - STORES - % TO NET SALES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1935

	EL PASO TEXAS NO. 45	FT. WORTH TEXAS NO. 46	DALLAS TEXAS NO. 47	HOUSTON TEXAS NO. 49	SAN ANTONIO TEXAS NO. 50	ATLANTA GEORGIA NO. 40	BIRMINGHAM ALABAMA NO. 41	MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45
SALES - REGULAR	102.62%	104.62%	107.64%	105.63%	105.79%	107.43%	107.17%	107.57%	107.34%
LESS:									
Returns and Allowance	2.62	4.62	7.64	5.63	5.79	7.43	7.17	7.57	7.34
NET SALES	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
COST OF SALES	51.73	65.13	62.95	57.32	67.52	62.79	60.53	56.86	54.74
GROSS PROFIT	48.27%	34.87%	37.05%	42.68%	32.48%	37.21%	39.47%	41.14%	45.26%
SELLING AND GENERAL EXPENSE									
1. Salesmen's Salary & Commission	2.67%	10.92%	8.48%	7.47%	7.33%	5.95%	7.00%	5.98%	3.36%
2. Salesmen's Expense	-0-	1.25	2.96	.58	1.15%	3.06%	.45	.05	.04
3. Other Territorial Charges	-0-	-0-	.42	.08	.04	.03	.60	1.01	.13
4. Salaries - Office and Whse.	10.88	1.68	3.25	6.73	6.22	7.63	4.62	7.05	8.06
5. Local Administration	1.79	2.12	3.39	.99	1.72	.25	.07	.19	.17
6. Cartage	3.16	2.77	.85	1.58	2.28	1.70	1.00	2.23	1.76
7. Advertising	5.04	4.34	4.10	4.95	4.14	2.81	2.86	4.43	3.78
8. Stationery and Printing	.52	.72	.48	.44	.73	.33	.28	.33	.45
9. Samples and Allowances	-0-	.33	.11	.16	.46	.18	.47	.31	.53
10. Postage	.54	.41	.54	.44	.42	.47	.30	.28	.30
11. Discount - Cash	.45	.38	1.06	.54	.44	.74	1.01	.87	.61
12. Rent - Office & Whse.	3.48	6.25	1.75	3.66	3.26	2.64	2.54	3.37	3.55
13. Insurance	.58	.57	.36	.32	.44	.20	.22	.40	.54
14. Taxes	.38	.58	.16	.15	.30	.48	.45	.66	.58
15. Light, Heat & Power	.51	.84	.45	.32	.26	.41	.20	.41	.20
16. Depreciation - Furniture & Fixtures	.09	.05	.40	.10	.08	.38	.06	.86	.29
17. Repairs and Maintenance	.07	.22	.20	.04	.32	.28	.34	.08	.10
18. Watchman and Janitor Service	.07	.07	.03	.03	.05	.01	.01	.03	.02
19. Office and Warehouse Supplies	.37	.35	.19	.34	.27	.24	.13	.22	.26
20. Telephone - Regular	.23	.46	.17	.14	.36	.14	.12	.19	.14
21. Telephone - Long Distance	.04	.24	.23	.12	.19	.21	.14	.21	.17
22. Telegraph	.07	.08	.20	.13	.19	.24	.14	.16	.07
23. Mercantile Reports (Dunn, etc.)	.03	.10	.14	.19	.11	.15	.09	.19	.16
24. Collection Expense, Legal Fees, etc.	-0-	.73	.17	.08	.29	.14	.19	.09	.06
25. Donations	.01	.06	.03	.01	.02	-0-	.02	.02	.02
26. Employees' Welfare	.12	.09	.10	.05	.02	.06	.05	.08	.08
27. Organization Dues	.17	.06	.02	.01	.07	.01	.09	.10	.01
28. Convention Expense	-0-	-0-	.07	.08	.11	.14	.06	-0-	-0-
29. Traveling Expense	1.21	.21	.03	.55	.04	.14	.09	.71	.61
30. Storage	.30	-0-	-0-	-0-	1.16	.92	.45	-0-	-0-
31. Sundries	.53	.19	.17	.27	-0-	-0-	-0-	.10	.11
TOTAL OPERATING EXPENSE	33.51%	36.07%	30.51%	30.59%	.35	.20	.10	.10	.11
32. Freight and Express	5.80	3.56	2.05	2.24	32.79%	30.00%	24.26%	30.61%	26.19%
33. Suspense Bad Debts - Less Recoveries	1.29	.62	1.06	.96	3.90	3.42	3.36	4.13	4.18
34. Cleveland Administration	.80	1.02	.66	.72	1.91	1.29	2.10	1.27	.19
TOTAL EXPENSE	41.40%	41.27%	34.28%	34.51%	.94	.74	.38	.51	.69
OPERATING PROFIT - LOSS	58.32%	41.27%	34.28%	34.51%	39.54%	35.45%	30.10%	36.52%	31.14%
OTHER INCOME - DEDUCTIONS - NET	9.95%	6.40%	2.77%	8.17%	7.06%	1.76%	9.37%	4.62%	14.05%
NET PROFIT - LOSS	.84	.59	.34	.84	.70	.26	.23	.26	.31
Equivalent to 1% - 1935	10.79%	5.81%	3.11%	9.01%	6.36%	2.02%	9.60%	4.88%	14.36%
	$400.00	$530.00	$2,510.00	$1,490.00	$830.00	$980.00	$1,890.00	$930.00	$7[illegible]0.00

GLD000504

TAMPA FLORIDA NO. 61	BALTIMORE MARYLAND NO. 59	SCRANTON PENNA. NO. 43	BINGHAMTON NEW YORK NO. 56	WILKES BARRE PENNA. NO. 57	EVANSVILLE INDIANA NO. 42	KNOXVILLE TENN. NO. 55	ST. LOUIS MISSOURI NO. 60	BUFFALO NEW YORK NO. 62	TOLEDO OHIO NO. 63	HONOLULU T. H. NO. 58	TOTAL THIS YEAR	TOTAL LAST YEAR	
106.78%	101.79%	102.65%	103.40%	102.14%	107.44%	106.03%	101.10	106.35%	104.63%	103.74%	106.09%	106.68%	
6.78	1.79	2.65	3.40	2.14	7.44	6.03	1.10	6.35	4.63	3.74	6.09	6.68	
100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00	100.00%	100.00%	100.00%	100.00%	100.00%	
60.56	56.41	61.18	64.13	62.35	63.41	63.41	58.14	65.93	67.30	65.90	61.63	59.48	
39.44%	43.59%	38.82%	35.87%	37.65%	36.59%	36.59%	41.86	34.07%	32.70%	34.10%	38.37%	40.52%	
5.57% (1)	8.13%	6.41%	4.17%	5.10%	6.87%	5.86% (1)	10.5%	12.35%	4.86%	9.73%	7.02%	7.34%	(1)
2.81 (2)	1.76	2.09	.03	.37	3.14	3.50 (2)	.18	3.86	.40	.75	1.77	1.54	(2)
.05 (3)	-o-	.31	.11	.21	.18	.34 (3)	-o-	.64	.27	-o-	.26	.12	(3)
6.78 (4)	5.60	10.56	9.15	9.87	6.47	4.51 (4)	4.15	9.76	5.90	9.31	6.26	6.10	(4)
.17 (5)	-o-	-o-	-o-	-o-	-o-	-o- (5)	-o-	-o-	.02	-o-	.78	.96	(5)
1.22 (6)	2.47	2.26	1.21	2.19	.99	1.11 (6)	2.51	.39	.31	2.27	1.50	1.64	(6)
5.09 (7)	3.81	4.83	3.67	5.02	3.66	2.96 (7)	1.80	8.60	6.11	2.33	4.00	4.19	(7)
.33 (8)	.44	.47	.38	.69	.38	.21 (8)	.67	.82	.60	.28	.43	.43	(8)
.13 (9)	.03	.42	.09	.14	.22	.27 (9)	-o-	.69	.18	.08	.24	.20	(9)
.32 (10)	.19	.73	.61	.61	.50	.23 (10)	.86	.59	.33	.44	.43	.44	(10)
1.07 (11)	.73	.62	.43	.25	1.00	1.54 (11)	.48	1.24	1.35	.55	.86	.80	(11)
3.31 (12)	2.71	7.26	4.22	4.50	-o-	1.95 (12)	10.66	6.41	1.88	-o-	2.81	3.12	(12)
.30 (13)	.49	.51	.65	.47	.17	.19 (13)	.31	.28	.15	.95	.36	.42	(13)
.24 (14)	.86	.11	.17	.16	.94	.55 (14)	.90	.13	.23	3.25	.56	.56	(14)
.29 (15)	.66	.42	1.08	1.25	.13	.33 (15)	.76	.49	.38	.13	.38	.40	(15)
.33 (16)	.17	.22	.54	.42	.41	.41 (16)	.09	.69	.50	1.52	.36	.38	(16)
.01 (17)	.15	.10	.47	.43	.05	.02 (17)	.11	.11	.22	.15	.16	.17	(17)
-o- (18)	.03	.08	.05	.05	-o-	.02 (18)	.17	.29	.14	.02	.04	.02	(18)
.24 (19)	.13	.19	.14	.40	.11	.11 (19)	.15	.80	.28	.31	.22	.23	(19)
.19 (20)	.31	.21	.31	.27	.09	.13 (20)	.71	.52	.18	.24	.20	.21	(20)
.19 (21)	.11	.14	.46	.22	.23	.16 (21)	.01	.23	.06	.02	.18	.20	(21)
.21 (22)	.02	.06	.06	.01	.08	.13 (22)	-o-	.12	.07	.22	.14	.15	(22)
.31 (23)	.01	.13	-o-	.08	.06	.02 (23)	.30	.73	.22	.07	.13	.13	(23)
.10 (24)	.04	.44	.20	.42	.08	.05 (24)	.14	.08	-o-	.32	.16	.17	(24)
.02 (25)	.06	.11	.05	.13	.09	.02 (25)	-o-	.01	.04	.16	.04	.06	(25)
.08 (26)	-o-	.15	.06	.11	.10	.06 (26)	.34	.04	.02	.11	.08	.08	(26)
.05 (27)	.02	.14	.18	.03	-o-	.04 (27)	-o-	-o-	.01	-o-	.04	.04	(27)
-o- (28)	.01	-o-	-o-	-o-	.03	-o- (28)	-o-	-o-	-o-	-o-	.03	.04	(28)
.66 (29)	-o-	.98	2.00	2.57	.67	.35 (29)	-o-	3.45	2.62	2.94	.79	.86	(29)
-o- (30)	-o-	-o-	-o-	-o-	-o-	-o- (30)	-o-	-o-	-o-	-o-	.01	-o-	(30)
.07 (31)	.02	.14	.11	.34	.04	.02 (31)	-o-	.73	.23	.80	.17	.12	(31)
30.14%	28.97%	40.13%	30.60%	36.31%	26.72%	25.09%	33.88%	54.01%	27.57%	36.55%	30.41%	31.12%	
2.96 (32)	1.83	1.64	1.50	1.32	1.79	3.85 (32)	.01	1.67	1.48	1.60	2.62	2.74	(32)
.56 (33)	.14	1.50	.11	1.09	1.01	.18 (33)	.78	1.71	.43	.93	.64	2.85	(33)
.67 (34)	.89	1.06	1.01	1.08	.67	.49 (34)	1.26	1.54	.90	.86	.74	.79	(34)
34.33%	31.83%	44.33%	33.22%	39.80%	28.17%	29.25%	37.96%	58.93%	30.38%	38.06%	34.51%	37.50%	
5.11%	11.76%	5.51%	2.65%	2.15%	8.42%	7.33%	3.91%	24.85%	2.32%	3.99%	3.96%	3.02%	
.16	-o-	.60	.97	.51	.51	.66	-o-	.06	.13	.54	.43	.44	
5.27%	11.76%	4.91%	1.68%	1.64%	6.93%	6.01%	3.91%	24.80%	2.45%	3.45%	3.53%	3.46%	
$1,080.00	$810.00	$960.00	$380.00	$330.00	$2,320.00	$1,100.00	$280.00	$310.00	$530.00	$840.00	$19,480.00	$17,000.00	

GLD000504

GLD000504A

OTHER INCOME - [illegible] - NET STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1935

STORE NO.	INTEREST EARNED	CASH OVER (SHORT)	COMMISSIONS EARNED	DISCOUNT EARNED	MISCELLANEOUS PROFIT LOSS	TOTAL
48. El Paso	$ 6.84	$ 7.63	$ 59.97	$ 88.33	$ 173.01	$ 335.78
54. Fort Worth	- o -	39.04	- o -	272.36	.33	311.73
47. Dallas	1.17	48.70	382.22	630.67	17.43	960.33
49. Houston	- o -	19.75	559.03	477.18	237.35	1,256.81
50. San Antonio	181.12	45.63	.76	290.07	59.42	577.00
58. Atlanta	.68	3.60	218.08	- o -	27.28	249.64
41. Birmingham	1.22	- o -	8.52	415.83	4.45	430.02
44. Miami	4.32	.20	- o -	243.36	- o -	247.58
45. West Palm Beach	- o -	4.39	- o -	207.38	13.69	225.46
61. Tampa	52.51	1.00	.47	119.62	.55	173.05
59. Baltimore	- o -	- o -	- o -	- o -	- o -	- o-
43. Scranton	127.27	.33	- o -	447.05	- o -	574.65
56. Binghamton	15.18	.20	- o -	213.23	117.53	346.14
57. Wilkes Barre	7.33	.01	- o -	161.25	- o -	168.59
42. Evansville	287.58	5.15	- o -	369.46	510.32	1,175.81
55. Knoxville	13.45	5.76	1.55	96.80	628.24	745.80
60. St. Louis	- o -	- o -	- o -	- o -	- o -	- o-
62. Buffalo	22.44	3.35	- o -	- o -	- o -	19.29
63. Toledo	- o -	9.48	- o -	53.46	25.32	69.30
53. Honolulu	56.64	- o -	- o -	214.94	182.73	456.31
TOTAL	$780.05	$45.56	$1,230.60	$4,300.99	$1,965.69	$8,323.29

GLD000505

GLD000505

DEPRECIATION - STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1935

	BUILDINGS	BUILDING IMPROVEMENTS	FURNITURE & FIXTURES	AUTOMOBILES	T O T A L
48. El Paso, Texas	$ - o -	$	$ 36.08	$ 229.40	$ 265.48
54. Fort Worth, Texas	- o -	26.24	2.56	146.87	175.67
47. Dallas, Texas	- o -	705.16	425.44	283.74	1,414.34
49. Houston, Texas	- o -	119.22	28.10	232.08	379.40
53. San Antonio, Texas	- o -		65.42	352.52	417.94
40. Atlanta, Georgia	- o -	193.68	175.56	211.69	581.13
41. Birmingham, Alabama	- o -	7.23	98.82	283.80	389.85
44. Miami, Florida	- o -	519.98	280.26	320.04	1,120.28
45. West Palm Beach	- o -	9.03	194.12	178.44	381.59
61. Tampa, Fla., Tampa St.	- o -	138.04	161.60	194.40	494.04
61. Tampa, Fla., Franklin St.	- o -	42.80	11.76	- o -	54.56
59. Baltimore, Maryland	- o -	132.79	1.40	- o -	134.19
43. Scranton, Penna.	- o -	- o -	213.56	406.44	620.00
56. Binghamton, N. Y.	- o -	- o -	191.16	- o -	191.16
57. Wilkes Barre, Penna.	- o -	- o -	139.08	- o -	139.08
42. Evansville, Ind.	750.00	- o -	188.52	- o -	938.52
55. Knoxville, Tenn.	- o -	129.55	322.52	139.20	591.27
60. St. Louis, Mo.	- o -	- o -	27.40	- o -	27.40
62. Buffalo, N. Y.	- o -	109.48	106.96	- o -	216.44
63. Toledo, O.	- o -	184.39	82.37	- o -	266.76
58. Honolulu, Hawaii	766.44	- o -	510.24	- o -	1,276.68
TOTAL	$1,516.44	$2,317.79	$3,252.93	$2,978.62	$10,075.78

Depreciation - FURNITURE & FIXTURES ETC.		$7,097.16
Depreciation - IN SALESMEN'S EXPENSE		2,978.62
	Total	10,075.78

GLD000506