

TREATMENT-PRODUCTION-SHIPMENTS

YEAR 1938

EAST CHICAGO PLANT

TOTAL ZINC MATERIAL CHARGED

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

METALLIC
ZINC POUNDS

13,930,396
517,708
515,965
410,823
1,961,842
1,491,630
880,022
3,848,883
8,600
22,506,772

TOTAL MATERIAL RUNNED

Sublimed White Lead
Dry White Lead

723,774
161
723,935

Zinc Oxide
Pounds

On Hand December 31st, 1938

3,567,381

SHIPMENTS

Marketable Oxide 26,613,944
Zinc Residue 488,700
Lead-Tin Alloy 40,864
Refuse Oxide 118,613

27,253,201

30,800,442

On Hand January 1st, 1939

3,906,530

Production

26,897,122

Zinc Oxide for Trade 26,879,798
Zinc Residue for Export 488,700
Lead-Tin Alloy 40,864
Refuse Oxide 118,613

26,897,122

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SUMMARY OF PLANT EXPENSE
YEAR 1938

REMOVED

Sublimed White Lead (White Lead Dept.)
Sublimed White Lead (National)
Dry White Lead
Freight on Zinc Oxide from Akron
TOTAL

EAST CHICAGO

\$25.90
32,157.93
11.88
1,866.44
\$ 54,906.15

Average Number of Men Employed:

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

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

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

<u>MONTH</u>	<u>GROSS SALES (DRY)</u>	<u>GROSS SALES (IN OIL)</u>	<u>GROSS SALES (LEAD SULPHATE)</u>	<u>TOTAL GROSS SALES</u>	<u>COLLECTIONS</u>	<u>OVERDUE ACCOUNTS</u>
January	\$ 16,351.25	\$ 16,497.57	-	\$ 32,848.82	\$27,347.80	\$29,666.99
February	15,235.78	14,085.78		29,321.51	28,743.14	25,788.45
March	21,793.75	15,124.76		36,918.51	27,690.84	26,174.89
April	32,287.22	31,403.01		63,690.23	48,343.99	15,431.28
May	53,799.63	44,867.22		108,666.85	72,132.53	12,500.79
June	46,816.25	45,464.51		92,280.76	92,708.94	16,780.22
July	57,696.28	40,440.58		98,136.86	87,885.85	12,380.19
August	58,344.59	39,852.16		98,196.75	98,992.34	17,271.97
September	101,524.51	47,627.18		149,151.69	120,520.49	15,854.35
October	53,706.83	55,776.04		109,482.87	165,974.25	19,593.63
November	53,433.56	16,588.15		70,021.71	78,701.55	12,717.41
December	<u>57,877.72</u>	<u>10,095.94</u>		<u>67,973.66</u>	<u>67,613.49</u>	<u>27,561.20</u>
	<u>548,849.12</u>	<u>379,812.86</u>		<u>928,661.98</u>	<u>916,655.01</u>	<u>19,305.95</u>
Cash						
Discounts						
Allowed	<u>4,786.62</u>	<u>4,986.74</u>			<u>9,772.36</u>	
Accounts Receivable					<u>110,731.40</u>	
Percent Receivable to Gross Sales					<u>12.08</u>	

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

BAD DEBTS CHARGED OFF 1938

	<u>STATE</u>	<u>YEAR</u> <u>ACCRUED</u>	<u>DRY</u> <u>WHITE LEAD</u>	<u>WHITE</u> <u>LEAD-IN-OIL</u>	<u>TOTAL</u>
<u>WHITE LEAD DEPARTMENT</u>					
<u>DRY WHITE LEAD AND WHITE LEAD-IN-OIL SALES</u>					
John P. Anderson	Mich.	1935	\$	\$ 7.74	\$ 7.74
The Arnold Co.	Ind.	1938		2.69	2.69
Fenton Paint Co.	N. Y.	1937 & 1938		240.97	240.97
Kramer's Paint Store	Ill.	1936, 1937 & 1938		589.51	589.51
Thomas C. Mee Co.	R. I.	1937 & 1938		507.70	507.70
Oak Lawn Haws. Co.	Ill.	1938		17.54	17.54
Realty Pt. & Supply Co.	Ill.	1936 & 1937		514.66	514.66
Trent Tile Co.	N. J.	1937	600.00		600.00
Wayne Potteries Co.	Ohio		39.80		39.80
Willis P. Wood	Ill.	1937 & 1938		634.70	634.70
TOTAL - CHARGED OFF			639.80	2,515.51	3,155.31

MISCELLANEOUS CREDITS TO RESERVE

Belmont Pt. & Supply Co.	Ill.			20.52	20.52
Ed Posselt	Ill.			4.75	4.75
Standard Chem. Wks.	Pa.			8.47	8.47
Tibbetts-Carr Ltd.	Calif.		151.90		151.90
TOTAL CREDITS			151.90	33.74	185.64
NET LOSSES - 1938			487.90	2,481.77	2,969.67
Percentage of Loss to Gross Sales - 1938 (NL 568,849.12: LIO 379,812.86)			.086	.653	.313

CUMULATIVE

Gross Sales 1934 to 1938, Inc.	11,440,109.71		11,440,109.71
Gross Sales 1938 to 1938, Inc.		2,214,547.46	2,214,547.46
TOTAL SALES	11,440,109.71	2,214,547.46	13,654,657.17
Total Bad Debts	9,038.04	5,821.80	14,859.84
Percentage of Loss	.079	.263	.109