

INTERNATIONAL SMELTING AND REFINING COMPANY

ZINC OXIDE DEPARTMENT

EAST CHICAGO, INDIANA

ANNUAL REPORT

YEAR 1940

PNYC 00012379

INTERNATIONAL SMELTING AND REFINING COMPANY

EAST CHICAGO, INDIANA

SUMMARY OF ZINC OXIDE DEPARTMENT OPERATIONS

YEAR 1940

OPERATIONS:

The muffle furnaces operated a total of 800 furnace days throughout the year ranging from one furnace on oxide in the first half of the year to three furnaces on oxide and one on metal in the last months of the year. A total of 10,456.7 tons of material was treated in the muffles on an average of 13.07 tons per day. Metal losses on this secondary operation were 1.37% for the year. The average working cost of this operation was \$12.53 per ton charge, exclusive of depreciation and major repairs. These furnaces consumed an average of 68.08 gallons of fuel oil per ton charge throughout the year.

The 24 retort French furnace operated 308 furnace days and treated a total of 6,789.2 tons of material at an average cost of \$15.03 per ton of charge, exclusive of depreciation and major repairs. The furnace burned 78.02 gallons of oil per ton of charge and operated with a metal loss of 4.01% for the year.

The 6 and 12 door American block units operated without interruption throughout the year and treated 5,737.4 tons of zinc bearing materials at an average cost of \$21.07 per ton of charge, exclusive of depreciation. These furnaces had a metal loss of 17.94% for the year.

LABOR:

The common labor rate of 60¢ per hour prevailed throughout the entire year. An average of 152 men were employed working an average of 38.3 hours per week. The average monthly wage for all payroll employees was \$133.97. A one week vacation was granted to payroll employees during the year.

Six men were employed on the Akron payroll doing dismantlement work and averaged 26.4 hours per week.

An average of 47 people were employed on the salary roll for the year working either full or part time for the Zinc Oxide Department. This number includes Sales Department employees, foremen, and office employees.

APPROPRIATIONS:

A total of \$14,860.75 was spent on appropriations during the year, including one secondary muffle furnace for \$9,430.39, with the balance of the money being spent for minor improvements. A breakdown of these items may be found on Page 15.

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Sheet #2 - Summary of Zinc Oxide Department Operations - Year 1940

OPERATING COSTS:

The working cost for the entire plant for the year 1940 was \$20.55 per ton of material charged, exclusive of depreciation and major repairs. A total of 39,584,807 pounds of zinc oxide was sold, not including metal and by-products produced from the secondary operations. Total shipments of all materials amounted to 46,131,662 pounds for the year.

ZINC MATERIALS PURCHASED:

The average cost of 5.528¢ per pound of zinc purchased in all forms ranged from a low of 4.76¢ per pound in the early part of the year to a high of 6.33¢ per pound in December. Purchases of electrolytic zinc amounted to 3,630 tons at an average cost of 5.87¢ per pound while a total of 8,126.76 tons of secondary materials were purchased at a cost of 5.34¢ per pound. During the year the East St. Louis zinc market ranged from 5-1/2¢ per pound to 7-1/4¢ per pound.

lb 2/7/41


Plant Manager

cc: Mr. J. R. Hobbs
Mr. R. E. Dwyer
Mr. F. Laist

PNYC 00012381

TREATMENT-PRODUCTION-SHIPMENTS

YEAR 1940

	<u>EAST CHICAGO PLANT</u>	
	<u>METALLIC</u>	
<u>TOTAL ZINC MATERIAL CHARGED</u>	<u>ZINC POUNDS</u>	<u>LEAD POUNDS</u>
Electrolytic Zinc	13,076,684 ✓	
Great Falls Dross	5,066,051	
Galvanizer's Zinc Dross	4,384,767	
Zinc Anodes	24,955	
Die Cast Dross	1,644,085	
Remelt Zinc	1,819,075	
Die Cast Slabs	2,370,900	
Die Cast Scrap	4,160,982	
Scrap Zinc	909,809	
Zinc Clips	186,451	
Zinc Ore (American Zinc Co.)	1,792,253	
Galena Lead Ore		67,229
Total	<u>35,436,012</u>	<u>67,229</u>
	=====	=====

TOTAL MATERIAL REMIXED

	<u>Gross Lbs.</u>
Sublimed White Lead	1,450,100
Zinc Oxide (American Zinc Sales Co.)	437,800
Other	95,263
Total	<u>1,983,163</u>
	=====

On Hand December 31st, 1940	2,097,750
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SHIPMENTS

Merchantable Oxide	39,444,146	
Refuse Oxide	497,366	
Lead Tin Alloy	95,424	
Treated Zinc Residue	604,380	
Muffle Dross	3,069,086	
Iron Dross	73,520	
Condensed Metal	<u>2,442,540</u>	
	<u>46,226,462</u>	
	<u>46,324,212</u>	

On Hand January 1st, 1940	<u>2,192,550</u>
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46,131,662
=====

Zinc Oxide for Trade	39,349,346 ✓	
Refuse Oxide	497,366	
Lead Tin Alloy	95,424	
Treated Zinc Residue	604,380	
Muffle Dross	3,069,086	
Iron Dross	73,520	
Condensed Metal	<u>2,442,540</u>	
	<u>46,131,662</u>	
	=====	

PNYC 00012382

OUTCOME OF NEW MATERIAL

YEAR 1940

EAST CHICAGO PLANT

FRENCH PROCESS

	<u>TONS</u>	<u>\$</u>
Tons Charged as Zinc	6,742.6	100.00
	-----	-----
<u>Recovered as Zinc</u>		
Merchantable Oxide	5,410.9	80.25
Off Grade Oxide	1,061.4	15.74
Metal Loss	270.3	4.01
	<u>6,742.6</u>	<u>100.00</u>
	-----	-----

MUFFLE FURNACE

Tons Charged as Zinc	8,610.6	100.00
	-----	-----
<u>Recovered As Zinc</u>		
Merchantable Oxide	5,085.5	58.83
Off Grade Oxide	171.1	1.99
Zinc Residue for Haritan	29.1	34
Other Residue and Condensed Metal	2,161.6	25.10
Muffle Dross	1,064.3	12.36
Metal Loss	119.0	1.38
	<u>8,610.6</u>	<u>100.00</u>
	-----	-----

AMERICAN PROCESS

Tons Charged as Zinc	4,281.7	100.00
	-----	-----
<u>Recovered As Zinc</u>		
Merchantable Oxide	3,513.7	82.06
Metal Loss	768.0	17.94
	<u>4,281.7</u>	<u>100.00</u>
	-----	-----

PNYC 00012383

WORKING COST PER TON MATERIAL CHARGED

YEAR 1940

EAST CHICAGO PLANT

	ENTIRE PLANT		FURNACING AND COLLECTING		MUFFLE FURNACE		AMERICAN PROCESS	
	TONS	PER TON	TONS	PER TON	TONS	PER TON	TONS	PER TON
January	1,757.6	\$19.552	645.4	\$14.511	755.1	\$13.044	354.1	\$17.187
February	1,743.6	20.264	603.0	14.421	763.9	13.340	376.7	20.035
March	2,071.8	19.392	638.5	16.211	873.8	11.520	559.5	16.329
April	1,218.6	27.998	226.5	23.396	487.2	15.884	444.9	22.928
May	1,259.1	26.811	398.9	17.928	425.8	19.849	444.4	23.044
June	1,849.5	21.281	608.5	16.227	746.9	13.124	493.5	19.976
July	2,165.7	18.850	633.4	11.414	1,002.6	10.958	529.7	20.656
August	1,868.8	20.425	603.0	13.907	773.4	12.778	490.4	21.984
September	2,151.7	18.155	717.8	11.975	956.3	10.477	477.6	22.438
October	2,341.8	19.406	680.2	14.827	1,187.5	10.142	474.3	26.503
November	2,243.0	20.522	330.6	20.385	1,322.6	12.968	589.8	18.743
December	2,501.9	20.688	640.6	14.692	1,158.6	12.800	502.7	23.423
Total	22,983.1		6,739.2		10,453.5		5,757.4	
Average per month	1,915.2	\$20.557	565.8	\$15.030	871.4	\$12.531	478.1	\$21.076
Major Repairs		.214		.254		.279		
Depreciation		1.626						
GRAND TOTAL		\$22.397		\$15.284		\$12.810		\$21.076

PNYC 00012384

WORKING COST PER TON MATERIAL CHARGED

YEAR 1940

EAST CHICAGO PLANT

COST OF PORTION OF MAJOR ITEMS

	ENTIRE PLANT		FURNACING AND COLLECTING		MUFFLE FURNACE		AMERICAN PROCESS	
	Amount	% Cost	Amount	% Cost	Amount	% Cost	Amount	% Cost
Pay Roll - Direct	\$149,400.79	29.01	\$ 28,472.52	27.45	\$ 40,463.98	30.17	\$ 42,889.17	35.22
Salaries - Direct	16,909.10	3.28	3,600.30	3.47	4,825.70	3.60	3,951.18	3.27
Fuel Oil	34,904.39	6.78	14,752.61	14.22	20,151.78	15.02	-	-
Coal (Hard)	30,049.67	5.84	-	-	-	-	30,049.67	24.85
Coke	5,063.08	.98	-	-	15.14	.01	5,047.94	4.17
Carborundum Retorts	5,208.13	1.01	5,208.13	5.02	-	-	-	-
Muslin	1,026.50	.20	401.00	.38	120.50	.09	266.00	.82
Duck	254.85	.05	124.00	.10	48.00	.03	66.85	.05
Barrels	2,372.48	.46	-	-	-	-	-	-
Liners	625.33	.12	-	-	-	-	-	-
Drums	3,350.99	.65	-	-	-	-	-	-
Bags	27,910.25	5.43	-	-	-	-	-	-
Electric Power	20,562.40	3.99	5,661.11	5.46	4,795.00	3.57	6,166.22	5.10
Taxes - All	18,111.01	3.52	5,349.99	5.15	8,240.51	6.14	4,520.51	3.74
Insurance - All	3,540.51	.69	1,045.87	1.00	1,610.93	1.21	853.71	.73
Other	159,283.20	30.74	39,150.26	37.75	53,961.50	40.16	27,380.73	22.65
Total	\$477,372.68	92.74	\$103,765.79	100.00	\$134,133.04	100.00	\$120,921.98	100.00
Depreciation	37,391.88	7.26	-	-	-	-	-	-
GRAND TOTAL	\$514,954.56	100.00	\$103,765.79	100.00	\$134,133.04	100.00	\$120,921.98	100.00

PNYC 00012385

DEPARTMENTAL OPERATING COST PER POUND OXIDE

YEAR 1940

EAST CHICAGO PLANT

	<u>ENTIRE PLANT</u>	<u>FURNACING AND COLLECTING</u>	<u>PACKING</u>	<u>HUFFLE</u>	<u>AMERICAN PROCESS</u>	<u>TOTAL OPER. AND ZINC COST ON TOTAL PROD.</u>
January	1.195	.725	.284	1.147	1.058	5.416
February	1.341	.697	.303	1.468	1.238	5.756
March	1.006	.910	.251	.927	1.021	5.358
April	1.399	1.011	.315	1.184	1.345	5.753
May	1.473	.978	.318	1.279	1.420	5.954
June	1.217	.798	.267	1.182	1.324	5.650
July	1.234	.540	.317	1.336	1.438	5.341
August	1.165	.623	.270	1.084	1.454	5.481
September	1.127	.626	.265	.981	1.449	5.554
October	1.153	.742	.245	.929	1.727	6.104
November	1.266	1.057	.270	.944	1.502	6.538
December	1.016	.792	.236	.760	1.489	4.472
Average	1.201	.758	.274	1.040	1.376	5.572

Depreciation	.095					
Major Repairs	.013	.013		.023		
	1.309	.771	.274	1.063	1.376	
	*****	*****	*****	*****	*****	

PNYC 00012386

COST OF ZINC MATERIAL PURCHASED

YEAR 1940

EAST CHICAGO PLANT

	<u>ELECTROLYTIC ZINC</u>		<u>SECONDARY ZINC</u>		<u>TOTAL</u>	
	<u>Pounds</u>	<u>Cost</u>			<u>Cost</u>	
	<u>Gross</u>	<u>Per</u>	<u>Pounds</u>	<u>Pounds</u>	<u>Per</u>	<u>Per</u>
		<u>Lb.</u>	<u>Gross</u>	<u>Zinc</u>	<u>Lb.</u>	<u>Lb.</u>
		<u>Zinc</u>			<u>Zinc</u>	<u>Zinc</u>
January	360,008	5.784	1,093,102	943,757	4.637	4.954
February	360,011	5.858	511,633	428,145	4.093	4.808
March	360,001	5.890	786,211	661,383	4.531	5.010
April	1,000,010	5.793	748,455	624,790	4.457	5.280
May	148,189	5.958	1,162,055	1,000,918	4.582	4.760
June	487,489	5.832	1,225,701	1,044,992	4.991	5.259
July	884,505	5.803	2,325,633	1,959,615	4.990	5.243
August	765,557	5.801	1,491,503	1,267,312	5.159	5.401
September	758,201	5.798	1,203,539	1,024,418	5.668	5.722
October	860,743	6.046	2,334,508	2,017,332	6.000	6.014
November	563,218	6.040	1,411,733	1,219,647	6.085	6.071
December	732,428	6.051	1,959,660	1,626,782	6.469	6.339
Total	7,260,160		16,253,533	13,819,091		
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Average Cost		5.875			5.347	5.528
		-----			-----	-----

PNYC 00012387

INTRODUCTION

EAST CHICAGO AND AKRON PLANTS

YEAR 1940

Total Profit after Depreciation	\$ 17,596.48
Production in Tons	
All Grades Zinc Oxide	19,674.7
Capital Expenditures in 1940 for Extensions and Betterments	\$ 14,860.75
Total Sales Zinc Oxide in Tons	19,762.4
Amount of Total Gross Sales	\$ 2,507,891.48
Net Return on Average 1940 Investment	1.56 %
Cumulative Return on Investment Since 1921	243.6 %

PNYC 00012388

GROSS SALES TO VARIOUS INDUSTRIES SINCE 1929

<u>YEAR</u>	<u>PAINT</u>	<u>RUBBER</u>	<u>MISCELLANEOUS</u>	<u>TOTAL</u>
1929	\$2,300,149.79	\$ 1,332,329.65	\$ 363,288.64	\$ 3,995,768.08
1930	1,716,392.13	1,423,992.54	309,524.09	3,449,908.76
1931	1,464,815.92	1,347,972.10	366,409.59	3,179,195.41
1932	1,016,651.70	1,051,306.95	299,962.15	2,367,920.80
1933	1,354,164.62	1,903,634.04	464,662.93	3,722,461.59
1934	1,010,089.75	1,409,011.79	371,109.62	2,790,211.16
1935	969,661.55	1,538,170.01	478,887.92	2,986,719.48
1936	1,163,465.10	1,328,356.94	606,773.43	3,098,595.47
1937	820,825.41	1,108,771.20	398,643.42	2,328,241.03
1938	495,695.88	994,044.44	323,305.87	1,813,046.19
1939	719,912.83	1,474,181.42	448,850.44	2,642,944.69
1940	704,697.20	1,331,644.14	471,350.14	2,507,891.48

PNYC 00012389

EAST CHICAGO AND AKRON PLANTS
BUSINESS STATEMENT
YEAR 1940

<u>PERIOD</u>	<u>CAPITAL * INVESTMENT</u>	<u>PROFIT</u>	<u>LOSS</u>	<u>NET</u>	<u>% RETURN</u>
1922	\$ 20,631.61		\$ 5,334.38		25.85
1923	352,499.06		15,162.15		4.30
1924	523,706.07	\$ 362,983.56			69.31
1925	643,896.84	101,305.94			15.74
1926	665,654.13		68,391.84		10.19
1927	703,749.09	41,182.98			5.85
1928	769,786.09	436,962.73			56.76
1929	826,150.09	84,140.98			7.76
1930	838,348.18	503,976.48			60.11
1931	904,566.89	910,876.68			100.70
1932	919,216.40	639,089.60			69.42
1933	921,812.13	460,150.04			49.92
1934	934,506.13	243,936.90			26.10
1935	968,248.00	240,120.61			24.80
1936	1,010,159.54		451,122.09		44.66
1937	1,046,623.18		851,367.54		81.44
1938	1,072,792.48		6,674.56		.62
1939	1,112,978.96	124,446.02			11.18
1940	<u>1,127,839.71</u>	<u>17,596.48</u>			<u>1.56</u>

Total
Investment
and Return

to Date	\$1,127,839.71*	\$4,145,768.98	\$1,398,052.36	\$2,747,716.62	243.62
	-----	-----	-----	-----	-----

RETURN ON INVESTMENTS BY PLANTS

	<u>Investment</u>	<u>Profit</u>	<u>%</u>
East Chicago	\$ 618,274.62	\$ 1,156,799.07	187.10
Akron	<u>509,565.09</u>	<u>1,590,917.55</u>	<u>312.21</u>
Total	<u>\$1,127,839.71</u>	<u>\$ 2,747,716.62</u>	<u>243.62</u>
	-----	-----	-----

* No allowances made for depreciation charges of \$1.89 per ton of merchantable oxide sold.

PNYC 00012390

COMBINED - EAST CHICAGO AND AKRON PLANTS
INCOME AND PROFIT AND LOSS
1940 vs 1939

	YEAR ENDING DECEMBER 31st		
	1940	1939	DIFFERENCE
<u>GROSS SALES</u>			
East Chicago	\$ 2,507,891.48	\$ 2,622,562.87	\$ 114,671.39
Akron	-	20,381.82	20,381.82
TOTAL	2,507,891.48	2,642,944.69	135,053.21
Less: Freight, etc.	159,111.27	164,399.39	5,288.12
Net Sales	\$ 2,348,780.21	\$ 2,478,545.30	\$ 129,765.09
	-----	-----	-----
<u>COST OF GOODS SOLD</u>			
East Chicago	\$ 2,201,202.53	\$ 2,148,347.14	\$ 52,855.39
Akron	-	14,109.00	14,109.00
TOTAL	2,201,202.53	2,162,456.14	38,746.39
	-----	-----	-----
Gross Margin	147,577.68	316,089.16	168,511.48
	-----	-----	-----
<u>SELLING EXPENSE</u>			
East Chicago	71,319.92	117,371.70	46,051.78
Akron	-	765.97	765.97
TOTAL	\$ 71,319.92	\$ 118,137.67	\$ 46,817.75
	-----	-----	-----
Gross Profit from Sales	76,257.76	\$ 197,951.49	\$ 121,693.73
Other Income	5,755.44	1,118.44	4,637.00
Shut Down Expense - Akron	1,112.38	10,375.33	9,262.95
TOTAL	\$ 80,894.38	\$ 188,394.57	\$ 107,500.19
	-----	-----	-----
<u>INCOME CHARGES</u>			
Cash Discounts on Sales	24,173.47	25,048.69	875.22
Bad Debts - (Reserved For)	4,660.86	5,280.56	619.70
Agency Stock Expense	7,879.26	6,802.05	1,077.21
General Expense (Selling)	17,418.76	19,229.90	1,811.14
Credit and Collection Expense	8,665.55	7,587.35	1,078.20
TOTAL	\$ 62,797.90	\$ 63,948.55	\$ 1,150.65
	-----	-----	-----
NET PROFIT	\$ 17,596.48	\$ 124,446.02	\$ 106,849.54
	-----	-----	-----
East Chicago	\$ 19,215.30	\$ 131,615.04	\$ 112,399.74
Akron	1,381.18	7,130.98	5,749.80
	-----	-----	-----
<u>POUNDS OXIDE SOLD</u>			
East Chicago	39,524,807	42,011,107	2,486,300
Akron	-	316,400	316,400
TOTAL	39,524,807	42,327,507	2,802,700
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PNYC 00012391

SUMMARY OF PLANT EXPENSE
YEAR 1940

PAYROLL

Operating
Other
TOTAL

EAST CHICAGO

\$ 201,848.49
34,784.10
\$ 236,630.59

SALARIES

Operating
Other
TOTAL

\$ 58,301.14
85,004.40
\$ 138,305.54

SUPPLIES (Operating)

Fuel Oil
Hard Coal
Coke
Retorts
Fire Clay
Duck
Muslin
Barrels
Liners
Bags - Paper
Drums
Miscellaneous
TOTAL

\$ 34,904.39
30,049.67
5,063.08
5,208.13
486.16
254.85
1,026.50
2,572.48
625.33
27,910.25
3,410.39
24,099.97
\$ 135,411.20

EXPENSES

Electric Power
Insurance - Property
Insurance - Group
Taxes - Property
Taxes - Unemployment Insurance
Taxes - Old Age Annuity
Liability and Compensation
Gas
Mr. F. O. Case - Chicago Office
New York Office
Departmental - New York Office
Telephone and Telegraph
Miscellaneous
TOTAL

\$ 22,429.67
1,409.76
2,150.75
7,113.00
8,248.47
2,749.54
1,349.94
9,349.51
1,197.78
3,047.65
3,240.62
1,369.61
23,377.53
\$ 87,013.85

PNYC 00012392

SUMMARY OF PLANT EXPENSE
YEAR 1940

<u>CHARGED</u>	<u>EAST CHICAGO</u>
Electrolytic Zinc	\$ 705,753.80
Remelt Zinc	98,167.37
Great Falls Dross	237,604.80
Scrap Zinc	48,646.86
Die Cast Slabs	125,322.67
Die Cast Scrap	201,721.75
Galvanizer's Zinc Dross	218,334.96
Galena Lead Ore	2,380.02
Die Cast Dross	88,943.89
Zinc Anodes	1,566.21
Zinc Ore (American Zinc Co.)	88,395.61
Zinc Clips	10,500.14
TOTAL	<u>\$1,822,158.08</u> -----
<u>REMIKED</u>	
Zinc Fume	\$ 208.06
Sublimed White Lead (National)	84,727.86
Zinc Oxide (American Zinc Sales)	27,239.17
Zinc Skimmings	2,153.73
TOTAL	<u>\$ 114,308.82</u> -----
Average number of men employed for year 1940, East Chicago Plant Pay Roll	152.0
Average number of hours worked per week	38.3
Average number of men employed for year 1940, Akron Plant Pay Roll	6.0
Average number of hours worked per week	26.4
Average number of men on salary roll for year 1940, East Chicago and Akron	47.0

Total Akron Pay Roll for year 1940 - \$ 7,835.42

PNYC 00012393

EAST CHICAGO AND AKRON PLANTS
APPROPRIATION EXPENDITURES
YEAR 1940

	<u>APPROPRIATION AMOUNT</u>	<u>COST</u>
Total to Year 1939	\$ 953,891.86	\$ 1,112,378.96
New Investment 1940	<u>19,447.31</u>	<u>14,860.75</u>
Total Investment	\$ 953,339.17	\$ 1,127,839.71

EXPENDED - YEAR 1940

135 - Charger for Storage Batteries (1939)	\$	\$ 180.00
136 - Equipment for Securing Correct Inventory of Custom Materials & Merchantable Zinc Oxide (1939)		1,864.31
138 - Two Draft Controls from American Type Zinc Furnaces	\$ 1,435.00	\$ 1,380.14
139 - Muffle Furnace	10,585.00	9,430.39
140 - Samples Furnace	1,610.00	1,142.98
141 - To Cover Overage on Appropriation No. 128	552.71	
141 - To Cover Overage on Appropriation No. 128	486.75	
143 - To Cover Shortage on Appropriation No. 135	45.00	
143 - To Cover Overage on Appropriation No. 135	2.85	
144 - Increased Value Due to Changes in Zinc Oxide Power Lines	380.00	120.00
145 - Fire Protection for Oil Tanks	420.00	
147 - Reverberatory Furnace	1,625.00	823.90
148 - Quenching Pit	1,970.00	262.33
149 - To Cover Shortage on Appropriation No. 144	560.00	
150 - Scale House at Pottery Building	<u>685.00</u>	<u>256.70</u>
	\$ 19,447.31	\$ 14,860.75

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COLLECTIONS - YEAR 1940
ZINC OXIDE SALES

EAST CHICAGO AND
AKRON PLANTS

MONTH	GROSS SALES		GROSS SALES		COLLECTIONS	OVERDUE ACCOUNTS
	ZINC OXIDE	OTHER MATERIAL	TOTAL			
January	\$ 151,491.20	\$ 48,976.34	\$ 200,467.54	\$ 257,626.60	\$ 6,106.62	
February	153,217.86	19,545.89	172,763.75	195,566.50	7,549.00	
March	174,726.23	20,927.83	195,654.06	160,214.75	9,555.53	
April	183,864.89	12,157.44	196,022.33	193,014.18	6,973.75	
May	168,720.96	5,701.18	174,422.14	217,352.64	10,828.82	
June	206,985.58	12,402.35	219,387.93	171,437.85	7,019.54	
July	199,744.40	38,004.81	237,749.21	220,859.42	8,462.48	
August	204,251.52	43,602.22	247,853.78	218,507.22	10,235.35	
September	250,380.12	43,932.37	294,312.49	255,575.01	11,987.28	
October	261,242.69	72,003.44	333,246.13	331,898.68	6,671.66	
November	229,184.60	37,397.19	266,581.79	246,057.00	8,076.33	
December	324,081.43	15,980.93	340,062.36	220,617.33	16,906.11	
	\$ 2,507,891.48	\$ 370,632.03	\$ 2,878,523.51	\$ 2,898,727.18	\$ 9,197.71	

Cash Discounts	\$ 24,173.47
Accounts Receivable	\$ 249,699.93
Commitments - Paid - Not Shipped	38,747.24
Commitments - Not Paid - Not Shipped	\$ 233,434.93
Percent Receivable to Gross Sales	8.11

BAD DEBT LOSSES CHARGED OFF 1940

ZINC OXIDE DEPT.	STATE	YEAR	AMOUNT
Accurate Insulated Wire Company	Conn.	1939	\$ 53.79
Keiner and Company	N.J.	1940	406.23
TOTAL - CHARGED OFF			\$ 460.04

CREDITS

Hackmeister Lind	Penna.	1933	
NET LOSSES - 1940			\$ 457.57
Percentage Loss to Gross Sales - 1940 (\$2,507,891.48)			.0182

CUMULATIVE - TO DATE

Gross Sales 1923 to 1940, inclusive	\$ 52,697,907.65
Total Bad Debt Losses	20,134.45
Percentage Loss	.038

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COLLECTIONS - YEAR 1940
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	\$ 35,434.98	\$ 18,886.73		\$ 54,321.71	\$ 61,716.99	\$22,868.69
February	26,831.25	23,383.49		50,214.74	52,262.28	24,007.68
March	29,648.13	11,525.04		41,173.17	47,711.91	15,497.60
April	39,734.57	22,159.76		61,894.33	54,591.83	14,432.89
May	60,679.75	46,155.08		106,834.83	71,882.42	10,277.97
June	59,653.14	57,425.09		117,078.23	93,148.99	11,422.12
July	51,359.63	56,781.09		108,140.72	116,446.01	15,563.62
August	53,275.76	46,591.95		99,867.71	109,033.71	15,830.62
September	55,691.15	44,707.85		100,399.00	81,880.42	19,599.66
October	45,527.88	24,897.00		70,424.88	107,493.55	22,110.22
November	68,331.04	41,250.09		109,581.13	77,247.23	23,713.39
December	<u>108,534.10</u>	<u>16,111.82</u>		<u>124,645.92</u>	<u>104,554.71</u>	<u>24,154.22</u>
	\$ 634,701.38	\$409,874.99		\$1,044,576.37	\$ 978,669.55	\$18,289.89
	*****	*****		*****	*****	*****

Cash

Discounts

Allowed \$ 5,385.18 \$ 4,983.16

\$ 10,368.34

Accounts Receivable-Total

\$ 281,384.98

Commitments - Paid - Not Shipped

912.50

Commitments - Not Paid - Not Shipped

1,144,297.23

\$ 144,297.23

Percent Receivable to Gross Sales

13.81 %

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COLLECTIONS - YEAR 1940
WHITE LEAD SALES
(DRY, IN OIL, AND LEAD SULPHATE)

BAD DEBTS CHARGED OFF 1940

	STATE	YEAR ACCURD	DRY WHITE LEAD	WHITE LEAD-IN-OIL	TOTAL
<u>WHITE LEAD DEPARTMENT</u>					
<u>WHITE LEAD DRY AND IN OIL SALES</u>					
A. G. Nelson Company	Wis..	1938-1939	\$	\$ 295.98	\$ 295.98
F. D. Hayes Supply Co.	Wis..	1938	8.75		8.75
Reed Paint Company	Penna.	1939-1940		58.56	58.56
Rockford Paint Company	Ill.	1938		11.12	11.12
Texas Lay More Tile & Lbr.	Texas	1938-1939		47.74	47.74
Farm Bureau Bldg. & Supply	N.Ya.	1939		42.34	42.34
Wood Paint & Wallpaper	Ill.	1939		127.41	127.41
Benson Board Paint	Ill.	1939		212.55	212.55
E. G. Bunek	Ill.	1938		100.00	100.00
Joseph Fiala	N. Y.	1939		75.00	75.00
Lawrence Paint & Paper	Mass.	1938-1939		757.70	757.70
H. O. Long Paint Company	Ill.	1939-1940		186.75	186.75
Total - Charged Off			\$ 8.75	\$ 1,895.15	\$ 1,903.90
<u>CREDITS</u>					
Hackmeister Lind	Penna.	1932		191.43	191.43
NET LOSSES - 1940				\$ 1,895.15	\$ 1,727.47
Percentage of Loss to Gross Sales - 1940					
(Dry \$634,701.38) (In Oil \$409,874.99)					
			-	.462	.161
<u>CUMULATIVE</u>					
Gross Sales 1926 to 1940, Incl.			\$ 12,709,955.05		\$12,709,955.05
Gross Sales 1932 to 1940, Incl.				\$5,116,782.22	3,116,782.22
TOTAL SALES			\$ 12,709,955.05	\$5,116,782.22	\$15,826,737.27
Total Bad Debts			\$ 9,742.17	\$ 9,735.30	\$ 19,477.47
Percentage of Loss			.077	.512	.12

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COLLECTIONS - YEAR 1940

DETAIL OF RESERVE FOR BAD DEBTS

ZINC OXIDE SALES

Balance in Reserve - January 1st, 1940	\$ 31,117.40	
Credited to Reserve in 1940	<u>None</u>	
Total	31,117.40	
Bad Debt Loss Charged Off in 1940	<u>457.57</u>	
Balance in Reserve - December 31st, 1940		\$ 30,659.83
Doubtful Accounts - December 31st, 1940	\$ 406.01	

WHITE LEAD DRY SALES

Balance in Reserve - January 1st, 1940	\$ 3,952.46	
Credited to Reserve in 1940 (1/4 of 1% in Gross Sales)	<u>1,586.75</u>	
Total	5,539.21	
Bad Debt Loss Charged Off in 1940	<u>101.32</u>	
Balance in Reserve - December 31st, 1940		\$ 5,706.89
Doubtful Accounts - December 31st, 1940	\$ 99.50	

WHITE LEAD IN OIL SALES

Balance in Reserve - January 1st, 1940	\$ 1,787.83	
Credited to Reserve in 1940 (3/4 of 1% on Gross Sales)	<u>3,074.11</u>	
Total	4,861.94	
Bad Debt Loss Charged Off in 1940	<u>1,895.15</u>	
Balance in Reserve - December 31st, 1940		\$ 2,966.79
Doubtful Accounts - December 31st, 1940	\$ 994.84	
TOTAL RESERVE FOR BAD DEBTS - December 31st, 1940		\$ 39,333.51

TOTAL DOUBTFUL ACCOUNTS - Dec. 31st, 1940	\$ 1,500.15	

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