

INVENTORY TURNOVER

September 1, 1961 to August 31, 1962

REGIONAL SUMMARY

	Average Inventory	Days Turn to Total Sales Cost	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch	
						8/31/62	8/31/61
Central	\$ 768,832	70	\$ 3,935,942	\$ 897,336	\$ 3,038,606	89	103
Eastern	1,200,801	81	5,326,340	1,271,456	4,054,884	101	110
Mississippi	427,494	84	1,832,713	174,166	1,658,547	92	99
Southeastern	1,113,945	83	4,825,389	796,767	4,028,622	96	87
Canadian	692,641	83	2,996,012	535,239	2,460,773	100	102
Pacific	1,001,340	78	4,616,451	939,144	3,677,307	96	106
Southwest	738,832	111	2,402,476	230,374	2,172,102	118	128
Midwest	845,091	77	3,955,542	637,353	3,318,189	89	88
<u>GRAND TOTAL</u>	<u>\$6,788,976</u>	<u>82</u>	<u>\$29,890,865</u>	<u>\$5,481,835</u>	<u>\$24,409,030</u>	<u>97</u>	<u>102</u>

Branches in operation less than the twelve-month period of this report are designated by a number prefixed to the branch name to denote actual number of months which the branch was operated.

"Average Inventory" is based on opening inventory, September 1, 1961, plus closing inventories for the twelve months in this period. At branches open less than twelve months, the average is for the months of actual operation.

All figures appearing under the columns headed "Days Turn to Total Sales Cost" and "Days Turn to Cost of Shipments from Branch" are on an annual basis.

Individual branch Average Inventory figures exclude consignments, leased departments, and freight clearance figures. These have been allowed for by the "Regional Adjustments" so as to give an actual Average Regional Branch Inventory.

K. V. NORTHRUP

KVN:lp
Attachments

Distribution: Regional Directors
Mr. P. W. Neidhardt
Mr. B. W. Maxey - 3
Mr. W. G. Phillips
Mr. D. E. Erskine - 2
Mr. W. D. Kinsell, Jr.
Mr. W. P. Stetzelberger
Mr. R. H. Grob
Mr. M. D. Higbee
Mr. G. H. Mutersbaugh
Tax Department

Mr. N. Waite
Mr. J. K. Stalker
Mr. J. N. McClintock
Mr. J. M. Bencko
Mr. C. P. Fitzgerald - 2
Auditing Department - 20
Mr. D. H. Frederick
Physical Distribution Managers
Plant Superintendents
Special List

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	Average Inventory	Days Turn to Total Sales Cost	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch 8/31/62	8/31/61
CENTRAL							
Akron	\$ 32,310	55	\$ 210,509	\$ 70,185	\$ 140,324	81	89
Buffalo	35,577	65	196,246	62,062	134,184	95	112
Cincinnati	25,499	47	196,003	103,896	92,107	100	127
Columbus	49,406	50	356,818	75,578	281,240	63	64
Dayton	31,318	68	165,517	27,796	137,721	82	100
Detroit	70,514	59	427,803	90,993	336,810	74*	90
Erie	19,385	62	112,546	50,108	62,438	112	65
Fort Wayne	28,570	85	121,361	20,432	100,929	102	116
Lorain	16,015	69	83,715	5,823	77,892	74	95
Louisville	51,248	86	215,731	11,617	204,114	85*	109
Mansfield	19,982	95	75,389	13,035	62,354	115	160
Pittsburgh	46,424	40	421,409	191,254	230,155	73	84
Rochester	21,960	92	86,317	4,422	81,895	97	137
Rocky River	54,402	65	301,531	22,973	278,558	67*	64*
South Euclid	33,929	60	203,453	48,889	154,564	75*	81
Toledo	52,264	67	278,817	58,589	220,228	85	91
Willoughby	13,544	83	58,839	10,740	48,099	101	135
Youngstown	30,822	74	150,085	28,838	121,247	82*	104
Regional Adjustment	26,568						
Total "A" Branches	\$ 659,737	65	\$ 3,662,089	\$ 897,230	\$ 2,764,859	84	99
East Cleveland "B"	\$ 16,805	129	\$ 47,007	\$ --	\$ 47,007	129	241
Lakewood "B"	19,669	101	70,212	106	70,106	101	177
8-Midland "B"	20,779	174	28,693	--	28,693	174	-
8-St. Mathews "B"	10,627	193	13,238	--	13,238	193	-
Springfield "B"	20,448	95	77,432	--	77,432	95	121
Regional Adjustment as an "A" Branch	313						
Warren "B"	20,454	198	37,271	--	37,271	198	-
Total "B" Branches	\$ 109,095	143	\$ 273,853	\$ 106	\$ 273,747	143	198
Total Central	\$ 768,832	70	\$ 3,935,942	\$ 897,336	\$ 3,038,606	89	103
EASTERN							
Albany	\$ 25,637	57	\$ 161,749	\$ 33,990	\$ 127,759	65*	109*
Altoona	13,212	67	70,888	17,578	53,310	82*	99*
9-Atlantic City	7,729	71	29,333	14,176	15,157	138	126
Baltimore	44,226	68	235,499	42,200	193,299	78*	95*
Binghamton	16,754	68	89,164	21,435	67,729	89	-
Camden	21,440	50	155,823	27,435	128,388	56*	64*
Dover	16,495	72	82,814	15,091	67,723	88	88
Durham	35,644	85	151,228	28,326	122,902	99*	93*
Fayetteville	14,821	70	76,686	14,793	61,893	74*	175
Greensboro	27,112	43	228,009	95,236	132,773	68*	65
Jerseytown	29,592	75	141,945	49,828	92,117	116	112(*)
Harrisburg	33,742	91	133,762	15,835	117,927	84*	96*
Hartford	26,078	47	198,020	35,711	162,309	58	129
New England	57,860	39	536,887	298,480	238,407	73*	89*

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PAINT BRANCHES -- INVENTORY TURNOVER
September 1, 1961 to August 31, 1962

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	Average Inventory	Days Turn to Total Sales Cost	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch 8/31/62	8/31/61
EASTERN (Contd.)							
Newport News	\$ 22,904	64	\$ 127,946	\$ 44,568	\$ 83,378	99	112
New York	51,692	54	343,165	64,808	278,357	67	67
Norfolk	57,465	79	260,547	46,680	213,867	88*	95*
Providence	24,748	102	87,627	7,716	79,911	108*	119*
9-Raleigh	18,412	106	46,801	--	46,801	106	89
Reading	27,762	31	325,015	108,878	216,137	46*	59*
Richmond	39,048	69	203,818	63,287	140,531	92*	88*
Roanoke	20,040	44	162,344	64,751	97,593	74	81
Scranton	17,681	54	117,338	41,923	75,415	84	101
Springfield	16,460	93	63,642	6,529	57,113	104	92(*)
Syracuse	23,652	56	151,108	22,469	128,639	56*	89
Washington	59,755	61	351,915	8,023	343,892	60*	73*
West Hempstead	21,956	67	118,825	10,501	108,324	73	118
Williamsport	13,372	93	51,556	15,964	35,592	135	159
Worcester	17,887	146	44,047	3,959	40,088	161	127(*)
Regional Adjustment	157,486						
Total "A" Branches	\$ 960,662	73	\$ 4,747,501	\$ 1,220,170	\$ 3,527,331	92	102
Lentown "B"	\$ 19,312	54	\$ 128,516	\$ 49,034	\$ 79,482	87	107
Regional Adjustment as an "A" Branch	602						
Camp Hill "B"	9,743	123	28,439	--	28,439	123	138
6-Germantown "B"	9,625	216	8,021	255	7,766	223	-
9-Glen Burnie "B"	7,294	129	15,310	117	15,193	130	258
Glens Falls "B"	12,674	143	31,868	--	31,868	143	207
Glenside "B"	13,785	159	31,187	62	31,125	159	141
Greenville "B"	13,764	205	24,219	--	24,219	205	205
Harrisburg "B"	6,739	123	19,693	--	19,693	123	110
Johnstown "B"	10,052	190	19,084	489	18,595	195	240
7-Lebanon "B"	12,067	453	5,591	--	5,591	453	403
Lewistown "B"	13,968	193	26,030	--	26,030	193	239
New Bern "B"	16,685	172	34,850	--	34,850	172	194
6-Norristown "B"	7,191	156	8,289	40	8,249	157	-
Pottstown "B"	11,393	81	50,505	1,289	49,216	83	89
Richmond "B"	13,476	145	33,457	--	33,457	145	186
4-Statesville "B"	11,017	127	10,428	--	10,428	127	-
7-Towson "B"	7,382	152	10,220	--	10,220	152	-
Utica "B"	13,237	188	25,350	--	25,350	188	147
10-Waltham "B"	10,607	157	20,332	--	20,332	157	171
Warwick "B"	9,127	251	13,104	--	13,104	251	323
Wheaton "B"	10,399	109	34,346	--	34,346	109	142
Total "B" Branches	\$ 240,139	149	\$ 578,839	\$ 51,286	\$ 527,553	164	181
Tot Eastern	\$1,200,801	81	\$ 5,326,340	\$1,271,456	\$ 4,054,884	101	110

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	Average	Days Turn	Total	Less	Shipments	Days Turn to Cost	
	Inventory	to Total	Cost of	Direct	from	of Shipments from	
		Sales	Sales	Shipments	Branch	Branch	
		Cost				8/31/62	8/31/61
MISSISSIPPI							
Brentwood	\$ 45,691	62	\$ 266,057	\$ 56,563	\$ 209,494	77*	54(*)
Denver	49,549	73	245,614	12,807	232,807	77	87
Evansville	66,948	74	324,936	14,550	310,386	78	88
Kansas City	44,749	91	176,063	20,735	155,328	104	97
Memphis	56,997	77	266,942	36,013	230,929	84*	88*
Mount Vernon	5,383	53	36,510	2,972	33,538	58	58
Oklahoma City	60,320	98	221,188	14,989	206,199	105	106
Springfield	28,645	120	86,097	9,583	76,514	135	193(*)
Tulsa	25,559	56	165,014	5,954	159,060	58	93
Regional Adjustment	26,045						
Total "A" Branches	\$ 409,886	83	\$ 1,788,421	\$ 174,166	\$ 1,614,255	90	98
11-Florissant "B"	\$ 10,305	201	\$ 16,946	\$ --	\$ 16,946	201	-
Memphis "B"	7,303	96	27,346	--	27,346	96	223
Total "B" Branches	\$ 17,608	143	\$ 44,292	\$ --	\$ 44,292	143	223
Total Mississippi	\$ 427,474	84	\$ 1,832,713	\$ 174,166	\$ 1,658,547	92	99
SOUTHEASTERN							
Albany	\$ 36,452	117	\$ 112,064	\$ 5,751	\$ 106,313	123	97
Asheville	55,311	54	370,827	97,227	273,600	73	49
Atlanta	49,650	69	257,268	62,888	194,380	87*	73
Augusta	37,883	119	114,504	8,238	106,266	128	137
Birmingham	74,146	66	403,034	42,665	360,369	68*	63*
Charlotte	89,561	64	505,736	57,746	447,990	62*	51*
Chattanooga	45,947	77	215,054	25,053	190,001	80*	78
5-Columbia	17,465	53	48,969	12,375	36,594	72	-
Decatur	27,787	86	115,862	20,915	94,947	105	-
Ft. Lauderdale	39,781	130	109,984	21,841	88,143	147*	118*
Greenville	52,924	72	264,261	47,333	216,928	90	70
Jacksonville	48,036	95	182,795	24,584	158,211	109	109
Knoxville	103,316	51	735,126	264,606	470,520	79	70
Macon	35,605	113	113,568	20,073	93,495	137	191
Miami	39,436	92	153,874	6,194	147,680	96	89
Montgomery	32,059	109	106,250	12,273	93,977	123	136
Nashville	56,472	61	333,525	14,728	318,797	64	70
Orlando	43,325	76	205,880	20,925	184,955	84	83
Tampa	63,060	106	213,953	31,352	182,601	119*	93*
Regional Adjustment	67,504						
Total "A" Branches	\$1,015,720	80	\$ 4,562,534	\$ 796,767	\$ 3,765,767	93	86
8-Atlanta "B"	\$ 13,328	248	\$ 12,920	\$ --	\$ 12,920	248	-
Birmingham "B"	15,076	151	36,044	--	36,044	151	174(*)
Charlotte "B"	25,646	60	155,010	--	155,010	60	94(*)
Chattanooga "B"	14,210	288	17,750	--	17,750	288	-
Clearwater "B"	10,207	205	17,921	--	17,921	205	344
10-Ft. Lauderdale "B"	6,068	102	17,789	--	17,789	102	83(*)

	Average Inventory	Days Turn to Total Sales Cost	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch	8/31/62	8/31/61
SOUTHEASTERN (Contd.)								
3-Homewood "B"	\$ 12,314	204	\$ 5,421	\$ --	\$ 5,421	204	-	-
1-Montclair "B"	1,376	-0-	-0-	--	--	-	-	-
Total "B" Branches	\$ 98,225	135	\$ 262,855	\$ --	\$ 262,855	135	120	120
Total Southeastern	\$1,113,945	83	\$ 4,825,389	\$ 796,767	\$ 4,028,622	96	87	87
CANADIAN								
Calgary	\$ 33,535	129	\$ 93,789	\$ 3,937	\$ 89,852	117*	110	110
Edmonton	31,780	88	130,344	1,812	128,532	89	103	103
Guelph	21,585	91	85,070	5,198	79,872	83*	84	84
Hamilton	33,532	57	213,332	65,223	148,109	82	84	84
London	21,741	84	92,634	12,694	79,940	93*	65*	65*
Moncton	41,526	29	516,304	314,026	202,278	74	83	83
Ottawa	15,817	49	115,899	42,077	73,822	77	84	84
Port Arthur	13,024	94	49,890	7,122	42,768	110	112	112
Quebec City	44,827	52	310,107	4,285	305,822	53	56	56
Regina	35,208	89	142,420	14,711	127,709	99	110	110
Rimouski	19,153	113	61,033	7,459	53,574	129	130(*)	130(*)
Sherbrooke	22,677	74	110,705	14,626	96,079	85	82	82
St. John	9,726	104	33,639	3,158	30,481	115	174	174
Vancouver	122,589	102	434,522	234	434,288	102	98	98
Victoria	27,096	77	126,560	1,253	125,307	78	166	166
Windsor	26,527	82	117,111	20,505	96,606	99	126	126
Winnipeg	39,995	76	189,114	14,998	174,116	83	90	90
Regional Adjustment	42,421							
Total "A" Branches	\$ 602,759	77	\$ 2,822,473	\$ 533,318	\$ 2,289,155	93	100	100
Kitchener "B"	\$ 17,009	119	\$ 51,341	\$ --	\$ 51,341	119	-	-
Lethbridge "B"	16,033	211	27,404	180	27,224	212	-	-
Montreal "B"	10,597	146	26,176	1,558	24,618	155	185	185
4-Peterboro "B"	10,009	311	3,869	--	3,869	311	-	-
5-St. Hubert "B"	9,202	212	6,506	76	6,430	215	-	-
St. Thomas "B"	17,749	115	55,718	59	55,659	115	164	164
1-Sudbury "B"	9,283	110	2,525	48	2,477	112	-	-
Total "B" Branches	\$ 89,882	186	\$ 173,539	\$ 1,921	\$ 171,618	189	170	170
Total Canada	\$ 692,641	83	\$ 2,996,012	\$ 535,239	\$ 2,460,773	100	102	102
PACIFIC								
5-Boise G.P.	\$ 6,667	83	\$ 12,073	\$ 460	\$ 11,613	86	111	111
Eugene	25,751	50	186,255	53,206	133,049	70	73	73
Great Falls	43,928	116	136,415	5,798	130,617	121	136	136
Honolulu	96,672	97	360,222	8,865	351,357	99	105	105
Lakewood	50,084	69	261,868	33,975	227,893	72*	100	100
North Hollywood	56,683	72	282,431	62,135	220,296	79*	74*	74*
Oakland	71,205	73	352,968	60,526	292,442	88	105	105
Phoenix	23,905	70	122,451	57,592	64,859	133	385(*)	385(*)
Portland - Glidden	52,224	73	257,453	21,737	235,716	80	84	84
Portland - G.P.	23,676	48	178,112	87,430	90,682	94	89	89
Sacramento	43,018	59	263,774	17,726	246,048	63	81	81
Salem G.P.	10,024	58	62,374	18,733	43,641	83	97	97

	Average Inventory	Days Turn to Total Sales Cost	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch 8/31/62 8/31/61	
PACIFIC (Contd.)							
Salt Lake City	\$ 38,808	98	\$ 142,357	\$ 11,258	\$ 131,099	107	113
San Diego	38,918	70	201,552	14,888	186,664	75	78
San Francisco G.P.	21,608	22	355,935	242,039	113,896	68	42
San Jose	40,794	112	131,376	15,021	116,355	108*	116*
San Mateo G.P.	29,147	69	151,551	72,813	78,738	133	98
Seattle	61,483	45	490,925	76,940	413,985	53	66
Spokane	40,627	83	175,159	16,584	158,575	92	100
Huntington Park G.P.	42,708	100	154,213	19,716	134,497	114	134
Yakima G.P.	9,244	66	50,355	13,043	37,312	89	106
Regional Adjustment	80,609						
Total "A" Branches	\$ 907,783	75	\$ 4,329,819	\$ 910,485	\$ 3,419,334	93	106
Alhambra "B"	\$ 13,473	130	\$ 37,243	\$ --	\$ 37,243	130	114
5-Azusa "B"	7,328	108	10,205	--	10,205	108	-
5-Dalles "B"	10,851	92	17,630	--	17,630	92	-
Huntington Park "B"	26,911	92	104,808	28,659	76,149	119*	117*
Regional Adjustment as an "A" Branch	1,208						
Merrowia "B"	15,676	133	42,427	--	42,427	133	168
Sta Cruz "B"	11,028	84	47,145	--	47,145	84	114
Whittier "B"	7,082	94	27,174	--	27,174	94	135
Total "B" Branches	\$ 93,557	118	\$ 286,632	\$ 28,659	\$ 257,973	128	132
Total Pacific	\$1,001,340	78	\$ 4,616,451	\$ 939,144	\$ 3,677,307	96	106
SOUTHWEST							
Baton Rouge	\$ 33,627	80	\$ 151,027	\$ 25,182	\$ 125,845	96	-
Corpus Christi	24,704	103	85,970	3,772	82,198	108	160
Dallas	80,080	93	309,959	27,757	282,202	89*	113*
Dallas - Mound City	33,491	62	195,852	5,110	190,742	63	108
Dallas G.P.	14,166	203	25,085	2,269	22,816	196*	102*
Denver G.P.	19,792	133	53,444	8,353	45,091	158	131
El Paso	41,293	79	188,019	8,648	179,371	83	101
Fort Worth	42,904	133	116,469	1,511	114,958	130*	109
Houston	98,657	81	438,205	47,366	390,839	89*	89
Lubbock	42,571	98	155,910	15,720	140,190	100*	123*
Mobile	41,365	80	185,373	28,649	156,724	95	114
Oklahoma City G.P.	26,476	194	49,056	6,310	42,746	223	195
San Antonio	50,653	115	158,562	3,411	155,151	109*	136*
San Antonio G.P.	15,105	96	56,718	38,406	18,312	297	202
Tulsa G.P.	15,995	147	39,293	6,652	32,641	176	118
Regional Adjustment	50,370						
Total "A" Branches	\$ 631,249	103	\$ 2,208,942	\$ 229,116	\$ 1,979,826	110	128
9-Albuquerque "B" #174	\$ 20,358	224	\$ 24,549	\$ 1,125	\$ 23,424	221*	231*
Regional Adjustment as an "A" Branch	2,515						
3-Albuquerque "B" #245	5,196	211	2,221	--	2,221	211	153(*)

	Average	Days Turn	Total	Less	Shipments	Days Turn to Cost	
	Inventory	to Total	Cost of	Direct	from	of Shipments from	
		Sales	Sales	Shipments	Branch	Branch	
		Cost				8/31/62	8/31/61
SOUTHWEST (Contd.)							
Austin "B"	\$ 14,388	149	\$ 34,863	\$ 133	\$ 34,730	149	157
Regional Adjustment as an "A" Branch	338						
4-Bellaire "B"	7,725	263	3,524	--	3,524	263	-
6-Casa Linda "B"	6,855	408	3,020	--	3,020	408	-
Dallas "B"	7,329	53	49,603	--	49,603	53	80
8-Garland	6,757	322	5,040	--	5,040	322	-
6-Jeff Davis "B"	7,885	193	7,351	--	7,351	193	-
Midland "B"	8,139	98	30,012	--	30,012	98	121
1-North Richland "B"	7,371	210	1,054	--	1,054	210	-
Richardson "B"	6,532	155	15,216	--	15,216	155	218(*)
San Antonio "B"	6,195	131	17,081	--	17,081	131	215
Total "B" Branches	\$ 107,583	200	\$ 193,534	\$ 1,258	\$ 192,276	201	159
Total Southwest	\$ 738,832	111	\$ 2,402,476	\$ 230,374	\$ 2,172,102	118	128
MIDWEST							
Madison	\$ 43,174	49	\$ 316,746	\$ 57,460	\$ 259,286	55*	58*
Davenport	42,468	91	168,012	41,778	126,234	121	129
Des Moines	33,124	65	183,463	18,936	164,527	72	71
Duluth	31,920	100	114,914	6,380	108,534	106	100
Fargo	35,037	87	145,122	16,195	128,927	98	77
Grand Rapids	37,274	48	280,337	85,616	194,721	69	63
Hammond	50,853	63	292,074	64,508	227,566	72*	74*
Indianapolis	67,255	67	362,376	42,898	319,478	71*	62*
Madison	35,522	89	143,641	7,176	136,465	94	101
Milwaukee	51,222	52	357,084	103,461	253,623	69*	64*
11-Minneapolis	43,509	91	157,274	21,281	135,993	106	94
Omaha	46,232	53	312,249	40,940	271,309	59*	67
Peoria	31,728	77	148,318	12,238	136,080	84	87
Rockford	30,757	83	133,943	17,171	116,772	95	92
11-Sioux City	26,703	123	71,719	10,705	61,014	144	139
Twin Cities	46,933	69	245,926	46,704	199,222	85	103
Waukegan	45,493	60	272,254	43,906	228,348	66*	72*
Regional Adjustment	64,192						
Total "A" Branches	\$ 763,396	74	\$ 3,705,452	\$ 637,353	\$ 3,068,099	86	86
Arlington Heights "B"	\$ 11,656	70	\$ 59,718	\$ --	\$ 59,718	70	58(*)
Gary "B"	15,341	100	55,287	--	55,287	100	100
Green Bay "B"	10,148	138	26,381	--	26,381	138	144
Joliet "B"	15,113	100	54,446	--	54,446	100	166
Muncie "B"	14,701	104	50,668	--	50,668	104	128(*)
2-Rapid City "B"	14,736	246	3,590	--	3,590	246	-
Total "B" Branches	\$ 81,695	118	\$ 250,090	\$ --	\$ 250,090	118	108
Total Midwest	\$ 845,091	77	\$ 3,955,542	\$ 637,353	\$ 3,318,189	89	88

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PAINT BRANCHES -- INVENTORY TURNOVER
September 1, 1961 to August 31, 1962

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	Average Inventory	Days Turn to Total	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch	
		Sales Cost				8/31/62	8/31/61
Total "A" Branches	\$5,951,192	77	\$27,827,231	\$5,398,605	\$22,428,626	92	99
Total "B" Branches	<u>837,784</u>	<u>146</u>	<u>2,063,634</u>	<u>83,230</u>	<u>1,980,404</u>	<u>152</u>	<u>151</u>
<u>GRAND TOTAL</u>	<u>\$6,788,976</u>	<u>82</u>	<u>\$29,890,865</u>	<u>\$5,481,835</u>	<u>\$24,409,030</u>	<u>97</u>	<u>102</u>

* - "Days Turn to Cost of Shipments from Branch" recognizes shipments to "B" Branches, but "Shipments from Branches" does not include these costs.

(*) - Branches open less than twelve months in corresponding period of previous year.

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TOTALS BY REGION
(Excluding Branches Opened After August 31, 1961)

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	Average Inventory	Days Turn to Total Sales Cost	Total Cost of Sales	Less Direct Shipments	Shipments from Branch	Days Turn to Cost of Shipments from Branch	
						8/31/62	8/31/61
CENTRAL							
Total "A" Branches	\$ 659,737	65	\$ 3,662,089	\$ 897,230	\$ 2,764,859	84	100
Total "B" Branches	57,235	106	194,651	106	194,545	106	198
<u>Total Central</u>	<u>\$ 716,972</u>	<u>67</u>	<u>\$ 3,856,740</u>	<u>\$ 897,336</u>	<u>\$ 2,959,404</u>	<u>86</u>	<u>104</u>
EASTERN							
Total "A" Branches	\$ 943,174	73	\$ 4,658,337	\$ 1,198,735	\$ 3,459,602	92	102
Total "B" Branches	204,924	136	541,881	50,991	490,890	150	183
<u>Total Eastern</u>	<u>\$1,148,098</u>	<u>79</u>	<u>\$ 5,200,218</u>	<u>\$1,249,726</u>	<u>\$ 3,950,492</u>	<u>99</u>	<u>110</u>
MISSISSIPPI							
Total "A" Branches	\$ 409,886	83	\$ 1,788,421	\$ 174,166	\$ 1,614,255	90	102
Total "B" Branches	7,303	96	27,346	--	27,346	96	223
<u>Total Mississippi</u>	<u>\$ 417,189</u>	<u>83</u>	<u>\$ 1,815,767</u>	<u>\$ 174,166</u>	<u>\$ 1,641,601</u>	<u>91</u>	<u>103</u>
SOUTHEASTERN							
Total "A" Branches	\$ 969,574	79	\$ 4,397,703	\$ 763,477	\$ 3,634,226	92	84
Total "B" Branches	56,997	90	226,764	--	226,764	90	344
<u>Total Southeastern</u>	<u>\$1,026,571</u>	<u>80</u>	<u>\$ 4,624,467</u>	<u>\$ 763,477</u>	<u>\$ 3,860,990</u>	<u>92</u>	<u>85</u>
CANADIAN							
Total "A" Branches	\$ 602,759	77	\$ 2,822,473	\$ 533,318	\$ 2,289,155	94	99
Total "B" Branches	28,346	125	81,894	1,617	80,277	127	170
<u>Total Canadian</u>	<u>\$ 631,105</u>	<u>78</u>	<u>\$ 2,904,367</u>	<u>\$ 534,935</u>	<u>\$ 2,369,432</u>	<u>95</u>	<u>102</u>
PACIFIC							
Total "A" Branches	\$ 907,783	75	\$ 4,329,819	\$ 910,485	\$ 3,419,334	93	104
Total "B" Branches	75,378	105	258,797	28,659	230,138	115	132
<u>Total Pacific</u>	<u>\$ 983,161</u>	<u>77</u>	<u>\$ 4,588,616</u>	<u>\$ 939,144</u>	<u>\$ 3,649,472</u>	<u>95</u>	<u>105</u>
SOUTHWEST							
Total "A" Branches	\$ 596,742	104	\$ 2,057,915	\$ 203,934	\$ 1,853,981	111	128
Total "B" Branches	70,990	147	173,545	1,258	172,287	148	117
<u>Total Southwest</u>	<u>\$ 667,732</u>	<u>108</u>	<u>\$ 2,231,460</u>	<u>\$ 205,192</u>	<u>\$ 2,026,268</u>	<u>114</u>	<u>128</u>
MIDWEST							
Total "A" Branches	\$ 763,396	74	\$ 3,705,452	\$ 637,353	\$ 3,068,099	86	86
Total "B" Branches	66,959	98	246,500	--	246,500	98	127
<u>Total Midwest</u>	<u>\$ 830,355</u>	<u>76</u>	<u>\$ 3,951,952</u>	<u>\$ 637,353</u>	<u>\$ 3,314,599</u>	<u>87</u>	<u>88</u>
<u>Total "A" Branches</u>	<u>\$5,853,051</u>	<u>77</u>	<u>\$27,422,209</u>	<u>\$5,318,698</u>	<u>\$22,103,511</u>	<u>92</u>	<u>99</u>
<u>Total "B" Branches</u>	<u>568,132</u>	<u>117</u>	<u>1,751,378</u>	<u>82,631</u>	<u>1,668,747</u>	<u>122</u>	<u>166</u>
<u>GRAND TOTAL</u>	<u>\$6,421,183</u>	<u>79</u>	<u>\$29,173,587</u>	<u>\$5,401,329</u>	<u>\$23,772,258</u>	<u>94</u>	<u>102</u>

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