

RETURN
G. H. G.

QUARTERLY

G. S. M.

NOV 5 - 1920

The Martin Company, Inc.

From September 1, 1919 to August 31, 1920

Sales, Deductions and Expenses

Representative	Year	Year	GROSS SALES	DEDUCTIONS								NET SALES	EXPENSES					Total C. & A. Sales	
				FREIGHT ALLOWED		Sales Commission		Office Salaries		General Expenses			Traveling Expenses	Service	Total	C. & A. Account	Total Expense		
				Quarter	Year to Date	Quarter	Year to Date	Quarter	Year to Date	Quarter	Year to Date								
P. C. Hunt	1	1920	162,580.12	515.00	1,076.19	475.54	3024.31	507.86	2358.00	1296.40	5455.40	146,125.72	2,081.22	4,580.27	6,551.49	331.24	6,886.75	4.71	
L. B. Benthlich	2	1920	51,107.05	12.32	105.35	1210.99	1682.78	178.34	438.31	1408.75	2172.95	48,924.15	1,736.20	2,500.00	4,036.50	181.58	4,156.88	8.49	
J. V. Lamm	3	1920	20,518.99	26.51	61.94	829.24	1101.40		55.22	955.65	1597.56	20,121.83	1,679.30	1,794.01	3,473.31	218.31	3,692.02	18.35	
J. C. Grand	4	1920	17,569.25	13.74	26.67	25.24	445.64		32	44.02	11.18	525.25	17,045.02	1,067.75	2,322.26	4,300.01	65.48	4,365.45	25.60
J. V. Lamm	5	1920	25,765.87	88.56	205.85	92.55	250.85	69.96	80.02	244.92	344.72	25,220.64	1,977.58	1,958.55	3,946.31	75.44	4,024.75	16.35	
J. S. Jeffery	6	1920	27,212.02	21.57	222.08	334.39	614.44	20.86	12.51	457.12	970.23	26,745.19	2,584.70	2,538.35	5,104.92	65.19	5,169.11	19.18	
J. E. Soderburg	7	1920	2,412.77	5.17	18.09	22.32	166.87		17.86	75.49	141.95	2,271.61	1,788.27	1,626.00	3,407.27	15.26	3,422.53	150.85	
F. R. Kellogg	8	1920	36,759.61	25.71	98.81	287.95	556.52	33.59	111.92	247.25	757.25	36,772.36	1,511.77	2,566.84	3,878.41	60.30	3,928.41	10.82	
Vacant	9	1920	18,697.91	5.38	2.82	124.15	1047.58	11.85	5.32	117.60	1046.25	17,651.52	1,058.16	1,129.50	2,187.66	105.58	2,294.18	18.00	
E. Beacham	10	1920	49,951.95	110.45	254.15	325.07	509.84	348.55	501.06	784.17	1864.06	48,597.88	2,287.32	3,497.95	6,785.27	37.40	6,822.67	11.35	
J. V. Klein	11	1920	56,469.22	170.71	499.08	39.99	244.36	123.28	271.46	535.96	977.89	56,511.33	1,429.30	1,794.89	3,224.59	46.24	3,269.93	9.20	
R. R. Starn	12	1920	41,899.80	18.38	41.68	109.60	885.56	10.22	120.32	126.80	307.75	40,991.54	1,250.97	3,425.85	4,676.82	76.71	4,749.35	11.58	
E. C. Francis	13	1920	81,809.89	34.68	99.08	178.01	1169.74	17.40	747.57	230.09	2018.39	79,792.50	128.87	2,132.88	2,260.74	136.41	2,397.16	10.52	
J. D. Russell	14	1920	17,237.91	1.81	2.52	11.13	250.88	49.35	164.28	52.50	408.77	16,922.28	1,172.93	1,800.00	2,972.93	75.02	3,045.99	16.24	
Vacant	15	1920	7,767.42	54.80	166.13	52.51	597.15	2.40	11.25	105.31	747.53	7,019.89	742.08	664.96	1,407.04	144.43	1,549.46	23.07	
J. V. Scott	17	1920	98,014.87	448.96	1,174.45	359.19	2988.10	570.27	2025.78	1279.41	7125.31	96,995.36	1,516.34	1,225.12	2,741.46	227.02	2,968.50	6.54	
J. E. Dougherty	19	1920	54,658.05	108.51	398.60	168.22	101.27	52.78	341.94	294.35	657.89	54,795.17	1,384.97	2,429.89	3,515.73	131.77	3,645.56	6.91	
J. V. Somers	20	1920	77,952.65	525.37	1,228.29	785.50	1795.73	75.97	114.45	284.34	3325.45	76,675.80	1,696.38	3,437.12	5,111.50	240.58	5,352.08	7.00	
H. E. Ludwig	21	1920	18,581.70	49.97	167.92	46.22	704.82	55.78	277.17	150.72	1158.61	17,421.79	2,214.64	1,676.00	3,890.64	95.08	3,985.67	22.35	
Totals Central Div.			1120,851.20	3089.77	11,817.65	8799.00	20879.23	2996.55	14,646.09	18885.32	46845.07	1074015.15	58225.50	57247.23	115452.73	3140.89	1157600.72	8.34	
BUFFALO DIVISION - Lou Foreman Mgr.																			
Lou Foreman	16	1920	52,841.42	557.02	1,839.92	87.61	104.60	1,544.27	1361.77	2188.91	5125.29	52,325.16	2,169.66	2,241.78	5,411.44	113.57	5,524.98	9.33	
C. R. Hampton	45	1920	31,494.74	579.69	1,965.84	23.03	288.14	22.50	546.99	551.23	2359.26	28,624.78	922.66	1,205.14	2,039.82	58.56	2,086.38	2.65	
F. S. Gross	46	1920	76,206.05	1874.13	2,675.19	3008.03	2119.94		204.58	3576.16	4995.58	71,210.40	271.78	886.14	1,687.32	177.59	2,037.44	2.66	
Vacant	47	1920	52,387.65	209.51	2,001.82	24.59	1161.85	179.50	345.99	525.60	3512.44	48,844.09				117.51	117.51	2.64	
Vacant	51	1920	45,979.16	95.55	328.00			22.46	41.29	127.61	974.29	45,904.89	114.76	200.90	314.76	120.96	435.72	1.26	
Totals			307,768.95	2915.71	8,916.56	2155.23	2736.51	1,776.75	2814.56	6647.76	15469.45	298,299.32	4,061.86	5,533.06	9,614.92	284.72	10,201.66	2.40	

BUFFALO DIVISION - Lou Foreman Mgr.

Lou Foreman	16	1920	52,341.41	557.08	1,539.98	87.61	104.60	1,544.27	1681.77	2188.51	3125.31	52,715.16	2,169.66	2,241.78	5,411.44	118.37	5,529.81	9.35
C.B.Mumpston	46	1920	81,484.74	579.69	1,966.84	25.00	508.14	28.50	546.99	551.23	2859.36	78,624.78	922.56	1,205.14	2,030.82	58.56	2,089.38	2.65
P.S.Gross	46	1920	76,206.05	1874.15	2,675.19	3005.05	2119.94		206.58	3276.16	4996.55	71,210.40	971.76	886.14	1,857.89	175.58	2,033.44	2.66
Vacant	47	1920	52,387.83	209.51	2,001.62	34.69	1161.85	179.50	543.99	525.60	3512.44	48,844.89				117.37	117.37	2.4
Vacant	51	1920	48,979.16	95.55	238.00			32.46	41.29	127.61	974.29	34,404.89	114.76	200.90	314.76	120.96	435.72	1.26
Totals			307,768.95	2915.71	8,916.56	2153.25	2739.51	1,778.72	2814.56	6947.76	15469.54	292,299.32	4,081.38	5,855.06	9,514.24	386.72	10,201.58	2.40

SOUTHERN DIVISION - J. V. Kyle Mgr.

J. V. Kyle Mgr.													2,564.80	2,777.35	5,342.15		5,342.15	3.89
J. E. Reid	48	1920	67,015.22	720.37	1,077.02	157.46	910.80	447.50	758.41	1208.32	2640.23	68,478.00	1,986.84	1,994.29	3,925.15	282.17	4,185.30	5.62
J. D. Thornton	49	1920	38,764.51	567.68	754.75	50.29	570.90	290.23	614.56	827.90	2761.51	37,015.00	2,154.71	1,493.14	3,647.85	108.68	3,756.53	10.14
J. A. White	50	1920	10,131.99	110.65	175.34	220.54	220.54	44.70	94.29	378.75	489.17	9,641.32	1,201.37	1,425.00	2,626.37	18.12	2,644.49	27.59
J. V. Morgan	52	1920	9,779.12	38.20	92.86	55.77	66.15	12.17	45.59	106.34	221.68	9,657.51	932.15	938.06	1,864.19	7.61	1,871.70	19.88
Vacant	53	1920	17,556.55	11.03	25.35			10.52	7.52	29.35	32.87	17,506.38	516.51	625.00	1,235.51	1.19	1,236.70	7.65
Totals			148,225.21	1247.78	2,936.34	483.05	1597.39	913.56	1515.27	2444.36	6856.99	137,189.27	9,392.34	8,345.54	17,737.88	234.25	17,972.13	17.81

QUARTERLY
Sales, Deductions and Expenses

G. S. M.
NOV 6 - 1920

The Martin-Spencer Co., Ill.

District

Representative	Entry	Year	GROSS SALES	DEDUCTIONS										NET SALES	EXPENSES					Total Expense to Net Sales
				FREIGHT ALLOWED		Main Branch Credit		Wholesale Return in % of Sales		TOTAL		Traveling Expense	Service		Total	C. & A. Account	Total Expense			
				Quarter	Year to Date	Quarter	Year to Date	Quarter	Year to Date	Quarter	Year to Date									
SOUTHEASTERN DIVISION - F.H. Foreman Mgr.																				
F.H. Foreman Mgr.															2790.70	9509.25	12307.95		12,307.95	5.15 ✓
A.H. Babbitt	29	1920	19,877.60	241.28	544.20			557.17	560.22	798.45	1111.02	18,266.66	1067.50	1067.13	2124.63	129.04	2,265.67	12.39 X		
F.L. Lindeman	20	1920	68,605.43	472.15	1,459.34	28.50	440.26	134.35	810.44	681.00	2726.02	65,879.41	2145.66	2051.72	4197.41	156.35	4,354.36	6.60 ✓		
B.M. Gobe	27	1920	29,332.71	229.49	505.68	2,042.58	2,042.68	461.12	464.96	2733.29	3013.28	26,369.39	1283.46	1060.97	2351.43	79.75	2,431.18	9.21 ✓		
A.P. Kerman	28	1920	23,941.16	267.40	632.42	54.54	54.54	4.69	4.86	327.13	729.12	23,212.04	1258.26	1632.10	2895.36	53.43	3,428.79	12.66 X		
S.O. Thompson	24	1920	43,971.30	505.84	1,764.06	551.54	645.34	29.49	473.50	1027.89	2884.90	41,086.40	2182.17	1950.63	4132.80	86.43	4,219.23	10.25 ✓		
P.J. Brown	26	1920	90,988.10	765.84	3,614.22	4,250.72	9,966.66	159.10	750.16	5175.66	14533.02	86,456.05	1923.59	3407.11	5230.70	590.04	5,920.73	6.82 ✓		
Totals			266,566.38	2,482.00	8,734.93	8874.26	15149.76	1287.14	3112.74	10643.42	24997.43	241,568.95	12653.25	20886.92	33340.27	1095.54	34,435.91	14.25 ✓		
MISSISSIPPI VALLEY DIVISION - F.B. Koutman Mgr.																				
F.B. Koutman Mgr.															3161.92	3153.12	6315.05		6,315.05	4.47 ✓
M. Morgan	28	1920	128,027.84	150.29	424.02	35.48	35.13	12.16	153.81	176.61	622.48	127,873.35	1102.51	1328.09	2440.70	62.09	2,503.79	7.97 ✓		
Paul Davies	27	1920	23,102.20	176.34	1,323.91	565.71	565.71	82.11	207.77	612.16	2186.22	20,916.91	1712.12	1752.85	3464.97	42.35	3,507.32	15.70 ✓		
Vacant	28	1920	1,433.95		118.74			46.00	8.00	46.00	126.74	1,307.21				5.75	5.75	4.2 ✓		
Vacant	29	1920	9,763.49	72.56	458.53	182.46	352.92		25.04	261.06	506.47	8,997.02	1206.12	1326.14	2532.26	51.14	3,088.40	26.60 X		
H.M. Dickerson	20	1920	27,442.93	106.09	892.06	1002.22	1168.99		104.12	1116.22	2159.12	25,283.81	1304.99	1609.32	2914.31	24.92	3,239.23	11.59 ✓		
Vacant	41	1920	486.10		14.66						14.66	471.44								
Vacant	42	1920	20,983.91	156.67	616.96		50.00	16.53	114.66	172.15	762.56	20,200.35	951.75	1094.67	2046.22	162.32	2,207.54	10.92 ✓		
F.M. Peters	42	1920	34,732.72	510.12	603.75	12.70	50.76	584.48	587.38	1107.28	1241.82	33,490.89	1678.70	1697.14	3375.84	15.76	3,291.60	10.12 ✓		
Totals			149,900.14	1174.91	4,434.29	4499.84	9194.67	148.85	227.11	2023.23	2720.24	147,636.83	12653.25	20886.92	33340.27	1095.54	34,435.91	14.25 ✓		
SPECIALS																				
Hibbard Spencer & Bartlett	29	1920	89,408.66			25.25	792.11	119.04	426.58	744.67	1220.72	88,127.93				145.97	145.97	1.16 ✓		
Spencer, Horton & Co.	1920		170,821.28	2270.67	7316.65	547.62	1440.76	157.62	848.64	2975.99	9606.06	161,215.22				602.63	602.63	.37 ✓		
Exports	1920		87,962.05	1296.81	3824.64	97.20	71.70	603.10	3211.74	2087.41	6184.06	81,777.28	3,778.56	6,337.66	10014.44	4,123.19	14140.63	17.32 X		
Others	1920		87,779.52	696.89	2179.54	947.27	4755.74	746.27	1214.34	2424.43	8849.63	78,930.89	5.78	2125.75	2134.53	1,660.24	2492.77	4.37 ✓		
Cash & General Ledger	1920		7,692.06									7,692.06								
Totals			443,684.28	5054.26	12369.83	1579.05	7664.38	1640.10	5405.27	8272.53	26659.46	417,824.80	2784.34	8,264.62	12148.97	6441.23	18590.20	4.44 ✓		
RECAPITULATION OF DIVISIONS																				
Central Div.			1120,861.20	3089.77	11217.65	5799.00	20479.33	3796.25	14445.09	12895.32	46842.07	1074,016.13	25012.50	57247.33	24259.62	3140.89	28400.72	8.88 ✓		
Buffalo Div.			307,768.95	2915.71	8916.56	2153.32	2738.51	1778.73	2314.46	5827.75	15649.62	292,229.32	4081.88	5532.06	3614.94	586.72	10201.56	3.42 ✓		
Southern Div.			142,225.21	1247.79	2935.24	423.05	1527.39	915.52	1213.27	2644.36	6036.00	137,169.21	2392.36	9246.84	12639.20	324.85	13024.05	13.87 X		
Southeastern Div.			266,566.32	2482.00	8734.93	5874.22	15149.76	1287.14	3112.74	10643.42	24997.43	241,568.95	12653.25	20886.92	33340.27	1095.54	24423.21	15.25 X		
Mississippi V. L. Div.			149,860.14	1174.91	4434.30	1499.84	3196.67	148.85	227.11	2023.23	2720.24	147,636.83	12653.25	20886.92	33340.27	1095.54	24423.21	15.25 X		
Specials			443,684.28	5054.26	12369.83	1579.05	7664.38	1640.10	5405.27	8272.53	26659.46	417,824.80	2784.34	8264.62	12148.97	6441.23	18590.20	4.44 ✓		
Jefferson Special					27.25															
F.M. Harrison															5.00	5.00	6.00		6.71 ✓	
Grand Totals			2432,065.15	18964.54	49756.04	18497.24	48507.87	10335.00	28789.04	44985.92	127165.76	2304,902.41	76042.04	112850.02	128892.66	12025.59	200315.54	6.71 ✓		

0007 SWP 000632260

0007 SWP 000032220

N13553

(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

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	27.89		1,915.71													
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	22.29		494.40													
Postage	This																
	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 One One)	This	97.84		2,152.50													
	Last	872.08		5,124.92													
Bad debts (List on Back)	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	27,266.00		840.00													
GRAND TOTAL	This	472.55		26,154.25													
	Last	1,351.47		25,095.51													
PER CENT	This	29		1.15													
TO SALES	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	23
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	52	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					
Detroit White Lead Wks.	10,223	49	438,548	24	Miscellaneous	1,287	91	16,105	21
Hemingway & Co.	384	19	48,760	28				13,446	21
Acme W. L. & C. Wks.					Reserves				
Administration Expense and Undistributed	71	17	142	93	Plant-General			812,020	00
General Sales Expense					Plant-Bound Brook			45,127	46
Dye Color and Chemical Expense	290	00	290	00	Insurance Underwriter's Contract				
Washington Office Expense					Retail Store				
Special Insecticide Sales Expense					Top Notcher and Bonus				

DETAILS OF ACCOUNTS SHOWN ON FACE IN SUMMARIZED FORM

ACCOUNTS	BALANCES			ACCOUNTS	BALANCES		
	Month	Year to Date	Last Year Year to Date		Month	Year to Date	Last Year Year to Date
The S.W. Co. of Canada, Preferred				Paint and Varnish Factory Balances			
The S.W. Co. of Canada, Common				Cleveland	25,812 86	515,468 13	347,681 13
The S.W. Co. of California				Chicago	103,231 21	341,966 90	334,730 52
The S.W. Co. of Texas				Newark	65,055 18	307,876 78	219,339 52
The S.W. Co. of Massachusetts				Detroit	1,725 24	6,909 40	5,426 13
The S.W. Co. of Georgia				Oakland	18,163 45	121,282 56	121,314 70
The S.W. Co. of Oregon				East Boston	2,299 89	136,594 04	
The Detroit White Lead Works							
The Martin-Senour Co. of Illinois				Total	(208,256 97)	1,733,098 61	1,361,953 16
The Martin-Senour Co. of Nebraska							
The Grack Smelting & Mining Co.				Auxiliary Factory Balances			
Cleveland Lined Oil Department				Chicago Dry Color	24,397 16	38,646 34	9,187 25
Chicago Dry Color Factory				Newark Dry Color	296 29	102,479 11	138,380 51
Chicago White Lead Factory				Chicago Insecticide	4,022 32	121,422 43	145,853 78
Insurance Stocks				Detroit Insecticide	67 76	145,573 49	153,799 08
The A. W. & C. Works-Capital				Bound Brook Insecticide	5,820 67	520,672 49	527,132 21
The A. W. & C. Works-Surplus paid in				Oakland Arsenate of Lead	18,298 11	225,310 50	189,964 02
The A. W. & C. Works-Plant				Oakland Lime Sulfur	1,932 90	453,825 53	459,387 96
L. B. & S. Ltd. London, Preferred				Cleveland Lime Sulfur	4,521 62	163,804 88	154,202 99
Hemlingway & Co., Inc.				Chicago Acetic Acid	12,719 63	107,609 39	105,700 19
U. S. Liberty Bonds				Bound Brook Acetic Acid	27,973 98	234,359 33	211,618 21
Other Bonds				Peterson Acetic Acid	486 04	3,160 77	3,636 22
Total				Cleveland Lined Oil	22,145 30	370,718 92	127,293 92
				Cleveland Printing and Sampling	11,922 32	323,374 13	289,300 19
Retail Stores				Chicago Tin Can	60,875 94	851,974 29	812,574 36
The Lawrence Paint Co. Binghamton				Chicago White Lead	116,205 16	811,187 56	531,597 02
The Lawrence Paint Co. Johnston City				Chicago Chemical Products	65,862 38	1,146,943 39	1,174,093 99
Detroit Paint & Glass Co.				Chicago Lithopane	17,271 29	1,022,615 18	937,395 14
Charlotte				Chicago Coal Tar	28,385 68	180,122 30	195,728 62
Columbus				Chicago Gen'l Mfg.	7,714 36	112,833 16	138,606 14
Cincinnati				Chicago Lacquer	73,736 04	151,377 94	
Kansas City				East Boston Whiting & Petty	4,376 93	164,419 99	
Memphis				Total	(372,696 28)	7,362,721 92	6,363,726 10
New York							
Baltimore				Division Balances			
Albany				North Central	14,163 62	167,806 22	166,473 27
New Orleans				South Central	23,310 73	237,267 92	250,732 26
Dallas				Western	14,189 40	362,712 51	452,934 02
Chattanooga				New York DC&C Division	41,166 52	194,354 08	125,791 53
Little Rock				North Atlantic	61,404 85	343,318 92	344,616 92
Rochester				South Atlantic	14,741 42	563,545 19	525,320 99
Savannah				The S.W. Co. of Massachusetts (New England)	39,524 90	106,911 29	187,774 68
Union				Southwestern	26,294 86	322,097 32	301,289 32
Total				Mississippi Valley	8,785 59	219,993 56	282,540 99
				The S.W. Co. of Texas (Dallas)	36,066 24	584,625 79	571,991 59
				The S.W. Co. of California (Central Pacific)	32,885 07	221,011 12	227,157 89
				The S.W. Co. of California (Southern Pacific)	52,612 72	274,463 66	264,014 40
				The S.W. Co. of Oregon (Northern Pacific)	2,245 55	270,210 28	369,539 87
				United Paint & Varnish Export Corp., Exp. (North Atlantic)	14,988 97	125,686 87	118,013 69
				Total	355,302 52	4,696,352 16	4,204,966 39

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

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