

TOTAL ZINC MATERIAL CHANGED

Zinc Clips
Electrolytic Zinc
Remelt Zinc
Scrap Zinc
Galvanizer's Zinc Dross
Die Cast Slabs
Die Cast Scrap
Condensed Metal
Great Falls Dross
Galena Ore
Other
Total

<u>EAST CHICAGO PLANT</u>	
<u>METALLIC</u>	
<u>ZINC POUNDS</u>	<u>LEAD POUNDS</u>
235,207	
11,438,043 ✓	
1,983,720	
794,676	
5,221,316	
5,642,850	
2,923,951	
1,544,554	
8,413,877	
	243,296
533,074	
<u>34,771,248</u>	<u>243,296</u>
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TOTAL MATERIAL REMIXED

Sublimed White Lead
Other
Total

	1,044,300
65,639	
<u>65,639</u>	<u>1,044,300</u>
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Gross
Pounds

On Hand December 31st, 1939

2,192,880

SHIPMENTS

Merchantable Oxide 42,113,226
Refuse Oxide 345,249
Lead Tin Alloy 49,549
Treated Zinc Residue 269,932
Muffle Dross 4,576,511
Iron Dross 109,100

47,443,587
49,684,137

On Hand January 1st, 1939

3,547,381

44,088,756

Zinc Oxide for Trade 40,738,596
Refuse Oxide 345,249
Lead Tin Alloy 49,549
Treated Zinc Residue 269,932
Muffle Dross 4,576,511
Iron Dross 109,100

44,088,756

COLLECTIONS - YEAR 1959
WHITE LEAD SALES
 (DRY, IN OIL, AND LEAD SULPHATE)

MONTH	GROSS SALES (DRY)	GROSS SALES (IN OIL)	GROSS SALES (LEAD SULPHATE)	TOTAL GROSS SALES	COLLECTIONS	OVERDUE ACCOUNTS
January	\$ 29,585.75	\$ 17,384.04		\$ 46,969.79	\$ 82,453.58	\$22,653.96
February	15,881.91	14,001.02		29,882.93	34,916.54	22,875.29
March	36,756.41	73,515.26		110,271.67	51,000.13	23,108.40
April	51,103.01	15,935.59		67,038.60	64,065.98	23,209.96
May	62,538.75	34,309.50		96,848.25	84,062.55	24,481.85
June	71,232.88	51,322.69		122,555.57	101,278.82	20,733.94
July	39,628.79	40,954.31		80,583.10	99,046.08	17,672.04
August	71,739.58	46,700.17		118,439.55	109,832.38	14,862.61
September	93,248.00	85,939.65		179,187.65	122,799.98	17,612.38
October	52,139.39	76,464.27		128,603.66	166,937.79	16,229.98
November	68,391.56	20,098.95		88,490.51	98,264.86	21,097.24
December	42,898.15	15,734.32		58,632.45	76,912.17	26,246.78
	<u>\$635,143.96</u>	<u>\$492,359.77</u>		<u>\$1,127,503.73</u>	<u>\$1,091,570.86</u>	<u>\$20,898.70</u>
Cash						
Discounts						
Allowed	\$ 5,690.93	\$ 6,693.49		\$ -	\$ 12,384.42	
Accounts Receivable					\$ 106,728.00	
Percent Receivable to Gross Sales					9.46	

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COLLECTIONS - YEAR 1939
WHITE LEAD SALES
(DRY, IN OIL, AND LEAD SULPHATE)

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BAD DEBTS CHARGED OFF 1939

	STATE	YEAR ACCRUED	DRY WHITE LEAD	WHITE LEAD-IN-OIL	TOTAL
<u>WHITE LEAD DEPARTMENT</u>					
<u>WHITE LEAD AND WHITE LEAD-IN-OIL SALES</u>					
Jamestown Wood Finishing Co.	N. Y.	1937	\$ 26.10		\$ 26.1
Lehr Hardware Company	Mich.	1937-1938	61.88		61.8
Trent Tile Company	N. J.	1937	159.00		159.0
Eckert Palmer Hardware Co.	Ind.	1937		\$ 30.12	30.1
Nu-Art Paint & Wallpaper Co.	Ill.	1938-1939		10.42	10.4
Shinn Wallpaper & Paint Co.	Mich.	1938-1939		274.89	274.8
Heiderman Paint & Supply Co.	N. J.	1939		1,335.00	1,335.0
King Paint Mfg. Company	N. Y.	1937	496.44		496.4
Swavely Varnish Company	Mich.	1937	151.25		151.2
C. H. Becker Paint Co.	Ind.	1937		372.68	372.6
Brill Paint Company	N. Y.	1937		15.00	15.0
Buckeye Pottery Company	Ill.	1937	17.00		17.0
Tri State Paint & Varnish	Ind.	1938	53.12		53.1
Wallston Lumber Company	Ohio	1938		64.40	64.4
Best Hardware Company	Ohio	1939		20.54	20.5
Total - Charged Off			\$ 944.19	\$ 2,122.85	\$ 3,067.0
<u>MISCELLANEOUS CREDITS TO RESERVE</u>					
Kramer's Paint Store	Ill.	1936	\$ 72.38	\$ 85.18	157.5
Penton Paint Company	N. Y.	1937		18.78	18.7
Total Credits			\$ 72.38	\$ 103.90	176.2
NET LOSSES - 1939			\$ 871.81	\$ 2,018.95	2,890.7
Percentage of Loss to Gross Sales - 1939					
(NL \$635,143.96) (LIO \$492,859.77)			.137	.410	.25
<u>CUMULATIVE</u>					
Gross Sales 1936 to 1939, Incl.			\$12,075,253.67	\$	\$12,075,253.67
Gross Sales 1932 to 1939, Incl.				2,706,907.23	2,706,907.23
TOTAL SALES			\$12,075,253.67	\$2,706,907.23	\$14,782,160.90
Total Bad Debts			\$ 9,909.85	\$ 7,840.15	\$ 17,750.00
Percentage of Loss			.082	.290	.14

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