

PAINT BRANCHES

August 31, 1957

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BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARY
AUGUST 31, 1957

GLD01

BALANCE SHEET - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

August 31, 1937

	Albany	Atlantic City	Baltimore	Durham	Greensboro	Harrisburg	
	N.Y.	N.J.	Md.	N.C.	N.C.	Penn.	
	No. 189	No. 113	No. 59	No. 117	No. 110	No. 96	
ASSETS							
CURRENT							
Cash on hand	100	100	100	100	100	100	
Cash on deposit and in transit							
Trade notes receivable			2805	2430	1000		
Trade accounts receivable	33168	18427	36512	48708	34514	25765	
Reserve for doubtful accounts	(230)	(1625)	(1324)	(1000)	(850)	(1600)	
Sundry current receivables			26	40			
Inventories - finished	28886	14872	48547	38103	32677	11797	
Total Current Assets	61924	32324	86766	90481	68434	36157	
OTHER ASSETS							
Deposits with public utilities, etc.	81	50		16	270		
Prepaid insurance and expenses	172	86	344	288	172	258	
PROPERTY, PLANT AND EQUIPMENT							
Land, buildings, furn. and fixt., etc.	7782	1967	10283	7215	8121	6271	
Allowance for depreciation	(419)	(676)	(8207)	(486)	(554)	(511)	
Total Property, Plant and Equipment	7363	1291	1876	6729	7567	5760	
Total Assets	69286	33615	88542	97210	76001	41917	
LIABILITIES							
CURRENT							
Accounts payable for purchases, etc.	193	69	761	201	2	95	
Payroll taxes							
Employees' income tax deductions			241				
Unpaid commissions and bonuses		273	2415	2458	2920	4458	
Customers' credit balances	3	5	24	14		20	
Accrued state income taxes			1095	550	480	749	
Accrued taxes						247	
Accrued miscellaneous							
Total Current Liabilities	196	347	4536	3223	3402	5569	
INTRACOMPANY ACCOUNT							
Private ledger - Cleveland	70084	28130	50981	80709	56533	995	
NOMINAL							
Net profit from operations for the fiscal year ended Aug. 31, 1937							
before providing for Fed. inc. taxes	(730)	5174	27469	14291	16510	30111	
Total Liabilities	69566	33451	88542	97210	76001	41917	

March 31, 1957

GL0018805

BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARY
August 31, 1937

	Dallas, Texas No. 47	El Paso, Texas No. 48	Houston, Texas No. 49	Lubbock, Texas No. 120	Mobile, Ala. No. 67	San Antonio, Texas No. 50
ASSETS						
CURRENT						
Cash on hand	150	150	100	150	100	150
Cash on deposit and in transit	4512		4460			
Trade notes receivable	12898	14114	14095	8213		8104
Trade accounts receivable	136237	44180	118327	51346	23565	34781
Reserve for doubtful accounts	(2025)	(2085)	(3592)	(2450)	(1257)	(1639)
Surplus current receivables	66					
Inventories - finished	97232	54416	87208	41067	92229	44214
Total Current Assets	239070	110775	221498	95128	54637	80612
OTHER ASSETS						
Deposits with public utilities, etc.	10	10	516	10		
Prepaid insurance and expenses	7	7	7		66	7
PROPERTY, PLANT AND EQUIPMENT						
Land, buildings, furn. and fixt., etc.	16163	11676	22959	8275	19392	10595
Allowance for depreciation	(11043)	(5284)	(11277)	(482)	(1122)	(3704)
Total Property, Plant and Equipment	5120	6392	12682	7973	8270	4891
Total Assets	254207	117184	234180	103101	62907	85503
LIABILITIES						
CURRENT						
Accounts payable for purchases, etc.	436	129	26		422	
Payroll taxes	7					
Employees' income tax deductions						
Unpaid commissions and bonuses	6275	2080	7155	777	3322	1479
Customers' credit balances	164	18	99	67	4	18
Accrued state income taxes					862	
Accrued taxes	3311	974	1360	350	254	811
Accrued miscellaneous						
Total Current Liabilities	10193	3201	8640	1396	4454	2308
INTRACOMPANY ACCOUNT						
Private ledger - Cleveland	194875	94486	170897	104923	29408	76567
NOMINAL						
Net profit from operations for the fiscal year ended Aug. 31, 1937						
before providing for Fed. inc. taxes	49139	19497	55166	(3208)	30111	11633
Total Liabilities	254207	117184	234180	103101	62907	85503

GLD018806

August 31, 1957.

Jewett, Elysville, Kansas City, Mo., Temp.																No. Vernon, Okla. City				No. Houston, Texas			
Assets																Liabilities				Equity			
No. 89	No. 42	No. 74	No. 63	No. 70	No. 45	No. 89	No. 42	No. 74	No. 63	No. 70	No. 45	No. 89	No. 42	No. 74	No. 63	No. 89	No. 42	No. 74	No. 63				
CURRENT ASSETS																							
1	97	100	250	100	137	1	97	100	250	100	137	1	97	100	250	100	98						
2						2						2											
3	2,157	2,142				3	2,157	2,142				3	2,157	2,142									
4	52,559	52,559	70,010	2,457	4,222	4	52,559	52,559	70,010	2,457	4,222	4	52,559	52,559	70,010		11,304						
5	(1,557)	(1,517)	(2,117)	(642)	(1,921)	5	(1,557)	(1,517)	(2,117)	(642)	(1,921)	5	(1,557)	(1,517)	(2,117)		(1,050)						
6						6						6											
7						7						7											
8	13,512	6,034	4,222	5,574	6,774	8	13,512	6,034	4,222	5,574	6,774	8	13,512	6,034	4,222		1,914						
9	117,318	125,129	74,995	104,349	102,495	9	117,318	125,129	74,995	104,349	102,495	9	117,318	125,129	74,995		1,320						
OTHER ASSETS																							
10		20	10		10	10		20	10		10	10		20	10								
11	750		45	24	141	11	750		45	24	141	11	750		45								
PROPERTY, PLANT AND EQUIPMENT																							
12	9,205	7,420	3,522	1,649	11,597	12	9,205	7,420	3,522	1,649	11,597	12	9,205	7,420	3,522		4,410						
13	(1,330)	(3,880)	(1,550)	(1,646)	(1,346)	13	(1,330)	(3,880)	(1,550)	(1,646)	(1,346)	13	(1,330)	(3,880)	(1,550)		(1,210)						
14	7,875	3,540	1,972		10,251	14	7,875	3,540	1,972		10,251	14	7,875	3,540	1,972		3,200						
15	125,993	140,800	81,221	111,036	114,201	15	125,993	140,800	81,221	111,036	114,201	15	125,993	140,800	81,221		3,534						
LIABILITIES																							
16	375	544	1,012	117	522	16	375	544	1,012	117	522	16	375	544	1,012		71						
17						17						17											
18	715	949	350	225	1,765	18	715	949	350	225	1,765	18	715	949	350		1,107						
19	17	20	101	16	205	19	17	20	101	16	205	19	17	20	101		123						
20	197		391		401	20	197		391		401	20	197		391		287						
21	735	2,495	241	199	340	21	735	2,495	241	199	340	21	735	2,495	241		249						
22						22						22											
23						23						23											
24	2,198	13,938	1,928	535	3,142	24	2,198	13,938	1,928	535	3,142	24	2,198	13,938	1,928		1,912						
INTERIM ACCOUNT																							
25	119,910	62,925	75,631	3,973	85,770	25	119,910	62,925	75,631	3,973	85,770	25	119,910	62,925	75,631		1,448						
TOTAL LIABILITIES																							
26	125,993	140,800	81,221	111,036	114,201	26	125,993	140,800	81,221	111,036	114,201	26	125,993	140,800	81,221		3,534						
Net Profit from operations for the																							
27						27						27											
28						28						28											
29						29						29											
30						30						30											
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BALANCE SHEET - PAINT BRANCHES

THE OLIDEN COMPANY AND SUBSIDIARY

August 31, 1957

	Calgary, Alberta No. 102	Edmonton, Alberta No. 123	Canadian Branches Moncton, New Brunswick No. 103	Quebec City, Quebec No. 116	Winnipeg, Manitoba No. 101
ASSETS					
CURRENT					
Cash on hand	150	150	400	193	328
Cash on deposit and in transit					
Trade notes receivable					
Trade accounts receivable	24924	12831	67620	68627	77994
Reserve for doubtful accounts	(1793)	(700)	(2150)	(1505)	(5690)
Sperry current receivables					
Inventories - finished	34302	31903	33799	36907	40925
Total Current Assets	57593	34184	99669	104222	113557
OTHER ASSETS					
Deposits with public utilities, etc.					
Prepaid insurance and expenses	185	135	184	640	541
PROPERTY, PLANT AND EQUIPMENT					
Land, buildings, furn. and fixt., etc.	4037	2320	2866	1605	33552
Allowance for depreciation	(1661)	(704)	(1170)	(577)	(10726)
Total Property, Plant and Equipment	2376	1616	1696	1028	22826
Total Assets	60154	35935	101549	105870	136924
LIABILITIES					
CURRENT					
Accounts payable for purchases, etc.	82	51	399	125	211
Payroll taxes	4	4	6	5	5
Employees' income tax deductions	119	124	207	227	207
Unpaid commissions and bonuses	572	50	93	5153	2611
Customers' credit balances	739	60	1019	13	57
Accrued state income taxes					
Accrued taxes					
Accrued miscellaneous					
Total Current Liabilities	1516	219	1724	5523	3091
INTRACOMPANY ACCOUNT					
Private ledger - Cleveland	73098	45911	38224	35494	91418
NOMINAL					
Net profit from operations for the fiscal year ended Aug. 31, 1957					
before providing for Fed. inc. taxes	(14460)	(10265)	61601	64853	42414
Total Liabilities	60154	35935	101549	105870	136924

GLD018809

BALANCE SHEET - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARY
 August 31, 1957

	Alhambra, Calif.	Honolulu, T.H.	Huntington Bk., Calif.	Long Beach, Calif.	Pacific branches N. Hollywood, Calif.	Portland, Ore.	Sacramento, Calif.	San Diego, Calif.	San Jose, Calif.	Seattle, Wash.
	No. 51	No. 52	No. 53	No. 54	No. 55	No. 56	No. 57	No. 58	No. 59	No. 60
ASSETS										
CURRENT										
Cash on hand	201	100	150	150	150	299	100	150	150	125
Cash on deposit and in transit		3039								
Trade notes receivable	20340		3000	12545	13562			1237		36557
Trade accounts receivable	26853	50396	31735	41213	31997	57633	47492	51178	45412	89710
Reserve for doubtful accounts	(2109)	(3125)	(1482)	(2234)	(1444)	(1388)	(1157)	(2080)	(1025)	(3075)
Sundry current receivables				217						
Inventories - finished	18421	60180	43994	51098	44916	74798	27446	52902	26338	77183
Total Current Assets	63686	110585	77395	103590	89187	131342	73884	103439	71326	200494
OTHER ASSETS										
Deposits with public utilities, etc.	54			7			54	7		
Prepaid insurance and expenses	610	83	809	980	1502	85	912	547	376	
PROPERTY, PLANT AND EQUIPMENT										
Land, buildings, furn. and fixt., etc.	6391	64041	6296	9196	46910	7687	16795	7632	7188	6602
Allowance for depreciation	(2926)	(28116)	(8738)	(6267)	(1760)	(5558)	(1925)	(2544)	(427)	(4172)
Total Property, Plant and Equipment	2465	35925	5558	2929	3150	2129	1270	4088	6971	2129
Total Assets	66815	146573	83762	107509	92337	133571	87714	108076	78673	206623
LIABILITIES										
CURRENT										
Accounts payable for purchases, etc.	298	10	918	733	849	467	987	1455	808	(50)
Payroll taxes		268								
Employees' income tax deductions		540								
Unpaid commissions and bonuses	1772	1588	1485	2228	1197	2218	3055	4824	1084	6420
Customers' credit balances	974			8796	256	475	85		239	20
Accrued state income taxes		672								
Accrued taxes	224	123	160	1		1053		153		705
Accrued miscellaneous								284		
Total Current Liabilities	3268	3201	2553	11758	2302	4763	4127	6699	2121	7065
INTRACOMPANY ACCOUNT										
Private ledger - Cleveland	53722	130784	71371	67739	76507	111784	57666	76589	73381	162210
NET PROFIT										
Net profit from operations for the										
fiscal year ended Aug. 31, 1957										
before providing for Fed. inc. taxes	9825	12608	9838	28004	15030	17017	25723	24784	3161	36748
Total Liabilities	66815	146573	83762	107509	92337	133571	87714	108076	78673	206623

GLD018810

BALANCE SHEET - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

August 31, 1937

		Assets		Liabilities		Equity		Total	
		Debit	Credit	Debit	Credit	Debit	Credit	Debit	Credit
ASSETS									
1	CURRENT								
2	Cash on hand	150							
3	Cash on deposit and in transit		100						
4	Trade notes receivable	1,411	13,492						
5	Trade accounts receivable	41,943	51,431						
6	Notes for industrial accounts	(12,000)	(6,499)						
7	Advance on accounts receivable								
8	Inventory - finished	27,757	30,337						
9	Inventory - raw materials	70,255	98,465						
10	Total Current Assets								
11	OTHER ASSETS								
12	Deposits with public utilities, etc.								
13	Prepaid insurance and expenses								
14	PROPERTY, PLANT AND EQUIPMENT								
15	Land, buildings, furn. and fix., etc.	9,553	9,416						
16	All items for depreciation	(2,044)	(1,139)						
17	Total Property, Plant and Equipment	8,187	8,277						
18	Total Assets	78,442	105,060						
LIABILITIES									
19	CURRENT								
20	Accounts payable for purchases, etc.	3,455	137						
21	Payroll taxes								
22	Employees' income tax deductions								
23	Unpaid commissions and bonuses	1,801	2,057						
24	Customers' credit balances	2	2						
25	Accrued state income taxes	509							
26	Accrued taxes	990							
27	Accrued miscellaneous								
28	Total Current Liabilities	3,457	1,194						
29	INTERMEDIATE ACCOUNT								
30	Private ledger - Cleveland	5,674	8,431						
31	REMNANT								
32	Net profit from operations for the								
33	fiscal year ended Aug. 31, 1937								
34	before providing for fed. inc. taxes	2,015	1,607						
35	Total Liabilities	78,442	105,060						

GLD018811

LEFT SIDE

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

		Central Branches					
		Akron, Ohio No. 111	Buffalo, New York No. 62	Cleveland, Ohio No. 55	Columbus, Ohio No. 57	Detroit, Mich. No. 64	Ft. Wayne, Ind. No. 106
1	SALES REGULAR	89221	509696	392759	594606	713627	180606
2	LESS:						
3	Carriage	815	5835	5490	13423	19532	3460
4	Freight in	695	4226	150	8245	8570	3080
5	NET SALES	97461	299576	387119	572939	735525	177066
6	COST OF SALES (Manufacturing Statement)	60450	176940	212014	345034	434547	100442
7	GROSS PROFIT	37011	122636	175045	227905	300978	76624
8	SELLING, GENERAL AND ADMIN. EXPENSE						
9	(Detail next page)						
10	Total Operating Expense	21270	81686	88862	127619	139229	52072
11	35. National Advertising	1800	7420	9240	13860	19340	4380
12	36. Interest Charge	960	5440	4560	8040	11700	2700
13	37. Headquarters Administration	390	4400	5400	9960	14160	3180
14	38. Research		960	1250	1970	3200	640
15	Total Expense	24420	102306	109212	161449	235629	62072
16	Operating Profit-(Loss)	12591	20330	65833	41849	49349	14552
17							
18	OTHER INCOME-(DEDUCTIONS) - NET	9	58	211	1709	(860)	167
19	Net Profit-(Loss) Before						
20	Taxes on Income	12570	20322	65944	70115	64489	10819
21	PROVISION FOR STATE TAXES ON INCOME						
22	Net Profit-(Loss)	12570	20322	65944	70115	64489	10819
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GL D018812

OPERATING STATEMENT - PAINT BRANCHES
THE GUINNESS COMPANY AND SUBSIDIARY
Fiscal year ended August 31, 1937

	Central Branches				Regional				Total			
	Cincinnati		Pittsburgh		N. Y.		Chicago		St. Louis		Total	
	No. 57	No. 58	No. 59	No. 60	No. 61	No. 62	No. 63	No. 64	No. 65	No. 66	No. 67	No. 68
1. SALES REGULAR	1,774,001	2,006,173	1,727,716	1,727,716	1,727,716	1,727,716	1,727,716	1,727,716	1,727,716	1,727,716	1,727,716	1,727,716
2. LESS:												
3. Carriage	1,760	9,051	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,450
4. Freight in	250	1,000	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150
5. NET SALES	1,772,001	2,005,173	1,726,266	1,726,266	1,726,266	1,726,266	1,726,266	1,726,266	1,726,266	1,726,266	1,726,266	1,726,266
6. COST OF SALES (Manufacturing Statement)	2,682,111	2,040,111	1,997,111	1,997,111	1,997,111	1,997,111	1,997,111	1,997,111	1,997,111	1,997,111	1,997,111	1,997,111
7. GROSS PROFIT	2,024,350	1,965,062	1,729,155	1,729,155	1,729,155	1,729,155	1,729,155	1,729,155	1,729,155	1,729,155	1,729,155	1,729,155
8. SELLING, GENERAL AND AMORT. EXPENSE												
9. (Detail—see page)												
10. Total Operating Expense	94,634	78,134	83,714	83,714	83,714	83,714	83,714	83,714	83,714	83,714	83,714	83,714
11. 36. National Advertising	1,021,111	75,111	340	340	340	340	340	340	340	340	340	340
12. 36. Interest Charge	583,111	39,111	130	130	130	130	130	130	130	130	130	130
13. 37. Headquarters Administration	1,000	1,000	200	200	200	200	200	200	200	200	200	200
14. 38. Research	1,280	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050
15. Total Expense	1,280	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050
16. Operating Profit-(Loss)	1,725,100	1,956,912	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405
17. OTHER INCOME-(DEDUCTIONS) - NET												
18. Net Profit-(Loss) Before	1,725,100	1,956,912	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405	1,645,405
19. Taxes on Income	82,380	78,111	(517)	(517)	(517)	(517)	(517)	(517)	(517)	(517)	(517)	(517)
20. PROVISION FOR STATE TAXES ON INCOME		(235)	(1153)	(1153)	(1153)	(1153)	(1153)	(1153)	(1153)	(1153)	(1153)	(1153)
21. Net Profit-(Loss)	82,380	28,466	(913)	(913)	(913)	(913)	(913)	(913)	(913)	(913)	(913)	(913)
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LEFT SIDE

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957 (Contd.)

		Central Branches					
		Akron	Buffalo	Cleveland	Columbus	Detroit	Ft. Wayne
		Ohio	New York	Ohio	Ohio	Mich.	Ind.
		No. 111	No. 62	No. 56	No. 57	No. 64	No. 105
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.						
2	2. Salesmen's salary and commission	3740	19730	28289	35857	48411	12052
3	3. Salesmen's expense	448	3788	3964	5998	12992	2949
4	4. Other territorial charges	229	13	8	291	1737	
5	5. Salaries - office	5880	20718	27406	28396	38157	14779
6	6. Regional administration	1560	6850	8900	12900	17370	4110
7	7. Advertising (local)	2877	7790	6831	13226	28368	4891
8	8. Promotion expense	29	492	371	615	1079	409
9	9. Bad debts provision	150	000	450	3800	1275	200
10	10. Depreciation	224	1570	813	495	906	538
11	11. Discount - cash	987	1566	1917	2895	5708	202
12	12. Employees' welfare	21	222	329	353	506	150
13	13. Heat, light and power	141	953	573	864	2499	792
14	14. Insurance	115	618	488	308	1240	518
15	15. Legal expense and collection fees	1	74	34	1500	38	25
16	16. Maintenance	44	188	194	1143	957	169
17	17. Office supplies	201	364	280	366	343	232
18	18. Postage	63	293	391	500	1119	853
19	19. Printing and stationery	813	964	855	1143	2244	476
20	20. Rent	2325	9600	3840	9041	8620	3450
21	21. Sales development letters			25	81	606	85
22	22. Samples and allowances	75	464	397	1341	1093	197
23	23. Storage						
24	24. Taxes	200	854	540	1030	3555	981
25	25. Telephone - regular	180	495	643	544	1220	372
26	26. Telephone - long distance	54	380	41	758	995	296
27	27. Telegraph		38		33	309	
28	28. Traveling expense	562	1038	121	1507	3219	955
29	29. Watchman and janitor service	85	177	260	256	73	85
30	30. Sundries	266	2147	2402	2478	4590	1396
31	Total Operating Expense	21370	81686	88862	127619	189129	52072
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Fiscal year ended August 31, 1957 (Contd.)

	Lansford	Jonestown	Martinez	Pittsburgh	Washington	Dallas	Hillcountry
	No. 51	No. 68	No. 107	No. 68	No. 45	No. 53	No. 122
SPECIAL AGENT AND ADMINISTRATIVE EXP.							
1. Salomon's salary and commission	24,024	24,052		29,019	25,889	24,031	24,161
2. Salomon's expense	3,714	3,144		9,116	5,271	5,553	
3. Other territorial charges		57		1,131	1,177	20,000	
4. Secretary - office	23,782	12,230	2,164	2,248	2,165	10,841	13,200
5. Regional administration	97,400	74,800	4,400	128,500	38,700	27,800	35,500
6. Advertising (Local)	8,027	9,820	7,520	18,307	23,951	84,119	7,850
7. Promotion expenses	5,407	7,009	1,611	1,416	3,653	20,178	20
8. Fed debt division	3,000	5,000	1,000	1,150	1,500	11,150	1,000
9. Depreciation	20,400	10,920	1,660	9,657	8,289	8,116	1,207
10. Discharge - cash	25,236	21,558	7,500	24,407	7,277	17,172	50
11. Employees' salaries	31,465	3,335	13	268	1,533	2,123	20
12. Fuel, light and power	7,300	1,435	1,777	5,777	1,854	14,118	4
13. Insurance	6,120	5,601	1,611	5,609	8,411	4,721	82
14. Legal systems and collection fees		23		24		1,520	
15. Maintenance	57	334	2,555	1,472	1,221	573	168
16. Office supplies	146	325	1,531	2,669	1,089	2,170	172
17. Postage	365	360	27	388	1,600	2,011	30
18. Printing and stationery	1,067	1,067	814	3,111	321	890	435
19. Rent	4,020	3,994		15,000	37,600	94,500	200
20. Sales development letters		192				2,611	
21. Samples and allowances	1,070	1,146		472	31	574	
22. Storage							
23. Travel	720	438	60	388	600	2,100	85
24. Telephone - regular	737	672	52	710	758	759	168
25. Telephone - long distance	90	348	189	1,200	20	490	30
26. Telegraph	3		4			12	
27. Travelling expenses	78,072	50,331	1,933	17,442	15,335	13,700	6,800
28. Watchmen and janitor service	132	70	7	1,553		2,000	56
29. Medicine	28,894	2,860	4,111	2,437	844	2,470	491
Total Operating Expense	2,164	89,434	46,776	1,178,007	672,291	2,747	5,227

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LEFT SIDE

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

		Eastern Branches					
		Albany,	Atlantic City,	Baltimore,	Durham,	Greensboro,	Harrisburg,
		N.Y.	N.J.	MD.	N.C.	N.C.	Penn.
		No. 189	No. 113	No. 59	No. 117	No. 110	No. 96
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.						
2	2. Salesmen's salary and commission	10890	4827	23653	10923	10669	1575
3	3. Salesmen's expense	4375	2198	6228	4428	3387	438
4	4. Other territorial charges			4849	(3)	3	268
5	5. Salaries - office	12605	9609	27037	16143	13654	1313
6	6. Regional administration	3390	1780	9200	3130	3330	436
7	7. Advertising (Local)	9110	4484	22596	2862	8955	236
8	8. Promotion expense	1035	343	613	351	357	402
9	9. Bad debts provision	850	500	3900	650	650	85
10	10. Depreciation	419	500	267	486	420	114
11	11. Discount - cash	914	600	2636	813	2144	168
12	12. Employees' welfare	292	65	270	148	133	14
13	13. Heat, light and power	1769	430	1093	984	988	24
14	14. Insurance	542	895	962	502	428	24
15	15. Legal expense and collection fees	10		7	1		1
16	16. Maintenance	404	118	409	276	228	61
17	17. Office supplies	292	103	344	377	225	15
18	18. Postage	132	79	380	736	174	20
19	19. Printing and stationery	241	184	731	1277	1213	47
20	20. Rent	8424	1560	6671	6668	7335	132
21	21. Sales development letters	320	202	1471	588	382	60
22	22. Samples and allowances	316	92	1220	1093	438	45
23	23. Storage						
24	24. Taxes	19	112	50	301	275	20
25	25. Telephone - regular	571	132	727	513	651	15
26	26. Telephone - long distance	1022	327	1099	1050	557	40
27	27. Telegraph	2	5	61	14	14	
28	28. Traveling expense	3278	2754	6360	4146	3495	183
29	29. Watchman and janitor service	155	21	308	45	87	13
30	30. Sundries	1958	1043	2212	1450	1824	111
31	Total Operating Expense	64335	32533	125304	64053	61942	5796
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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937

	Albany, N.Y.	Atlantic City, N.J.	Baltimore, Md.	Durham, N.C.	Greensboro, N.C.	Harrisburg, Pa.	New York, N.Y.
	No. 149	No. 113	No. 59	No. 117	No. 110	No. 98	No. 79
1 SALES REGULAR	20,270.4	10,617.8	4,501.36	8,486.97	8,352.94	2,481.55	1,027.54
2 LESS:							
3 Carriage	67.55	29.61	12.994	11.449	7.544	40.98	296.59
4 Freight in	3,072	1,824	48.96	3,506	3,086	3,578	1,445.64
5 NET SALES	19,877	10,173	4,330.22	2,399.42	2,245.4	2,444.78	981.866
6 COST OF SALES (Manufacturing Statement)	12,221.8	6,510.7	2,363.72	1,475.67	1,581.58	1,963.82	615.245
7 GROSS PROFIT	7,655.2	4,236.6	1,744.25	843.75	863.86	1,480.97	366.621
8 SELLING, GENERAL AND ADMIN. EXPENSE (Detail-next page)							
9 Total Operating Expense	6,433.5	3,257.3	1,233.04	646.53	619.42	579.65	244.588
10 National Advertising	4,860	1,780	11,750	4,030	4,030	5,370	3,481.0
11 Interest Charge	800	1,200	4,500	1,160	1,160	1,420	1,091.00
12 Headquarters Administration	112.5	130	51.00	140	140	170	183.00
13 Research	550	230	181.0	960	870	770	550
14 Total Expense	7,120	3,203	1,844.44	7,163	6,940	8,750.5	5,082.78
15 Operating Profit-(Loss)	(464.8)	573.3	2,096.1	1,477.2	1,655.4	3,650.2	573.45
16 OTHER INCOME-(DEDUCTIONS) - NET							
17 Net Profit-(Loss) Before	(119)	1	530	69	(4)	31	236
18 Taxes on Income	(730)	817.4	2,819.1	1,474.1	1,690	3,633	608.7
19 PROVISION FOR STATE TAXES ON INCOME			(1,022)	(550)	(480)	(400)	
20 Net Profit-(Loss)	(730)	817.4	2,746.9	1,429.1	1,651.0	3,611.1	608.7

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OPERATING STATEMENT - PAINT BRANCHES
THE GLIDDEN COMPANY AND SUBSIDIARY
Fiscal year ended August 31, 1957

EASTERN BRANCHES									
WRIGHT	Edinboro	Quincy	Palmyra	Richmond	Saratoga	Syracuse	Washington		
No.	No.	No.	No.	No.	No.	No.	No.	No.	No.
1	503578	101114	101117	5853	354184	264390	230047	647493	
2	LESS:								
3	17224	808	2430	64	693	5105	3910	16921	
4	8015	842	3150	165	2662	3258	4539	10137	
5	478164	101114	70137	5732	341725	208033	221538	672085	
6	295074	57252	52235	2515	194278	137007	129191	554041	
7	183190	49762	32504	2607	147447	111026	92347	267044	
8	SELLING GENERAL AND ADMIN. EXPENSES								
9	(Detail-cost Page)								
10	114205	25921	40400	2313	90521	62009	70209	156158	
11	12380	2820	1460		3190	3840	3210	16270	
12	6710	1745	1740		3810	2820	2600	9470	
13	8100	2100	2100		4470	1300	2640	10230	
14	1610	470	180		1260	580	580	2330	
15	143015	33151	44380	2313	108201	72769	80089	195718	
16	56175	16611	(3976)	204	33240	33217	12998	72326	
17	OTHER INCOME-(EXPENSES) - NET								
18	477	8	3	6	76	82	19	292	
19	Taxes on Income								
20	46007	16619	(3973)	300	38327	38393	12316	72568	
21	(1110)	(200)			(697)	(500)			
22	39492	12399	(3973)	300	37405	37897	12316	72568	
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OPERATING STATEMENT - PAINT BRANCHES

Fiscal year ended August 31, 1957 (Contd.)

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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

		Southern and Texas Branches					
		Dallas,	El Paso,	Houston,	Lubbock,	Mobile,	San Antonio,
		Texas	Texas	Texas	Texas	Ala.	Texas
		No. 47	No. 48	No. 49	No. 120	No. 67	No. 50
1	SALES REGULAR	820808	829106	856710	160321	215562	211209
2	LESS:						
3	Carriage	28041	10303	23654	1471	3360	1110
4	Freight in	30423	14010	18290	5325	1265	3105
5	NET SALES	888886	869793	811766	150270	207937	231364
6	COST OF SALES (Manufacturing Statement)	502275	112168	184626	94836	113636	136102
7	GROSS PROFIT	319409	107625	330140	55434	94301	95262
8							
9	SELLING, GENERAL AND ADMIN. EXPENSE						
10	(Detail-next page)						
11	Total Operating Expense	213754	78550	221224	50702	53867	67673
12	35. National Advertising	23090	6940	20910	3240	4800	6260
13	36. Interest Charge	14628	4200	13800	1832	2520	1220
14	37. Headquarters Administration	17172	4980	14320	2268	3820	5040
15	38. Research	3610	890	3560	610	650	850
16	Total Expense	212254	88550	216414	58752	64597	81145
17	Operating Profit-(Loss)	17155	18075	53726	(3316)	29654	11117
18							
19	OTHER INCOME-(DEDUCTIONS) - NET	1921	122	1440	108	307	516
20	Net Profit-(Loss) Before						
21	Taxes on Income	19139	18497	55166	(3208)	30441	11633
22	PROVISION FOR STATE TAXES ON INCOME						
23	Net Profit-(Loss)	19139	18497	55166	(3208)	30111	11633
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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957 (Contd.)

		①		②		③		④		⑤	
		Dallas,		El Paso,		Southern and Texas Branches		Houston,		Lubbock,	
		Texas		Texas		Texas		Texas		Texas	
		No. 47		No. 48		No. 49		No. 120		No. 67	
		No. 47		No. 48		No. 49		No. 120		No. 67	
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.										
2	2. Salesmen's salary and commission	48564		11488		59213		12613		11222	15431
3	3. Salesmen's expense	18272		4166		19051		3569		1883	3645
4	4. Other territorial charges	4016		22		944		34		394	
5	5. Salaries - office	49785		33995		44482		12915		17688	14465
6	6. Regional administration	12601		4986		14734		3433		3690	5031
7	7. Advertising (local)	22180		4641		25764		4936		2377	5429
8	8. Promotion expense	1772		323		2221		294		253	605
9	9. Bad debts provision	2125		350		3000		1450		100	2100
10	10. Depreciation	730		481		1801		402		414	1202
11	11. Discount - cash	5132		813		5132		465		811	1041
12	12. Employees' welfare	830		350		891		144		208	196
13	13. Heat, light and power	1979		944		2231		566		448	1459
14	14. Insurance	1562		746		2616		461		573	94
15	15. Legal expense and collection fees	475		57		95				124	49
16	16. Maintenance	1363		138		905		276		119	397
17	17. Office supplies	1053		307		945		704		405	186
18	18. Postage	1445		432		1148		221		336	408
19	19. Printing and stationery	4245		1180		1834		1163		343	590
20	20. Rent	10138		7800		14500		4200		7158	6600
21	21. Sales development letters	90		99		1200					11
22	22. Samples and allowances	3802		174		1113		450		59	386
23	23. Storage					175					
24	24. Taxes	5526		1286		1846		376		489	1526
25	25. Telephone - regular	1529		660		1603		222		583	644
26	26. Telephone - Long distance	2125		437		1802		920		306	615
27	27. Telegraph	499		126		866		51		45	102
28	28. Traveling expense	3452		1548		3564		3043		1695	3077
29	29. Watchman and janitor service	378		205		456		24		95	44
30	30. Sundries	6096		1806		5702		1770		2189	1842
31	Total Operating Expense	213754		73550		221824		50702		53807	67675
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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1967

	Mississippi Branches				Northwestern Branches			
	Denver, Colo.	Brusselsville, Ind.	Evansville, Mo.	Memphis, Tenn.	Ill. Mo. Va.	Okla.	Miss. Mo. Va.	St. Paul, Minn.
1 SALES REGULAR	302,000	585,000	289,255	118,000	1,850	1,200	1,200	1,550
2 LESS:								
3 Freight	10,000	8,000	9,000	11,000	1,000	1,000	1,000	1,000
4 Profit in	10,000	11,000	11,000	11,000	1,000	1,000	1,000	1,000
5 NET SALES	282,000	567,000	270,255	97,000	750	100	100	450
6 COST OF SALES (Manufacturing Statement)	198,000	328,000	171,000	240,000	230	200	200	200
7 GROSS PROFIT	84,000	239,000	100,000	117,000	520	100	100	250
8								
9 SELLING, GENERAL AND ADMIN. EXPENSE								
10 (Detail next page)								
11 Total Operating Expense	80,000	115,000	80,000	80,000	1,000	1,000	1,000	1,000
12 35 National Advertising	10,000	10,000	10,000	10,000	1,000	1,000	1,000	1,000
13 36 Interest Charge	10,000	10,000	10,000	10,000	1,000	1,000	1,000	1,000
14 37 Headquarters Administration	20,000	20,000	20,000	20,000	2,000	2,000	2,000	2,000
15 38 Research	30,000	30,000	30,000	30,000	3,000	3,000	3,000	3,000
16 Total Expense	140,000	185,000	140,000	140,000	17,000	17,000	17,000	17,000
17 Operating Profit-(Loss)	44,000	154,000	60,000	77,000	350	100	100	80
18								
19 OTHER INCOME-(DEDUCTIONS) - NET								
20 Net Profit-(Loss) Before	44,000	154,000	60,000	77,000	350	100	100	80
21 Taxes on Income	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
22 PROVISION FOR STATE TAXES ON INCOME	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)
23 Net Profit-(Loss)	39,000	139,000	45,000	62,000	310	100	100	65
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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

	Missouri Branches										Northeastern Branches		
	Denver	Evansville	Kansas City	Memphis	Mt. Vernon	Oklahoma City	Duluth	St. Paul	St. Louis	St. Petersburg			
	Colo.	Ind.	Mo.	Tenn.	Ill.	Okla.	Minn.	N.D.	Iowa	Wis.			
	No. 99	No. 42	No. 74	No. 83	No. 70	No. 46	No. 86	No. 34	No. 2	No. 1			
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.												
2	Salesmen's salary and commission	12641	32610	17447	21417	3884	17884	8045	9125	5			
3	Salesmen's expense	5755	10409	7835	7711		3312	2958	6300	5			
4	Other territorial charges	2315	50	2983	107		381	2410	564	5			
5	Salaries - office	10481	25755	17105	23373	7888	21621	19171	13416	15			
6	Regional administration	4929	4521	4050	5446	1470	3741	3240	3540	5			
7	Advertising (local)	12822	14301	10893	7942	419	13356	7858	1323	5			
8	Promotion expense	482	501	682	379	31	740	838	639	5			
9	Bad debts provision	750	750	750	600	120	900	75	275	5			
10	Depreciation	1082	910	1096	509	297	896	363	1027	5			
11	Discount - cash	1262	3492	2933	3055	55	3405	1095	1799	5			
12	Employees' welfare	147	583	161	259	120	229	239	116	5			
13	Heat, light and power	1279	869	1109	611	357	1010	432	1207	5			
14	Insurance	711	830	350	605	131	876	309	553	5			
15	Legal expense and collection fees				18	23	47	41		5			
16	Maintenance	319	369	105	248	112	851	333	254	5			
17	Office supplies	367	320	283	250	65	271	399	153	5			
18	Postage	444	460	650	450	80	796	314	370	5			
19	Printing and stationery	574	1340	615	817	230	910	239	700	5			
20	Rent	2000		8760	4800	780	7380	3000	4200	5			
21	Sales development letters	233	46	53	56		14	78	525	5			
22	Samples and allowances	755	716	440	479	29	806	808	342	5			
23	Storage									5			
24	Taxes	602	5347	932	912	240	780	600	1000	5			
25	Telephone - regular	213	630	475	461	112	323	510	286	5			
26	Telephone - long distance	1414	1088	463	973	103	944	352	533	5			
27	Telegraph		110	5	101	90	151	24		5			
28	Traveling expense	3108	4995	2539	2586	303	2249	2657	2854	5			
29	Watchman and janitor service	142	36	865	92	58	202	354	47	5			
30	Sundries	1386	2762	1147	2332	516	4762	1482	1501	5			
	Total Operating Expense	20413	115199	84406	86659	17810	96106	57987	57370	5			

GLD018824

LEFT SIDE

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

		Southeastern and Florida Branches					
		Albany.	Asheville.	Atlanta.	Birmingham.	Charlotte.	Chattanooga.
		Ge.	N.C.	Ge.	Ala.	N.C.	Tenn.
		No. 109	No. 76	No. 40	No. 41	No. 66	No. 85
1	SALES REGULAR	139154	289772	415803	446178	553213	229127
2	LESS:						
3	Carriage	2529	4962	4540	4012	7550	2599
4	Freight in	1230	7085	2757	7480	7265	2515
5	NET SALES	133995	277675	408506	434686	538398	223993
6	COST OF SALES (Manufacturing Statement)	73796	167728	257426	239321	299086	129804
7	GROSS PROFIT	60199	109947	151080	195365	239312	94189
8							
9	SELLING, GENERAL AND ADMIN. EXPENSE						
10	(Detail-next page)						
11	Total Operating Expense	47441	66373	80199	93212	122844	65819
12	35. National Advertising	3180	6520	8170	10740	13520	5110
13	36. Interest Charge	1560	2160	4320	5000	5400	4080
14	37. Headquarters Administration	1800	2520	5180	6600	6360	4800
15	38. Research	480	890	1260	1410	1740	650
16	Total Expense	55461	78473	99049	121222	149864	70459
17	Operating Profit-(Loss)	5138	31374	52031	73643	89448	13030
18							
19	OTHER INCOME-(DEDUCTIONS) - NET	173	(50)	484	1824	556	671
20	Net Profit-(Loss) Before						
21	Taxes on Income	5311	21024	5565	2542	9004	14401
22	PROVISION FOR STATE TAXES ON INCOME	(1016)	(285)	(825)	(625)	(135)	
23	Net Profit-(Loss)	4305	30639	51640	74842	89269	14401
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LEFT SIDE

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957 (Contd.)

		Southeastern and Florida Branches					
		Albany,	Asheville,	Atlanta,	Birmingham,	Charlotte,	Chattanooga,
		Ge.	N.C.	Ge.	Ala.	N.C.	Tenn.
		No. 109	No. 76	No. 40	No. 41	No. 66	No. 85
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.						
2	2. Salesmen's salary and commission	121.05	154.84	214.33	240.11	369.72	165.95
3	3. Salesmen's expense	38.48	42.65	33.04	40.79	56.80	38.16
4	4. Other territorial charges	.88	2.37	.33	3.11	1.38	.53
5	5. Salaries - office	109.79	173.20	214.48	241.44	333.96	169.27
6	6. Regional administration	48.95	47.90	84.37	92.31	110.21	49.07
7	7. Advertising (local)	21.53	19.43	43.05	46.13	51.06	40.52
8	8. Promotion expense	2.45	6.74	3.90	5.33	9.95	3.11
9	9. Bad debts provision	6.00	9.50	5.75	29.35	11.50	11.50
10	10. Depreciation	4.08	8.00	8.94	9.03	10.65	7.89
11	11. Discount - cash	4.75	16.18	12.17	21.47	34.69	10.77
12	12. Employees' welfare	1.79	1.82	3.79	2.59	4.95	2.96
13	13. Heat, light and power	4.64	5.94	12.12	9.08	9.97	6.36
14	14. Insurance	5.11	6.50	3.68	5.80	10.69	10.17
15	15. Legal expense and collection fees			4.5	5.9	3.8	7.02
16	16. Maintenance	9.6	2.87	4.59	5.20	3.82	8.98
17	17. Office supplies	6.9	2.18	1.81	2.08	2.42	1.22
18	18. Postage	2.70	2.81	3.43	5.88	7.89	3.44
19	19. Printing and stationery	2.21	3.75	7.75	18.49	10.69	2.03
20	20. Rent	49.75	61.00	73.00	83.80	96.00	72.60
21	21. Sales development letters	4.15	3.88	13.13	6.17	5.16	4.07
22	22. Samples and allowances	8.10	4.66	4.78	3.03	3.68	6.4
23	23. Storage						
24	24. Taxes	3.25	7.08	6.91	6.50	13.41	11.40
25	25. Telephone - regular	2.67	4.07	4.06	7.96	7.21	4.95
26	26. Telephone - long distance	4.50	7.49	3.5	2.84	3.68	5.59
27	27. Telegraph	.68	.6	.42	1.19	1.21	.57
28	28. Traveling expense	6.14	14.77	10.74	15.31	23.56	12.77
29	29. Watchman and janitor service	.4	1.07				
30	30. Sundries	18.07	11.07	22.62	27.54	33.80	19.25
31	Total Operating Expense	724.41	613.93	801.99	972.12	1238.44	658.19
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RIGHT SIDE

OPERATING STATEMENT - PAINTS BRANCHES

THE GILSON COMPANY AND SUBSIDIARY

Fiscal Year ended August 31, 1957

		Southeastern and Florida Branches					
		FLA.	FLA.	Tenn.	FLA.	Tenn.	FLA.
		No. 125	No. 22	No. 25	No. 44	No. 20	No. 55
1	SALES REGULAR	21549	248594	195450	512043	464187	359810
2	LESS:						
3	Cartage	460	4996	10823	8150	5042	7128
4	Freight in	890	4280	15630	18570	4645	9730
5	NET SALES	21687	239338	178997	485823	459100	341952
6	COST OF SALES (Manufacturing Statement)	15906	138142	458352	303950	246465	201068
7	GROSS PROFIT	9781	101196	130645	181873	212635	140884
8							
9	SELLING, GENERAL AND ADMIN. EXPENSE						
10	(Detail next page)						
11	Total Operating Expense	12970	44560	16088	181277	120209	82532
12	24. National Advertising	560	5110	17000	7140	9790	1950
13	25. Interest Charge	600	3720	7580	3100	1800	3780
14	26. Headquarters Administration	700	4320	8800	9500	5520	4460
15	27. Research		650	2500	2510	1130	820
16	Total Expense	12730	30360	19268	148227	121639	98562
17	Operating Profit (Loss)	(2949)	20836	114396	32646	91006	42316
18	OTHER INCOME (DEDUCTIONS) - NET	3	885	1875	224	459	674
19	Net Profit (Loss) Before						
20	Taxes on Income	(400)	20911	11571	22911	6307	4009
21	PROVISION FOR STATE TAXES ON INCOME						
22	Net Profit (Loss)	(400)	20911	115871	32372	84699	42316
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OPERATING STATEMENT - PAID: BRANCHES

THE GILDED COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957 (Contd.)

	Southeastern and Florida branches					
	Ft. Lauderdale	Jacksonville	Knoxville	Miami	Nashville	Orlando
	Fla. No. 125	Fla. No. 52	Tenn. No. 55	Fla. No. 44	Tenn. No. 50	Fla. No. 1
1	Selling, General and Administrative Exp.					
2	2. Salesmen's salary and commission	19,102	16,758	4,289	29,162	26,057
3	3. Salesmen's expense	9,791	30,956	12,117	8,762	6,134
4	4. Other territorial charges		2,111		13,663	897
5	5. Salaries - office	2,801	14,160	4,166	3,754	26,207
6	6. Regional administration	1,120	5,994	1,583	8,027	80,528
7	7. Advertising (local)	1,291	47,277	13,733	8,030	84,331
8	8. Promotion Expense	38	261	887	1,097	756
9	9. Bad debts provision	1,002	8,002	33,500	3,600	12,000
10	10. Depreciation	2,722	8,888	881	1,921	10,003
11	11. Discount - cash	1,782	2,774	4,139	23,721	20,788
12	12. Employees' welfare	32	1,935	681	2,555	392
13	13. Heat, light and power	1,660	8,321	4,181	4,853	649
14	14. Insurance	1,911	6,988	1,421	1,590	854
15	15. Legal expense and collection fees		5	47	23	129
16	16. Maintenance	1,022	1,544	918	2,833	360
17	17. Office supplies	595	2,791	662	539	318
18	18. Postage	73	384	1,666	512	514
19	19. Printing and stationery	899	521	18,531	874	891
20	20. Rent	750	7836	7351	40,531	78,000
21	21. Sales development letters		854	977	1,631	546
22	22. Samples and allowances	1,111	3,561	15,002	59,391	567
23	23. Storage			20		
24	24. Travel	1,111	8,951	3,420	18,091	17,800
25	25. Telephone - regular	1,351	8,201	4,761	623	782
26	26. Telephone - long distance	1,201	3,591	6,861	1,319	589
27	27. Telegraph	4	159	241	238	28
28	28. Traveling expense	1,491	32,781	15,761	12,721	11,551
29	29. Watchman and janitor service	10	125	293	37	
30	30. Sundries	539	2,146	4328	3,589	2440
31	Total Operating Expense	1,08,720	5,65,600	1,60,788	1,21,377	1,00,218

GLD018

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

	Canadian Branches				
	Calgary,	Edmonton,	Moncton,	Quebec City,	Winnipeg,
	Alberta	Alberta	New Brunswick	Quebec	Manitoba
	No. 102	No. 123	No. 103	No. 116	No. 101
1 SALES REGULAR	158524	43303	509233	363191	385806
2 LESS:					
3 Carriage	3117	839	19103	6206	18128
4 Freight in	12918	4342	8942	7347	14955
5 NET SALES	142489	38122	481188	349638	352723
6 COST OF SALES (Manufacturing Statement)	97365	24187	310455	199115	234411
7 GROSS PROFIT	45124	13935	170733	150523	118312
8 SELLING, GENERAL AND ADMIN. EXPENSE					
9 (Detail-next page)					
10 Total Operating Expense	53915	22967	94863	77122	65880
11 35. National Advertising	2580	520	7900	4860	5230
12 36. Interest Charge	1310	250	2340	1260	2040
13 37. Headquarters Administration	655	125	1200	600	1020
14 38. Research	580	150	1490	1020	1030
15 Total Expense	59040	24012	107993	84862	76200
16 Operating Profit-(loss)	(13916)	(10077)	62740	65661	43112
17 OTHER INCOME-(DEDUCTIONS) - NET	(544)	(188)	(1139)	(808)	(698)
18 Net Profit-(Loss) Before					
19 Taxes on Income	(14460)	(10265)	61601	64853	42414
20 PROVISION FOR STATE TAXES ON INCOME					
21 Net Profit-(Loss)	(14460)	(10265)	61601	64853	42414
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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

		Canadian Branches				
		Calgary,	Edmonton,	Monoton,	Quebec City,	Winnipeg,
		Alberta	Alberta	New Brunswick	Quebec	Manitoba
		No. 102	No. 123	No. 103	No. 116	No. 101
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.					
2	2. Salesmen's salary and commission	8527	1915	17147	18205	15267
3	3. Salesmen's expense	6738	1063	15039	9950	9398
4	4. Other territorial charges	48	299	492	409	121
5	5. Salaries - office	11415	5332	16444	14642	14305
6	6. Regional administration	2930	750	7849	5435	5239
7	7. Advertising (local)	3138	3297	13218	5321	4975
8	8. Promotion expense	639	192	2024	630	2009
9	9. Bad debts provision	1000	200	600	600	
10	10. Depreciation	659	404	435	251	1355
11	11. Discount - cash	230	118	1162	1042	326
12	12. Employees' welfare	235	85	457	320	478
13	13. Heat, light and power	327	159	629	264	789
14	14. Insurance	398	143	564	165	722
15	15. Legal expenses and collection fees	4			70	
16	16. Maintenance	261	2321	198	314	285
17	17. Office supplies	163	348	302	646	240
18	18. Postage	262	64	216	402	284
19	19. Printing and stationery	222	826	550	727	438
20	20. Rent	6937	2250	4500	7200	
21	21. Sales development letters	1456	294	3360	3232	3205
22	22. Samples and allowances	736	47	805	1016	503
23	23. Storage	2200				811
24	24. Taxes	609	222	571	981	945
25	25. Telephone - regular	312	10	121	210	366
26	26. Telephone - long distance	58	251	241	480	95
27	27. Telegraph	247	88	121	188	229
28	28. Traveling expense	1608	1361	4246	456	
29	29. Watchman and janitor service	127	155	20	274	16
30	30. Sundries	2449	773	3567	3702	3479
31	Total Operating Expense	53915	22967	94863	77122	65880

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

	Paint Branches									
	Alhambra, Calif.	Honolulu, T.H.	Huntington Pk., Calif.	Long Beach, Calif.	W. Hollywood, Calif.	Portland, Ore.	Sacramento, Calif.	San Diego, Calif.	San Jose, Calif.	See
	No. 81	No. 58	No. 69	No. 89	No. 54	No. 91	No. 97	No. 82	No. 118	No.
SALES REGULAR	235,449	253,817	275,981	392,144	250,648	412,626	263,326	418,556	192,439	
LESS:										
Cartage	9426	5481	6239	10,425	1862	9897	5230	9204	3889	
Freight in	4067	9089	5285	7830	10640	14530	5200	11951	1985	
NET SALES	271,455	239,247	264,657	371,489	237,546	382,799	254,396	397,401	187,555	
COST OF SALES (Manufacturing Statement)	167,841	157,814	162,161	240,820	146,659	262,452	150,311	264,313	121,267	
GROSS PROFIT	103,614	81,433	102,496	130,669	92,887	120,347	104,085	133,088	66,288	
SELLING, GENERAL AND ADMIN. EXPENSE										
(Detail-next page)										
Total Operating Expense	308,84	550,00	752,36	855,42	702,93	862,46	684,38	918,18	535,94	
35. National Advertising	5670	1420	6330	9440	5550	9770	5760	8650	2630	
36. Interest Charge	3300	7920	4140	4620	3830	6130	1500	4820	2400	
37. Headquarters Administration	3840	3080	4740	6040	4020	7880	1560	5240	2820	
38. Research	650	730	850	1490	680	1430	910	1180	300	
Total Expense	43874	69250	92426	105732	84023	110636	79568	110948	62714	
Operating Profit-(Loss)	9540	13183	9590	26537	8464	16691	25517	22140	3154	
OTHER INCOME-(DEDUCTIONS) - NET	285	97	(32)	1472	6566	1326	16	2648	7	
Net Profit-(Loss) Before										
Taxes on Income	9825	13280	9833	25009	15030	17017	20923	24789	3161	
PROVISION FOR STATE TAXES ON INCOME		(672)								
Net Profit-(Loss)	9825	12608	9822	23009	13030	17017	20923	24789	3161	

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OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

		Alhambra, Calif. No. 81	Honolulu, T.H. No. 58	Huntington Pk., Calif. No. 59	Long Beach, Calif. No. 89	Pacific branches: N. Hollywood, Calif. No. 54	Portland, Ore. No. 91	Sacramento, Calif. No. 97	San Diego, Calif. No. 82	San Jose, Calif. No. 118	San Jose, Calif. No. 119
1	SELLING, GENERAL AND ADMINISTRATIVE EXP.										
2	2. Salesmen's salary and commission	1,538.66	1,332.91	1,998.39	2,011.37	1,488.03	1,088.40	1,378.87	2,338.53	947.72	
3	3. Salesmen's expense	6,108.82	2,064.91	15,009.09	3,447.82	3,189.00	7,116.47	4,258.58	7,083.31	2,744.21	
4	4. Other territorial charges	3.02			1.26		2,561.11	2,101.01	112.12		
5	5. Salaries - office	2,124.61	2,011.76	1,728.77	2,138.83	1,848.89	2,002.35	1,976.77	2,016.65	1,347.00	
6	6. Regional administration	6,790.00	4,180.00	6,150.00	7,150.00	6,790.00	3,780.00	2,500.00	4,290.00	2,260.00	
7	7. Advertising (local)	1,221.15	2,736.00	7,527.00	2,696.00	1,207.60	1,073.22	1,630.00	1,107.72	871.68	
8	8. Promotion expense	781.00	78.00	833.00	344.00	333.00	436.00	288.00	621.00	320.00	
9	9. Bad debts provision	425.00	1,650.00	450.00	325.00	1,050.00	1,550.00	1,225.00	575.00	775.00	
10	10. Depreciation	563.00	1,082.00	1,173.00	1,411.00	734.00	1,053.00	750.00	1,103.00	427.00	
11	11. Discount - cash	1,518.00		1,378.00	3,008.00	1,235.00	2,808.00	1,434.00	2,663.00	3,691.00	
12	12. Employees' welfare	245.00	250.00	196.00	189.00	299.00	247.00	125.00	250.00	176.00	
13	13. Heat, light and power	413.00	304.00	537.00	285.00	362.00	753.00	847.00	530.00	452.00	
14	14. Insurance	398.00	1,176.00	478.00	653.00	624.00	787.00	338.00	405.00	378.00	
15	15. Legal expense and collection fees		154.00		24.00	26.00	324.00	20.00	75.00		
16	16. Maintenance	62.00	13.00	157.00	78.00	183.00	363.00	153.00	115.00	59.00	
17	17. Office supplies	320.00	1,187.00	494.00	251.00	384.00	359.00	454.00	552.00	494.00	
18	18. Postage	2,166.00	2,225.00	4,055.00	4,477.00	2,916.00	4,482.00	2,558.00	4,322.00	1,164.00	
19	19. Printing and stationery	821.00	472.00	316.00	1,363.00	1,177.00	489.00	312.00	936.00	1,192.00	
20	20. Rent	5,114.00		5,550.00	6,400.00	4,981.00	4,752.00	6,500.00	7,906.00	8,500.00	
21	21. Sales development letters		174.00	30.00	15.00	219.00	12.00	16.00	180.00	36.00	
22	22. Samples and allowances	191.00	365.00	196.00	451.00	433.00	1,060.00	432.00	416.00	431.00	
23	23. Storage										
24	24. Taxes	1,080.00	408.88	1,260.00	1,406.00	1,014.00	2,720.00	610.00	1,140.00	435.00	
25	25. Telephone - regular	956.00	638.00	807.00	846.00	709.00	711.00	469.00	495.00	296.00	
26	26. Telephone - long distance	730.00	230.00	352.00	1,374.00	653.00	880.00	944.00	779.00	397.00	
27	27. Telegraph	3.00	215.00	29.00			50.00	23.00	123.00		
28	28. Traveling expense	3,135.00	1,760.00	2,300.00	2,021.00	2,791.00	2,213.00	2,442.00	3,508.00	2,385.00	
29	29. Watchman and janitor services	253.00	90.00	100.00	123.00	63.00	332.00	80.00	228.00	104.00	
30	30. Sundries	2,018.00	2,494.00	2,693.00	2,018.00	1,919.00	1,681.00	1,754.00	1,891.00	2,342.00	
31	Total Operating Expense	\$54,834	\$60,000	\$75,836	\$86,842	\$70,293	\$54,246	\$68,438	\$91,818	\$76,594	
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GLD018832

OPERATING STATEMENT - PAINT BRANCHES

THE OLNEY COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

	PAINT BRANCHES										Total	Per Cent To Net Sales
	Iowa	Grand Rapids	Remond	Indianapolis	Madison	Wash.	Wisc.	Ill.	Mich.	Ind.		
1 SALES REGULAR	38,815	39,608	31,471	4,697	1,604	7,370	3,035	3,250	3,820	3,250	100,000	100.00
2 LESS:												
3 October	5,955	5,955	7,384	1,000	2,308	3,035	3,035	3,250	3,820	3,250	38,815	38.815
4 Paints in	7,065	7,065	50	7,065	2,030	1,165	1,165	1,100	1,100	1,100	28,350	28.350
5 NET SALES	25,795	26,588	24,087	3,692	1,296	4,335	1,800	2,100	2,400	2,100	61,635	61.635
6 COST OF SALES (Manufacturing Statement)	17,049	20,743	16,419	3,207	923	2,744	1,180	1,480	1,740	1,480	45,595	45.595
7 GROSS PROFIT	8,746	5,845	7,668	475	373	1,591	620	620	660	620	16,040	16.040
8												
9 SELLING, GENERAL AND ADMIN. EXPENSE												
10 (Detail next page)												
11 Total Operating Expense	5,829	11,371	8,804	1,245	5,401	2,000	1,480	1,480	1,480	1,480	27,661	27.661
12 35 National Advertising	1,520	3,140	910	1,340	3,450	2,000	1,480	1,480	1,480	1,480	15,800	15.800
13 36 Interest Charge	2,100	5,820	3,600	1,400	2,000	2,000	1,480	1,480	1,480	1,480	15,800	15.800
14 37 Headquarters Administration	2,100	1,480	1,480	1,480	2,000	2,000	1,480	1,480	1,480	1,480	15,800	15.800
15 38 Research	1,380	1,380	1,380	1,380	1,380	1,380	1,380	1,380	1,380	1,380	13,800	13.800
16 Total Expense	10,749	13,371	10,584	1,497	6,381	2,480	1,800	1,800	1,800	1,800	34,661	34.661
17 Operating Profit (Loss)	15,046	13,217	13,503	2,195	655	2,855	1,020	620	660	620	26,974	26.974
18 OTHER INCOME (DEDUCTIONS) - NET												
19 Net Profit (Loss) Before Taxes on Income	15,046	13,217	13,503	2,195	655	2,855	1,020	620	660	620	26,974	26.974
20 Taxes on Income	2,045	1,842	1,457	570	1,000	1,000	1,000	1,000	1,000	1,000	10,000	10.000
21 PROVISION FOR STATE TAXES ON INCOME	1,520										1,520	1.520
22 Net Profit (Loss)	11,481	11,375	12,046	1,625	655	1,855	220	620	660	620	15,454	15.454
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OPERATING STATEMENT - PAINT FRANCHISES

THE CHANDLER COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957 (Contd.)

	PAINT FRANCHISES										Total	Per Cent To Net Sales
	PAINT FRANCHISES											
	Des Moines	Grand Rapids	Hammond	Indianapolis	Madison	Minneapolis	Omaha	St. Paul	St. Louis	St. Petersburg		
	No. 105	No. 95	No. 108	No. 90	No. 100	No. 114	No. 84	No. 104	No. 104	No. 104	All	This Year
1. SELLING GENERAL AND ADMINISTRATIVE EXP.												
2. Salesmen's salary and commission	7,333	3,773	8,901	13,120	3,439	7,495	2,418	1,411	27	1,554	15,514	1,78
3. Salesmen's expense	4,465	3,079	4,081	3,794	3,644	3,678	3,127	4,038	1,247	4,745	47,445	1,27
4. Other territorial charges		1,004	16	11	12	160	112	111	11	728	7,285	.87
5. Salaries - office	1,035	1,035	2,359	2,887	2,483	6,551	5,375	5,181	1,880	1,214	16,189	1,60
6. Regional administration	1,240	1,240	3,480	3,480	4,720	2,850	12,720	1,880	1,880	1,880	55,716	1,96
7. Advertising (local)	1,607	9,174	1,044	1,044	5,009	9,140	7,883	1,091	1,091	7,546	77,463	3,77
8. Promotion expense	1,453	4,341	5,133	4,400	3,857	3,500	769	2,400	2,400	6,096	66,476	1,72
9. Bad debts provision	3,500	4,700	7,500	2,150	5,500	2,000	6,500	4,000	4,000	8,192	85,920	1,92
10. Depreciation	1,017	813	852	1,190	1,190	818	1,952	820	820	5,977	59,771	1,22
11. Rent - each	1,400	1,727	2,085	2,787	3,357	7,217	2,628	1,405	1,405	15,514	155,141	1,58
12. Rentmen's welfare	1,179	2,162	1,167	2,834	1,152	1,401	1,850	2,700	2,700	11,827	111,827	1,68
13. Heat, light and power	1,897	1,400	1,885	1,885	3,884	5,471	1,671	1,487	1,487	14,800	148,000	1,64
14. Insurance	1,017	1,450	1,521	1,600	3,441	1,711	1,099	1,193	1,193	9,140	91,140	1,14
15. Legal expense and collection fees	762	44		72			173	1	1	947	9,477	.62
16. Maintenance	1,201	312	1,132	1,764	1,183	2,520	1,116	321	321	2,975	29,753	1,11
17. Office supplies	588	120	304	243	487	833	400	291	291	2,497	24,977	1,11
18. Postage	381	386	313	544	282	1,550	463	591	591	3,430	34,310	1,13
19. Printing and stationery	459	2,694	314	850	389	3,994	1,130	2,741	2,741	14,470	144,710	1,94
20. Rent	3,400	3,000	3,250	3,743	4,635	2,135	2,181	1,300	1,300	17,373	173,713	1,72
21. Sales development letters	1,471	61		1,408	1,271		121	103	103	8,957	89,571	1,05
22. Samples and allowances	1,250	1,008	720	500	1,771	512	602	1,040	1,040	6,483	64,813	1,24
23. Storage										5,500	55,000	1,01
24. Taxes	8,681	18,741	14,871	20,778	16,657	22,357	7,923	8,560	8,560	77,335	773,335	1,93
25. Telephone - regular	586	432	1,070	550	501	333	597	252	252	4,544	45,444	1,17
26. Telephone - long distance	453	135	335	701	357	433	381	1,050	1,050	4,949	49,493	1,17
27. Telegraph	114	15	131	70	3	39	66	167	167	1,403	14,031	.61
28. Traveling expense	1,010	2,077	1,812	3,228	1,289	2,117	2,803	1,630	1,630	14,406	144,016	1,72
29. Station and janitor service	23	186	1,801	1,885		74	111	78	78	1,037	11,037	1,04
30. Supplies	12,411	14,581	14,997	3,033	1,625	1,803	3,110	1,175	1,175	17,702	177,072	1,65
31. Total Operating Expense	78,200	113,871	80,974	124,485	87,601	122,600	42,048	8,063	8,063	1,224,154	12,241,541	2,54

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Fiscal year ended August 31, 1957.

GLD018835

OTHER INCOME (DEDUCTIONS) NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal Year ended August 31, 1937 (Contd.)

	Interest	Recovery	Profit-(Loss)	Cash	Prior Year's	Commission	Bonus Payment	Fenny	Surplus	
	Income	Accounts	Disposal of	Over	Income	Income	Income	Income	Income	Total
	Income	Charged off Capital Assets (Short)	Over	Income	Income	Income	Income	Income	Income	Total
MISSISSIPPI BRANCHES										
99 Denver	642	160	3	32	32	32	32	32	32	325
42 Evansville	54	70	5	(53)	(53)	(53)	(53)	(53)	(53)	100
74 Kansas City			6	(232)	(232)	(232)	(232)	(232)	(232)	(232)
83 Memphis			1	232	232	232	232	232	232	232
70 Mt. Vernon		38	(5)	(57)	(57)	(57)	(57)	(57)	(57)	57
45 Oklahoma City	11	244	161	181	181	181	181	181	181	181
KENTUCKY BRANCHES										
86 Duluth	18	30	(40)	240	240	240	240	240	240	240
94 Fargo		100	(92)	(8)	(8)	(8)	(8)	(8)	(8)	5
93 Sioux City	160	181	(17)	230	230	230	230	230	230	230
92 St. Paul		150	15	(6)	(6)	(6)	(6)	(6)	(6)	157
SOUTHERN AND FLORIDA BRANCHES										
102 Albany, Ga.		102	(7)	24	24	24	24	24	24	102
75 Asheville		57	11	(44)	(44)	(44)	(44)	(44)	(44)	50
40 Atlanta		282	(23)	259	259	259	259	259	259	259
41 Birmingham		100	(8)	92	92	92	92	92	92	92
86 Charlotte		100	(11)	89	89	89	89	89	89	89
93 Chattanooga		102	(3)	99	99	99	99	99	99	99
123 Ft. Lauderdale		11	(1)	10	10	10	10	10	10	10
32 Jacksonville		340	(46)	294	294	294	294	294	294	294
55 Knoxville	44	1019	(64)	955	955	955	955	955	955	955
44 Miami		214	(2)	212	212	212	212	212	212	212
30 Mobile		615	(12)	603	603	603	603	603	603	603
63 Orlando	119	315	(12)	203	203	203	203	203	203	203
61 Tampa		1019	(11)	1008	1008	1008	1008	1008	1008	1008
CLAYTON BRANCHES										
102 Calgary		28	28	(22)	(22)	(22)	(22)	(22)	(22)	154
123 Edmonton				(177)	(177)	(177)	(177)	(177)	(177)	(177)
103 Vancouver				(129)	(129)	(129)	(129)	(129)	(129)	(129)
116 Quebec City				(107)	(107)	(107)	(107)	(107)	(107)	(107)
101 Winnipeg				(49)	(49)	(49)	(49)	(49)	(49)	(49)
MINNESOTA BRANCHES										
105 Des Moines		2	(6)	276	276	276	276	276	276	276
95 Grand Rapids	510	219	(6)	294	294	294	294	294	294	294
108 Hammond	29		(7)	(14)	(14)	(14)	(14)	(14)	(14)	107
80 Indianapolis	56	1330	(6)	(233)	(233)	(233)	(233)	(233)	(233)	1073
100 Madison	129	18	(8)	(53)	(53)	(53)	(53)	(53)	(53)	61
114 Milwaukee	102		(4)	98	98	98	98	98	98	98
86 Omaha		460	(3)	457	457	457	457	457	457	457
104 Vancouver		100	(1)	99	99	99	99	99	99	99

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OTHER INCOME (DEDUCTIONS) - NET - PARENT BRANCHES

JTR GLADSTONE COMPANY AND SUBSIDIARY

Fiscal Year ended August 31, 1957 (Cont'd.)

	Interest	Recovery	Profit-(Loss)	Cash	Prior Year's	Commissions	Income	Elimination	Elimination	Elimination	Total
	Income	Accounts	Charged Off	Capital Assets (Short)	Adjustments	Income	Income	Income	Income	Income	Income
PACIFIC BRANCHES											
1 31 Alameda				60							
2 36 Embarcadero				330							
3 69 Embarcadero				99							
4 99 Long Beach				145							
5 54 North Hollywood				155							
6 71 Portland				449							
7 97 Sacramento				5							
8 22 San Diego				653							
9 11A San Jose				1							
10 121 Seattle				141							
11 Total All Branches	4010	20019	103	150	17	1731	1731	1731	1731	1731	1731
12 Reinvested Items											
13 Total	4010	20019	158	150	17	1731	1731	1731	1731	1731	1731
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DEPRECIATION EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

Div.	No.	Location	Buildings	Building Improvements	Furniture and Fixtures	Automotive Equipment	Machinery and Equipment	Total
1	40.	Atlanta		721	123			844
2	41.	Birmingham		514	389			903
3	42.	Evansville	910					910
4	44.	Miami			192	1179		1371
5	45.	Roanoke		152	657			809
6	46.	Oklahoma City		559	200			759
7	47.	Dallas			220	1226		1446
8	48.	El Paso		289	92			381
9	49.	Houston		1225	224			1449
10	50.	San Antonio		210	292	220		722
11	51.	Lakewood		1599	461			2060
12	52.	Jacksonville		69	219			288
13	54.	North Hollywood		460	204			664
14	55.	Knoxville		261	625			886
15	56.	East Cleveland			212			212
16	57.	Columbus		106	289			395
17	58.	Honolulu	260		262			522
18	61.	Tampa		260				260
19	62.	Buffalo		1224	244			1468
20	63.	Toledo		400	263			663
21	64.	Detroit		60	846			906
22	65.	Orlando		129	448			577
23	66.	Charlotte		624	291			915
24	67.	Mobile		291	122			413
25	68.	Pittsburgh		229	222			451
26	69.	Burlington Park			122			122
27	70.	Mt. Vernon		490	102			592
28	71.	Kansas City		409	482			891
29	75.	Asheville		402	398			800
30	80.	Indianapolis		518	622			1140
31	81.	Alhambra		215	243			458
32	82.	San Diego		684	229			913
33	83.	Memphis		60	449			509
34	84.	Omaha		114	662			776
35	85.	Chattanooga			189			189
36	86.	Duluth			262			262
37	88.	Louisville		692	399			1091
38	89.	Long Beach		1225	206			1431
39	90.	Nashville		442	560			1002
40	91.	Portland		266	582			848
41					85			

GLD018838

DEPRECIATION EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957 (Contd.)

Div.	No.	Location	Buildings	Building Improvements	Furniture and Fixtures	Automotive Equipment	Machinery and Equipment	Total
1	92	St. Paul		90	413			503
1	93	Sioux City		420	444	100		964
1	94	Fargo		657	370			1027
1	95	Grand Rapids		514	409			923
1	97	Sacramento		1119	382			1501
1	99	Denver		555	528			1083
1	100	Madison		366	384			750
1	104	Waukegan		466	414			880
1	108	Des Moines		571	499			1070
11	106	Pt. Wayne		443	135			578
11	107	Mansfield			166			166
12	108	Hammond		403	519			922
14	109	Albany, Ga.		286	152	29		467
14	111	Alton		74	150			224
15	114	Wilmington		74	213			287
16	118	San Jose		51	331			382
17	120	Lubbock		160	242			402
18	121	Seattle		295	60			355
18	122	Wilmington		47	80			127
18	123	Ft. Lauderdale		32	246	61		339
21	43	Soranton		-	53			53
21	53	Washington		372	63			435
21	59	Baltimore		-	267			267
21	60	Richmond		62	-			62
21	72	Syracuse		752	124			876
21	78	New England		27	1089			1116
21	79	New York		430	1302			1732
21	87	Worfolk			127			127
21	96	Barishburg			177			177
21	119	Albany		214	205			419
21	110	Greensboro		187	233			420
21	112	Pottstown		406	60	214		680
21	113	Atlantic City		355	145			500
21	115	Quincy		263	335			598
21	117	Durham		271	215			486
21	128	Raleigh						
21	101	Winnipeg	827		60		718	1555
21	102	Calgary		124	515			639
21	103	Moncton			221		104	325
21	116	Quebec City			326		15	341
21	123	Edmonton			349		55	404
21					35			
21		Total	2527	2737	2761	317	512	12374

GLD018839

Final report dated August 31, 1937

GLD

* Fiscal year ended August 31, 1999

GLD018

OPERATING STATEMENT - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Period year ended August 31, 1937 (Contd.)

	Branches										Total	Per Cent
	Iowa	Miss.	Ill.	Ind.	Pa.	Ohio	Wis.	Cal.	Tex.	Ark.		
1. Salaries, general and administrative exp.	73.33	28.73	18.01	31.27	8.29	74.06	1.51	1.77			255.88	5.78
2. Salesmen's salary and commission	51.65	29.79	16.31	27.94	3.44	34.79	1.28	1.28			177.45	3.97
3. Salesmen's expense		1.44	1.11	1.11	1.11	1.11	1.11	1.11			7.22	.16
4. Other territorial charges		1.44	1.11	1.11	1.11	1.11	1.11	1.11			7.22	.16
5. Salaries - office	10.50	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
6. Regional administration	12.40	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
7. Advertising (local)	7.07	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
8. Promotion expense	3.53	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
9. Bad debt provision	8.50	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
10. Depreciation	1.17	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
11. Discount - cash	1.40	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
12. Salesmen's welfare	1.79	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
13. Rent, light and power	18.97	1.44	1.11	1.11	1.11	1.11	1.11	1.11			23.16	.51
14. Telephone	4.17	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
15. Travel expenses and collection fees	7.61	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
16. Maintenance	1.29	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
17. Office supplies	2.88	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
18. Postage	3.81	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
19. Printing and stationery	4.59	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
20. Rent	8.40	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
21. Sales development letters	1.47	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
22. Samples and allowances	1.50	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
23. Storage		1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
24. Taxes	8.68	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
25. Telephone - regular	5.86	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
26. Telephone - long distance	1.53	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
27. Telegraph	1.61	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
28. Travelling expense	10.10	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
29. Watchman and janitor service	3.31	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
30. Sundries	12.46	1.44	1.11	1.11	1.11	1.11	1.11	1.11			16.68	.37
Total Operating Expense	782.99	113.97	89.74	126.85	8.40	84.01	1.51	1.77			1,000.00	100.00

GLD0018842

OTHER INCOME-(DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

	Interest Earned	Recovery Accounts Charged Off	Profit-(Loss) Disposal of Capital Assets	Cash Over (Short)	Misc. Income	Commissions Earned	Prior Year's Bonus Payment Adjustments	Penny Elimination	Sundries Handling	Total
CENTRAL BRANCHES										
121 Akron				(2)	7					5
122 Buffalo	1	2,150		1	1,000					58
123 Cleveland		78		1	125					211
124 Columbus	20	12,552		(9)	1,100					17,091
125 Detroit	2	1,088		12	1,100		(300)			(860)
126 Ft. Wayne		2,120		(5)	1,120					1,115
127 Lakewood	23	1,223		(22)	1,200					1,081
128 Louisville		2,122		52	(2,080)					92
129 Mansfield					3					(1)
130 Pittsburgh	6	2,311		(1)	232					1,225
131 Rochester		1,251		(22)	(22)					89
132 Toledo	13	1,78		(10)	121					1,088
133 Willowby				(1)	14					16
EASTERN BRANCHES										
134 Albany, N.Y.				127	1,072					1,199
135 Atlantic City										1
136 Baltimore		418		(22)	1,021					1,300
137 Durham	64			(8)	13					69
138 Greensboro				(4)						(4)
139 Harrisburg		59		(2)	(13)					71
140 New England		2,022		(5)	7					2,014
141 New York	176	1,922			22					2,096
142 Norfolk	17	2,922		14	4					1,227
143 Pottstown				8						8
144 Quincy				3						3
145 Raleigh					6					6
146 Richmond		67		9						76
147 Scranton		1,04		(5)	(12)					872
148 Syracuse	4	15		(1)						18
149 Washington	1	2,112			(222)					2,111
SOUTHERN AND TEXAS BRANCHES										
150 Dallas	162	1,121		10	2,140		(15)	3		1,884
151 El Paso	75	3,010		(7)	78			(20)		1,222
152 Houston	241	2,336		10	196			7		1,140
153 Lubbock	94			16	(1)			(1)		1,088
154 Mobile		2,770		(2)	512			(2)		2,070
155 San Antonio	21	1,033		(1)	25			18		516

GLD018843

OTHER INCOME-(DEDUCTIONS)-NET - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

	Interest	Recovery Profit-(Loss)		Cash	Prior Year's	Commissions	Bonus Payment	Penalty	Sundries	Total
		Accounts	Disposal of							
	Earned	Charged Off	Capital Assets	(Short)	Income	Earned	Adjustments	Elimination	Handling	
MISSISSIPPI BRANCHES										
99 Denver	642	160		3	83			3		385
42 Evansville	56	70		54	(83)					16
74 Kansas City				6	(23)			(15)		78
85 Memphis		41		1	235					235
70 Mt. Vernon		38		(5)	(51)			5		8
46 Oklahoma City	17	224		(16)	189			(10)		418
NORTHEASTERN BRANCHES										
86 Duluth	18	50		(11)	249			(5)		238
94 Fargo		60		(2)	(18)			(5)		9
93 Sioux City	160	186		(7)	254			(2)		1237
92 St. Paul		150		5	(16)			8	10	19
SOUTHEASTERN AND FLORIDA BRANCHES										
109 Albany, Ga.		163		(7)	26			(5)		17
76 Asheville		57			(24)			(14)		(53)
40 Atlanta		582		(23)	15			10		487
41 Birmingham		1714		(8)	92			(25)		182
66 Charlotte		1034		(11)	209			(1)		551
83 Chattanooga		732		(3)	194		(22)	(1)		67
125 Ft. Lauderdale				(1)	1			5		3
32 Jacksonville		560		(16)	41			(7)		585
55 Knoxville	244	1219		(23)	412	16		(7)		170
44 Miami		214		(5)	(54)			(6)	2	221
90 Nashville		512			146			(1)		158
53 Orlando		415		(10)	174			(5)		571
61 Tampa	119	1229		(11)	56		222	4		1435
CANADIAN BRANCHES										
102 Calgary		37			(522)					(544)
123 Edmonton					(488)					(488)
103 Moncton					(1139)					(1139)
116 Quebec City					(208)					(208)
101 Winnipeg					(698)					(698)
MILWAUKEE BRANCHES										
105 Des Moines		2		4	276			(38)		235
25 Grand Rapids	560	219		(2)	901		(310)	(8)		235
108 Hammond	29			(7)	(146)			(7)		(133)
80 Indianapolis	56	1330		(6)	(233)			(30)		107
100 Madison	129			8	(5)			(30)		18
114 Milwaukee	102			(4)				(30)		18
84 Omaha		26		(1)	58			(30)		55
104 Vancouver		100		19	8			(30)		87

Fiscal year ended August 31, 1957 (Contd.)

[illegible]

DEPRECIATION EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1957

Div. No.	Location	Buildings	Building Improvements	Furniture and Fixtures	Automotive Equipment	Machinery and Equipment	Total
1	40. Atlanta		271	123			894
2	42. Birmingham		514	389			802
3	42. Evansville	910					910
4	44. Miami			192	1179		1371
5	45. Rochester		652	652			809
6	46. Oklahoma City		539	352			896
7	47. Dallas			280	1226		1966
8	48. El Paso		289	92			481
9	49. Houston		1025	224			1891
10	50. San Antonio		918	282	220		1922
11	51. Lakewood		1599	461			2060
12	52. Jacksonville		569	319			888
13	54. North Hollywood		280	254			224
14	55. Knoxville		261	625			886
15	56. East Cleveland			212			212
16	57. Columbus		106	389			495
17	58. Honolulu	240		242			1082
18	59. Tampa		860				860
19	52. Buffalo		1521	249			1570
20	63. Toledo		412	262			816
21	64. Detroit		60	846			906
22	65. Orlando		179	448			627
23	66. Charlotte		621	291			1065
24	67. Mobile		291	122			412
25	68. Pittsburgh		229	228			957
26	69. Huntington Park			122			122
27	70. Mt. Vernon		190	107			297
28	74. Kansas City		409	687			1096
29	75. Asheville		482	398			880
30	80. Indianapolis		518	622			1190
31	81. Alhambra		515	248			563
32	82. San Diego		684	229			1022
33	83. Memphis		60	449			509
34	84. Omaha		114	668			782
35	85. Chattanooga			189			189
36	86. Duluth			263			263
37	88. Louisville		692	399			1092
38	89. Long Beach		1225	286			1511
39	90. Nashville		442	560			1002
40	91. Portland		266	282			1052
41				85			

GLD018846

DEPRECIATION EXPENSE - PAINT BRANCHES

THE GLIDDEN COMPANY AND SUBSIDIARY

Fiscal year ended August 31, 1937 (Contd.)

Div.		Building	Furniture and	Automotive	Machinery and	
No.	Location	Buildings	Improvements	Fixtures	Equipment	Equipment
1	92. St. Paul		90	412		502
2	93. Sioux City		175	144	100	967
3	94. Fargo		657	370		1027
4	95. Grand Rapids		514	409		923
5	97. Sacramento		1119	382		1501
6	99. Denver		553	525		1078
7	100. Madison		360	384		744
8	104. Waukegan		166	414		580
9	105. Des Moines		570	499		1069
10	106. Ft. Wayne		403	125		528
11	107. Mansfield			166		166
12	108. Hammond		403	519		922
13	109. Albany, Ga.		286	152	292	730
14	111. Akron		34	150		184
15	114. Milwaukee		34	244		278
16	116. San Jose		58	371		429
17	120. Lubbock		160	242		402
18	121. Seattle		295	60		355
19	122. Willoughby		47	80		127
20	125. Ft. Lauderdale		22	240	61	323
21	43. Scranton			53		53
22	53. Washington		372	65		437
23	59. Baltimore		-	267		267
24	60. Richmond		62	-		62
25	72. Syracuse		752	134		886
26	78. New England		27	1011		1038
27	79. New York		136	1369		1505
28	87. Norfolk			137		137
29	96. Harrisburg			177		177
30	119. Albany		214	265		479
31	110. Greensboro		187	233		420
32	112. Pottstown		406	60	214	680
33	113. Atlantic City		355	195		550
34	115. Quincy		268	332		600
35	117. Durham		571	215		786
36	128. Raleigh					
37	101. Winnipeg	827		60		887
38	102. Calgary		174	515		689
39	103. Moncton			321		321
40	116. Quebec City			226		226
41	123. Edmonton			349		349
42	Total	2527	27537	27761	3217	62374

GLD018847

PLANNING YEAR ended January 31, 1977

GLD018848

Final year ended August 31, 1970

GLDC188