

INTERNATIONAL SMELTING AND REFINING COMPANY

ZINC OXIDE DEPARTMENT

EAST CHICAGO, INDIANA

ANNUAL REPORT

YEAR 1937

PNYC 00012418

INTERNATIONAL SMELTING AND REFINING COMPANYEAST CHICAGO, INDIANASUMMARY OF ZINC OXIDE DEPARTMENT OPERATIONSYEAR 1937OPERATIONS:

The French retort furnaces operated at capacity during January. Due to a shortage of electrolytic zinc in February and March twelve retorts were operated with a skeleton crew charging secondary metal. Twenty-four retorts were charged with electrolytic zinc from April through September with a 600 ton per month average. The retort furnaces were shut down early in October and remained down until December when operations were again resumed at 600 tons per month. An additional twelve retorts were charged with secondary zinc during May and July with an average of 300 tons per month and during September and October with an average charge of 200 tons per month.

Due to a shortage of electrolytic zinc early this year, the fluctuating zinc price, and the pressing need for zinc oxide to supply customers, experimental work and construction were rushed on the newly developed muffle furnaces for treating secondary die cast and zinc scrap. From a laboratory pilot unit at the beginning of the year a merchantable product was made in increasing quantities on full sized production units through the last seven months of the year. These furnaces still present excellent opportunities for improvement in product and operating costs.

The first muffle furnace went into production May 20th and operated until October 16th. A second furnace was constructed and began producing June 16th and continued through the balance of the year with the exception of the month of September when it was down for alterations and repairs. The third muffle furnace was constructed and began producing on August 22nd and operated through November. The original muffle pilot unit operated from March to August 22nd, at which time it was converted into a re-treatment furnace for residue metal.

LABOR:

The prevailing common labor rate at the beginning of the year was 55¢ per hour, and was increased April 1st to 60¢ per hour. The average income for 117 men was \$123.11 per month. All labor was employed an average of 39+ hours per week. On April 1st the foremen were reduced to a 5-day a week basis, having previously worked 7 days per week.

During the year 52 salaried employees worked either part or full time for this department.

During the year vacations were granted to 70 hourly employees. These men received an average of \$41.11 each at a total cost of \$2,878.10 for the year.

PNYC 00012419

APPROPRIATIONS:

Appropriations for new equipment largely centered around development and construction of the new muffle type furnaces for treating secondary metals. Thirty-two thousand dollars was invested in construction of three units and pyrometric controls. The other appropriations consisted of a new water cooler for the change house; a new GMC tractor for replacing our truck used to make LCL deliveries of zinc oxide, white lead, lead-in-oil, and cadmium; relocating pulverizer equipment; and completing several appropriations started in 1936. A detailed account of the \$36,000.00 spent for appropriations is shown on page 21 of the report.

OPERATING COSTS:

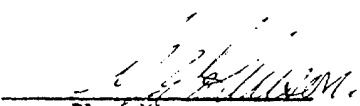
The average production cost was \$29.017 per ton zinc bearing material charged.

French electrolytic retorts	\$ 34.70	ton charged
Secondary muffle furnaces	22.02	" "
American process furnaces	20.81	" "
Average cost	\$ 29.017	" "

Total production of zinc oxide for the year was 28,714,315 lbs.

A summary of other cost and production data is given in the attached sheets.

1b 2/11/38
cc: Mr.C.F.Kelley
Mr.R.E.Dwyer
Mr.F.Laist


Plant Manager.

PNYC 00012420

TREATMENT-PRODUCTION-SHIPMENTSYEAR 1 9 3 7EAST CHICAGO PLANTTOTAL ZINC MATERIAL CHARGEDMETALLIC
ZINC POUNDS

Electrolytic Zinc	11,591,413
Great Falls Dross	4,898,774
Die Cast Slabs	5,146,455
Die Cast Scrap	992,893
Zinc Spelter	2,843,548
Condensed Metal	424,395
Other	538,411
	<u>26,435,889</u>

TOTAL MATERIAL REMIXED

Sublimed White Lead	880,195
Zinc Oxide (American Zinc Sales Company)	130,000
	<u>1,010,195</u>

On Hand December 31st, 1937	3,903,530
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SHIPMENTS

Merchantable Oxide	26,312,670	
Transferred to Akron Plant	284,550	
Zinc Residue	<u>435,080</u>	<u>27,032,300</u>

	30,935,830
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On Hand January 1st, 1937	<u>2,221,515</u>
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Production	<u>28,714,315</u>
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Zinc Oxide for Trade	27,994,685
Zinc Oxide for Akron Plant	284,550
Zinc Residue for Raritan	<u>435,080</u>

	<u>28,714,315</u>
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OUTCOME OF NEW MATERIALYEAR 1937EAST CHICAGO PLANTFRENCH PROCESS

	<u>TONS</u>	<u>%</u>
Tons Charged as Zinc	7,871.9	100.00

Recovered as Zinc

Merchantable Oxide	6,443.0	81.84
Off Grade Oxide	953.1	12.11
Metal Loss	475.8	6.05
	<u>7,871.9</u>	<u>100.00</u>

MUFFLE FURNACE

Tons Charged as Zinc	2,229.5	100.00
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Recovered as Zinc

Merchantable Oxide	1,750.0	78.49
Off Grade Oxide	146.9	6.59
Zinc Residue	55.8	2.50
Zinc Dross	195.4	8.76
Metal Loss	81.4	3.66
	<u>2,229.5</u>	<u>100.00</u>

AMERICAN PROCESS

Tons Charged as Zinc	2,365.7	100.00
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Recovered as Zinc

Merchantable Oxide	2,011.5	85.02
Metal Loss	354.2	14.98
	<u>2,365.7</u>	<u>100.00</u>

PNYC 00012422

WORKING COST PER TON MATERIAL CHARGEDYEAR 1937EAST CHICAGO PLANT

	<u>FRENCH PROCESS</u>		<u>MUFFLE FURNACE</u>		<u>AMERICAN PROCESS</u>	
	<u>TONS</u>	<u>PER TON</u>	<u>TONS</u>	<u>PER TON</u>	<u>TONS</u>	<u>PER TON</u>
January	1,158.5	\$ 22.277	-	-	293.4	\$ 18.106
February	446.0	34.207	-	-	-	-
March	557.0	28.647	-	-	-	-
April	950.8	22.633	-	-	319.0	17.175
May	1,229.2	19.468	-	-	338.3	17.269
June	770.8	25.497	440.5	\$ 13.406	284.3	22.132
July	1,021.2	28.810	-	-	280.2	22.985
August	564.7	34.396	356.6	28.027	272.2	23.659
September	531.2	35.113	290.2	30.037	273.7	21.033
October	111.9	122.770	664.2	16.325	346.5	18.888
November	33.3	388.339	734.2	15.981	298.6	24.064
December	590.7	31.299	459.6	21.814	300.1	21.646
Total	7,965.3		2,945.3		3,007.3	
Average	663.8	\$ 31.103	490.9	\$ 19.297	300.7	\$ 20.816
Major Repairs		.258		2.724		-
Depreciation		3.339				
GRAND TOTAL		\$ 34.700		\$ 22.021		\$ 20.816

COST OF PORTION OF MAJOR ITEMS

	<u>Amount</u>	<u>% Cost</u>	<u>Amount</u>	<u>% Cost</u>	<u>Amount</u>	<u>% Cost</u>
Pay Roll - Direct	\$ 71,932.16	27.31	\$ 22,352.52	34.45	\$ 28,917.60	46.21
Salaries - Direct	3,726.00	1.41	1,017.50	1.58	702.00	1.12
Fuel Oil	19,620.94	7.45	8,547.65	13.16	-	-
Coal (Soft)	2,707.16	1.03	-	-	-	-
Coal (Hard)	-	-	-	-	16,176.40	25.84
Coke	-	-	-	-	4,409.63	7.04
Carborandum Retorts	6,685.68	2.54	-	-	-	-
Muslin	1,671.34	.64	584.34	.91	1,199.49	1.91
Ducks	418.07	.16	32.55	.06	236.07	.37
Barrels	3,808.13	1.44	-	-	-	-
Liners	451.86	.17	-	-	-	-
Bags	19,998.61	7.59	-	-	-	-
Electric Power	11,336.35	4.30	3,253.62	5.02	4,781.20	7.64
Taxes	10,386.14	3.92	2,037.97	3.14	459.44	.73
Other	84,168.32	31.95	27,034.36	41.66	5,718.40	9.14
Total	236,860.76	89.91	64,860.51	100.00	62,600.23	100.00
Depreciation	26,594.95	10.09				
GRAND TOTAL	\$ 263,455.71	100.00	\$ 64,860.51	100.00	\$ 62,600.23	100.00

Average working cost per ton for whole plant --- \$ 29.017

PNYC 00012423

DEPARTMENTAL OPERATING COST PER POUND OXIDEYEAR 1937EAST CHICAGO PLANT

	<u>FURNACING AND COLLECTING</u>	<u>PACKING</u>	<u>MUFFLE</u>	<u>AMERICAN PROCESS</u>	<u>TOTAL OPERATING AND ZINC COST TOTAL PRODUCTION</u>
January	.563	.291	-	1.060	5.334
February	1.066	.371	-	-	6.559
March	1.174	.261	-	-	6.116
April	.773	.273	-	1.222	6.255
May	.896	.283	-	1.166	6.883
June	.614	.262	.841	1.346	6.863
July	.884	.403	-	1.360	6.497
August	.828	.357	1.943	1.145	6.371
September	.789	.341	2.351	1.175	8.238
October	2.178	.378	1.167	1.181	8.809
November	-	.359	1.044	1.408	6.844
December	.872	.329	1.381	1.316	11.851
Average	.880	.320	1.305	1.251	7.146
Major Repairs			.184		
			1.489		

PNYC 00012424

COST OF ZINC MATERIAL PURCHASED

YEAR 1937

EAST CHICAGO PLANT

	<u>ELECTROLYTIC ZINC</u>		<u>SECONDARY ZINC</u>		<u>TOTAL</u>
	<u>Pounds</u>	<u>Cost/</u>	<u>Pounds</u>	<u>Cost/</u>	<u>Cost/</u>
	<u>Gross</u>	<u>Lb.</u>	<u>Gross</u>	<u>Lb.</u>	<u>Lb.</u>
	<u>Zinc</u>	<u>Zinc</u>	<u>Zinc</u>	<u>Zinc</u>	<u>Zinc</u>
January	323,775	6.012	-	-	6.012
February	333,300	5.878	36,745	5.892	5.861
March	858,242	5.863	330,192	6.361	5.992
April	1,673,590	6.355	968,987	6.182	6.295
May	1,788,714	6.734	1,657,349	5.654	6.250
June	1,369,351	7.412	2,059,900	6.125	6.671
July	1,690,092	6.814	2,203,859	6.225	6.501
August	687,698	7.297	1,579,342	6.473	6.746
September	270,085	6.824	1,266,004	6.501	6.563
October	1,265,227	6.891	1,207,161	5.676	6.345
November	1,000,041	5.601	1,047,612	4.665	5.148
December	300,037	5.234	290,828	4.280	4.792
Total	11,560,132		12,647,979		
Average Cost		6.578		5.966	6.276

PNYC 00012425

INTERNATIONAL SMELTING AND REFINING COMPANYAKRON, OHIOYEAR 1937SUMMARY OF ZINC OXIDE DEPARTMENT OPERATIONSOPERATIONS:

The French retorts operated on electrolytic zinc at the rate of 950 tons in January, and 500 tons in February, March, and April. In May and June the retorts operated at a 900 tons per month, and on July 28th the French furnaces were shut down and all retort operations transferred to East Chicago, Indiana. From July 28th until September 23rd stocks of raw materials and refuse products were liquidated on the American Block furnaces and the plant prepared for complete shut down.

Warehouse stocks were retained for servicing customers in the surrounding vicinity and watchman service was maintained for fire and insurance protection.

LABOR:

At the first of the year the labor rates were 55¢ per hour for common labor, and were increased April 1st to 60¢ per hour.

All foremen were put on a 5-day a week schedule, having previously worked 7 days per week.

An average of 45 men were employed for the entire year at an average wage of \$6.42 per day, or \$132.53 per month. These 45 men averaged 40 hours per week.

A weeks' vacation with pay was granted to 75 men who had an average of \$30.82 for their vacation check, costing a total of \$2,311.77.

At the time the plant was shut down, employees with at least five years' service or more were granted a dismissal wage based on their length of service. Several "key" men being transferred to the East Chicago plant.

APPROPRIATIONS:

No appropriations were granted for this plant due to the approaching termination of operations. Some work was done to prepare building and machinery for the shut down, which consisted principally of painting and disconnecting valuable electrical equipment.

OPERATING COSTS:

A total of 15,134,443 lbs. of zinc oxide was produced at an average working cost of \$25.919 per ton.

PNYC 00012426

Sheet #2 - Summary of Zinc Oxide Department Operations - Year 1937

French Electrolytic Retorts	\$ 27.15 per ton
American Process Furnaces	<u>22.69</u>
Average Working Cost	\$ 25.919 per ton

These figures include the depreciation figure of \$2.68 per ton.

A more complete summary of cost and operating data is given in the attached sheets.

PNYC 00012427

TREATMENT-PRODUCTION-SHIPMENTS

YEAR 1 9 3 7AKRON PLANTTOTAL ZINC MATERIAL CHARGEDGROSS POUNDS

Electrolytic Zinc	9,573,776
Great Falls Dross	2,029,112
Scrap Rubber	169,452
Zinc Ore (American Zinc Company)	158,690
Other	87,128
	<u>12,018,158</u>

TOTAL MATERIAL REMAIND

Zinc Oxide (American Zinc Sales Company)	30,000
Zinc Oxide (Nu-Enamel Company)	<u>1,600</u>
	<u>31,600</u>

On Hand December 31st, 1937	2,348,580
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SHIPMENTS

Merchantable Oxide	15,788,465
Transferred to East Chicago Plant	510,837
Zinc Residue	<u>43,870</u>
	<u>16,343,172</u>

18,691,752

On Hand January 1st, 1937	<u>3,557,309</u>
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Production	<u>15,134,443</u>
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Zinc Oxide for Trade	14,579,736
Zinc Oxide for East Chicago Plant	510,837
Zinc Residue for Baritan	<u>43,870</u>

15,134,443

PNYC 00012428

OUTCOME OF NEW MATERIALYEAR 1937

<u>FRENCH PROCESS</u>	<u>AKRON PLANT</u>	
	<u>TONS</u>	<u>%</u>
Tons Charged as Zinc	4,790.1	100.00
<u>Recovered as Zinc</u>		
Merchantable Oxide	4,180.0	87.26
Off Grade Oxide	496.0	10.35
Metal Loss	114.1	2.39
	4,790.1	100.00
<u>AMERICAN PROCESS</u>		
Tons Charged as Zinc	1,356.4	100.00
<u>Recovered as Zinc</u>		
Merchantable Oxide	1,312.3	96.75
Metal Loss	44.1	3.25
	1,356.4	100.00

PNYC 00012429

WORKING COST PER TON MATERIAL CHARGEDYEAR 1937AKRON PLANT

	<u>FRENCH PROCESS</u>		<u>AMERICAN PROCESS</u>	
	<u>TONS</u>	<u>PER TON</u>	<u>TONS</u>	<u>PER TON</u>
January	975.1	\$ 19.507	133.9	\$ 20.531
February	566.0	26.841	-	-
March	576.1	26.301	22.9	34.866
April	499.6	31.205	179.4	23.594
May	917.8	21.114	343.5	17.934
June	697.5	25.777	318.9	18.619
July	557.9	26.582	339.0	17.793
August	-	-	327.4	21.662
September	-	-	105.9	66.094
Total	4,790.0	-	1,770.9	-
Average	684.2	\$ 24.466	221.4	\$ 22.591
Depreciation		2.684		
GRAND TOTAL		\$ 27.150		\$ 22.591

COST OF PORTION OF MAJOR ITEMS

	<u>AMOUNT</u>	<u>% COST</u>	<u>AMOUNT</u>	<u>% COST</u>
Pay Roll - Direct	\$ 41,330.68	31.79	\$ 21,577.80	53.86
Salaries - Direct	1,375.00	1.06	280.00	.70
Fuel Oil	12,462.66	9.59		
Coal (Soft)	619.29	.47		
Coal (Hard)			9,310.37	23.25
Coke			2,434.78	6.08
Carborundum Retorts	2,715.24	2.09		
Muslin	387.88	.30	375.74	.94
Duck	223.39	.17	21.00	.05
Barrels	2,218.07	1.70		
Liners	271.96	.21		
Bags	8,605.89	6.61		
Electric Power	7,849.68	6.03	3,264.82	8.16
Taxes	8,003.52	6.16	389.00	.97
Other	31,131.49	23.95	2,401.57	5.99
Total	117,194.75	90.13	40,055.08	100.00
Depreciation	12,853.98	9.87		
GRAND TOTAL	\$ 130,048.73	100.00	\$ 40,055.08	100.00

Average working cost per ton for whole plant --- \$ 25.919

PNYC 00012430

DEPARTMENTAL OPERATING COST PER POUND OXIDEYEAR 1937AKRON PLANT

	<u>FURNACING AND COLLECTING</u>	<u>PACKING</u>	<u>AMERICAN PROCESS</u>	<u>TOTAL OPERATING AND ZINC COST TOTAL PRODUCTION</u>
January	.631	.241	1.273	5.530
February	.840	.312	-	5.111
March	.774	.278	1.981	5.000
April	.982	.314	1.375	6.551
May	.616	.216	1.074	6.548
June	.760	.276	1.100	6.668
July	.714	.289	1.105	5.410
August	-	.599	1.106	1.507
September	-	<u>1.451</u>	<u>1.749</u>	-
Average	<u>.735</u>	<u>.312</u>	<u>1.227</u>	<u>5.854</u>

PNYC 00012431

COST OF ZINC MATERIAL PURCHASEDYEAR 1937AKRON PLANT

	<u>ELECTROLYTIC ZINC</u>	<u>COST</u>
	<u>POUNDS</u>	<u>PER</u>
	<u>GROSS</u>	<u>LB.</u>
		<u>ZINC</u>
January	210,562	6.005
February	-	-
March	499,994	6.648
April	1,395,752	6.630
May	2,019,585	7.501
June	1,218,891	6.972
July	204,959	7.032
Total	5,549,743	
Average Cost		7.015

PNYC 00012432

INTRODUCTIONEAST CHICAGO AND AKRON PLANTS1937

Total Profit after Depreciation	\$ 151,357.74
Production in Pounds, All Grades of Zinc Oxide	42,574,421 lbs.
Capital Expenditures in 1937 for Extensions and Betterments	\$ 36,463.64
Total Sales Zinc Oxide in Tons	20,778.6
Amount of Total Gross Sales	\$2,328,241.03
Net return on Average 1937 Investment	81.34%
Cumulative Return on Investment Since 1921	249.6%

PNYC 00012433

GROSS SALES TO VARIOUS INDUSTRIES SINCE 1928

<u>Year</u>	<u>Paint</u>	<u>Rubber</u>	<u>Miscellaneous</u>	<u>Total</u>
1928	\$ 2,618,938.37	\$ 1,235,844.39	\$ 148,827.94	\$ 4,001,610.70
1929	2,300,149.79	1,332,389.65	363,288.64	3,995,768.08
1930	1,716,392.13	1,423,992.54	309,324.09	3,449,908.76
1931	1,464,813.92	1,347,972.10	366,409.39	3,179,195.41
1932	1,016,651.70	1,051,306.95	299,962.15	2,367,920.80
1933	1,354,164.62	1,903,634.04	464,662.92	3,722,461.59
1934	1,010,089.78	1,409,011.79	371,109.62	2,790,211.16
1935	969,661.53	1,538,170.01	478,887.92	2,986,719.48
1936	1,163,465.10	1,328,356.94	606,773.43	3,098,595.47
1937	820,826.41	1,108,771.20	398,643.42	2,328,241.03

PNYC 00012434

EAST CHICAGO AND AKRON PLANTS
BUSINESS STATEMENT
YEAR 1937

17.

<u>PERIOD</u>	<u>CAPITAL INVESTMENT</u>	<u>PROFIT</u>	<u>LOSS</u>	<u>NET</u>	<u>% RETURN</u>
1922	\$ 20,631.61		\$ 5,334.38		25.85
1923	352,499.06		15,162.15		4.30
1924	523,706.07	\$ 362,983.56			69.31
1925	643,896.84	101,305.94			15.74
1926	665,654.13		68,391.84		10.27
1927	703,749.09	41,182.98			5.85
1928	769,796.09	436,962.73			56.76
1929	826,150.09	64,140.98			7.76
1930	838,368.18	503,976.46			60.11
1931	904,566.89	910,876.68			100.70
1932	919,216.40	638,089.60			69.42
1933	921,812.13	460,150.04			49.92
1934	934,506.13	243,936.90			26.10
1935	968,248.00	240,120.61			24.80
1936	1,010,159.54		451,122.09		44.63
1937	<u>1,046,623.18</u>		<u>851,367.34</u>		<u>81.36</u>
Total Investment and Return to Date	<u>\$1,046,623.18</u>	<u>\$ 4,003,726.48</u>	<u>\$1,391,377.80</u>	<u>\$2,612,348.68</u>	<u>249.60</u>

RETURN ON INVESTMENTS BY PLANTS

	<u>Investment</u>	<u>Profit</u>	<u>%</u>
East Chicago	\$ 537,058.09	\$ 1,002,117.16	186.59
Akron	<u>509,565.09</u>	<u>1,610,231.52</u>	<u>316.00</u>
Total	<u>\$1,046,623.18</u>	<u>\$ 2,612,348.68</u>	<u>249.60</u>

PNYC 00012435

COMBINED - EAST CHICAGO AND AKRON PLANTS
INCOME AND PROFIT AND LOSS
1937 vs 1936

	<u>YEAR ENDING DECEMBER 31st</u>		<u>DIFFERENCE</u>
	<u>1937</u>	<u>1936</u>	
<u>GROSS SALES</u>			
East Chicago	\$ 1,474,417.28	\$ 1,725,860.07	\$ 251,442.79
Akron	853,823.75	1,378,755.40	518,911.65
TOTAL	\$ 2,328,241.03	\$ 3,098,595.47	\$ 770,354.44
Less: Freight, etc.	154,580.12	208,036.08	53,455.96
Net Sales	\$ 2,173,660.91	\$ 2,890,559.39	\$ 716,898.48
<u>COST OF GOODS SOLD</u>			
East Chicago	\$ 1,917,056.25	\$ 1,770,645.10	\$ 146,411.15
Akron	920,247.78	1,593,783.15	673,540.37
TOTAL	\$ 2,837,303.99	\$ 3,164,428.25	\$ 317,129.24
Gross Margin	\$ 673,643.08	\$ 275,873.84	\$ 399,769.24
<u>SELLING EXPENSE</u>			
East Chicago	\$ 75,318.12	\$ 59,430.24	\$ 15,887.88
Akron	31,340.97	43,461.77	12,120.80
TOTAL	\$ 106,659.09	\$ 102,892.01	\$ 3,767.08
Gross Profit from Sales	\$ 780,302.17	\$ 376,765.85	\$ 403,536.32
Other Income	3,886.32	3,434.94	7,341.26
Shut-Down Expense - Akron	7,227.05	-	7,227.05
TOTAL	\$ 787,875.44	\$ 373,710.91	\$ 414,565.53
<u>INCOME CHARGES</u>			
Cash Discounts on Sales	\$ 23,878.11	\$ 30,463.06	\$ 6,585.95
Bad Debts (Reserved for)	4,326.44	11,612.90	7,086.46
Agency Stock Expense	4,839.38	8,684.47	3,795.09
General Expense (Selling)	20,196.97	27,048.78	3,148.22
TOTAL	\$ 63,490.90	\$ 77,811.18	\$ 14,320.28
NET PROFIT	\$ 351,367.34	\$ 451,122.09	\$ 400,245.25
East Chicago	\$ 659,364.37	\$ 297,945.72	\$ 371,418.65
Akron	122,022.97	153,176.37	39,226.60
<u>POUNDS OXIDE SOLD</u>			
East Chicago	\$ 25,785,118	\$ 24,069,370	\$ 8,284,252
Akron	15,772,160	27,755,448	11,983,288
TOTAL	\$ 41,557,278	\$ 51,824,818	\$ 20,267,540

SUMMARY OF PLANT EXPENSE
YEAR 1937

19.

<u>PAYROLL</u>	<u>EAST CHICAGO</u>	<u>AKRON</u>	<u>COMBINED</u>
Operating	\$ 153,501.38	\$ 90,573.05	\$ 244,074.43
Other	28,789.01	11,645.11	40,434.12
TOTAL	\$ 182,290.39	\$ 102,218.16	\$ 284,508.55
<u>SALARIES</u>			
Operating	\$ 28,302.28	\$ 15,549.96	\$ 43,852.24
Other including salesmen	85,632.44	-	85,632.44
TOTAL	\$ 113,934.72	\$ 15,549.96	\$ 129,484.68
<u>SUPPLIES (Operating)</u>			
Fuel Oil	\$ 28,168.89	\$ 12,442.66	\$ 40,611.55
Coal (Soft)	2,707.16	684.73	3,391.89
Coal (Hard)	16,176.40	9,087.19	25,263.59
Coke	4,409.63	2,434.78	6,844.41
Carbonadium Retorts	6,688.68	2,804.26	9,492.94
Fire Clay	386.30	33.00	419.30
Woolin	3,455.17	1,087.48	4,542.65
Duck	686.69	249.70	936.39
Barrels	2,806.13	2,305.47	5,111.60
Liners	451.86	878.44	1,330.30
Bags	19,993.61	9,174.23	29,167.84
Drums	135.89	-	135.89
Miscellaneous	18,165.51	4,379.74	22,545.25
	\$ 108,237.62	\$ 44,923.68	\$ 153,161.30
<u>EXPENSES</u>			
Electric Power	\$ 19,815.54	\$ 11,773.31	\$ 31,588.85
Insurance - Property	1,572.96	11,214.79	12,787.75
Insurance - Group	1,470.80	887.09	2,357.89
Taxes - Property	4,645.72	7,800.00	12,445.72
Taxes - Unemployment Insurance	5,523.41	2,807.71	8,331.12
Taxes - Old Age Annuity	2,644.42	1,275.35	3,919.77
Liability & Compensation	4,121.77	1,351.80	5,473.57
Gas	4,868.70	629.32	5,498.02
Mr. F. O. Case's Chicago Office	829.26	500.45	1,329.71
New York Office	1,796.56	1,078.48	2,875.04
Departmental - New York Office	2,229.20	1,515.53	3,744.73
Telephone and Telegraph	973.82	1,182.51	2,156.33
Miscellaneous	26,708.06	5,816.29	32,524.35
TOTAL	\$ 77,850.22	\$ 37,428.53	\$ 115,278.75
<u>CHARGED</u>			
Electrolytic Zinc	\$ 753,372.05	\$ 884,267.55	\$ 1,637,639.60
Great Falls Dress	190,699.40	82,944.13	273,643.53
Die Cast Slabs	300,998.69	-	300,998.69
Die Cast Scrap	80,934.50	-	80,934.50
Zinc Spelter	187,832.16	-	187,832.16
Condensed Metal	30,722.67	-	30,722.67
All Other Material	15,317.12	7,496.98	22,814.10
<u>REMOVED</u>			
Sublimed White Lead	62,020.12	-	62,020.12
Zinc Oxide (American Zinc Sales Co.)	7,812.88	1,777.34	9,590.22
Zinc Oxide (Wa-Kamel Co.)	-	111.30	111.30
	\$ 1,627,709.59	\$ 676,999.30	\$ 2,304,708.89

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SUMMARY OF PLANT EXPENSE
YEAR 1 9 3 7

Average Number of Men Employed:	<u>PLANT PAYROLL</u>		<u>SALARY ROLL</u>
	<u>EAST CHICAGO</u>	<u>AKRON</u>	<u>COMBINED</u>
January	98	59	56
February	55	57	53
March	67	72	53
April	124	86	57
May	125	79	55
June	140	89	52
July	171	77	52
August	169	52	50
September	168	18	51
October	136	19	50
November	141	10	48
December	<u>129</u>	<u>4</u>	<u>49</u>
Average Per Month	127*	52	52

*This figure includes the Oxide Department portion of mechanics, etc. that are carried on Lead Refining Department Payroll

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EAST CHICAGO AND AKRON PLANTS
 APPROPRIATION EXPENDITURES
YEAR 1937

21.

	<u>APPROPRIATION AMOUNT</u>	<u>COST</u>
Total to Year 1936	\$ 832,897.14	\$ 1,010,139.54
New Investment 1937	<u>33,470.00</u>	<u>36,463.64</u>
Total Investment	\$ 866,367.14	\$ 1,046,603.18
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EXPENDED - YEAR 1937

108 - Industrial Truck for Unloading Zinc - East Chicago Plant	1936	\$ 422.11
109 - Bag Tying Equipment - East Chicago Plt.	1936	695.52
113 - Revise Pulverizer Equipment - East Chicago Plant	1936	1,319.21
116 - Frigidaire Water Cooler - East Chicago Plant	\$ 225.00	185.23
111)- Roof over Space between No. 1 and No. 2 111-A) French Blocks - Akron Plant	720.00	1936
120 - Muffle Type Furnace with Kettles - East Chicago Plant	8,970.00	8,972.16
121 - General Motor Cab over Engine Type Tractor Chassis - East Chicago Plant	1,900.00	1,858.64
122 - Muffle Type Furnace No. 2 - East Chicago Plant	7,535.00	8,020.54
123 - Muffle Furnace No. 3 with Kettles - East Chicago Plant	11,920.00	12,301.33
124 - "Leeds and Northrup" Recording Instruments - East Chicago Plant	<u>2,200.00</u>	<u>2,188.90</u>
	\$ 33,470.00	\$ 36,463.64
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COLLECTIONS - YEAR 1937
ZINC OXIDE SALES

EAST CHICAGO AND
AKRON PLANTS

<u>MONTH</u>	<u>GROSS SALES</u>	<u>COLLECTIONS</u>	<u>OVERDUE ACCOUNTS</u>
January	\$ 212,427.61	\$ 321,905.52	\$ 12,300.77
February	209,976.71	212,932.07	14,948.00
March	330,072.88	181,476.48	17,211.07
April	280,697.44	274,463.73	14,461.68
May	294,540.69	241,301.83	13,053.45
June	279,397.01	442,322.28	15,739.28
July	202,965.92	327,522.10	17,160.27
August	142,278.33	208,099.07	16,831.60
September	128,695.69	131,117.72	13,706.49
October	195,053.60	116,789.12	16,534.64
November	60,817.82	99,238.50	9,972.21
December	61,327.32	61,129.72	14,522.24
	<u>\$ 2,522,241.03</u>	<u>\$ 2,624,293.15</u>	<u>\$ 14,875.71</u>

Cash Discounts \$ 23,878.11

Accounts Receivable \$ 124,438.04

Percent Receivable to Gross Sale \$ 5.34

BAD DEBT LOSSES CHARGED OFF 1937

	<u>STATE</u>	<u>YEAR</u> <u>ACCURED</u>	<u>AMOUNT</u>
Continental Match Co.	Illinois	1936	\$ 10.50
Joe Booth Paint Co.	Texas	1936	209.07
Keystone Pottery Co.	New Jersey	1932-4	81.90
Lehman Bros.	New Jersey	1929	60.26
Midland Chemical Co.	Minnesota	1936	5.33
National Fireproofing Co.	Ohio		4.99
Northwestern Terra Cotta Co.	Illinois	1931	7.22
Rainbow Paint & Chemical Co.	New York	1936	21.73
Viscosity Oil Co.	Illinois	1935	1.86

Losses 1937 \$ 402.90

Misc. credits to Reserve for Bad Debts. 18.84
Delaware Floor Products Co. Delaware 3,580.50

Percentage Loss to Gross Sales 1937

CUMULATIVE - 16 YEARS

Gross Sales 1923 to 1937, inclusive 45,734,025.29
Total Bad Debts 19,383.27
Percentage Loss .042

COLLECTIONS - YEAR 1937
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	\$ 71,143.77	\$ 52,104.83	\$ 12,512.50	\$ 135,851.10	\$328,361.85	\$26,107.90
February	63,178.25	22,685.11	-	85,863.36	121,245.88	44,706.25
March	143,743.57	62,700.12	2,358.55	208,804.24	89,730.32	46,126.57
April	91,608.39	32,885.22	4,963.42	129,457.03	150,222.61	37,949.51
May	83,611.50	26,781.77	-	110,393.27	121,305.16	27,244.41
June	85,290.50	45,340.58	-	130,630.88	103,825.24	26,003.57
July	84,214.23	39,182.36	-	123,397.18	124,398.99	23,167.29
August	67,508.78	41,264.77	-	108,773.55	111,905.39	20,214.22
Sept.	76,216.86	38,127.44	-	114,344.30	105,008.17	42,024.79
October	53,617.06	34,271.98	-	87,889.04	109,098.24	27,578.22
November	29,421.38	16,655.66	-	46,137.04	66,593.25	30,849.94
December	23,961.13	6,359.71	-	32,320.84	47,845.47	51,869.91
	853,578.01	420,449.35	19,834.47	1,293,861.83	1,479,540.57	34,056.88
Less Cash Discounts Allowed	7,464.14	6,747.08			14,211.22	14,211.22
Accts. Receivable						61,783.20
Percent Rec. to Gross Sale						4.84

24.

COLLECTIONS - YEAR 1937
WHITE LEAD SALES
(DRY, IN OIL, AND LEAD SULPHATE)

BAD DEBTS CHARGED OFF 1937

	STATE	ACCRUED	WHITE LEAD AND LEAD SULPHATE SALES	LEAD IN OIL SALES	TOTAL
Belmont Paint Supply	Ill.	1936		\$ 157.06	\$ 157.06
Joe Booth Paint Co.	Tex.	1935	\$ 55.95		55.95
Hachmeister Lind Co.	Pa.	1932	500.00		500.00
King Paint Co. "Part"	N. Y.	1937	600.00		600.00
Kramers Paint Store	Ill.	1936		391.89	391.89
Main Pt. & Plumbing Supply Co.	M. J.	1936		206.73	206.73
Miles Paint Co.	N. Y.	1936		100.73	100.73
Peptone Pt. & Chem.	N. Y.	1936		64.73	64.73
Standard Chemical Wks.	Pa.	1936		17.40	17.40
Strater Hdw. Co.	Ohio	1935		94.11	94.11
Tibbetts-Carr Co.Ltd.	Cal.	1935	379.75		379.75
Ed. Posselt	Ill.	1936		346.95	346.95
Weester China Co.	Ohio	1934		10.00	10.00
			1,535.70	1,389.60	2,925.30
Misc. Credits to Reserve for Bad Debts			12.92	46.91	59.83
			1,522.78	1,342.69	2,865.47
Percentage of Loss to Gross Sales 1937			.178	.319	.225

CUMULATIVE

Gross Sales 1926 to 1937 incl.	10,871,260.59		10,871,260.59
Gross Sales 1932 to 1937 incl.		1,834,734.60	1,834,734.60
			12,705,995.19
Total Bad Debts	8,550.54	3,339.43	11,889.97
Percentage Loss	.078	.182	.093

COLLECTIONS - YEAR 1937

24.

DETAIL RESERVE FOR BAD DEBTSZINC OXIDE SALES

Balance in Reserve - Jan. 1, 1937	\$ 20,094.92	
Credited to Reserve - 1937 (1/8 of 1% on Gross Sales)	<u>8,912.29</u>	
Total	\$ 29,007.21	
Bad Debt Loss Charged off in 1937	<u>3,196.44</u>	
Balance in Reserve - Dec. 31, 1937	<u>25,805.85</u>	\$ 25,805.85
Doubtful Accounts - Dec. 31, 1937	<u>159.70</u>	

WHITE LEAD AND LEAD SULPHATE SALES

Balance in Reserve Jan. 1, 1937	7,645.86	
Credited to Reserve - 1937 (1/8 of 1% on Gross Sales)	<u>1,082.52</u>	
Total	8,728.38	
Bad Debt Loss Charged off in 1937	<u>1,522.73</u>	
Balance in Reserve - Dec. 31, 1937	<u>7,205.65</u>	7,211.67
Doubtful Accounts - Dec. 31, 1937	<u>1,035.86</u>	

WHITE LEAD IN OIL SALES

Balance in Reserve Jan. 1, 1937	1,440.16	
Credited to Reserve - 1937 (1/8 of 1% on Gross Sales)	<u>525.54</u>	
Total	1,965.70	
Bad Debts Loss Charged off in 1937	<u>1,342.82</u>	
Balance in Reserve - Dec. 31, 1937	<u>622.88</u>	622.03
Doubtful Accounts - Dec. 31, 1937	<u>1,444.56</u>	
TOTAL RESERVE FOR BAD DEBTS - Dec. 31, 1937		<u>34,047.33</u>
TOTAL DOUBTFUL ACCOUNTS - Dec. 31, 1937	<u>2,637.06</u>	

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