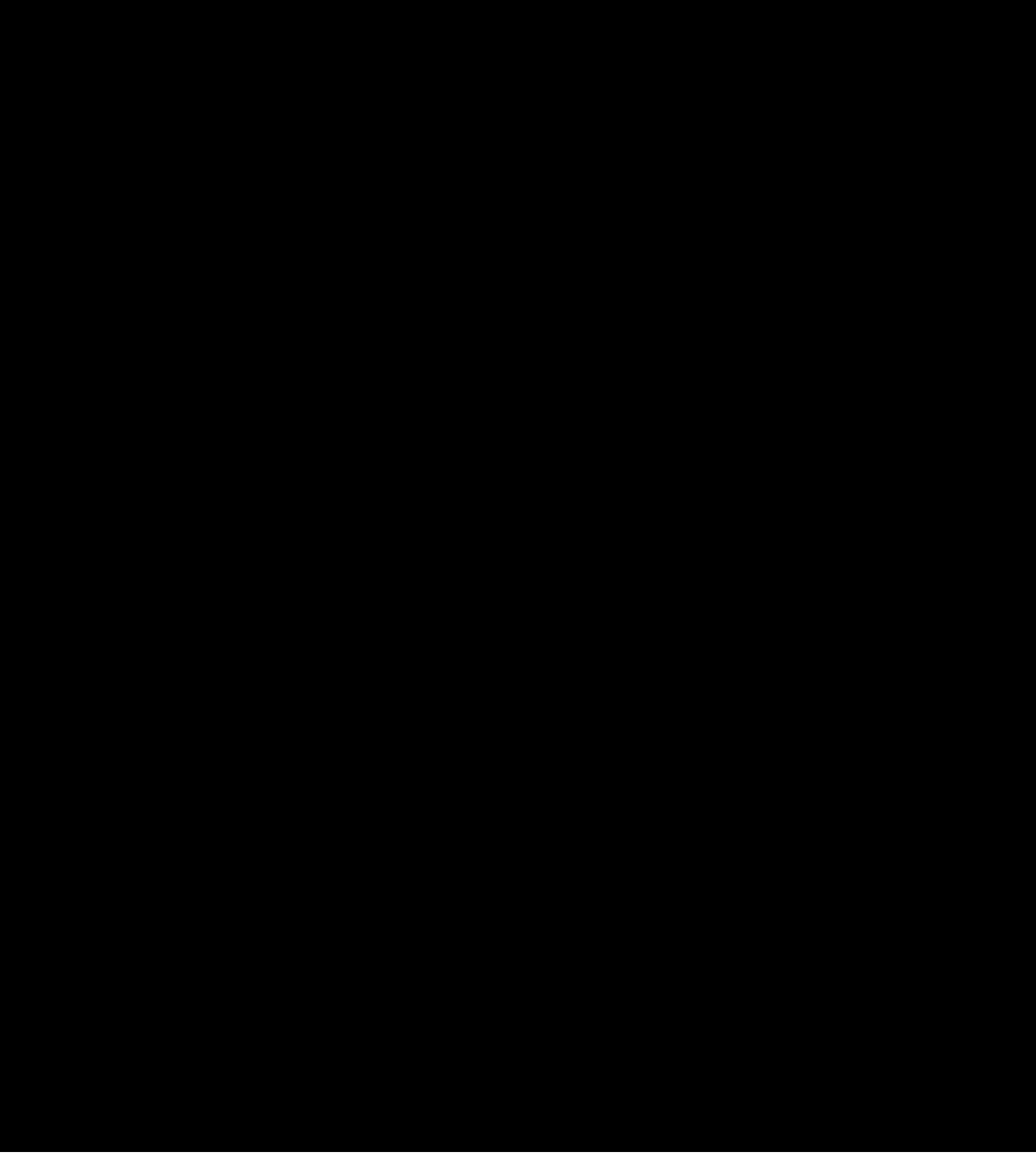




REPORTS ON

STORAGE BATTERY OXIDES & WHITE LEAD

SUBMITTED TO

FEDERAL TRADE COMMISSION

4-15-66

1. Price Changes Pig Lead
 - a) Letter H. J. Whitson 7-6-64 re: Soft Lead
2. Price Lists
 - a) Battery Oxides
 - b) White Lead
3. Tabulations
 - a) Battery Oxides
 - b) White Lead
4. Cost Justification
 - a) Battery Oxides
 - b) White Lead
5. Branch Selling & Administrative Expense
6. New York Office Expense - Dry Products

BRANCHES

1. Atlanta
2. Atlantic
3. Chicago
4. Cincinnati
5. Cleveland
6. Pacific Coast
7. Philadelphia
8. St. Louis
9. Southwestern

0000-NLI-000041952

PIG LEAD MARKET PRICES - YEARS 1964 - 1965

	<u>1/1/64</u>	<u>8/18/64</u>	<u>9/30/64</u>	<u>10/15/64</u>	<u>11/30/64</u>	<u>12/10/64</u>	<u>12/31/64</u>
ATLANTA	.13	.14	.14	.15	.15	.16	.16
ATLANTIC	.13	.14	.14	.15	.15	.16	.16
PHILADELPHIA	.13	.14	.14	.15	.15	.16	.16
CHICAGO	.1285	.1385	.1385	.1485	.1485	.1585	.1585
CINCINNATI	.13	.14	.14	.15	.15	.16	.16
CLEVELAND	.13	.14	.14	.15	.15	.16	.16
ST. LOUIS	.1280	.1380	.1380	.1480	.1480	.1580	.1580
SOUTHWESTERN	.13	.14	.14	.15	.15	.16	.16
PACIFIC COAST	.1280	.1380	.1380	.1480	.1480	.1580	.1580

1a
NATIONAL LEAD COMPANY

111 BROADWAY

NEW YORK 6, N.Y.

July 6, 1964

BRANCH PIGMENT AND CHEMICAL DIVISION MANAGERS:

We are enclosing copies of two letters regarding the use of Secondary Softened Lead for the production of Storage Battery Oxides. The sale of these Oxides is to be restricted to S.L.I. use only and not to be shipped to industrial battery manufacturers.

We feel that the use of this type of Oxide in automotive starting batteries is satisfactory. However, we do not have sufficient long time experience in industrial battery use to recommend or even consider supplying this type of Oxide there.

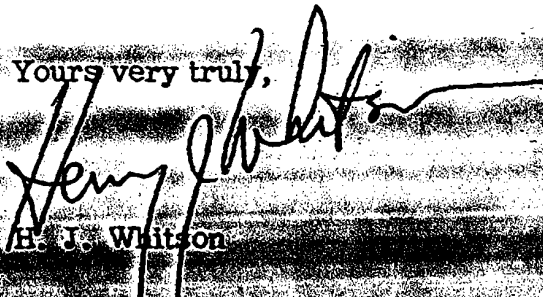
Our Metal Department has agreed to supply us with limited quantities of Soft Lead, conforming to the attached specification, at \$10.00 per ton under the Corroding Grade price at point of manufacture. We, in turn, will reduce our Oxide differentials by \$5.00 per ton, so that Grenox, for example, will sell at \$.85 per 100 pounds over the Corroding Grade Lead price at point of manufacture in drums and \$.60 over in bulk.

We should receive in writing from each customer who wants us to use Secondary Softened Lead in producing Oxides, a written request to this effect.

We should also have it clearly understood with each customer that in the event of a shortage of scrap material, from which this Lead is produced, we will necessarily have to return to the use of primary Lead for the manufacture of Oxides. We do not believe that this should occur during normal circumstances.

If there are any questions as to how this operation should be handled, please let me know.

Yours very truly,


H. J. Whitson

HEW:EJW

0000-NLI-000041954

NATIONAL LEAD COMPANY

Atlanta Branch



G W PENDERY
MANAGER

Manufacturers of DUTCH BOY PRODUCTS

451 BISHOP STREET, N.W.
BOX 7008, STATION C
ATLANTA 9, GA.
PHONE TR. 6-7381

December 11, 1964

TO OUR LEAD OXIDE CUSTOMERS:

In lieu of price cards, this is to notify you that as of December 10, 1964, the current price on our battery oxide will be as follows based on the 16¢ per lb. New York Lead Market:

Grenox Positive Oxide	@	\$17.10 per cwt
111 Grade Negative Oxide	@	\$17.60 per cwt

The above prices are based on this material being made from primary lead and are f.o.b. plant. A \$5.00 per ton reduction will be allowed for oxides manufactured from secondary refined lead and an additional \$5.00 per ton reduction will be allowed for shipments made in bulk.

Yours very truly,

NATIONAL LEAD COMPANY

E. C. Hill
Sales Manager
Pigment & Chemical Div.

ECH:mat

0000-NLI-000041955

COVER ONE SUBJECT ONLY IN EACH LETTER

BATTERY OXIDE PRICES

12/10/64

TO: Mr. J. M. Ferguson, Comptroller

FROM: W. R. Klein, Jr., Manager

Pigments & Chemicals - Atlantic Branch

Effective December 10, 1964, Battery Oxide prices will be as follows, based on 16¢ Common Pig Lead, New York:

<u>BATTERY OXIDES</u>	<u>LESS CARLOAD</u>	<u>CARLOAD</u>
Grenox and 30-W	\$18.10 per cwt.	\$17.10 per cwt.
111 Negative	\$18.60 per cwt.	\$17.60 per cwt.
25 S. T. Positive	\$19.35 per cwt.	\$18.35 per cwt.
S. B. Red Lead	\$19.75 per cwt.	\$18.75 per cwt.
S. B. Litharge	\$18.85 per cwt.	\$17.85 per cwt.

TERMS: Net thirty days

F.O.B: Manufacturing Plant, Brooklyn, New York

DRUMS: Property of National Lead Company

WRK:mh

William R. Klein Jr.

0000-NLI-000041956

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EXPORT PRICES

C/L

30W 17.10 F.O.B. Factory (Domestic)
+ .65 Cartage & Drums
17.75
Less 1.00 Drawback
16.75 FAS N.Y.

111G 17.60 F.O.B. Factory (Domestic)
+ .65 Cartage & Drums
18.25
Less 1.00 Drawback
17.25 FAS N.Y.

DRYOR 19.10 F.O.B. Factory (Domestic)
+ .65 Cartage & Drums
19.75
Less 1.00 Drawback
18.75 FAS N.Y.

0000-NLI-000041957

Effective July 12, 1960
Supersedes May 18, 1956

PRICES TO TRADE ON STORAGE BATTERY OXIDES

TYPE	DIFFERENTIAL		LEAD MARKET	F.
	C/L	LCL		
*Grenox - Grenox SG - drums	1.10	2.10	Chicago	Ch...
*30-W - 30-W SG	1.10	2.10	"	"
*Universal Grenox - drums	.85	1.85	"	"
*111-S-G-R-M Neg.	1.60	2.60	"	"
*111 " " " Universal Neg.	1.35	2.35	"	"
*Note Bulk Shipments			Less 25¢ Cwt.	
Oxides made from Secondary			Less 25¢ Cwt.	
Soft Ref. Lead				
Battery Red Lead 70% - 95%				
In Drums or Bags	2.75	3.75	St. Louis	St...
25 B-C-S	2.35	3.35	"	"
112 YA 53 Litharge	2.50	3.50	"	"
111 YA 16 "	2.50	3.50	"	"
YA 16 Litharge	2.25	3.25	"	"
YA 53 "	2.25	3.25	"	"
GYA - KWL Litharge	2.00	3.00	New York	Phil...
<u>EXPANDERS</u>				
Negadd - In Bags	21.75		New York	Brooklyn, N.Y.
KX " "	21.75		" "	"
232-A " "	21.75		" "	"
" In Drums	20.50		" "	"
232 AEF X - In Bags	21.75		" "	"
" " " Drums	20.50			

S.B.H. Lick

1.85

PACIFIC COAST BRANCH
2a6

NATIONAL LEAD COMPANY

111 BROADWAY

NEW YORK 6, N.Y.

August 17, 1969.

BRANCH PIGMENT AND CHEMICAL DIVISION MANAGERS:

In accordance with our current Lead Oxide Prices, the following carload differentials OVER THE NEW YORK PIG LEAD PRICE are effective for the following Non-Battery Oxides:

Exhange	32.35
Excess Exhange	2.35
90% Red Lead	2.75
95% Red Lead	2.75
98% Red Lead	2.75
Orange Mineral	2.75

For Storage Battery Oxides, the following carload differentials OVER THE PIG LEAD PRICE AT POINT OF MANUFACTURE are in effect:

111-R. G. S. M.	31.35
Excess, 30-35	2.75
Ex. B. Exhange	2.75
80% Battery Red Lead	2.75
90% Battery Red Lead	2.75
95% Battery Red Lead	2.75
"On-shed" Positive Oxide containing:	
Up to 45 True Red Lead	1.55
5 - 95 True Red Lead	1.55
9 - 125 True Red Lead	1.40

Yours very truly,

Henry J. Watson
H. J. Watson

ST. LOUIS

0000-NLI-000041959

2a

NATIONAL LEAD COMPANY

PHILADELPHIA BRANCH

BATTERY LEAD OXIDES

EFFECTIVE
December 2, 1957

	Less Than Carloads		Car Loads	
	P. L.	S. L.*	P. L.	S. L.*
NEGATIVE OXIDES 111-R-G-S	2.60	2.35	1.00	1.15
POSITIVE OXIDE 30W - GRENOL SE	2.10	1.85	1.10	1.15
25% RED LEAD BATTERY 25B	3.35		2.35	
70% RED LEAD BATTERY	3.30		2.30	
112 YA53	3.25		2.25	

TERMS: Net Cash

F. O. B. Manufacturing Point

Supersedes Prices Effective October 14, 1957

Subject to change without notice

*S. L. Second grade lead at 25¢ per J.W.T. less primary lead

0000-NLI-000041960

Dry Products

ST. LOUIS AND SOUTHWESTERN BRANCHES

BATTERY OXIDES

OPW&S

11/24/65

SL21064

PRICES EFFECTIVE DEC. 10, 1964 - (Subject to Change Without Notice)

(Superseding Price List 10/16/64)

Dallas Common Pig Lead \$16.00

St. Louis Common Pig Lead ... \$15.80

New York Common Pig Lead \$16.00

LESS CARLOADS IN 600# STEEL DRUMS

F.O.B. POINT

PER CWT.

**** Negative Oxide**

111G and 111S	St. Louis, Mo.	\$18.40
Universal 111G and 111S ..	St. Louis, Mo.	18.15

**** Positive Oxide**

3OWSG	St. Louis, Mo.	17.90
Grenox	St. Louis, Mo.	17.90
Universal Grenox	St. Louis, Mo.	17.65

S. B. Litharge	St. Louis, Mo.	18.65
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** 25B Battery Red Lead	St. Louis, Mo.	19.15
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** 70% Battery Red Lead (Delco 1153)	St. Louis, Mo.	19.55
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95% Battery Red Lead	St. Louis, Mo.	19.55
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Dryox	St. Louis, Mo.	19.90
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**** NOTE:** Bulk Shipments..... - Less 25¢ Cwt.
Oxide made from Refined Secondary Lead - Less 25¢ Cwt.

232A Expander	Brooklyn, N. Y.	36.50
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232 AEF-X Expander (25# and 50# Bags) ..	Brooklyn, N. Y.	37.75
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Negadd (30# and 27# Bags)	Brooklyn, N. Y.	37.75
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Delivery out of Kansas City Warehouse F.O.B. St. Louis (Frt. Equal with Joplin

@ .27 cwt. (Eff. 2/24/59)

see H.J.W. Letter 2/16/59)

St. Louis Local Delivery Charges \$.30 per cwt. - Min. Chg. \$2.50

Kansas City Local Delivery Charges ... None (Eff. 4/1/56)

TERMS:

Net 30 Days

Carload Prices: Less \$1.00 per cwt.

DRUMS: Property of National Lead Company - to be returned.

No deposit charge. No credit when returned.

NO PRICE CARD ISSUED

0000-NLI-000041961



PRICE LIST Lead Pigments



Product	500 Lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Shipping Point—Freight Allowed Less than 500 lbs. 3¢ per lb. above l.c.l. price
May not be combined for truckloads Packed in 50 lb. bags
TERMS: 30 days net; 1% cash in 10 days Prices Subject to Change Without Notice

Dibasic Lead Phosphite—Dyphos * PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms: 30 days net

ATLANTA BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 24, 1964

SUPERSEDING PRICE LIST OF JANUARY 27, 1964

NATIONAL LEAD COMPANY

General Offices: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	491 Bishop St., N.W.	Trinity	6-7361
Boston, Mass. 02108	800 Albany St.	Garison	7-1006
Chicago, Ill. 60606	900 West 18th St.	Clare	6-5706
Cincinnati, O. 45211	3670 Work Rd.		822-4110
Cleveland, O. 44113	1776 Columbus Rd.	Prospect	1-4000
Dallas, Texas 75222	P.O. Box 5448	W.W. Hall	8-3652
Depew, N.Y. 14043	3241 Walden Ave.	NT	3-6900
Detroit, Mich. 48211	3501 Griffin St.	Trinity	4-6400
Kansas City, Mo. 64101	1406 W. 12th St.	Victor	2-0800
Los Angeles, Cal. 90023	3113 East 26th St.	Algonia	5-7122
New York, N.Y. 10006	111 Broadway	Recher	2-9400
Phila., Pa. 19125	2607 E. Cumberland St.	Garfield	6-0600
Pittsburgh, Pa. 15212	1376 River Ave.	Fairfax	1-2335
Portland, Ore. 97218	4322 N.W. Yeon Ave.		228-0254
St. Louis, Mo. 63177	P.O. Box 7109	Chestnut	1-6700
San Francisco, Cal. 94101	P.O. Box 512	Mission	7-0400
Seattle, Wash. 98134	1128 S.W. Spokane St.	MALE	2-1800



PRICE LIST Lead Pigments



Product	500 lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Shipping Point—Freight Allowed Less than 500 lbs. 3¢ per lb. above list price
May not be combined for truckloads Packed in 50 lb. bags
TERMS: 30 days net; 1% cash in 10 days Prices Subject to Change Without Notice

Dibasic Lead Phosphite—Dyphos *PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms: 30 days net

ATLANTIC BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964

SUPERSEDING PRICE LIST OF JANUARY 27, 1964
NATIONAL LEAD COMPANY

General Offices: 111 Broadway, New York & N.Y.

Atlanta, Ga. 30318	451 Sashop St., N.W.	TRinity	6-7291
Boston, Mass. 02106	800 Albany St.	Garrison	7-1030
Chicago, Ill. 60608	900 West 18th St.	CAhal	6-3700
Cincinnati, O. 45211	3670 Werk Rd.		922-4100
Cleveland, O. 44113	1776 Columbus Rd.	PRospect	1-4060
Dallas, Texas 75222	P.O. Box 5449	WHileham	8-2521
Dayton, N.Y. 14043	3241 Walden Ave.	NT	3-8962
Detroit, Mich. 48211	3501 Griffin St.	TRinity	4-0423
Kansas City, Mo. 64101	1406 W. 13th St.	Victor	2-0527
Los Angeles, Cal. 90023	3113 East 25th St.	NGenius	3-7121
New York, N.Y. 10006	111 Broadway	Editor	2-6470
Phila., Pa. 19125	2607 E. Cumberland St.	CArfield	6-0300
Pittsburgh, Pa. 15212	1376 River Ave.	TAirfax	1-2315
Portland, Ore. 97216	4322 N.W. Yeon Ave.		225-0254
St. Louis, Mo. 63177	P.O. Box 7169	CHestnut	1-8722
San Francisco, Cal. 94101	P.O. Box 512	Mission	7-0440
Seattle, Wash. 98134	1128 S.W. Spokane St.	MAin	2-1550

0000-NLI-000041963



PRICE LIST Lead Pigments



Product	500 Lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Shipping Point—Freight Allowed Less than 500 lbs. 3¢ per lb. above l.c.l. price
May not be combined for truckloads Packed in 60 lb. bags
TERMS: 30 days net; 1% cash in 10 days Prices Subject to Change Without Notice

Di-Basic Lead Phosphite—Dyphos *PG	60.00	59.00
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F.O.B. PHILA., Pa.—Terms: 30 days net

CHICAGO BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964

SUPERSEDING PRICE LIST OF JANUARY 27, 1964

NATIONAL LEAD COMPANY

General Offices: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	451 Bishop St., N.W.	TRINITY	6-7361
Boston, Mass. 02106	800 Albany St.	GARRISON	7-1600
Chicago, Ill. 60608	900 West 18th St.	CANAL	6-3700
Cincinnati, O. 45211	3670 Werk Rd.		922-4100
Cleveland, O. 44113	1776 Columbus Rd.	PRESPECT	1-4080
Dallas, Texas 75222	P.O. Box 5449	WIDENHILL	8-3821
Depew, N.Y. 14043	3241 Walden Ave.	NY	3-8982
Detroit, Mich. 48211	3501 Griffin St.	TRINITY	4-5433
Kansas City, Mo. 64101	1406 W. 13th St.	VICTOR	2-0507
Los Angeles, Cal. 90023	3113 East 26th St.	ANGELUS	4-7121
New York, N.Y. 10006	111 Broadway	RECTOR	2-9400
Phila., Pa. 19125	2607 E. Cumberland St.	MARKLE	6-0600
Pittsburgh, Pa. 15212	1376 River Ave.	FARLEY	1-4330
Portland, Ore. 97210	4322 N.W. Yeon Ave.		228-0366
St. Louis, Mo. 63177	P.O. Box 7109	CHAPMAN	1-4721
San Francisco, Cal. 94101	P.O. Box 512	MISSION	7-0421
Seattle, Wash. 98134	1128 S.W. Spokane St.	MALE	2-1800

266-1

one of

PRICE LIST Lead Pigments

NLC

Product	100 lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Cermeto White Lead	\$20.00	\$19.00
Basic Cermeto White Lead-45X*	17.25	16.25
Basic Lead Silico Chromate-MSO	20.75	19.75
Basic Lead Silico Chromate-S25*	20.50	29.50
Normal Lead Silico Chromate-Y47*	22.75	21.75
Basic Lead Silico Titanate-T15*	24.75	23.75

F.O.B. Terminal Points Less than 500 lbs. 3¢ per lb. above list price
 San Francisco Los Angeles Portland Seattle
 Packed in 50 lb. bags
 TERMS: Cash on delivery or 10 days net Prices Subject to Change Without Notice

Dibenzyl Lead Phosphite-Dyphos*PG	57.00	56.00
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F.O.B. Portland Terms: 30 days net

PACIFIC COAST BRANCH

Wholesale National Lead Co.

EFFECTIVE JANUARY 27, 1964
 SUPERSEDING PRICE LIST OF AUGUST 31, 1963
NATIONAL LEAD COMPANY
 General Offices: 111 Broadway, New York 6, N. Y.

Atlanta 9, Ga.	450 Bishop St. N.W.	TRinity 6-7361
Boston 6, Mass.	210 North St.	SArrison 7-1900
Chicago 8, Ill.	300 West 1st St.	CAngel 4-0709
Cincinnati 3, Ohio	1000 Central Ave.	PArkway 1-7970
Cleveland 13, Ohio	1770 Cleveland Ave.	PRospect 1-4300
Dallas 16, Texas	1000 Broadway St.	WHitehall 4-3521
Empire, N. Y.	1040 Western Ave.	NT 1-8962
Detroit 11, Mich.	1000 Michigan St.	TRinity 4-0428
Kansas City 7, Mo.	1400 Main St.	VIctor 2-0507
Los Angeles 23, Cal.	1110 East 1st St.	ANgelus 3-1121
New York 6	111 Broadway	REctor 3-9400
Philadelphia 25, Pa.	2007 East 1st St.	CArfield 6-0400
Pittsburgh 12, Pa.	1000 Fifth Ave.	PArtax 1-2235
Portland 10, Ore.	4322 N. Washington Ave.	CAptol 2-0254
St. Louis, Mo.	1000 Main St.	CHestnut 1-5782
San Francisco 10, Cal.	1000 Main St.	MIssion 1-1440
Seattle 4, Wash.	1128 West 1st St.	WA 4-1-1940

266-2



PRICE LIST Lead Pigments



Product	500 Lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Terminal Points Less than 500 lbs. 3¢ per lb. above l.c.l. price
 San Francisco • Los Angeles • Portland • Seattle Packed in 50 lb. bags
 TERMS: 30 days net 1% cash in 10 days Prices Subject to Change Without Notice

Dibasic Lead Phosphite—Dyphos *PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms 30 days net

PACIFIC COAST BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964

SUPERSEDING PRICE LIST OF JANUARY 27, 1964 NATIONAL LEAD COMPANY

General Offices: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	451 Bishop St., N.W.	Trinity	6-7361
Boston, Mass. 02106	800 Albany St.	Garrison	7-1000
Chicago, Ill. 60608	900 West 18th St.	Canal	6-3700
Cincinnati, O. 45211	3670 Werk Rd.		922-4100
Cleveland, O. 44113	1776 Columbus Rd.	Prospect	1-4060
Dallas, Texas 75222	P.O. Box 5443	Whitehall	8-3521
Detroit, Mich. 48211	3241 Warden Ave.	NY	3-8962
Kansas City, Mo. 64101	3501 Griffin St.	Trinity	4-0488
Los Angeles, Cal. 90023	1406 W. 13th St.	Victor	2-0507
New York, N.Y. 10006	3113 East 25th St.	Angelus	3-7121
Phila., Pa. 19125	111 Broadway	Reactor	2-9400
Pittsburgh, Pa. 15212	2607 E. Cumberland St.	Garfield	6-0600
Portland, Ore. 97210	1376 River Ave.	Fairfax	1-2335
St. Louis, Mo. 63177	4322 N.W. Yeoc Ave.		228-0254
San Francisco, Cal. 94101	P.O. Box 7109	Chestnut	1-8782
Seattle, Wash. 98134	P.O. Box 512	Mission	7-0440
	1128 S.W. Spokane St.	Main	2-1950

0000-NLI-000041966

PRICE LIST Lead Pigments

Basic Carbonate White Lead	\$11.50	\$10.50
Basic Silicate White Lead—45%	18.35	17.35
Basic Lead Silico Chromate—450%	21.75	20.75
Basic Lead Silico Chromate—515%	32.00	31.00
Neutral Lead Silico Chromate—74%	23.75	22.75
Basic Lead Silico Chromate—115%	25.75	24.75

F.O.B. Shipping Point—Freight Allowable
May not be combined for truckloads
Packed in 50 lb. bags
Terms: 30 days net, 1% cash in 10 days
Prices subject to change without notice

Basic Lead Phosphate—Dyphos *PG 60.00 59.00

F.O.B. Mills, Pa.—Terms: 30 days net

ST. LOUIS BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 1, 1948 NATIONAL LEAD COMPANY

General Office 711 Broadway, New York 6, N.Y.
Atlanta, Ga. 30310, 651 Broad St., N.E. 1111
Boston, Mass. 02108, 800 Albany St. 1111
Chicago, Ill. 60606, 600 West 18th St. 1111
Cincinnati, O. 45211, 870 West Ave. 1111
Cleveland, O. 44115, 1776 Coleridge Ave. 1111
Dallas, Texas 75222, P.O. Box 5448 1111
Denver, N.Y. 14043, 3241 Madison Ave. 1111
Detroit, Mich. 48211, 5501 Grand St. 1111
Kansas City, Mo. 64101, 1408 W. 12th St. 1111
Los Angeles, Cal. 90023, 3113 East 28th St. 1111
New York, N.Y. 10008, 111 Broadway 1111
Phila., Pa. 19105, 2607 E. Cumberland St. 1111
Pittsburgh, Pa. 15212, 1326 River Ave. 1111
Portland, Ore. 97210, 4322 N.W. Yeon Ave. 1111
St. Louis, Mo. 63177, P.O. Box 7108 1111
San Francisco, Cal. 94101, P.O. Box 412 1111
Seattle, Wash. 98134, 1128 S.W. Spokane St. 1111



PRICE LIST Lead Pigments



Product	500 lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Shipping Point—Freight Allowed Less than 500 lbs. 3¢ per lb. above l.c.l. price
May not be combined for truckloads Packed in 50 lb. bags
TERMS: 30 days net; 1% cash in 10 days Prices Subject to Change Without Notice

Dibasic Lead Phosphate—Dyphos *PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms: 30 days net

CINCINNATI BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964 SUPERSEDING PRICE LIST OF JANUARY 27, 1964 NATIONAL LEAD COMPANY General Offices: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	451 Bishop St., N.W.	Trinity	6-7381
Boston, Mass. 02106	800 Albany St.	Garrison	7-1000
Chicago, Ill. 60608	900 West 18th St.	Canal	6-3708
Cincinnati, O. 45211	3670 Work Rd.		922-4100
Cleveland, O. 44113	1776 Columbus Rd.	Prospect	1-4000
Dallas, Texas 75222	P.O. Box 5449	Whitehall	8-3621
Depew, N.Y. 14043	3241 Welden Ave.	NY	3-8988
Detroit, Mich. 48211	3501 Griffin St.	Trinity	4-0488
Kansas City, Mo. 64101	1406 W. 13th St.	Victor	2-0567
Los Angeles, Cal. 90023	3113 East 28th St.	Algonquin	3-7121
New York, N.Y. 10006	111 Broadway	REctor	2-9486
Phila., Pa. 19125	2807 E. Cumberland St.	Garfield	8-0800
Pittsburgh, Pa. 15212	1376 River Ave.	Fairfax	1-2388
Portland, Ore. 97210	4322 N.W. Yeon St.		228-0224
St. Louis, Mo. 63177	P.O. Box 7100	Chestnut	1-8788
San Francisco, Cal. 94101	P.O. Box 512	Mission	7-0440
Seattle, Wash. 98134	1128 W. Spokane St.	MAIn	2-1850



PRICE LIST Lead Pigments



Product	500 Lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Shipping Point—Freight Allowed Less than 500 lbs. 3¢ per lb. above l.c.l. price
May not be combined for truckloads Packed in 50 lb. bags
TERMS: 30 days net; 1% cash in 10 days Prices Subject to Change Without Notice

Dibasic Lead Phosphate—Dyphos *PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms: 30 days net

PHILADELPHIA BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964

SUPERSEDING PRICE LIST OF JANUARY 27, 1964

NATIONAL LEAD COMPANY

General Offices: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	451 Bishop St., N.W.	TRINITY	6-7362
Boston, Mass. 02106	800 Albany St.	GARRISON	7-1000
Chicago, Ill. 60608	900 West 18th St.	CANAL	6-3700
Cincinnati, O. 45211	3670 Werk Rd.		922-4100
Cleveland, O. 44113	1776 Columbus Rd.	PROSPECT	1-4069
Dallas, Texas 75222	P.O. Box 5448	WHITEHALL	8-3521
Depew, N.Y. 14043	3241 Waldeen Ave.	NT	3-8962
Detroit, Mich. 48211	3501 Griffin St.	TRINITY	4-0488
Kansas City, Mo. 64101	1406 W. 13th St.	VICTOR	2-0507
Los Angeles, Cal. 90023	3113 East 26th St.	ANGELUS	3-7121
New York, N.Y. 10006	111 Broadway	RECTOR	2-9400
Phila., Pa. 19125	2607 E. Cumberland St.	GARFIELD	6-0800
Pittsburgh, Pa. 15212	1376 River Ave.	FAIRFAX	1-2335
Portland, Ore. 97210	4322 N.W. Yeas Ave.		228-0254
St. Louis, Mo. 63177	P.O. Box 7108	CHESTNUT	1-5783
San Francisco, Cal. 94101	P.O. Box 512	MISSION	7-0440
Seattle, Wash. 98134	1128 S.W. Spokane St.	MAIN	2-1950

PRICE LIST Lead Pigments



Product	500 lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X*	18.25	17.25
Basic Lead Silico Chromate—M50*	21.75	20.75
Basic Lead Silico Chromate—S25*	32.00	31.00
Normal Lead Silico Chromate—Y47*	23.75	22.75
Basic Lead Silico Titanate—T15*	25.75	24.75

F.O.B. Shipping Point—Freight Allowed Less than 500 lbs. 3¢ per lb. above l.c.l. price
May not be combined for truckloads Packed in 50 lb. bags
TERMS: 30 days net; 1% cash in 10 days Prices Subject to Change Without Notice

Dibasic Lead Phosphite—Dyphos *PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms: 30 days net

CLEVELAND BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964 SUPERSEDING PRICE LIST OF JANUARY 27, 1964 NATIONAL LEAD COMPANY

General Offices: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	451 Bishop St., N.W.	Trinity	6-7381
Boston, Mass. 02108	800 Albany St.	Garfield	7-1006
Chicago, Ill. 60608	900 West 18th St.	Canel	6-3700
Cincinnati, O. 45211	3670 Werk Rd.		922-4100
Cleveland, O. 44113	1776 Columbus Rd.	Prospect	1-4000
Dallas, Texas 75222	P.O. Box 5448	Whitehall	8-3521
Depew, N.Y. 14043	3241 Walden Ave.	NT	3-6963
Detroit, Mich. 48211	3501 Grille St.	Trinity	4-0468
Kansas City, Mo. 64101	1406 W. 13th St.	Victor	2-0887
Los Angeles, Cal. 90023	3113 East 26th St.	Angels	3-7121
New York, N.Y. 10006	111 Broadway	REctor	2-0400
Phila., Pa. 19126	2607 E. Cumberland St.	Garfield	6-0800
Pittsburgh, Pa. 15212	1376 River Ave.	Fairfax	1-8538
Portland, Ore. 97210	4322 N.W. Yoon Ave.		228-0204
St. Louis, Mo. 63177	P.O. Box 7100	Chestnut	1-8789
San Francisco, Cal. 94101	P.O. Box 512	Mission	7-8480
Seattle, Wash. 98134	1128 S.W. Spokane St.	MAIN	2-1900

PRICE LIST Lead Pigments

Product	500 lbs. to Truckloads (per 100 lbs.)	Truck or Car Lots (per 100 lbs.)
Basic Carbonate White Lead	\$21.50	\$20.50
Basic Silicate White Lead—45X ¹	18.25	17.25
Basic Lead Silico Chromate—M50 ²	21.75	20.75
Basic Lead Silico Chromate—S25 ³	32.00	31.00
Normal Lead Silico Chromate—Y47 ⁴	23.75	22.75
Basic Lead Silico Titanate—Y15 ⁵	25.75	24.75

F.O.B. Shipping Point—Freight Allowed

Less than 500 lbs. 9¢ per lb. above L.C.F. price

May not be combined for truckloads

Packed in 50 lb. bags

TERMS: 30 days net; 1% cash in 10 days

Prices Subject to Change Without Notice

Dibasic Lead Phosphite—Dyphos *PG	60.00	59.00
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F.O.B. Phila., Pa.—Terms: 30 days net

SOUTHWESTERN BRANCH

*Trademark National Lead Co.

EFFECTIVE OCTOBER 26, 1964

SUPERSEDING PRICE LIST OF JANUARY 27, 1964

NATIONAL LEAD COMPANY

General Office: 111 Broadway, New York 6, N.Y.

Atlanta, Ga. 30318	451 Bishop St., N.W.	THinley	6-7361
Boston, Mass. 02106	800 Albany St.	CARRISON	7-1008
Chicago, Ill. 60608	900 West 18th St.	CANAL	6-3700
Cincinnati, O. 45211	3670 Wark Rd.		522-4108
Cleveland, O. 44113	1776 Columbus Rd.	PHOSPECT	1-4060
Dallas, Texas 75222	P.O. Box 5448	WHITEHALL	8-3521
Depew, N.Y. 14043	3241 Walden Ave.	NT	3-8962
Detroit, Mich. 48211	3504 Griffin St.	THINLEY	4-0688
Kansas City, Mo. 64101	1406 W. 17th St.	VICTOR	2-0507
Los Angeles, Cal. 90023	3113 East 26th St.	ANGELUS	3-7121
New York, N.Y. 10006	111 Broadway	RECTOR	2-8480
Phila., Pa. 19123	2502 E. Cumberland St.	GARFIELD	6-0000
Pittsburgh, Pa. 15211	1378 River Ave.	FABIAN	1-2131
Portland, Ore. 97210	4322 N.W. Toot Ave.		228-0254
St. Louis, Mo. 63177	P.O. Box 7108	CHASTNET	1-4762
San Francisco, Cal. 94101	P.O. Box 512	WILSON	7-0400
Seattle, Wash. 98136	1128 S.W. Spokane St.	MAIS	2-1880

0000-NLI-000041971

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MONTH OF *January*

INVOICE NO. CITY & STATE DEBIT MEMO NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLO TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
31918	BATTERY MFG CO.	WEST PALM BEACH, FLA.	1/4	ATLANTA	1/4	DUKE TRUCK					✓		1.05	128.60
32091	BATTERY SALES CO. INC.	THOMASVILLE, N.C.	1/12	"	1/12	HEBBS					✓	✓		COLE
32475	"	"	1/26	"	1/26	DUKE TRUCK					✓		.50	45.00
32492	CUMMINS BATTERY MFG.	NASHVILLE, TENN.	1/8	ST. LOUIS	1/8	CUMMINS					✓			
32891	"	"	1/22	"	1/22	"					✓			
32892	"	"	1/22	"	1/22	"					✓			
30889	DOUGLAS BATTERY MFG.	WINSTON-SALEM, N.C.	1/16	ATLANTA	1/16	WILLIAMS					✓			
30891	"	"	1/18	"	1/18	"					✓			
32910	"	"	1/29	"	1/28	"					✓			
32071	GENIE BATTERY & CERAMIC CO.	GREENSBORO, S.C.	1/5	"	1/5	DUKE TRUCK					✓		.50	216.00
32248	"	"	1/12	"	1/12	"					✓		.50	222.00
32275	"	"	1/25	"	1/25	"					✓		.50	216.00
32544	HIXON BATTERY MFG.	SAVANNAH, GA.	1/18	"	1/18	"					✓		.40	29.80
32752	MIAMI BATTERY & ELECTRO	MIAMI, FLA.	1/26	"	1/26	WILLIAMS					✓			
32228	SOUTHWAY BATTERY MFG.	JACKSONVILLE, FLA.	1/7	"	1/7	DUKE TRUCK					✓		.50	108.00
32070	VITALIC BATTERY CO.	SELMA, ALA.	1/5	"	1/5	"					✓		.225	66.15
32590	"	"	1/20	"	1/20	"					✓		.225	64.80

① SECONDARY SOFT LEAD
 ② ST. LOUIS LEAD PRICE 13.
 ③ FRT. EQUALIZED ON COLUMBIA
 ④ N.Y. LEAD PRICE 15.00

Atlanta

3a/1

111- Oxidation

MONTH OF JANUARY 196

[illegible]

3-21-2

0000-NLI-000041975

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS

U.S. DEPT. OF COMMERCE

MONTH OF

AUGUST

1955

INVOICE NO. (CREDIT MEMO NO. DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
5345	BATTERY SALES CORP	THOMASVILLE, N.C.	8-3	ATLANTA	8-3	DR. TRUCK					✓		.50	43.00
5288	C + D BATTERY CO	CONYERS, GA	8-12	"	8-12	DOUGLAS					✓	✓	.35	51.64
5720	CUMBERLAND BATTERY MFG	NASHVILLE, TENN	8-5	ST LOUIS	8-5	RAILROAD					✓			
6419	"	"	8-23	"	8-23	"					✓			
7687	"	"	8-23	"	8-23	"					✓			
4765	DOUGLAS BATTERY MFG	WINSTON SALEM, N.C.	7-30	ATLANTA	7-30	"					✓			
5446	"	"	8-2	"	8-2	"					✓			
5445	"	"	8-4	"	8-4	"					✓			
5444	"	"	8-9	"	8-9	"					✓			
5447	"	"	8-16	"	8-16	"					✓			
5448	"	"	8-23	"	8-23	"					✓			
4644	GENL BATTERY & STACK RPT	GREEN, S.C.	8-3	"	8-3	WHL RAIL					✓			
5277	"	"	8-4	"	8-4	"					✓			
5625	"	"	8-5	"	8-5	"					✓			
4700	"	"	8-6	"	8-6	"					✓			
5693	"	"	8-10	"	8-10	"					✓			
5692	"	"	8-12	"	8-12	"					✓			
5695	"	"	8-12	"	8-12	"					✓			
5691	"	"	8-13	"	8-13	"					✓			
5632	"	"	8-6	CHICAGO	8-6	HANNA TR					✓	✓	.50	220.50
5651	"	"	8-10	"	8-10	"					✓		.50	220.50
6185	"	"	8-17	ATLANTA	8-17	WHL RAIL					✓			
6189	"	"	8-18	"	8-18	"					✓			
6191	"	"	8-19	"	8-19	"					✓			
5635	"	"	8-12	ST LOUIS	8-12	DOUGLAS					✓		.50	210.00
6009	"	"	8-16	CHICAGO	8-16	HANNA TR					✓	✓	.50	220.50
6007	"	"	8-17	ST LOUIS	8-17	DOUGLAS					✓		.50	216.61
6385	"	"	8-4	ATLANTA	8-4	WHL RAIL					✓			
6008	"	"	8-9	ST LOUIS	8-9	DOUGLAS					✓		.50	210.00

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0000-NLI-000041977

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111- Dx (de)

AUGUST

196

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0000-NLI-000041981

MONTH OF November 1963

INVOICE NO. CREDIT MEMO NO. (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
1185	BATTERY MFG CO	West Palm Beach, Fla	11-10	ATLANTA	11-10	Wagon					✓		105	132.30
937	BATTERY SALES CO	Thomasville, N.C.	11-1	"	11-1	Wagon					✓			
1649	"	"	11-19	"	11-19	Wagon					✓			
1081	C & J BATTERY CO	CONYERS, GA	11-11	"	11-11	Wagon					✓		.10	34.77
943	"	"	11-15	"	11-19	"					✓		.10	36.59
789	CUMBERLAND BATTERY CO	NASHVILLE, TENN	11-2	ST. LOUIS	11-2	Wagon					✓			
1168	"	"	11-15	"	11-15	"					✓			
436	GENL BATTERY & SUPPLY CO	GREENSBORO, N.C.	10-26	ATLANTA	10-26	"					✓			
435	"	"	10-28	"	10-28	"					✓			
734	"	"	11-2	"	11-2	"					✓			
6993	"	"	11-4	"	11-4	"					✓			
753	"	"	11-3	"	11-3	"					✓			
1079	"	"	11-9	"	11-9	"					✓			
751	"	"	11-2	CHICAGO	11-2	Wagon					✓	✓	.50	226.80
1076	"	"	11-18	"	11-18	"					✓	✓	.50	226.80
985	HIXON BATTERY CO	SAVANNAH, GA	11-5	ATLANTA	11-5	Wagon					✓	✓	.40	33.60
1595	"	"	11-22	"	11-25	"					✓	✓	.40	24.00
645	Miami BATTERY & ELEC	Miami, Fla	11-1	"	11-1	"					✓	✓	1.05	315.00
1277	JOHN HAY BATTERY CO	JACKSONVILLE, FLA	11-11	"	11-11	"					✓	✓	.50	75.00
1594	VITALIC BATTERY CO	SELMA, ALA	11-19	"	11-19	"					✓	✓	.225	10.80

① SECONDARY SOFT LEAD
② ST. LOUIS LEAD PRICE 15.80

321-6

0000-NLI-000041983

III Oxide

NOVEMBER

① SECONDARY SOFT LEAD
② ST. LOUIS LEAD PRICE

321-1

0000-NLI-000041985

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE 144 NEGATIVE OXIDE

MONTH OF JANUARY 1960

CUSTOMER INFORMATION			SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
5206400	ELECTRONIC BATTERIES INC. 28-34 35 TH ST. BROOKLYN N.Y.	SAME	1/7/65	BRADLEY	1/7/65	TRUCK PREPAID					✓		.96	5.97
5233000	ELECTRONIC BATTERIES INC. 28-34 35 TH ST. BROOKLYN N.Y.	SAME	1/29/65	"	1/29/65	TRUCK PREPAID					✓		.72	4.48
5623488	PRICE BATTERY CORP. HAMBURG PA. 19526	WALTHAM MASS	1/4/65	"	1/4/65	CUSTOMER'S TRUCK					✓			
2186100	FABRICA DE ACUMLADORES 7A AVENIDA 2-28, ZONA 9 GUATEMALA GUATEMALA, C.A.	SAME	1/4/65	"		SHIP PREPAID					✓			Export Sec 181/2

① PART OF CARLOAD SHIPMENT

* Brooklyn, N.Y.

011-1

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0000-NLI-000041987

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE GRENOR 530 W

MONTH OF JANUARY

1968

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* Brooklyn N.Y.

3a-2-2

0000-NLI-000041989

MONTH OF AUGUST 1965

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★ Form. v. 1: Y

322-3

0000-NLI-000041991

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE *PbOx 2 III Negative Battery Ch. 27*

MONTH OF AUGUST 1966

INVOICE NO. CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE *FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
STP-00	ELECTRIC BATTERIES INC 87-34 -35 St BROOKLYN, N.Y.	SAME	8-19-65	BROADLEY *	8-19-65	TRUCK PREPAID					✓		\$0	\$0
POL-00	PATERAS NACIONALES S.A. APURIMAC 916 PANAMA REPUBLIC OF PANAMA	SAME	8-16-65	BROADLEY	UNKNOWN	SHIP PREPAID					✓			See P.P.D.

★ BROOKLYN NY

3a-2-4

0000-NLI-000041993

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE GRENVOX 130 W

MONTH OF NOVEMBER 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
5634900	ELECTRIC STORAGE BATTERY CO. P.O. BOX 8109 PHILADELPHIA, PA.	FAIRFIELD, CONN.	11/9/65	* BRADLEY	11/9/65	CUSTOMER'S TRUCK					✓			
5640301	"	"	11/12/65	"	11/12/65	CUSTOMER'S TRUCK					✓			
5640302	"	"	11/16/65	"	11/16/65	CUSTOMER'S TRUCK					✓			
5640303	"	"	11/24/65	"	11/24/65	CUSTOMER'S TRUCK					✓			
5639800	ELECTRONIC BATTERIES INC. 28-34 35 TH ST. BROOKLYN, N.Y. 11232	SAME	11/12/65	"	11/12/65	PREPAID TRUCK					✓		.63	152.83
5658500	RAE BATTERY MFG. CO. 2817 MAIN ST. GLASTONBURY CONN. 06033	SAME	11/24/65	"	11/24/65	TRUCK					✓		COLLECT	

* BROOKLYN, N.Y.

3-15

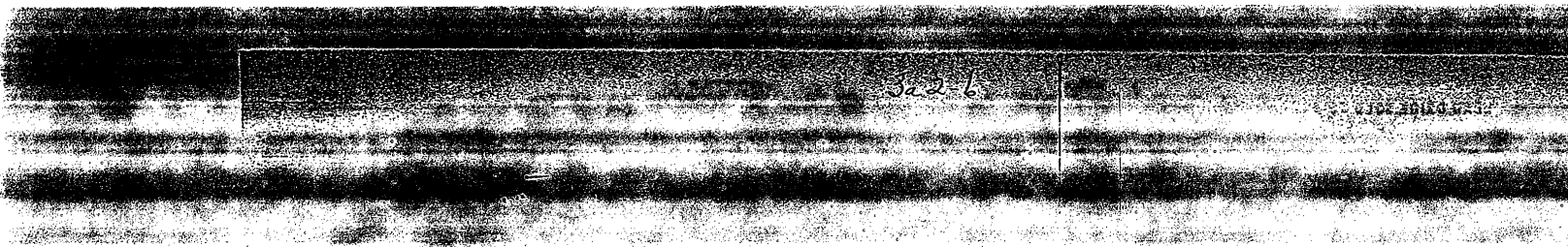
0000-NLI-000041995

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE III NEGATIVE OXIDE

MONTH OF NOVEMBER 1968

[illegible]

* BROOKLYN, N.Y.



[The following text is extremely faint and illegible due to the quality of the scan. It appears to be a multi-column document, possibly a ledger or a report, with several lines of text in each column.]

SP 25B RED LEAD

MONTH OF

JANUARY

(1965)

[illegible]

Chicago
323-1

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE SP 258 RED LEAD

MONTH OF AUG 481 1965

[illegible]

SP 258: RED LEAD

MONTH OF NOVEMBER 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)		CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
		SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CARR- IER	RATE	TOTAL FREIGHT DOLLARS
27546 I	✓	GOULD NATL BATTERIES E1201 FIRST NATL BANK BLDG ST. PAUL, MINN.	WEST KANSAS, ILL.	11/1/65	ST. LOUIS	11/2/65	TRUCK					X		.22	91.24
27546 N		" " " "	" " "	11/8/65	"	11/9/65	"					X		.22	91.24
27546 O		" " " "	" " "	11/9/65	"	11/10/65	"					X		.22	91.24
303688 V	✓	" " " "	" " "	11/11/65	"	11/12/65	"					X		.22	91.24
303688 W		" " " "	" " "	11/13/65	"	11/14/65	"					X		.22	91.24
303688 E		" " " "	" " "	11/15/65	"	11/16/65	"					X		.22	91.24

3.3-3

0000-NLI-006042003

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE **GRENOX**

MONTH OF JAN 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			*FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
80042 H	FORD MOTOR CO BOX 278 OMOSSO MICH	SAME	1/28/65	CARTEA	1/28	TRUCK	10/19/64	37460	16609		X			
J	" "	"	1/28/65	"	1/28	"					X			
L	" "	"	1/28/65	"	1/28	"					X			
K	" "	"	1/29/65	"	1/29	"					X			
C	" "	"	1/8/65	"	1/8	"					X			
B	" "	"	1/7/65	"	1/7	"					X			
D	" "	"	1/13/65	"	1/13	"					X			
E	" "	"	1/14/65	"	1/14	"					X			
42266	VOLTA BTRY 1000 E 37TH ST CHGO	"	1/4/65	"	1/4	"	10/5/64		1225		X		.17	32.64
80151	GEM BATTERY 6721 E. 71st RD WARREN MICH	"	1/18/65	"	1/18	"					X			
01271	STANDARD BTRY 1412 LAKE ST CHGO	"	1/15/65	"	1/15	"					X		.42	252
01244	BATTERY BUILDERS NARRAVILLE ILL	"	1/15/65	"	1/15	"					X			
80155	BATTERIES MFG. 14150 DEQUINDAE DETROIT	"	1/13/65	"	1/13	"	10/21/64	239-A	1425		X			
80154	" "	"	1/15/65	"	1/15	"	10/21/64	239-A	1425		X			
39764-B	K W BATTERY CO 3555 HOWARD ST SKOKIE ILL	"	1/13/65	"	1/13	"	11/10/64	13500	1520		X		.185	66.60
39764-C	" "	"	1/19/65	"	1/19	"					X		.195	70.20
42934	CAS BATTERY MFG 4555 W. 51ST ST CHGO	"	1/7/65	"	1/7	"					X		.26	12.48
43167	ELECTRIC STORAGE BTRY CO 1222 16TH ST RACINE WISC	"	1/6/65	"	1/6	"					X			
00248	ELECTRIC STORAGE BTRY CO 200 E 100th PHIL PENN	2600 Second St. Minn. Minn.	1/6/65	"	1/6	"					X		.90	303.70
02498	" "	1222 16TH RACINE WISC	1/28/65	"	1/28	"					X			
01014	COL SEUM BATTERY 4242 S MILWAUKEE CHGO	SAME	1/13/65	"	1/13	"	8-1	12050	12.70		X		.12	48.34
02060	" "	"	1/25/65	"	1/25	"	8-1	12050	12.70		X		.12	45.58

① BASED ON DEC. 1964 AVG. PIG LEAD PRICE - CHICAGO

② " " 13.854

③ " " 14.854

④ BULK SHIPMENT BASED ON 12.854 PIG LEAD PRICE - CHICAGO

⑤ PART OF 25 TON ORDER

⑥ " " 15

303-4

0000-NLI-000042005

3-3-5

0000-NLI-000042007

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE

GRENOL

MONTH OF AUGUST

1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
23496-A	FORD MTR CO BOX 248 OWASSO MICH.	SAME	8/19/65	GAATEN	8/19	TRUCK								
" D	" " "	"	8/24/65	"	8/24	"								
" C	" " "	"	8/27/65	"	8/27	"								
22721	VOLTA BATTERY CO 1800 E 87 TH ST CHGO	"	8/11/65	"	8/11	"							175	35.70
84576	GPA BTRY CO 1791 E 8 TH AVE WARREN MICH	"	8/27/65	"	8/27	"								
84013	" " "	"	8/13/65	"	8/13	"								
23595	STANDARD BTRY WKS 1610 W. LAKE ST CHGO	"	8/19/65	"	8/19	"							.42	5.04
21759	BATTERIES BUILDERS 2300 N. WILSON ST. HAWKINSVILLE	"	8/15/65	"	8/15	"								
22647	GLACE UNION INC 300 E. REEF MILW WISC	"	8/10/65	"	8/10	"								
23896	" " "	"	8/23/65	"	8/23	"								
84700	BATTERIES MFG CO 14650 DEQUINDRE	"	8/19/65	"	8/19	"								
84425	" " "	"	8/12/65	"	8/12	"								
23461-A	R.W. BATTERY CO 3555 HOWARD ST. SMOKE	"	8/18/65	"	8/18	"							.175	70.20
21588-L	GENERAL BATTERY 333 HOPE AVE. FRANKFORD IND.	"	8/20/65	"	8/20	"							.47	176.16
23710-C	" " "	"	8/27/65	"	8/27	"							.47	191.48
23710-A	" " "	"	8/24/65	"	8/24	"							.47	189.13
21588-A	" " "	"	8/2/65	"	8/2	"							.47	175.57
21588-B	" " "	"	8/3/65	"	8/3	"							.47	212.25
21588-C	" " "	"	8/5/65	"	8/5	"							.47	158.95
21588-D	" " "	"	8/6/65	"	8/6	"							.47	172.21
21588-G	" " "	"	8/11/65	"	8/11	"							.47	194.11
21588-E	" " "	"	8/9/65	"	8/9	"							.47	194.11
21588-H	" " "	"	8/12/65	"	8/12	"							.47	200.31
21588-I	" " "	"	8/16/65	"	8/16	"							.47	196.38
21588-J	" " "	"	8/17/65	"	8/17	"							.47	192.98
21588-K	" " "	"	8/12/65	"	8/12	"							.47	189.41
20802-C	" " "	"	8/2/65	"	8/2	"							.47	203.32
2900-F	STANDARD STEEL BTRY 2006 ROBBINS ST. PAUL MINN	"	8/16/65	"	8/16	RAIL								41.30
2083	BATTERIES MFG 14650 DEQUINDRE DETROIT	"	8/9/65	"	8/9	TRUCK								

① PART OF CARLOAD SHIPMENT WITH 111

② SECONDARY SOFT LEAD

3231

323-7

0000-NLI-000042011

MONTH OF AUGUST 1965

① PART OF CARLOAD SHIPMENT WITH GRENOL

3.3-8

0000-NLI-000042013

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE **GRENOL**

MONTH OF **NOVEMBER** 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			*FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
85427-B	FORD MOTOR CO. BOX 248 OWASSO MICH	SAME	11/2/65	CARTER	11/2	TRUCK								
" A	" "	"	11/2/65	"	11/2	"								
" H	" "	"	11/24/65	"	11/24	"								
" L	" "	"	11/22/65	"	11/22	"								
32714-A	VOLTA BATTERY CO. 1800 E. 87TH ST. CHGO	"	11/16/65	"	11/16	"							.21	21.00
86027	664 BTRY CO. 4771 E. 8TH RD	"	11/10/65	"	11/10	"								
33399	STANDARD BTRY WORKS 1610 W. LAKE CHGO	"	11/19/65	"	11/19	"							.48	252
32007	GLOBE UNION INC. MILWAUKEE WISC	"	11/5/65	"	11/5	"								
86237	BATTERIES MFG. CO. 14650 DEQUINDRE DETROIT	"	11/19/65	"	11/19	"								
8602	" "	"	11/8/65	"	11/8	"								
3707-E	KW. BATTERY CO. SHOKICH	"	11/11/65	"	11/11	"							.195	70.20
" F	" "	"	11/17/65	"	11/17	"							.195	70.20
" D	" "	"	11/3/65	"	11/3	"							.195	70.20
31918	C & S BTRY MFG. 5557 W. 59TH ST. CHGO	"	11/12/65	"	11/12	"							.27	14.58
95495	STANDARD STATE BTRY 2306 ROBBINS ST. ST. LOUIS MO	"	11/12/65	"	11/12	RNL								41.31
86294	BATTERIES MFG. 14650 DEQUINDRE DETROIT	"	11/23/65	"	11/23	TRUCK								
85427-C	FORD MOTOR CO. BOX 248 OWASSO MICH	"	11/3/65	"	11/3	"								
" D	" "	"	11/4/65	"	11/4	"								
" F	" "	"	11/9/65	"		"								
" G	" "	"	11/10/65	"		"								
" H	" "	"	11/12/65	"	11/12	"								
" J	" "	"	10/12/65	"	10/16	"								
" J	" "	"	11/17/65	"	11/17	"								
" K	" "	"	11/17/65	"	11/19	"								
33157	ELECTRIC STORAGE BTRY 21213 PHIL PENN	2600 N. SECUNE MIAMI FL	11/17/65	"	11/17	TRAIL							.60	253.26
82547-B	" "	"	11/12/65	"	11/12	TRUCK							.70	296.47
82547-A	" "	"	11/11/65	"	11/11	"							.70	296.47
333	" "	"	11/19/65	"	11/19	TRAIL							.60	253.26
12801	TELESEUM BATTERY 1443 S. PULASKI	SAME											.2	43.20

- ① PART OF CL SHIPMENT
② SECONDARY SOFT LEAD

323-9

117

1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLO TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
32714-A	VOLTA BATTERY CO 1000 E. 87TH ST. CHGO	SAME	11/16/65	CARTER	11/16	TRUCK					X			21.00
86027	G.P.M. BTRY 6791 E. 8 MILE RD WARREN MICH	"	11/10/65	"	11/10	"					X			
33399	STANDARD BTRY WKS 1110 W. LAKE CHGO	"	11/19/65	"	11/19	"					X		.48	2.52
86237	BATTERIES MFG. 14650 DEQUINDRE DETROIT	"	11/19/65	"	11/19	"					X			
31918	CBS BATTERY MFG 4557 W. 59TH CHGO.	"	11/12/65	"	11/12	"					X		.29	14.51
95495	STANDARD STGE BTRY 2306 CORBIN ST. PAUL MINN	"	11/16/65	"	11/16	RAIL					X			41.30
86294	BATTERIES MFG 1465 DEQUINDRE DETROIT	"	11/23/65	"	11/23	TRUCK					X			

① PART OF CARLOAD SHIPMENT

323-10

0000-NLI-000042017

	①	②	③	④
	PART OF 40 TON ORDER AT 14.80 P/LD LEAD PRICE			
	-	30	-	13.80
	-	20	-	12.80
	-	20	-	14.80

* Plus 15 per cent freight.

Page 2
3a b-1

060670000-1 IN 0000

* Plus : -v's -f's + for cut.

[illegible]

326-2

NORTH OF

[illegible]

326-3

MONTH OF _____

[illegible]

356 4

0000-NLI-000042025

326-5

0000-NLI-006042027

326-6

0000-NLI-000042029

* Plus 15 cents freight per cwt.

[illegible]

326-7

0000-NLI-000042031

NORTH OF THE EQUATOR

CUSTOMER INFORMATION			SHIPPING INFORMATION			CONTRACT INFORMATION		FREIGHT INFORMATION			
DATE	NAME	ADDRESS	DATE	TO	FROM	NO.	TYPE	DATE	AMOUNT	PERCENT	DATE
4688	STATES BATTERY	BROOKLYN, ORE	7-30-65	Oakland, Calif	UNK	RAIL			X	.25	10-65
4689	STATES BATTERIES	BROOKLYN, ORE	8-10-65	Oakland, Calif	UNK	RAIL			X	.25	10-65

326-8

0000-NLI-000042033

3-9

0000-NLI-000042035

00000-NLI-0000042036

306-10

0000-NLI-000042037

ITEM NO.	DESCRIPTION	QUANTITY	UNIT	SHIPPING INFORMATION		CONTRACT		FREIGHT INFORMATION		PRICING INFORMATION	
				DATE	PLACE	NO.	DATE	DATE	DATE	DATE	DATE
120	240 BATTERIES										
121	CONSUMABLES										
122	240 BATTERIES										
123	240 BATTERIES										
124	240 BATTERIES										
125	240 BATTERIES										
126	240 BATTERIES										
127	240 BATTERIES										
128	240 BATTERIES										
129	240 BATTERIES										
130	240 BATTERIES										
131	240 BATTERIES										
132	240 BATTERIES										
133	240 BATTERIES										
134	240 BATTERIES										
135	240 BATTERIES										
136	240 BATTERIES										
137	240 BATTERIES										
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196	240 BATTERIES										
197	240 BATTERIES										
198	240 BATTERIES										
199	240 BATTERIES										
200	240 BATTERIES										

① PART OF 30 TON ORDER
 ② 20
 ③ 60
 ④ Bulk Discount 254 CWT.

0000-NLA-000042038

240 254 ton Total Order
 * 240 15 CWTs 254 CWTs

3216-11

0000-NLI-000042039

MONTH OF NOVEMBER YEAR 1966

- ① PART OF 30 TON ORDER
- ② " " 20 TON ORDER

② - - 20 TON ORDER

301-12

0000-NLI-000042041

MONTH OF APRIL 1961[illegible]

306-13

0000-NLI-000042043

306-14

0000-NLI-000042045

MONTH OF JANUARY 1961

① Part of C L order ② Paint Pig head change 11/10/64 also secondary lead per order ③ Chicago Pig
④ " " " " " "

Ally
327-1

0000-NLI-000042047

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE 205-10

NORTH OF JANUARY 1965

CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION					
ORDER NO.	CUSTOMER NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CARRIER	RATE	TOTAL FREIGHT DOLLARS
144	RED BATTERIES	CONSHOHOCKEN PA	1-4-65	PHILA		OUR TRUCK	1/18/65	4-6183	17.35				.17	43.12
145	RED BATTERIES	"	1-8-65	"		"	"	"	"				.17	43.12
146	"	"	1-11-65	"		"	"	"	"				.17	43.38
147	"	"	1-13-65	"		"	"	"	"				.17	43.38
148	"	"	1-15-65	"		"	"	"	"				.17	39.44
149	"	"	1-15-65	"		"	4/24/64	4-7247	17.35				.17	39.44
150	"	"	1-18-65	"		"	"	"	"				.17	43.38
151	"	"	1-20-65	"		"	"	"	"				.17	43.38
152	"	"	1-22-65	"		"	"	"	"				.17	85.50
153	"	"	1-26-65	"		"	"	"	"				.17	35.50
149281	"	"	1-26-65	"		"	1/26/65	5-239	18.35				.17	7.89
149282	"	"	1-26-65	"		"	"	"	"				.17	43.38
													</	

① Part of C L order. ② Price to Pig head change 12/10/64

0000-NLI-000042049

LEAD OXIDE 40LB TO BATTERY MANUFACTURERS

50-4

MONTH OF JANUARY

1965

CUST. NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	CUSTOMER'S NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
7679107	LYONS STATION CO.	LYONS STATION, PA.	1-6-65	PHILA		TRUCK	10/30/64	76791	15.95		✓			
7679108	"	"	1-7-65	"		"		"	"		✓			
7679109	"	"	1-8-65	"		"		"	"		✓			
7679110	"	"	1-11-65	"		"		"	"		✓			
7679111	"	"	1-12-65	"		"		"	"		✓			
7679112	"	"	1-14-65	"		"		"	"		✓			
7679113	"	"	1-18-65	"		"		"	"		✓			
7679114	"	"	1-22-65	"		"		"	"		✓			
7764904	"	"	1-27-65	"		"	11/14/64	77649	15.35		✓			
7074000	LANDIS BATTERY CO. 204 N. ROBINSON ST.	ATLANTIC CITY, N.J.	1-6-65	"		"					✓			
7055200	"	"	1-27-65	"		"					✓			
7023801	PRESTOLITE DIV. ELTRA CORP. 4700 5TH ST. HWY.	READING, Pa.	1-15-65	"		"					✓			
7682488	ZIEHLER BROS. 324 N. 15TH ST.	PHILA, PA.	1-12-65	"		TRUCK	11/14/64	76824	16.10		✓			
7730501	"	"	1-12-65	"		"	11/13/64	77305	16.10		✓			
7023002	PRESTOLITE DIV. ELTRA CORP. 4700 5TH ST. HWY.	READING, Pa.	1-24-65	"		TRUCK					✓			

- ① Part of C L order ② Prior to Pay lead change 11/10/64 also secondary lead per order ③ Prior to Pay lead change
④ Secondary lead per order

327-3

0000-NLI-000042051

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE

NORTH OF

CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION			
OLD TO	PLACE OF DELIVERY	DATE	PLANT OR	DATE	METHOD	DATE	NUMBER	PRICE	FREIGHT	FREIGHT	CO.	TOTAL
CUSTOMER'S NAME AND ADDRESS	(CITY & STATE)	SHIPPED	WAREHOUSE FROM	OF DELIVERY	OF DELIVERY				ALLOWED	NOT ALLOWED	CARRIER	FREIGHT DOLLARS
1001000	LYONS STATION, PA	1-4-65	PHILA		THEIR TRUCK	10/2/64	11191	16.35	✓			
1001001	"	1-7-65	"		"				✓			
1001002	"	1-7-65	"		"				✓			
1001003	"	1-11-65	"		"				✓			
1001004	"	1-20-65	"		"				✓			
1001005	"	1-21-65	"		"				✓			
1001006	"	1-22-65	"		"				✓			
1001007	"	1-22-65	"		"				✓			
1001008	"	1-22-65	"		"				✓			
1001009	"	1-22-65	"		"				✓			
1001010	"	1-22-65	"		"				✓			
1001011	"	1-22-65	"		"				✓			
1001012	"	1-22-65	"		"				✓			
1001013	"	1-22-65	"		"				✓			
1001014	"	1-22-65	"		"				✓			
1001015	"	1-22-65	"		"				✓			
1001016	"	1-22-65	"		"				✓			
1001017	"	1-22-65	"		"				✓			
1001018	"	1-22-65	"		"				✓			
1001019	"	1-22-65	"		"				✓			
1001020	"	1-22-65	"		"				✓			
1001021	"	1-22-65	"		"				✓			
1001022	"	1-22-65	"		"				✓			
1001023	"	1-22-65	"		"				✓			
1001024	"	1-22-65	"		"				✓			
1001025	"	1-22-65	"		"				✓			
1001026	"	1-22-65	"		"				✓			
1001027	"	1-22-65	"		"				✓			
1001028	"	1-22-65	"		"				✓			
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1001032	"	1-22-65	"		"				✓			
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1001037	"	1-22-65	"		"				✓			
1001038	"	1-22-65	"		"				✓			
1001039	"	1-22-65	"		"				✓			
1001040	"	1-22-65	"		"				✓			
1001041	"	1-22-65	"		"				✓			
1001042	"	1-22-65	"		"				✓			
1001043	"	1-22-65	"		"				✓			
1001044	"	1-22-65	"		"				✓			
1001045	"	1-22-65	"		"				✓			
1001046	"	1-22-65	"		"				✓			
1001047	"	1-22-65	"		"				✓			
1001048	"	1-22-65	"		"				✓			
1001049	"	1-22-65	"		"				✓			
1001050	"	1-22-65	"		"				✓			
1001051	"	1-22-65	"		"				✓			
1001052	"	1-22-65	"		"				✓			
1001053	"	1-22-65	"		"				✓			
1001054	"	1-22-65	"		"				✓			
1001055	"	1-22-65	"		"				✓			
1001056	"	1-22-65	"		"				✓			
1001057	"	1-22-65	"		"				✓			
1001058	"	1-22-65	"		"				✓			
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1001060	"	1-22-65	"		"				✓			
1001061	"	1-22-65	"		"				✓			
1001062	"	1-22-65	"		"				✓			
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1001064	"	1-22-65	"		"				✓			
1001065	"	1-22-65	"		"				✓			
1001066	"	1-22-65	"		"				✓			
1001067	"	1-22-65	"		"				✓			
1001068	"	1-22-65	"		"				✓			
1001069	"	1-22-65	"		"				✓			
1001070	"	1-22-65	"		"				✓			
1001071	"	1-22-65	"		"				✓			
1001072	"	1-22-65	"		"				✓			
1001073	"	1-22-65	"		"				✓			
1001074	"	1-22-65	"		"				✓			
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1001076	"	1-22-65	"		"				✓			
1001077	"	1-22-65	"		"				✓			
1001078	"	1-22-65	"		"				✓			
1001079	"	1-22-65	"		"				✓			
1001080	"	1-22-65	"		"				✓			
1001081	"	1-22-65	"		"				✓			
1001082	"	1-22-65	"		"				✓			
1001083	"	1-22-65	"		"				✓			
1001084	"	1-22-65	"		"				✓			
1001085	"	1-22-65	"		"				✓			
1001086	"	1-22-65	"		"				✓			
1001087	"	1-22-65	"		"				✓			
1001088	"	1-22-65	"		"				✓			
1001089	"	1-22-65	"		"				✓			
1001090	"	1-22-65	"		"				✓			
1001091	"	1-22-65	"		"				✓			
1001092	"	1-22-65	"		"				✓			
1001093	"	1-22-65	"		"				✓			
1001094	"	1-22-65	"		"				✓			
1001095	"	1-22-65	"		"				✓			
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1001109	"	1-22-65	"		"				✓			
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1001111	"	1-22-65	"		"				✓			
1001112	"	1-22-65	"		"				✓			
1001113	"	1-22-65	"		"				✓			
1001114	"	1-22-65	"		"				✓			
1001115	"	1-22-65	"		"				✓			
1001116	"	1-22-65	"		"				✓			
1001117	"	1-22-65	"		"				✓			
1001118	"	1-22-65	"		"				✓			
1001119	"	1-22-65	"		"				✓			
1001120	"	1-22-65	"		"				✓			
1001121	"	1-22-65	"		"				✓			
1001122	"	1-22-65	"		"				✓			
1001123	"	1-22-65	"		"				✓			
1001124	"	1-22-65	"		"				✓			
1001125	"	1-22-65	"		"				✓			
1001126	"	1-22-65	"		"				✓			
1001127	"	1-22-65	"		"				✓			
1001128	"	1-22-65	"		"				✓			
1001129	"	1-22-65	"		"				✓			
1001130	"	1-22-65	"		"				✓			
1001131	"	1-22-65	"		"				✓			
1001132	"	1-22-65	"		"				✓			
1001133	"	1-22-65	"		"				✓			
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1001135	"	1-22-65	"		"				✓			
1001136	"	1-22-65	"		"				✓			
1001137	"	1-22-65	"		"				✓			
1001138	"	1-22-65	"		"				✓			
1001139	"	1-22-65	"		"				✓			
1001140	"	1-22-65	"		"				✓			
1001141	"	1-22-65	"		"				✓			
1001142	"	1-22-65	"		"				✓			
1001143	"	1-22-65	"		"				✓			
1001144	"	1-22-65	"		"				✓			
1001145	"	1-22-65	"		"				✓			
1001146	"	1-22-65	"		"				✓			
1001147	"	1-22-65	"		"				✓			
1001148	"	1-22-65	"		"				✓			
1001149	"	1-22-65	"		"				✓			
1001150	"	1-22-65	"</									

3.57 4 T

0000-NLI-000042053

25-B

1965

INVOICE NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO CUSTOMER'S NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT PAID- FORWARD	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE CWT	TOTAL FREIGHT DOLLARS
2546901	STO. CARPENTERS WHEELING TONSURETY CO.	CONSHOHOCKEN, PA.	8-16-65	PHILA.		WATER					✓	✓	.17	43.38
2546902	"	"	8-16-65	"		"					✓	✓	"	"
2546903	"	"	8-16-65	"		"					✓	✓	"	"
2546904	"	"	8-16-65	"		"					✓	✓	"	"
2546905	"	"	8-20-65	"		"					✓	✓	"	"
2546906	"	"	8-25-65	"		"					✓	✓	"	"
2546907	"	"	8-31-65	"		"					✓	✓	"	9.86

① Part of CL order



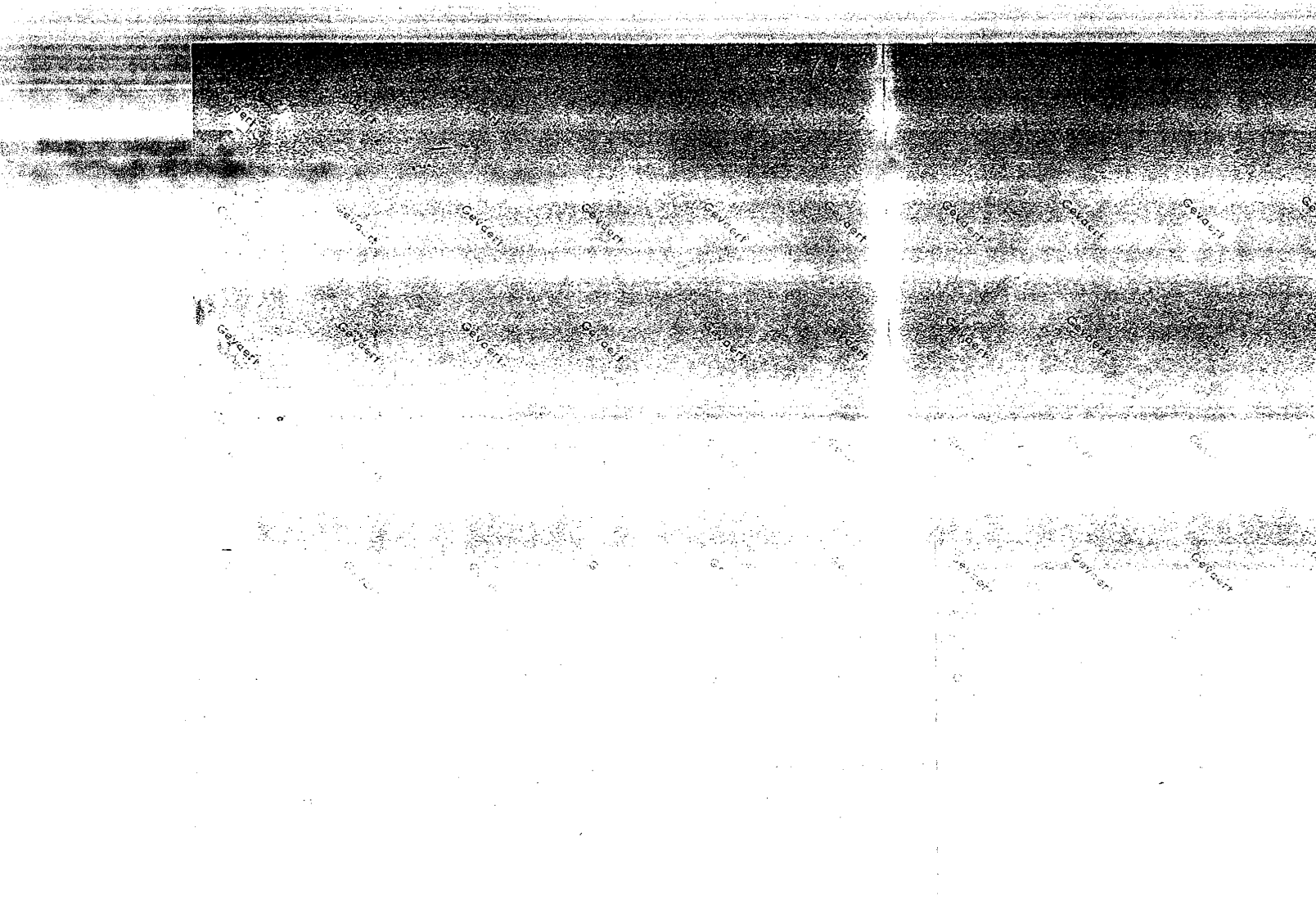
0000-NLI-000042055

LEADoxide SOLD TO SALTERT MANUFACTURERS

MONTH OF AUGUST 1967

[illegible]

① Secondary Lead Per order.



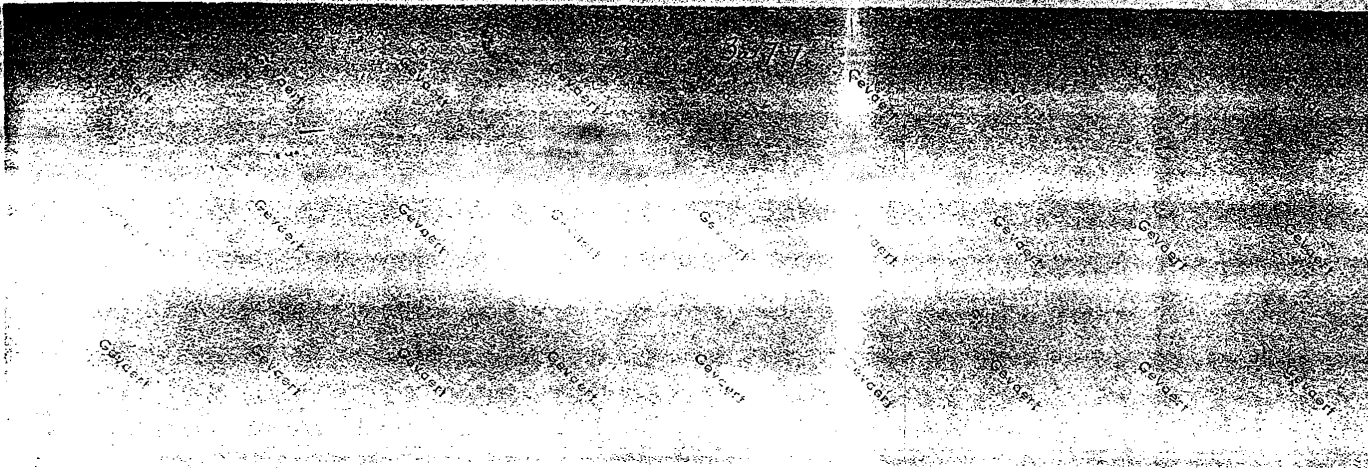
0000-NLI-000042057

LEAD ACID BATTERY MANUFACTURING CO.

MONTH OF 8/1965

CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
SHIP TO NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
NEW BELL BROS. CO.	LYONS STATION, PA.	8-5-65	PHILA		THEIR TRUCK					✓			
	"	8-3-65	"		"					✓			
	"	8-1-65	"		"					✓			
	"	8-6-65	"		"					✓			
	"	8-11-65	"		"					✓			
	"	8-12-65	"		"					✓			
	"	8-13-65	"		"					✓			
	"	8-16-65	"		"					✓			
	"	8-20-65	"		"					✓			
	"	8-25-65	"		"					✓			
	"	8-27-65	"		"					✓			
	"	8-30-65	"		"					✓			
	"	8-31-65	"		"					✓			
JOHN J. HENRY & CO. 100 N. LIBERTY ST.	WINSTON SALEM, N.C.	8-17-65	"		PILOT RT.					✓			
LANCASTER BATTERY CO. 130 HARRISBURG AVE.	LANCASTER, PA.	8-6-65	"		THEIR TRUCK					✓			
" " " "	"	8-31-65	"		"					✓			
" " " "	"	8-31-65	"		"					✓			
LANDIS BATTERY CO. 604 N. ROBINSON AVE.		8-11-65	"		"					✓			
21680 DIEHLER BROS. 124 N. 15TH ST.	PHILA PA.	8-9-65	"		"					✓	✓		24.88

① Part of C-L order ② Secondary Lead Per Order



0000-NLI-000042059

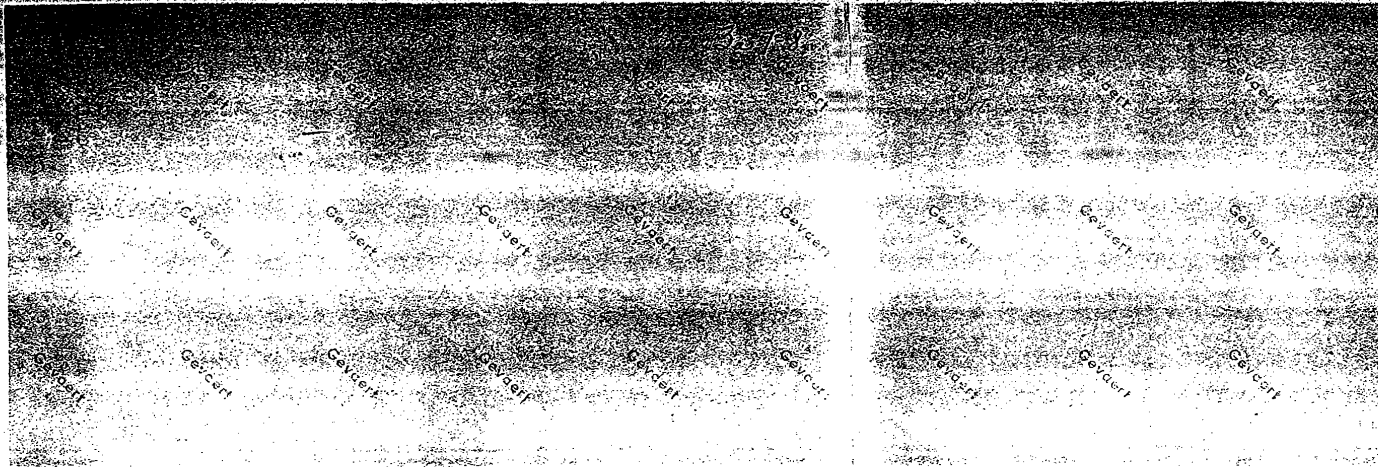
LEAD OXIDE SOLD TO BATTER MANUFACTURERS: 10/23/2012

MONTH OF August

1965

INVOICE NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	VEHICLE NO. OF DELIVERY	DATE	NUMBER	PRICE	PAID BY CUSTOMER	PAID BY ALBERTA	PAID BY OTHER	TOTAL FREIGHT DOLLARS	
4922	W. P. M. M. & Co.	LYONS STATION, PA.	8-2-65	PAID		HERMAN								
4923	"	"	8-2-65	"		"								
4924	"	"	8-4-65	"		"								
4925	"	"	8-6-65	"		"								
4926	"	"	8-9-65	"		"								
4927	"	"	8-12-65	"		"								
4928	"	"	8-24-65	"		"								
4929	"	"	8-16-65	"		"								
4930	"	"	8-24-65	"		"								
4931	"	"	8-27-65	"		"								
4932	"	"	8-30-65	"		"								
4933	"	"	8-31-65	"		"								
4934	LANCASTER BATTERY CO. 1334 HARRISBURG AVE.	LANCASTER, PA.	8-6-65	"		"								
4935	"	"	8-31-65	"		"								
4936	"	"	8-31-65	"		"								
4937	LANDIS BATTERY CO. 604 N. ROBINSON ST.	ATLANTIC CITY, N.J.	8-11-65	"		"								
4938	ZIEHLER BROS. 324 N. 15TH ST.	PHILA. PA.	8-19-65	"		OUR TRUCK								

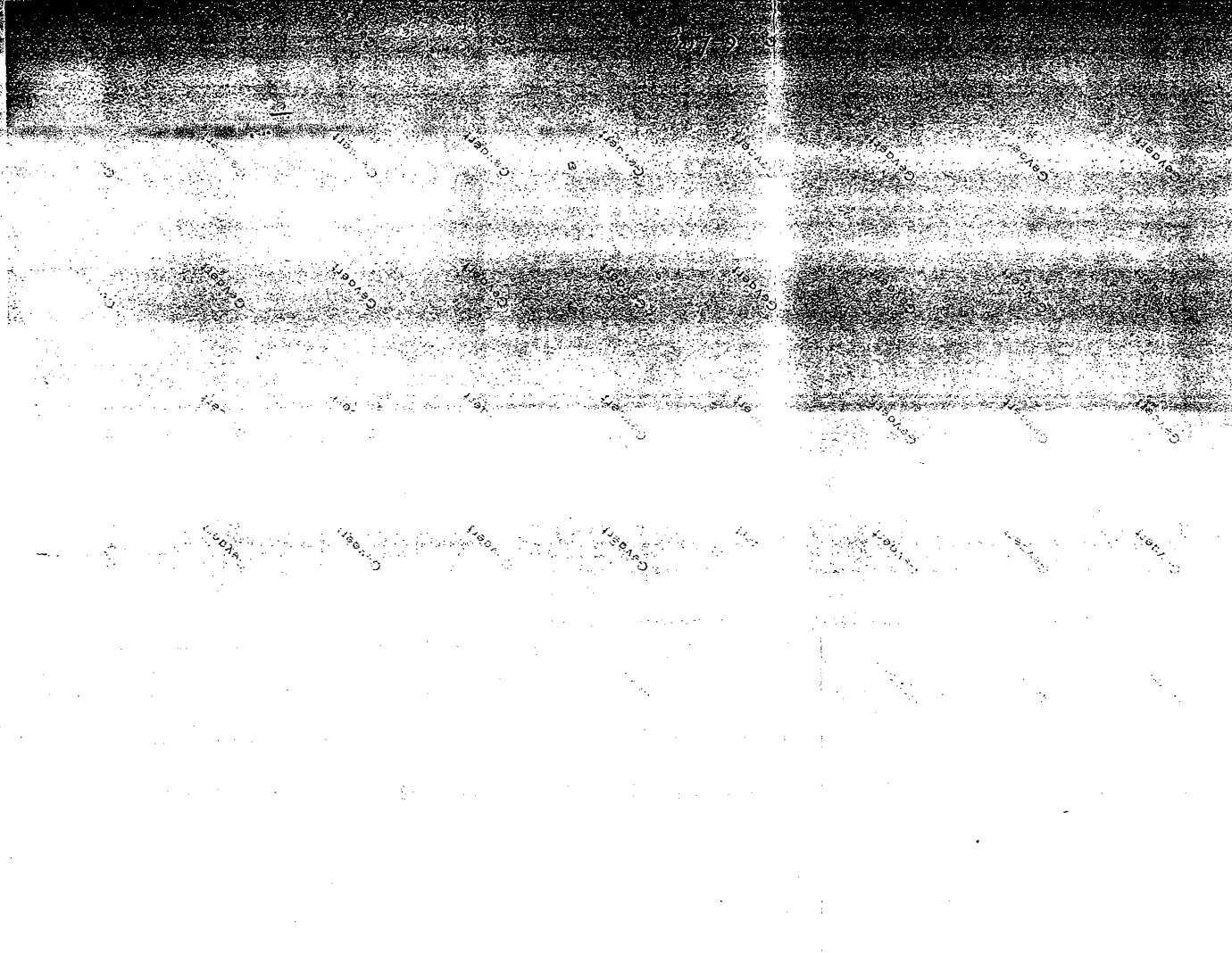
① Part of CL order ② Secondary Lead Part Order ③ Enroll in Pricing.



0000-NLI-000042061

MONTH OF NOVEMBER 1951

⑦ Part of CL order



0000-NLI-000042063

LEAD ACID BATTERY MANUFACTURING CO. INC. - KENNER

MONTH OF NOVEMBER 1965

CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)		FREIGHT INFORMATION				
ORDER NO.	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	WAREHOUSE	DATE OF DELIVERY	DATE OF ORDER	DATE	NUMBER	PRICE	PREPAID	TO BE PAID	RATE	FREIGHT DOLLARS
7-1101	WINDY HILL, VA	11-18-65										
7-1102	WINDY HILL, VA											
7-1103	WINDY HILL, VA											
7-1104	WINDY HILL, VA											
7-1105	WINDY HILL, VA											
7-1106	WINDY HILL, VA											
7-1107	WINDY HILL, VA											
7-1108	WINDY HILL, VA											
7-1109	WINDY HILL, VA											
7-1110	WINDY HILL, VA											
7-1111	WINDY HILL, VA											
7-1112	WINDY HILL, VA											
7-1113	WINDY HILL, VA											
7-1114	WINDY HILL, VA											
7-1115	WINDY HILL, VA											
7-1116	WINDY HILL, VA											
7-1117	WINDY HILL, VA											
7-1118	WINDY HILL, VA											
7-1119	WINDY HILL, VA											
7-1120	WINDY HILL, VA											
7-1121	WINDY HILL, VA											
7-1122	WINDY HILL, VA											
7-1123	WINDY HILL, VA											
7-1124	WINDY HILL, VA											
7-1125	WINDY HILL, VA											
7-1126	WINDY HILL, VA											
7-1127	WINDY HILL, VA											
7-1128	WINDY HILL, VA											
7-1129	WINDY HILL, VA											
7-1130	WINDY HILL, VA											
7-1131	WINDY HILL, VA											
7-1132	WINDY HILL, VA											
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7-1134	WINDY HILL, VA											
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7-1195	WINDY HILL, VA											
7-1196	WINDY HILL, VA											
7-1197	WINDY HILL, VA											
7-1198	WINDY HILL, VA											
7-1199	WINDY HILL, VA											
7-1200	WINDY HILL, VA											

① Part of C L order. ② Secondary Lead per order.



22718

Gettort Gettort Gettort Gettort Gettort Gettort Gettort Gettort Gettort Gettort

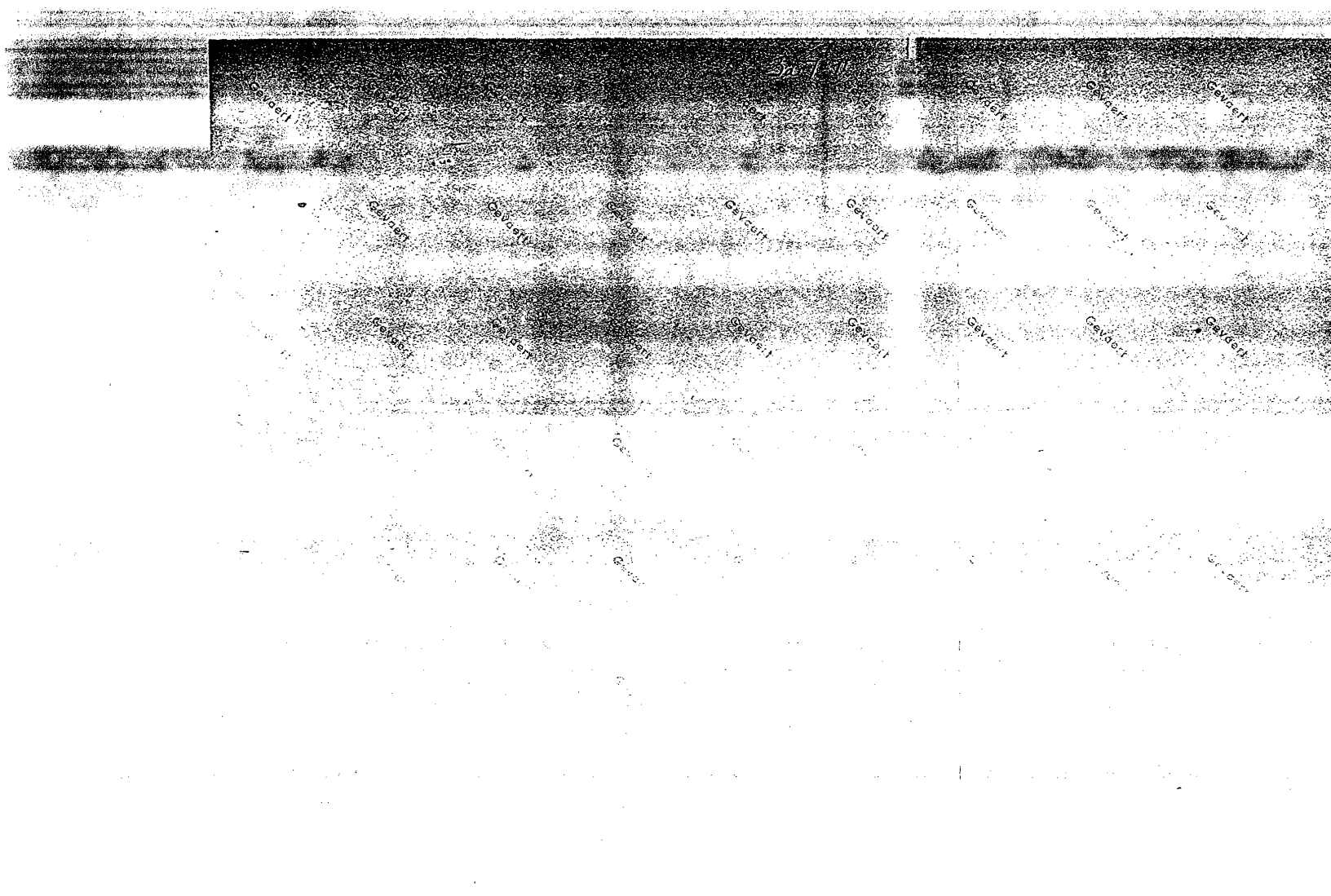
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RECEIVED BY THE CUSTOMER AND ACCEPTED FOR DELIVERY

MONTH OF *NOVEMBER* 19*65*

CUSTOMER INFORMATION				SHIPPING INFORMATION			CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
ACCOUNT NO.	CUSTOMER'S NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	QUOTE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT PAID	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
7675700	INTERSTATE BATTERY CO. 130 E. HARRISBURG ST.	LANCASTER, PA.	11-26-65	PHILA		AIR MAIL					✓			
7675701	" " " "	" " "	11-26-65	"		"					✓			
7675702	EAST PENN MFG. CO.	LYONS STATION, PA.	11-26-65	"		"					✓			
7675703	" " " "	" " "	11-26-65	"		"					✓			
7675704	" " " "	" " "	11-26-65	"		"					✓			
7675705	" " " "	" " "	11-26-65	"		"					✓			
7675706	" " " "	" " "	11-26-65	"		"					✓			
7675707	" " " "	" " "	11-26-65	"		"					✓			
7675708	" " " "	" " "	11-26-65	"		"					✓			
7675709	" " " "	" " "												
7675710	LANCASTER BATTERY CO. 1331 HARRISBURG AVE.	LANCASTER, PA.	11-26-65	"		"					✓			
7675711	" " " "	" " "												
7675712	" " " "	" " "												
7675713	" " " "	" " "												
7675714	" " " "	" " "												
7675715	" " " "	" " "												
7675716	" " " "	" " "												
7675717	" " " "	" " "												
7675718	" " " "	" " "												
7675719	" " " "	" " "												
7675720	" " " "	" " "												
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7675750	" " " "	" " "												
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7675760	" " " "	" " "												
7675761	" " " "	" " "												
7675762	" " " "	" " "												
7675763	" " " "	" " "												
7675764	" " " "	" " "												
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7675766	" " " "	" " "												
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7675769	" " " "	" " "												
7675770	" " " "	" " "												
7675771	" " " "	" " "												
7675772	" " " "	" " "												
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7675774	" " " "	" " "												
7675775	" " " "	" " "												
7675776	" " " "	" " "												
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7675781	" " " "	" " "												
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7675784	" " " "	" " "												
7675785	" " " "	" " "												
7675786	" " " "	" " "												
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7675790	" " " "	" " "												
7675791	" " " "	" " "												
7675792	" " " "	" " "												
7675793	" " " "	" " "												
7675794	" " " "	" " "												
7675795	" " " "	" " "												
7675796	" " " "	" " "												
7675797	" " " "	" " "												
7675798	" " " "	" " "												
7675799	" " " "	" " "												
7675800	" " " "	" " "												

① Part of C.L. order ② Secondary lead and order



0000-NLI-000042067

NO REFUND FOR RETURNED MAIL. ITEMS NOT ALLOWED: FRAGILE AND ALCOHOLICS. COMPLETE ORDER: IF NOT LEAST - DATE - TOTAL FREIGHT DOLLARS: FILL IN BOTH

CUSTOMER INFORMATION			SHIPPING INFORMATION			CONTACT INFORMATION		FREIGHT INFORMATION				PRICING INFORMATION			
NAME	ADDRESS	CITY/STATE	SHIP TO	SHIP FROM	SHIP VIA	SHIP DATE	SHIP TIME	SHIP METHOD	SHIP RATE	SHIP TIME	SHIP METHOD	QUANTITY	UNIT PRICE	PER CT	INVOICE PRICE/CT
THE BATTERY CO.	2400 N. 10TH ST.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	601	18.60	17.60	18.35
THE BATTERY CO.	2400 N. 10TH ST.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	1200	18.60	17.60	18.35
THE BATTERY CO.	2400 N. 10TH ST.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	600	18.60	17.60	18.35
THE BATTERY CO.	2400 N. 10TH ST.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	3400	18.60	17.60	18.35
THE BATTERY CO.	2400 N. 10TH ST.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	PHILADELPHIA, PA.	3600	18.60	17.60	18.35

① Most of 21 mms ② Secondary end model for cover

0000-NLI-000042069

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS

MONTH OF *January* *1965*

INVOICE NO. CREDIT MEMO NO. DEBIT MEMO NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION			
	SOLD TO CUSTOMER'S NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT PAID BY CUSTOMER	FREIGHT ALLOWED	CO. CAR. RATES	TOTAL FREIGHT DOLLARS
31-267	<i>Electric Storage Battery Co., Philadelphia, Pa.</i>	<i>Denver, Colorado</i>	<i>1-24-65</i>	<i>Chicago, Ill.</i>	<i>1-14-65</i>	<i>Rail</i>				✓		<i>180</i>	<i>567.00</i>
31-267			<i>1-24-65</i>	"	<i>1-14-65</i>	"				✓		<i>180</i>	<i>567.00</i>
31-267			<i>1-24-65</i>	"	<i>1-16-65</i>	"				✓		<i>180</i>	<i>567.00</i>
31-65		<i>Omaha, Nebraska</i>	<i>1-29-65</i>	"	<i>1-23-65</i>	"				✓		<i>60</i>	<i>135.00</i>
31-65		"	"	"	<i>1-23-65</i>	"				✓		<i>60</i>	<i>135.00</i>
2-56		<i>Memphis, Tennessee</i>	<i>1-11-65</i>	<i>Memphis, Tenn.</i>	<i>1-14-65</i>	"				✓		<i>186</i>	<i>114.84</i>
2-57		"	<i>1-27-65</i>	"	<i>1-14-65</i>	"				✓		<i>186</i>	<i>114.84</i>
15-15001		<i>Denver, Colorado</i>	<i>1-12-65</i>	<i>Denver, Colo.</i>	<i>1-14-65</i>	"				✓		<i>482</i>	<i>271.57</i>
15-15002		"	<i>1-22-65</i>	"	<i>1-20-65</i>	"				✓		<i>482</i>	<i>271.57</i>
1-1558	<i>Electric Storage Battery Co., Philadelphia, Pa.</i>	<i>Memphis, Tenn.</i>	<i>1-14-65</i>	<i>Chicago, Ill.</i>	<i>1-14-65</i>	<i>Rail</i>				✓		<i>69</i>	<i>259.70</i>
1-1742	<i>Electric Storage Battery Co., Philadelphia, Pa.</i>	<i>Denver, Colorado</i>	<i>11-27-65</i>	<i>Chicago, Ill.</i>	<i>11-11-65</i>	<i>T.L.</i>				✓		<i>136</i>	<i>221.40</i>
1-1743		"	<i>10-29-65</i>	"	<i>11-13-65</i>	"				✓		<i>136</i>	<i>221.40</i>
31-1745		"	<i>11-5-65</i>	"	<i>11-19-65</i>	"				✓		<i>136</i>	<i>233.77</i>
31-1853		"	<i>11-2-65</i>	"	<i>11-18-65</i>	"				✓		<i>136</i>	<i>221.40</i>
31-1854		"	<i>11-11-65</i>	"	<i>11-16-65</i>	"				✓		<i>136</i>	<i>221.40</i>
31-1855		"	<i>11-16-65</i>	"	<i>11-19-65</i>	"				✓		<i>136</i>	<i>221.40</i>
31-1856		<i>Waukegan, Ill.</i>	<i>11-5-65</i>	"	<i>11-11-65</i>	"				✓		<i>65</i>	<i>221.40</i>
31-1857		<i>Omaha, Neb.</i>	<i>11-17-65</i>	"	<i>11-20-65</i>	"				✓		<i>65</i>	<i>221.40</i>

CHICAGO LEAD MARKET 15.73
ST. LOUIS 15.60
BALTIMORE 16.00

FRIGHT ON 200 LBS. BATTERIES 31- WAS PAID BY CHICAGO E.L.

FULL TONNAGE OF MATERIAL WAS NOT AVAILABLE AT OUR PLANT FOR SHIPMENT TO CUSTOMER ON DATES REQUIRED BY P.M.

* NO PURCHASE ORDER RECEIVED ORDER TO N.L.C. CHICAGO-BR.

Al. Louis
3281

0000-NLI-000042071

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE 11-A-6 1ST CHANGE 1ST MANUFACTURED FROM REFINED SECONDARY LEAD

MONTHS OF January - August November 1965

INVOICE NO. CREDIT MEMO NO. DEBIT MEMO NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO CUSTOMER'S NAME AND ADDRESS	PLACE OF DELIVERY CITY & STATE	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
2-456	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Peoria, Ill.	1-28-65	St. Louis, Mo.	1-28-65	Wheeler					✓			w/c
2-129	"	"	1-8-65	"	1-8-65	"					✓			w/c
2-207	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Crown Bluffs, Iowa	1-27-65	"	1-27-65	Rail					✓			1.66
2-10113	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	St. Louis, Mo.	1-5-65	"	1-5-65	Wheeler					✓			w/c
2-505	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Springfield, Ill.	1-27-65	"	1-27-65	"					✓			w/c
2-446	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Springfield, Ill.	1-27-65	"	1-27-65	"					✓			w/c
2-6071	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Peoria, Ill.	8-14-65	St. Louis, Mo.	8-14-65	Wheeler					✓			w/c
2-6072	"	"	8-14-65	"	8-14-65	"					✓			w/c
2-5912	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Springfield, Ill.	8-14-65	"	8-14-65	Wheeler					✓			86.79
2-6073	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Crown Bluffs, Iowa	8-14-65	"	8-14-65	Rail					✓			1.66
2-6135	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	St. Louis, Mo.	8-14-65	"	8-14-65	Wheeler					✓			w/c
2-6546	"	"	8-14-65	"	8-14-65	"					✓			w/c
2-6074	Ed. Leonard Battery 1015 N. 1st St., Peoria, Ill.	Peoria, Ill.	11-17-65	St. Louis, Mo.	11-17-65	Wheeler					✓			w/c

LEAD PRICE & DECEMBER 1964 MONTHLY AVERAGE. GRADE RECAPTURE IN DECEMBER AT DECEMBER AVERAGE. THIS CUSTOMER DOES NOT MAIL PURCHASE
 1) FREIGHT EQUI. 2.00 - EAST ST. LOUIS, ILLINOIS (TO MEET A COMPETITIVE FREIGHT CHARGE)
 2) PART OF T/L SEPARATE
 3) CUSTOMER P.O. NO. 200 PLANT WITH A TRUCK WITH A CAPACITY OF APPROXIMATELY 2,000, HOWEVER, WE RECEIVE A TRUCKLOAD ORDER

308-2

0000-NLI-000042073

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS - THE SACRAMENTO VALLEY DRY MANUFACTURING CO. RETIRED SECONDARY LEAD
MONTH OF JANUARY - FEBRUARY 1965

INVOICE NO. (CREDIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
2-436	Ed. Williams & Co. 1515 N. 1st St., St. Louis, Mo.	St. Louis, Mo.	1-26-65	St. Louis, Mo.	1-26-65	Wagon					✓			n/c
2-124	" " " " " "	" " "	1-8-65	" " "	1-8-65	" " "					✓			n/c
2-394	Ed. Williams & Co. 1515 N. 1st St., St. Louis, Mo.	Cambridge Bluffs, Ill.	1-29-65	" " "	1-29-65	Rail					✓			Collect
2-1613	2240 Maryland Road, St. Louis, Mo.	St. Louis, Mo.	1-5-65	" " "	1-5-65	Wagon					✓			n/c
2-579	Ed. Williams & Co. 1515 N. 1st St., St. Louis, Mo.	St. Louis, Mo.	8-26-65	St. Louis, Mo.	8-10-65	Wagon					✓			n/c
2-426	" " " " " "	" " "	8-19-65	" " "	8-19-65	" " "					✓			n/c
2-5912	Ed. Williams & Co. 1515 N. 1st St., St. Louis, Mo.	Springfield, Ill.	8-6-65	" " "	8-19-65	Truck					✓		41	86.49
2-6624	Ed. Williams & Co. 1515 N. 1st St., St. Louis, Mo.	Cambridge Bluffs, Ill.	8-27-65	" " "	9-3-65	Rail					✓			Collect
2-1135	2240 Maryland Road, St. Louis, Mo.	St. Louis, Mo.	8-12-65	" " "	8-19-65	Wagon					✓			n/c
2-6546	" " " " " "	" " "	8-24-65	" " "	8-19-65	" " "					✓			n/c
2-579	Ed. Williams & Co. 1515 N. 1st St., St. Louis, Mo.	St. Louis, Mo.	11-19-65	St. Louis, Mo.	11-19-65	Wagon					✓			n/c

(1) LEAD PRICES 2 DECEMBER 1964 MONTHLY AVERAGE. ORDER ACCEPTED IN DECEMBER ON DECEMBER 1964

(2) FREIGHT & EQUALIZER - EAST ST. LOUIS, ILLINOIS (TO MEET A COMPETITOR'S FREIGHT CHARGES)

(3) PART OF TRUCKLOAD SHIPMENT

(4) CUSTOMER PICKS UP AT OUR PLANT WITH HIS TRUCK WITH A CAPACITY OF APPROXIMATELY 10000#, HOWEVER, WE RECEIVED A TRUCKLOAD

328 3

0000-NLI-000042075

MONTH OF JANUARY - AUGUST - NOVEMBER 1968

3) PART OF RECKLAND SHIPMENT

328-4

0000-NLI-000042077

MONTH OF August 1965

328-5

0000-NLI-000042079

3a8-6

0000-NLI-000042081

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE III-C LITHARGE, OR

MONTH OF JANUARY - AUGUST - NOVEMBER 1965

INVOICE NO. CREDIT MEMO NO. DEBIT MEMO NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
8-51	Bank of America, N.A. 1000 West 10th Street, Dallas, TX	Martinez, Ill	12-2-55	H. J. Smith & Co.	12-2-55	WILLIS					✓			11.00
2-4606	Bank of America, N.A. 1000 West 10th Street, Dallas, TX	Martinez, Ill	12-2-55	H. J. Smith & Co.	12-2-55	WILLIS					✓			11.00

3w8-7

0000-NLI-000042083

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE

11-5-54THARKE, WY

MONTH OF August - November 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY P. S. T.	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
65-10046	Lawrence Battery Co. 3223 E. U. 11th St., Brownsville, Tex.	Brownsville, Texas	8-12-65	Dallas, Texas	8-16-65	Truck					✓			COLLECT
65-10048	" " "	" "	8-17-65	" "	8-19-65	"					✓			
65-10049	Lawrence Battery Co. 3223 E. U. 11th St., Brownsville, Tex.	Brownsville, Texas	8-18-65	" "	8-20-65	"					✓			COLLECT
65-10052	Lawrence Battery Co. 3223 E. U. 11th St., Brownsville, Tex.	Brownsville, Texas	8-23-65	" "	8-25-65	"					✓			COLLECT
65-10063	Lawrence Battery Co. 3223 E. U. 11th St., Brownsville, Tex.	Brownsville, Texas	11-11-65	Dallas, Texas	11-15-65	Truck					✓			
65-10066	Lawrence Battery Co. 3223 E. U. 11th St., Brownsville, Tex.	Brownsville, Texas	11-04-65	" "	11-18-65	"					✓			COLLECT
65-10071	Lawrence Battery Co. 3223 E. U. 11th St., Brownsville, Tex.	Brownsville, Texas	11-24-65	" "	11-26-65	"					✓			COLLECT

(1) PRICING ERROR FOUND AT TIME OF PREPARING REPORT. AMOUNT TOO SMALL & TIME LAG. NO ADDITIONAL BILLING BEING SENT.
(2) FREIGHT NOT CHARGED DUE TO ERROR. TOO SMALL FOR ADDITIONAL BILLING.

Southwestern
3a-9-1

0000-NLI-000042085

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS, TYPE

CRENSHAW LITHARITE FROM REFINED SECONDARY LEAD

MONTH OF August

1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO- CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
65-15083	Waller Battery Co. Inc. 5400 North Central Exp. Dallas, Tex.	Dallas, Tex.	8-31-65	Dallas Plant	8/31/65	Truck					✓	✓		
65-15074	"	"	8-1-65	"	8/1/65	"					✓	✓		
65-15075	"	"	8-10-65	"	8/10/65	"					✓	✓		
65-15073	"	"	8-3-65	"	8/3/65	"					✓	✓		
65-15072	"	"	8-2-65	"	8/2/65	"					✓	✓		
65-15076	"	"	8-12-65	"	8/12/65	"					✓	✓		
65-15077	"	"	8-12-65	"	8/13/65	"					✓	✓		
65-15078	"	"	8-12-65	"	8/17/65	"					✓	✓		
65-15079	"	"	8-12-65	"	8/18/65	"					✓	✓		
65-15080	"	"	8-19-65	"	8/19/65	"					✓	✓		
65-15081	"	"	8-24-65	"	8/24/65	"					✓	✓		
65-15082	"	"	8-25-65	"	8/25/65	"					✓	✓		

3292

0000-NLI-000042087

LEAD OXIDE SOLD TO BATTERY MANUFACTURERS TYPE

PAGE NO. 1

BRANCH: SOUTH WESTERN

MONTH OF JANUARY - 1965

* INSTRUCTIONS FOR FREIGHT INFORMATION
FREIGHT ALLOWED - FREIGHT NOT ALLOWED CHECK ONE
COMPANY CARRIER CHECK IF APPLICABLE
NOTE - TOTAL FREIGHT DOLLARS FILL IN BOTH

INVOICE NO. (FREIGHT MEMO NO.)	CUSTOMER INFORMATION			SHIPPING INFORMATION			CONTRACT (IF APPLICABLE)		* FREIGHT INFORMATION				PRICING INFORMATION		
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	DATE OF DELIVERY (CITY & STATE)	DATE OF DELIVERY (CITY & STATE)	DATE OF DELIVERY (CITY & STATE)	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	LESS THAN CARRIER	LIST PRICE PER CWT	INVOICE PRICE/CWT
65-100032	Franklin Battery Co. 2400 E. 1st St. Birmingham, Ala. 35201	Birmingham, Ala.	1-14-65	1-14-65	1-14-65	1-14-65								17.90	17.90
65-100032	"	"	1-14-65	1-14-65	1-14-65	1-14-65								18.10	18.10
65-15176	Franklin Battery Co. 2400 E. 1st St. Birmingham, Ala. 35201	Birmingham, Ala.	1-15-65	1-15-65	1-15-65	1-15-65								17.85	17.85
65-15171	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15172	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15173	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15174	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15175	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15176	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15177	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15178	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15179	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15180	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15181	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15182	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15183	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15184	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15185	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15186	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15187	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15188	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15189	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15190	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15191	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15192	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15193	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15194	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15195	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15196	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15197	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15198	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15199	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15200	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15201	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15202	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15203	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15204	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15205	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15206	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15207	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15208	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15209	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15210	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15211	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15212	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15213	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15214	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15215	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15216	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15217	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15218	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15219	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15220	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15221	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15222	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15223	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15224	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15225	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15226	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15227	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15228	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15229	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15230	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15231	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15232	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15233	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15234	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15235	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15236	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15237	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15238	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15239	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15240	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15241	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15242	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15243	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15244	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15245	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15246	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15247	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15248	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15249	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15250	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15251	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15252	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15253	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15254	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15255	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15256	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15257	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15258	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15259	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16.85
65-15260	"	"	1-15-65	1-15-65	1-15-65	1-15-65								16.85	16

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MONTH OF NOVEMBER 1965

FREIGHT EQUALIZATION - TOPLIN, MISSOURI (TO MEET A COMPETITORS FREIGHT CHARGES)
PART OF CARGO SHIPMENT

329-4

0000-NLI-000042091

MONTH OF JANUARY 1965

① PRICING ERROR

209-5

Atlanta

3/1/11

0000-NLI-000042093

MONTH OF August 196

[illegible]

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3b1-2

MONTH OF NOVEMBER 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
940	COLONADO PAINT CO	EDGEWATER, FLA	11-4	ATLANTA	11-4	RAIL				✓		✓	1.75	38.35
1683	"	"	11-14	"	11-14	"				✓		✓	2.05	20.71
983	S.L. GILMAN PAINT CO	ATLANTA, GA	11-4	"	11-4	RAIL				✓				
1480	IOWA PAINT MFG	DECATUR, GA	11-16	"	11-14	"				✓				
1287	PITTSBURGH PLATE GLASS	EAST POINT, GA	11-15	CHICAGO	11-15	RAIL				✓		✓		
1467	SAVANNAH PAINT MFG	SAVANNAH, GA	11-16	ATLANTA	11-16	HARPER				✓		✓	1.60	16.16
1544	"	"	11-17	"	11-17	"				✓		✓	1.60	16.16
895	STAEHLER PAINT CO	BIRMINGHAM, ALA	11-2	"	11-2	UNITED				✓		✓	1.14	24.19

3009-7

361-3

0000-NLI-000042097

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF JANUARY 1965

INVOICE NO. CREDIT MEMO NO. (IDENT. MARK NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
5234300	APEX COLOR WORKS INC. 64 CHAPEL ST. NEWARK 5, N.J.	SAME	1/29/65	PRATH AHBOYNS	1/29/65	TRUCK PREPAID				✓			M	4.40
200700	COOK & DUNN PT. CORP. 157-167 KOSKUTH ST. NEWARK, N.J.	109 ST FRANCIS ST NEWARK, N.J.	1/5/65	"	1/5/65	TRUCK PREPAID				✓			55	11.22
5209000	GIBSON & HOMANS CO. 32 MAIN ST. MATAMOROS, N.J.	SAME	1/11/65	"	1/11/65	TRUCK PREPAID				✓			94	9.59
5212000	HARRIS G. STRONG 455 E. 147 th ST. BRONX 59, N.Y.	SAME	1/21/65	"	1/21/65	TRUCK PREPAID				✓			M	3.70
206300	PARKS PT. & VARNISH CO. 660 TONNELLE AVE. JERSEY CITY, N.J.	SAME	1/7/65	"	1/7/65	TRUCK PREPAID				✓		✓		
206800	PITTSBURGH PLATE GLASS 29 RIVERSIDE AVE. NEWARK 1, N.J.	SAME	1/7/65	"	1/7/65	TRUCK PREPAID	1/23/64	296042	20.00	✓		✓		
5232800	RED HAND COMPOSITIONS 1 BROADWAY NEW YORK, N.Y.	NEWARK, N.J.	1/28/65	"	1/28/65	TRUCK PREPAID				✓		✓		
5216000	STANLEY CHEMICAL BERLIN ST. EAST BERLIN, CONN.	SAME	1/5/65	"	1/5/65	TRUCK PREPAID				✓			1.46	29.78
203800	YOUNG PT. & VARNISH CO. SOUTH AVE FREDERICK, N.J.	SAME	1/6/65	"	1/6/65	TRUCK PREPAID				✓			.70	3.57

① BASED ON PRICE IN EFFECT AT TIME OF CONTRACT

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Atlantic
3b-2-1

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF AUGUST 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO CUSTOMER'S NAME AND ADDRESS	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
3333-00	AMCO AMERICAN VARNISH 13 Jackson St Newark, N.J.	SAME	8-26-65	PERTH AMBOY N.J.	8-26-65	PREPAID TRUCK				✓			.75	10.84
3303-00	COLONY & STRONG INC 120 GEORGIA AVE PROVIDENCE, R.I.	SAME	8-26-65	PERTH AMBOY N.J.	8-26-65	PREPAID TRUCK				✓			M	3.20
3104-84	IN LUX PAINT CORP NEW JERSEY AVE JERSEY CITY, N.J.	SAME	8-19-65	PERTH AMBOY N.J.	8-19-65	TRUCK				✓	✓			
3212-00	"	"	8-20-65	PERTH AMBOY N.J.	8-20-65	TRUCK				✓	✓			
33247-00	"	"	8-26-65	PERTH AMBOY N.J.	8-26-65	TRUCK				✓	✓			
33070-00	TEPPER & PARKINS CO INC NEWARK, N.J.	SAME	8-10-65	PERTH AMBOY N.J.	8-10-65	PREPAID TRUCK				✓			.85	9.54
33072-00	LEON & HOBANS CO 22 MAIN ST MANTON, N.J.	SAME	8-10-65	PERTH AMBOY N.J.	8-10-65	PREPAID TRUCK				✓			.85	8.67
33080-00	WILSON COOP HOPKINS CO 1300 FREDERICKSON AVE NEWARK, N.J.	SAME	8-26-65	PERTH AMBOY N.J.	8-27-65	PREPAID TRUCK				✓			.85	8.67
34105-00	TEPPER & LONG INC 27 MADISON ST MANTON, N.J.	SAME	8-1-65	PERTH AMBOY N.J.	8-1-65	PREPAID TRUCK				✓			1.01	61.91
34106-00	TEPPER & LONG INC 27 MADISON ST MANTON, N.J.	SAME	8-12-65	PERTH AMBOY N.J.	8-12-65	TRUCK				✓	✓			

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0000-NLI-000042101

MONTH OF AUGUST 1968

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION			SHIPPING INFORMATION			CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
55370-00	PENN JERRY P.L.V. 1232 McCARTER HIGHWAY NEWARK, N.J.	SAME	8-30-65	PERTH AMBOY, N.J.	8-3-65	TRUCK				✓		✓		
55413-00	PETER PROCTER 127-10 HILLSIDE AVE RICHMOND HILL, N.Y.	SAME	8-12-65	PERTH AMBOY, N.J.	8-12-65	TRUCK				✓			.69	781
55442-00	VERDELL CO., INC. P.O. Box 25 WOODBRIDGE, N.J.	15-17 MAGNACHIE AVE CORNUSTADT, N.J.	8-26-65	PERTH AMBOY, N.J.	8-25-65	TRUCK				✓			.90	918
55409-00	VOLTAX CO., INC. 275 MOUNTAIN GROVE ST. BRIDGEPORT, CONN.	26 HOLLAND AVE BRIDGEPORT, CONN.	8-18-65	PERTH AMBOY, N.J.	8-18-65	TRUCK				✓			1.24	2530

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MONTH OF NOVEMBER, 195

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
5657700	OPLOCK ARTIST COLORS INC. 552 WEST 52 ND ST.	SAME	11/23/65	PERTH AMBOY, NJ	11/23/65	TRUCK				✓		✓		
5645100	CON LUX PAINT CORP. NEW JERSEY AVE. METUCHEN, N.J.	SAME	11/1/65	"	11/1/65	TRUCK PREPAID				✓			.60	12.24
5626100	DEVORE & RAYMONDS CO. INC. DELANCOY & RUTHERFORD STS. NEWARK, N.J. 07105	SAME	11/1/65	"	11/1/65	TRUCK PREPAID				✓			.85	10.40
5645500	NORTON & SON E. 5 TH ST. & HOBART AVE. DAYTON, N.J. 07007	SAME	11/23/65	"	11/23/65	TRUCK PREPAID				✓			.70	17.85
5635200	PARKS PT. & VARNISH CO. 660 TOWNELLE AVE. JERSEY CITY, N.J. 07307	SAME	11/9/65	"	11/9/65	TRUCK PREPAID				✓			.90	13.77
5648800	PECKLESS PT & VARN CORP. 205 PLYMOUTH ST. BROOKLYN, N.Y. 11201	SAME	11/17/65	"	11/17/65	TRUCK PREPAID				✓			.48	12.00

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0000-NLI-000042105

MONTH OF JANUARY 1965

INVOICE NO. (CREDIT MEMO NO. OR DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
504-00809	VALPAR CORP 200 GAYLE ST DOHAM PAINT VARN 4114 S. RICHMOND	ROCKFORD, ILL	1/11	CITY WARE	1/11					X				
503-01281	4114 S. RICHMOND DOHAM PAINT VARN NORTH 25th	CHICAGO, ILL	1/15	CARTER	1/15					X				
504-02445	ANCHOR PAINT CO. 1215 E. LUIS ST. PO BOX 37	MELROSE PARK, ILL	1/28	CITY WARE	1/28					X				
1/3-78		Waukesha, Wisc	1/4	" "	1/5					X				
00593		EVANSTON, ILL	1/8	" "	1/8					X				

Chicago
313-1

0000-NLI-000042107

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF Aug 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
50321972	PITTSBURY PLATE GLASS 435 E. PITTSBURGH	MILWAUKEE, WISC.	8/6	CARTER	8/6	TRUCK					X			
50422481	VALSPAR CORP. 500 S. STATE ST.	ROCKFORD, ILL.	8/9	CITY WARE	8/9					X				
50322252	RUST-OLEUM CORP. PO BOX 32	EVANSTON, ILL.	8/9	CARTER	8/9					X				
50423318	ENTER PRIME PAINT 2841 S. ASHLAND	CHICAGO, ILL.	8/10	CITY WARE	8/10					X				
50423583	MAIZE PAINT & VARN. PO BOX 564	MILWAUKEE, WISC.	8/17	"	8/17					X				
50424105	BEK, ARIN, MOORE NORTH 15th	MELROSE VIL, ILL.	8/23	"	8/23					X				
50424572A	GRANITE PAINT - VARN 4814 S. RICHMOND	CHICAGO, ILL.	8/27	CARTER	8/27					X				
505-24572	GRANITE PAINT - VARN 4814 S. RICHMOND	"	8/31	"	8/31					X				
21231	SUPERIOR CONTINUES 712 S. MARKET ST.	TIFFIN, OHIO	8/14	CITY WARE	8/14					X				
21250	GENE PAINT & VARN 345 N. WESTERN	CHICAGO, ILL.	8/16	"	8/16					X				
13872	W. H. SWENBY CO 123 EAST WISCONSIN	ST. PAUL, MINN.	8/16	ST. LOUIS PK	8/16					X				
24089	KUT DYE & HFS PO BOX 32	EDMONTON, ILL.	8/23	CITY WARE	8/23					X				

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BASIC CARBONATE WHITE LEAD SALE TO MANUFACTURERS OF MIXED PAINTS

MONTH OF NOVEMBER 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
95351	W.H. SWEENEY CO 112 E. WATER ST. PAUL ILLINOIS PAINTS INC.	ST. PAUL, MINN	11/3	ST. LOUIS, MO	11/3	TRUCK				X				
32617	2138 PENNSYLVANIA AVE REDCO LITE PAINTS	MADISON, WISC	11/10	CITY, WISSE	11/11	TRUCK				X				
32338	473 W. 17TH ST SUPERIOR PAINT	HOLLAND, MICH	11/10	" "	11/12	TRUCK				X				
32768	2841 S. GOSHAWK	CHICAGO, ILL	11/15	" "	11/15	TRUCK				X				
32648	" "	" "	11/19	" "	11/19	TRUCK				X				
34105	RUST OLEUM CORP PO BOX 32	EVANSTON, ILL	11/30	" "	11/30	TRUCK				X				

313-3

0000-NLI-000042111

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

NORTH OF

1968

[illegible]

Cincinnati
364-1

0000-NLI-000042113

MONTH OF AUGUST 1961

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	POINT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
4807	DEAN & BARRY CO	COLUMBUS, OHIO	8/3	CINCINNATI	8/3	SCHLAIBER				✓			1.16	23.43
5056	"	"	8/11	"	8/11	OVER TRUCK				✓			.94	18.99
5079	AMERICAN MARBETTA P.D.I.	LOUISVILLE, Ky	8/12	"	8/12	HUBB TRUCK				✓			1.79	9.04
5103	DEFAK PAINT & VARNISH	"	8/12	"	8/12	OK TRUCK				✓			1.60	16.16
5178	VALENTIN PAINTS & FINISHES	MARIETTA, OHIO	8/16	"	8/16	OK TRUCK				✓			1.51	31.71
5366	BLACK & CONNOLLY & VAL	CINCINNATI, OHIO	8/24	"	8/24	OUR TRUCK				✓	✓			

3b4-2

0000-NLI-000042115

MONTH OF NOVEMBER 1961

[illegible]

344-3

0000-NLI-000042117

MONTH OF January 1965

(INVOICE NO.) (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
CL 5357	Benjamin Moore & Co. 4400 East 71st St.	Cleveland, Ohio	1/4/65	Cleveland	1/4/65	Truck				X			Min	2.50

Cleveland
315-1

0000-NLI-000042119

MONTH OF August 1966 (Continued)[illegible]

365-2

0000-NLI-000042121

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF January 1965

INVOICE NO. CREDIT MEMO NO. DEBIT MEMO NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLO TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO- CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
08438	Time Saver Products 475 Elliot Ave. W.	Seattle, Wash.	1-3-65	Seattle	1-3-65	Pickup					X			
15355	Brett & Lambert Inc. 1425 N. Britannia St.	Orange, Calif.	1-8-65	Los Angeles	1-8-65	Truck					Y			0.00
13323	Perfection Pl. Products Box 2111	Oakland, Calif.	1-12-65	Oakland	1-12-65	Pickup					Y			
16446	Fullerbrand Paper Prod. P.O. Box 4314	Oakland, Calif.	1-20-65	Oakland	1-20-65	Truck					X			1.85
16424	W. P. Fuller Co. P.O. Box 3727	San Francisco, Calif.	1-14-65	Oakland	1-14-65	Truck	7-9-64	68232-2	19.00	X			1.85	37.37

① PART OF 100 TON ORDER AT LIST PRICE IN EFFECT AT TIME OF CONTRACT

Pacific Coast
366-1

0000-NLI-000042123

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF August 1965

INVOICE NO. CREDIT MEMO NO. DEBIT MEMO NO.	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	PROG. NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
11128	Jasnie Pt. Mfg. Co. 760 Alaskan Ave.	Seattle, Wn.	7-27-65	Seattle	7-27-65	Pickup					X			
11129	Jasnie Pt. Mfg. Co. 760 Alaskan Ave.	Seattle, Wn.	8-2-65	Seattle	7-2-65	Pickup								
11131	Jasnie Pt. Mfg. Co. 760 Alaskan Ave.	Seattle, Wn.	8-3-65	Seattle	8-3-65	Pickup					X			
14407	Jasnie Pt. Mfg. Co. 760 Alaskan Ave.	Seattle, Wn.	8-11-65	Seattle	8-11-65	Pickup					X			
14410	Jasnie Pt. Mfg. Co. 760 Alaskan Ave.	Seattle, Wn.	8-13-65	Seattle	8-13-65	Pickup								
96903	Mittler Pt. Co. 317 S.E. Grand	Portland, Ore.	8-2-65	Portland	8-2-65	Pickup					X			
79112	Phar. H. Renteria Inc. 2126 Kettering Blvd.	San Diego, Calif.	8-9-65	Los Angeles	8-9-65	Truck					X		Called	
79090	Bishop Larkin Co. 3950 Mesford St.	Los Angeles, Calif.	8-4-65	Los Angeles	8-4-65	Pickup								
79069	Frederickson-Lincoln Co. 255 Riatta Ave.	San Bernardino, Calif.	8-2-65	Los Angeles	8-2-65	Pickup					X			
7 7	Frederickson-Lincoln Co. 255 Riatta Ave.	San Bernardino, Calif.	8-2-65	Los Angeles	8-2-65	Pickup					X			

326-2

0000-NLI-000042125

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF August 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS
79022	W. P. Fuller Co. Box 3727 Terminal Annex	Los Angeles, Calif.	7-20-65	Los Angeles	7-27-65	Pickup	7-9-64	68232-2	19.00		X			
93206	Socoma Paint Products Box 2122 Terminal Annex	Los Angeles, Calif.	7-24-65	Los Angeles	8-24-65	Truck					X		Collected	
79200	Socoma Paint Products Box 2122 Terminal Annex	Los Angeles, Calif.	8-23-65	Los Angeles	8-23-65	Pickup					X			
17009	Walter N. Boyesen Co. 432nd & Linden Sts.	Oakland, Calif.	8-2-65	Oakland	8-2-65	Truck					X		Collected	
39637	W. P. Fuller Co. P.O. Box 3940 Fullerton	San Francisco, Calif.	8-20-65	Oakland	8-20-65	Truck	8-19-65	68232-3	20.50	X			.32	67.54
17045	W. P. Fuller Co. P.O. Box 3940 Fullerton	San Francisco, Calif.	8-20-65	Oakland	8-20-65	Truck	7-9-64	68232-2	19.00	X		Sanchez	2.90	
03994	Reyan Paint Co. 851 Alameda Ave.	Redwood City, Calif.	8-16-65	San Francisco	8-16-65	Pickup					X			
03755	Minton Paint Co. P.O. Box 1626	Stockton, Calif.	7-7-65	Stockton	7-7-65	Pickup					X			
03989	Reyan Paint Co. P.O. Box 2225	San Francisco, Calif.	8-17-65	San Francisco	8-17-65	Pickup					X			

① PART OF 100 TON ORDER AT LIST PRICE IN EFFECT AT TIME OF CONTRACT

② PART OF 50 TON ORDER

366-3

0000-NLI-000042127

MONTH OF August 1968

① PART OF 20 TON ORDER

316-4

0000-NLI-000042129

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF *November* 1965

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION				
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT ALLOWED	FREIGHT NOT ALLOWED	CO. CARRIER	RATE	TOTAL FREIGHT DOLLARS
30388	Jarvis P. Mfg. Co. 760 Aloha Ave.	Seattle, Wn.	10-28-65	Seattle	10-28-65	Pickup					X			
31219	Jarvis P. Mfg. Co. 760 Aloha Ave.	Seattle, Wn.	11-4-65	Seattle	11-4-65	Pickup					X			
31221	Jarvis P. Mfg. Co.	Seattle, Wn.	11-11-65	Seattle	11-11-65	Pickup					X			
29125	Trine, Severa Products 47-11 4th Ave. W.	Seattle, Wn.	11-2-65	Seattle	11-2-65	Pickup					X			
79484	Worms Process P. Co. 1218 Long Beach	Los Angeles, Calif.	10-29-65	Los Angeles	10-29-65	Truck					X	Caltrans		
69763	Donacolors 1833 Eighth Ave.	San Francisco, Calif.	11-04-65	San Francisco	11-04-65	Truck					X	X	.24	3.77
69784	Rogers P. & Vermish 2580 Market St.	San Francisco, Calif.	11-4-65	San Francisco	11-4-65	Pickup					X			
17136	Calif. Ink Co. Inc. 711 Canillia	Berkeley, Calif.	11-3-65	Oakland	11-3-65	Pickup					X			
69968	W.P. Fuller Co. P.O. Box 2940 Fullerton	San Francisco, Calif.	11-18-65	Oakland	11-11-65	Truck	8-19-65	21332	320.50		X			2.90 1.44
11-24	Rogers Paint Co. 851 Washington Ave.	Redwood City, Calif.	11-22-65	San Francisco	11-22-65	Pickup					X			

311-5

0000-NLI-000042131

NORTH OF AFRICA

[illegible]

Philadelphia
327-1

MEMORANDUM FOR THE RECORD

TO: THE RECORD

DISTRICT INFORMATION		LOCATION INFORMATION		PROPERTY INFORMATION		FINANCIAL INFORMATION		OTHER INFORMATION	
NAME OF DISTRICT	ADDRESS	CITY	STATE	LOT	BLK	ACRES	VALUE	REMARKS	DATE
1. 1st District	1st St.	1st St.	Pa.	1st St.	1st St.	1st St.	1st St.	1st St.	1st St.
2. 2nd District	2nd St.	2nd St.	Pa.	2nd St.	2nd St.	2nd St.	2nd St.	2nd St.	2nd St.
3. 3rd District	3rd St.	3rd St.	Pa.	3rd St.	3rd St.	3rd St.	3rd St.	3rd St.	3rd St.
4. 4th District	4th St.	4th St.	Pa.	4th St.	4th St.	4th St.	4th St.	4th St.	4th St.
5. 5th District	5th St.	5th St.	Pa.	5th St.	5th St.	5th St.	5th St.	5th St.	5th St.
6. 6th District	6th St.	6th St.	Pa.	6th St.	6th St.	6th St.	6th St.	6th St.	6th St.
7. 7th District	7th St.	7th St.	Pa.	7th St.	7th St.	7th St.	7th St.	7th St.	7th St.
8. 8th District	8th St.	8th St.	Pa.	8th St.	8th St.	8th St.	8th St.	8th St.	8th St.
9. 9th District	9th St.	9th St.	Pa.	9th St.	9th St.	9th St.	9th St.	9th St.	9th St.
10. 10th District	10th St.	10th St.	Pa.	10th St.	10th St.	10th St.	10th St.	10th St.	10th St.
11. 11th District	11th St.	11th St.	Pa.	11th St.	11th St.	11th St.	11th St.	11th St.	11th St.
12. 12th District	12th St.	12th St.	Pa.	12th St.	12th St.	12th St.	12th St.	12th St.	12th St.
13. 13th District	13th St.	13th St.	Pa.	13th St.	13th St.	13th St.	13th St.	13th St.	13th St.
14. 14th District	14th St.	14th St.	Pa.	14th St.	14th St.	14th St.	14th St.	14th St.	14th St.
15. 15th District	15th St.	15th St.	Pa.	15th St.	15th St.	15th St.	15th St.	15th St.	15th St.
16. 16th District	16th St.	16th St.	Pa.	16th St.	16th St.	16th St.	16th St.	16th St.	16th St.
17. 17th District	17th St.	17th St.	Pa.	17th St.	17th St.	17th St.	17th St.	17th St.	17th St.
18. 18th District	18th St.	18th St.	Pa.	18th St.	18th St.	18th St.	18th St.	18th St.	18th St.
19. 19th District	19th St.	19th St.	Pa.	19th St.	19th St.	19th St.	19th St.	19th St.	19th St.
20. 20th District	20th St.	20th St.	Pa.	20th St.	20th St.	20th St.	20th St.	20th St.	20th St.
21. 21st District	21st St.	21st St.	Pa.	21st St.	21st St.	21st St.	21st St.	21st St.	21st St.
22. 22nd District	22nd St.	22nd St.	Pa.	22nd St.	22nd St.	22nd St.	22nd St.	22nd St.	22nd St.
23. 23rd District	23rd St.	23rd St.	Pa.	23rd St.	23rd St.	23rd St.	23rd St.	23rd St.	23rd St.
24. 24th District	24th St.	24th St.	Pa.	24th St.	24th St.	24th St.	24th St.	24th St.	24th St.
25. 25th District	25th St.	25th St.	Pa.	25th St.	25th St.	25th St.	25th St.	25th St.	25th St.
26. 26th District	26th St.	26th St.	Pa.	26th St.	26th St.	26th St.	26th St.	26th St.	26th St.
27. 27th District	27th St.	27th St.	Pa.	27th St.	27th St.	27th St.	27th St.	27th St.	27th St.
28. 28th District	28th St.	28th St.	Pa.	28th St.	28th St.	28th St.	28th St.	28th St.	28th St.
29. 29th District	29th St.	29th St.	Pa.	29th St.	29th St.	29th St.	29th St.	29th St.	29th St.
30. 30th District	30th St.	30th St.	Pa.	30th St.	30th St.	30th St.	30th St.	30th St.	30th St.
31. 31st District	31st St.	31st St.	Pa.	31st St.	31st St.	31st St.	31st St.	31st St.	31st St.
32. 32nd District	32nd St.	32nd St.	Pa.	32nd St.	32nd St.	32nd St.	32nd St.	32nd St.	32nd St.
33. 33rd District	33rd St.	33rd St.	Pa.	33rd St.	33rd St.	33rd St.	33rd St.	33rd St.	33rd St.
34. 34th District	34th St.	34th St.	Pa.	34th St.	34th St.	34th St.	34th St.	34th St.	34th St.
35. 35th District	35th St.	35th St.	Pa.	35th St.	35th St.	35th St.	35th St.	35th St.	35th St.
36. 36th District	36th St.	36th St.	Pa.	36th St.	36th St.	36th St.	36th St.	36th St.	36th St.
37. 37th District	37th St.	37th St.	Pa.	37th St.	37th St.	37th St.	37th St.	37th St.	37th St.
38. 38th District	38th St.	38th St.	Pa.	38th St.	38th St.	38th St.	38th St.	38th St.	38th St.
39. 39th District	39th St.	39th St.	Pa.	39th St.	39th St.	39th St.	39th St.	39th St.	39th St.
40. 40th District	40th St.	40th St.	Pa.	40th St.	40th St.	40th St.	40th St.	40th St.	40th St.
41. 41st District	41st St.	41st St.	Pa.	41st St.	41st St.	41st St.	41st St.	41st St.	41st St.
42. 42nd District	42nd St.	42nd St.	Pa.	42nd St.	42nd St.	42nd St.	42nd St.	42nd St.	42nd St.
43. 43rd District	43rd St.	43rd St.	Pa.	43rd St.	43rd St.	43rd St.	43rd St.	43rd St.	43rd St.
44. 44th District	44th St.	44th St.	Pa.	44th St.	44th St.	44th St.	44th St.	44th St.	44th St.
45. 45th District	45th St.	45th St.	Pa.	45th St.	45th St.	45th St.	45th St.	45th St.	45th St.
46. 46th District	46th St.	46th St.	Pa.	46th St.	46th St.	46th St.	46th St.	46th St.	46th St.
47. 47th District	47th St.	47th St.	Pa.	47th St.	47th St.	47th St.	47th St.	47th St.	47th St.
48. 48th District	48th St.	48th St.	Pa.	48th St.	48th St.	48th St.	48th St.	48th St.	48th St.
49. 49th District	49th St.	49th St.	Pa.	49th St.	49th St.	49th St.	49th St.	49th St.	49th St.
50. 50th District	50th St.	50th St.	Pa.	50th St.	50th St.	50th St.	50th St.	50th St.	50th St.

3172

DIFFERENTIAL EQUATIONS

5

0000-NLI-000042137

BASIC CARBONATE / WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

MONTH OF: January / August - November - 1965

BRANCH

* INSTRUCTIONS FOR FREIGHT ALLOWED - FREIGHT COMPANY CARRIER - CHECK RATE - TOTAL FREIGHT DOLLARS

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			FREIGHT INFORMATION					QUANTITY SHIPPED	PRICING INFORMATION	
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY EST.	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CARRI- ER	RATE	TOTAL FREIGHT DOLLARS		LIST PRICE PER C	
																1-500 LBS.	500- TRUCKLD
2-429	James J. Kuntz Co. 1225 Avenue H, Springfield 3418 East 10th St. Quincy, Ill. Diamond Products Co. 1133 East 1st St. Moline, Ill.	St. Louis, Mo.	1-26-65	St. Louis, Mo.	1-27-65	Truck				✓			7.15	4.15	300	24.50	21.50
2-430		" " "	1-14-65	" " "	1-15-65	"				✓			3.1	3.13	1000	24.50	21.50
2-431		Manitowish, Wis.	1-18-65	Chicago, Ill.	1-20-65	"				✓			1.70	17.00	1000	24.50	21.50

(1) Error in Pricing, Amount Too Small & Time Lag, Therefore No A.O.B. Billing.
(2) Freight was paid by Chicago Br.

4/1/66
328

BRANCH ST.

ATS

* **INSTRUCTIONS FOR FREIGHT**
FREIGHT ALLOWED-FREIGHT
COMPANY CARRIER: CHECK
RATE-TOTAL FREIGHT DOLLARS

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION					QUANTITY SHIPPED	PRICING INFORMATION	
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	PROFIT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS		LIST PRICE PER C	
																1-500 LBS.	500- TRUCK L.O.
2-8812	The Hardware at Plant - 12th St. & Main, Reno. Below - Plant at 12th St. 120. Plant - 12th St. & Main, Reno.	St. Louis, Mo.	11-8-65	St. Louis, Mo.	11/9/65	Truck				✓			.37	3.73	1000	24.50	21.50
2-8816	The Hardware at Plant - 12th St. & Main, Reno. Below - Plant at 12th St. 120. Plant - 12th St. & Main, Reno.	St. Louis, Mo.	11-8-65	" " "	11/9/65	Truck				✓			.37	3.73	1000	24.50	21.50
2-8695	The Hardware at Plant - 12th St. & Main, Reno. Below - Plant at 12th St. 120. Plant - 12th St. & Main, Reno.	St. Louis, Mo.	11-2-65	" " "	11/9/65	Truck				✓			.37	3.73	500	24.50	21.50

368-2

BRANCH S

111

*** INSTRUCTIONS FOR**
FREIGHT ALLOWED—FREIGHT
COMPANY CARRIER: CHECK
RATE—TOTAL FREIGHT DO

[illegible]

"THE ABOVE BILL YIELD OF LARDING
ATTACHED TO INVOICE ON HTS. ST LOUIS BR.
PAGE 51"

328-3

BASIC CARBONATE WHITE LEAD SALES TO MANUFACTURERS OF MIXED PAINTS

BRANCH

MONTH OF January - August 1965

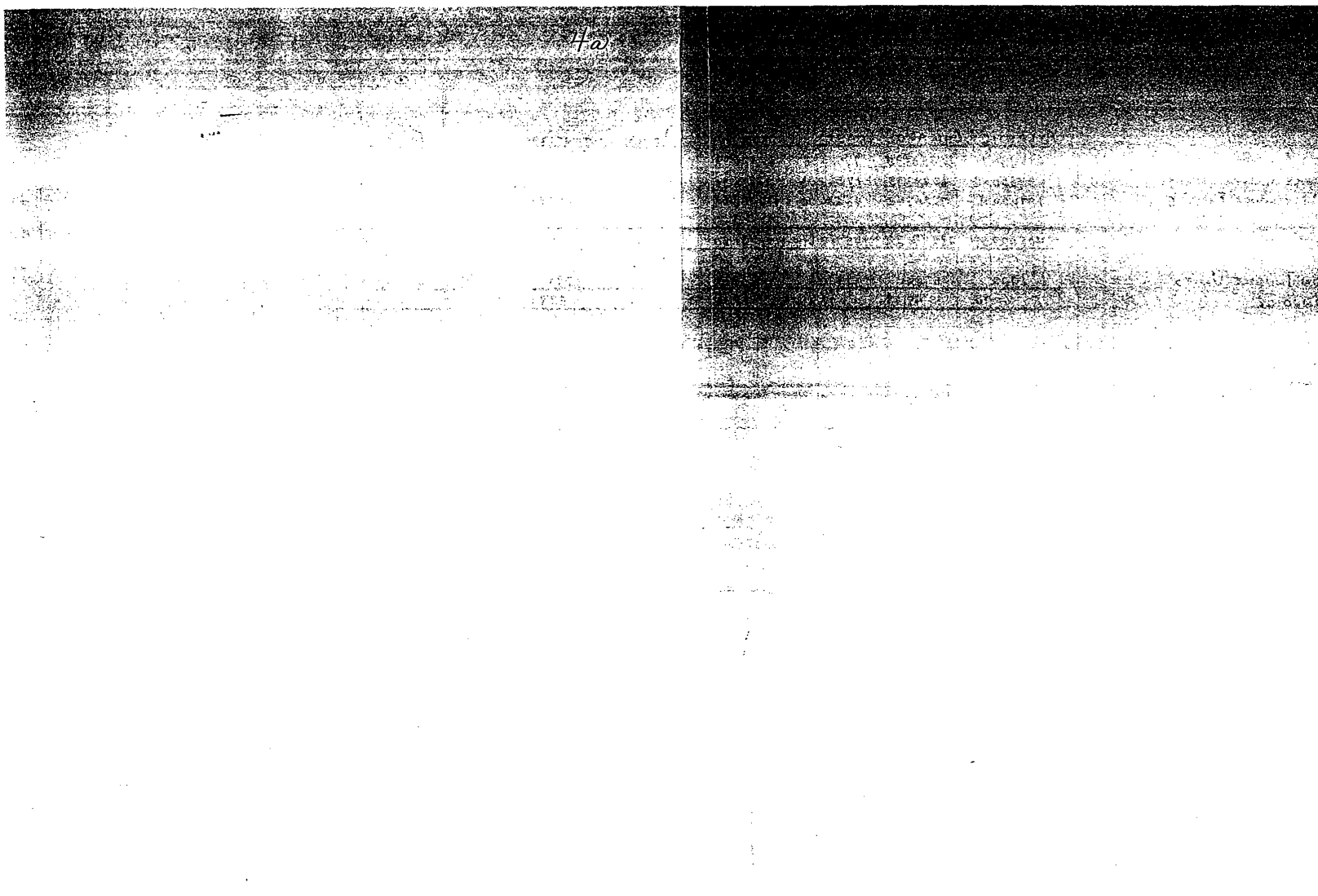
HTS

* INSTRUCTIONS FOR
FREIGHT ALLOWED - FREIGHT
COMPANY CARRIER: CHECK
RATE - TOTAL FREIGHT DO

INVOICE NO. (CREDIT MEMO NO.) (DEBIT MEMO NO.)	CUSTOMER INFORMATION		SHIPPING INFORMATION				CONTRACT (IF APPLICABLE)			* FREIGHT INFORMATION					QUANTITY SHIPPED	PRICING	
	SOLD TO (CUSTOMER'S NAME AND ADDRESS)	PLACE OF DELIVERY (CITY & STATE)	DATE SHIPPED	PLANT OR WAREHOUSE FROM	DATE OF DELIVERY EST	METHOD OF DELIVERY	DATE	NUMBER	PRICE	FREIGHT AL- LOWED	FREIGHT NOT ALLOWED	CO. CAR- RIER	RATE	TOTAL FREIGHT DOLLARS		LIST PRICE PER	
																1-500 LBS.	500- TRUCKLD
68-168	Wm. H. Jones & Co., Inc. 2015 Industrial Blvd., Dallas, Tex.	Dallas, Texas	1/18/65	Dallas	1/19/65	Truck				✓			.46	4.60	1000	24.50	21.50
68-331	Wm. H. Jones & Co., Inc. 2015 Industrial Blvd., Dallas, Tex.	Oklahoma City, Oklahoma	1/20/65	Oklahoma City	1/21/65	Truck				✓			1.30	1.79	500	24.50	21.50
68-1964	Wm. H. Jones & Co., Inc. 2015 Industrial Blvd., Dallas, Tex.	San Antonio, Texas	8/18/65	Tulsa	8/19/65	Truck				✓			1.54	5.10	2500	24.50	21.50
81-1659	Wm. H. Jones & Co., Inc. 2015 Industrial Blvd., Dallas, Tex.	St. Louis, Missouri	8/19/65	Chicago, Ill.	8/19/65	Truck				✓			3.50	1.00	500	24.50	21.50
82-1371	Wm. H. Jones & Co., Inc. 2015 Industrial Blvd., Dallas, Tex.	Tulsa, Oklahoma	8/19/65	Tulsa	8/19/65	Truck				✓			2.00	10.50	500	24.50	21.50
NO SALES IN NOVEMBER																	

Southwestern
3b-9

0000-NLI-000042145



DEPT. PRODUCTS DIVISION - DRY WHITE LEAD
YEAR 1915

	ATLANTA	ATLANTIC	CHICAGO	CINCINNATI	CLEVELAND	COAST	PACIFIC	PHILADELPHIA	ST. LOUIS	SOUTHWESTERN	TOTAL
1 ADJ. SELLING & ADM. EXPENSE	55045.23	216750.34	152538.35	47352.50	45744.61	79924.58	16292.99	105515.82	50123.49		91292.43
2 NEW YORK OFFICE SELLING EXPENSE	18481.35	53855.09	40243.75	7683.58	11313.47	17542.03	38875.71	28107.94	11882.11		23240.10
3 SHIPPING & WAREHOUSE EXPENSE	10456.85	137424.16	72809.42	4075.10	3508.41	48221.00	11996.80	94442.91	78499.00		49876.10
4 TOTAL COST	83983.43	408029.59	285591.52	59121.18	60611.74	145712.61	321771.50	223011.67	139555.50		165715.63
5 TOTAL DIVISION INVOICE UNITS	1908	2722	5784	1561	2188	1970	4139	3555	1783		32111
6 COST PER INVOICE	44.02	60.70	49.38	37.75	27.70	73.97	69.31	62.75	88.84		51.60
7 DRY WHITE LEAD											
8 No. of Invoices											
9 1-500 #	22	1	105	15	36	28	12	6	2		233
10 500# - TL	18	143	138	83	103	123	40	70	34		820
11 TL	9	5	24	6	4	31	1	4	NONE		81
12 TOTAL	99	154	267	104	143	182	53	80	36		1114
13 INVOICE COST - DOLLARS											
14 1-500 #	928.44	564.20	5184.90	566.25	997.20	2071.11	832.32	376.50	77.68		1271.61
15 500# - TL	2992.36	8480.10	6814.44	3133.25	2853.10	9098.31	2774.40	4392.50	1320.56		44134.10
16 TL	396.18	303.50	1185.12	226.50	110.80	2293.07	69.31	251.00	-		4622.48
17 TOTAL	4317.98	9377.80	13184.46	3926.00	3961.10	13462.54	3176.08	5020.00	1398.24		61528.19
18 No. of # on Invoice Units											
19 1-500 #	3450	1150	35450	1750	5450	8500	1750	1200	500		59200
20 500# - TL	115550	292300	314950	300200	205050	361300	44250	136750	67350		1887700
21 TL	370000	115000	824200	161000	96000	398450	23000	34000	-		2071150
22 TOTAL	489000	408450	1224600	462950	306500	768250	69000	221950	67850		4018550
23 COST PER CWT											
24 1-500 #	28.07	51.67	14.63	32.36	18.30	24.37	47.36	31.38	15.54		21.57
25 500# - TL	2.59	2.97	1.87	1.04	1.39	2.52	6.27	3.21	1.96		2.34
26 TL	.11	.26	.14	.14	.12	.57	.30	.30	-		.22
27 DIFFERENCE											
28 1-500# / 500# - TL	55.48	28.70	12.71	31.32	16.91	21.85	41.29	28.17	13.58		19.23
29 500# - TL / TL	2.48	2.71	1.73	.90	1.27	1.95	5.97	2.91	-		2.12

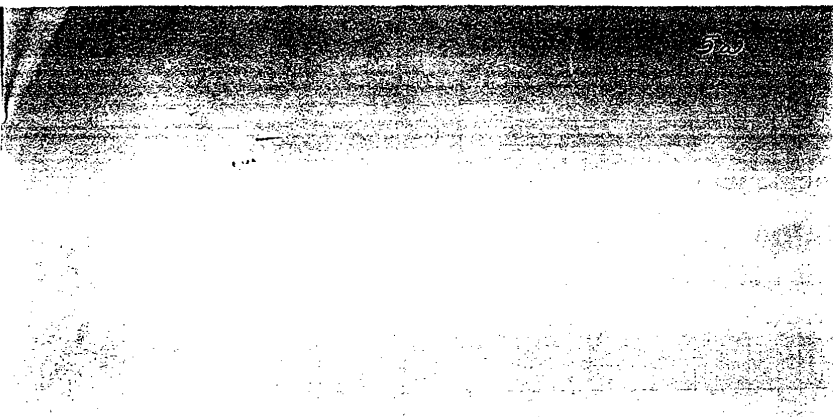
NOTE: NO SHIPMENTS OF DRY WHITE LEAD BY EVANS LEAD DIVISION

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0000-NLI-000042149

1965	ATLANTA			ATLANTIC			CHICAGO			CINCINNATI		
	SELLING	ADMIN.	TOTAL	SELLING	ADMIN.	TOTAL	SELLING	ADMIN.	TOTAL	SELLING	ADMIN.	TOTAL
1	DIRECT SELLING EXPENSE											
2	SALESMEN'S SALARIES	106,457.9		106,457.9	19,711.62		29,674.42			5,904.46		
3	SALESMEN'S COMMISSIONS						3,637					
4	EMPLOYEE WELFARE	11,100.00		11,100.00	2,557.00		3,771.20			900.00		
5	SALESMEN'S EXPENSES	99,140.1		99,140.1	14,502.91		16,753.03			6,288.93		
6	SPEC. TERRITORY EXPENSES	504.8		504.8	787.84							
7	ADVERTISING-COOPERATIVE *	-		-	-		-			-		
8	ADVERTISING-CUSTOMER-OTHER *	-		-	-		-			-		
9	TOTAL DIRECT SELLING	217,200.28		217,200.28	44,648.37		49,948.37	50,434.52		50,434.52	12,095.39	
10	GENERAL EXPENSES											
11	CONVENTIONS & MEETINGS *	1,086.49		1,086.49	655.75		655.75	732.42		732.42		
12	MGMT. & SUPV. SALARIES	30,949.88	32,408.1	63,357.99	20,994.44	10,578.10	31,572.54	12,800.04	11,048.98	23,849.02	5,416.8	2,000.00
13	MGMT. & SUPV. TRAVEL & MISC.	686.53	2,166.7	2,853.23	63,171.1	10,481.2	73,652.3	7,500.49	2,335.95	9,836.44	3,832.21	1,397.4
14	ADVERTISING GENERAL *	3,164.2		3,164.2	1,872.6		1,872.6	3,623.0		3,623.0	6,344	
15	OFFICE SALARIES	42,987.5	7,790.33	50,777.83	17,152.65	62,131.5	79,285.16	15,415.60	21,734.40	37,150.00	4,668.09	4,724.67
16	EMPLOYEE WELFARE	7,600.00	14,325.1	21,925.1	5,128.00	9,653.92	14,781.92	3,712.00	4,390.03	8,102.03	13,630.00	8,842.5
17	SERVICES NON-EMPLOYEE	138.13	1,723.21	1,861.34	2,920.1	3,436.49	6,356.59	-	1,014.55	1,014.55	-	1,069.91
18	STATIONERY & SUPPLIES	1,135.85	1,008.27	2,144.12	2,273.5	5,619.55	7,893.05	2,914	1,620.65	4,534.65	3,119.6	6,204.3
19	OFFICE EQUIPMENT	4,154.4	6,408.7	10,563.1	1,375.3	16,180.6	16,829.1	5,414.3	3,364.41	8,778.71	3,494.7	3,955.9
20	TELEPHONE & TELEGRAPH	3,367.68	5,420.2	8,787.88	4,764.33	2,230.76	6,995.09	4,268.59	1,208.16	5,476.75	3,468.63	3,382.8
21	POSTAGE	855.59	3,538.9	4,394.49	12,700.00	2,828.85	15,528.85	1,088.35	2,861.8	3,950.15	7,830.1	2,184.5
22	MISCELLANEOUS	333.49	1,647.8	1,981.29	2,408.6	9,465.4	11,874.0	2,134.18	1,341.94	3,476.12	3,244.17	1,044.8
23	DONATIONS, SUBS. & DUES *	20,125	704.7	20,829.7	2,408.6	2,408.6	4,817.2	5,544.0	24,910	30,454.0	4,362	436.2
24	SPACE COST	1,226.00	7,456.1	8,682.1	2,625.00	12,431.9	15,056.9	13,692.0	1,812.29	15,504.29	5,530.00	4,602.7
25	BAD & DOUBTFUL ACCOUNTS *	-		-	-		-			-		
26	MISC. TAXES		(147.3)	(147.3)		25,945.6	25,945.6		1,649.74	1,649.74		(91.8)
27	EXPENSE CLEARANCE	34.11	34.11			(17,200.18)	(17,200.18)		(42.97)	(42.97)		21.06
28	TOTAL GENERAL	17,151.50	17,948.28	34,999.78	16,080.347	11,262,700	17,332,047	51,738.74	52,449.46	104,188.20	23,616.69	11,017.23
29	GRAND TOTAL	38,971.28	17,948.28	56,920.01	105,451.84	11,262,700	21,807,824	102,170.46	52,449.46	156,617.94	36,722.08	11,017.23
30	LESS * ITEMS	16,046	70.7	16,116.7	10,836.9	244.9	10,836.9	16,198.2	41,175	20,815.7	36,722.08	436.2
31	ADJUSTED TOTAL	37,267.23	17,877.58	55,144.81	94,614.94	11,262,455.1	21,791,624.1	85,972.26	11,274.26	135,802.24	36,355.80	10,581.03

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DIRECT BILLING CHARGE		SELLING	ADMIN.	TOTAL	SELLING	ADMIN.	TOTAL	SELLING	ADMIN.	TOTAL
1	ALLEGEDLY SALARIES	9424.94		9424.94						
2	ALLEGEDLY COMMISSIONS	57.75		57.75						
3	ALLEGEDLY TRAVEL	185.50		185.50						
4	ALLEGEDLY EXPENSES	938.20		938.20						
5	SPEC. TRAVEL EXPENSES									
6	ALLEGEDLY CO-OPERATIVE									
7	ALLEGEDLY CUSTOMER OTHER									
8	TOTAL DIRECT BILLING	14672.3		14672.3						
9	GENERAL EXPENSES									
10	COMMISSIONS & MEETINGS									
11	TRAVEL & SUPPLY SALARIES	6427.6		6427.6						
12	TRAVEL & SUPPLY TRAVEL & MISC.	4200.17		4200.17						
13	TRAVEL & SUPPLY TRAVEL & MISC.	64.60		64.60						
14	TRAVEL & SUPPLY TRAVEL & MISC.	5792.72		5792.72						
15	TRAVEL & SUPPLY TRAVEL & MISC.	174.10		174.10						
16	TRAVEL & SUPPLY TRAVEL & MISC.	1494.6		1494.6						
17	TRAVEL & SUPPLY TRAVEL & MISC.	185.50		185.50						
18	TRAVEL & SUPPLY TRAVEL & MISC.	70.8		70.8						
19	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
20	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
21	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
22	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
23	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
24	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
25	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
26	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
27	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
28	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
29	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
30	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
31	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
32	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
33	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
34	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
35	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
36	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
37	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
38	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
39	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
40	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
41	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
42	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
43	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
44	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
45	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
46	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
47	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
48	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
49	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
50	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
51	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
52	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
53	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
54	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
55	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
56	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
57	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
58	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
59	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
60	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
61	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
62	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
63	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
64	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
65	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
66	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
67	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
68	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
69	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
70	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
71	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
72	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
73	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
74	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
75	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
76	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
77	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
78	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
79	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
80	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
81	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
82	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
83	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
84	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
85	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
86	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
87	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
88	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
89	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
90	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
91	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
92	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
93	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
94	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
95	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
96	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
97	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
98	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
99	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						
100	TRAVEL & SUPPLY TRAVEL & MISC.	14672.3		14672.3						

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ST. LOUIS													SOUTH WESTERN																										
DIRECT SELLING EXPENSE													SELLING			ADMIN.			TOTAL			SELLING			ADMIN.			TOTAL			SELLING			ADMIN.			TOTAL		
1	SALESMEN'S SALARIES													11,231.31						14,733.1			6,910.00						6,990.00										
2	SALESMEN'S COMMISSIONS													3,133						8,113.3			91.00						91.00										
3	EMPLOYEE WELFARE													22,120.00						22,110.00			9,530.00						9,530.00										
4	SALESMEN'S EXPENSES													99,079.00						99,079.00			6,129.58						6,129.58										
5	SPEC. TERRITORY EXPENSES																																						
6	ADVERTISING-COOPERATIVE																																						
7	ADVERTISING-CUSTOMERS-OTHER																																						
8																																							
9	TOTAL DIRECT SELLING													28,389.64						28,389.64			14,163.58						14,163.58										
10	GENERAL EXPENSES																																						
11	CONVENTIONS & MEETINGS													733.27						733.27			1,323.70						1,323.70										
12	MGMT. & SUPV. SALARIES													9,654.67			9,654.67			11,924.93			28,956.9			25,725.53			10,868.11										
13	MGMT. & SUPV.-TRAVEL & MISC.													4,737.68			1,120.30			5,857.98			1,703.64			3,448.80			2,048.50										
14	ADVERTISING GENERAL													622.11						622.11																			
15	OFFICE SALARIES													71,139.91			22,974.46			94,114.37			23,573.35			7,072.95			9,430.30										
16	EMPLOYEE WELFARE													22,770.00			4,460.15			27,230.15			13,920.00			13,720.96			3,160.11										
17	SERVICES NON-EMPLOYEE																944.63			944.63			1,265.69			2,571.40			1,557.09										
18	STATIONERY & SUPPLIES													222.57			204.57			427.14			2,174			6,294.7			65.14										
19	OFFICE EQUIPMENT													4,720.00			3,721.60			8,441.60			3,548			11,454.1			11,812.9										
20	TELEPHONE & TELEGRAPH													3,533.29			7,973.9			11,507.19			2,783.81			2,454.3			5,238.11										
21	POSTAGE													268.81			82,122			10,900.4			32.73			252.79			2,055.4										
22	MISCELLANEOUS													1,432.06			71,906			73,338.06			3,267.4			2,213.4			5,480.8										
23	DONATIONS, SUBS. & DUES													181.00			1,410.5			1,591.5			2,500			4,345			684.5										
24	SPACE COST													1,540.00			2,445.99			3,985.99			9,640.00			7,524.3			17,164.3										
25	BAD & DOUBTFUL ACCOUNTS																360.86			360.86						1,509.1			1,509.1										
26	MISC. TAXES																1,447.26			1,447.26						4,455.1			4,455.1										
27	EXPENSE CLEARANCE																(30,929.1)			(30,929.1)						(15,671.4)			(15,671.4)										
28	TOTAL GENERAL													37,035.26			46,567.31			83,602.57			23,127.77			14,375.20			37,502.97										
29	GRAND TOTAL													65,424.90			46,567.31			111,992.21			37,291.35			14,375.20			51,666.55										
30	LESS - ITEMS													944.48			501.81			1,446.29			1,348.70			1,448.6			1,593.06										
31	ADJUSTED TOTAL													59,448.92			46,065.50			105,514.42			35,942.65			14,186.84			50,139.49										

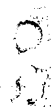
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DRI Products Division Expense New York
YEAR 1965

		DISTRIBUTION OF EXPENSE			Amount
		BRANCH	DRI PRODUCTS SALES	%	
	Total				
1	* CONVENTIONS & MEETINGS	ATLANTA	3,343.26	1.60	1,841.35
2	* NIGHT & SUPPLY TRAVEL	ATLANTA			53,755.09
3	* ADVERTISING - GENERAL	ATLANTA	2,441.50	1.81	
4	SALARIES	CHICAGO	10,599.41	2.17	6,044.05
5	EMPLOYEE WELFARE				
6	Services - Non Employee	CHICAGO	1,348.15	2.83	7,194.52
7	Stationery & Supplies	CHICAGO	1,924.60	4.15	1,183.17
8	OFFICE EQUIPMENT				
9	TELEPHONE & TELEGRAPH				
10	POSTAGE				
11	MISCELLANEOUS	EVANS LEAD	5,151.98	10.68	29,387.81
12	* DONATIONS, SUBS & DUES	PACIFIC COAST	3,071.98	6.16	17,562.03
13	SPACE COSTS	PALM BEACH	6,814.55	14.30	38,751.11
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