

PAINT BRANCHES
BALANCE SHEETS
AND
INCOME AND EXPENSE STATEMENTS

THE GLIDDEN COMPANY
CONSOLIDATED

AUGUST 31, 1958

BRANCHES

AUGUST 31, 1958

GLD019378

PAINT BRANCHES

August 31, 1958

INDEX

	Page Number
Balance Sheets -	
Central Branches	1 - 2
Eastern Branches	3 - 5
Southern Branches	6
Mississippi Branches	7
Northwestern Branches	8
Southeastern Branches	9 - 10
Canadian Branches	11
Pacific Branches	12 - 15
Midwest Branches	16
Total All Branches	17
Operating Statements -	
Central Branches	18 - 20
Eastern Branches	20 - 23
Southern Branches	24
Mississippi Branches	25
Northwestern Branches	26
Southeastern Branches	27 - 28
Canadian Branches	29
Pacific Branches	30 - 34
Midwest Branches	35 - 36
Total All Branches	36
Other Income (Deductions)	37 - 44
Depreciation Expense	45 - 48
Sundry Selling Expense	49 - 56

GLD019379

BALANCE SHEET - CENTRAL BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 August 31, 1958

	Alton, Ohio No. 111	Buffalo, N.Y. No. 62	E. Cleveland, Ohio No. 56	South Euclid, Ohio No. 138	Willoughby, Ohio No. 122	Columbus, Ohio No. 57	Detroit, Mich. No. 64	Fort Way, Ind. No. 108
ASSETS								
CURRENT								
Cash on hand	200	100	100	100	100	105	101	150
Cash on deposit and in transit								
Trade notes receivable - not due						500	10760	
- past due								
Trade accounts receivable	22940	42997		53009	11703	28095	23825	28750
Reserve for doubtful accounts	(940)	(151)	(724)	(2170)	(550)	(234)	(2185)	(1779)
Summary current receivables	50		79	314	113	522		
Inventories - finished stock	32564	41245	24808	39205	16140	14882	111280	45605
Total Current Assets	54814	84091	24763	90560	27506	143794	194381	21226
OTHER ASSETS								
Misc. Notes Receivable								
Deposits with public utilities, etc.		104			25	35	462	
Prepaid insurance and expenses	2225		24			43	142	
Total Other Assets	2225	104	24		25	78	1885	
PROPERTY, PLANT AND EQUIPMENT								
Land, buildings, furn. and fixt., etc.	9260	2623	8624	2080	2701	8412	18144	3945
Allowance for depreciation	(1299)	(1540)	(5527)	(164)	(1045)	(6152)	(14526)	(1102)
Total Property, Plant and Equip.	7961	1883	3097	6916	6635	2260	2920	2843
Total Assets	65000	86278	27860	97476	34167	145706	200086	25421
LIABILITIES								
CURRENT								
Accounts payable for purchases, etc.		180		285		46	1604	220
Payroll taxes								
Employees' income tax deductions								
Unpaid commissions and bonuses	2308	5019	2129	6611	254	27811	6038	1209
Customers' credit balances	28	20		245	22	148	144	200
Accrued state income taxes								
Accrued taxes	264	527	496	100	445	598		262
Accrued miscellaneous								
Total Current Liabilities	3107	3246	2625	7261	811	28523	7826	1572
INTRACOMPANY ACCOUNT								
Private ledger - Cleveland	24560	49847	(1021)	66266	22969	24214	141162	68528
NOMINAL								
Net profit from operations for the	22833	22625	26222	22949	(613)	62917	51088	6271
fiscal year ended Aug. 31, 1958								
before providing for Fed. inc. taxes								
Total Liabilities	65000	86278	27860	97476	34167	145706	200086	25421

BALANCE SHEET - CENTRAL BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 August 31, 1958

	Louisville. Ky. No. 88	Mansfield. Ohio No. 107	Parkersburg. W. Va. No. 139	Pittsburgh. Pa. No. 58	Rochester. N.Y. No. 45	Springfield. Ohio No. 142	Toledo. Ohio No. 53	Youngstown. Ohio No. 127	Total Central Branches
ASSETS									
CURRENT									
1 Cash on hand	170	150	100	149	150	150	150	247	2543
2 Cash on deposit and in transit					2832			2000	14530
3 Trade notes receivable - not due									
4 - past due									
5 Trade accounts receivable	48017	22307	2803	98245	27002	16999	57557	51944	204025
6 Reserve for doubtful accounts	(1623)	(909)	(500)	(1387)	(1097)	(1550)	(1257)	(403)	(1535)
7 Stock current receivables		16					1002	124	2421
8 Inventories - finished stock	5922	2445	14257	41260	22112	22281	49715	22638	209238
9 Total Current Assets	109425	51063	14957	135242	27000	44025	107215	61562	141614
OTHER ASSETS									
10 <i>Misc. Notes Receivable</i>									
11 Deposits with public utilities, etc.	62				2	50	71	965	965
12 Prepaid insurance and expenses	684			100			693		5231
13 Total Other Assets	746	2		100	2	50	864	4199	4199
PROPERTY, PLANT AND EQUIPMENT									
14 Land, buildings, furn. and fixt., etc.	11086	3855	6076	9122	2060	6918	10269	2759	157820
15 Allowance for depreciation	(2512)	(2229)	(265)	(2624)	(2169)	(1624)	(5288)	(452)	(60629)
16 Total Property, Plant and Equip.	8574	5126	5721	6498	4391	5294	5881	3224	97191
17 Total Assets	109740	56579	20682	145025	26493	50617	106960	64889	1520685
LIABILITIES									
CURRENT									
18 Accounts payable for purchases, etc.			210	907	410		146		5069
19 Payroll taxes									
20 Employees' income tax deductions									
21 Unpaid commissions and bonuses	2440			21634	607	90	4240	1702	60326
22 Customers' credit balances	251	2		320	54	100	62	82	1760
23 Accrued state income taxes	312			1193	569				1506
24 Accrued taxes	218	420	22	250		125	1038	225	2716
25 Accrued miscellaneous									
26 Total Current Liabilities	3522	422	232	14513	1442	365	5886	1575	7477
INTERCOMPANY ACCOUNT									
27 Private ledger - Cleveland	27189	63097	25266	43225	63920	45531	61992	55009	971740
28 <i>NOTES</i>									
29 Net profit from operations for the	29029	(5040)	(1241)	8492	11521	1212	39076	12065	41222
30 Fiscal year ended Aug. 31, 1958									
31 before providing for Fed. inc. taxes									
32 Total Liabilities	109740	56579	20682	145025	26493	50617	106960	64889	1520685

GLD019381

BALANCE SHEET - EASTERN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 August 31, 1958

	Allentown, Pa. No. 135	Atlantic City, N.J. No. 113	Baltimore, Md. No. 59	Camden, N.J. No. 134	Dover, Del. No. 131	Durham, N.C. No. 117	Raleigh, N.C. No. 128	Greensboro, N.C. No. 129
ASSETS								
CURRENT								
Cash on hand	100	100	100	100	100	100	100	100
Cash on deposit and in transit								
Trade notes receivable - not due			561	660		750		300
- past due								100
Trade accounts receivable	17083	20123	10916	22851	10511	53211	8937	573
Reserve for doubtful accounts	(1102)	(1297)	(1324)	(1000)	(512)	(1977)	(382)	(12)
Sundry current receivables								
Inventories - finished stock	27757	10112	44323	18692	14287	42771	16375	342
Total Current Assets	43240	29038	24646	47243	24391	75089	25032	764
OTHER ASSETS								
Misc. Notes Receivable								
Deposits with public utilities, etc.					75	120		50
Prepaid insurance and expenses	144	144	216		72	216		2
Total Other Assets	144	144	216		147	336		52
PROPERTY, PLANT AND EQUIPMENT								
Land, buildings, furn. and fixt., etc.	7714	1767	10283	7764	3554	3872	3558	84
Allowance for depreciation	(683)	(1066)	(8392)	(347)	(247)	(1391)	(1007)	(14)
Total Property, Plant and Equip.	7031	701	1861	7417	3307	2481	2551	70
Total Assets	51017	30083	26723	54660	27698	102906	27583	834
LIABILITIES								
CURRENT								
Accounts payable for purchases, etc.	773		851	215	150	1487	775	45
Payroll taxes								
Employees' income tax deductions			356					
Unpaid commissions and bonuses	2900	15	2127		5	2146		37
Customers' credit balances	17	1	236	200		145	2	
Accrued state income taxes	106		1000		180	600		4
Accrued taxes	53					410	200	
Accrued miscellaneous								
Total Current Liabilities	3243	151	5070	415	335	2488	977	86
INTRACOMPANY ACCOUNT								
Private ledger - Cleveland	42777	27009	57197	70414	26850	31662	27700	553
NOMINAL								
Net profit from operations for the	4995	2927	24506	(16169)	160	16456	(1094)	230
fiscal year ended Aug. 31, 1958								
before providing for Fed. inc. taxes								
Total Liabilities	51017	30083	86723	54660	27698	102906	27583	834

BALANCE SHEET - EASTERN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1958

	Providence, R.I.	Quincy, Mass.	Waltham, Mass.	S. Hoopesack, (New York)	Albany, N.Y.	Syracuse, N.Y.	Utica, N.Y.	W. Hempstead, N.Y.	Norfolk, Va.	Newport News, Va.
	No. 132	No. 115	No. 126	No. 79	No. 119	No. 72	No. 140	No. 124	No. 87	No. 129
ASSETS										
Cash on hand	100	100	100	200	100	100	100	100	100	100
Cash on deposit and in transit				1,315		100				
Trade notes receivable - not due						100		205		
- past due										
Trade accounts receivable	12,991	10,945	12,284	20,415	49,176	45,771	35,769	71,478	105,339	
Reserve for doubtful accounts	(950)	(983)	(900)	(6,177)	(430)	(600)	(700)	(2,711)	(4,000)	
Inventory current receivables										
Inventory - finished stock	24,835	28,060	17,460	119,123	31,791	26,837	20,092	20,777	21,103	
Total Current Assets	37,276	39,024	31,948	332,204	77,637	75,100	27,896	41,062	141,229	31,869
OTHER ASSETS										
Miscellaneous Receivable										
Deposits with public utilities, etc.		25		2,405	56	200				
Prepaid insurance and expenses	27		72	818	144	232	594	216	84	
Total Other Assets	27	25	72	7023	204	2272	574	220	3315	84
PROPERTY, PLANT AND EQUIPMENT										
Land, buildings, furn. and fixt., etc.	8,206	5,502	6,747	23,080	8,100	9,199	5,714	7,134	10,241	2,449
Allowance for depreciation	(257)	(404)	(570)	(13,549)	(1,326)	(1,188)	(326)	(334)	(2,437)	(1,211)
Total Property, Plant and Equip.	7,949	5,098	6,177	9,531	6,774	8,011	5,388	6,800	7,804	1,238
Total Assets	45,246	44,147	41,197	349,057	84,611	83,112	33,284	70,082	152,848	33,240
LIABILITIES										
DEBT										
Accounts payable for purchases, etc.	661	453		1,973	95	427	245	314	1,771	111
Payroll taxes										
Suppliers' income tax deductions										
Unpaid commissions and bonuses										
Customers' credit balances				9506	24	1064		81	1,862	101
Accrued state income taxes				354	14	400		6	32	
Accrued taxes									785	
Accrued miscellaneous		325			500	600				
Total Current Liabilities	661	778	131	10,913	635	2,695	245	401	465	272
TRACOMPANY ACCOUNT										
Private ledger - Cleveland	5,434	5,195	47,498	233,865	95,342	64,017	42,835	68,277	113,496	34,992
MINA										
Net profit from operations for the	(10,547)	(10,507)	(6,442)	1,043,900	634	1,6870	(13,112)	1,404	34,552	3,426
Fiscal year ended Aug. 31, 1958										
before providing for Fed. Inc. taxes										
Total Liabilities	45,246	44,147	41,197	349,057	84,611	83,112	33,284	70,082	152,848	33,240

GLD019383

BALANCE SHEET - EASTERN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1956

	Pottstown, Pa.	Richmond, Va.	Spartanburg, Pa.	Washington, D. C.	Total Eastern Branches
ASSETS	No. 112	No. 80	No. 43	No. 53	
CURRENT					
Cash on hand	50	100	125	100	375
Cash on deposit and in transit					
Trade notes receivable - not due			2052	498	2550
- past due					
Trade accounts receivable	1993	44531	26416	17925	106645
Reserve for doubtful accounts	(110)	(1122)	(692)	573	(1841)
Surplus current receivables					
Inventories - finished stock	7111	48633	23457	71892	149193
Total Current Assets	15264	92162	61374	172708	286518
OTHER ASSETS					
MILITARY RECEIVABLE					
Deposits with public utilities, etc.			629	10	639
Prepaid insurance and expenses		216	681	830	1727
Total Other Assets		216	681	830	1727
PROPERTY, PLANT AND EQUIPMENT					
Land, buildings, furn. and fix., etc.	2223	5653	7719	59632	74127
Allowance for depreciation	(1923)	(5476)	(2342)	5324	(14817)
Total Property, Plant and Equip.	1250	177	572	5538	11542
Total Assets	16514	92537	62106	179246	350403
LIABILITIES					
CURRENT					
Accounts payable for purchases, etc.	607	2284	393	1864	5148
Payroll taxes					
Employees' income tax deductions				8	8
Unpaid commissions and bonuses	2417	4378	2489	12458	21732
Customers' credit balances	4	28	131	424	623
Accrued state income taxes	200	550	400		1150
Accrued taxes	100		300	700	1100
Accrued miscellaneous					
Total Current Liabilities	3332	7238	3713	14950	29293
INTRACOMPANY ACCOUNT					
Private ledger - Cleveland	(6364)	4902	30716	97220	156674
NOMINAL					
Net profit from operations for the	19276	97317	25631	80720	439724
fiscal year ended Aug. 31, 1956					
before providing for Fed. inc. taxes					
Total Liabilities	11544	92557	62630	179864	350415

GLD019384

BALANCE SHEET - SOUTHERN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
August 31, 1958

	Dallas, Texas No. 47	El Paso, Texas No. 48	Fort Worth, Texas No. 144	Houston, Texas No. 49	Lubbock, Texas No. 120	Mobile, Ala. No. 67	San Antonio, Texas No. 50
ASSETS							
CURRENT							
Cash on hand	150	150	149	100	150	100	150
Cash on deposit and in transit	7500			6014			
Trade notes receivable - not due	125	2068	2200	5650	1377		7579
- past due		624					
Trade accounts receivable	108099	47551	53347	110688	45860	15464	50875
Reserve for doubtful accounts	(990)	(2065)	(1150)	(3229)	(3154)	(745)	(2310)
Sundry current receivables	20						
Inventories - finished stock	107801	58734	56236	98380	53943	31972	49110
Total Current Assets	222705	107052	111322	217603	98176	46811	105404
OTHER ASSETS							
Deposits with public utilities, etc.	10	10	85	1400	10		141
Prepaid insurance and expenses	7	7		7		66	7
Total Other Assets	17	17	85	1407	10	66	148
PROPERTY, PLANT AND EQUIPMENT							
Land, buildings, furn. and fixt., etc.	14817	11557	10698	24074	8759	9393	10595
Allowance for depreciation	(10660)	(5903)	(1922)	(13143)	(1350)	(1924)	(7609)
Total Property, Plant and Equip.	4167	5654	8776	10931	7409	7469	2986
Total Assets	226889	112733	120243	229441	105595	54346	108538
LIABILITIES							
CURRENT							
Accounts payable for purchases, etc.	840		28		88	544	
Payroll taxes	7		1				
Employees' income tax deductions							
Unpaid commissions and bonuses	10648	3526	1309	9684	1476	1486	3055
Customers' credit balances	511		5	112	33	9	19
Accrued state income taxes						253	
Accrued taxes	2817	951	150	1048	798	251	978
Accrued miscellaneous							
Total Current Liabilities	14823	4477	1493	10844	2395	2543	4052
INTRACOMPANY ACCOUNT							
Private ledger - Cleveland	129800	77636	116266	133785	97930	35033	81896
NOMINAL							
Net profit from operations for the fiscal year ended Aug. 31, 1958							
before providing for Fed. inc. taxes	82266	30620	2424	85312	5870	16770	22590
Total Liabilities	226889	112733	120243	229441	105595	54346	108538

BALANCE SHEET - MISSISSIPPI BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 August 31, 1958

	Denver, Colo. No. 99	Evansville, Ind. No. 42	Kansas City, Mo. No. 74	Memphis, Tenn. No. 83	Mt. Vernon, Ill. No. 70	Oklahoma City, Okla. No. 46	Total Mississippi Branches
ASSETS							
CURRENT							
Cash on hand	87	100	93	250	100	150	780
Cash on deposit and in transit							
Trade notes receivable - not due		3886					3886
- Past due							
Trade accounts receivable	49004	59666	40098	61013	4698	50442	264921
Reserve for doubtful accounts	(1225)	(2478)	(1501)	(2098)	(646)	(2519)	(10467)
Sundry current receivables							
Inventories - finished stock	58147	69972	42813	47486	6030	59865	284313
Total Current Assets	106013	131146	81503	106657	10182	107938	543433
OTHER ASSETS							
MISC. NOTES RECEIVABLE		6000	15			10	6000
Deposits with public utilities, etc.			45	85	26	141	266
Prepaid insurance and expenses		1					298
Total Other Assets		6001	60	85	26	151	6323
PROPERTY, PLANT AND EQUIPMENT							
Land, buildings, furn. and fixt., etc.	9255	74231	8522	8530	2549	11897	114484
Allowance for depreciation	(2307)	(39612)	(2474)	(4976)	(1755)	(7642)	(58766)
Total Property, Plant and Equip.	6948	34619	6048	3554	794	3755	55718
Total Assets	112961	171766	87611	110290	11002	111844	605474
LIABILITIES							
CURRENT							
Accounts payable for purchases, etc.	819	661	253	724	175	424	3056
Payroll taxes							
Employees' income tax deductions				3			3
Unpaid commissions and bonuses	1567	11525	583	5934	76	1726	21411
Customers' credit balances	45	49	200	1304	28	72	1698
Accrued state income taxes	270		258			532	1060
Accrued taxes	366	4087	416	231	179	310	6589
Accrued miscellaneous							
Total Current Liabilities	3067	16322	1710	8196	458	3064	32817
INTRACOMPANY ACCOUNT							
Private ledger - Cleveland	108665	59932	82236	49855	9094	78630	388412
NOMINAL							
Net profit from operations for the							
fiscal year ended Aug. 31, 1958	1229	95512	3665	52239	1450	30150	184245
before providing for Fed. inc. taxes							
Total Liabilities	112961	171766	87611	110290	11002	111844	605474

BALANCE SHEET - NORTHWESTERN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1958

		Glidden				General		Total
		Fargo, N.D.		Sioux City, Iowa		St. Paul, Minn.		Northwestern
		No. 85	No. 94	No. 93	No. 92	Mont.		Branches
ASSETS								
CURRENT								
Cash on hand	100	100	100	100	97	125	522	
Cash on deposit and in transit							2350	
Trade notes receivable - not due	200				150		200	
Trade notes receivable - past due								
Trade accounts receivable	47991	31060	22730	18855	8148		128784	
Reserve for doubtful accounts	(2182)	(1594)	316	(827)	(160)		(4037)	
Surplus current receivables								
Inventories - finished stock	30259	44260	23091	17564			137806	
Total Current Assets	78568	73836	46237	35839			260025	
OTHER ASSETS								
MISC NOTES RECEIVABLE								
Deposits with public utilities, etc.	250		90				250	
Prepaid insurance and expenses							90	
Total Other Assets	250		90				340	
PROPERTY, PLANT AND EQUIPMENT								
Land, buildings, furn. and fixt., etc.	9102	7452	6418	4256	1224		28442	
Allowance for depreciation	(6290)	(3617)	(3106)	(1739)	(151)		(15303)	
Total Property, Plant and Equip.	2412	3835	3312	2517	1083		13139	
Total Assets	81220	77641	49639	38356	26838		273704	
LIABILITIES								
CURRENT								
Accounts payable for purchases, etc.	50	23	1183	99			1385	
Payroll taxes								
Employees' income tax deductions								
Unpaid commissions and bonuses	700	3057	656	1034	32		5479	
Customers' credit balances	46	47	62	64	77		296	
Accrued state income taxes	220	264	286	188			958	
Accrued taxes	393	527	1156	331	31		2439	
Accrued miscellaneous								
Total Current Liabilities	1439	3918	3343	1716	140		10554	
INTRACOMPANY ACCOUNT								
Private ledger - Cleveland	66425	50376	44756	26656	26313		214516	
NOMINAL								
Net profit from operations for the								
fiscal year ended Aug. 31, 1958	13306	22547	1540	1114	395		41582	
before providing for Fed. inc. taxes	8730	77141	49639	38356	26838		273704	
Total Liabilities								

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GLD019387

BALANCE SHEET - SOUTHEASTERN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
August 31, 1958

	Albany, Ga. No. 109	Asheville, N.C. No. 76	Atlanta, Ga. No. 40	Birmingham, Ala. No. 41	Charlotte, N.C. No. 66	Chattanooga, Tenn. No. 85	Greenville, S.C. No. 130	Jacksonville, Fla. No. 52
ASSETS								
CURRENT								
Cash on hand	100	100	100	200	250	150	150	100
Cash on deposit and in transit								
Trade notes receivable - not due		7000	600					1955
- past due			100					
Trade accounts receivable	40719	45461	45441	78203	91749	30295	36446	43789
Reserve for doubtful accounts	(1047)	(761)	(1999)	(1388)	(1087)	(2315)	(1500)	(84)
RESERVE FOR DISCOUNT AND ALLOWANCES								
Sundry current receivables								
Inventories - finished stock	23516	54567	18642	49702	65487	31992	34922	37355
Total Current Assets	62788	106567	67885	121715	156404	60122	70012	83100
OTHER ASSETS								
MISC. NOTES RECEIVABLE								
Deposits with public utilities, etc.	50				5			97
Prepaid insurance and expenses		93	193	113	237	419		31
Total Other Assets	50	93	193	113	242	419		100
PROPERTY, PLANT AND EQUIPMENT								
Land, buildings, furn. and fixt., etc.	4745	4624	11574	10156	12614	18708	9586	9497
Allowance for depreciation	(1296)	(221)	(6259)	(4060)	(8076)	(15158)	(628)	(258)
Total Property, Plant and Equip.	3249	6913	5315	6096	4538	11150	2952	590
Total Assets	66187	113573	68393	127624	161184	61691	72976	90022
LIABILITIES								
CURRENT								
Accounts payable for purchases, etc.	263	229	575	919	2250	355	37	47
Payroll taxes		6		3		2		
Employees' income tax deductions				1				
Unpaid commissions and bonuses	1445	5617	4573	12912	17476	898	340	244
Customers' credit balances	33	510	17	20	113	84	78	
Accrued state income taxes	769	347	491	303	645		160	
Accrued taxes	428	445	604	415	836	563	175	78
Accrued miscellaneous								
Total Current Liabilities	2438	7154	6260	14673	21320	1902	790	366
INTRACOMPANY ACCOUNT								
Private ledger - Cleveland	50624	65521	10497	(883)	2593	52521	50897	6265
NOMINAL								
Net profit from operations for the fiscal year ended Aug. 31, 1958	12525	40898	5176	113934	131271	6248	(2711)	2370
before providing for Fed. inc. taxes								
Total Liabilities	66187	113573	68393	127624	161184	61691	72976	90022

BALANCE SHEET - SOUTHEASTERN BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1958

	Fort Lauderdale, Fla. No. 125	Nashville, Tenn. No. 90	Orlando, Fla. No. 65	Tampa, Fla. No. 61	Total Southeastern Branches
ASSETS					
CURRENT					
Cash on hand	100	100	100	150	1900
Cash on deposit and in transit					11293
Trade notes receivable - not due			1740		100
- past due					
Trade accounts receivable	41966	68371	64138	66163	790074
Reserve for doubtful accounts	(1161)	(1765)	(225)	(2913)	(20841)
RESERVE FOR DISCOUNT AND ALLOWANCES					(260)
Sundry current receivables					
Inventories - finished stock	27910	35744	43218	58219	611595
Total Current Assets	69815	102450	108961	121619	1393281
OTHER ASSETS					
MISC. NOTES RECEIVABLE			1450		2425
Deposits with public utilities, etc.		4	120	3	324
Prepaid insurance and expenses		212	34	23	1597
Total Other Assets		226	1604	26	4346
PROPERTY, PLANT AND EQUIPMENT					
Land, buildings, furn. and fixt., etc.	17692	11873	14128	10125	165728
Allowance for depreciation	(2980)	(5045)	(5889)	(8629)	(29060)
Total Property, Plant and Equip.	14712	6828	8239	7496	86668
Total Assets	83527	108800	118804	122144	1454291
LIABILITIES					
CURRENT					
Accounts payable for purchases, etc.	164	623	973	392	9610
Payroll taxes		8	1	14	44
Employees' income tax deductions		1			2
Unpaid commissions and bonuses	5370	8770	7967	6976	99188
Customers' credit balances	61	101	48	31	1171
Accrued state income taxes					2715
Accrued taxes	677	563	568	980	8685
Accrued miscellaneous					
Total Current Liabilities	6272	10072	9557	8093	121415
INTRACOMPANY ACCOUNT					
Private ledger - Cleveland	41281	19972	47232	70026	611941
NOMINAL					
Net profit from operations for the fiscal year ended Aug. 31, 1958	35975	78756	62015	44725	750925
before providing for Fed., inc. taxes					
Total Liabilities	82028	105800	118804	122144	1454291

BALANCE SHEET - CANADIAN BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 August 31, 1958

	Monoton. N. Brunswick No. 103	Quebec City, Quebec No. 116	Total Montreal Branches	Calgary, Alberta No. 102	Edmonton, Alberta No. 123	Winnipeg, Manitoba No. 101
ASSETS						
CURRENT						
Cash on hand	400	200	600	150	150	350
Cash on deposit and in transit						
Trade notes receivable - not due						
- past due						
Trade accounts receivable	137722	67049	204781	13465	16935	25499
Reserve for doubtful accounts	(2148)	(4755)	(3903)	(2007)	(1072)	(5161)
RESERVE - DISCOUNTS & ALLOWANCES	(4000)		(4000)			
Sundry current receivables						
Inventories - finished stock	22220	45966	68186	23524	18253	40717
Total Current Assets	164224	114460	278684	45192	24264	121405
OTHER ASSETS						
Misc. Notes Receivable						
Deposits with public utilities, etc.	200		200			
Prepaid insurance and expenses	164	640	804	244	212	528
Total Other Assets	364	640	1004	244	212	528
PROPERTY, PLANT AND EQUIPMENT						
Land, buildings, furn. and fixt., etc.	2866	2448	5314	4027	2589	23552
Allowance for depreciation	(1509)	(967)	(2476)	(2217)	(924)	(11942)
Total Property, Plant and Equip.	1357	1481	2838	1810	1665	21610
Total Assets	166425	116581	283056	47256	26641	143543
LIABILITIES						
CURRENT						
Accounts payable for purchases, etc.	209	22	231	144	98	64
Payroll taxes	52	43	95	35	35	43
Employees' income tax deductions	197	215	412	112	117	126
Unpaid commissions and bonuses	968	6150	7118			4541
Customers' credit balances	26		26	206	494	263
Accrued state income taxes						
Accrued taxes						
Accrued miscellaneous						
Total Current Liabilities	1452	6485	7937	497	744	5107
INTRACOMPANY ACCOUNT						
Private ledger - Cleveland	71483	24242	105726	65209	41615	97540
NOMINAL						
Net profit from operations for the	92540	25352	169393	(21451)	(10260)	40896
year ended Aug. 31, 1958						
before providing for Fed. inc. taxes						
Total Liabilities	166425	116581	283056	47256	26641	143543

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1958

	Albion, Calif.	Huntington Pt., Calif.	Long Beach, Calif.	Monrovia, Calif.	N. Hollywood, Calif.	Honolulu, Hawaii	Oakland, Calif.	Portland, Ore.	Sacramento, Calif.	San Diego, Calif.
	No. 81	No. 89	No. 89	No. 89	No. 54	No. 59	No. 133	No. 91	No. 97	No. 92
ASSETS										
CURRENT										
Cash on hand	201	150	150	100	150	100	535	100	200	150
Cash on deposit and in transit					8711	5011		2460		498
Trade notes receivable - not due										
- past due										
Trade accounts receivable	4972	37607	74972	3400	42220	57932	42711	62772	63044	42898
Reserve for doubtful accounts	46	(1124)	(1523)	(442)	1008	(4028)	(704)	(2405)	(2000)	(2280)
Sundry current receivables										
Inventories - finished stock	33748	42816	62558	27925	55175	57345	65543	72434	36865	52880
Total Current Assets	91729	82750	197572	30942	107272	110550	108080	131361	98106	95126
OTHER ASSETS										
Misc. Notes RECEIVABLE										
Deposits with public utilities, etc.	250	75	221	5	2116	145	79	265	100	7
Prepaid insurance and expenses	610	203	490	300	502	183		543	912	531
Total Other Assets	810	278	434	305	3440	128	29	748	1012	538
PROPERTY, PLANT AND EQUIPMENT										
Land, buildings, furn. and fixt., etc.	2291	3481	13467	5911	5000	42441	9960	7664	14918	17632
allowance for depreciation	(14153)	(14220)	(7857)	(428)	(2561)	(29090)	(308)	(2137)	(3455)	(4546)
Total Property, Plant and Equip.	2138	1061	6208	2283	2433	22451	9452	1527	11363	3092
Total Assets	94617	93701	145060	34720	113351	145129	117769	135928	110480	97952
LIABILITIES										
CURRENT										
Accounts payable for purchases, etc.	2623	2817	1782	1170	903	4	1585	324	1639	1187
Payroll taxes						168				
Employers' income tax deductions						582				
Unpaid commissions and bonuses	2020	1913	3477		207	1757	344	3172	3422	2241
Customers' credit balances	24	7	24		195		311	637	325	150
Accrued state income taxes						1167		1140		120
Accrued taxes	9					121				25
Accrued miscellaneous										
Total Current Liabilities	4653	4737	5261	1190	1305	2771	2240	4799	5766	2405
INTRACOMPANY ACCOUNT										
Private ledger - Cleveland	72498	69003	112215	44690	117336	110274	174508	107645	78354	80041
NOMINAL										
Net profit from operations for the	17490	18030	30584	(4142)	(5200)	3152	(53979)	2504	26360	14334
fiscal year ended Aug. 31, 1958										
before providing for Fed. inc. taxes										
Total Liabilities	94617	93701	145060	34720	113351	145129	117769	135928	110480	97952

GLD019391

August 31, 1958

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BALANCE SHEET - GENERAL PACIFIC BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1958

	Boise, Idaho	Eugene, Ore.	Portland, Ore.	Walnut Park, Ore.	General Salem, Ore.	Seattle, Wash.	Spokane, Wash.	Tacoma, Wash.	Yakima, Wash.	Honolulu, Hawaii
	No. 150	No. 151	No. 152	No. 154	No. 153	No. 155	No. 156	No. 157	No. 158	No. 159
ASSETS										
CURRENT										
Cash on hand	100	100	100	100	100	120	150	150	125	44
Cash on deposit and in transit										
Trade notes receivable - not due										
- past due										
Trade accounts receivable	7743	13357	24126	5670	10205	30022	23081	22331	10233	27497
Reserve for doubtful accounts	(108)	(135)	(156)	(185)	(188)	(180)	(150)	(185)	(150)	(150)
Surplus current receivables										
Inventories - finished stock	5114	1556	2751	3523	4015	11944	12099	6137	5312	4436
Total Current Assets	13407	20663	26827	9183	14170	41949	35180	12366	25360	75469
OTHER ASSETS										
Misc. Notes Receivable										
Deposits with public utilities, etc.										
Prepaid insurance and expenses	170					125				64
Total Other Assets	170					125				64
PROPERTY, PLANT AND EQUIPMENT										
Land, buildings, furn. and fix., etc.		204	190	447	1471	1439	2135	539	1075	3661
Allowance for depreciation		(110)	(96)	(119)	(123)	(304)	(124)	(146)	(249)	(1434)
Total Property, Plant and Equip.		94	94	328	1348	1135	2011	393	827	2227
Total Assets	13577	21257	26921	9511	15518	43208	37191	12891	16387	79215
LIABILITIES										
CURRENT										
Accounts payable for purchases, etc.						182	206		143	2544
Payroll taxes										464
Employees' income tax deductions										1052
Unpaid commissions and bonuses	235	574	941	286	432	715	785		157	1150
Customers' credit balances	5	73	164	10	13	137		53		82
Accrued state income taxes										310
Accrued taxes	50	80	99	70	20	75	85	70	70	100
Accrued miscellaneous										
Total Current Liabilities	293	662	1190	336	525	1109	1076	309	370	2234
INTRACOMPANY ACCOUNT										
Private ledger - Cleveland	11164	14636	19646	6993	11698	36521	31522	12867	14531	72861
NONCURRENT										
Net profit from operations for the	1120	3953	6079	2182	3315	5578	4593	(295)	1426	(220)
fiscal year ended Aug. 31, 1958										
before providing for Fed. inc. taxes										
Total Liabilities	13577	21257	26921	9511	15518	43208	37191	12891	16387	79215

GLD019393

August 31, 1958

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BALANCE SHEET - MINNEAPOLIS BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

August 31, 1958

	Des Moines, Iowa	Grand Rapids, Mich.	Remond, Ind.	Indianapolis, Ind.	Madison, Wis.	Milwaukee, Wis.	Oakdale, Nebr.	Rockford, Ill.	St. Louis, Mo.	Total
	No. 105	No. 95	No. 108	No. 80	No. 100	No. 114	No. 84	No. 141	No. 104	Branches
ASSETS										
CURRENT										
Cash on hand	350	100	150	100	100	150	150	75	100	1,275
Cash on deposit and in transit										
Trade notes receivable - not due	1817	2248				5985			274	10,374
- past due										
Trade accounts receivable	45903	77054	48440	60889	34657	57105	58017	37813	65314	486,162
Reserve for doubtful accounts	(965)	(2208)	(2358)	(1957)	(1553)	(2100)	(2794)	(1100)	(2000)	(16,195)
Notes current receivables										
Inventories - finished stock	29675	23377	53685	51215	34032	43323	44835	28505	33057	327,704
Total Current Assets	76780	100371	79917	111107	67216	104763	100108	66293	96717	807,272
OTHER ASSETS										
Misc. Notes Receivable										
Deposits with public utilities, etc.				10			9	15	150	184
Prepaid insurance and expenses		158					20			178
Total Other Assets		158		11			29	15	150	363
PROPERTY, PLANT AND EQUIPMENT										
Land, buildings, furn. and fix., etc.	9689	8559	9378	13487	7280	9239	12011	10676	7814	88,194
Allowance for depreciation	(2425)	(2595)	(2106)	(7860)	(1538)	(1386)	(8072)	(573)	(2110)	(28,174)
Total Property, Plant and Equip.	7264	5964	7272	6127	5742	7853	3939	10102	5755	60,020
Total Assets	84044	112393	87189	117245	72958	112610	104176	76410	102627	867,292
LIABILITIES										
CURRENT										
Accounts payable for purchases, etc.	215	97	278	595		795	575	222	74	2851
Payroll taxes										
Employees' income tax deductions										
Unpaid commissions and bonuses	2572	4343	5410	6736	1109	1573	4485	1077	5273	32,574
Customers' credit balances	24	121	17	172	137	558	200	9	6	1,237
Accrued state income taxes	429				521	363				1,373
Accrued taxes	1336	223	1054	435	578	418	609	200	14	4,805
Accrued miscellaneous				2745			62			2,807
Total Current Liabilities	4576	4797	6759	10681	2285	3707	5929	1508	5347	45,609
INTRACOMPANY ACCOUNT										
Private ledger - Cleveland	53160	6591	27284	52168	53626	93962	53717	70337	61365	539,210
NONCURRENT										
Net profit from operations for the										
fiscal year ended Aug. 31, 1958										
before providing for Fed. inc. taxes	26308	41905	53146	54296	17047	14947	44630	4065	35890	292,234
Total Liabilities	84044	112393	87189	117245	72958	112610	104176	76410	102627	867,292

GLD010395

BALANCE SHEET - TOTAL ALL BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 August 31, 1958

		Total	All
ASSETS		Branches	
1	CURRENT		
2	Cash on hand	12577	
3	Cash on deposit and in transit	11825	
4	Trade notes receivable - not due	151081	
5	- past due	1224	
6	Trade accounts receivable	510304	
7	Reserve for doubtful accounts	(144325)	
8	Stocks current receivables	2512	
9	Inventories - finished stock	441565	
10	Total Current Assets	932340	
11	OTHER ASSETS		
12	Misc. Notes Receivable	31510	
13	Deposits with public utilities, etc.	4457	
14	Prepaid insurance and expenses	21476	
15	Total Other Assets	42138	
16	PROPERTY, PLANT AND EQUIPMENT		
17	Land, buildings, furn. and fixt., etc.	1122299	
18	Allowance for depreciation	(284682)	
19	Total Property, Plant and Equip.	837617	
20	Total Assets	10751973	
21	LIABILITIES		
22	CURRENT		
23	Accounts payable for purchases, etc.	69083	
24	Payroll taxes	842	
25	Employees' income tax deductions	3072	
26	Unpaid commissions and bonuses	352828	
27	Customers' credit balances	14306	
28	Accrued state income taxes	14822	
29	Accrued taxes	17831	
30	Accrued miscellaneous	3812	
31	Total Current Liabilities	504441	
32	INTRACOMPANY ACCOUNT		
33	Private ledger - Cleveland	672728	
34	NOMINAL		
35	Net profit from operations for the	2528864	
36	fiscal year ended Aug. 31, 1958		
37	before providing for Fed. inv. taxes		
38	Total Liabilities	10257973	
39		17	

GLD0019396

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Akron, Ohio No. 111	Buffalo, N.Y. No. 62	E. Cleveland, Ohio No. 56	South Euclid, Ohio No. 138	Willoughby, Ohio No. 122	Columbus, Ohio No. 57
SALES - REGULAR	233,953	310,692	227,738	155,719	74,116	528,945
CARTAGE - DEDUCT	1,294	4,925	3,310	1,707	95	11,462
FREIGHT IN - DEDUCT	1,765	6,470				3,640
NET SALES	230,194	299,297	224,428	154,012	73,921	513,843
SALES COST	122,998	158,572	117,638	88,477	35,484	302,927
GROSS PROFIT	107,196	140,725	106,790	65,535	37,807	210,916
SELLING & GENERAL EXP.						
SALESMEN'S SAL. & EXP.	11,376	19,620	21,340	8,785	6,340	29,648
SALESMEN'S EXPENSE	1,080	4,521	2,888	1,453	211	5,076
OTHER TERRITORIAL CHARGES	2,374	8				42
SALARIES - OFFICE	15,072	23,168	18,224	10,934	7,665	28,122
REGIONAL ADMINISTRATION	6,810	8,250	7,210	3,260	2,355	12,570
ADVERTISING (LOCAL)	7,225	7,844	4,095	3,080	2,623	13,115
PROMOTION EXPENSE	135	263	83	88	66	243
BAD DEBTS PROVISION	600	450		100	300	7,100
DEPRECIATION	1,175	2,045	352	164	861	472
DISCOUNT - CASH	1,657	1,650	1,151	942	209	2,668
EMPLOYEES' WELFARE	107	224	334	10	101	351
HEAT, LIGHT & POWER	979	1,128	529	1,62	961	1,021
INSURANCE	280	461	513	133	199	345
LEGAL EXPENSE & COL. FEES		95		13		89
MAINTENANCE	56	281	74	82	272	224
OFFICE SUPPLIES	388	350	390	353	142	355
POSTAGE	220	332	261	154	166	508
PRINTING & STATIONERY	135	539	497	947	136	1,086
RENT	9,300	9,600	3,840	3,265	5,400	10,356
SALES DEVELOPMENT LETTERS		135	9	9		117
SAMPLES & ALLOWANCES	235	237	830	876	64	1,979
STORAGE					6	
TAXES	600	674	785	124	360	1,420
TELEPHONE - REGULAR	524	539	588	236	569	488
TELEPHONE - LONG DISTANCE	191	435	27	4	82	552
TELEGRAPH	5	21				55
TRAVELING EXPENSE	2,108	1,257	52	294	1,664	1,474
WATCHMAN & JANITOR SERVICE	279	185	286	60	138	258
SUNDRIES (OVER)	937	2,024	1,656	611	894	2,588
TOTAL OPER'G EXP.	63,846	86,336	66,014	36,139	31,784	122,322
NATIONAL ADVERTISING	7,250	7,450	5,170	2,310	2,510	11,750
HEADQUARTERS ADMINISTRATION	4,380	7,380	4,480	1,640	2,160	8,275
RESEARCH	1,360	1,360	1,430	330	300	2,340
	12,990	16,190	11,080	4,280	4,970	22,365
INTEREST CHARGE	3,360	5,700	3,440	1,240	1,680	6,415
TOTAL SELLING EXP.	80,196	108,226	80,534	41,659	38,434	151,102
NET SALES PROFIT (LOSS)	27,000	32,499	26,256	23,876	6,271	59,814
PROFIT (LOSS) MISCELLANEOUS	833	186	66	73	14	3,103
PROVISION STATE INCOME TAX						
TOTAL	833	186	66	73	14	3,103
NET PROFIT (LOSS)	27,833	32,685	26,322	23,949	6,137	62,917
% TO NET. SALES	12.09	10.72	11.73	15.55	(.84)	12.24

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Lakewood, Ohio No. 51	Lorain, Ohio No. 136	Louisville, Ky. No. 88	Mansfield, Ohio No. 107	Parkersburg, W. Va. No. 139	Pittsburgh, Pa. No. 68	Rochester, N.Y. No. 45	Springfield, Ohio No. 142
SALES - REGULAR	478,436	378,497	427,701	1,063,994	279,338	654,163	192,528	77,565
CARTAGE - DEDUCT	5,570	32	8,809	19,967	196	1,093,37	3,540	914
FREIGHT IN - DEDUCT		320	10,895	950	531	8690	5,559	954
NET SALES	472,866	378,145	407,997	1,034,487	279,111	634,431	183,431	75,997
SALES COST	262,276	207,79	247,475	597,127	152,99	374,097	90,394	43,573
GROSS PROFIT	210,590	167,118	160,522	437,360	119,112	260,641	84,039	32,424
SELLING & GENERAL EXP.								
SALESMEN'S SAL & EXP.	25,647		26,748	51,127		339,52	92,767	25,52
SALESMEN'S EXPENSE	3,391		6,671	10,497		75,46	3,628	109
OTHER TERRITORIAL CHARGES		15				1,506	577	
SALARIES - OFFICE	33,696	8,057	23,136	13,942	10,177	32,401	18,563	9,415
REGIONAL ADMINISTRATION	11,610	1,150	9,690	3,075	17,55	14,895	4,770	3,390
ADVERTISING (LOCAL)	8,390	1,675	12,610	5,080	17,33	19,809	4,019	2,908
PROMOTION EXPENSE	1,937	73	347	221	15	584	152	14
BAD DEBTS PROVISION		300	1,500	600	300	1,600	100	350
DEPRECIATION	2,090	339	1,115	1,015	345	1,002	758	221
DISCOUNT - CASH	2,339	92	2,649	562	71	2,321	801	311
EMPLOYEES' WELFARE	250	296	259	75	47	271	161	54
HEAT, LIGHT & POWER	855	715	1,751	766	374	1,071	1,434	391
INSURANCE	607	140	715	365	178	484	445	209
LEGAL EXPENSE & COL. FEES	15		167			162		
MAINTENANCE	87	251	638	146	38	129	132	174
OFFICE SUPPLIES	115	366	436	526	231	248	108	568
POSTAGE	237	42	500	187	96	604	221	126
PRINTING & STATIONERY	220	538	1,614	184	611	880	327	788
RENT	6,000	2702	9,996	4,500	3,109	12,000	8,760	2,800
SALES DEVELOPMENT LETTERS	36		29	69	12	103		
SAMPLES & ALLOWANCES	624	44	424	61	14	904	400	168
STORAGE								
TAXES	1,245	151	924	360	351	809	420	175
TELEPHONE - REGULAR	802	57	886	182	222	644	428	234
TELEPHONE - LONG DISTANCE	61	259	641	433	116	399	169	249
TELEGRAPH			3	39				
TRAVELING EXPENSE	1,393	1,693	1,892	2,702	742	1,713	1,583	909
WATCHMAN & JANITOR SERVICE	117	20	134	45	25	211	40	121
SUNDRIES (OVER)	1,640	379	2,881	974	748	3,312	1,565	581
TOTAL OPER'G EXP.	1,02,220	1,83,244	1,08,171	42,270	21,513	1,39,560	58,837	26,808
NATIONAL ADVERTISING	11,170	580	7,710	2,470	1,60	14,260	4,060	2,020
HEADQUARTERS ADMINISTRATION	7,080	480	8,340	2,520	1,710	11,475	4,980	980
RESEARCH	2,000	100	1,520	430	80	2,690	770	180
INTEREST CHARGE	2,0250	1,160	1,7570	5420	1,950	2,9125	9810	3,180
	5,520	360	6,420	1,980	1,260	8,895	3,840	770
TOTAL SELLING EXP.	1,27,990	203,444	1,32,161	49,670	24,723	1,77,580	72,487	30,758
NET SALES PROFIT (LOSS)	82,600	36,263	28,361	59,347	12,811	83,061	11,552	1,666
PROFIT (LOSS) MISCELLANEOUS								
PROVISION STATE INCOME TAX	223	5	1,148	6	5	526	21	52
TOTAL	223	5	668	6	5	590	21	52
NET PROFIT (LOSS)	82,377	36,213	29,029	59,400	12,816	82,997	11,531	1,718
% TO NET SALES	17.24	(9.66)	7.12	(5.74)	(47.10)	13.08	6.29	2.26

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1938

	Toledo, Ohio No. 63	Youngstown, Ohio No. 127	Total Central Branches	Allentown, Pa. No. 135	Atlantic City, N.J. No. 113	Baltimore, Md. No. 59
SALES - REGULAR	3,873.34	1,905.35	5,051.34	9,397.4	1,050.58	3,696.02
CARTAGE - DEDUCT	57.22	21.03	971.28	1,071	2,885	897.4
FREIGHT IN - DEDUCT	47.55	1,690	651.35	680	2,710	4,593
NET SALES	3,768.57	1,867.42	4,899.00	9,222.3	994.63	3,560.25
SALES COST	2,164.97	1,167.79	2,817.51	5,349.8	5,498.8	19,601.0
GROSS PROFIT	1,603.60	699.63	2,081.82	3,872.5	4,447.5	1,600.25
SELLING & GENERAL EXP.						
SALESMEN'S SAL. & EXP.	2,227.3	5,289	2,872.86	2,812	5,125	2,545.9
SALESMEN'S EXPENSE	4,552	816	598.65	745	2,123	616.6
OTHER TERRITORIAL CHARGES	2,480	49	70.59	21	140	43.62
SALARIES - OFFICE	2,467.6	1,352.1	3,454.09	9,685	10,146	2,567.4
REGIONAL ADMINISTRATION	906.0	3,610	1,266.70	960	2,640	1,009.5
ADVERTISING (LOCAL)	971.2	6,687	1,417.07	5,726	5,022	11,182
PROMOTION EXPENSE	31.8	121	42.39	193	208	24.9
BAD DEBTS PROVISION	100	450	1,565.0	300	600	100
DEPRECIATION	1,487	433	1,551.7	255	290	406
DISCOUNT - CASH	1,080	1,201	2,693.0	913	551	2,129
EMPLOYEES' WELFARE	28.8	66	317.6	8	54	285
HEAT, LIGHT & POWER	1,461	748	1,753.0	540	429	1,103
INSURANCE	486	177	762.4	222	396	991
LEGAL EXPENSE & COL. FEES	39		467.0	863	23	328
MAINTENANCE	332	28	630.4	288	99	381
OFFICE SUPPLIES	268	427	627.4	61	110	368
POSTAGE	707	128	1,371.9	932	127	494
PRINTING & STATIONERY	1,103	958	1,218.03	3,333	1,560	6,300
RENT	960.0	6,300	926	173	126	903
SALES DEVELOPMENT LETTERS	215		10,246	66	333	653
SAMPLES & ALLOWANCES	1,098	455	6			
STORAGE						
TAXES	1,140	300	1,589.4	53	142	783
TELEPHONE - REGULAR	744	355	860	221	153	651
TELEPHONE - LONG DISTANCE	802	205	621.9	257	354	922
TELEGRAPH	21		336		6	56
TRAVELING EXPENSE	1,491	1,043	2,574.2	1,777	3,016	6,157
WATCHMAN & JANITOR SERVICE	184	43	225	56	81	123
SUNDRIES (OVER)	2,270	1,106	3,095.3	1,086	741	3,004
TOTAL OPERG. EXP.	9,878.7	4,456.6	13,137.21	31,530	3,463.5	10,933.1
NATIONAL ADVERTISING	851.0	4,560	1,149.80	900	2,470	1,103.0
HEADQUARTERS ADMINISTRATION	7,200	3,780	971.40	500	2,280	7,200
RESEARCH	1,520	820	2,130.0	280	430	1,940
INTEREST CHARGE	1,721.0	916.0	2,334.00	1,880	518.0	2,019.0
TOTAL SELLING EXP.	5,520	2,880	7,468.0	400	1,740	5,580
NET SALES PROFIT (LOSS)	1,215.37	5,659.6	1,622.001	3,363.0	4,155.5	1,351.01
PROFIT (LOSS) MISCELLANEOUS						
PROVISION, 51% INCOME TAX	253	20	751.0	100	3	533
TOTAL	253	20	644.0	100	3	418
NET PROFIT (LOSS)	3,907.6	1,336.5	4,662.58	4,993	2,923	2,430.6
% TO NET SALES	10.37	7.16	9.52	5.42	2.94	6.88

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Camden, N.J. No. 134	Dover, Del. No. 131	Durham, N.C. No. 117	Raleigh, N.C. No. 128	Greensboro, N.C. No. 110	Harrisburg, Pa. No. 96
SALES - REGULAR	61,103	104,395	260,137	71,414	287,354	268,229
CARTAGE - DEDUCT	1,053	2,655	9,210	747	7,610	5,292
FREIGHT IN - DEDUCT	841	1,254	6,137	1,684	3,278	3,944
NET SALES	59,209	100,486	244,790	68,983	276,466	258,993
SALES COST	35,470	57,628	142,616	38,452	161,890	139,483
GROSS PROFIT	23,739	42,858	102,174	30,531	114,576	119,510
SELLING & GENERAL EXP.						
2 SALESMEN'S SAL. & EXP.	3,808	4,800	10,816	2,021	14,377	16,202
3 SALESMEN'S EXPENSE	1,200	2,942	5,540	459	4,738	4,387
4 OTHER TERRITORIAL CHARGES	1,560		6		3	2,987
5 SALARIES - OFFICE	10,450	10,273	18,254	9,484	16,961	17,509
6 REGIONAL ADMINISTRATION	835	1,515	6,780	1,865	7,680	6,120
7 ADVERTISING (LOCAL)	5,663	3,981	5,023	3,056	8,661	7,624
8 PROMOTION EXPENSE	366	436	288	519	621	372
9 BAD DEBTS PROVISION	400	550	2,100	850	650	
10 DEPRECIATION	347	270	905	687	924	1,028
11 DISCOUNT - CASH	145	687	684	214	2,397	1,703
12 EMPLOYEES' WELFARE	46	82	159	33	169	175
13 HEAT, LIGHT & POWER	694	875	1,166	498	1,239	1,264
14 INSURANCE	332	229	693	471	544	592
15 LEGAL EXPENSE & COL. FEES	1	25	91	10	11	
16 MAINTENANCE	716	235	309	206	130	193
17 OFFICE SUPPLIES	273	126	370	194	228	207
18 POSTAGE	69	87	304	188	272	255
19 PRINTING & STATIONERY	962	660	338	643	292	933
20 RENT	5,206	4,296	8,104	2,100	8,004	7,284
21 SALES DEVELOPMENT LETTERS	57	250	353	188	444	619
22 SAMPLES & ALLOWANCES	131	124	585	92	386	445
23 STORAGE						
24 TAXES	50	146	1,234	461	482	336
25 TELEPHONE - REGULAR	344	151	468	154	648	510
26 TELEPHONE - LONG DISTANCE	148	230	1,047	324	493	547
27 TELEGRAPH	1	2	30	6	7	3
28 TRAVELING EXPENSE	1,369	2,604	4,799	993	4,574	2,513
29 WATCHMAN & JANITOR SERVICE	24	24	34	11	109	198
34 SUNDRIES (OVER)	860	1,198	1,667	1,055	1,617	2,165
TOTAL OPER'G EXP.	36,057	36,798	72,147	26,782	76,655	76,171
35 NATIONAL ADVERTISING	2,450	2,080	5,050	1,310	6,130	5,930
37 HEADQUARTERS ADMINISTRATION	750	1,710	3,800	1,900	4,140	2,880
38 RESEARCH	300	370	1,180	280	1,080	1,120
36 INTEREST CHARGE	3500	4,160	10,030	3,490	11,350	9,930
TOTAL SELLING EXP.	40,057	42,218	85,107	31,722	91,185	88,321
NET SALES PROFIT (LOSS)	16,318	640	17,067	1,191	23,391	31,189
PROFIT (LOSS) MISCELLANEOUS	149		74	97	10	3
PROVISION STATE INCOME TAX		480	685		382	315
TOTAL	149	480	611	97	372	318
NET PROFIT (LOSS)	16,169	160	16,456	1,094	23,019	30,871
% TO NET SALES	(27.31)	.16	6.72	(1.59)	8.33	11.92

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1938

	Quincy, Mass. No. 115	Waltham, Mass. No. 126	S. Hackensack, N.Y. (New York) No. 79	Albany, N.Y. No. 119	Syracuse, N.Y. No. 72	Utica, N.Y. No. 140	W. Hempstead, N.Y. No. 124	Norfolk, Va. No. 87
SALES - REGULAR	94,388	82,696	121,153	212,764	221,527	387,922	61,112	4,691.8
CARTAGE - DEDUCT	2,407	925	4,548	7,071	3,780	611	1,331	1,346
FREIGHT IN - DEDUCT	3,094	2,718	11,898	2,990	4,397	1,052	1,172	797
NET SALES	88,887	79,053	115,459	202,703	213,350	371,299	58,609	4,477.4
SALES COST	49,132	46,258	67,452	120,391	115,157	201,877	34,061	2,634.2
GROSS PROFIT	39,755	32,795	47,956	82,312	98,193	169,422	24,548	1,843.2
SELLING & GENERAL EXP.								
2 SALESMEN'S SAL & EXP.	3,908	1,929	7,053	10,225	9,641	3,012	3,000	2,830
3 SALESMEN'S EXPENSE	2,412	238	2,426	5,480	3,621	1,076	1,480	975
4 OTHER TERRITORIAL CHARGES			2,776	25	18			115
5 SALARIES - OFFICE	11,221	11,344	7,539	14,135	16,834	7,150	4,643	2,593
6 REGIONAL ADMINISTRATION	4,395	1,695	21,495	7,080	7,530	1,185	535	672
7 ADVERTISING (LOCAL)	5,053	4,042	39,945	8,469	6,723	25,677	3,414	1,160
8 PROMOTION EXPENSE	241	221	1,008	597	328	207	170	64
9 BAD DEBTS PROVISION	300	550		1,200		400	150	220
10 DEPRECIATION	580	570	1,785	907	858	326	291	110
11 DISCOUNT - CASH	554	284	7,961	699	983	204	220	296
12 EMPLOYEES' WELFARE	159	42	1,104	155	1,09	27	16	40
13 HEAT, LIGHT & POWER	431	693	2,822	1,211	1,308	464	244	196
14 INSURANCE	443	407	2,677	574	554	229	184	66
15 LEGAL EXPENSE & COL. FEES	10		132	61	5			14
16 MAINTENANCE	150	727	726	187	216	266	385	46
17 OFFICE SUPPLIES	196	452	945	182	475	155	171	19
18 POSTAGE	163	98	1,517	172	239	62	59	46
19 PRINTING & STATIONERY	339	716	2,048	238	324	541	877	113
20 RENT	5,400	6,960	7,500	8,004	8,004	3,600	2,852	870
21 SALES DEVELOPMENT LETTERS	150	121	4,729	296	396	69	35	80
22 SAMPLES & ALLOWANCES	587	107	2,502	308	269	2383	264	95
23 STORAGE								
24 TAXES	623	5	1,026	1,023	619			89
25 TELEPHONE - REGULAR	528	347	3,983	684	581	296	329	85
26 TELEPHONE - LONG DISTANCE	184	105	1,433	926	713	405	222	112
27 TELEGRAPH	1	2	896	8	10	2		28
28 TRAVELING EXPENSE	3,694	2,714	9,666	2,876	4,368	2,423	846	586
29 WATCHMAN & JANITOR SERVICE	27	210	936	149	95	166	68	17
34 SUNDRIES (OVER)	1,157	1,129	7,642	2,189	2,027	1,044	770	28
TOTAL OPER'G EXP.	42,906	35,728	297,421	66,280	66,770	282,559	22,025	1,182
35 NATIONAL ADVERTISING	2,470	1,010	2,861	4,720	4,620	980	340	1,177
37 HEADQUARTERS ADMINISTRATION	2,400	1,350	2,624	4,680	5,205	375	400	996
38 RESEARCH	430	290	5,290	830	850	140	80	217
	5,300	2,650	6,014	10,230	10,675	1,495	820	238
36 INTEREST CHARGE	1,860	900	2,022	3,600	4,020	300	300	76
TOTAL SELLING EXP.	50,066	39,278	177,781	82,110	81,465	300,54	23,145	1,496
NET SALES PROFIT (LOSS)	1,031.1	6,483.1	1,018.54	202	16,728	13,112	1,403	346
PROFIT (LOSS) MISCELLANEOUS		1	2,536	432	142		1	6
PROVISION STATE INCOME TAX			2,536	432	142		1	7
TOTAL								
NET PROFIT (LOSS)	1,030.8	6,482.1	1,043.90	634	16,870	13,112	1,404	345
% TO NET SALES	(11.60)	(8.20)	9.04	.31	7.91	(35.51)	2.40	7.72

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Newport News, Va. No. 129	Pottstown, Pa. No. 112	Richmond, Va. No. 60	Soranton, Pa. No. 43	Washington, D.C. No. 53		
SALES - REGULAR	36,405	101,793	157,403	244,401	678,323		6
CARTAGE - DEDUCT	347	867	7,424	5,288	12,761		
FREIGHT IN - DEDUCT	646	1,023	4,858	2,823	11,139		
NET SALES	35,412	99,903	145,121	236,290	654,423		6
SALES COST	21,037	47,553	194,725	132,345	369,120		3
GROSS PROFIT	14,375	52,350	150,396	103,945	285,303		2
SELLING & GENERAL EXP.							
SALESMEN'S SAL. & EXP.	1,750	5,940	22,946	11,862	38,439		
SALESMEN'S EXPENSE	342	12	5,549	3,053	10,235		
OTHER TERRITORIAL CHARGES			564	174	3,384		
SALARIES - OFFICE	2,522	9,824	20,651	14,922	41,102		
REGIONAL ADMINISTRATION		2,655	9,795	5,955	16,035		
ADVERTISING (LOCAL)	1,429	2,501	12,872	8,217	20,029		
PROMOTION EXPENSE	4	148	215	316	639		
BAD DEBTS PROVISION	100				1,800		
DEPRECIATION	181	477	73	94	1,025		
DISCOUNT - CASH	236	580	2,616	1,718	3,534		
EMPLOYEES' WELFARE	21	35	308	239	428		
HEAT, LIGHT & POWER	205	278	829	580	1,518		
INSURANCE	88	204	479	563	2,140		
LEGAL EXPENSE & COL. FEES	7		13	8	44		
MAINTENANCE	247	144	278	69	677		
OFFICE SUPPLIES	167	45	732	175	638		
POSTAGE	21	127	435	301	581		
PRINTING & STATIONERY	527	248	456	385	1,074		
RENT	1,713	1,890	5,580	4,800	2,520		
SALES DEVELOPMENT LETTERS	20	228	910	330	2,008		
SAMPLES & ALLOWANCES	24	217	244	407	2,393		
STORAGE							
TAXES	64	139	760	296	1,373		
TELEPHONE - REGULAR	93	119	544	318	631		
TELEPHONE - LONG DISTANCE	54	84	308	283	738		
TELEGRAPH	1	1	34	6	14		
TRAVELING EXPENSE	807	1,469	4,346	3,289	3,880		
WATCHMAN & JANITOR SERVICE	18	48	118	193	309		
SUNDRIES (OVER)	302	525	2,048	1,662	2,677		
TOTAL OPER'G EXP.	10,943	27,938	70,757	60,217	159,865		1
NATIONAL ADVERTISING		2,470	8,100	6,130	14,940		
HEADQUARTERS ADMINISTRATION		960	5,340	3,840	11,940		
RESEARCH		430	1,520	1,120	2,830		
		3,860	14,960	11,090	29,710		
INTEREST CHARGE		720	4,140	2,940	9,240		
TOTAL SELLING EXP.	10,943	32,518	89,857	74,247			2
NET SALES PROFIT (LOSS)	3,432	19,832	37,593	29,698	86,488		
PROFIT (LOSS) MISCELLANEOUS	6	1	253	855	292		
PROVISION STATE INCOME TAX		255	529	212			
TOTAL	6	256	276	1,067	292		
NET PROFIT (LOSS)	3,426	19,576	37,317	28,631	86,780		
% TO NET SALES	9.67	19.60	10.81	12.12	13.26		

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Dallas, Texas No. 47	El Paso, Texas No. 48	Fort Worth, Texas No. 144	Houston, Texas No. 49	Lubbock, Texas No. 120	Mobile, Ala. No. 67	San Antonio, Texas No. 50	Total Southern Branches
SALES - REGULAR	18,071,110	3,182,055	7,606,622	8,970,811	2,852,000	1,840,310	2,770,244	28,447,112
CARTAGE - DEDUCT	23,681	12,023	20,855	23,957	7,805	2,763	7,553	79,669
FREIGHT IN - DEDUCT	23,410	14,590	23,555	15,170	13,620	2,535	10,940	92,620
NET SALES	17,823,019	2,915,592	7,162,212	8,579,544	2,633,775	1,787,312	2,585,229	26,922,233
SALES COST	4,414,935	1,684,435	4,332,626	5,029,799	1,588,829	962,445	1,498,775	15,611,882
GROSS PROFIT	13,408,084	1,231,157	2,829,586	3,549,745	1,044,946	824,867	1,086,454	11,310,351
SELLING & GENERAL EXP.								
SALESMEN'S SAL & EXP.	47,449	15,756	46,188	60,124	18,615	9,182	16,534	172,298
SALESMEN'S EXPENSE	16,280	5,298	5,655	20,493	7,284	1,708	37,071	55,335
OTHER TERRITORIAL CHARGES	2,606			514		381		3,601
SALARIES - OFFICE	44,818	22,413	52,000	47,575	19,499	17,340	15,876	172,721
REGIONAL ADMINISTRATION	13,350	6,895	6,344	15,960	7,332	4,623	6,645	55,439
ADVERTISING (LOCAL)	15,424	4,498	3,670	23,243	4,896	3,253	5,332	60,316
PROMOTION EXPENSE	806	123	294	816	310	109	144	2,602
BAD DEBTS PROVISION	4,950	1,500	1,500	1,500	1,500	200	1,000	9,800
DEPRECIATION	969	738	364	1,866	948	201	1,185	6,871
DISCOUNT - CASH	5,026	922	224	4,583	941	856	1,360	13,912
EMPLOYEES' WELFARE	813	307	47	676	190	114	214	2,361
MEAT, LIGHT & POWER	1,915	1,072	285	2,234	1,190	667	955	8,218
INSURANCE	1,659	980	259	2,856	905	475	839	7,973
LEGAL EXPENSE & COL. FEES	25	38		283	1	37	10	594
MAINTENANCE	1,086	111	210	778	239	232	143	2,799
OFFICE SUPPLIES	571	133	566	1,154	401	157	284	3,266
POSTAGE	1,307	408	134	1,072	372	303	331	3,927
PRINTING & STATIONERY	2,802	559	1,369	3,784	639	476	544	9,973
RENT	1,012	780	1,425	1,650	720	840	600	5,805
SALES DEVELOPMENT LETTERS	348	23	713	713	34	101		1,219
SAMPLES & ALLOWANCES	1,794	126	199	2,852	922	10	274	6,177
STORAGE								168
TAXES	4,596	1,091	150	1,946	626	553	1,316	10,278
TELEPHONE - REGULAR	1,507	660	263	1,589	589	577	573	5,738
TELEPHONE - LONG DISTANCE	2,015	320	170	2,063	1,794	242	650	7,234
TELEGRAPH	272	120	4	792	113	41	66	1,408
TRAVELING EXPENSE	3,012	2,569	1,011	3,335	3,878	1,977	374	19,326
WATCHMAN & JANITOR SERVICE	354	211	19	153	138	103	42	1,022
SUNDRIES (OVER)	5,163	2,163	782	4,961	2,256	1,718	1,844	18,887
TOTAL OPER'G EXP.	191,045	76,034	224,332	224,135	82,462	54,636	70,112	721,156
NATIONAL ADVERTISING	19,910	5,420	1,220	18,710	6,330	4,720	5,640	57,930
HEADQUARTERS ADMINISTRATION	15,000	5,700	1,080	13,560	5,520	2,940	5,340	49,140
RESEARCH	3,510	1,240	190	4,130	1,180	950	1,000	12,200
INTEREST CHARGE	34,420	12,360	2,490	36,400	13,030	8,610	11,980	119,290
TOTAL SELLING EXP.	11,520	4,380	900	10,500	4,260	2,280	4,080	37,920
NET SALES PROFIT (LOSS)	236,985	92,774	25,822	271,335	9,975	65,526	86,172	878,365
PROFIT (LOSS) MISCELLANEOUS	8,154	30,383	2,474	8,364	519	16,961	22,482	242,673
PROVISION STATE INCOME TAX	725	237	10	1,672	76	141	108	2,587
TOTAL	725	237	10	1,672	76	191	108	2,537
NET PROFIT (LOSS)	222,666	30,620	24,844	85,312	5,270	16,770	22,590	243,512
% TO NET SALES	10.82	10.50	3.47	9.94	2.00	9.38	8.74	9.15

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Denver, Colo. No. 99	Evansville, Ind. No. 42	Kansas City, Mo. No. 74	Memphis, Tenn. No. 83	Mt. Vernon, Ill. No. 70	Oklahoma City, Okla. No. 46	Total Mississippi Branches
SALES - REGULAR	372,974	570,798	302,731	439,508	53,945	397,869	2,137,025
ARTAGE - DEDUCT	11,264	9,772	8,400	11,852	52	8,363	49,703
TIGHT IN - DEDUCT	19,525	8,402	6,405	15,845	925	18,500	69,502
NET SALES	342,185	552,624	287,926	411,811	52,968	371,006	2,018,520
SALES COST	231,109	309,028	178,615	246,594	27,171	219,347	1,212,064
GROSS PROFIT	110,876	243,596	109,311	165,217	25,797	151,659	806,456
SELLING & GENERAL EXP.							
SALESMEN'S SAL. & EXP.	23,580	32,512	17,153	23,398	3,349	20,314	120,106
SALESMEN'S EXPENSE	9,133	10,649	8,543	8,453	62	4,797	47,797
OTHER TERRITORIAL CHARGES	633		3,241	40		10,937	4,081
ALARIES - OFFICE	1,464	27,205	18,082	23,657	8,873	20,548	113,008
REGIONAL ADMINISTRATION	5,232	8,052	4,922	6,672	2,040	6,972	33,960
VERTISING (LOCAL)	8,300	12,397	11,961	7,756	1,049	15,013	56,471
PROMOTION EXPENSE	226	287	555	212	31	272	1,583
AD DEBTS PROVISION	3,700	450	900	150	300	750	5,250
DEPRECIATION	977	1,031	921	648	139	902	4,518
DISCOUNT - CASH	1,503	3,678	2,316	3,065	74	2,780	13,416
EMPLOYEES' WELFARE	158	423	311	311	122	311	1,515
EAT, LIGHT & POWER	1,265	1,028	1,148	684	407	981	5,513
INSURANCE	780	874	415	699	91	869	3,728
TRAVEL EXPENSE & COL. FEES	141		65	14	3	81	304
MAINTENANCE	221	249	173	175	114	362	1,294
OFFICE SUPPLIES	353	342	335	317	114	274	1,733
POSTAGE	436	594	653	373	108	658	2,822
PRINTING & STATIONERY	1,004	759	1,210	712	302	1,998	5,983
RENT	900	31	876	480	1,440	714	3,140
SALES DEVELOPMENT LETTERS	333		133	174			671
AMPLES & ALLOWANCES	398	706	850	786	71	767	3,578
TORAGE							
AXES	1,150	4,863	763	1,016	240	930	8,962
TELEPHONE - REGULAR	740	671	528	583	127	420	3,069
TELEPHONE - LONG DISTANCE	1,891	881	793	935	126	779	5,403
TELEGRAPH		78		66		93	237
TRAVELING EXPENSE	3,010	4,011	2,425	2,370	2,053	2,539	16,408
WATCHMAN & JANITOR SERVICE	167	105	277	93	63	233	938
UNDRIES (OVER)	1,879	2,830	2,088	2,693	945	2,236	12,671
TOTAL OPER'G EXP.	90,653	114,701	89,479	90,852	22,243	99,337	507,265
NATIONAL ADVERTISING	6,330	11,450	6,770	9,910	1,210	9,510	47,880
HEADQUARTERS ADMINISTRATION	6,480	9,480	3,840	5,880	420	6,560	32,460
RESEARCH	1,240	2,550	1,240	1,880	180	1,770	8,660
INTEREST CHARGE	1,405	2,618	1,185	1,767	180	1,764	9,920
TOTAL SELLING EXP.	4,980	7,320	2,880	4,560	360	4,920	25,020
NET SALES PROFIT (LOSS)	1,096,813	1,482,011	1,042,009	1,130,882	24,413	1,218,977	5,214,899
PROFIT (LOSS) MISCELLANEOUS	1,193	95,395	5,102	52,135	1,384	2,9762	13,4971
PROVISION STATE INCOME TAX	336	117	1,437	104	66	838	24
TOTAL	300	117	1,437	104	66	388	750
NET PROFIT (LOSS)	1,229	95,512	3,665	5,2239	1,450	30,150	184,245
% TO NET SALES	.36	17.28	1.27	12.69	2.74	8.13	9.13

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Glidden					General
	Duluth, Minn. No. 86	Fargo, N.D. No. 94	Sioux City, Iowa No. 93	St. Paul, Minn. No. 92	TOTAL GLIDDEN NORTHWESTERN BPS.	Great Falls, Mont. No. 159
SALES - REGULAR	2,311,611	2,808,834	1,867,761	1,592,566	8,580,122	2,410,515
CARTAGE - DEDUCT	5,157	7,749	6,083	1,982	209,711	197
FREIGHT IN - DEDUCT	3,835	7,500	3,665	770	157,770	525
NET SALES	2,222,169	2,655,835	1,770,133	1,565,044	8,212,712	2,338,333
SALES COST	1,331,142	1,617,955	1,085,581	916,999	4,952,177	1,399,900
GROSS PROFIT	890,277	1,037,900	684,552	648,045	3,260,535	938,433
SELLING & GENERAL EXP.						
SALESMEN'S SAL. & EXP.	97,655	117,556	74,555	89,188	378,954	184,661
SALESMEN'S EXPENSE	4,489	6,116	4,198	3,401	182,084	280
OTHER TERRITORIAL CHARGES	1,675	400	8	166	22,489	
SALARIES - OFFICE	17,557	15,651	12,953	13,797	599,558	17,522
REGIONAL ADMINISTRATION	5,991	5,241	4,329	5,088	208,449	900
ADVERTISING (LOCAL)	5,039	7,099	4,869	3,306	203,113	777
PROMOTION EXPENSE	6,977	410	392	132	16,311	9
BAD DEBTS PROVISION			5,500	100	58,000	150
DEPRECIATION	394	1,132	891	491	29,088	151
DISCOUNT - CASH	10,500	23,555	11,988	13,088	59,111	124
EMPLOYEES' WELFARE	208	154	104	104	375	40
HEAT, LIGHT & POWER	549	1,176	666	460	28,511	61
INSURANCE	500	583	212	310	15,255	126
LEGAL EXPENSE & COL. FEES	10		1	6	17	
MAINTENANCE	319	249	45	39	652	17
OFFICE SUPPLIES	255	165	79	136	835	88
POSTAGE	345	375	259	187	1,165	61
PRINTING & STATIONERY	885	807	758	613	3,063	974
RENT	3,900	4,200	6,000	3,026	17,125	975
SALES DEVELOPMENT LETTERS	13	194	103	17	327	
SAMPLES & ALLOWANCES	903	405	40	580	19,288	8
STORAGE						
TAXES	775	1,265	1,035	610	3685	75
TELEPHONE - REGULAR	552	340	324	591	1807	40
TELEPHONE - LONG DISTANCE	548	633	564	40	1,785	146
TELEGRAPH	36		13	16	65	3
TRAVELING EXPENSE	1,971	3,290	2,715	1,374	9,550	157
WATCHMAN & JANITOR SERVICE	349	42	60		451	
SUNDRIES (OVER)	1,722	2,040	933	1,193	5,888	264
TOTAL OPER'G EXP.	60,497	66,078	55,704	46,029	226,308	9024
NATIONAL ADVERTISING	5,540	5,420	4,040	3,500	18,500	
HEADQUARTERS ADMINISTRATION	4,740	4,200	3,960	2,400	15,300	
RESEARCH	1,120	950	770	750	3,590	
INTEREST CHARGE	11,400	10,570	8,770	6,650	37,390	
TOTAL SELLING EXP.	75,557	79,888	67,594	54,479	118,200	9024
NET SALES PROFIT (LOSS)	13,470	23,902	838	10,326	45,335	369
PROFIT (LOSS) MISCELLANEOUS	56	305	702	162	291	16
PROVISION STATE INCOME TAX	220	250		160	530	
TOTAL	164	555	702	322	339	16
NET PROFIT (LOSS)	13,306	23,347	1,540	10,004	48,197	385
% TO NET SALES	5.99	8.79	.87	6.39	5.87	1.65

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Albany, Ga. No. 109	Asheville, N.C. No. 76	Atlanta, Ga. No. 40	Birmingham, Ala. No. 41	Charlotte, N.C. No. 66	Chattanooga, Tenn. No. 85
SALES - REGULAR	175,874	338,615	339,037	551,355	650,930	205,703
CARTAGE - DEDUCT	3,036	6,286	2,551	3,200	9,437	2,754
FREIGHT IN - DEDUCT	3,385	5,630	3,155	6,433	13,402	2,860
NET SALES	169,453	326,699	333,331	541,722	628,091	200,089
SALES COST	92,645	189,802	182,005	299,831	332,822	112,606
GROSS PROFIT	76,808	136,897	151,326	241,891	295,269	87,483
SELLING & GENERAL EXP.						
2 SALESMEN'S SAL & EXP.	10,289	18,100	20,048	27,549	40,096	15,168
3 SALESMEN'S EXPENSE	5,166	4,685	3,321	5,019	6,573	3,981
4 OTHER TERRITORIAL CHARGES	51	259	48	415	278	
5 SALARIES - OFFICE	15,572	20,692	23,348	29,553	38,278	18,908
6 REGIONAL ADMINISTRATION	4,640	6,790	10,560	11,680	13,870	5,700
7 ADVERTISING (LOCAL)	3,911	8,172	3,737	4,673	6,668	4,153
8 PROMOTION EXPENSE	150	430	212	272	374	151
9 BAD DEBTS PROVISION	1,150	450	1,000	500	350	400
0 DEPRECIATION	429	779	1,000	959	1,062	203
1 DISCOUNT - CASH	600	1,575	1,179	2,921	4,009	867
2 EMPLOYEES' WELFARE	154	218	312	259	530	216
3 HEAT, LIGHT & POWER	507	784	1,225	1,011	1,111	740
4 INSURANCE	504	666	392	696	1,057	1,152
5 LEGAL EXPENSE & COL. FEES	47	13	41	66	126	68
6 MAINTENANCE	156	338	404	262	563	566
7 OFFICE SUPPLIES	133	210	123	220	294	171
8 POSTAGE	488	352	318	650	985	301
9 PRINTING & STATIONERY	626	661	623	596	1,188	451
0 RENT	5,100	3,100	7,800	8,280	9,600	7,200
1 SALES DEVELOPMENT LETTERS	375	463	1,310	447	515	360
2 SAMPLES & ALLOWANCES	600	737	835	435	441	117
3 STORAGE						
4 TAXES	708	675	810	909	1,373	1,060
5 TELEPHONE - REGULAR	253	407	410	744	754	569
6 TELEPHONE - LONG DISTANCE	672	817	24	210	477	476
7 TELEGRAPH	142	6	27	78	134	34
8 TRAVELING EXPENSE	689	1,720	1,277	1,289	1,602	1,827
9 WATCHMAN & JANITOR SERVICE	2	190	78	2	3	45
0 SUNDRIES (OVER)	2,177	1,870	2,236	2,942	3,525	1,965
TOTAL OPER'G EXP.	55,291	77,069	82,698	102,637	135,836	66,849
NATIONAL ADVERTISING	3,000	6,990	6,530	10,880	13,300	5,470
HEADQUARTERS ADMINISTRATION	3,240	6,000	5,220	7,560	7,380	4,500
RESEARCH	590	1,240	1,880	1,940	2,410	1,000
	6,830	14,230	13,630	20,380	23,090	10,970
INTEREST CHARGE	2,520	4,620	4,020	5,760	5,700	3,480
TOTAL SELLING EXP.	64,641	95,919	100,348	128,777	164,626	81,299
NET SALES PROFIT (LOSS)	12,167	40,978	50,978	113,114	130,643	6,184
PROFIT (LOSS) MISCELLANEOUS	615	315	438	1,070	1,173	84
PROVISION STATE INCOME TAX	205	395	220	250	545	
TOTAL	408	80	658	820	628	84
NET PROFIT (LOSS)	12,575	40,898	51,636	113,934	131,271	6,268
% TO NET SALES	7.42	12.52	15.49	21.02	20.90	3.13

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Knoxville, Tenn. No. 55	Miami, Fla. No. 44	Fort Lauderdale, Fla. No. 125	Nashville, Tenn. No. 90	Orlando, Fla. No. 65	Tampa, Fla. No. 61
SALES - REGULAR	852,845	365,019	272,415	494,343	446,642	423,921
CARTAGE - DEDUCT	11,812	5,536	3,916	5,384	7,919	9,952
FREIGHT IN - DEDUCT	10,580	21,148	9,475	11,340	12,905	18,020
NET SALES	830,453	338,335	259,024	477,619	425,818	395,949
SALES COST	470,529	217,782	152,478	267,172	246,149	243,493
GROSS PROFIT	359,924	120,553	106,546	210,447	179,669	152,456
SELLING & GENERAL EXP.						
2 SALESMEN'S SAL. & EXP.	47,180	22,024	14,461	26,573	23,058	19,514
3 SALESMEN'S EXPENSE	6,587	5,938	3,252	6,911	5,355	5,589
4 OTHER TERRITORIAL CHARGES	74	383		359	57	406
5 SALARIES - OFFICE	50,087	27,277	16,245	28,731	25,787	21,439
6 REGIONAL ADMINISTRATION	18,890	9,890	3,640	11,530	9,080	9,030
7 ADVERTISING (LOCAL)	10,734	4,695	5,588	7,519	8,731	8,495
8 PROMOTION EXPENSE	539	892	170	272	177	147
9 BAD DEBTS PROVISION	6,000	1,000	650	700	3,300	2,500
10 DEPRECIATION	754	912	1,867	982	891	673
11 DISCOUNT - CASH	4,679	1,183	2,258	2,478	1,898	889
12 EMPLOYEES' WELFARE	596	343	136	303	229	209
13 HEAT, LIGHT & POWER	673	1,298	1,166	846	1,200	707
14 INSURANCE	1,641	1,295	623	943	797	961
15 LEGAL EXPENSE & COL. FEES	246	51		59	74	65
16 MAINTENANCE	453	332	111	401	469	454
17 OFFICE SUPPLIES	527	400	215	403	664	153
18 POSTAGE	1,111	439	225	541	635	560
19 PRINTING & STATIONERY	1,582	1,007	306	885	1,186	376
20 RENT	7,601	10,038	3,000	8,000	7,500	6,000
21 SALES DEVELOPMENT LETTERS	1,218	1,301	300	616	454	647
22 SAMPLES & ALLOWANCES	1,002	1,547	577	520	2,055	2,273
23 STORAGE						
24 TAXES	2,047	1,384	895	1,410	534	1,534
25 TELEPHONE - REGULAR	756	917	284	587	567	336
26 TELEPHONE - LONG DISTANCE	600	589	582	659	816	1,269
27 TELEGRAPH	197	216	75	101	269	334
28 TRAVELING EXPENSE	1,654	909	1,352	1,019	756	2,235
29 WATCHMAN & JANITOR SERVICE	208	443	158	20	50	69
34 SUNDRIES (OVER)	4,651	2,588	1,194	3,473	2,969	2,028
TOTAL OPER'G EXP.	172,287	99,291	59,330	106,841	99,558	86,642
35 NATIONAL ADVERTISING	17,790	5,500	3,840	11,280	8,350	7,670
37 HEADQUARTERS ADMINISTRATION	10,680	9,360	3,840	6,780	5,220	6,960
38 RESEARCH	3,490	3,290	710	2,040	1,520	1,370
	31,960	18,150	8,390	20,100	15,090	16,000
36 INTEREST CHARGE	8,280	7,200	2,940	5,220	4,020	5,400
TOTAL SELLING EXP.	212,527	124,641	70,660	132,161	118,668	108,042
NET SALES PROFIT (LOSS)	147,397	4,088	35,886	78,286	61,001	44,414
PROFIT (LOSS) MISCELLANEOUS	1,223	7,353	89	470	1,014	311
PROVISION STATE INCOME TAX						
TOTAL	1,223	7,353	89	470	1,014	311
NET PROFIT (LOSS)	148,620	3,265	35,975	78,756	62,015	44,725
% TO NET. SALES	17.90	.97	15.89	16.49	14.56	11.30

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Montreal			Toronto		
	Moncton, N. Brunswick No. 103	Quebec City, Quebec No. 116	Total Montreal Branches	Calgary, Alberta No. 102	Edmonton, Alberta No. 123	Winnipeg, Manitoba No. 101
SALES - REGULAR	7 533 335	4 313 562	11 846 897	1 193 321	1 139 773	4 349 226
CARTAGE - DEDUCT	2 117 4	6 387	27 561	4 590	4 620	19 970
FREIGHT IN - DEDUCT	24 253	9 755	34 008	9 239	9 795	21 093
NET SALES	7 079 08	4 152 20	11 231 28	1 054 492	9 955 8	3 930 63
SALES COST	4 622 12	2 317 10	5 938 22	673 07	6 305 1	2 631 63
GROSS PROFIT	2 457 96	1 835 10	4 293 06	381 85	3 650 7	1 299 00
SELLING & GENERAL EXP.						
2 SALESMEN'S SAL & EXP.	27 527	19 800	47 327	8 700	3 264	14 524
3 SALESMEN'S EXPENSE	19 961	12 576	32 537	6 677	2 912	9 920
4 OTHER TERRITORIAL CHARGES	105	69	174	22	15	137
5 SALARIES - OFFICE	17 006	17 628	17 628	11 143	12 914	15 953
6 REGIONAL ADMINISTRATION	11 904	8 796	20 700	3 780	2 712	6 852
7 ADVERTISING (LOCAL)	13 943	8 624	22 567	3 371	5 305	8 384
8 PROMOTION EXPENSE	1 690	211	1 901	422	337	2 210
9 BAD DEBTS PROVISION	250	250	500	1 150	1 050	
10 DEPRECIATION	339	370	709	556	416	1 216
11 DISCOUNT - CASH	5 601	2 444	8 045	336	140	729
12 EMPLOYEES' WELFARE	469	395	864	224	203	551
13 HEAT, LIGHT & POWER	599	256	855	320	566	883
14 INSURANCE	583	213	796	398	322	784
15 LEGAL EXPENSE & COL. FEES	26		26	50	26	64
16 MAINTENANCE	89	53	142	68	299	152
17 OFFICE SUPPLIES	265	374	639	95	240	125
18 POSTAGE	267	463	730	262	246	284
19 PRINTING & STATIONERY	315	648	963	119	270	443
20 RENT	4 500	7 200	11 700	6 396	5 580	
21 SALES DEVELOPMENT LETTERS	5 100	2 822	7 922	737	717	2 823
22 SAMPLES & ALLOWANCES	1 372	1 488	2 860	335	195	1 154
23 STORAGE	375		375	2 400	100	637
24 TAXES	517	11 35	15 52	577	468	943
25 TELEPHONE - REGULAR	207	309	17 664	291	142	327
26 TELEPHONE - LONG DISTANCE	142	500	500	438	235	306
27 TELEGRAPH	184	180	364	338	212	267
28 TRAVELING EXPENSE	4 152	727	18 79	2 052	2 606	919
29 WATCHMAN & JANITOR SERVICE	44	243	287	50	558	5
34 SUNDRIES (OVER)	9 184	5 863	15 047	2 699	1 722	5 162
TOTAL OPER'G EXP.	1 267 16	9 363 7	22 035 3	5 400 6	4 377 2	7 582 4
35 NATIONAL ADVERTISING	17 750	9 600	27 350	3 360	1 680	7 980
37 HEADQUARTERS ADMINISTRATION	2 420	9 60	3 380	540	300	1 200
38 RESEARCH	2 180	1 540	3 720	650	410	1 600
INTEREST CHARGE	2 235 0	1 210 0	3 445 0	4 550	2 390	10 780
TOTAL SELLING EXP.	1 522 56	1 076 57	2 599 13	5 963 6	4 676 2	8 900 4
NET SALES PROFIT (LOSS)	935 40	758 53	1 693 93	21 451	10 255	40 896
PROFIT (LOSS) MISCELLANEOUS					5	
PROVISION STATE INCOME TAX						
TOTAL					5	
NET PROFIT (LOSS)	935 40	758 53	1 693 93	21 451	10 260	40 896
% TO NET SALES	13.21	18.27	15.08	(2.35)	(10.31)	10.40

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Glidden					
	Alhambra, Calif. No. 81	Huntington Pk., Calif. No. 89	Long Beach, Calif. No. 89	Monrovia, Calif. No. 137	N. Hollywood, Calif. No. 54	Honolulu, Hawaii No. 58
SALES - REGULAR	315,361	308,278	421,196	79,672	268,306	281,785
CARTAGE - DEDUCT	10,364	7,316	10,099	732	8,030	4,343
FREIGHT IN - DEDUCT	3,470	7,540	9,225	735	4,035	11,745
NET SALES	301,527	293,422	401,872	78,205	256,241	265,697
SALES COST	182,501	176,357	252,324	44,025	157,331	171,692
GROSS PROFIT	119,026	117,065	149,478	34,180	98,910	94,005
SELLING & GENERAL EXP.						
SALESMEN'S SAL. & EXP.	18,126	19,298	24,766	9,912	19,952	12,862
SALESMEN'S EXPENSE	6,229	5,573	6,974		5,652	2,617
OTHER TERRITORIAL CHARGES			54	24		
SALARIES - OFFICE	20,934	20,478	20,528	7,311	18,319	20,827
REGIONAL ADMINISTRATION	8,195	8,470	8,830	1,600	8,075	6,000
ADVERTISING (LOCAL)	11,839	8,355	13,089	4,984	11,928	20,533
PROMOTION EXPENSE	751	304	247	2,339	416	110
BAD DEBTS PROVISION	300		400	500	3,150	900
DEPRECIATION	277	842	992	381	1,000	974
DISCOUNT - CASH	1,411	1,594	2,254	19	1,200	1
EMPLOYEES' WELFARE	173	182	166	103	312	264
HEAT, LIGHT & POWER	379	900	451	535	477	327
INSURANCE	265	423	536	404	587	1,350
LEGAL EXPENSE & COL. FEES	20	2	2		73	36
MAINTENANCE	157	335	90	430	431	641
OFFICE SUPPLIES	412	318	390	937	547	185
POSTAGE	572	500	487	204	384	270
PRINTING & STATIONERY	726	737	434	1,296	412	476
RENT	5,512	7,200	5,630	2,910	5,133	
SALES DEVELOPMENT LETTERS		193			9	206
SAMPLES & ALLOWANCES	622	745	1,152	287	407	240
STORAGE						
TAXES	820	1,296	1,798	799	1,754	5,748
TELEPHONE - REGULAR	1,030	1,082	1,196	720	1,347	606
TELEPHONE - LONG DISTANCE	543	509	1,016	119	960	380
TELEGRAPH	20	21	306	2	4	218
TRAVELING EXPENSE	2,831	1,967	2,145	311	2,826	1,402
WATCHMAN & JANITOR SERVICE	316	236	51	551	185	90
SUNDRIES (OVER)	1,832	2,640	2,446	1,659	2,678	2,233
TOTAL OPER'G EXP.	84,292	84,200	96,430	38,337	88,218	55,606
NATIONAL ADVERTISING	6,530	4,530	8,680	2,000	5,890	2,310
HEADQUARTERS ADMINISTRATION	5,220	5,280	6,900	1,530	5,040	4,760
RESEARCH	1,240	1,240	1,850	290	1,080	1,080
INTEREST CHARGE	12,990	11,050	17,430	3,820	12,010	8,150
TOTAL SELLING EXP.	101,302	99,330	119,200	43,327	104,068	71,676
NET SALES PROFIT (LOSS)	17,724	17,735	30,278	9,147	5,158	22,329
PROFIT (LOSS) MISCELLANEOUS	228	361	306	5	132	496
PROVISION STATE INCOME TAX						1,167
TOTAL	228	361	306	5	132	671
NET PROFIT (LOSS)	17,496	18,096	30,584	9,142	5,290	21,658
% TO NET SALES	5.80	6.17	7.61	(11.69)	(2.06)	8.15

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1938

	Sacramento, Calif., No. 97	San Diego, Calif., No. 82	San Jose, Calif., No. 118	Santa Cruz, Calif., No. 143	Seattle, Wash., No. 121	Total Glidden Pacific Bns.
SALES - REGULAR	3,342,055	3,803,333	2,207,225	2,479,941	3,025,500	3,928,462
CARTAGE - DEDUCT	74,735	79,911	4,578	145	1,858.00	93,046
FREIGHT IN - DEDUCT	60,755	9,565	3,025		2,382.88	95,500
NET SALES	3,206,565	3,623,777	2,133,222	2,464,491	3,878,422	3,739,916
SALES COST	1,941,885	2,295,576	1,288,835	1,621,414	3,616,224	2,334,749
GROSS PROFIT	1,264,680	1,328,201	844,387	843,077	2,262,198	1,405,167
SELLING & GENERAL EXP.						
SALESMEN'S SAL. & EXP.	179,000	231,113	139,332		259,400	231,844
SALESMEN'S EXPENSE	47,711	6,679	3,676		81,055	58,246
OTHER TERRITORIAL CHARGES	35,332	29	9		17,411	73,566
SALARIES - OFFICE	210,136	203,343	180,003	360,055	284,332	2,435,400
REGIONAL ADMINISTRATION	5,830	6,490	5,090	600	6,890	7,233.00
ADVERTISING (LOCAL)	88,966	95,488	9,572	17,775	20,225	127,277
PROMOTION EXPENSE	283	329	448	125	503	796.7
BAD DEBTS PROVISION	1,050	200	5,500	100	600	14,925
DEPRECIATION	1,539	991	859	100	960	9,503
DISCOUNT - CASH	17,761	2,371	1,023	7	3,669	19,814
EMPLOYEES' WELFARE	190	358	168	15	584	301.9
HEAT, LIGHT & POWER	706	537	775	59	492	731.6
INSURANCE	426	517	376	136	782	738.4
LEGAL EXPENSE & COL. FEES	86	18			176	44.6
MAINTENANCE	335	111	62	38	132	442.3
OFFICE SUPPLIES	331	676	158	569	151	748.6
POSTAGE	337	439	79	466	4761	4761
PRINTING & STATIONERY	946	784	316	523	635	1031.2
RENT	6152	8575	6000	1375	6336	7151.7
SALES DEVELOPMENT LETTERS	26	111			45	731
SAMPLES & ALLOWANCES	1,175	4,859	1,128	10	993	1,270.8
STORAGE						
TAXES	1,422	1,365	1,395	217	2724	2,499.6
TELEPHONE - REGULAR	479	546	722	51	1044	1,070.5
TELEPHONE - LONG DISTANCE	1,041	834	702	74	807	789.2
TELEGRAPH	16	110	1		181	91.2
TRAVELING EXPENSE	3,120	2,994	2,555	295	4,421	28,997
WATCHMAN & JANITOR SERVICE	362	168	50	10	26	292.1
SUNDRIES (OVER)	1870	2237	2,263	415	3549	2926.3
TOTAL OPER'G EXP.	8,5632	9,5332	7,4982	10,165	12,0609	103,6701
NATIONAL ADVERTISING	5890	9,690	4,700		15,360	78120
HEADQUARTERS ADMINISTRATION	4,560	6,780	3,540		9660	67,070
RESEARCH	1,120	1,760	830		2750	1,5520
INTEREST CHARGE	11,570	1,8230	9070		27770	1,50710
TOTAL SELLING EXP.	3,480	5,220	2,760		7440	5,5330
NET SALES PROFIT (LOSS)	1,00682	1,18782	8,6812	10,165	1,55819	1,255741
PROFIT (LOSS) MISCELLANEOUS						
PROVISION STATE INCOME TAX	576	83	8301	33	152	2934
TOTAL	576	83	8301	33	152	1167
NET PROFIT (LOSS)	2,6366	1,4336	5776	1763	70551	151193
% TO NET SALES	8.22	3.95	2.71	(7.15)	12.00	4.04

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	General					
	Dallas, Texas No. 145	Denver, Colo. No. 146	Oklahoma City, Okla. No. 147	San Antonio, Texas No. 148	Tulsa, Okla. No. 149	Boise, Idaho No. 150
SALES - REGULAR	26,172	42,048	49,403	61,959	40,020	22,618
CARTAGE - DEDUCT	383	829	381	200	263	541
FREIGHT IN - DEDUCT	395	1,300	545	1,410	145	260
NET SALES	25,394	39,919	48,477	60,349	39,610	21,817
SALES COST	14,272	24,775	32,148	44,380	22,908	12,973
GROSS PROFIT	11,122	15,144	16,329	15,969	16,702	8,844
SELLING & GENERAL EXP.						
2 SALESMEN'S SAL & EXP.	1,706	1,833	2,964	894	2,081	1,240
3 SALESMEN'S EXPENSE	515	328	730		892	
4 OTHER TERRITORIAL CHARGES						
5 SALARIES - OFFICE	1,586	2,536	1,725	1,711	2,443	1,585
6 REGIONAL ADMINISTRATION	1,200	1,650	2,100	2,550	1,650	1,200
7 ADVERTISING (LOCAL)	337	388	543	288	2,303	400
8 PROMOTION EXPENSE	29	27	18	34	77	11
9 BAD DEBTS PROVISION	150	150	150	150	150	150
10 DEPRECIATION	37	300	156	3	171	
11 DISCOUNT - CASH	163	270	195	477	191	141
12 EMPLOYEES' WELFARE	28	42	60	11	15	32
13 HEAT, LIGHT & POWER	41	40	98	52	205	82
14 INSURANCE	123	108	108	117	143	102
15 LEGAL EXPENSE & COL. FEES						1
16 MAINTENANCE		21	62	5	18	56
17 OFFICE SUPPLIES	21	85	106	28	36	85
18 POSTAGE	28	68	42	25	18	17
19 PRINTING & STATIONERY	32	97	117	17	66	57
20 RENT	645	1,200	1,200	600	1,500	340
21 SALES DEVELOPMENT LETTERS						
22 SAMPLES & ALLOWANCES		14	24	26	11	8
23 STORAGE						
24 TAXES	90	70	80	90	60	375
25 TELEPHONE - REGULAR	123	108	120	134	130	95
26 TELEPHONE - LONG DISTANCE	65	106	206	76	59	62
27 TELEGRAPH		45				
28 TRAVELING EXPENSE	663	701	811	636	474	459
29 WATCHMAN & JANITOR SERVICE	14	22	52		37	8
34 SUNDRIES (OVER)	356	302	309	267	482	216
TOTAL OPER'G EXP.	7,954	10,511	11,976	8,191	13,212	6,722
35 NATIONAL ADVERTISING						
37 HEADQUARTERS ADMINISTRATION						
38 RESEARCH						
36 INTEREST CHARGE						
TOTAL SELLING EXP.	7,954	10,511	11,976	8,191	13,212	6,722
NET SALES PROFIT (LOSS)	3,168	4,633	4,353	7,778	3,490	2,122
PROFIT (LOSS) MISCELLANEOUS	(28)	(58)	(3)	(14)	(10)	(2)
PROVISION STATE INCOME TAX		(50)	(75)		(50)	
TOTAL	(28)	(108)	(78)	(11)	(60)	(2)
NET PROFIT (LOSS)	3,140	4,525	4,275	7,767	3,430	2,120
% TO NET SALES	12.37	11.34	8.82	12.91	8.66	9.72

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Walnut Park, Ore. No. 154	Salem, Ore. No. 153	Seattle, Wash. No. 155	Spokane, Wash. No. 156	Tacoma, Wash. No. 157	Yakima, Wash. No. 158	Honolulu, Hawaii No. 160	Oakland, Calif. No. 161
SALES - REGULAR	21,103	26,066	66,242	54,313	15,484	22,669	70,925	66,37
CARTAGE - DEDUCT	32	179	1,174	1,295	94	236	872	97
FREIGHT IN - DEDUCT	30	245	830	958	190	400	735	40
NET SALES	21,041	25,642	64,238	52,058	15,200	22,033	69,318	64,99
SALES COST	12,630	16,091	42,233	33,033	9,443	13,649	51,103	39,18
GROSS PROFIT	8,411	9,551	22,005	19,025	5,757	8,384	18,215	25,81
SELLING & GENERAL EXP.								
2 SALESMEN'S SAL & EXP.	1,087	949	3,514	4,504	983	1,380	4,254	560
3 SALESMEN'S EXPENSE			610	1,365		127	804	77
4 OTHER TERRITORIAL CHARGES			171				825	
5 SALARIES - OFFICE								
6 REGIONAL ADMINISTRATION	1,466	1,574	3,521	2,060	1,350	1,393	8,180	279
7 ADVERTISING (LOCAL)	742	900	2,550	1,800	750	1,200	1,50	225
8 PROMOTION EXPENSE		500	1,166	1,053	879	425	32	53
9 BAD DEBTS PROVISION	139	60	57	57	21	16	150	1
10 DEPRECIATION	150	150	150	150	150	150	367	15
11 DISCOUNT - CASH	119	123	304	74	46	248	30	23
12 EMPLOYEES' WELFARE	83	148	579	350	69	128	135	41
13 HEAT, LIGHT & POWER	19	59	24	64	25	86	172	6
14 INSURANCE	57	60	56	69	60	86	191	6
15 LEGAL EXPENSE & COL. FEES	42	42	53	89	39	44		
16 MAINTENANCE								
17 OFFICE SUPPLIES	31	28	29	15		35	48	2
18 POSTAGE	88	90	139	103	137	39	309	14
19 PRINTING & STATIONERY	28	29	39	61	49	27	73	4
20 RENT	67	72	200	102	48	52	227	3
21 SALES DEVELOPMENT LETTERS	775	750	1,500	1,425	750	675	1,075	72
22 SAMPLES & ALLOWANCES								
23 STORAGE	1	1	31		3	22	56	5
24 TAXES								
25 TELEPHONE - REGULAR	133	108	140	150	89	71	164	8
26 TELEPHONE - LONG DISTANCE	63	45	277	86	70	26	122	17
27 TELEGRAPH		49	325	113	85	49	123	4
28 TRAVELING EXPENSE	225	389	563	324	285	481	171	41
29 WATCHMAN & JANITOR SERVICE	16	4	11	2	11	10	39	2
34 SUNDRIES (OVER)	144	184	386	469	154	210	974	22
TOTAL OPER'G EXP.	6,225	6,279	16,421	14,485	6,063	6,919	18,693	14,86
35 NATIONAL ADVERTISING								
37 HEADQUARTERS ADMINISTRATION								
38 RESEARCH								
36 INTEREST CHARGE								
TOTAL SELLING EXP.	6,225	6,279	16,421	14,485	6,063	6,919	18,693	14,86
NET SALES PROFIT (LOSS)	2,186	3,272	5,584	4,540	3,063	1,465	478	1,024
PROFIT (LOSS) MISCELLANEOUS	4	43	6	13	11	21	32	1
PROVISION STATE INCOME TAX							310	
TOTAL	4	43	6	13	11	21	342	1
NET PROFIT (LOSS)	2,182	3,315	5,578	4,553	2,952	1,486	820	1,096
% TO NET SALES	10.37	12.49	8.68	8.75	19.4	6.74	1.18	16.87

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	General				Total General Pacific Br.
	San Francisco, Calif. No. 162	San Jose, Calif. No. 163	San Mateo, Calif. No. 164	Vernon, Calif. No. 166	
SALES - REGULAR	39,109	36,948	72,602	75,248	89,264
CARTAGE - DEDUCT	277	157	1,020	2,503	1,162
FREIGHT IN - DEDUCT	60	215	430	595	951
NET SALES	38,772	36,576	71,152	72,150	87,150
SALES COST	24,064	23,048	46,337	43,776	55,730
GROSS PROFIT	14,708	13,528	24,815	28,374	31,420
SELLING & GENERAL EXP.					
SALESMEN'S SAL. & EXP.	3,937	3,855	5,380	6,975	59,125
SALESMEN'S EXPENSE	173	669	985	3,051	11,495
OTHER TERRITORIAL CHARGES					996
SALARIES - OFFICE	1,919	1,529	2,464	6,499	50,707
REGIONAL ADMINISTRATION	1,650	1,200	2,100	3,750	32,100
ADVERTISING (LOCAL)	885	630	247	1,093	15,430
PROMOTION EXPENSE	158	18	37	10	932
BAD DEBTS PROVISION	150	150	150	150	3,000
DEPRECIATION	52	43	21	105	2,312
DISCOUNT - CASH	158	116	386	534	49,58
EMPLOYEES' WELFARE	43	9	54	331	11,66
HEAT, LIGHT & POWER	115	92	60	31	1,514
INSURANCE	51	54	57	114	1,550
LEGAL EXPENSE & COL. FEES					1
MAINTENANCE	15		33	27	483
OFFICE SUPPLIES	104	119	131	74	1881
POSTAGE	35	14	46	45	741
PRINTING & STATIONERY	36	44	74	73	1,585
RENT	1,650	1,425	1,350	1,500	20,310
SALES DEVELOPMENT LETTERS					
SAMPLES & ALLOWANCES	152	29	114	158	922
STORAGE					
TAXES	80	95	170	145	2,456
TELEPHONE - REGULAR	113	176	253	138	2,462
TELEPHONE - LONG DISTANCE	2	103	8	493	1,910
TELEGRAPH				15	82
TRAVELING EXPENSE	371	396	605	225	8,942
WATCHMAN & JANITOR SERVICE	15	8	30	57	373
SUNDRIES (OVER)	249	197	175	454	6,320
TOTAL OPER'G EXP.	12,109	10,971	14,930	26,047	234,103
NATIONAL ADVERTISING					
HEADQUARTERS ADMINISTRATION					
RESEARCH					
INTEREST CHARGE					
TOTAL SELLING EXP.	12,109	10,971	14,930	26,047	234,103
NET SALES PROFIT (LOSS)	2,599	2,557	9,885	2,327	30,101
PROFIT (LOSS) MISCELLANEOUS	31	23	7	24	15
PROVISION STATE INCOME TAX					485
TOTAL	31	23	7	24	470
NET PROFIT (LOSS)	2,630	2,534	9,892	2,303	7,9631
% TO NET SALES	6.78	6.93	13.90	3.19	9.14

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1938

	Des Moines, Iowa, No. 105	Grand Rapids, Mich., No. 95	Hammond, Ind., No. 108	Indianapolis, Ind., No. 80	Madison, Wisc., No. 100	Milwaukee, Wisc., No. 114	Oakha, Nebr., No. 84
SALES - REGULAR	321,215	427,340	396,671	58,326	204,465	342,321	398,106
CARTAGE - DEDUCT	4,998	8,116	6,983	8,925	2,523	6,703	8,206
FREIGHT IN - DEDUCT	11,546	10,067	4,785	14,185	4,550	5,785	10,335
NET SALES	304,671	409,157	384,903	35,015	197,392	329,833	379,565
SALES COST	177,882	230,386	211,969	32,502	111,363	192,814	213,402
GROSS PROFIT	126,789	178,771	172,934	2,513	86,029	137,019	166,163
SELLING & GENERAL EXP.							
2 SALESMEN'S SAL & EXP.	18,948	30,053	22,484	38,294	15,087	21,124	23,434
3 SALESMEN'S EXPENSE	5,093	8,257	6,256	10,859	4,351	7,046	9,145
4 OTHER TERRITORIAL CHARGES		9,664		1,813		3,644	4,46
5 SALARIES - OFFICE	20,734	20,091	23,416	28,623	13,370	20,243	25,073
6 REGIONAL ADMINISTRATION	9,000	12,360	11,040	16,140	4,440	10,920	12,960
7 ADVERTISING (LOCAL)	7,687	10,665	11,045	23,006	6,558	16,748	8,371
8 PROMOTION EXPENSE	253	290	191	361	125	362	326
9 BAD DEBTS PROVISION	1,800	750	1,400	2,100	150	900	2,000
10 DEPRECIATION	1,059	1,156	990	1,156	790	1,013	758
11 DISCOUNT - CASH	1,645	1,705	2,271	3,191	1,051	1,741	2,511
12 EMPLOYEES' WELFARE	176	253	188	306	152	294	255
13 HEAT, LIGHT & POWER	1,499	1,178	1,092	1,407	491	1,394	1,300
14 INSURANCE	478	556	257	482	340	761	761
15 LEGAL EXPENSE & COL FEES	15			158	6		186
16 MAINTENANCE	139	101	50	247	141	136	178
17 OFFICE SUPPLIES	176	133	302	271	251	212	466
18 POSTAGE	363	323	237	489	309	415	532
19 PRINTING & STATIONERY	636	823	609	622	551	497	1,322
20 RENT	8400	7,472	9,000	10,041	6,492	9,000	6,066
21 SALES DEVELOPMENT LETTERS	29	46	143	18	532	47	136
22 SAMPLES & ALLOWANCES	763	611	422	1,371	537	873	278
23 STORAGE							
24 TAXES	873	1,386	1,645	2,788	320	678	853
25 TELEPHONE - REGULAR	608	502	1,076	600	432	606	572
26 TELEPHONE - LONG DISTANCE	444	431	386	866	287	475	240
27 TELEGRAPH	11	268		123		76	50
28 TRAVELING EXPENSE	1,503	2,755	4,005	4,007	1,393	3,124	2,902
29 WATCHMAN & JANITOR SERVICE	39	293	239	283	6	208	245
30 SUNDRIES (OVER)	1,863	2,054	1,480	2,771	1,629	2,474	1,779
TOTAL OPER'G EXP.	84,234	114,179	100,224	152,393	59,861	104,482	103,147
NATIONAL ADVERTISING	6,970	8,300	9,030	13,560	2,920	7,890	9,050
HEADQUARTERS ADMINISTRATION	4,980	7,500	5,220	7,800	3,180	5,160	4,980
RESEARCH	1,240	1,670	1,600	2,410	710	590	1,650
INTEREST CHARGE	3,840	1,747.0	1,585.0	2,377.0	2,460	1,364.0	1,568.0
TOTAL SELLING EXP.	101,264	137,409	120,094	182,163	69,131	122,142	122,667
NET SALES PROFIT (LOSS)	25,525	41,362	52,840	52,965	16,898	14,877	43,496
PROFIT (LOSS) MISCELLANEOUS	958	543	306	1,431	559	595	1,034
PROVISION STATE INCOME TAX	175				410		
TOTAL	783	543	306	1,431	149	70	1,034
NET PROFIT (LOSS)	26,308	41,905	53,146	54,396	17,047	14,947	44,530
% TO NET SALES	8.63	10.24	13.81	9.71	8.64	4.53	11.73

OPERATING STATEMENT - PAINT BRANCHES
The Glidden Company and Canadian Subsidiary
Fiscal Year Ended August 31, 1958

	Rockford, Ill. No. 141	Vauzegan, Ill. No. 104	Total Midwest Branches	Total All Branches	Percent to Net Sales
SALES - REGULAR	133,558	35,617.6	31,631.12	326,020.70	
CARTAGE - DEDUCT	3,089	7,124	5,656.7	7,051.11	
FREIGHT IN - DEDUCT	20,400	4,589	5,788.2	7,043.56	
NET SALES	128,429	34,463	30,385.63	311,926.03	100.00
SALES COST	75,090	20,168.2	17,561.0	183,284.23	58.76
GROSS PROFIT	53,339	14,278.1	12,824.63	128,641.80	41.24
SELLING & GENERAL EXP.					
2 SALES MEN'S SAL. & EXP.	9,429	17,746	19,669.9	18,459.65	5.92
3 SALESMEN'S EXPENSE	2,873	5,044	5,892.4	5,349.21	1.71
4 OTHER TERRITORIAL CHARGES		1,567	1,713.4	8,686.7	.28
5 SALARIES - OFFICE	8,754	2,380.3	1,941.07	20,072.26	6.43
6 REGIONAL ADMINISTRATION	29,600	10,200	9,002.0	7,305.32	2.34
7 ADVERTISING (LOCAL)	5,433	12,271	10,178.4	18,631.91	5.97
8 PROMOTION EXPENSE	88	1,69	2,235	4,010.9	1.3
9 BAD DEBTS PROVISION	400	900	1,040.0	9,847.5	.32
10 DEPRECIATION	573	846	8,341	80,175	.26
11 DISCOUNT - CASH	595	1,160	1,587.0	18,062.3	.58
12 EMPLOYEES' WELFARE	44	214	1,882	2,447.2	.8
13 HEAT, LIGHT & POWER	1830	1272	10,464	91,185	.29
14 INSURANCE	1,96	381	3,681	6,283.0	.20
15 LEGAL EXPENSE & COL. FEES		58	423	4,073	.1
16 MAINTENANCE	312	112	1,416	3,040.9	.9
17 OFFICE SUPPLIES	551	473	2,835	3,728.8	1.2
18 POSTAGE	213	385	3,266	39,470	1.3
19 PRINTING & STATIONERY	929	794	6,783	81,820	.26
20 RENT	3,613	5800	6,588.4	63,455.1	20.3
21 SALES DEVELOPMENT LETTERS		123	1,074	4,074.0	1.3
22 SAMPLES & ALLOWANCES	119	554	5,527	7,340.6	2.4
23 STORAGE			3	3,689	.1
24 TAXES	200	600	9,345	10,686.6	3.4
25 TELEPHONE - REGULAR	480	398	5,274	7,811.1	2.5
26 TELEPHONE - LONG DISTANCE	473	1,296	4,900	5,629.3	1.8
27 TELEGRAPH			528	8,107	.3
28 TRAVELING EXPENSE	2,818	1,484	2,399.1	24,676.9	7.9
29 WATCHMAN & JANITOR SERVICE	59	72	1,444	15,427	.5
34 SUNDRIES (OVER)	1,059	1,537	1,664.6	22,669.0	7.3
TOTAL OPER'G EXP.	43,001	8,925.9	8,507.80	83,317.04	26.71
35 NATIONAL ADVERTISING	2,330	7,450	5,550.0	6,812.90	2.18
37 HEADQUARTERS ADMINISTRATION	1,760	5,340	4,592.0	51,471.0	16.5
38 RESEARCH	670	1,480	12,020	13,028.0	4.2
36 INTEREST CHARGE	4760	14,270	12,544.0	13,262.80	4.25
TOTAL SELLING EXP.	1,630	4,140	3,560.0	40,656.0	13.0
NET SALES PROFIT (LOSS)	4,058	3,511.2	2,871.33	10,064.544	3.227
PROFIT (LOSS) MISCELLANEOUS				27,996.36	8.98
PROVISION STATE INCOME TAX	7	778	621.1	40,458	1.3
TOTAL	7	778	510.1	11,290.1	.4
NET PROFIT (LOSS)	4,065	3,589.0	2,922.34	28,288.04	9.07
% TO NET SALES	3.17	10.42	9.62	9.07	

OTHER INCOME (DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		Other Income				
		Recovery	Interest	Commissions	Discount	Miscellaneous
		Acct. Prev.	Earned	Earned	on Purchases	Income
		Charged Off				
CENTRAL BRANCHES						
111.	Akron					828
62.	Buffalo	209				11
56.	E. Cleveland					97
138.	South Euclid	50				23
122.	Willoughby					32
57.	Columbus	2984	30		5	216
64.	Detroit	910	2			423
106.	Fort Wayne	206				75
51.	Lakewood	70				60
186.	Lorain					8
88.	Louisville	1117				88
107.	Mansfield					13
139.	Parkersburg					
68.	Pittsburgh	412				145
45.	Rochester					
142.	Springfield	50				18
63.	Toledo	122	39			139
127.	Youngstown					17
EASTERN BRANCHES						
185.	Allentown					
113.	Atlantic City		1			
59.	Baltimore	615	29			
134.	Camden		146			13
151.	Dover					
117.	Durham	9	54			11
128.	Raleigh	75				22
110.	Greensboro					10
96.	Harrisburg					4
78.	Cambridge	135				9
132.	Providence					
115.	Quincy					4
126.	Waltham					1
79.	South Hackensack	2185	879			
119.	Albany	125				7
72.	Syracuse	13	107			22
140.	Utica					
					37	

OTHER INCOME (DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		(Profit) Loss	Other Deductions			Total	Net Other	Redis-
		Capital Asset	Penny	Miscellaneous		Other	Income	tribut
		Disposal	Elimination	Deductions		Deductions	(Deductions)	Items
CENTRAL BRANCHES								
111	Akron		(12)	7		(5)	833	(80)
62	Buffalo		25	9		34	186	
56	E. Cleveland		27	4		31	66	
136	South Euclid		(1)	1		-0-	73	
122	Willoughby		18			18	14	
57	Columbus		23	9		32	3103	
64	Detroit		31	44		75	1260	(34)
106	Fort Wayne		23	10		33	248	
51	Lakewood		32	321		353	(223)	47
136	Lorain		4			4	5	
88	Louisville		57			57	1148	
107	Mansfield		3	6		9	(6)	
139	Parkersburg			5		5	(5)	
68	Pittsburgh		(3)	34		31	526	
45	Rochester		6	15		21	(21)	
142	Springfield		14			14	52	
63	Toledo		(4)	51		47	253	
127	Youngstown		13	6		19	(2)	
EASTERN BRANCHES								
135	Allentown							
113	Atlantic City			1		1	3	
59	Baltimore			11		11	533	
134	Camden						149	
131	Dover							
117	Durham						74	
128	Raleigh						97	
110	Greensboro						10	
96	Harrisburg			7		7	(3)	
76	Cambridge			152		152	(8)	15
132	Providence							
115	Quincy			1		1	3	
126	Waltham						1	
79	South Hackensack			24		24	2536	
119	Albany						472	
72	Syracuse						142	
140	Utica							

OTHER INCOME (DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		Recovery			Other Income		
		Acct. Prev.	Interest	Commissions	Discount	Scrap	Miscellaneous
		Charged Off	Earned	Earned	on Purchases	Sales	Income
<u>EASTERN BRANCHES (Contd.)</u>							
124.	West Hempstead						1
87.	Norfolk	714					
129.	Newport News						
112.	Pattatoun						
60.	Richmond	227					11
43.	Seranton	25	117				1
53.	Washington	271	22				
<u>SOUTHERN BRANCHES</u>							
47.	Dallas	532	154		25		18
48.	El Paso	100	189				13
144.	Fort Worth		18				
49.	Houston	1313	226	170	3		25
120.	Lubbock		26				6
67.	Mobile	55					
50.	San Antonio	64	57				1
<u>MISSISSIPPI BRANCHES</u>							
99.	Denver	87	8				267
42.	Evansville	12	44				29
74.	Kansas City	336					
83.	Memphis	37					25
70.	Mt. Vernon	7					68
46.	Oklahoma City	317	9				508
<u>NORTHWESTERN BRANCHES</u>							
86.	Duluth	21	135				
94.	Fargo						
93.	Sioux City	664					39
92.	St. Paul						
159.	Great Falls						
<u>SOUTHEASTERN BRANCHES</u>							
102.	Albany, Ga.	591					40
76.	Asheville	200	89				
40.	Atlanta	225	23				190
41.	Birmingham	577					460
39 -							

OTHER INCOME (DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		(Profit)loss, Capital Asset Disposal	Penny Elimination	Miscellaneous Deductions	Other Deductions		Total Other Deductions	Net Other Income (Deductions)	Medi- tribut Items
EASTERN BRANCHES (Contd.)									
124.	West Hempstead							1	
87.	Norfolk			25			25	691	
129.	Newport News			6			6	(6)	
112.	Pottstown			1			1	(1)	
50.	Richmond	(15)					(15)	253	
43.	Scranton			1001			1001	(855)	99
53.	Washington			1			1	272	
SOUTHERN BRANCHES									
47.	Dallas		4				4	725	
48.	El Paso		65				65	237	
144.	Fort Worth		7	1			8	10	
49.	Houston		15				15	1672	
120.	Lubbock		16				16	76	
57.	Mobile		(59)	255			196	(141)	27
50.	San Antonio		12				12	108	
MISSISSIPPI BRANCHES									
22.	Denver		26				26	336	(2)
42.	Evansville		(32)				(32)	117	
74.	Kansas City		8	1765			1773	(1437)	177
53.	Memphis		18				18	104	
70.	Mt. Vernon		9				9	66	
46.	Oklahoma City		(4)				(4)	238	(50)
NORTHWESTERN BRANCHES									
86.	Duluth		4	96			100	56	
84.	Fargo		14	291			305	(305)	2
93.	Sioux City		1				1	702	
92.	St. Paul		3	159			162	(162)	2
159.	Great Falls		(16)				(16)	16	
SOUTHEASTERN BRANCHES									
109.	Albany, Ga.		18				18	613	
76.	Asheville		(38)	12			(26)	315	
40.	Atlanta							438	
41.	Birmingham		(33)				(33)	1070	

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1959.

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OTHER INCOME (DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

(Profit)loss				Other Deductions			Total	Net Other	Redis-
Capital Asset	Penny	Miscellaneous		Other	Income				tributed
Disposal	Elimination	Deductions		Deductions	(Deductions)				Items
SOUTHEASTERN BRANCHES (Contd.)									
66. Charlotte	22			22	1173				
65. Chattanooga	10	71		81	84				
130. Greenville	(5)	32		27	(27)				
52. Jacksonville	24	31		55	2305				
55. Knoxville	1	51		52	1423				
44. Miami	64	1		65	7353				
125. Port Lauderdale	(22)			(22)	29				
90. Nashville	(39)	2		(37)	470				
63. Orlando	(28)	161		133	1014				
61. Tampa	(14)	14		-0-	311				
MONTREAL BRANCHES									
103. Monoton				-0-	-0-				
118. Quebec City				-0-	-0-				
TORONTO BRANCHES									
102. Calgary				-0-	-0-				
123. Edmonton		5		5	(5)				
101. Winnipeg				-0-	-0-				
PACIFIC BRANCHES-GLIDDEN									
81. Alhambra	(25)	329		304	(228)				356
69. Huntington Park	(51)			(51)	361				
82. Long Beach	3			3	306				
137. Monrovia	9	1		10	5				
54. North Hollywood	(14)	394		380	(132)				350
58. Honolulu	(1)			(1)	496				
133. Oakland	(17)	7543		7526	(7488)				7543
91. Portland	(8)	11		3	701				
97. Sacramento	(60)	2		(58)	576				
82. San Diego	(13)	284		271	(83)				750
118. San Jose	(17)			(17)	2301				
143. Santa Cruz	(8)	43		35	(33)				
121. Seattle	21	569		590	1526				534

OTHER INCOME (DEDUCTIONS) - NET - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

	Recovery				Other Income				Total
	Acct. Prev.	Charged Off	Interest	Commissions	Discount	Scrap	Miscellaneous	Other	
			Earned	Earned	on Purchases	Sales	Income	Income	
PACIFIC BRANCHES - GENERAL									
145. Dallas							14	14	
146. Denver							12	12	
147. Oklahoma City							13	13	
148. San Antonio							29	29	
149. Tulsa							24	24	
150. Boise							1	1	
151. Eugene							43	43	
152. Portland							13	13	
153. Walnut Park							11	11	
154. Salem, Ore.							21	21	
155. Seattle							14	14	
156. Spokane							31	31	
157. Tacoma							1	1	
158. Yakima							8	8	
159. Honolulu							1	1	
160. Oakland							3	3	
161. San Francisco							1	1	
162. San Jose							1	1	
163. San Mateo							1	1	
164. Vernon							33	33	
MIDWEST BRANCHES									
105. Des Moines	291		12				34	283	
95. Grand Rapids			204					204	
106. Hammond	218		3				109	330	
80. Indianapolis	1264		42				154	1460	
100. Madison	8		39				552	599	
114. Milwaukee			216				465	681	
84. Omaha	1133		27					1260	
141. Rockford							13	13	
104. Waukegan	180		55				543	778	
Total All Branches	26733		7997	158	344		20026	55236	
Reinstated Items							(2385)	(2385)	
Net All Branches	26733		7997	158	344		17641	52853	

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OTHER INCOME (DEDUCTIONS)-NET - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

	(Profit) Loss		Other Deductions		Total		Net Other Income		Relief		Total Other Income	
	Capital Asset	Miscellaneous	Penny	Disposal	Elimination	Deductions	Other	Deductions	Income	tributed	Income	
PACIFIC BRANCHES - GENERAL												
145. Dallas			28				28	(28)				(28)
146. Denver			28		30		58	(58)				(58)
147. Oklahoma City			17				17	(17)				(17)
148. San Antonio					1		1	(1)				(1)
149. Tulsa			12		11		23	(23)				(23)
150. Boise			1				1	(1)				(1)
151. Eugene												
152. Portland												
154. Walnut Park			3		2		5	(5)				(5)
153. Salem, Ore.												
155. Seattle			4				4	(4)				(4)
156. Spokane												
157. Tacoma												
158. Yakima												
160. Honolulu			27		5		32	(32)				(32)
161. Oakland												
162. San Francisco												
163. San Jose					24		24	(24)				(24)
164. San Mateo					1		1	(1)				(1)
165. Vernon			23		2		25	(25)				(25)
MIDWEST BRANCHES												
103. Des Moines			12		13		25	(25)				(25)
92. Grand Rapids			1				1	(1)				(1)
108. Hammond					24		24	(24)				(24)
80. Indianapolis			47				47	(47)				(47)
100. Madison			38		2		40	(40)				(40)
114. Milwaukee			21		68		89	(89)				(89)
84. Omaha			18		157		175	(175)				(175)
141. Rockford					1		1	(1)				(1)
104. Waukegan												
Total All Branches												
	(15)		415		14380		14790	90458		10884		51342
RECONCILED ITEM												
	(15)		415		1111		1571	51342		(10884)		57342
NET ALL BRANCHES												

GLD019423

DEPRECIATION EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		Expense					Total	
		Buildings	Building Improvements	Machinery and Equipment	Furniture and Fixtures	Automotive Equipment		
1	CENTRAL BRANCHES							
2	111. Akron		550		625		1,175	
3	52. Buffalo		1,865		180		2,045	
4	58. E. Cleveland				352		352	
5	138. South Euclid		88		76		164	
6	122. Willoughby		450		411		861	
7	57. Columbus		34		438		472	
8	54. Detroit		460		700		1,160	
9	106. Fort Wayne		403		180		583	
10	51. Lakewood		1,599		491		2,090	
11	136. Lorain		164		180		344	
12	56. Louisville		668		447		1,115	
13	107. Mansfield		572		443		1,015	
14	159. Parkersburg		138		207		345	
15	53. Pittsburgh		298		704		1,002	
16	45. Rochester		152		606		758	
17	142. Springfield		97		124		221	
18	53. Toledo		1,432		55		1,487	
19	127. Youngstown		168		265		433	
20	EASTERN BRANCHES							
21	135. Allentown		37		218	88	343	
22	113. Atlantic City		449		141		590	
23	59. Baltimore				406		406	
24	134. Camden		129		218		347	
25	131. Dover		103		167		270	
26	117. Durham		452		453		905	
27	128. Raleigh		443		244	320	1,007	
28	110. Greensboro		448		476		924	
29	96. Harrisburg		492		536		1,028	
30	78. Cambridge		24		1,131		1,155	
31	132. Providence		36		221		257	
32	115. Quincy		307		273		580	
33	126. Waltham		524		246		770	
34	79. South Wrentham		401		1,249		1,650	
35	119. Albany		456		451		907	
36	72. Syracuse		452		406		858	
37	140. Utica		128		196		324	

DEPRECIATION EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 Fiscal year ended August 31, 1958

	Expense					Distribution of Expense		
	Buildings	Improvements	Building Machinery and Equipment	Furniture and Fixtures	Automotive Equipment	Total	Furniture and Fixtures	Total
EASTERN BRANCHES (Contd.)								
1 134 West Hempstead		28		263		291	291	291
2 87 Norfolk		523		582		1105	1105	1105
3 186 Newport News		30		137		167	167	167
4 118 Pottstown		429		46	126	603	477	603
5 90 Richmond		63		10		73	73	73
6 43 Sorenton				94		94	94	94
7 53 Washington		871		154		1025	1025	1025
SOUTHERN BRANCHES								
8 47 Dallas		195		774	206	1175	969	1175
9 48 El Paso		511		237		748	728	748
10 144 Fort Worth		109		253		364	364	364
11 40 Houston		1107		759		1866	1866	1866
12 120 Lubbock		474		423		897	897	897
13 67 Mobile		537		264		801	801	801
14 50 San Antonio		911		274	720	1905	1185	1905
MISSISSIPPI BRANCHES								
15 93 Danver		537		420		957	957	957
16 42 Evansville	910			121		1031	1031	1031
17 74 Kansas City		419		503		921	921	921
18 83 Memphis		114		334		448	448	448
19 70 Mt. Vernon		54		107		159	159	159
20 46 Oklahoma City		539		363		902	902	902
NORTHWESTERN BRANCHES								
21 66 Duluth				394		394	394	394
22 94 Fargo		792		340		1132	1132	1132
23 93 Sioux City		424		465		889	889	889
24 92 St. Paul		99		392		491	491	491
25 159 Great Falls		144		7		151	151	151
SOUTHEASTERN BRANCHES								
26 109 Albany, Ga.		235		194		429	429	429
27 76 Asheville		353		381	510	1539	779	1539
28 40 Atlanta		771		229		1000	1000	1000
29 41 Birmingham		511		445		959	959	959

DEPRECIATION EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
Fiscal year ended August 31, 1958

		Expense						
		Buildings	Building Improvements	Machinery and Equipment	Furniture and Fixtures	Automotive Equipment	Total	Furniture and Fixtures
<u>SOUTHEASTERN BRANCHES</u>								
68	Charlotte		665		397		1062	1062
85	Chattanooga				203		203	203
130	Greenville		257		282		539	539
52	Jacksonville		592		328		920	920
55	Knoxville		262		492		754	754
44	Miami		485		427	1183	2095	2095
28	Fort Lauderdale		1130		437	780	2647	2647
90	Nashville		443		539		982	982
65	Orlando		270		621		891	891
61	Tampa		574		99		673	673
<u>MONTREAL BRANCHES</u>								
103	Moncton			83	250		333	333
116	Quebec City			12	358		370	370
<u>TORONTO BRANCHES</u>								
102	Calgary		144		412		556	556
123	Edmonton			44	372		416	416
101	Winnipeg	826		324	46		1216	1216
<u>PACIFIC BRANCHES-GLIDDEN</u>								
81	Alhambra				277		277	277
69	Huntington Park		368		474		842	842
89	Long Beach		746		246		992	992
137	Monrovia		261		120	111	492	492
54	North Hollywood		708		292		1000	1000
58	Honolulu	739			235		974	974
133	Oakland		83		228		311	311
91	Portland				280		280	280
97	Sacramento		1135		404		1539	1539
82	San Diego		663		328		991	991
118	San Jose		434		425		859	859
143	Santa Cruz		35		65		100	100
121	Seattle		537		123		660	660

DEPRECIATION EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
Fiscal year ended August 31, 1956

	Expense				Distribution of Expense	
	Buildings	Machinery and Equipment	Furniture and Fixtures	Automotive Equipment	Operating Statement	Total
	Improvements	Equipment	and Fixtures	Equipment	Furniture and Fixtures	and Carriage
					Freight	
PACIFIC BRANCHES - GENERAL						
145. Dallas	19		10		37	37
146. Denver	296		14		300	300
147. Oklahoma City	1574		14		162	162
148. San Antonio			14		5	5
149. Tulsa	120		57	31	171	202
150. Boise					5	5
151. Eugene			10		10	10
152. Portland	99		3		96	96
154. Walnut Park	119				119	119
153. Salem, Ore.	105		16		123	123
155. Seattle	300		4		304	304
156. Spokane	49		25	56	124	124
157. Tacoma	30		14		44	44
158. Tatum	243		5		248	248
159. Honolulu	289		76	67	367	434
161. Oakland	223		144		237	237
162. San Francisco	37		15		52	52
163. San Jose	26		17		43	43
164. San Mateo	2		19		21	21
166. Vernon	61		44	39	105	144
MINWEST BRANCHES						
105. Des Moines	534		525		1059	1059
95. Grand Rapids	723		433		1156	1156
108. Hammond	537		433		970	970
80. Indianapolis	518		639		1157	1157
100. Madison	597		593		1190	1190
114. Milwaukee	546		467		1013	1013
84. Omaha	115		644		759	759
141. Rockford			213		213	213
104. Waukegan	461		513		974	974
Total All Branches	2458	4637	3638	4531	8974	34706

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SUNDRY SELLING EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 Fiscal year ended August 31, 1958

	Bank Service Charge	Conference Expense	Donations	Messenger Service	Moving Expense	Want Ads Agency Fees	Prizes to Salesmen	Credit Reports
<u>CENTRAL BRANCHES</u>								
111. Akron		305	10					129
62. Buffalo		458	26					208
56. E. Cleveland	4	448	4					145
138. South Euclid		5						104
122. Willoughby		99				47		29
57. Columbus	1	984	55					266
64. Detroit		1022				418		827
106. Fort Wayne	3	504	10			14		302
51. Lakewood		356						172
136. Lorain		120						42
88. Louisville		484	20			185		431
107. Mansfield	7	282						144
139. Parkersburg		120		40		16		53
68. Pittsburgh		984	6		169		20	376
45. Rochester		305				22		260
142. Springfield	1	132	30					126
63. Toledo		705	24			57		343
127. Youngstown		480	10			15		176
<u>EASTERN BRANCHES</u>								
135. Allentown		251						59
113. Atlantic City		149				4		47
59. Baltimore		604			825	40		198
134. Camden		206						93
131. Dover		166			198	54		102
117. Durham	48	474	5		99	7		68
128. Raleigh	7	193				4		181
110. Greensboro	23	343	20		99	11		97
96. Harrisburg		269	25		187	11		135
78. Cambridge		1343	105			132		762
132. Providence		341		13				64
115. Quincy		283	33			45		151
126. Waltham	17	383	2			4		114
79. South Hackensack	8	1857	10	72	378	100		1154
119. Albany	1	314	10		667			142
72. Syracuse		342	35		421	9		148
140. Utica	10	79	2		115	30		48

SUNDRY SELLING EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		Suppers	Sales and Market Research	Sales Tax on Capital Purchases	Car. Fare Bridge Tolls	Social Security Taxes	Suggestion Awards	Net Local Receivable Charge-Off	Miscell Sundr
CENTRAL BRANCHES									
111	Akron		25			439		29	
62	Buffalo	26	28			1188		3	
36	E. Cleveland	40	35			890		22	
136	South Euclid			15		383			
122	Willoughby	77	10			332		2	
37	Columbus	14	53			970		19	
64	Detroit	62	68	8		1979		209	
106	Fort Wayne	5	15		83	640		92	
51	Lakewood		44			1023		(17)	
136	Lorain	17		39		162			
88	Louisville		32		6	1396		156	
107	Mansfield	61	11			413			
139	Parkersburg			82		225			
68	Pittsburgh		56		117	1486	20	(18)	
45	Rochester	4	16	4		888		5	
142	Springfield					277			
63	Toledo	19	32			913			
127	Youngstown	10		7		298			
EASTERN BRANCHES									
135	Allentown			213	33	335			
113	Atlantic City					454		29	
59	Baltimore	56		6		1149			
134	Camden					527			
131	Dover					619			
117	Durham	17				625			
128	Raleigh			30		268		40	
110	Greensboro				111	626		69	
96	Harrisburg			71		861		132	
78	Cambridge					2033			
132	Providence	66		69		477			
115	Quincy	58				399			
126	Waltham	62				287			
79	South Hackensack	15			10	3913		(30)	
119	Albany				48	797			
72	Syracuse			5	4	804			
140	Utica			4		432			

SUNDRY SELLING EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

		Bank Service Charge	Conference Expense	Donations	Messenger Service	Moving Expense	Want Ads Agency Fees	Prizes to Salesmen	Cre Rep
1	EASTERN BRANCHES (Contd.)								
2	124. West Hempstead		266				27		
3	87. Norfolk	73	233	50			22		
4	129. Newport News								
5	118. Pottstown	5	149	10			4		
6	60. Richmond		598	62			32		
7	43. Saranton		249	50		464	11		
8	53. Washington		780	56		216	42		
9									
10	SOUTHERN BRANCHES								
11	47. Dallas		1071	140			11		
12	48. El Paso	9	139			630	11		
13	144. Fort Worth		13	4		436			
14	49. Houston		883						
15	120. Lubbock		239	5		282			
16	67. Mobile	24	300						
17	50. San Antonio		279	10		323			
18									
19	MISSISSIPPI BRANCHES								
20	39. Denver	4	431						
21	48. Evansville	6	655	65					
22	74. Kansas City		565				69		
23	83. Memphis	176	537						
24	70. Mt. Vernon	10	135	29					
25	48. Oklahoma City	3	539	10			50	10	
26									
27	NORTHWESTERN BRANCHES								
28	86. Duluth	20	413	40					
29	94. Fargo	32	484	75		450			
30	93. Sioux City		290						
31	32. St. Paul	7	322	33					
32	159. Great Falls	7							
33									
34	SOUTHEASTERN BRANCHES								
35	109. Albany, Ga.	46	477	9		100	27		
36	76. Asheville		520				5		
37	40. Atlanta	2	771	160					
38	41. Birmingham	9	476						
39									

SUNDRY SELLING EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 Fiscal year ended August 31, 1956

		Suppers	Sales and Market Research	Sales Tax on Capital Purchases	Car Fare Bridge Tolls	Social Security Taxes	Suggestion Awards	Net Local Receivable Charge-Off	Miscel Sund
1	EASTERN BRANCHES (Contd.)								
2	184 West Hempstead	60				337			
3	87 Norfolk				35	1164		14	
4	129 Newport News					102			
5	112 Pottstown	35				264			
6	60 Richmond	24				346		11	
7	43 Scranton					437		(8)	
8	53 Washington				2	1317			
9									
10	SOUTHERN BRANCHES								
11	47 Dallas	64				2232		116	
12	46 El Paso	5				927		57	
13	144 Fort Worth	22			1	181			
14	42 Houston	57				2251		171	
15	120 Lubbock					800		43	
16	67 Mobile	298				634		36	
17	50 San Antonio	22				801		28	
18									
19	MISSISSIPPI BRANCHES								
20	92 Denver	13				753		62	
21	42 Evansville	19				1336		81	
22	74 Kansas City	5				923		107	
23	83 Memphis					1329		65	
24	70 Mt. Vernon					386		80	
25	46 Oklahoma City	47				1126		32	
26									
27	NORTHWESTERN BRANCHES								
28	86 Duluth	32				677		30	
29	94 Fargo			2		790		9	
30	93 Sioux City					474		29	
31	92 St. Paul	14			13	631	6	(3)	
32	159 Great Falls					194	13		
33									
34	SOUTHEASTERN BRANCHES								
35	109 Albany, Ga.	65				785		37	
36	76 Asheville	22				721		117	
37	40 Atlanta				7	1030		104	
38	41 Birmingham	44				1145		101	
39									
40									

SUNDRY SELLING EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
Fiscal year ended August 31, 1958.

		Bank Service Charge	Conference Expense	Donations	Messenger Service	Moving Expense	Want Ads Agency Fees	Prizes to Salesmen	Gro Rep
1	SOUTHEASTERN BRANCHES (Contd.)								
2	66 Charlotte	36	1205	30				76	
3	85 Chattanooga	13	367						
4	130 Greenville	3	432	18		506	20		
5	52 Jacksonville	13	486	59			20		
6	53 Knoxville	17	364	204					
7	44 Miami	2	603	13					
8	125 Fort Lauderdale	3	380						
9	90 Nashville	3	876	15				63	
10	65 Orlando		447	110					
11	61 Tampa	17	399	10					
12	MONTREAL BRANCHES								
13	103 Moncton	22	2040	19					
14	116 Quebec	109	1097						
15	TORONTO BRANCHES								
16	102 Calgary		219	17		315	17		
17	123 Edmonton	36	167	10			7		
18	101 Winnipeg	34	482	55					
19	PACIFIC BRANCHES-GLIDDEN								
20	81 Alhambra		714	25			7		
21	69 Huntington Park		546	25			19		
22	62 Long Beach		349	20			46		
23	137 Monrovia		59	12					
24	54 North Hollywood		617	15		65	200		
25	58 Honolulu	21	300	52			121		
26	133 Oakland		327				39		
27	91 Portland		463						
28	97 Sacramento		176	9		56			
29	82 San Diego		523	27			10		
30	118 San Jose		727	11			64		
31	143 Santa Cruz					98			
32	121 Seattle	96	496			486	53		
33									
34									
35									
36									
37									
38									
39									

SUNDRY SELLING EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

	Supplies	Sales and Market	Sales Tax on Capital	Car Fare Bridge	Tolls	Social Taxes	Suggestion Awards	Net Local Receivable	Miscellaneous Sundries	Total
SOUTHEASTERN BRANCHES (Contd.)										
56. Charlotte	109		9			1281		148	144	5625
57. Chattanooga	58					860		44	151	1965
130. Greenville	12		85			644			229	2161
52. Jacksonville	27				83	253		13	256	1974
53. Knoxville	45		29			2124		246	818	3457
44. Miami	43		56		2	1068		169	153	2688
125. Fort Lauderdale	7					570		23	53	1194
50. Nashville	36					1875		257	468	3473
63. Orlando	129		28		13	893		15	923	2969
61. Tampa	64					777		125	195	2028
MONTREAL BRANCHES										
103. Montreal						273			4642 *	2488
116. Quebec	20					234			2572 *	4599
TORONTO BRANCHES										
102. Calgary						145		47	1043 *	1951
123. Edmonton	22					93			967 *	1670
101. Vancouver					23	156			2325 *	3432
PACIFIC BRANCHES-GLIDDEN										
81. Alameda	154					676		20	80	1832
59. Huntington Park	151		6			1125	19	26	507	2642
89. Long Beach	511		32			1162			308	2446
137. Monrovia	210		40			573		59	380	1459
54. North Hollywood	82		41			1321		82	104	2618
58. Honolulu						843			572	2233
133. Oakland	56		394			1351		145	421	3250
91. Portland						1296		(15)	78	2191
97. Sacramento	46					1086		38	84	1876
82. San Diego			3			1022		24	250	2297
118. San Jose	81		9			976		61	255	2343
143. Santa Cruz	28		78			135			57	415
121. Seattle			5			2042		6	145	3548

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SUNDRY SELLING EXPENSE - PAINT BRANCHES

THE GILSON COMPANY AND CANADIAN SUBSIDIARY

Fiscal year ended August 31, 1958

	Bank	Conference Expense	Postage	Messenger Service	Moving Expense	Hunt Ads Agency Fees	Prizes to Salesmen	Credit Reports	Organization Dues	Periodical Idents
1	Pacific Branches - General									
2	145 Denver							124	41	
3	146 Denver							122	25	
4	147 Oklahoma City							70		
5	148 San Antonio					13		66	25	
6	149 Tulsa							74		
7	150 Boise							44		
8	151 Eugene							22	9	
9	152 Portland					14		34		
10	154 Walnut Park							27		
11	153 Salem, Ore.					5		94		
12	155 Seattle							10	12	
13	156 Spokane					14		21	50	
14	157 Tacoma							12		
15	158 Yakima							10		
16	160 Bhopal							39	114	17
17	161 Oakland							10		
18	162 San Francisco							67		
19	163 San Jose							84		
20	164 San Mateo							13		
21	165 Vernon							45		
22	MIDWEST BRANCHES									
23	105 Des Moines		373					186		
24	95 Grand Rapids		764					77		
25	108 Hammond		844					65		
26	180 Indianapolis		444					925	100	
27	100 Madison		700					50		
28	114 Milwaukee		640					60	60	
29	84 Omaha		474					33		
30	141 Rockford		135					12	28	
31	104 Vancouver		410					13		
32	Total All Branches	1019	41973	2460	400	8816	2224	24785	4840	1777
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55

SONDARY SELLING EXPENSE - PAINT BRANCHES
THE GLIDDEN COMPANY AND CANADIAN SUBSIDIARY
 Fiscal year ended August 31, 1956

	Supplies	Sales and Market Research	Sales Tax on Capital Purchases	Car Fare Bridge Tolls	Social Security Taxes	Suggestion Awards	Net Local Receivable Charge-Off	Miscellaneous Sundries	Total
PACIFIC BRANCHES - GENERAL									
1 145. Dallas					147			41	352
2 146. Denver					177			14	368
3 147. Oklahoma City					131			14	317
4 148. San Antonio					136			34	340
5 149. Tulsa			47		344			17	402
6 150. Boise					144			8	306
7 151. Eugene					120			8	259
8 152. Portland					281			8	389
9 153. Walnut Park					117				117
10 154. Salem, Ore.					87				184
11 155. Seattle					312			14	326
12 156. Spokane					291			15	306
13 157. Tacoma			15		37			15	149
14 158. Yakima					126				126
15 160. Honolulu					93			1	94
16 161. Oakland					112				204
17 162. San Francisco					157			21	249
18 163. San Jose					157			4	197
19 164. San Mateo					132			2	175
20 166. Vernon			20		303			26	459
MIDWEST BRANCHES									
21 105. Des Moines	13				741		11	57	1963
22 95. Grand Rapids	16		20		1084		63	26	2073
23 108. Hammond	104				274			110	1490
24 80. Indianapolis	32				1423		5	116	2091
25 100. Madison				71	726		50	17	1639
26 114. Milwaukee	47			47	1184		73	24	2074
27 24. Omaha	35			106	1007		25	20	1777
28 141. Rockford			57		417			157	1057
29 104. Waukegan	50				735			87	1537
30 Total All Branches	3497	425	1479	885	90430	58	3826	22182	221045
* INCLUDES DEALERS LIFE INSURANCE 5597; M.S.A. EXCHANGE (54); 4172; PUBLIC REWARDS 1015									
Sales Studio									

GLD019435

DEPRECIATION EXPENSE - PAINT BRANCHES

THE HILTON COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937

Div.	Location	Buildings	Improvements	Furniture and Fixtures	Automotive Equipment	Machinery and Equipment	Total
40.	Atlanta	577	102				679
41.	Birmingham	104	384				488
42.	Greenville	910					910
43.	Memphis		178				178
44.	Mobile	102	60				162
45.	Montgomery	529	37				566
46.	Oakdale	329	136				465
47.	St. Paul	279	92				371
48.	Evansville	167	24				191
49.	San Antonio	918	292				1,210
50.	San Antonio	1,799	461				2,260
51.	Lawrence	519	319				838
52.	North Hollywood	440	204				644
53.	Northville	261	625				886
54.	East Cleveland		712				712
55.	Columbus	126	729				855
56.	Honolulu	260	260				520
57.	Honolulu	260	260				520
58.	Buffalo	1,200	249				1,449
59.	Toledo	407	263				670
60.	Detroit	60	346				406
61.	Indianapolis	129	448				577
62.	Charlotte	224	291				515
63.	Mobile	291	123				414
64.	Pittsburgh	229	228				457
65.	Washington Park		127				127
66.	St. Louis	190	107				297
67.	St. Louis	409	377				786
68.	Indianapolis	462	398				860
69.	Indianapolis	518	622				1,140
70.	Albany	315	348				663
71.	San Diego	690	229				919
72.	Kansas City	60	449				509
73.	Omaha	114	465				579
74.	Chattanooga		163				163
75.	Polk		267				267
76.	Louisville	693	399				1,092
77.	Long Beach	575	26				601
78.	Seattle	443	56				500
79.	Portland	265	265				530
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GLD019436

85

DEPRECIATION EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

Div.	No.	Location	Furniture and Automotive			
			Buildings	Improvements	Furniture	Equipment
	92.	St. Paul		90.	412	
	93.	Sioux City		458	442	100.
	94.	Fargo		657	370	
	95.	Grand Rapids		514	409	
	97.	Sacramento		1119	382	
	99.	Denver		553	528	
	100.	Madison		366	382	
	104.	Vancouver		466	414	
	105.	Des Moines		578	400	
	106.	St. Vrain		402	125	
	107.	Mansfield			166	
	108.	Homestead		452	519	
	109.	Albany, Ga.		286	152	292
	111.	Akron		24	150	
	114.	Wilmington		24	242	
	118.	San Jose		51	221	
	120.	Lubbock		160	242	
	121.	Seattle		295	60	
	122.	Willoughby		47	80	
	125.	St. Louisdale		22	246	61
	43.	Soranton		-	55	
	53.	Washington		372	65	
	59.	Baltimore		-	567	
	60.	Richmond		68	-	
	72.	St. Louis		52	124	
	78.	New England		27	1011	
	79.	New York		436	1349	
	87.	Worfolk		-	137	
	96.	Harrisburg		-	177	
	119.	Albany		214	205	
	110.	Greensboro		187	233	
	112.	Pottstown		406	60	214
	113.	Atlantic City		358	125	
	115.	Quincy		208	305	
	117.	Durham		271	215	
	128.	Raleigh		-	-	
	101.	Winnipeg	877	-	60	
	102.	Calgary		174	515	
	103.	Monoton		-	221	
	116.	Quaker City		-	221	
	123.	Edmonton		-	249	
					235	
		Total	2527	2757	2741	2217

No.	Location	Building	Improvements	Furniture	Automotive	Equipment	Total
92	St. Paul	90	41.2	41.2	100	100	402
93	St. Paul	65.7	370	44.7			967
94	Pargo	11.4	409				520
95	Grand Rapids	11.9	38.7				150.6
96	Denver	55.7	7.5				108.2
97	Madison	56.6	28.7				94.3
98	Des Moines	46.6	41.4				88.0
99	St. Wayne	10.3	12.5				22.8
100	Hamstead	16.6	5.9				22.5
101	Albany, Ga.	25.6	15.7				41.3
102	Alton	2.4	15.0				17.4
103	Kilbourne	2.4	2.4				4.8
104	San Jose	5.6	33.1				38.7
105	Labbeok	16.0	24.7				40.7
106	Seattle	29.5	6.0				35.5
107	Wilmington	4.7	8.0				12.7
108	St. Louis	3.7	2.7				6.4
109	San Antonio	-	-				-
110	Baltimore	-	56.7				56.7
111	Richmond	6.1	-				6.1
112	St. Louis	15.8	4.24				20.04
113	New England	2.7	10.84				13.54
114	New York	45.6	18.67				64.27
115	Hortolt	1.7	1.7				3.4
116	Albany	2.4	2.4				4.8
117	Greensboro	18.7	23.8				42.5
118	Portland	40.6	6.0				46.6
119	Atlantic City	35.5	14.5				50.0
120	Galini	50.3	3.32				53.62
121	Porter	2.7	2.7				5.4
122	Wilmington	6.0	-				6.0
123	Wilmington	2.7	-				2.7
124	Wilmington	2.7	-				2.7
125	Wilmington	2.7	-				2.7
126	Wilmington	2.7	-				2.7
127	Wilmington	2.7	-				2.7
128	Wilmington	2.7	-				2.7
129	Wilmington	2.7	-				2.7
130	Wilmington	2.7	-				2.7
131	Wilmington	2.7	-				2.7
132	Wilmington	2.7	-				2.7
133	Wilmington	2.7	-				2.7
134	Wilmington	2.7	-				2.7
135	Wilmington	2.7	-				2.7
136	Wilmington	2.7	-				2.7
137	Wilmington	2.7	-				2.7
138	Wilmington	2.7	-				2.7
139	Wilmington	2.7	-				2.7
140	Wilmington	2.7	-				2.7
141	Wilmington	2.7	-				2.7
142	Wilmington	2.7	-				2.7
143	Wilmington	2.7	-				2.7
144	Wilmington	2.7	-				2.7
145	Wilmington	2.7	-				2.7
146	Wilmington	2.7	-				2.7
147	Wilmington	2.7	-				2.7
148	Wilmington	2.7	-				2.7
149	Wilmington	2.7	-				2.7
150	Wilmington	2.7	-				2.7
151	Wilmington	2.7	-				2.7
152	Wilmington	2.7	-				2.7
153	Wilmington	2.7	-				2.7
154	Wilmington	2.7	-				2.7
155	Wilmington	2.7	-				2.7
156	Wilmington	2.7	-				2.7
157	Wilmington	2.7	-				2.7
158	Wilmington	2.7	-				2.7
159	Wilmington	2.7	-				2.7
160	Wilmington	2.7	-				2.7
161	Wilmington	2.7	-				2.7
162	Wilmington	2.7	-				2.7
163	Wilmington	2.7	-				2.7
164	Wilmington	2.7	-				2.7
165	Wilmington	2.7	-				2.7
166	Wilmington	2.7	-				2.7
167	Wilmington	2.7	-				2.7
168	Wilmington	2.7	-				2.7
169	Wilmington	2.7	-				2.7
170	Wilmington	2.7	-				2.7
171	Wilmington	2.7	-				2.7
172	Wilmington	2.7	-				2.7
173	Wilmington	2.7	-				2.7
174	Wilmington	2.7	-				2.7
175	Wilmington	2.7	-				2.7
176	Wilmington	2.7	-				2.7
177	Wilmington	2.7	-				2.7
178	Wilmington	2.7	-				2.7
179	Wilmington	2.7	-				2.7
180	Wilmington	2.7	-				2.7
181	Wilmington	2.7	-				2.7
182	Wilmington	2.7	-				2.7
183	Wilmington	2.7	-				2.7
184	Wilmington	2.7	-				2.7
185	Wilmington	2.7	-				2.7
186	Wilmington	2.7	-				2.7
187	Wilmington	2.7	-				2.7
188	Wilmington	2.7	-				2.7
189	Wilmington	2.7	-				2.7
190	Wilmington	2.7	-				2.7
191	Wilmington	2.7	-				2.7
192	Wilmington	2.7	-				2.7
193	Wilmington	2.7	-				2.7
194	Wilmington	2.7	-				2.7
195	Wilmington	2.7	-				2.7
196	Wilmington	2.7	-				2.7
197	Wilmington	2.7	-				2.7
198	Wilmington	2.7	-				2.7
199	Wilmington	2.7	-				2.7
200	Wilmington	2.7	-				2.7

Div.	Building and Automoti			
No.	Location	Buildings	Improvements	Equipment
92.	St. Paul		90	413
93.	Sioux City		425	442
94.	Fargo		657	370
95.	Grand Rapids		514	409
97.	Sacramento		1119	322
99.	Denver		553	528
100.	Madison		366	383
104.	Vancouver		466	414
105.	Des Moines		578	309
106.	St. Marys		403	325
107.	Mansfield			166
108.	Hammond		432	519
109.	Albany, Ga.		256	152
111.	Akron		74	150
114.	Milwaukee		72	243
116.	San Jose		51	371
120.	Lubbock		160	242
121.	Seattle		295	60
122.	Willoughby		47	80
125.	St. Louis		22	246
43.	Spartan		-	53
53.	Washington		372	62
59.	Baltimore		-	567
60.	Richmond		62	-
72.	Syracuse		52	424
78.	New England		27	1011
79.	New York		450	1209
87.	Norfolk			137
96.	Harrisburg			147
119.	Albany		214	265
110.	Greensboro		187	533
112.	Pottstown		406	60
113.	Atlantic City		355	145
115.	Quincy		265	330
117.	Durham		271	215
128.	Raleigh			
101.	Winnipeg	227		60
102.	Calgary		144	515
103.	Moncton			221
116.	Quebec City			226
123.	Edmonton			349
Total		2527	2737	2741