

RETURN
G.H.G.

QUARTERLY
Sales, Deductions and Expenses

G.S.M.
NOV 5 - 1920

The Martin-Spencer Co., of Ill., Report

From September 1, 1919 to August 31, 1920

Representative	Year	Ver	GROSS SALES	DEDUCTIONS								NET SALES	EXPENSES					Profit
				TRADE SHOWS		Sales Office		Traveling		Other			Traveling	Service	Total	C.R.A. Amount	Total Expense	
				Quarter	Year to Date	Quarter	Year to Date	Quarter	Year to Date	Quarter	Year to Date							
P. C. Hunt	1	1920	162,840.12	815.00	1,076.19	475.54	3024.81	507.86	2387.90	1296.40	5458.40	144,188.72	2,061.22	4,580.27	5,551.49	351.24	5,896.75	4.71
L. B. Southwick	2	1920	51,107.06	12.82	105.85	1210.99	1688.78	178.34	438.81	1408.75	8172.95	48,954.15	1,736.20	2,500.00	4,036.80	181.58	4,156.88	8.49
H. V. Lammson	3	1920	30,518.99	26.51	61.94	829.24	1101.40		25.02	955.65	1597.56	29,121.85	1,579.80	1,794.01	3,378.81	218.81	3,592.02	18.35
H. C. Brand	4	1920	17,569.25	15.74	35.67	25.24	445.64		44.02	71.18	525.82	17,045.08	1,967.75	2,328.26	4,300.01	65.48	4,365.45	25.60
H. V. Hansen	5	1920	25,765.87	85.56	205.85	92.65	260.85	69.96	89.02	244.92	544.72	25,220.84	1,977.68	1,958.55	3,946.23	75.44	4,024.75	16.95
H. S. Jeffery	6	1920	27,212.02	21.27	222.08	324.29	614.44	20.88	12.51	457.48	970.25	26,745.19	2,584.70	2,535.35	5,100.95	65.19	5,169.11	19.18
J. H. Soderburg	7	1920	2,412.77	5.17	12.09	92.32	166.87		87.80	75.49	141.95	2,271.81	1,798.27	1,625.00	3,401.87	15.26	3,422.63	150.85
F. B. Kellogg	8	1920	36,739.61	25.71	98.81	287.95	556.52	35.59	111.98	247.25	757.25	36,372.35	1,511.77	2,566.84	3,978.41	60.30	4,028.41	10.82
Vacant	9	1920	18,497.91	5.88	2.82	124.15	1047.58	11.85	5.82	117.60	1046.28	17,651.82	1,058.16	1,129.50	2,187.66	105.58	2,294.18	18.00
E. Reichen	10	1920	49,951.95	110.45	254.18	325.07	509.84	348.55	501.06	784.17	1264.06	48,597.88	2,287.52	3,497.95	5,785.27	37.40	5,822.67	11.75
H. V. Klein	11	1920	35,489.54	170.71	499.08	39.99	244.86	125.28	271.46	535.88	977.89	35,511.35	1,429.80	1,794.89	3,229.59	46.24	3,269.93	9.20
H. R. Starn	12	1920	41,899.80	18.38	41.68	109.60	885.56	10.22	120.82	136.80	307.75	40,991.54	1,250.97	3,425.85	4,674.54	74.71	4,749.55	11.58
H. C. Francis	13	1920	61,809.99	34.68	99.08	172.01	1169.74	17.40	747.57	220.09	2016.59	75,792.50	128.87	8,132.88	8,260.74	136.41	8,397.16	10.52
H. D. Russell	14	1920	17,837.91	1.81	2.82	11.15	260.88	49.35	154.28	52.50	408.77	16,922.28	1,172.98	1,800.00	2,975.98	75.02	3,045.99	16.24
Vacant	15	1920	7,767.42	54.80	156.13	53.81	597.15	2.40	11.25	105.91	747.53	7,019.89	742.08	654.96	1,407.04	141.48	1,549.44	22.07
H. V. Scott	17	1920	98,018.67	448.96	1,174.45	359.18	2868.10	870.27	2022.73	1278.41	7125.81	90,695.86	1,518.24	4,225.12	5,799.46	237.02	6,036.50	6.14
J. E. Dougherty	19	1920	54,468.05	108.51	398.68	158.32	201.27	58.78	247.84	234.35	467.89	54,173.17	1,884.97	2,429.89	4,315.77	131.75	4,448.56	6.94
J. V. Somers	20	1920	77,952.65	525.37	1,228.29	285.50	1795.73	75.97	224.45	234.34	5325.45	74,675.80	1,695.93	3,417.12	5,112.50	240.35	5,408.82	7.50
H. C. Ludwig	21	1920	18,581.70	49.97	167.92	46.22	704.82	55.78	207.17	150.22	1158.81	17,421.79	2,212.64	1,575.00	3,787.64	95.08	3,983.67	22.86
	22	1920																
	23	1920																
G. B. Coltrider	27	1920	48,540.88	16.71	546.39	289.47	1265.45	121.17	694.00	551.35	2505.81	45,935.01	891.84	805.05	1,697.57	99.59	1,795.05	5.90
H. V. Cropper	28	1920	18,176.18	137.54	616.84	14.75	1274.73	78.64	219.45	237.94	2011.09	16,168.10	1,474.13	1,665.21	3,141.34	147.53	3,408.84	24.59
Totals Central Div.			1120,861.20	3089.77	11,817.65	5799.00	20879.22	2996.55	14,646.09	12885.22	46845.07	1074018.15	55825.59	57247.53	92259.85	3140.89	95400.78	8.29
BUFFALO DIVISION - Lou Foreman Mgr.																		
Lou Foreman	16	1920	52,841.42	557.08	1,539.94	87.61	104.60	1,544.27	1581.77	2188.51	5125.89	52,215.16	2,169.66	3,841.78	5,411.44	118.37	5,524.88	9.35
C. R. Mumpston	46	1920	81,484.74	579.69	1,965.84	25.09	308.14	22.50	546.99	551.23	2859.26	78,624.78	825.66	1,205.14	2,030.82	56.56	2,086.38	2.45
F. B. Gross	46	1920	76,206.05	1874.18	2,675.19	3005.05	2119.94		2204.58	3576.16	4995.65	71,210.40	971.76	886.14	1,857.92	175.58	2,037.44	2.66
Vacant	47	1920	52,387.88	209.51	2,001.62	54.59	1161.95	179.50	548.99	525.60	3612.44	48,344.89				117.37	117.37	2.4
Vacant	51	1920	51,979.16	95.35	285.00			32.46	41.29	127.61	974.27	51,404.89	114.76	800.80	514.76	120.96	435.72	1.56
Totals			307,768.95	2915.71	8,916.56	2153.25	2739.51	1,778.75	2814.56	6647.76	15469.44	298,299.32	4,061.88	5,832.06	9,614.24	386.72	10,201.56	2.40
SOUTHERN DIVISION - J. W. Kyle Mgr.																		
J. W. Kyle Mgr.													2,564.80	2,777.35	5,342.15		5,342.15	3.39
H. E. Reid	48	1920	67,015.22	720.87	1,877.02	187.48	910.80	447.80	758.41	1205.52	2540.22	65,475.80	1,985.84	1,994.29	3,985.12	262.17	4,185.20	5.69
L. D. Thornton	49	1920	88,764.51	267.68	764.75	69.29	570.90	290.32	614.66	827.90	1761.51	87,915.00	2,184.71	1,493.14	3,547.85	100.66	3,658.71	10.14
H. A. White	50	1920	10,131.99	110.65	175.54	220.54	220.54	44.70	94.28	375.77	489.17	9,641.82	1,201.37	1,425.00	2,626.37	18.12	2,641.89	27.29
H. T. Morgan	52	1920	9,775.12	38.20	92.88	55.77	96.15	12.17	45.59	106.14	221.68	9,657.51	932.18	938.06	1,864.19	7.61	1,871.70	19.58
Vacant	58	1920	17,555.85	11.03	25.35			10.52	7.52	29.52	32.67	17,505.88	610.51	825.00	1,235.51	1.19	1,236.70	2.56
Totals			145,225.81	1247.78	2,936.54	483.08	1507.39	913.52	1513.57	2644.56	6836.96	137,189.21	5,992.84	4,655.34	9,654.07	209.75	10,068.56	22.74

0007 SWP 000032280

(Specify largest items only, giving territory number, name of party to whom allowance was made, line of goods and reason for allowance or return)

DATE	TERRITORY	DESCRIPTION	AMOUNT
11-1-1918		M. S. Co. Ill.	
		for drafts to L. H. (100)	

[illegible][illegible]

0007 SWP 030032201

ALL INFORMATION CONTAINED HEREIN IS UNCLASSIFIED
DATE 08-19-2006 BY 60322 UCBAW

0007 SWP 000032287

GENERAL EXPENSE REPORT

OCT 12 1923

A. Reed

G. S. M.

The Martin-Senour Co. of Illinois

		Month		Year		Month		Year		Month		Year		Month		Year	
		This	Last	This	Last	This	Last	This	Last	This	Last	This	Last	This	Last	This	Last
Salaries	This	80.00		560.00													
	Last	80.00		540.00													
Insurance	This	102.45		1,159.45													
	Last	8.75		1,215.85													
Freight	This	551.01		1,880.00													
	Last	240.89		1,015.71													
Wages	This	40.59		545.12													
	Last	27.28		249.05													
Commission Agents	This																
	Last	07.00		882.98													
Legal Expenses (Attorney's Fees)	This																
	Last																
Charity and Donations (List on Back)	This	1.00		581.28													
	Last	15.00		251.85													
Employees' Welfare	This																
	Last	22.21		209.25													
Postage	This	22.21		494.40													
	Last																
Light	This																
	Last																
Heat	This																
	Last																
Telegrams	This	50.67		1,155.47													
	Last	92.59		1,428.49													
Telephone (Regular)	This	59.68		1,089.80													
	Last	107.87		1,450.05													
Telephone (Long Distance)	This	20.30		445.88													
	Last	39.05		409.14													
Motor Car Fare	This	6.88		66.57													
	Last	7.08		68.02													
Cleaning, Toilet, etc.	This	161.67		1,478.00													
	Last	117.86		1,011.52													
Repairs (List on Back)	This	185.98		910.80													
	Last	21.74		838.22													
Office Supplies	This	5.26		54.95													
	Last	1.27		93.18													
Special Fares	This	25.00		552.02													
	Last	200.00		1,179.65													
Representative	This	412.82		1,132.98													
	Last	46.46		1,526.17													
Perquisites and Director's	This	7.00		186.75													
	Last	10.00		102.61													
Losses and Repairs to Stock (List on Back)	This	170.60		1,051.76													
	Last	214.81		1,422.56													
Damage to C.P.'s and Heavy Shipments	This	2.16		83.25													
	Last	-		15.84													
Demurrage	This																
	Last																
Storage, Labeling and Outboard	This	4.80		106.55													
	Last	2.75		178.08													
Packing Cases, Pallets, etc.	This																
	Last																
Conventions and Meetings (List on Back)	This	62.09		1,422.49													
	Last			1,822.22													
Conventions and Meetings (Other Than Con. Gen.) (List on Back)	This	97.84		2,152.50													
	Last	872.08		5,124.92													
Bad debts	This	268.27		1,001.65													
	Last	373.31		997.28													
Prize Money	This	892.00		2,283.05													
	Last	50.00		1,203.69													
Workmen's Compensation	This	8.85		104.89													
	Last	18.25		112.24													
Accident Station	This																
	Last																
Paid	This	27,266.00		840.00													
	Last																
GRAND TOTAL	This	472.55		26,154.25													
	Last	1,351.47		25,095.51													
PER CENT	This	29		1.15													
	Last	64		1.24													

CONTROLLER'S OFFICE
OCT 13 1923

0007 SWP 000032285

N13556

L. Y. 10/24/24

ADMINISTRATION DEPT. -- ABSTRACT OF GENERAL LEDGER BALANCE

31490 100 D24 3214

September 1, 1924, to ~~September 30,~~ 1925

DEBIT	This Year		Last Year		CREDIT	This Year		Last Year	
	Month	Year to Date	Month	Year to Date		Month	Year to Date	Month	Year to Date
Cash					Notes Payable				
Outside Investments (For details see over)					Accounts Payable—S-W Co.	411,752	97	829,163	55
Notes Receivable					Accounts Payable—Hemingway & Co.				304 85
Headquarters' Accounts Receivable					Deposit Accounts				
General	13,309	56	39,732	46	Mutual Benefit Association	812	79	16,037	42
Martin-Senior Co.	17,238	72	23,708	76	Accrued Taxes	9,495	03	116,274	53
AW&C Wks.	108,751	37	205,346	25					69,371 65
S-W Co. Canada Dividend Account					Sales to Trade				
L & S Ltd. London Controlling Acct.	749	24	1,084	40	Paint and Varnish	1,473,504	17	1,473,504	17
L & S Australia Ltd. Controlling Acct.	11,048	23	14,784	49	District Dye Color and Chemical	69,738	47	69,738	47
The S-W Co. of Canada, Ltd., Controlling Acct.	4,075	47	1,661	01	Unmanufactured	28,878	67	28,878	67
Employees Loans					Insecticides	36,269	44	36,269	44
Merchandise					Springfield Duster	251	24	251	24
Manufactured	975,477	62	3,444,910	02	O D P Lead	107,352	49	107,352	49
Dye Color & Chemical	182,103	24	336,417	69	Red Lead and Litharge	18,067	97	18,067	97
Unmanufactured	18,248	43	119,606	20	Drum	8,419	00	39,042	50
Insecticides	15,579	18	360,914	01	Acetic Acid Container	8,355	70	21,697	85
O D P Lead	114,160	20	277,316	61	Regular Dye Color & Chemical	152,631	95	152,631	95
Red Lead and Litharge	18,586	39	45,852	59	Total	1,903,469	70	1,947,435	55
Acme Manufactured	12	00	12	00					1,733,561 62
Acme Decolant	1,842	94	1,842	94	Sales to Affiliated Companies				
Drum	2,684	30	4,041	50	Manufactured Merchandise	26,316	98	26,316	98
Acetic Acid Container	3,912	00	6,084	50	Dye Color and Chemical	374	74	374	74
Springfield Dusters	67	61	15,705	11	Unmanufactured	109	20	109	20
U. P. & V. E. Corporation	2,628	30	4,405	33	Insecticides	264	07	264	07
Unapproved Invoice Account	665,533	55	824,243	29	O D P Lead	3	38	3	38
Plant	1,272	74	5,077,032	81	Red Lead and Litharge	12	08	12	08
Unadjusted Plant	3,335	75	3,400	55	Total	27,080	45	27,080	45
Construction Prepayments									20,147 95
Paint and Varnish Factory Balances (For details see over)	(208,256)	97	1,733,098	61	Special Insecticide Sales	48	21	48	21
Auxiliary Balances (For details see over)	(372,496)	28	7,362,724	92	Treasurer's Profit and Loss				
Division Balances (For details see over)	355,302	58	4,696,352	16	Interest and Discount				
Subsidiary Company Balances					Administration Expense and Undistributed	1,196	57	55	41
The O S & M Co. Controlling Account	69,208	42	577,774	69	Miscellaneous	1,287	91	16,105	21
Detroit White Lead Wks.	10,223	49	438,548	24	Reserves				
Hemingway & Co.	384	19	48,760	28	Plant-General			812,020	00
Acme W. L. & C. Wks.					Plant-Bound Brook			45,127	46
Administration Expense and Undistributed	71	17	142	93	Insurance Underwriter's Contract				
General Sales Expense					Retail Store				
Dye Color and Chemical Expense	290	00	290	00	Top Notcher and Bonus				
Washington Office Expense					Federal Taxes				
Special Insecticide Sales Expense					Explosions and Fires				
Interest and Discount					Workmen's Compensation				
Employees' Death Benefits					Capital Stock				
Pensions					7% Preferred				
Insurance Prepayments	640	13	117,269	77	Common				
Plant Alteration Expense					Surplus				
Treasurer Extraordinary									
Treasurer Undistributed									
Preferred Stock Dividends									
Miscellaneous	30,176	63	42,846	68					
Raw Material Pool	36,128	62	36,128	63					

DETAILS OF ACCOUNTS SHOWN ON FACE IN SUMMARIZED FORM

DEBITS

BALANCES

	This Year			Last Year Year to Date		This Year			Last Year Year to Date
	Month	Year to Date				Month	Year to Date		
The S.W. Co. of Canada, Preferred									
The S.W. Co. of Canada, Common									
The S.W. Co. of California									
The S.W. Co. of Texas									
The S.W. Co. of Massachusetts									
The S.W. Co. of Georgia									
The S.W. Co. of Oregon									
The Detroit White Lead Works									
The Martin-Senour Co. of Illinois									
The Martin-Senour Co. of Nebraska									
The Grack Smelting & Mining Co.									
Cleveland Lined Oil Department									
Chicago Dry Color Factory									
Chicago White Lead Factory									
Insurance Stocks									
The A. W. & C. Works—Capital									
The A. W. & C. Works—Surplus paid in									
The A. W. & C. Works—Plant									
L. B. & S. Ltd. London, Preferred									
Hemingway & Co., Inc.									
U. S. Liberty Bonds									
Other Bonds									
Total									
Retail Stores									
The Lawrence Paint Co. Binghamton									
The Lawrence Paint Co. Johnston City									
Detroit Paint & Glass Co.									
Charlotte									
Columbus									
Cincinnati									
Kansas City									
Memphis									
New York									
Baltimore									
Total									
Paint and Varnish Factory Balances									
Cleveland	25,812	26				515,468	13		347,681
Chicago	103,231	21				340,966	90		334,720
Newark	65,055	18				307,876	78		219,339
Detroit	1,725	24				6,909	40		5,426
Oakland	18,163	45				124,282	36		124,344
East Boston	2,299	89				136,594	04		
Total	(208,256)	97				1,733,098	61		1,361,953
Auxiliary Factory Balances									
Chicago Dry Color	24,397	16				38,646	34		9,187
Newark Dry Color	296	29				102,479	11		138,320
Chicago Insecticide	4,022	32				121,422	43		143,853
Detroit Insecticide	67	76				145,573	49		153,799
Bound Brook Insecticide	5,820	67				520,672	49		527,132
Oakland Arsenate of Lead	18,298	11				225,310	50		189,964
Oakland Lime Sulfur	1,932	90				453,825	63		459,387
Cleveland Lime Sulfur	4,651	62				163,004	38		154,202
Chicago Acetic Acid	12,719	63				107,609	39		105,700
Bound Brook Acetic Acid	27,973	38				234,359	33		241,618
Peterson Acetic Acid	486	04				3,160	77		3,636
Cleveland Lined Oil	28,443	30				370,748	92		127,293
Cleveland Printing and Sampling	41,322	32				323,374	13		289,100
Chicago Tin Can	60,875	94				651,974	29		642,374
Chicago White Lead	116,205	16				811,187	66		531,592
Chicago Chemical Products	65,862	38				1,146,943	39		1,174,093
Chicago Lithopane	17,271	29				1,022,615	18		937,395
Chicago Coal Tar	28,385	68				180,122	30		195,728
Chicago Gen'l Mfg.	7,714	36				112,835	16		138,606
Chicago Lacquer	73,736	04				151,377	34		
East Boston Whiting & Petty	4,376	93				164,419	99		
Total	(372,696)	28				7,362,724	92		6,362,726
Division Balances									
North Central	44,463	62				147,805	22		166,473
South Central	23,310	73				237,867	32		280,732
Western	14,189	40				362,712	54		482,940
New York DC&C Division	41,166	52				194,354	08		125,791
North Atlantic	64,404	85				343,318	92		344,646
South Atlantic	14,741	42				563,540	19		525,320
The S.W. Co. of Massachusetts (New England)	39,524	90				106,911	49		187,774
Southwestern	26,294	86				322,097	32		301,289
Mississippi Valley	8,785	59				219,993	66		222,540
The S.W. Co. of Texas (Dallas)	36,066	24				504,625	79		571,991
The S.W. Co. of California (Central Pacific)	32,885	07				221,011	12		227,157
The S.W. Co. of California (Southern Pacific)	52,612	72				274,463	66		264,014
The S.W. Co. of Oregon (Northern Pacific)	2,245	55				270,210	28		369,529
United Paint & Varnish Export Corp., Exp. (North Atlantic)	44,988	97				125,686	87		118,013
Total	355,302	52				4,696,352	16		4,204,966

ACME WHITE LEAD & COLOR WORKS.

REPORTS OF RECEIPTS & DISBURSEMENTS

FROM 2/3/22 THRU 2/10/22.

CASH ON HAND 2/3/22				6407398
RECEIPTS				
COLLECTIONS FROM SALES		2037401		
" " MISC.		3841980		
NOTES PAYABLE		9793750		
TOTAL			15673131	
DISBURSEMENTS				
MISC. & EXPENSES		7842138		
NOTES PAYABLE			7842138	
TOTAL				7830992
CASH ON HAND 2/10/22				14238397
MISC. PURCHASED OVER \$1000.00				
NAME	DATE	MATERIAL	AMOUNT	PAYD
J. C. Fuller Co.	1/25/22	Shingles Oil	191760	2/3/22
J. C. Fuller Co.	1/25/22	Brush	118987	2/3/22
Watt Lead Co.	1/25/22	Lead in Oil	121652	2/3/22
" "	1/25/22	" "	15007	2/3/22
Cooper & Swan Co.	1/25/22	Flash Oil	342722	2/3/22
W. J. Smith & Co.	1/25/22	French Oil	104348	2/3/22
W. J. Smith & Co.	1/25/22	Shingles	26000	2/3/22
W. J. Smith & Co.	1/25/22	Yellow Pine	132460	2/3/22
W. J. Smith & Co.	1/25/22	White Pine	427734	2/3/22
Balance of Notes Payable 2/3/22 \$350,000.00 and New Notes of 2/10/22 \$100,000.00 added at 4/1/22 \$450,000.00				