

	GROSS EARNINGS	WFO. EXPENSE	GROSS MAROIN	SHIP. & WISE. FRT. & CART. DISCOUNT	BRANCH SELLING	BRANCH ADMIN.	NET BRANCH PROFIT BEFORE TAX	GENERAL OFFICE	NET PROFIT (BEFORE TAX)
00	\$4,490,338.14 3,615,253.34 875,084.80	\$1,710,920.62 1,471,446.82 238,473.80	\$2,779,417.52 2,143,806.52 635,611.00	\$525,533.64 444,680.28 80,853.36	\$556,391.91 451,295.83 105,096.08	\$235,850.25 206,160.14 29,690.11	\$1,461,641.72 1,041,679.27 419,962.45	\$666,217.78 528,553.55 137,664.23	\$795,423.94 513,116.72 282,307.22
00	286,339.51 304,275.67 17,936.16	*	286,339.51 304,275.67 17,936.16	71,706.32 86,631.79 14,925.47	37,453.14 35,112.88 2,340.26	20,460.33 25,289.52 4,820.81	158,714.11 157,241.48 1,472.63	93,955.56 81,953.12 12,002.44	64,758.55 75,288.36 10,470.19
00	2,013,261.52 1,998,678.59 14,582.93	868,303.40 854,021.12 14,282.28	1,144,958.12 1,144,657.47 300.66	326,582.13 330,934.03 348.10	146,201.95 138,058.64 8,143.31	151,192.45 130,863.86 20,328.59	520,981.59 544,800.94 23,819.35	239,557.51 230,656.10 9,901.41	281,421.08 314,144.84 32,723.76

NATIONAL LEAD COMPANY

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By *WJF* Date *11/15/91*
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 ADMINISTRATIVE MARKING
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