

INTERNATIONAL SMELTING AND REFINING COMPANY

ZINC OXIDE DEPARTMENT

EAST CHICAGO, INDIANA

ANNUAL REPORT

YEAR 1938

PNYC 00012399

INTERNATIONAL ZINCITING AND REFINING COMPANY

EAST CHICAGO, INDIANA

SUMMARY OF ZINC OXIDE DEPARTMENT OPERATIONS

YEAR 1938

OPERATIONS:

The French retort furnaces operated 3 months out of the first 6 months of the year, and operated continuously for the last 4 months of the year. Operations were planned so these furnaces could be shut down for at least a 2 months' period.

One muffle furnace operated continuously the first 6 months of the year, and two furnaces operated continuously the last 6 months of the year, except for a short interval while one furnace was being repaired. The muffle furnace used for treating residue metal operated 5-1/2 months of the year. All four muffle furnaces were repaired once during the year. These furnaces operated a total of 532 furnace days, and were charged with 6,667.4 tons of material, or an average of 12.53 tons per furnace day, using 73.4 gallons of fuel oil per ton of charge. The year was spent developing the operating technique of these furnaces.

The 12 door American block furnace operated 8 months of the year, and the new 6 door unit operated one month, following its completion late in the year.

LABOR:

The prevailing common labor rate was 60¢ per hour for the entire year. The average income for the 99.9 men was \$139.93 per month, including the foremen. Akron, on a "shut down" basis, employed an average of 8.3 men per month, and these men received \$120.92 per month. On November 15th, 1938, all foremen were changed to a salary basis when their hours were reduced to 8 hours per day on a 5 day a week basis; all labor being on a 40 hour a week basis.

Hourly employees did not receive vacations as in 1937.

During the year, 39 salaried employees worked either part or full time for this department.

APPROPRIATIONS:

The large portion of the appropriations granted were for treatment of refuse by-products. \$20,520.00 covered the installation of a 6 door American type furnace, furnace building, baghouse, fan, and flues to treat refuse oxide. A dross drum and screening equipment was installed to aid in treatment of dross formed from the melting of die cast and zinc scrap, and two carborundum calcining muffles were built to produce a new merchantable product from secondary furnace droppings and sweepings. The total money appropriated for this work was \$27,800.00.

PNYC 00012400

Sheet #2 - Summary of Zinc Oxide Department Operations - Year 1938

OPERATING COSTS:

The average production cost was \$26.134 per ton of material charged, including depreciation and repairs.

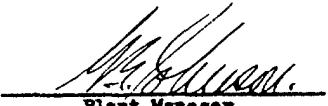
French Electrolytic retorts	\$ 43.300
Secondary Muffle Furnaces	15.349
American process	<u>23.157</u>
Average cost	\$ 25.134

The total production of zinc oxide for the year was 26,875,795 pounds, and we sold 29,705,485 pounds, which included remixed sublimed lead sulphate and dry white lead.

The metal loss from the French operation was 4.71%, from the muffle operations 2.85%, and from the American process 17.16%.

Other cost and production data is given in the attached sheets.

dm 2/8/39
cc: Mr.C.F.Kelley
Mr.R.F.Dwyer
Mr.F.Iaist


Plant Manager

PNYC 00012401

TREATMENT-PRODUCTION-SHIPMENTS

YEAR 1938

EAST CHICAGO PLANT

TOTAL ZINC MATERIAL CHARGED

Electrolytic Zinc
Spelter
Scrap Zinc
Galvanizer's Zinc Dross
Die Cast Slabs
Die Cast Scrap
Condensed Metal
Great Falls Dross
Zinc Dross (Schultz Co.)

METALLIC
ZINC POUNDS

13,930,396
517,785
516,965
410,243
1,961,543
1,491,530
880,022
3,048,563
8,606

22,508,772

TOTAL MATERIAL REMIRED

Sublimed White Lead
Dry White Lead

723,774
161
723,935

Zinc Oxide
Pounds

On Hand December 31st, 1938

3,567,381

SHIPMENTS

Merchantable Oxide 26,615,944
Zinc Residue 458,760
Lead-Tin Alloy 40,564
Refuse Oxide 118,013

27,233,281

30,800,662

On Hand January 1st, 1938

3,903,530

Production

26,897,132

Zinc Oxide for Trade 26,279,793
Zinc Residue for Raritan 458,760
Lead-Tin Alloy 40,564
Refuse Oxide 118,013

26,897,132

PNYC 00012402

OUTCOME OF NEW MATERIAL

YEAR 1958

EAST CHICAGO PLANT

FRENCH PROCESS

	<u>TONS</u>	<u>%</u>
Tons Charged as Zinc	4,588.1	100.00
<u>Recovered As Zinc</u>		
Merchantable Oxide	3,820.6	83.27
Off Grade Oxide	551.5	12.02
Metal Loss	216.0	4.71
	<u>4,588.1</u>	<u>100.00</u>

MUFFLE FURNACE

Tons Charged as Zinc	5,312.3	100.00
<u>Recovered as Zinc</u>		
Merchantable Oxide	4,312.2	79.29
Off Grade Oxide	221.0	4.16
Zinc Residue for Raritan	107.3	2.02
Other Residue and Drum Metal	172.1	3.24
Zinc Dross	448.3	8.44
Metal Loss	151.4	2.85
	<u>5,312.3</u>	<u>100.00</u>

AMERICAN PROCESS

Tons Charged as Zinc	1,817.8	100.00
<u>Recovered as Zinc</u>		
Merchantable Oxide	1,505.8	82.84
Metal Loss	312.0	17.16
	<u>1,817.8</u>	<u>100.00</u>

PNYC 00012403

WORKING COST PER TON MATERIAL CHARGED

YEAR 1 9 3 8

EAST 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	631.5	\$ 28.741	441.5	15.636	-	-
February	148.1	62.017	400.5	19.676	-	-
March	-	-	396.7	20.743	-	-
April	98.5	106.262	432.4	19.133	227.2	24.053
May	585.6	29.771	362.3	17.505	288.9	15.992
June	590.7	29.181	616.8	12.949	305.8	21.221
July	98.9	124.558	805.0	11.544	291.5	24.450
August	-	-	889.6	11.049	306.1	19.976
September	547.6	28.580	527.7	13.392	167.9	23.265
October	649.4	28.355	493.8	17.188	184.1	23.943
November	604.7	28.902	731.7	11.906	238.6	20.629
December	655.5	28.971	569.7	14.178	302.1	20.093
Total	4,588.1		6,667.4		2,501.7	
Average per month	382.3	\$ 37.578	555.6	\$ 14.569	191.8	\$ 21.946
Major Repairs		.291		.780		1.211
Depreciation		5.441				
GRAND TOTAL		\$ 43.300		\$ 15.349		\$ 23.157

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	\$ 39,334.90	19.80	\$ 31,502.56	30.79	\$ 22,833.16	42.84
Salaries - Direct	5,171.46	2.60	2,765.98	2.70	2,103.31	3.95
Fuel Oil	7,240.45	3.65	11,417.75	11.16	-	-
Coal (Soft)	1,404.34	.71	-	-	-	-
Coal (Hard)	-	-	-	-	9,705.25	18.21
Coke	-	-	-	-	5,394.81	10.12
Carborundum Retorts	4,673.39	2.35	-	-	-	-
Muslin	150.66	.07	618.07	.60	515.05	.96
Duck	82.30	.04	38.60	.03	81.42	.15
Barrels	2,362.69	1.19	-	-	-	-
Liners	480.09	.24	-	-	-	-
Drums	1,723.81	.87	-	-	-	-
Bags	19,129.49	9.63	-	-	-	-
Electric Power	4,440.56	2.23	3,564.26	3.48	3,586.67	6.73
Taxes - All	4,972.68	2.50	7,226.84	7.06	2,495.16	4.68
Insurance - All	899.92	.45	1,507.86	1.27	451.56	.85
Other	81,632.08	41.10	43,896.46	42.91	6,133.53	11.51
Total	\$ 175,700.82	87.43	\$ 102,338.58	100.00	\$ 53,301.92	100.00
Depreciation	24,965.81	12.57				
GRAND TOTAL	\$ 198,666.63	100.00	\$ 102,338.58	100.00	\$ 53,301.92	100.00

Average working cost per ton, including depreciation, whole plant - \$ 26.134

PNYC 00012404

DEPARTMENTAL OPERATING COST PER POUND OXIDE

YEAR 1 9 3 8

EAST CHICAGO PLANT

	<u>FURNACING AND COLLECTING</u>	<u>PACKING</u>	<u>MUFFLE</u>	<u>AMERICAN PROCESS</u>	<u>TOTAL OPERATING AND ZINC COST ON TOTAL PRODUCTION</u>
January	.773	.384	1.115	-	5.136
February	1.455	.400	1.333	-	5.641
March	-	.610	1.429	-	6.900
April	6.959	.398	1.410	1.619	6.529
May	.683	.326	1.280	1.127	5.146
June	.611	.270	.844	1.352	4.873
July	2.111	.319	.673	1.352	4.993
August	-	.302	.684	1.170	5.223
September	.634	.284	.984	1.515	4.931
October	.525	.277	1.221	1.623	5.146
November	.624	.261	.634	1.316	5.169
December	.673	.284	.765	1.204	5.315
Average	.822	.308	.927	1.349	5.226
Major Repairs	.008	.002	.050	.074	
	.830	.310	.977	1.423	
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PNYC 00012405

COST OF ZINC MATERIAL PURCHASED

YEAR 1938

EAST CHICAGO PLANT

	<u>ELECTROLYTIC ZINC</u>	<u>SECONDARY ZINC</u>	<u>TOTAL</u>
	<u>Cost</u>	<u>Cost</u>	<u>Cost</u>
	<u>Per</u>	<u>Per</u>	<u>Per</u>
	<u>Pounds</u>	<u>Pounds</u>	<u>Pounds</u>
	<u>Gross</u>	<u>Gross</u>	<u>Gross</u>
	<u>Lb.</u>	<u>Lb.</u>	<u>Lb.</u>
	<u>Zinc</u>	<u>Zinc</u>	<u>Zinc</u>
January	700,024 5.059	257,817 4.558	4.886
February	300,015 4.875	261,205 4.298	4.621
March	600,012 4.453	237,759 3.704	4.257
April	1,200,014 4.177	445,722 3.373	3.972
May	1,200,061 4.069	414,515 3.564	3.899
June	2,000,033 4.183	386,071 3.423	4.081
July	600,028 4.774	585,447 3.853	4.339
August	800,000 4.761	1,021,607 3.958	4.328
September	2,000,027 4.874	475,170 4.045	4.725
October	2,000,039 5.049	1,385,681 4.447	4.815
November	2,000,035 4.953	5,724,272 4.156	4.450
December	2,002,075 4.528	871,476 4.035	4.389
Total	15,402,361	10,066,740	
Average Cost	4.604	4.044	4.413

PNYC 00012406

INTRODUCTION
EAST CHICAGO AND AKRON PLANTS

YEAR 1938

Total Profit after Depreciation	\$	1,374.86
Production in Tons		
All Grades Zinc Oxide		13,803.5
Capital Expenditures in 1938 for Extensions and Betterments		26,169.30
Total Sales Zinc Oxide in Tons		14,852.7
Amount of Total Gross Sales		1,813,046.19
Net Return on Average 1938 Investment		.62%
Cumulative Return on Investment Since 1921		242.9%

PNYC 00012407

GROSS SALES TO VARIOUS INDUSTRIES SINCE 1929

<u>Year</u>	<u>Paint</u>	<u>Rubber</u>	<u>Miscellaneous</u>	<u>Total</u>
1929	\$ 2,300,149.79	\$ 1,332,329.65	\$ 363,228.64	\$ 3,995,768.08
1930	1,716,392.13	1,423,992.54	309,524.09	3,449,908.76
1931	1,464,815.92	1,347,972.10	366,409.59	3,179,195.41
1932	1,016,631.70	1,051,306.95	299,962.15	2,367,920.80
1933	1,334,164.62	1,903,634.04	464,662.92	3,722,461.59
1934	1,010,089.75	1,409,011.79	371,109.62	2,790,211.16
1935	969,661.55	1,338,170.01	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
1938	495,695.88	994,044.44	323,305.87	1,813,046.19

PNYC 00012408

EAST CHICAGO AND AKRON PLANTS
BUSINESS STATEMENT
YEAR 1938

PERIOD	CAPITAL INVESTMENT	PROFIT	LOSS	NET	% RETURN
1922	\$ 20,631.61		\$ 3,334.38		.
1923	352,499.06		15,162.15		.
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		10.2
1927	703,749.09	41,182.98			5.85
1928	769,786.09	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		44.7
1937	1,046,623.18		651,367.34		62.3
1938	<u>1,072,792.48</u>		<u>6,674.56</u>		<u>.6</u>
Total Investment and Return to Date	\$1,072,792.48	\$4,003,726.48	\$1,398,052.36	\$2,605,674.12	242.9

RETURN ON INVESTMENTS BY PLANTS

	Investment	Profit	%
East Chicago	\$ 563,227.39	\$ 1,008,968.73	178.6
Akron	<u>509,565.09</u>	<u>1,599,708.39</u>	<u>313.9</u>
Total	\$ 1,072,792.48	\$ 2,608,677.12	242.9

PNYC 00012409

COMBINED - EAST CHICAGO AND AKRON PLANTS
INCOME AND PROFIT AND LOSS
1938 vs 1937

	YEAR ENDING DECEMBER 31st		
	1938	1937	DIFFERENCE
GROSS SALES			
East Chicago	\$ 1,637,435.84	\$ 1,474,417.28	\$ 193,018.56
Akron	145,610.35	855,823.75	709,213.40
TOTAL	1,813,046.19	2,328,241.03	515,194.84
Less: Freight, etc.	122,408.18	154,580.12	32,171.94
Net Sales	\$ 1,690,638.01	\$ 2,173,660.91	\$ 483,022.90
COST OF GOODS SOLD			
East Chicago	1,418,071.99	1,917,056.23	498,984.24
Akron	118,744.92	930,247.76	811,502.84
TOTAL	\$ 1,536,816.91	\$ 2,847,303.99	\$ 1,310,487.08
Gross Margin	153,801.10	336,357.92	827,444.18
SELLING EXPENSE			
East Chicago	90,664.19	75,318.12	15,346.07
Akron	9,794.24	31,340.97	21,546.73
TOTAL	\$ 100,458.43	\$ 106,659.09	\$ 6,200.66
Gross Profit from Sales	53,342.67	700,000.17	853,644.84
Other Income	2,613.37	3,206.22	6,499.69
Shut Down Expense - Akron	15,200.17	15,200.17	15,200.17
TOTAL	\$ 40,755.87	\$ 1,000,000.00	\$ 828,127.06
INCOME CHARGES			
Cash Discounts on Sales	14,718.42	23,878.11	9,159.69
Bad Debts (Reserved For)	3,683.82	4,526.44	842.62
Agency Stock Expense	5,403.77	4,889.38	514.39
General Expense (Selling)	* 8,496.04	30,196.97	21,700.93
Credit and Collection Expense	*14,623.13	-	14,623.13
TOTAL	\$ 46,925.18	\$ 63,490.90	\$ 16,565.72
NET PROFIT	\$ 1,649,882.84	\$ 1,173,660.91	\$ 476,221.93
East Chicago	3,851.57	673,215.94	673,215.94
Akron	171,476.84	171,476.84	171,476.84
POUNDS OXIDE SOLD			
East Chicago	27,210,560	25,785,118	1,425,442
Akron	2,494,925	15,772,160	13,277,235
TOTAL	29,705,485	41,557,278	11,851,793

* Credit and Collection Expense for year 1937 was included in amount of General Expense (Selling)

PNYC 00012410

SUMMARY OF PLANT EXPENSE
YEAR 1938

<u>PAYROLL</u>	<u>EAST CHICAGO</u>
Operating	\$ 152,178.98
Other	<u>29,131.10</u>
TOTAL	<u>181,310.08</u>
<u>SALARIES</u>	
Operating	38,970.45
Other	<u>80,574.30</u>
TOTAL	<u>\$ 119,544.75</u>
<u>SUPPLIES (Operating)</u>	
Fuel Oil	18,658.20
Soft Coal	2,560.31
Hard Coal	9,705.23
Coke	5,394.81
Retorts	4,673.39
Fire Clay	461.50
Duck	202.32
Woolin	1,434.28
Barrels	2,362.69
Liners	480.09
Bags - Paper	19,129.49
Drums	1,723.81
Carborundum	43.50
Asbestos Bags	730.78
Miscellaneous	<u>17,549.52</u>
TOTAL	<u>\$ 84,909.74</u>
<u>EXPENSES</u>	
Electric Power	15,025.18
Insurance - Property	1,649.74
Insurance - Group	1,189.01
Taxes - Property	6,954.40
Taxes - Unemployment Insurance	5,837.29
Taxes - Old Age Annuity	1,902.99
Liability and Compensation	5,668.02
Gas	4,341.66
Mr. F. O. Case - Chicago Office	1,074.73
New York Office	2,784.93
Departmental - New York Office	2,801.68
Telephone and Telegraph	1,444.34
Miscellaneous	<u>26,100.77</u>
TOTAL	<u>\$ 74,774.74</u>
<u>CHARGED</u>	
Electrolytic Zinc	642,811.54
Condensed Metal	34,483.24
Spelter	26,206.06
Great Falls Dross	106,708.37
Scrap Zinc	13,062.95
Die Cast Slabs	78,195.33
Die Cast Scrap	34,223.09
Galvanizer's Zinc Dross	15,742.49
Zinc Dross (Schultz Co.)	168.10
Galena Lead Ore	<u>315.63</u>
	<u>\$ 971,916.80</u>

- Continued -

PNYC 00012411

SUMMARY OF PLANT EXPENSE
YEAR 1938

REMIKED

EAST CHICAGO

Sublimed White Lead (White Lead Dept.)	825.90
Sublimed White Lead (National)	52,187.93
Dry White Lead	11.88
Freight on Zinc Oxide from Akron	<u>1,860.44</u>
TOTAL	\$ <u>54,908.15</u>

Average Number of Men Employed:

	<u>PLANT PATROLL</u>		<u>SALARY ROLL</u>
	<u>EAST CHICAGO</u>	<u>AKRON</u>	<u>COMBINED</u>
January	112	4	37
February	97	4	39
March	80	4	39
April	108	4	39
May	124	4	37
June	126	4	37
July	112	4	37
August	110	4	37
September	107	4	37
October	127	4	42
November	136	6	44
December	<u>133</u>	<u>6</u>	<u>45</u>
Average per Month	*114	4	*39
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* Figures include the Oxide Department portion of mechanics, etc., that are carried on Lead Refining Department Pay Rolls.

Total Akron Pay Roll for year 1938 - \$ 9,487.17

PNYC 00012412

EAST CHICAGO AND AKRON PLANTS
APPROPRIATION EXPENDITURES
YEAR 1938

	<u>APPROPRIATION AMOUNT</u>	<u>COST</u>
Total to Year 1937	\$ 866,357.14	\$ 1,046,623.18
New Investment 1938	<u>27,800.00</u>	<u>26,169.30</u>
Total Investment	\$ 894,157.14 -----	\$ 1,072,792.48 -----

EXPENDED - YEAR 1938

124 - "Leeds and Northrup" Recording Instruments- East Chicago Plant	1937	\$ 10.64
117 - Installation of Dress Drum and Screening Equipment - East Chicago Plant	\$ 4,480.00	4,489.57
119 - Building of Six Door American Type Furnace - East Chicago Plant	5,700.00	5,583.45
125 - Two Carborundum Calcining "uffles Installed in French Retort Furnace - East Chicago Plant	2,800.00	2,764.40
127 - Furnace Building, Bag House and Flues for completion of Six Door American Block Unit - East Chicago Plant	<u>14,820.00</u>	<u>13,321.24</u>
	\$ 27,800.00 -----	\$ 26,169.30 -----

PNYC 00012413

COLLECTIONS - YEAR 1938
ZINC OXIDE SALES

EAST CHICAGO AND
AKRON PLANTS

<u>MONTH</u>	<u>GROSS SALES</u>	<u>COLLECTIONS</u>	<u>OVERDUE ACCOUNTS</u>
January	\$ 72,813.73	\$ 71,759.46	\$ 11,255.12
February	97,413.70	64,023.63	10,407.45
March	116,331.74	111,172.17	14,508.12
April	85,130.50	110,396.52	6,733.19
May	141,941.53	94,419.78	5,822.61
June	155,911.70	143,171.55	8,480.24
July	152,195.82	145,993.51	5,756.05
August	181,666.74	140,823.90	10,796.71
Sept.	206,646.56	149,715.34	8,452.98
Oct.	199,684.01	165,444.46	7,195.12
Nov.	215,773.23	168,939.35	11,835.45
Dec.	187,537.13	207,233.29	5,319.13
	<u>\$ 1,813,046.19</u>	<u>\$ 1,573,092.96</u>	<u>\$ 8,880.18</u>

Cash Discounts	14,718.42
Accounts Receivable	202,483.42
Percent Receivable to Gross Sales	11.17

BAD DEBT LOSSES CHARGED OFF 1938

<u>ZINC OXIDE DEPT.</u>	<u>STATE</u>	<u>YEAR ACCRUED</u>	<u>AMOUNT</u>
Keaton Tire & Rubber Co.	Calif.	1936 & 1937	\$ 159.70
Fred Meyer Printing Ink Co.	Mich.	1937	17.44
TOTAL - CHARGED OFF			177.14

MISCELLANEOUS CREDITS TO RESERVE

Lehman Bros.	N. J.	1929	24.82
NET LOSSES - 1938			152.32

Percentage Loss to Gross Sales - 1938 (\$1,813,046.19)	.0084
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CUMULATIVE - 17 YEARS

Gross Sales 1923 to 1938, inc.	47,547,071.48
Total Bad Debt Losses	19,535.59
Percentage Loss	.041

COLLECTIONS - YEAR 1938
WHITE LEAD SALES
(DRY, IN OIL, AND LEAD SULPHATE)

<u>MONTH</u>	<u>GROSS SALES (DRY)</u>	<u>GROSS SALES (IN OIL)</u>	<u>GROSS SALES (LEAD SULPHATE)</u>	<u>TOTAL GROSS SALES</u>	<u>COLLECTIONS</u>	<u>OVERDUE ACCOUNTS</u>
January	\$ 16,331.25	\$ 16,497.57	-	\$ 32,828.82	\$27,347.80	\$29,666.99
February	15,235.75	14,055.76		29,291.51	28,743.14	25,768.45
March	21,793.75	15,124.76		36,918.51	27,690.84	26,174.89
April	32,287.22	31,403.01		63,690.23	48,343.99	15,431.28
May	53,799.63	46,867.22		100,666.85	72,132.53	12,500.79
June	46,816.25	45,464.51		92,280.76	92,708.94	16,750.22
July	57,696.26	40,460.56		98,156.82	87,685.65	12,380.19
August	58,344.59	39,852.16		98,196.75	98,992.34	17,271.97
September	101,524.51	47,627.18		149,151.69	120,520.49	15,854.35
October	53,706.63	55,776.04		109,482.67	165,974.25	19,593.62
November	53,435.56	16,588.15		70,023.71	78,701.55	12,717.41
December	<u>57,877.72</u>	<u>10,095.94</u>		<u>67,973.66</u>	<u>67,613.49</u>	<u>27,561.20</u>
	<u>568,849.12</u>	<u>379,812.86</u>		<u>948,661.98</u>	<u>916,655.01</u>	<u>19,305.95</u>
Cash						
Discounts						
Allowed	<u>4,785.62</u>	<u>4,986.74</u>			<u>9,772.36</u>	
Accounts Receivable					<u>110,731.40</u>	
Percent Receivable to Gross Sales					<u>12.08</u>	

COLLECTIONS - YEAR 1938
WHITE LEAD SALES
 (DRY, IN OIL, AND LEAD SULPHATE)

BAD DEBTS CHARGED OFF 1938

	STATE	YEAR ACCRUED	DRY WHITE LEAD	WHITE LEAD-IN-OIL	TOTAL
<u>WHITE LEAD DEPARTMENT</u>					
<u>DRY WHITE LEAD AND WHITE LEAD-IN-OIL SALES</u>					
John P. Anderson	Mich.	1935	\$	\$ 7.74	\$ 7.74
The Arnold Co.	Ind.	1938		2.69	2.69
Fenton Paint Co.	N. Y.	1937 & 1938		240.97	240.97
Kramer's Paint Store	Ill.	1936, 1937 & 1938		589.51	589.51
Thomas C. Mee Co.	R. I.	1937 & 1938		507.70	507.70
Oak Lawn Hdw. Co.	Ill.	1938		17.54	17.54
Realty Pt. & Supply Co.	Ill.	1936 & 1937		514.66	514.66
Trent Tile Co.	N. J.	1937	600.00		600.00
Wayne Potteries Co.	Ohio		39.80		39.80
Willis P. Wood	Ill.	1937 & 1938		634.70	634.70
TOTAL - CHARGED OFF			639.80	2,515.51	3,155.31
<u>MISCELLANEOUS CREDITS TO RESERVE</u>					
Belmont Pt. & Supply Co.	Ill.			20.52	20.52
Ed Posselt	Ill.			4.75	4.75
Standard Chem. Wks.	Pa.			8.47	8.47
Tibbetts-Carr Ltd.	Calif.		151.90		151.90
TOTAL CREDITS			151.90	33.74	185.64
NET LOSSES - 1938			487.90	2,481.77	2,969.67
Percentage of Loss to Gross Sales - 1938 (WL 568,849.12: LIO 379,812.86)			.086	.653	.313
<u>CUMULATIVE</u>					
Gross Sales 1926 to 1938, Inc.			11,440,109.71		11,440,109.71
Gross Sales 1932 to 1938, inc.				2,214,547.46	2,214,547.46
TOTAL SALES			11,440,109.71	2,214,547.46	13,654,657.17
Total Bad Debts			9,038.04	5,821.20	14,859.24
Percentage of Loss			.079	.263	.109

COLLECTIONS - YEAR 1938

DETAIL OF RESERVE FOR BAD DEBTSZINC OXIDE SALES

Balance in Reserve - January 1st, 1938	\$ 30,381.25	
Credited to Reserve in 1938 (1/8 of 1% on Gross Sales to July 31st, 1938 - \$823,816.56 - No Credit taken on Sales for balance of Year - 8/1 to 12/1 - \$989,229.63)	<u>1,029.76</u>	
Total	31,411.01	
Bad Debt Loss Charged off in 1938	<u>152.32</u>	
Balance in Reserve - December 31st, 1938		\$ 31,258.69
Doubtful Accounts - December 31st, 1938	<u>878.89</u>	

WHITE LEAD AND LEAD SULPHATE SALES

Balance in Reserve - January 1st, 1938	2,607.14	
Credited to Reserve in 1938 (1/8 of 1% on Gross Sales to July 31st, 1938 - \$243,960.11 = \$304.95 1/4 of 1% on Sales for balance of year - 8/1 to 12/1 - \$324,889.01 = \$812.22)	<u>1,117.17</u>	
Total	3,724.31	
Bad Debt Loss Charged off in 1938	<u>487.90</u>	
Balance in Reserve - December 31st, 1938		3,236.41
Doubtful Accounts - December 31st, 1938	<u>1,049.48</u>	

WHITE LEAD IN OIL SALES

Balance in Reserve - January 1st, 1938	1,058.96	
Credited to Reserve in 1938 (1/8 of 1% on Gross Sales to July 31st, 1938 - \$209,873.39 = \$262.34 - 3/4 of 1% on Sales for balance of Year - 8/1 to 12/1 - \$169,939.47 = \$1,274.55)	<u>1,536.89</u>	
Total	2,595.85	
Bad Debt Loss Charged off in 1938	<u>2,481.77</u>	
Balance in Reserve - December 31st, 1938		114.08
Doubtful Accounts - December 31st, 1938	<u>856.10</u>	
TOTAL RESERVE FOR BAD DEBTS - December 31st, 1938		<u>34,609.18</u>
TOTAL DOUBTFUL ACCOUNTS - December 31st, 1938	<u>2,784.47</u>	

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