BAKER-VAWTER COMPANY

TRIBUNE BUILDING, CHICAGO.

350 BROADWAY NEW YORK

SAFE LOCK SECTIONAL POST BINDER

№ 11K11 M56

PATENTED DEC. 19, 1899 AND PATENTS PENDING.

0007 SWP 000032396

BUSINESS
Statements
ACME
W.L.&C.
WKS.

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING December 1914

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		488.144	
2	Cash in Banks		131 702.40	
3	Allston Guano & Mfg Co		29 684.00	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		21 232.17	
8				187 500.01
	BOOK ACCOUNTS			
9	Sales Ledger		639 768.54	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		20 647.76	
	Personal Accounts		16 792.60	677 208.90
	PLANT & EQUIPMENT			
17	Plant & Equip. a/c		3020 210.12	
18	Bldg's in Course of Const'n			
19	Mach.—Newly Installed		95.77	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				3020 305.89
	STOCK			
33	Merchandise 1528 365.68			1597 135.24
34				
	TOTAL ASSETS	100%		5482 158.04
	LIABILITIES			
35	Notes Payable		158 309.00	
	BOND INTEREST ACCRUED		16 650.00	
	PREFERRED DIV.		10 938.50	
	SALESMEN EXP.		30.00	
36	Accounts Payable		217 804.46	
	BONDS		2400 000.00	
	BONDS (TREASURY STOCK)		550 000.00	1621 814.46
	CAPITAL ACCOUNTS			
37	Capital Stock — PREFERRED		1075 000.00	
	Capital Stock — Common		2000 000.00	
	SURPLUS		451 453.59	
	RESERVE FOR BAD DEBT		30 000.00	
38	" " DEPRECIATION		632 228.28	
	" " GEN'L PURPOSES		262 849.48	
39	" " REDEM. OF BONDS		417 632.29	3870 343.58
	Total Liabilities	100%		5482 158.04

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	PREFERRED DIVIDENDS	1.99		540 909.00
	CARTAGE	2.44		533 917.00
40	Factory Salaries	17.48		2 355 698.00
	TAXES	1.79		
41	Interest,	2.49		179 142.00
	RENT	7.60		1 076 000.00
42	Insurance	5.67		749 132.00
	DEPRECIATION	1.87		256 000.00
43	Losses	6.55		857 [illegible]
	INTEREST ON BONDS	5.43		723 342.00
44	Repairs	1.03		137 000.00
	Total General Expense	46.63		6 203 344.00
	OFFICE EXPENSE			
	SUNDRY	0.56		74 676.00
57	Branch Supervision	0.61		81 758.00
	HEAT, LIGHT, AND POWER	0.27		35 962.00
45	Office Salaries	2.80		291 119.00
	STATIONERY	0.09		12 426.00
46	Postage, and Car Fare	0.09		13 989.00
	TEL. AND TEL.	0.42		56 [illegible]
47	Com'l Ag., L. E.,	0.12		16 214.00
	Total Office Expense	2.47		331 258.00
	ADVERTISING EXPENSE			
48	Advertising Salaries	1.19		158 662.00
49	Advertising Postage	—		203.00
50	Advertising Material	1.03		137 463.00
51	Trade Journals	0.26		34 823.00
	Total Advtg. Expense	2.48		331 151.00
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17.78		237 569.61
53	Salesmen's Expenses	8.52		113 660.83
	Total Salesmen Expense	26.30		351 304.44
	Total Expenses	100%		1 335 913.24
54	Purchases	61.68		1 043 651.19
	Total Expenses and Purchases	140.66		2 379 564.43
	REVENUES			
55	Sales	100.00		1 691 867.77
56				
	Total Revenues	100%		1 691 867.77
	SUMMARY			
	General Expense	36.67		620 334.46
	Office Expense	19.58		331 258.00
	Manufacturing Expense	56.25		952 592.29
	Advertising Expense	1.96		33 151.00
	Salesmen Expense	20.76		351 304.44
	Selling Expense	22.72		384 455.44
	Expenses	78.97		1 335 913.24
	Purchases	61.68		1 043 651.19
	Sales	100.00		1 691 867.77
	Collections	98.54		2 924 700.00
	RATIOS TO SALES			
	Purchases			61.68 %
	Expenses			78.97 %
	General Expense	36.67 %	Advertising Expense	1.96 %
	Office Expense	19.58 %	Salesmen Expense	20.76 %
	Mfg. Expense	56.25 %	Selling Expense	22.72 %
	COLLECTIONS			
	Average Daily Collections		$ 9 810.53	
	Collections—How Made			26 Business Days
	Drafts 93		Due 3012	Dis. 1990

0007 SWP 000032399

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 1914

H H & X CO. 11084

MISCELLANEOUS

Gross Sales		$ 177,188.71
Dis. and Freight	0.34 %	$ 1,602.31
Returned Goods	4.17 %	$ 7,391.63
NET SALES		169,186.77

MISC.	MONTH	TOTAL
Fuel		525.43
Water		98.15
Freight Inc.		1008.15
Freight Out		689.16
Tonnage Out		4622.72

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 12/12/14	AMOUNT
Branch Factory	135 135 135	759.19
Branch Office	76 76 76	521.34
Branch Supervision	15 15 15	84.58
Calcimine	8 7 7	32.70
Coach Color	7 6 6	46.90
Dry Color	13 13 13	80.31
Enamel	10 10 10	98.23
Enamel Base	7 7 7	62.31
Experimental	5 6 6	58.15
Factory Lunch		
Factory Office	13 13 13	101.50
General Office	80 77 72	490.95
Janitors		
Labeling	17 16 15	61.87
Label Stock	2 2 2	14.96
Laboratory	4 4 4	52.48
Lead and Putty	7 5 5	36.94
Managers	9 9 9	190.47
Mechanical	28 28 28	291.15
Miscellaneous		33.89
Mixed Paint	11 11 11	89.58
Mixed Paint Base	9 9 11	64.70
Oil Color	8 8 8	54.11
Package	14 12 12	97.10
Packing	14 10 10	96.23
Paste Paint	10 10 10	77.84
Printing	79 80 79	158.66
Receiving and Yard	15 15 14	109.28
Red Lead	22 22 24	179.43
Shipping ~~and Cartage~~	6 6 6	53.70
Stock	4 3 3	23.66
Varnish	19 23 14	129.99
White Lead	20 24 26	181.44
CARTAGE	13 12 12	75.90
BRANCH CARTAGE	18 18 18	267.89
NOV. 17-28 INC.		510.88
Total Pay Roll for Month	688 686 658	5,214.15

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				244.74
Varnishes				167.45
Mixed Paint—1st Quality				147.06
Mixed Paint—2nd Quality				22.02
Barn, Bridge, Roof & Met. Pts.				23.30
Floor Paints				1.00
Misc. Mixed Paints				26.49
Liquid Wood Fillers				0.26
Carriage and Wagon Paints				32.52
Top Dressing				.94
Household and Family Paints				2.25
Neal's Enamel				67.06
Misc. Enamels				106.74
Varnish and Oil Stains				45.36
Furniture Polish				1.19
Reducers				9.97
Floor Wax				2.99
Paint and Varnish Remover				5.18
Oil, Grain. and Distem. Colors				43.15
White Lead and Zinc in Oil				52.42
Paste Wood Filler				5.09
Putty				32.46
R. R. Car and Depot Paints				64.96
Roc-Varno, Loco. and Jack. Ens.				74.81
Gear Filler and Rough Stuff				51.68
Coach Colors				18.66
Dry Colors				12.08
Paste Paint and Primers				75.18
Color Varnish				42.13
Machinery Paint and Iron Filler				4.44
NO LUSTRE				75.69
Kalsomine				28.51
Red Lead				196.62
BLENDING LIQUID				5.09
BLENDING & STENCIL COLORS				9.43
Total—Goods of our Mfr.				4392.80
Brushes				29.67
Cutlery				.86
Dry Colors				3.56
Glass				24.44
Oil and Turpentine				94.41
White Leads				38.80
Miscellaneous				530.67
STENCILS				5.68
Total—Jobbing Goods				2623.77
Grand Total				169,186.77

0007 SWP 000032400

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING Dec. 1913

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		4169.91	
2	Cash in Banks		171370.80	
3	Turner Becker & Co		60490.00	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		10833.33	
8				791265.04
	BOOK ACCOUNTS			
9	Sales Ledger		769466.74	
10	Provi for Bad Debts		25259.91	
11	General Ledger Salesman			
12	Prepaid Expense		16018.48	
13	Personal Accounts		3501.71	
14				
15				
16	Notes Receivable		13408.03	
	Personal Accounts			921604.45
	PLANT & EQUIPMENT			
17	Plant & Equip.		3023949.95	
18	Bldg's in Course of Const'n			
19	Mach.—Newly Installed		25.00	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				3023949.95
	STOCK			
33	Merchandise 1546198.12			1661859.53
34	Est Inv't 1554366.95			
	TOTAL ASSETS	100%		6398701.27
	LIABILITIES			
35	Notes Payable		709139.00	
	Long Time $ 42,139.00			
	Short Time $ 615,000.00			
	Mdse. $ —			
36	Accounts Payable		10241.62	
	BONDS		2000000.00	
	BONDS (TREASURY STOCK)		300000.00	2411380.62
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000.00	
	" " —PREF.		1075900.00	
38	Surplus		588775.18	
39	RESERVE FOR DEVELOPMENT AND EXTENSION OF BUSINESS		316645.47	3981320.65
	Total Liabilities	100%		6398701.27

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	2.43		19685.95
40	Factory Salaries	15.95		326379.98
	TAXES	6.66		136412.26
41	Interest,	26.38		540130.07
	RENT	2.28		46645.76
42	Insurance	0.69		14081.10
43	Losses	0.13		2593.35
44	Repairs	0.83		17028.16
	Total General Expense	55.09		1127776.44
	OFFICE EXPENSE			
	SUNDRY	0.27		5608.17
57	Branch Supervision	0.98		19931.17
	HEAT, LIGHT & POWER	0.20		4020.14
45	Office Salaries	20.26		414575.75
	STATIONERY	0.13		2675.95
46	Postage, and Car Fare	0.67		13732.81
	TEL. AND TEL.	0.31		6309.95
47	Com'l Ag., L. E.,	0.04		1763.3
	Total Office Expense	22.91		468706.7
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.71		55423.34
49	Advertising Postage	—		—
50	Advertising Material	0.22		4579.91
51	Trade Journals	0.42		8610.4
	Total Advtg. Expense	3.35		68612.09
	SALESMEN EXPENSE			
52	Salesmen's Salaries	11.20		229036.8
53	Salesmen's Expenses	7.46		152515.76
	Total Salesmen Expense	18.65		381552.44
	Total Expenses	100%		2046650.4
54	Purchases	66.25		1648272.22
	Total Expenses and Purchases	148.54		3694922.6
	REVENUES			
55	Sales	—		2487706.1
56				
	Total Revenues	100%		2487706.1
	SUMMARY			
	General Expense	45.33		1127776.44
	Office Expense	18.84		468706.7
	Manufacturing Expense	64.17		1596483.1
	Advertising Expense	2.76		68612.09
	Salesmen Expense	15.33		381552.44
	Selling Expense	18.09		450164.53
	Expenses	82.26		2046650.4
	Purchases	66.25		1648272.22
	Sales	100.00		2487706.1
	Collections	109.46		2723007.00

RATIOS TO SALES

Purchases	66.25 %		
Expenses	82.26 %		
General Expense	45.33 %	Advertising Expense	2.76 %
Office Expense	18.84 %	Salesmen Expense	15.33 %
Mfg. Expense	64.17 %	Selling Expense	18.09 %

COLLECTIONS

Average Daily Collections $ 10,473.42

Collections—How Made 26 Business Days

Drafts $433 Due 3268 Dis. 1022

0007 SWP 000032401

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 1913.

H.B.A.E.CO. 11084

MISCELLANEOUS

Gross Sales	$	272,666.58
Dis. and Freight	% $	14,078.91
Returned Goods	% $	9,817.06
NET SALES		248,770.61

MISC.	MONTH	TOTAL
Fuel		131,987
Water		5,141.6
Freight Inc.		12,086.13
Freight Out		14,767.20
Tonnage Out #		54,284.36

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 12/6	12/13	12/20	AMOUNT
Branch Factory	145	145	145	8,483.04
Branch Office	79	79	79	607.735
Branch Supervision	6	6	6	1,993.17
Calcimine	7	7	7	466.87
Coach Color	9	9	9	793.06
Dry Color	17	16	16	1,350.10
Enamel	11	13	13	1,030.48
Enamel Base	8	8	8	611.73
Experimental	4	4	4	416.87
Factory Lunch	—			54.74
Factory Office	14	14	15	1,094.53
General Office	80	81	82	6,464.12
Janitors	2	2	2	112.40
Labeling	23	21	20	716.58
Label Stock	3	3	3	178.14
Laboratory	2	2	3	303.32
Lead and Putty	7	7	7	425.66
Managers	9	9	9	2,934.28
Mechanical	30	30	30	2,927.64
Miscellaneous		—		243.42
Mixed Paint	13	13	13	980.75
Mixed Paint Base	11	11	11	692.21
Oil Color	10	10	10	653.13
Package	13	13	13	994.59
Packing	18	15	14	1,003.91
Paste Paint	12	12	12	862.59
Printing	106	99	96	5,542.34
Receiving and Yard	14	15	28	1,161.44
Red Lead	35	26	22	2,207.07
Shipping	7	6	6	481.79
Stock	6	6	6	336.78
Varnish	27	27	27	2,302.25
White Lead	21	26	27	1,752.90
CARTAGE	13	12	14	1,684.36
BRANCH CARTAGE	19	19	19	3,284.59
Total Pay Roll for Month	741	740	748	86,618.20

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting		114,564.5		3,683
Varnishes		124,983		26,394
Mixed Paint—1st Quality		60,295		33,789
Mixed Paint—2nd Quality		71,48		3,882
Barn, Bridge, Roof & Met. Fts.		9,763		1,631
Floor Paints		6,959		4,581
Misc. Mixed Paints		2,119		2,981
Liquid Wood Fillers		2,081		1,139
Carriage and Wagon Paints		4,408		4,913
Top Dressing		247		170
Household and Family Paints		304		575
Neal's Enamel		731.6		7,391
Misc. Enamels		3,036		12,640
Varnish and Oil Stains		9,529		7,408
Furniture Polish		575		284
Reducers		3,795		1,682
Floor Wax		790		460
Paint and Varnish Remover		120.2		937
Oil, Grain, and Distem. Colors		10,058.0		6,507
White Lead and Zinc in Oil		265,574		8,855
Paste Wood Filler		676.6		583
Putty		14,748.8		3,282
R. R. Car and Depot Paints		137,818 / 493.50		6,214
Roc-Varno, Loco. and Jack. Ens.		259.7 / 51.48		9,105
Gear Filler and Rough Stuff		423.13		8,720
Coach Colors		23,239		3,063
Dry Colors		17,411.4		2,062
Paste Paint and Primers		269,257		14,756
Color Varnish		3,007		7,408
Machinery Paint and Iron Filler		6,026		329
Kalsomine		135,774		2,976
Red Lead		—		16,743
NO LUSTRE FINISH		5,664		5,964
Total—Goods of our Mfr.				215,707
Brushes				5,571
Cutlery				107
Dry Colors				889
Glass				2,765
Oil and Turpentine				10,069
White Leads				4,046
Miscellaneous				961,661
Total—Jobbing Goods				3,306,361
Grand Total		27,399,861		24,877,061

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING December 31 1912

REVISED STMT. w/c NEW DISTRIBUTION OF EXPENSES

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		589619	
2	Cash in Banks		24188241	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1399365	
8				26177225
	BOOK ACCOUNTS			
9	Sales Ledger		80487138	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		1469684	
	Personal Accounts			81956822
	PLANT & EQUIPMENT			
17	PLANT AND EQUIPMENT		23781463	
18	Bldg's in Course of Const'n		71719	
19	Mach.—Newly Installed		1893108	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				23977829
	STOCK			
33	Merchandise 17034984			18001268
34				
	TOTAL ASSETS	100%		52702503
	LIABILITIES			
35	Notes Payable		16905500	
	Long Time $3113500			
	Short Time $3900000			
	Mdse. $			
36	Accounts Payable		5221927	
	Personal Accounts		780437	
				17505736
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		30000000	
	Capital Stock—Preferred		10757500	
38	Surplus		4531015	
39				35286765
	Total Liabilities	100%		52702503

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	2.61		404160
40	Factory Salaries	19.10		2960584
	TAXES	4.30		667192
41	Interest	18.23		2825676
	RENT	3.46		536658
42	Insurance	1.48		227391
43	Losses	0.20		30944
44	Repairs	2.79		431937
	Total General Expense	51.76		8022654
	OFFICE EXPENSE			
	STATIONERY	0.13		19530
57	Branch Supervision	1.28		187601
	POSTAGE & CAR FARE	0.92		143252
45	Office Salaries	14.28		2214336
	HEAT, LIGHT & POWER	0.26		39709
46	SUNDRY	0.48		74837
	TELEPHONE & TELEGRAPH	0.44		68546
47	Com'l Ag., L. E.,	0.44		69128
	Total Office Expense	18.24		2827238
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.57		398700
49	Advertising Postage	—		69
50	Advertising Material	1.37		210260
51	Trade Journals	1.20		185016
	Total Advtg. Expense	5.14		794045
	SALESMEN EXPENSE			
52	Salesmen's Salaries	14.57		2259636
53	Salesmen's Expenses	10.29		1595685
	Total Salesmen Expense	24.86		3855321
	Total Expenses	100%		15499258
54	Purchases	76.21		18863243
	Total Expenses and Purchases	138.13		34362501
	REVENUES			
55	Sales			34447665
56				
	Total Revenues	100%		34447665
	SUMMARY			
	General Expense			[illegible]
	Office Expense			[illegible]
	Manufacturing Expense			[illegible]
	Advertising Expense			
	Salesmen Expense			
	Selling Expense			
	Expenses			
	Purchases			
	Sales			
	Collections			

RATIOS TO SALES

Purchases %

Expenses %

General Expense % Advertising Expense %

Office Expense % Salesmen Expense %

Mfg. Expense % Selling Expense %

COLLECTIONS

Average Daily Collections $

Collections—How Made Business Days

Drafts Due Dis.

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING 191

H H & K CO. 11084

MISCELLANEOUS

Gross Sales	$
Dis. and Freight	% $
Returned Goods	% $
NET SALES	

MISC.	MONTH	TOTAL
Fuel		
Water		
Freight Inc.		
Freight Out		
Tonnage Out		

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory		
Branch Office		
Branch Supervision		
Calcimine		
Coach Color		
Dry Color		
Enamel		
Enamel Base		
Experimental		
Factory Lunch		
Factory Office		
General Office		
Janitors		
Labeling		
Label Stock		
Laboratory		
Lead and Putty		
Managers		
Mechanical		
Miscellaneous		
Mixed Paint		
Mixed Paint Base		
Oil Color		
Package		
Packing		
Paste Paint		
Printing		
Receiving and Yard		
Red Lead		
Shipping and Cartage		
Stock		
Varnish		
White Lead		

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes				
Mixed Paint—1st Quality				
Mixed Paint—2nd Quality				
Barn, Bridge, Roof & Met. Pts.				
Floor Paints				
Misc. Mixed Paints				
Liquid Wood Fillers				
Carriage and Wagon Paints				
Top Dressing				
Household and Family Paints				
Neal's Enamel				
Misc. Enamels				
Varnish and Oil Stains				
Furniture Polish				
Reducers				
Floor Wax				
Paint and Varnish Remover				
Oil, Grain. and Distem. Colors				
White Lead and Zinc in Oil				
Paste Wood Filler				
Putty				
R. R. Car and Depot Paints				
Roc-Varno, Loco. and Jack. Ens.				
Gear Filler and Rough Stuff				
Coach Colors				
Dry Colors				
Paste Paint and Primers				
Color Varnish				
Machinery Paint and Iron Filler				
Kalsomine				
Red Lead				
Total—Goods of our Mfr.				
Brushes				
Cutlery				
Dry Colors				
Glass				
Oil and Turpentine				
White Leads				
Miscellaneous				
Total—Jobbing Goods				
Grand Total				

0007 SWP 000032404

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING December 31 1912

SEE ALSO REVISED STMT. SHOWING NEW DISTRIBUTION OF EXPENSES (AS ADOPTED 1/15/13)

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	✓	589619	
2	Cash in Banks	✓	24188241	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.	✓	1399365	26177225
8				
	BOOK ACCOUNTS			
9	Sales Ledger	✓	80487138	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable	✓	1469684	
	Personal Accounts			81956822
	PLANT & EQUIPMENT			
17	Plant & Equipment	✓	23781346 3	
18	Bldg's in Course of Const'n	✓	71719	
19	Mach.—Newly Installed	✓	1893108	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				39778290
	STOCK			
33	Merchandise 1,703,978.49			18001368 5
34	173,568.17			
	TOTAL ASSETS	100%		52792502 2
	LIABILITIES			
35	Notes Payable	✓	16905500 0	
	Long Time $ 311,550.00			
	Short Time $ 1,379,000.00			
	Mdse. $			
36	Accounts Payable	✓	5221927	
	Personal Accounts	✓	780437	17505364
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 0	
	Capital Stock—Preferred	✓	10755750 0	
38	Surplus		4531015 8	
39				35287658
	Total Liabilities	100%		52792502 2

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21.79		3364744
41	Interest, Taxes and Rent	25.99		4029526
42	Insurance	1.48		227391
43	Losses	.20		30944
44	Repairs	2.79		431937
	Total General Expense	51.76		8022654
	OFFICE EXPENSE			
57	Branch Supervision	1.28		197601
45	Office Salaries	14.28		2214336
46	Postage, Stat'n'y and Car Fare	1.79		277327
47	Com'l Ag., L. E., Tel. and Tel.	0.89		137974
	Total Office Expense	18.24		2827238
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.57		398700
49	Advertising Postage	—		69
50	Advertising Material	1.37		210260
51	Trade Journals	1.20		185016
	Total Advtg. Expense	5.14		794045
	SALESMEN EXPENSE			
52	Salesmen's Salaries	14.57		2259636
53	Salesmen's Expenses	10.29		1595685
	Total Salesmen Expense	24.86		3855321
	Total Expenses	100%		15499258
54	Purchases	76.21		18863243
	Total Expenses and Purchases	138.83		34362501
	REVENUES			
55	Sales	—		24747665
56				
	Total Revenues	100%		24747665
	SUMMARY			
	General Expense	32.41		8022654
	Office Expense	11.42		2827238
	Manufacturing Expense	43.83		10849892
	Advertising Expense	3.21		794045
	Salesmen Expense	15.58		3855321
	Selling Expense	18.79		4649366
	Expenses	62.62		15499258
	Purchases	76.21		18863243
	Sales	—		24747665
	Collections	114.29		28286100

RATIOS TO SALES

Purchases	76.21 %		
Expenses	62.62 %		
General Expense	32.41 %	Advertising Expense	3.21 %
Office Expense	11.42 %	Salesmen Expense	15.58 %
Mfg. Expense	43.83 %	Selling Expense	18.79 %

COLLECTIONS

Average Daily Collections $ 11,314.44

Collections—How Made 25 Business Days

Drafts 141 Due 3118 Dis. 1848

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING DEC. 31 1912

H.H.&K.CO. 11084

MISCELLANEOUS

Gross Sales		$266,310.52
Dis. and Freight	5.37 %	$ 14,290.87
Returned Goods	1.70 %	$ 4,543.00
NET SALES		247,476.65

MISC.	MONTH	TOTAL
Fuel		1,925.04
Water		4.50
Freight Inc.		10,229.44
Freight Out		13,029.19
Tonnage Out #		58,773.18

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rox. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 1912	AMOUNT
Branch Factory	179 179	1,248,256
Branch Office	73 73	58,973.37
Branch Supervision	7 7	1,976.01
Calcimine	9 9	3,821.8
Coach Color	13 13	7,054.40
Dry Color	21 20	1,042.73
Enamel	12 11	6,465.4
Enamel Base	7 7	3,089.7
Experimental	4 4	3,124.0
Factory Lunch		
Factory Office	17 17	9,978.0
General Office	91 90	47,030.2
Janitors	2 2	77.47
Labeling	27 26	6,197.1
Label Stock	5 4	1,538.6
Laboratory	3 3	2,600.0
Lead and Putty	7 7	3,383.8
Managers	9 9	11,542.97
Mechanical	33 37	22,369.0
Miscellaneous		387.98
Mixed Paint	15 15	7,728.7
Mixed Paint Base	17 15	6,314.6
Oil Color	11 11	4,319.7
Package	14 14	7,672.3
Packing	27 26	11,056.7
Paste Paint	14 14	6,843.5
Printing	103 104	39,670.0
Receiving and Yard	14 16	7,602.3
Red Lead	35 42	9,232.6
Shipping and Cartage	24 25	17,413.2
Stock	8 8	305.64
Varnish	26 25	15,946.6
White Lead	42 40	19,759.3
Total Pay Roll for Month	864 873	617,539.1

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting		139,325.7		61.47
Varnishes		109,381.0		321.46
Mixed Paint—1st Quality		437,337		247.31
Mixed Paint—2nd Quality		50,999		29.69
Barn, Bridge, Roof & Met. Pts.		130,075		30.98
Floor Paints		91,217		31.82
Misc. Mixed Paints		27,338		66.74
Liquid Wood Fillers		19,235		12.32
Carriage and Wagon Paints		71,143		51.76
Top Dressing		296		2.71
Household and Family Paints		192		3.21
Neal's Enamel		103,955		76.89
Misc. Enamels		63,063		120.02
Varnish and Oil Stains		62,262		68.49
Furniture Polish		889		1.60
Reducers		9,079		36.65
Floor Wax		1,803		5.66
Paint and Varnish Remover		980		1.40
Oil, Grain, and Distem. Colors		104,805		64.67
White Lead and Zinc in Oil		227,143		870.6
Paste Wood Filler		10,376		5.30
Putty		157,325		37.29
R. R. Car and Depot Paints - LIQ		7,196		108.66
Roc-Varno, Loco. and Jack. Ens.		151,011		198.57
Gear Filler and Rough Stuff - LIQ		5,866		86.24
Coach Colors		28,233		45.15
Dry Colors		192,904		354.0
Paste Paint and Primers		243,097		1,643.6
Color Varnish		2,539		28.18
Machinery Paint and Iron Filler		6,245		59.3
Kalsomine		9,081.1		31.25
Red Lead				108.81
NO LUSTRE FINISH				55.68
RR. CAR & DEPOT PT. - PASTE		94,556		
GEAR FILLER & ROUGH STUFF - PASTE		55,812		
Total—Goods of our Mfr.				2,128.19
Brushes				317.14
Cutlery				2.4
Dry Colors				7
Glass				236.1
Oil and Turpentine				138.21
White Leads				44.46
Miscellaneous				10,824.65
Total—Jobbing Goods				34,057.65
Grand Total		2,863,669		247,476.65

0007 SWP 000032406

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING December 1911.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		935026	
2	Cash in Banks		21249535	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		489232	
8				22673793
	BOOK ACCOUNTS			
9	Sales Ledger		58693807	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		2227643	
	Personal Accounts		21910685	82432135
	PLANT & EQUIPMENT		22258752 9	
17				
18	Bldg's in Course of Const'n			
19	Mach.—Newly Installed			
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				222632299
	STOCK			
33	Merchandise 136799068			148074073
34	Est Inv 11280079			
	TOTAL ASSETS	100%		476243230
	LIABILITIES			
35	Notes Payable		134398238	
	Long Time $2898238			
	Short Time $10250000			
	Mdse. $			
36	Accounts Payable		11338428	
	Personal Accounts			135532066
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		200000000	
	Capital Stock—Preferred		100000000	
38	Surplus		40711164	
39				340711164
	Total Liabilities	100%		476243230

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	24 63		2796154
41	Interest, Taxes and Rent	14 75		1674417
42	Insurance	1 55		176423
43	Losses	0 07		7404
44	Repairs	3 52		399501
	Total General Expense	44 38		5039091
	OFFICE EXPENSE			
57	Branch Supervision	2 85		337391
45	Office Salaries	11 79		1339449
46	Postage, Stat'n'y and Car Fare	1 47		166600
47	Com'l Ag., L. E., Tel. and Tel.	0 83		93710
	Total Office Expense	17 07		1936850
	ADVERTISING EXPENSE			
48	Advertising Salaries	1 39		157474
49	Advertising Postage	0 10		11512
50	Advertising Material	2 91		330094
51	Trade Journals	7 09		805069
	Total Advtg. Expense	11 49		1304149
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16 52		1874280
53	Salesmen's Expenses	10 54		1197633
	Total Salesmen Expense	27 06		3071913
	Total Expenses	100%		11352003
54	Purchases	99 62		20486143
	Total Expenses and Purchases	154 88		31838146
	REVENUES			
55	Sales			20563141
56				
	Total Revenues	100%		20563141
	SUMMARY			
	General Expense	24 50		5039091
	Office Expense	9 41		1936850
	Manufacturing Expense	33 91		6975941
	Advertising Expense	6 34		1304149
	Salesmen Expense	14 93		3071913
	Selling Expense	21 27		4376062
	Expenses	55 20		11352003
	Purchases	99 62		20486143
	Sales			20563141
	Collections	108 52		22327600

RATIOS TO SALES

Purchases				99.62 %
Expenses				55.20 %
General Expense	24 50 %		Advertising Expense	6.34 %
Office Expense	9 41 %		Salesmen Expense	14.93 %
Mfg. Expense	33 91 %		Selling Expense	21.27 %

COLLECTIONS

Average Daily Collections $ 7,442.57

Collections—How Made 30 Business Days

Drafts 116 Due 2278 Dis. 1317

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 1911.

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 221,254.25
Dis. and Freight	3 96/100 %	$ 8,763.84
Returned Goods	3 10/100 %	$ 6,859.00
NET SALES		205,631.41

MISC.	MONTH	TOTAL
Fuel		3231.91
Water		
Freight Inc.		59844.05
Freight Out		9368.28
Tonnage Out		18190.91

RECORD OF ORDERS FOR MONTH

Received-Acme	7468	Received per Day-Acme Average	241
Received-Peninsular	137	Received per Day-Pen. Average	4
Received-Lincoln		Received per Day-Lex. Average	
TOTAL RECEIVED	7605	Total Average per Day	245
		Average Amount of Each Order $	26.92

* PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	107.107	97574.44
Branch Office	53.53	44815.52
Branch Supervision	7.7	33739.91
Calcimine	7.7	31906
Coach Color	14.15	77989
Dry Color	15.14	81578
Enamel	12.12	63576
Enamel Base	8.8	38064
Experimental	5.6	38697
Factory Lunch		10832
Factory Office	14.14	76456
General Office	80.29	42045.56
Janitors	2.2	7315
Labeling	18.18	47524
Label Stock	2.2	7055
Laboratory	2.2	30194
Lead and Putty	7.7	31137
Managers	9.9	47054.41
Mechanical	33.33	218902
Miscellaneous	—	22841
Mixed Paint	11.11	56453
Mixed Paint Base	11.11	48622
Oil Color	10.9	39054
Package	11.11	65363
Packing	18.16	75398
Paste Paint	13.13	63992
Printing	67.79	327653
Receiving and Yard	20.18	80451
Red Lead	17.12	79970
Shipping and Cartage	20.18	229894
Stock	5.5	18025
Varnish	24.24	150594
White Lead	46.41	228548
Total Pay Roll for Month	666.665	4800314

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting		11205.80		4362
Varnishes		9136.67		20893
Mixed Paint—1st Quality		24622		261275
Mixed Paint—2nd Quality		4026		3966
Barn, Bridge, Roof & Met. Pts.		5566		3849
Floor Paints		4144		4886
Misc. Mixed Paints		1888		2756
Liquid Wood Fillers		2675		1084
Carriage and Wagon Paints		8983		5551
Top Dressing		360		2105
Household and Family Paints		221		585
Neal's Enamel		7918		10555
Misc. Enamels		6565		10394
Varnish and Oil Stains		5348		6978
Furniture Polish		92		224
Reducers		6854		3477
Floor Wax		1669		356
Paint and Varnish Remover		850		1533
Oil, Grain. and Distem. Colors		85376		46997
White Lead and Zinc in Oil		236381		94842
Paste Wood Filler		6827		516
Putty		95627		3021
R. R. Car and Depot Paints		86153		7323
Roc-Varno, Loco. and Jack. Ens.		9536		15665
Gear Filler and Rough Stuff		56370 / 5268 # gal.		13625
Coach Colors		34747		6087
Dry Colors		119557		2939
Paste Paint and Primers		180682		10920
Color Varnish		3197		2390
Machinery Paint and Iron Filler		5238		403
Kalsomine		57788		2188
Red Lead / ORANGE MINERAL				908
Total—Goods of our Mfr.				189013
Brushes				7009
Cutlery				63
Dry Colors				10044
Glass				1527
Oil and Turpentine				6764
White Leads				1611
Miscellaneous				390041
Total—Jobbing Goods				166184
Grand Total		2283620		205631.41

0007 SWP 000032408

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING December 1910

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		669040	
2	Cash in Banks		6657498	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		411621	
8				7738159
	BOOK ACCOUNTS			
9	Sales Ledger		82792698	
10	General Ledger Misc.		4651250	
11	General Ledger Salesman			
12	Acme Advertising		23000000	
13	Syndicate			
14				
15				
16	Notes Receivable		3782095	
	Personal Accounts		2365100	116591143
	PLANT & EQUIPMENT		18474514 1	
17				
18	Bldg's in Course of Const'n		4457042	
19	Mach.—Newly Installed		712345	
20	Installation			
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				18991452 8
	STOCK			
33	Merchandise 1,016,237.87 Syndicate 101,659.87			11043498 3
34	9779546			
	TOTAL ASSETS	100%		42467881 3
	LIABILITIES			
35	Notes Payable		10302823 8	
	Long Time $390,7628			
	Short Time $748000.00			
	Misc. $			
36	Accounts Payable			
	Personal Accounts		1720881	
				10474911 9
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 00	
	Capital Stock—Preferred		7500000 00	
38	Surplus		4492969 94	
39				31992969 94
	Total Liabilities	100%		42467881 3

Daily 7409.23 940.60

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	25 12		2434925
41	Interest, Taxes and Rent	11 81		1143 15
42	Insurance	1 23		119538
43	Losses			6536
44	Repairs	4 51		436386
	Total General Expense	42 66		4127428
	OFFICE EXPENSE			
57	Branch Supervision	2 16		209850
45	Office Salaries	13 00		1263213
46	Postage, Stat'n'y and Car Fare	2 49		241465
47	Com'l Ag., L. E., Tel. and Tel.	74		69637
	Total Office Expense	18 44		1784165
	ADVERTISING EXPENSE			
48	Advertising Salaries	2 79		270429
49	Advertising Postage	23		22850
50	Advertising Material	82		79884
51	Trade Journals	10 27		992173
	Total Advtg. Expense	14 11		1365336
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16 96		1641513
53	Salesmen's Expenses	7 83		755402
	Total Salesmen Expense	24 79		2396915
	Total Expenses	100%		9673844
54	Purchases			17458556
	Total Expenses and Purchases	147 62		27132400
	REVENUES			
55	Sales			18354854
56				
	Total Revenues	100%		
	SUMMARY			
	General Expense	22 45		4127438
	Office Expense	9 72		1784165
	Manufacturing Expense	32 20		5911603
	Advertising Expense	7 43		1365336
	Salesmen Expense	13 06		2396915
	Selling Expense	20 49		3762251
	Expenses	52 70		9673844
	Purchases	95 12		17458556
	Sales			18354854
	Collections	122 79		22446987

RATIOS TO SALES

Purchases			95 12 %
Expenses			52 70 %
General Expense	22 45 %	Advertising Expense	7 43 %
Office Expense	9 72 %	Salesmen Expense	13 06 %
Mfg. Expense	32 20 %	Selling Expense	20 49 %

COLLECTIONS

Average Daily Collections $ 8633 45

Collections—How Made

Drafts 173 Due 1964 Dis. 1081

26 Business Days

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING : 191

H.H.&K.CO. 11084

MISCELLANEOUS

Gross Sales		$ 205030.73
Dis. and Freight	7 03/42 %	$ 14409.19
Returned Goods	3 %	$ 7073.00
NET SALES		183548.54

MISC.	MONTH	TOTAL
Fuel		245377
Water		
Freight Inc.		591138
Freight Out		110201.7
Tonnage Out		210247.8

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 12/8/42	AMOUNT
Branch Factory	132 130	81374.9
Branch Office	43 43	23097.2
Branch Supervision	8 8	2098.50
Calcimine	7 7	309.21
Coach Color	16 16	740.49
Dry Color	19 19	920.47
Enamel	11 12	535.82
Enamel Base		
Experimental	4 4	272.79
Factory Lunch		47.04
Factory Office	9 9	514.84
General Office	81 79	4027.83
Janitors	5 5	150.84
Labeling	24 23	458.65
Label Stock	3 3	83.39
Laboratory	1 1	92.42
Lead and Putty	10 10	341.12
Managers	9 9	629.45
Mechanical	44 45	287.29
Miscellaneous		128.16
Mixed Paint	14 14	619.66
Mixed Paint Base	13 14	522.45
Oil Color	12 12	577.67
Package	13 13	714.42
Packing	20 20	875.53
Paste Paint	14 14	633.60
Printing	65 68	2704.29
Receiving and Yard	15 16	645.98
Red Lead		
Shipping and Cartage	23 24	2441.83
Stock	6 7	243.02
Varnish	27 27	1464.77
White Lead		
Total Pay Roll for Month	646 652	41984.19

RECORD OF ORDERS FOR MONTH

Received-Acme	4933	Received per Day-Acme Average	190
Received-Peninsular	186	Received per Day-Pen. Average	7
Received-Lincoln Rex	23	Received per Day-Rex. Average	1
TOTAL RECEIVED	5152	Total Average per Day	198
		Average Amount of Each Order $	35.62

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	91420		4857	
Varnishes	86071		15474	
Mixed Paint—1st Quality	37598		33054	
Mixed Paint—2nd Quality	70684		5986	
Barn, Bridge, Roof & Met. Pts.	7783		4212	
Floor Paints	3170		3170	
Misc. Mixed Paints	8957		6225	
Liquid Wood Fillers	2204		1229	
Carriage and Wagon Paints	5967		6258	
Top Dressing	1109		294	
Household and Family Paints	4909		936	
Neal's Enamel	4907		7852	
Misc. Enamels	5009		8416	
Varnish and Oil Stains	6144		5988	
Furniture Polish	102		171	
Reducers	8993		2879	
Floor Wax	584		130	
Paint and Varnish Remover	581		790	
Oil, Grain. and Distem. Colors	64571		4363	
White Lead and Zinc in Oil	220238		6659	
Paste Wood Filler	12349		709	
Putty	117617		2672	
R. R. Car and Depot Paints	7866		5322	
Roc-Varno, Loco. and Jack. Ens.	42952		11956	
Gear Filler and Rough Stuff	774		11572	
Coach Colors	50846		4667	
Dry Colors	190640		2554	
Paste Paint and Primers	235806		10671	
Color Varnish	4234		2119	
Machinery Paint and Iron Filler			2429	
Kalsomine	70139		2405	
TOTAL GOODS OF OUR MFR.	70139		173225	
CUTLERY			16	
DRY COLORS			59	
Total—Goods of our Mfr.				
Brushes			656	
Cutlery				
Dry Colors	94978			
Glass			1466	
Oil and Turpentine			3132	
White Leads			1152	
Miscellaneous	1000		374654	
Paste for Mix. Dept	934480		3	
Total—Jobbing Goods			1032754	
Grand Total	3156803		16354854	

0007 SWP 000032410

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING December 31 1909

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		72277	
2	Cash in Banks		13926184	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		200356	
8				14847817
	BOOK ACCOUNTS			
9	Sales Ledger (Accts. Rec.)		93171095	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		9828628	
	Personal Accounts		23108844	17610856 7
	PLANT & EQUIPMENT		11145880 9	
17				
18	Bldg's in Course of Const'n		6420	
19	Mach.—Newly Installed		337695	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				11180292 4
	STOCK			
33	Merchandise 810543 30			8229687 8
34				
	TOTAL ASSETS	100%		38505618 6
	LIABILITIES			
35	Notes Payable		6286492 8	
	Long Time $2436492 8			
	Short Time $385000 00			
	Mdse. $			
36	Accounts Payable		2313392	
	Personal Accounts			6517832 0
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 0	
	Capital Stock—Preferred		7500000 0	27500000 0
38	Surplus			4487786 6
39				
	Total Liabilities	100%		38505618 6

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21 92		207883 3
41	Interest, Taxes and Rent	15 53		147510 7
42	Insurance	2 37		22534 6
43	Losses	05		4793
44	Repairs	5 88		55802 7
	Total General Expense	45 67		433252 0
	OFFICE EXPENSE			
57	Branch Supervision			
45	Office Salaries	11 96		114674
46	Postage, Stat'n'y and Car Fare	1 84		17374 0
47	Com'l Ag., L. E., Tel. and Tel.	72		6872 2
	Total Office Expense	14 32		135713 6
	ADVERTISING EXPENSE			
48	Advertising Salaries	39 91		370362
49	Advertising Postage	24		2225 3
50	Advertising Material	3 93		37348 0
51	Trade Journals	49		4592 4
		8 57		81201 9
	Total Advtg. Expense			
	SALESMEN EXPENSE			
52	Salesmen's Salaries	20 89		198041 1
53	Salesmen's Expenses	10 55		100034 9
	Total Salesmen Expense	31 44		298076 0
	Total Expenses	100%		948243 5
54	Purchases			1574215 3
	Total Expenses and Purchases			2522459 0
	REVENUES			
55	Sales			2401204 2
56				
	Total Revenues	100%		2401204 2
	SUMMARY			
	General Expense	18 05		433252 0
	Office Expense	5 65		135713 6
	Manufacturing Expense	23 70		569656
	Advertising Expense	3 38		81201 9
	Salesmen Expense	12 41		298076 0
	Selling Expense	15 79		379279
	Expenses	39 49		948243 5
	Purchases	65 56		1574215 3
	Sales			2401204 2
	Collections	86 81		2086076

RATIOS TO SALES

Purchases			65 56 %
Expenses			39 49 %
General Expense	18 05 %	Advertising Expense	3 38 %
Office Expense	5 65 %	Salesmen Expense	12 41 %
Mfg. Expense	23 70 %	Selling Expense	15 79 %

COLLECTIONS

Average Daily Collections $ 8344 27

Collections—How Made 25 Business Days

Drafts 148 Due 513 Dis. 848

0007 SWP 000032411

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 31 1909

H. H. & K. CO. 11084

MISCELLANEOUS

Gross Sales		$262,533.38
Dis. and Freight	8.53 %	$ 22,412.96
Returned Goods	%	$240,120.42
NET SALES		

MISC.	MONTH	TOTAL
Fuel	190527	190527
Water		
Freight Inc.	625580	625580
Freight Out	1230982	1230982
Tonnage Out	3154948	3154948

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 9/9 12/23	AMOUNT
Branch Factory	83 83	41523
Branch Office	24 24	13093 9
Branch Supervision		810
Calcimine	4 9	332 49
Coach Color	20 21	819 42
Dry Color	20 19	984 49
Enamel	7 7	363 86
Enamel Base		
Experimental	18 19	791 73
Factory Lunch		125 15
Factory Office	8 8	458 02
General Office	99 100	5045 17
Janitors	2 2	73 48
Labeling	28 27	582 76
Label Stock	3 4	86 17
Laboratory	2 2	190 40
Lead and Putty	9 10	343 89
Managers	9 9	4792 18
Mechanical	31 33	2179 39
Miscellaneous		
Mixed Paint	15 16	646 72
Mixed Paint Base	14 15	573 63
Oil Color		
Package	12 12	665 94
Packing	27 28	1047 31
Paste Paint	14 13	681 53
Printing	99 101	3902 62
Receiving and Yard	16 16	666 84
Red Lead		
Shipping and Cartage	19 19	1484 42
Stock	6 6	234 77
Varnish	29 30	1590 29
White Lead		
Lead Plant	36 37	1329 92
Stain Fin. & Lge.	6 6	210 29
Total Pay Roll for Month	665 676	35472 58

RECORD OF ORDERS FOR MONTH

Received-Acme	4111	Received per Day-Acme Average	164
Received-Peninsular	231	Received per Day-Pen. Average	9
Received-Lincoln		Received per Day-Rex. Average	1
Rex	25		
TOTAL RECEIVED	4367	Total Average per Day	174
		Average Amount of Each Order $	54.98

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes		112610		2359897
Mixed Paint—1st Quality		60491		5875182
Mixed Paint—2nd Quality		12163		419321
Barn, Bridge, Roof & Met. Pts.		8830		415071
Floor Paints		4693		50615
Misc. Mixed Paints		2285		590766
Liquid Wood Fillers		3636		179474
Carriage and Wagon Paints		8000		1330448
Top Dressing				33635
Household and Family Paints		345		47653
Neal's Enamel		1244		806810
Misc. Enamels		8673		861261
Varnish and Oil Stains		4138		769761
Furniture Polish		225		18412
Reducers		8361		263853
Floor Wax		704		19838
Paint and Varnish Remover		1077		172789
Oil, Grain. and Distem. Colors		42921		543087
White Lead and Zinc in Oil		324158		1435546
Paste Wood Filler		5358		49316
Putty		141595		337465
R. R. Car and Depot Paints		2720		517059
Roc-Varno, Loco. and Jack. Ens.		3971		97223
Gear Filler and Rough Stuff		11573		1568532
Coach Colors		69950		520639
Dry Colors		217924		2552332
Paste Paint and Primers		341363		1409470
Color Varnish		6627		343878
Machinery Paint and Iron Filler				
Kalsomine		107571		288517
Red Lead				
Paste for Mix. Dept.		1161994		
Whiting		1044727		473162
Total—Goods of our Mfr.				
Brushes				32312
Cutlery				
Dry Colors				
Glass				74462
Oil and Turpentine		739		177280
White Leads				
Miscellaneous Grinding		5155		338269
Total—Jobbing Goods				
Grand Total		3848618		24012042

0007 SWP 000032412

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING December 31 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		433166	
2	" " " in B'k		14630608	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		355914	
8				15419688
	BOOK ACCOUNTS			
9	Ledger A (Accounts Receivable)			
10	Ledger B-E			
11	Ledger F-Q		13023202	
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		11689889	
	Personal Accounts		7614470	14907456 1
	REAL ESTATE			
17	St. Aubin Ave.		4783287 4	
18	In Course of Construction		7450365 6	
19				
20				62336530
	EQUIPMENT			
21	Mach.-Paints (Machinery)			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		4384221 1	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.		148652	
30	Branch Furn. and Fix.		1140412	
31				
32				45131275
	STOCK			
33	Merchandise 691,249.32			7264396 1
34				
	Total Assets	100 %		34460601 5
	LIABILITIES			
35	Notes Payable		1213534 19	
	Long Time $ 273,534.19			
	Short Time $ 940,000.00			
	Mdse. $			
36	Accounts Payable		1147684 25	
	Personal Accounts			
				13612184 4
	CAPITAL ACCOUNTS Com.		12500000	
37	Capital Stock Preferred		7432000 0	
38	Surplus		9164171	
39				20848171
	Total Liabilities	100 %		34460601 5

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	44 22		2303565
41	Interest, Taxes and Rent	18 43		1755719
42	Insurance	48		45352
43	Losses	1 45		137694
44	Repairs	2 96		281703
	Total General Expense	47 54		4521033
	OFFICE EXPENSE			
45	Office Salaries	15 45		1469780
46	Postage, Stationery and Car Fare	1 96		186029
47	Com'l Ag., L. E., Tel and Tel.	69		65605
	Total Office Expense	18 10		1721314
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 39		417611
49	Advertising Postage	08		7880
50	Advertising Material	1 12		106239
51	Trade Journals	59		56566
	Total Advtg. Expense	6 18		587296
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15 63		1485841
53	Salesmen's Expenses	12 56		1194188
	Total Salesmen Expense	28 19		2680029
	Total Expenses	100 %		9510672
54	Purchases	66 77		12031352
	Total Expenses and Purchases	166 55		21542024
	REVENUES			
55	Sales	—		18022995
56				
	Total Revenues	100 %		18022995

SUMMARY		
General Expense	25 09	4521033
Office Expense	9 55	1721314
Manufacturing Expense	34 64	6242347
Advertising Expense	3 26	587296
Salesmen Expense	14 88	2680029
Selling Expense	18 14	3267325
Expenses	52 78	9510672
Purchases	66 77	12031352
Sales		18022995
Collections	86 74	15633380

RATIOS TO SALES

Purchases			66 77 %
Expenses			52 78 %
General Expense	25 09 %	Advertising Expense	3 26 %
Office Expense	9 55 %	Salesmen Expense	14 88 %
Mfg. Expense	34 64 %	Selling Expense	18 14 %

COLLECTIONS

Average Daily Collections $6012 45

Collections—How Made

Drafts 514 Due 1600 Dis. 26 Business Days 837

0007 SWP 000032413

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 31- 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	3355
Received-Peninsular	345
Received-Electro	17
" -Pesora	36
" -Tremont	479
TOTAL RECEIVED	4232
Received Per Day-Acme Average	129
Received Per Day-Pen. Average	14
Received Per Day-Elec. Average	1
" " "-Pes "	1
" " "-Tre "	18
Total Average Per Day	163
Average Amount Each Order $	42.59

Gross Sales	$	187,709.89
Dis. and Freight 3.98 %	$	7,479.94
NET SALES		180,229.95

MISC.	MONTH	TOTAL
Fuel		161229
Water		
Freight Inc.		708279
Freight Out		679353
Tonnage Out		24670085

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 12/1	12/15	12/20	AMOUNT
Varnish	23	23	22	193280
Dry Color	14	14	15	109469
Package	14	13	13	93633
Receiving and Yard	11	11	11	75041
Mechanical	28	27	27	221733
Printing	11	11	11	47611
Coach Color	10	9	10	63830
Label	34	36	34	87632
Enamel-Mfg., Cge. and R. R.	5	5	5	40396
Mixed Paint Base	11	11	11	67542
Acme Mixed Paint	15	16	16	89302
Injectors	3	3	3	21367
Lead	19	19	19	120118
Paste and Oil Colors	13	12	12	63580
Lead and Putty	15	14	14	73832
Packing	26	24	24	148287
Shipping and Cartage	19	19	19	191572
Stain-Finish & 6 gr Pt.	7	5	5	29945
Calcimine	6	8	8	45956
Experimental & Oil Cpd	13	13	13	94492
Laboratory	3	3	3	49842
Label Stock	3	3	3	11749
Factory Office	3	3	3	12253
General Office	17	17	18	578892
Managers	9	9	9	159670
Branch Office	22	22	22	131218
Supervisors	6	6	6	35423
Blind Pay + Lty.	—	—	—	35120
Factory Lunch				7676
Total Pay Roll For Month	535	532	537	4194956

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine		3020		335549
Varnishes		71682		2064845
Mixed Paint—1st Quality		42582		2857789
Mixed Paint—2nd Quality		8569		667730
Barn, Bridge, Roof and Met. Pts.		3630		186690
Floor Paints		5345		320878
Misc. Mixed Paints		5845		2063223
Liquid Wood Fillers		2546		148553
Carriage and W. and I. Paints		2985		795131
Top Dressing		240		37168
Household and Family Paints		687		80151
Neal's Enamels		1017		770344
Misc. Enamels		6940		412193
Varnish and Oil Stains		6470		1107752
Furn. Polish and Gold Pt.		1125		76300
Reducers (Sales)		7377		253317
Floor Wax		1314		24664
Paint and Varnish Remover		956		117961
Oil, Grain and Distem. Colors		55945		530908
Wh. Ld., Wh. Prs. Zinc & Td. Ld.		257703		1615034
Paste Wood Fillers		6642		40558
Putty		120155		212931
Railroad Car and Depot Pts.		6032		714502
Roc Varno. Loco. and Jack. Ens.		2122		847445
Gear Filler and Rough Stuff Gals		28545		740768
Coach Colors		65033		403451
Dry Colors		31123		239841
Eclipse Paste Paints and Prs.		173778		1157325
Eclipse Color Varnish		289098		108307
Wayne Mach. Pt. and Iron Fis.		3424		13550
Kalsomine		1525		376252
Paste for Mix. Dept.		115406		
Whiting		607972		
Brushes		111537		349138
Glass				30409
				43514
Miscellaneous		36982		135124
Totals		3023822		18022995

0007 SWP 000032414

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING Dec 31 190 7

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		2644435	
2	" " " in B'k		14763816	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		733691	
8				15761002
	BOOK ACCOUNTS			
9	~~Ledger A~~ Sales Ledger		118301356	
10	Ledger B-E			
11	Ledger F-Q			
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		5733403	
	Personal Accounts		3394804	127429560
	REAL ESTATE			
17	St. Aubin Ave.		40332874	
18	In Course of Construction		11847785	
19				
20				52180627
	EQUIPMENT		34740400	
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library Branch		433030	
29	Horses, Wagons, Etc.		31000	
30	~~Branch Furn. and Fix.~~			
31				
32				35204430
	STOCK			
33	Merchandise 81966507			94809336
34				
	Total Assets	100 %		325384961
	LIABILITIES			
35	Notes Payable		18206344	
	Long Time $314990.00			
	Short Time $357500.00			
	Mdse. $ 148144.00			
36	Accounts Payable		8621521	
	Personal Accounts			
				19068496
	CAPITAL ACCOUNTS			
37	Capital Stock			12500000
38	Surplus			9700000
39				
	Total Liabilities	100 %		325384961

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage			1856887
41	Interest, Taxes and Rent			1796296
42	Insurance			131[illegible]
43	Losses			26837
44	Repairs			[illegible]
	Total General Expense			3854232
	OFFICE EXPENSE			
45	Office Salaries			998153
46	Postage, Stationery and Car Fare			119263
47	Com'l Ag., L. E., Tel and Tel.			64376
	Total Office Expense			1181792
	ADVERTISING EXPENSE			
48	Advertising Salaries			38696
49	Advertising Postage			5341
50	Advertising Material			71847
51	Trade Journals			165444
	Total Advtg. Expense			625329
	SALESMEN EXPENSE			
52	Salesmen's Salaries			1241505
53	Salesmen's Expenses			454063
	Total Salesmen Expense			1695569
	Total Expenses	100 %		7356922
54	Purchases			12564269
	Total Expenses and Purchases	281 43		19921191
	REVENUES			
55	Sales	—		7078362
56				
	Total Revenues	100 %		7078362

SUMMARY		
General Expense	54 45	3854232
Office Expense	16 69	1181792
Manufacturing Expense	71 14	5036024
Advertising Expense	8 84	625329
Salesmen Expense	23 95	1695569
Selling Expense	32 79	2320898
Expenses	103 93	7356922
Purchases	177 50	12564269
Sales	—	7078362
Collections	255 4	18082632

RATIOS TO SALES

Purchases				177 50 %
Expenses				103 93 %
General Expense	54 45 %		Advertising Expense	8 84 %
Office Expense	16 69 %		Salesmen Expense	23 95 %
Mfg. Expense	71 14 %		Selling Expense	32 79 %

COLLECTIONS

Average Daily Collections $ 7233.05

Collections—How Made 75 Business Days

Drafts 144 Due 1114 Dis. 523

0007 SWP 000032415

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 31- 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	3355
Received-Peninsular	345
Received-Electro	17
" -Reform	36
" -Fremont	479
TOTAL RECEIVED	4232
Received Per Day-Acme Average	129
Received Per Day-Pen. Average	14
Received Per Day-Elec. Average	1
" " " -Ref. "	1
" " " -Fre. "	18
Total Average Per Day	163
Average Amount Each Order $	42.59
Gross Sales $	187,709.89
Dis. and Freight 3.99 % $	7,479.94
NET SALES	180,229.95

MISC.	MONTH	TOTAL
Fuel		161229
Water		—
Freight Inc.		708279
Freight Out		679353
Tonnage Out		2467085

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 12/1 12/15 12/31	AMOUNT
Varnish	23 23 22	193280
Dry Color	14 14 15	109469
Package	14 13 13	93633
Receiving and Yard	11 11 11	75041
Mechanical	28 27 27	221733
Printing	11 11 11	41611
Coach Color	10 9 10	63830
Label	34 36 34	87632
Enamel-Mfg., Cge. and R. R.	5 5 5	40396
Mixed Paint Base	11 11 11	67542
Acme Mixed Paint	15 16 16	89302
Japalac	3 3 3	21367
Lead	19 19 19	120118
Paste and Oil Colors	13 12 12	63580
Lead and Putty	15 14 14	73832
Packing	26 24 24	148282
Shipping and Cartage	19 19 19	191572
Stain-Finish & 6 yr Pt.	7 5 5	29945
6 Eliminine	6 8 8	45956
Experimental & Oil Lab	13 13 13	94492
Laboratory	3 3 3	49842
Label Stock	3 3 3	11749
Factory Office	3 3 3	12253
General Office	71 74 78	578892
Managers	9 9 9	159670
Branch Office Supervisors	22 22 22	131218
Branch Mfg. & Shp.	66 66 66	354923
Factory Lunch	— — —	7676
Total Pay Roll For Month	535 532 537	4190956

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine		3020		335549
Varnishes		71682		2064845
Mixed Paint—1st Quality		42582		2857789
Mixed Paint—2nd Quality		8569		667730
Barn, Bridge, Roof and Met. Pts.		3630		186690
Floor Paints		5345		320878
Misc. Mixed Paints		5845		206323
Liquid Wood Fillers		2546		148553
Carriage and W. and I. Paints		2985		795131
Top Dressing		240		37168
Household and Family Paints		687		80151
Neal's Enamels		1017		770344
Misc. Enamels		6940		412193
Varnish and Oil Stains		6470		1107752
Furn. Polish and Gold Pt.		1125		76300
Reducers (Sales)		7377		253317
Floor Wax		1314		24664
Paint and Varnish Remover		956		117961
Oil, Grain and Distem. Colors		55945		530908
Wh. Ld., Wh. Prs. Zinc & Td. Ld.		252703		1615034
Paste Wood Fillers		6642		40558
Putty		120155		212931
Railroad Car and Depot Pts.		6032		714502
Roc Varno, Loco. and Jack. Ens.		3122		847445
Gear Filler and Rough Stuff Gals		28545 / 6503		740768
Coach Colors		31123		403451
Dry Colors		173778		239841
Eclipse Paste Paints and Prs.		289098		1157325
Eclipse Color Varnish		3424		108307
Wayne Mach. Pt. and Iron Fis.		1525		13550
Kalsomine		115406		376252
Paste for Mix. Dept.		607972		
Whiting		111537		349138
Brushes				30409
Glass				43514
Miscellaneous		36982		135124
Totals		3023822		18022995

0007 SWP 000032416

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING Dec 31 1907

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		264443.5	
2	" " " in B'k		14767876	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		733691	
8				15761002
	BOOK ACCOUNTS			
9	~~Ledger A~~ Bal. Ledger		118301356	
10	Ledger B-E			
11	Ledger F-Q			
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		5733403	
	Personal Accounts		3394801	127429560
	REAL ESTATE			
17	St. Aubin Ave.		40332874	
18	In Course of Construction		11847753	
19				
20				52180627
	EQUIPMENT		3474040	
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library Branch		433036	
29	Horses, Wagons, Etc.		31000	
30	~~Branch Furn. and Fix.~~			
31				
32				3520443
	STOCK			
33	Merchandise 8196507			9480936
34				
	Total Assets	100 %		37538496
	LIABILITIES			
35	Notes Payable		18206344	
	Long Time $314990.00			
	Short Time $357500.00			
	Mdse. $148144.44			
36	Accounts Payable		8621521	
	Personal Accounts			
				19068496
	CAPITAL ACCOUNTS			
37	Capital Stock			17500000
38	Surplus			970000
39				
	Total Liabilities	100 %		37538496

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage			1556888
41	Interest, Taxes and Rent			1726296
42	Insurance			13148
43	Losses			268365
44	Repairs			289540
	Total General Expense			3854432
	OFFICE EXPENSE			
45	Office Salaries			998153
46	Postage, Stationery and Car Fare			119263
47	Com'l Ag., L. E., Tel and Tel.			64376
	Total Office Expense			1181792
	ADVERTISING EXPENSE			
48	Advertising Salaries			387696
49	Advertising Postage			5341
50	Advertising Material			71848
51	Trade Journals			162444
	Total Advtg. Expense			625329
	SALESMEN EXPENSE			
52	Salesmen's Salaries			1241509
53	Salesmen's Expenses			454065
	Total Salesmen Expense			1695564
	Total Expenses	100 %		7356922
54	Purchases			12564269
	Total Expenses and Purchases	38142		19921191
	REVENUES			
55	Sales	—		7078362
56				
	Total Revenues	100 %		7078362
	SUMMARY			
	General Expense	54 45		3854232
	Office Expense	16 69		1181792
	Manufacturing Expense	71 14		5036024
	Advertising Expense	8 84		625329
	Salesmen Expense	23 95		1695564
	Selling Expense	32 79		2320898
	Expenses	103 93		7356922
	Purchases	177 50		12564269
	Sales	—		7078362
	Collections	255 44		18082632

RATIOS TO SALES

Purchases				177 50 %
Expenses				103 93 %
General Expense	54 45 %		Advertising Expense	8 84 %
Office Expense	16 69 %		Salesmen Expense	23 95 %
Mfg. Expense	71 14 %		Selling Expense	32 79 %

COLLECTIONS

Average Daily Collections $ 7233.05

Collections—How Made 75 Business Days

Drafts 144 Due 1114 Dis. 523

0007 SWP 000032417

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING Dec 31 190 7

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1684
Received-Peninsular	159
Received-Electro	12
" Rex	32
TOTAL RECEIVED	1887
Received Per Day-Acme Average	67
Received Per Day-Pen. Average	6
Received Per Day-Elec. Average	1
" " " Rex "	1
Total Average Per Day	75
Average Amount Each Order $	37.51
Gross Sales av. 88% $	77630.44
Dis. and Freight 10% $	6846.82
NET SALES	70783.62

MISC.	MONTH	TOTAL
Fuel		10156
Water		—
Freight Inc.		464651
Freight Out		543123
Tonnage Out H.O. only		993410

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 3 17 31	AMOUNT
Varnish	22 22 22	449113
Dry Color	18 18 18	84622
Package	13 15 15	68710
Receiving and Yard	10 8 8	47953
Mechanical	33 33 33	271948
Printing	8 7 7 8	38796
Coach Color	10 10 11	45077
Label	24 23 25	48372
Enamel-Mfg., Cge. and R. R.	6 6 6	32287
Mixed Paint Base	10 10 10	59864
Acme Mixed Paint	22 22 22	81622
Superintendent's Peninsular Pt. and Specialties	- 1 1	14232
Paste and Oil Colors	9 9 9	35177
Lead and Putty	14 14 12	46358
Packing	23 22 23	9351
Shipping and Cartage	21 19 18	78941
Stain-Finish Cge. Pt. S.	6 6 6	29950
Calcimine	14 16 15	61202
Cup x Oil	13 13 13	68269
Laboratory	2 2 2	18082
Labor Stock	1 - -	400
Factory Office	18 18 17	102118
General Office	63 62 68	479667
Managers	7 7 7	48354
Supervisors	1 1 1	20833
Factory Lunch	- - -	11352
Office Lunch		6236
Total Pay Roll For Month	414 439 443	2 [illegible]

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine		1575		44707
Varnishes		40462		924870
Mixed Paint—1st Quality		5190		188496
Mixed Paint—2nd Quality		241		55649
Barn, Bridge, Roof and Met. Pts.		1403		75088
Floor Paints		461		81710
Misc. Mixed Paints		5369		403214
Liquid Wood Fillers		993		69155
Carriage and W. and I. Paints		1088		99182
Top Dressing		—		5500
Household and Family Paints		—		13907
Neal's Enamels		134		27531
Misc. Enamels		3182		254018
Varnish and Oil Stains		218		183321
Furn. Polish and Gold Pt.		180		9760
Reducers (Sales)		3627		116252
Floor Wax		07		7531
Paint and Varnish Remover		276		63093
Oil, Grain and Distem. Colors		24990		154353
Wh. Ld., Wh. Prs. Zinc & Td. Ld.		108524		519660
Paste Wood Fillers		1509		21730
Putty		43325		128380
Railroad Car and Depot Pts.		6704		404643
Roc Varno, Loco. and Jack. Enm. Bal		2179		149374
Gear Filler and Rough Stuff		13445		290925
Coach Colors		15128		233077
Dry Colors		17929		199735
Eclipse Paste Paints and Prs.		17968		62716
Eclipse Color Varnish		15496		60253
Wayne Mach. Pt. and Iron Fls.		1209		8811
Kalsomine		1272		42743
		138430		
Miscellaneous				53901
Totals		606484		7078362

0007 SWP 000032418

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING December 31 1906.

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	180532	
2	Coml Natl B'k	—	54737	
3	Hanover " B'k	—	439844	
4	Old Dt " B'k	1/10	1364449	
5	First Natl Det B'k	—	535944	
6	First Natl Chi	—	54766	
7	Unexpired Ins., Taxes, Etc.	1/10	135230	
8	State Sav Bank	—	25296	6845588
	BOOK ACCOUNTS			
9	Ledger A	3 7/10	7907691	
10	Ledger B-E	116/10	29978708	
11	Ledger F-Q	13 0/10	33518305	
12	Ledger R-ZZ	11 8/10	28676270	
13	Ledger PN-ES	7 9/10	20334047	
14	Federal P.S.Co	2/10	432594	
15				
16	Notes Receivable	6/10	1430299	
	Personal Accounts	3 2/10	8342801	130470715
	REAL ESTATE			
17	St. Aubin Ave.	15 4/10	39537556	
18	In Course of Construction	2/10	737756	
19				
20				40275312
	EQUIPMENT	12 2/10	31292468	
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed	1/10	223841	
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.			
30	Branch Furn. and Fix.			
31				
32				31068627
	STOCK			
33	Merchandise 480986.18	21 2/10		54353018
34				
	Total Assets	100 %		256857260
	LIABILITIES			
35	Notes Payable			
	Long Time $334850.00			
	Short Time $9450000.00	49 8/10	12785000	
	Mdse. $			
36	Accounts Payable	1/10	276058	
	Personal Accounts	1/10	1091202	
				13185260
	CAPITAL ACCOUNTS			
37	Capital Stock	48 7/10		125000000
38	Surplus			
39				
	Total Liabilities	100 %		256857260

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	24 9/10	2649701	
41	Interest, Taxes and Rent	17 0/10	1813236	
42	Insurance	2/10	26295	
43	Losses	5/10	48826	
44	Repairs	2 4/10	260760	
	Total General Expense	45 0/10	4798818	
	OFFICE EXPENSE			
45	Office Salaries	8 3/10	887063	
46	Postage, Stationery and Car Fare	8/10	87604	
47	Com'l Ag., L. E., Tel and Tel.	2/10	22622	
	Total Office Expense	9 3/10	997289	
	ADVERTISING EXPENSE			
48	Advertising Salaries	5 3/10	560188	
49	Advertising Postage	2/10	19284	
50	Advertising Material	2 7/10	314081	
51	Trade Journals	14 5/10	57188	
	Total Advtg. Expense	22 0/10	950741	
	SALESMEN EXPENSE			
52	Salesmen's Salaries	22 8/10	1539867	
53	Salesmen's Expenses	5/10	2376200	
	Total Salesmen Expense	22 8/10	3916067	
	Total Expenses	100 %	10662915	
54	Purchases	81 82/100	19848717	
	Total Expenses and Purchases	125 78/100	30511632	
	REVENUES			
55	Sales	—	24257232	
56				
	Total Revenues	100 %	24257232	

SUMMARY		
General Expense	19 79/100	4798818
Office Expense	4 11/100	997289
Manufacturing Expense	23 90/100	5796107
Advertising Expense	3 92/100	950741
Salesmen Expense	16 14/100	3916067
Selling Expense	20 06/100	4866808
Expenses	43 96/100	10662915
Purchases	81 82/100	19848717
Sales	—	24257232
Collections	78 35/100	19005721

RATIOS TO SALES

Purchases					81 82/100 %
Expenses					43 96/100 %
General Expense	19 79/100	%	Advertising Expense		3 92/100 %
Office Expense	4 11/100	%	Salesmen Expense		16 14/100 %
Mfg. Expense	23 90/100	%	Selling Expense		20 06/100 %

COLLECTIONS

Average Daily Collections $ 7602.29

Collections—How Made Business Days

Drafts 134 Due 25/386 Dis. 632

0007 SWP 000032419

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 31 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH	
Received-Acme	1569
Received-Peninsular	349
Received-Electro	39
RECEIVED-REXORA	11
TOTAL RECEIVED	1968
Received Per Day-Acme Average	62
Received Per Day-Pen. Average	14
Received Per Day-Elec. Average	1
RECEIVED-PER DAY-REXORA AVE.	1
Total Average Per Day	78
Average Amount Each Order $	123.25

Gross Sales	$ 251657.31
Dis. and Freight 3 6/10 %	$ 9084.99
NET SALES	242572.32

MISC.	MONTH	TOTAL
Fuel	905.74	
Water		
Freight Inc.	6678.07	
Freight Out	11547.50	
Tonnage Out	3.686.205	

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 1	14	29	AMOUNT
Varnish	313	332	2	527.98
Dry Color	257	524	1	684.24
Package	181	920	1	223.34
Receiving and Yard	202	020	1	164.39
Mechanical	303	030	2	705.62
Printing	889	591	5	601.88
Coach Color	141	414		864.38
Label	344	037		941.29
Enamel-Mfg., Cge. and R. R.	212	122	1	396.31
Mixed Paint Base	151	517		765.80
Acme Mixed Paint	161	616		929.43
Peninsular Pt. and Specialties	161	414		800.88
Paste and Oil Colors	202	021	1	147.17
Lead and Putty	182	322		977.15
Packing	494	659	2	691.34
Shipping and Cartage	182	121	1	769.15
Stain-Finish				
Calcimine	222	325	1	229.01
Exp. Oil	151	515	1	086.36
Laboratory	2	2	2	63.60
Label Stock	4	4	4	187.79
Factory Office	16	16	16	247.73
General Office	62	869	4	378.67
Managers	7	7	7	449.96
Supervisors	2	2	2	666.74
Factory Lunch	—			227.31
Total Pay Roll For Month	5635	8959	40	969.52

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1831		80494	
Varnishes	114205		2245252	
Mixed Paint—1st Quality	62616		6004274	
Mixed Paint—2nd Quality	7694		823931	
Barn, Bridge, Roof and Met. Pts	5397		293538	
Floor Paints	5057		586690	
Misc. Mixed Paints	6116		307902	
Liquid Wood Fillers	4238		216514	
Carriage and W. and I. Paints	12558		643566	
Top Dressing	660		42802	
Household and Family Paints	612		155108	
Neal's Enamels	5295		596234	
Misc. Enamels	6836		843211	
Varnish and Oil Stains	5428		753462	
Furn. Polish and Gold Pt.	27		1310	
Reducers (Sales)	17343		544756	
Floor Wax	1820		29209	
Paint and Varnish Remover	1467		232710	
Oil, Grain and Distem. Colors	70164		569146	
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	758917		4265411	
Paste Wood Fillers	11374		61310	
Putty	6986		17030	
Railroad Car and Depot Pts.	4852		505907	
Roc Varno, Loco. and Jack. Enal	6124		1011622	
Gear Filler and Rough Stuff	7435		928621	
Coach Colors	35631		461852	
Dry Colors	37029		248519	
Eclipse Paste Paints and Prs.	274557		1151980	
Eclipse Color Varnish	211555		98714	
Wayne Mach. Pt. and Iron Fls.	1217		19087	
Kae-Dom	3037		328628	
	233307			
Miscellaneous			7664	
Totals	1984268		2425732	

0007 SWP 000032420

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 8

BUSINESS STATEMENT FOR MONTH ENDING December 30 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	125749	
2	Come Nat'l B'k	1/10	228990	
3	Hanover " B'k	—	58	
4	Old Det " B'k	—	23087	
5	First Nat'l Det. B'k	—	3380	
6	First Nat'l Chi B'k	1/10	112306	
7	Unexpired Ins., Taxes, Etc.	1/10	207787	
8				700710
	BOOK ACCOUNTS			
9	Ledger A	28/10	4817855	
10	Ledger B-E	124/10	20983494	
11	Ledger F-Q	97/10	16429696	
12	Ledger R-ZZ	115/10	19488135	
13	Ledger PN-ES	49/10	8354840	
14	Federal P.S.Co.	3/10	450072	
15	Chicago Bc Exp'g Co.	—	26492	
16	Notes Receivable	1/10	1770000	
	Personal Accounts	12/10	2066304	74386888
	REAL ESTATE			
17	St. Aubin Ave.	126/10	21400000	
18	In Course of Construction	28/10	4836127	
19				
20				26236127
	EQUIPMENT			
21	Mach.-Paints	68/10	10700000	
22	Mach.-Varnishes	14/10	2400000	
23	Mach.-Dry Colors	8/10	1400000	
24	Mach.-Advertising	14/10	2300000	
25	Mach.-Misc.	14/10	2400000	
26	Mach.-Newly Installed	1/10	203580	
27				
28	Furn., Fix. and Library	4/10	754265	
29	Horses, Wagons, Etc.	2/10	375000	
30	Branch Furn. and Fix.			
31				
32				20482845
	STOCK			
33	Merchandise $4659407.72	28 3/10		48142293
34				
	Total Assets	100 %		169948863
	LIABILITIES			
35	Notes Payable			
	Long Time $243300.00			
	Short Time $540000.00			
	Mdse. $	46 1/10	7833000	
36	Accounts Payable	8/10	1296255	
	Personal Accounts	0/10	47724	
				7967399
	CAPITAL ACCOUNTS			
37	Capital Stock	44 1/10		75000000
38	Surplus	79/10		13500000
39	Surplus Chicago Bc	1/10		1774884
	Total Liabilities	100 %		169948863

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	17 2/10	1435929	
41	Interest, Taxes and Rent	10 9/10	910763	
42	Insurance	—	6565	
43	Losses	4/10	39055	
44	Repairs	2 9/10	250000	
	Total General Expense	31 4/10	2629182	
	OFFICE EXPENSE			
45	Office Salaries	9 6/10	797880	
46	Postage, Stationery and Car Fare	1 1/10	88897	
47	Com'l Ag., L. E., Tel and Tel.	5/10	45915	
	Total Office Expense	11 2/10	932692	
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 2/10	266829	
49	Advertising Postage	3/10	23048	
50	Advertising Material	5 4/10	453020	
51	Trade Journals	2/10	16570	
	Total Advtg. Expense	9 1/10	759467	
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18 6/10	1548156	
53	Salesmen's Expenses	29 7/10	2477351	
	Total Salesmen Expense	48 3/10	4025507	
	Total Expenses	100 %	8346848	
54	Purchases	62 52/100	11341858	
	Total Expenses and Purchases	108 53/100	19688706	
	REVENUES			
55	Sales	—	18140485	
56				
	Total Revenues	100 %	18140485	
	SUMMARY			
	General Expense	14 49/100	2629182	
	Office Expense	5 14/100	932692	
	Manufacturing Expense	19 63/100	3561874	
	Advertising Expense	4 19/100	759467	
	Salesmen Expense	22 19/100	4025507	
	Selling Expense	26 38/100	4784974	
	Expenses	46 01/100	8346848	
	Purchases	62 52/100	11341858	
	Sales	—	18140485	
	Collections	116 75/100	21179440	

RATIOS TO SALES

Purchases				62 52/100	%
Expenses				46 01/100	%
General Expense	14 49/100	%	Advertising Expense	4 19/100	%
Office Expense	5 14/100	%	Salesmen Expense	22 19/100	%
Mfg. Expense	19 63/100	%	Selling Expense	26 38/100	%

COLLECTIONS

Average Daily Collections $ 8471.77

Collections—How Made 25 Business Days

Drafts 150 Due 599 Dis. 653

0007 SWP 000032421

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 30 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1535
Received-Peninsular	301
Received-Electro	70
TOTAL RECEIVED	1906
Received Per Day-Acme Average	61
Received Per Day-Pen. Average	12
Received Per Day-Elec. Average	3
Total Average Per Day	76
Average Amount Each Order $	95.17

Gross Sales	$	195067.06
Dis. and Freight 7	% $	13662.21
NET SALES		181404.85

MISC.	MONTH	TOTAL
Fuel	53261	
Water	—	—
Freight Inc.	249376	
Freight Out	875960	
Tonnage Out	2304520#	

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 2 16	AMOUNT
Varnish	3030	159819
Dry Color	2225	100020
Package	1515	62275
Receiving and Yard	1314	56755
Mechanical	2322	140609
Printing	8285	266820
Coach Color	1613	54447
Label	2727	41547
Enamel-Mfg., Cge. and R. R.	1918	75922
Mixed Paint Base	1111	42173
Acme Mixed Paint	1515	53788
Peninsular Pt. and Specialties	1411	52100
Paste and Oil Colors	2926	97596
Lead and Putty	1514	53219
Packing	4037	136379
Shipping and Cartage	1615	99103
Stain-Finish	— —	—
EXPERIMENTAL	12	8700
LABORATORY	22	16320
LABEL - STOCK	65	12919
Factory Office	1717	64738
General Office	4954	208297
Managers	55	58983
Supervisors	22	107500
Factory Lunch	— —	—
Total Pay Roll For Month	469468	2500638

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	2077		128066	
Varnishes	86959		573560	
Mixed Paint—1st Quality	39679		4581459	
Mixed Paint—2nd Quality	6825		18879	
Barn, Bridge, Roof and Met. Pts.	3091		179955	
Floor Paints	5586		343821	
Misc. Mixed Paints	5773		1233273	
Liquid Wood Fillers	3134		218736	
Carriage and W. and I. Paints	5207		659370	
Top Dressing	—		28737	
Household and Family Paints	1563		123969	
Neal's Enamels	2308		74980	
Misc. Enamels	5133		280953	
Varnish and Oil Stains	6831		719448	
Furn. Polish and Gold Pt.	58		12090	
Reducers (Sales)	19942		363537	
Floor Wax	2213		29760	
Paint and Varnish Remover	1189		137547	
Oil, Grain and Distem. Colors	56694		585063	
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	390478		1582302	
Paste Wood Fillers	4783		41385	
Putty	38901		63705	
Railroad Car and Depot Pts.	2005		324198	
Roc Varno, Loco. and Jack. Ens.	9127		1015560	
Gear Filler and Rough Stuff Gal	4632		298809	
Coach Colors #	15100		358422	
Dry Colors	33050		301599	
Eclipse Paste Paints and Prs.	217281		185360	
Eclipse Color Varnish	326139		213714	
Wayne Mach. Pt. and Iron Fls.	3814		21204	
SPEC LIQ PT	1750			
	566			
Miscellaneous	18061		156424	
Totals	1320249		18140485	

0007 SWP 000032422

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING December 1904

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	84405	
2	Coml Nat'l B'k	3/10	3[illegible]443	
3	Han Nat'l B'k	4/10	475368	
4	Old Dol Nat'l B'k	1/10	48154	
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.	5/10	211773	
8				427757
	BOOK ACCOUNTS			
9	Ledger A	3 9/10	4616196	
10	Ledger B-E	7 7/10	9262017	
11	Ledger F-Q	9 6/10	11523597	
12	Ledger R-ZZ	10 5/10	12619086	
13	Ledger PN-ES	4 5/10	5431450	
14	S F Branch & C S Exp	3/10	352474	
15				
16	Notes Receivable	1/10	15000	
	Personal Accounts	7/10	853649	44673469
	REAL ESTATE			
17	St. Aubin Ave.	15 6/10	18680000	
18	In Course of Construction	1 9/10	2352650	
19				
20				21032650
	EQUIPMENT			
21	Mach.-Paints	7 6/10	9100000	
22	Mach.-Varnishes	1 9/10	2300000	
23	Mach.-Dry Colors	1	1200000	
24	Mach.-Advertising	1 5/10	1800000	
25	Mach.-Misc.	1 3/10	1600000	
26	Mach.-Newly Installed	5/10	74758	
27				
28	Furn., Fix. and Library	5/10	617405	
29	Horses, Wagons, Etc.	3/10	325000	
30	Branch Furn. and Fix.		43312	
31				
32				16910959
	STOCK			
33	Merchandise 3622057	30 7/10		36695374
34				
	Total Assets	100 %		119740209
	LIABILITIES			
35	Notes Payable			
	Long Time $ 18930000			
	Short Time $ 24000000	35 9/10	42930000	
	Mdse. $			
36	Accounts Payable	1 4/10	1732194	
	Personal Accounts	1/10	78015	
				44740209
	CAPITAL ACCOUNTS			
37	Capital Stock	62 6/10		75000000
38	Surplus			
39				
	Total Liabilities	100 %		119740209

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	20 6/10	1039325	
41	Interest, Taxes and Rent	5 5/10	277405	
42	Insurance	1/10	8318	
43	Losses	1/10	6875	
44	Repairs	2 5/10	142000	
	Total General Expense	28 9/10	1460173	
	OFFICE EXPENSE			
45	Office Salaries	14 3/10	724191	
46	Postage, Stationery and Car Fare	1 1/10	57561	
47	Com'l Ag., L. E., Tel and Tel.	5/10	24862	
	Total Office Expense	15 9/10	806614	
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 1/10	155321	
49	Advertising Postage	2/10	10722	
50	Advertising Material	4/10	18143	
51	Trade Journals	2 5/10	127550	
	Total Advtg. Expense	6 2/10	311736	
	SALESMEN EXPENSE			
52	Salesmen's Salaries	19%	959525	
53	Salesmen's Expenses	30%	1514457	
	Total Salesmen Expense	49	2473982	
	Total Expenses	100 %	5052505	
54	Purchases	—	8952386	
	Total Expenses and Purchases	103 46/100	14004891	
	REVENUES			
55	Sales	—	13530095	
56				
	Total Revenues	100 %	13530095	

SUMMARY

	%	
General Expense	10 79/100	1460173
Office Expense	5 96/100	806614
Manufacturing Expense	16 75/100	2266787
Advertising Expense	2 30/100	311736
Salesmen Expense	18 28/100	2473982
Selling Expense	20 58/100	2785718
Expenses	37 33/100	5052505
Purchases	66 16/100	8952386
Sales	—	13530095
Collections	72 55/100	9816563

RATIOS TO SALES

Purchases			66 16/100 %
Expenses			37 33/100 %
General Expense	10 79/100 %	Advertising Expense	2 30/100 %
Office Expense	5 96/100 %	Salesmen Expense	18 28/100 %
Mfg. Expense	16 75/100 %	Selling Expense	20 58/100 %

COLLECTIONS

Average Daily Collections $ 377560

Collections—How Made

Drafts 219 Due 488 Dis. 626 Business Days 26

0007 SWP 000032423

1

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING December 1904

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1499
Received-Peninsular	246
Received-Electro	79
TOTAL RECEIVED	1824
Received Per Day-Acme Average	57
Received Per Day-Pen. Average	9
Received Per Day-Elec. Average	4
Total Average Per Day	70
Average Amount Each Order $	90.24

Gross Sales	$	142325.27
Dis. and Freight 5 %	$	7024.32
NET SALES		135300.95

MISC.	MONTH	TOTAL
Fuel	27810	
Water	—	
Freight Inc.	348560	
Freight Out	413437	
Tonnage Out	1.707.655#	

PAY ROLL ANALYSIS

DEPTS. Dec.	NO. EMP. 3	NO. EMP. 17	AMOUNT
Varnish	27	26	130186
Dry Color	16	17	76078
Package	10	10	42436
Receiving and Yard	9	9	36974
Mechanical	19	18	100512
Printing	45	47	155321
Coach Color	14	14	52201
Label	31	30	52978
Enamel-Mfg., Cge. and R. R.	12	16	50151
Mixed Paint Base	7	8	26202
Acme Mixed Paint	11	12	42970
Peninsular Pt. and Specialties	10	10	35692
Paste and Oil Colors	17	16	60179
Lead and Putty	8	8	26600
Packing	22	23	83885
Shipping and Cartage	10	9	95771
Stain-Finish			
SPECIAL ⊗			334232
Factory Office	15	15	73167
General Office ⊗	40	39	164959
Managers	4	4	225000
Supervisors	2	2	50000
Factory Lunch			3343
Total Pay Roll For Month	329	333	1918834

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	755		56905	
Varnishes	63200		1419110	
Mixed Paint—1st Quality	35796		2740655	
Mixed Paint—2nd Quality	2861		3040	
Barn, Bridge, Roof and Met. Pts	4771		174515	
Floor Paints	2050		190475	
Misc. Mixed Paints	7359		363280	
Liquid Wood Fillers	2231		169575	
Carriage and W. and I. Paints	4515		484310	
Top Dressing	—		26695	
Household and Family Paints	1229		123690	
Neal's Enamels	3617		786505	
Misc. Enamels	3361		234745	
Varnish and Oil Stains	2208		507395	
Furn. Polish and Gold Pt.	—		35435	
Reducers (Sales)	11390		381710	
Floor Wax	701		8550	
Paint and Varnish Remover	484		59755	
Oil, Grain and Distem. Colors	52695		385035	
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	140384		722570	
Paste Wood Fillers	5066		29830	
Putty	36201		64315	
Railroad Car and Depot Pts.	1746		93810	
Roc Varno, Loco. and Jack. Ens.	8797		97825	
Gear Filler and Rough Stuff	6096		91030	
Coach Colors	28519		184585	
Dry Colors	141793		388550	
Eclipse Paste Paints and Prs.	183093		1015170	
Eclipse Color Varnish	951		53010	
Wayne Mach. Pt. and Iron Fls.	162		17955	
Rainbow "Pastes"			1425	
" "Liquids"			190	
Miscellaneous	13889		65650	
Totals	765920		1353000.95	

0007 SWP 000032424

JAN.

0007 SWP 000032425

N20806.01

50
3 ~ 50

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING January 1915

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		4221.10	
2	Cash in Banks		13464.04	
3	Albertson Bennett Supply		2380.50	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		2106.09	
8				18373.73
	BOOK ACCOUNTS			
9	Sales Ledger		67682.96	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		2210.42	
	Personal Accounts		2336.67	72240.05
	PLANT & EQUIPMENT			
17	Plant Equipment		3009.48.79	
18	Bldg's in Course of Const'n			
19	Mach.—Newly Installed		95.77	
20	Salesmen's Autos		1045.37	
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				301,802.93
				89,739.69
	STOCK			
33	Merchandise 1,528,365.58			1,616,149.98
34				
	TOTAL ASSETS	100%		5542,109.69
	LIABILITIES			
35	Notes Payable		20345.00	
	BAND INTEREST ACCRUED		741.60	
	PREFERRED DIV.		533.85	
	SALESMEN'S EXP.		600.00	
36	Accounts Payable		131.40.11	
	BONDS		2000,000.00	
	BONDS (TREASURY STOCK)		550,000.00	1669,279.11
	CAPITAL ACCOUNTS			
37	Capital Stock—Preferred		175,000.00	
	Capital Stock—Common		2000,000.00	
	SURPLUS		445,147.53	
	RESERVE FOR BAD DEBTS		90,000.00	
38	" " DEPRECIATION		65,720.28	
	" " GENL. PURPOSES		202,849.48	
39	" " REDEM. OF BONDS		531,639.29	3872,853.58
	Total Liabilities	100%		5542,109.69

NO.	CLASSIFICATION	%	MONTH	TOTAL
	~~GENERAL EXPENSE~~			
	PREFERRED DIVIDENDS	4.23	540.00	10800.00
	CARTAGE	2.74	3630.93	46862.72
40	Factory Salaries	18.42	23468.66	468246.44
	TAXES	.05	729.36	3787.47
41	Interest	1.53	595.95	37873.36
	RENT	5.59	4634.32	14194.37
42	Insurance	3.30	898.15	5389.47
	DEPRECIATION	1.97	2500.00	5000.00
43	Losses	2.88	3334.96	32492.21
	INTEREST ON BONDS	5.69	7227.61	17482.43
44	Repairs	1.57	269.93	2067.95
	Total General Expense	45.62	53917.27	115050.73
	OFFICE EXPENSE			
	SUNDRY	0.65	733.72	14848.48
57	Branch Supervision	0.48	398.51	12160.09
	HEAT LIGHT AND POWER	0.34	509.18	8688.80
45	Office Salaries	17.09	14315.27	43434.46
	STATIONERY	0.32	870.19	9126.68
46	Postage, Express and Car Fare	0.78	677.64	19969.93
	TEL. AND TEL.	0.47	632.22	11903.38
47	Com'l Ag., L. E. and Incl.	0.23	390.56	11492.70
	Total Office Expense	20.70	19466.69	52592.52
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.84	5619.69	72063.1
49	Advertising Postage	0.02	58.84	60.87
50	Advertising Material	1.87	3384.48	4759.11
51	Trade Journals	0.28	363.82	7120.5
	Total Advtg. Expense	5.01	9426.83	127383.4
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17.88	21699.97	454595.8
53	Salesmen's Expenses	10.77	16035.47	273963.0
	Total Salesmen Expense	28.66	37735.44	728558.8
	Total Expenses	100%	120546.23	2541374.7
54	Purchases	62.32	170903.15	2752683.4
	Total Expenses and Purchases	119.86	291449.38	5294058.1
	REVENUES			
55	Sales	100.00	272411.64	4415984.1
56				
	Total Revenues	100%	272411.64	4415984.1
	SUMMARY			
	General Expense	26.25	53917.27	115050.73
	Office Expense	11.91	19466.69	52592.52
	Manufacturing Expense	38.16	73383.96	167643.25
	Advertising Expense	2.88	9426.83	127383.34
	Salesmen Expense	16.50	37735.44	728558.88
	Selling Expense	19.38	47162.27	855942.22
	Expenses	57.54	120546.23	2541374.7
	Purchases	62.32	170903.15	2752683.4
	Sales	100.00	272411.64	4415984.1
	Collections	115.40	314600.00	4643200.00

RATIOS TO SALES

Purchases				62.32 %
Expenses				57.54 %
General Expense	26.25 %	Advertising Expense		2.88 %
Office Expense	11.91 %	Salesmen Expense		16.50 %
Mfg. Expense	38.16 %	Selling Expense		19.38 %

COLLECTIONS

Average Daily Collections $ 9201.84

Collections—How Made 25 Business Days

Drafts 87 Due 2986 Dis. 1444

0007 SWP 000032427

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 191

H H & K CO. 11084

MISCELLANEOUS

Gross Sales	$	288809.75
Dis. and Freight 2.73	% $	7883.61
Returned Goods 2.95	% $	8514.49
NET SALES		272411.65

MISC.	MONTH	TOTAL
Fuel	1481.28	20067.1
Water	543.81	15309.96
Freight Inc.	7063.83	17749.98
Freight Out	9636.26	16531.42
Tonnage Out	47605.40	93833.12

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	117.121	676536
Branch Office	68.68	48112.4
Branch Supervision	5.5	3985.1
Calcimine	7.8	3494.4
Coach Color	7.7	3949.2
Dry Color	13.13	8017.09
Enamel	11.12	7710.4
Enamel Base	7.7	3849.1
Experimental	6.6	4378.0
Factory Lunch	—	723
Factory Office	13.13	6984.5
General Office	69.69	44446.9
Janitors	—	—
Labeling	16.21	5306.7
Label Stock	2.2	1013.3
Laboratory	3.3	2923.2
Lead and Putty	5.5	2553.2
Managers	9.9	5059.34
Mechanical	29.30	13899.4
Miscellaneous	—	2259.8
Mixed Paint	12.13	7079.1
Mixed Paint Base	12.12	5898.5
Oil Color	8.9	4278.3
Package	14.14	7967.7
Packing	11.17	8156.3
Paste Paint	10.10	5998.9
Printing	77.77	56190.9
Receiving and Yard	16.17	7164.4
Red Lead	22.23	16977.9
Shipping ~~and Cartage~~	6.7	3962.4
Stock	3.5	1992.3
Varnish	15.19	13945.5
White Lead	26.26	16560.3
CARTAGE	11.11	10981.7
BRANCH CARTAGE	16.16	25327.6
Total Pay Roll for Month	646.75	414330.6

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting			287.7	5351
Varnishes			2676.8	43513
Mixed Paint—1st Quality			4337.2	58078
Mixed Paint—2nd Quality			1025.7	11245.9
Barn, Bridge, Roof & Met. Pts.			597.1	8301
Floor Paints			709.1	9191
Misc. Mixed Paints			257.2	5221
Liquid Wood Fillers			98.6	1912
Carriage and Wagon Paints			853.7	11589
Top Dressing			48.9	579
Household and Family Paints			101.6	1241
Neal's Enamel			850.8	15214
Misc. Enamels			1110.0	21774
Varnish and Oil Stains			869.4	13230
Furniture Polish			6.9	188
Reducers			114.7	2104
Floor Wax			56.1	860
Paint and Varnish Remover			79.1	1309
Oil, Grain. and Distem. Colors			681.8	11123
White Lead and Zinc in Oil			805.6	13298
Paste Wood Filler			103.0	1539
Putty			307.5	6321
R. R. Car and Depot Paints			635.3	12849
Roc-Varno, Loco. and Jack. Ens.			579.2	12673
Gear Filler and Rough Stuff			1162.8	16796
Coach Colors			279.5	4661
Dry Colors			189.6	3104
Paste Paint and Primers			1071.2	18230
Color Varnish			1339.7	17610
Machinery Paint and Iron Filler			25.9	403
Kalsomine			356.1	6412
NO LUSTRE			1305.7	20326
Red Lead			1541.7	29079
BLENDING LIQUID			81.5	1324
BLENDING & STENCIL COLORS			89.8	1841
Total—Goods of our Mfr.			24575.00	389703.00
Brushes			383.7	6804
Cutlery			7.8	164
Dry Colors			15.8	514
Glass			170.8	4352
Oil and Turpentine			979.8	19239
White Leads			378.7	7667
Miscellaneous			6441.64	114841
STENCIL			84.9	1407
Total—Jobbing Goods			26656.64	518941
Grand Total			27241.64	1141598.41

0007 SWP 000032428

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING January 1914

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		1427251	
2	Cash in Banks		14078039	
3	TURNER, TUCKER & CO.		5624575 50	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		971175	
8				7172215
	BOOK ACCOUNTS			
9	Sales Ledger		7898124 6	
10	RESERVE FOR BAD DEBTS		30000 00	
11	General Ledger Salesman			
12	PREPAID EXPENSE		153795 99	
13				
14				
15				
16	Notes Receivable		1329098	
	Personal Accounts		3515978	9620592 1
	PLANT & EQUIPMENT			
17	PLANT & EQUIPMENT		3005380 95	
18	Bldg's in Course of Const'n		16275	
19	Mach.—Newly Installed		590 00	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				3006133 70
				4685415 06
	STOCK			
33	Merchandise 1549596 53			1653425 90
34				
	TOTAL ASSETS	100%		6339140 96
	LIABILITIES			
35	Notes Payable		687139 00	
	Long Time $ 72139 00			
	Short Time $ 615000 00			
	Mdse. $			
36	Accounts Payable		228263	
	BONDS		2000000 00	
	BONDS (TREASURY STOCK)		300000 00	2400316 3
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000 00	
	Capital Stock—Preferred		1075900 00	
	RESERVE FOR DEPRECIATION		29758 66	
38	RESERVE FOR GEN'L PURPOSES		40000 00	
	RESERVE FOR D. ... E. BUSINESS		316645 47	
39	SURPLUS		466805 06	3929109 13
	Total Liabilities	100%		6339140 96

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	3 18	3789 96	875 891
40	Factory Salaries	20 99	25279 80	5791 749
	TAXES	5 63	1888 10	1326 36
41	Interest	18 63	2623 72	5138 35
	RENT	3 53	5076 48	3741 24
42	Insurance	1 01	1368 94	277 04
43	Losses	0 24	933 53	674 18
44	Repairs	1 77	3170 46	4833 33
	Total General Expense	54 95	38883 55	15166 19
	OFFICE EXPENSE			
	ANNUAL AUDIT ADJ ACCT.	18 80	5185 33	5185 33
57	Branch Supervision	1 12	309 86	349 36
	SUNDRY	0 34	98 10	135 03
45	Office Salaries	29 39	8163	6849 38
	TEL. AND TEL.	0 49	170 50	822 54
	HEAT, LIGHT AND POWER	0 32	124 13	2367 44
46	POSTAGE AND CAR FARE	0 84	624 53	907 51
	STATIONERY	0 33	764 29	940 92
47	Com'l Ag., L. E.,	0 34		
	Total Office Expense	10 04	19161 80	27708 87
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 53	4200 92	9943 26
49	Advertising Postage	0 02	59 78	59 78
50	Advertising Material	2 23	5714 89	6172 80
51	Trade Journals	0 59	755 98	1617 02
	Total Advtg. Expense	6 37	10731 57	17592 86
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 04	24005 66	47009 34
53	Salesmen's Expenses	11 57	16768 29	31920 05
	Total Salesmen Expense	28 61	40773 95	78929 39
	Total Expenses	100%	91222 40	175892 31
54	Purchases	68 80	213870 92	3786981 4
	Total Expenses and Purchases	118 77	285098 19	6548904 5
	REVENUES			
55	Sales		301690 67	5504612 8
56				
	Total Revenues	100%	301690 67	5504612 8
	SUMMARY			
	General Expense	27 55	38883 55	151661 19
	Office Expense	5 03	19161 80	27708 87
	Manufacturing Expense	32 58	98221 75	179370 06
	Advertising Expense	3 20	10731 57	17592 86
	Salesmen Expense	14 34	40773 95	78929 39
	Selling Expense	17 54	51505 52	96522 25
	Expenses	50 12	151227 27	275892 31
	Purchases	68 80	213870 92	3786981 4
	Sales	100 00	301690 67	5504612 8
	Collections	100 00	281929 00	5442380 0

RATIOS TO SALES

Purchases	68 80 %		
Expenses	%		
General Expense	27 55 %	Advertising Expense	3 20 %
Office Expense	5 03 %	Salesmen Expense	14 34 %
Mfg. Expense	32 58 %	Selling Expense	17 54 %

COLLECTIONS

Average Daily Collections $ 10,843 48

Collections—How Made 26 Business Days

Drafts 100 Due 3050 Dis. 1644

0007 SWP 000032429

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 191 4

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 322,181.75
Dis. and Freight	2.94 %	$ 9,456.08
Returned Goods	3.42 %	$ 11,035.00
NET SALES		301,690.67

MISC.	MONTH	TOTAL
Fuel	367.014	49,910.01
Water	774.69	12,888.85
Freight Inc.	9,219.49	213,056.62
Freight Out	117,269.00	234,941.10
Tonnage Out #	5,252,529	106,809.65

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 11/15 1/24	AMOUNT
Branch Factory	144 144	79,886.50
Branch Office	80 80	5,288.053
Branch Supervision	6 6	1,123.16
Calcimine	7 8	330.22
Coach Color	9 9	567.59
Dry Color	16 16	950.80
Enamel	12 12	722.55
Enamel Base	8 7	384.55
Experimental	5 5	359.67
Factory Lunch	✓ ✓	43.56
Factory Office	14 14	739.44
General Office	82 79	4,728.95
Janitors	2 2	80.50
Labeling	23 26	528.00
Label Stock	3 3	126.67
Laboratory	3 3	260.00
Lead and Putty	7 7	309.44
Managers	9 9	1,706.15
Mechanical	30 30	1,510.68
Miscellaneous	✓ ✓	85.98
Mixed Paint	14 14	736.79
Mixed Paint Base	12 12	514.80
Oil Color	10 10	466.39
Package	14 14	735.74
Packing	14 25	787.96
Paste Paint	12 13	618.70
Printing	100 119	4,200.92
Receiving and Yard	35 38	1,361.32
Red Lead	18 20	1,234.99
Shipping	6 7	364.74
Stock	6 7	272.06
Varnish	27 28	1,751.97
White Lead	31 26	1,447.00
CARTAGE	17 16	727.69
BRANCH CARTAGE	19 19	3,062.27
Total Pay Roll for Month	795 928	61,440.47

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	111,731.0	226,295.5	5,944	9,636
Varnishes	128,414	253,397	29,357	55,951
Mixed Paint—1st Quality	54,763	105,058	54,307	88,096
Mixed Paint—2nd Quality	8,276	15,426	7,356	14,238
Barn, Bridge, Roof & Met. Pts.	20,019	29,782	4,854	12,098
Floor Paints	9,502	16,461	8,327	12,908
Misc. Mixed Paints	3,058	5,177	2,108	6,019
Liquid Wood Fillers	2,497	4,578	1,761	2,900
Carriage and Wagon Paints	5,900	10,308	10,035	14,948
Top Dressing	342	589	430	600
Household and Family Paints	876	1,180	1,016	1,691
Neal's Enamel	7,473	14,789	9,608	16,999
Misc. Enamels	5,273	8,309	13,756	26,396
Varnish and Oil Stains	11,339	20,868	12,907	20,315
Furniture Polish	269	844	176	459
Reducers	4,548	8,343	2,623	4,305
Floor Wax	1,622	2,412	633	1,093
Paint and Varnish Remover	248	145	1,046	1,983
Oil, Grain. and Distem. Colors	109,549	210,129	6,692	13,199
White Lead and Zinc in Oil	278,021	543,595	11,886	20,741
Paste Wood Filler	17,517	24,283	914	1,497
Putty	141,082	286,562	3,251	6,533
R. R. Car and Depot Paints gal	20,173	157,995	6,895	13,109
Roc-Varno, Loco. and Jack. Ens.	40,923	90,258	8,185	17,290
Gear Filler and Rough Stuff gal	20,771	46,742	11,686	20,406
Coach Colors	36,355	76,662	4,303	7,366
Dry Colors	7,099	12,247	2,469	4,531
Paste Paint and Primers	270,89	50,328	13,659	28,415
Color Varnish	220,036	394,150	7,954	15,362
Machinery Paint and Iron Filler	4,146	7,153	289	618
Kalsomine	75,89	136,15	4,401	7,377
Red Lead	111,977.1	255,545	11,461	28,204
NO LUSTRE FINISH	8,237	13,901	8,910	14,874
Total—Goods of our Mfr.			270,194	485,901
Brushes			5,803	11,374
Cutlery			104	211
Dry Colors			560	1,449
Glass			23,99	516
Oil and Turpentine			11,190	21,259
White Leads			3,707	7,753
Miscellaneous			77,336	173,538
Total—Jobbing Goods			317,696	656,028
Grand Total	2,624,746	5,358,607	301,690.67	554,6128

0007 SWP 000032430

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING January 1913

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		19919.77	
2	Cash in Banks		16786.43	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1330.29	
8				2010.9249
	BOOK ACCOUNTS			
9	Sales Ledger		8165.8826	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		1638.14	
	Personal Accounts			8329.7440
	PLANT & EQUIPMENT			
17	Plant & Equipment		2378.18734	
18	Bldg's in Course of Const'n		214.553	
19	Mach.—Newly Installed		1986.068	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				7400.19355
	STOCK			
33	Merchandise 1,703.978 44/100			1805.07041
34				
	TOTAL ASSETS	100%		5239.33085
	LIABILITIES			
35	Notes Payable		1703.95200	
	Long Time $299.952 00			
	Short Time $1,404.000 00			
	Mdse. $			
36	Accounts Payable		466.286	
	Personal Accounts		203.941	
				1710.65427
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000.00000	
	Capital Stock—Preferred		1075.57500	
38	Surplus		453.10158	
39				3528.67658
	Total Liabilities	100%		5239.33085

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	CARTAGE Factory Salaries	3.46	581.611	985.771
41	TAXES Interest	19.29	2545.180	5505.764
42	RENT Insurance	3.75	494.11	784.203
43	Losses	13.76	1816.49	3660.325
44	Repairs	3.28	433.75	936.253
		1.09	827.74	1187.65
		0.03	383.04	73.60
		2.89	393.37	825.074
	Total General Expense	46.49	5242.291	13264.945
	OFFICE EXPENSE			
57	STATIONERY Branch Supervision	0.56	140.484	160.014
45	POSTAGE AND CARFARE Office Salaries	1.22	151.234	348.835
46	HEAT, LIGHT, AND POWER	0.94	124.991	268.243
47	SUNDRY TELEPHONE AND TELEGRAPH Com'l Ag., L. T.	7.15	2690.25	4893.61
		3.28	441.15	808.23
		0.70	124.616	199.453
		0.55	86.515	155.361
		0.36	32.487	101.535
	Total Office Expense	21.76	3380.387	6207.625
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.78	393.639	792.239
49	Advertising Postage	0.04	12.042	121.11
50	Advertising Material	0.85	33.499	243.759
51	Trade Journals	1.12	133.530	318.546
	Total Advtg. Expense	4.79	572.710	1366.755
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15.77	2238.589	4498.225
53	Salesmen's Expenses	11.19	1596.686	3192.371
	Total Salesmen Expense	26.96	3835.275	7690.596
	Total Expenses	100%	13030.663	28529.921
54	Purchases	65.43	15996.813	34860.056
	Total Expenses and Purchases	118.99	29027.476	63389.977
	REVENUES			
55	Sales	100.00	28533.120	53280.785
56				
	Total Revenues	100%	28533.120	53280.785
	SUMMARY			
	General Expense	24.89	5242.291	13264.945
	Office Expense	11.63	3380.387	6207.625
	Manufacturing Expense	36.54	8622.678	19472.570
	Advertising Expense	2.52	572.710	1366.755
	Salesmen Expense	14.43	3835.275	7690.596
	Selling Expense	17.00	4407.985	9057.351
	Expenses	53.54	13030.663	28529.921
	Purchases	65.43	15996.813	34860.056
	Sales	—	28533.120	53280.785
	Collections	105.00	27665.600	55931.700

RATIOS TO SALES

Purchases			65.43 %
Expenses			53.54 %
General Expense	24.89 %	Advertising Expense	2.52 %
Office Expense	11.63 %	Salesmen Expense	14.43 %
Mfg. Expense	36.54 %	Selling Expense	17.00 %

COLLECTIONS

Average Daily Collections $10640.61

Collections—How Made 26 Business Days

Drafts 143 Due 2996 Dis. 1662

0007 SWP 000032431

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 1913

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 307,955.25
Dis. and Freight	3.94 %	$ 12,124.05
Returned Goods	3.41 %	$ 10,500.00
NET SALES		285,331.20

MISC.	MONTH	TOTAL
Fuel	20147.0	393974
Water	1751.08	17555.58
Freight Inc.	11912.39	221423.3
Freight Out	10037.21	230664.0
Tonnage Out #	6108344	11985662

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 1/1 1/15	AMOUNT
Branch Factory	165 165	8498.72
Branch Office	7576	4796.99
Branch Supervision	66	1512.34
Calcimine	11 9	360.30
Coach Color	13 13	710.40
Dry Color	21 19	992.81
Enamel	11 13	625.29
Enamel Base	7 7	348.29
Experimental	45	312.84
Factory Lunch		40.99
Factory Office	17 20	1030.74
General Office	89 86	4737.37
Janitors	22	76.31
Labeling	27 26	598.54
Label Stock	44	149.64
Laboratory	33	260.00
Lead and Putty	78	338.39
Managers	99	1725.89
Mechanical	35 37	1516.43
Miscellaneous		757.70
Mixed Paint	15 14	733.16
Mixed Paint Base	15 17	625.28
Oil Color	10 9	420.26
Package	14 15	714.01
Packing	25 21	1015.81
Paste Paint	14 14	680.93
Printing	98 103	3936.39
Receiving and Yard	15 16	505.15
Red Lead	33 36	1715.17
Shipping	7 8	351.63
Stock	8 9	289.81
Varnish	24 25	1520.97
White Lead	34 40	1777.63
CARTAGE	14 15	3043.46
BRANCH CARTAGE	19 19	2772.65
Total Pay Roll for Month	851 842	63506.89

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	147544.0	286869.7	6589	12736
Varnishes	10213.3	21157.3	2612.3	4759.0
Mixed Paint—1st Quality	4274.7	8648.4	4254.7	6727.8
Mixed Paint—2nd Quality	9787	14886	6764	9733
Barn, Bridge, Roof & Met. Pts.	11746	24821	4697	7795
Floor Paints	8910	18017	5469	8651
Misc. Mixed Paints	3892	6630	5838	12512
Liquid Wood Fillers	2364	4289	1520	2752
Carriage and Wagon Paints	4790	11933	7839	13015
Top Dressing	224	520	355	626
Household and Family Paints	400	592	781	1102
Neal's Enamel	15367	25762	8330	15919
Misc. Enamels	6702	13005	12012	24014
Varnish and Oil Stains	6789	13051	9106	15955
Furniture Polish	662	1551	171	331
Reducers	5829	14908	2083	5768
Floor Wax	1556	3359	436	1002
Paint and Varnish Remover	893	1873	2423	3829
Oil, Grain, and Distem. Colors	9174.3	19654.8	7370	13837
White Lead and Zinc in Oil	249823	476966	10251	18957
Paste Wood Filler	8960	19336	609	1145
Putty	105914	263239	3134	6863
	75420	75420		
R. R. Car and Depot Paints gal	4849	12045	6356	17222
Roc-Varno, Loco. and Jack. Ens.	17214	32315	15347	34204
	54222	54222		
Gear Filler and Rough Stuff gal	5303	11169	13161	21785
Coach Colors	31220	59453	6994	11509
Dry Colors	203529	396433	3269	6839
Paste Paint and Primers	271930	515027	15709	32445
Color Varnish	3877	6416	2670	5488
Machinery Paint and Iron Filler	5957	12202	393	986
Kalsomine	103818	194629	2937	6065
Red Lead			15437	26318
NO LUSTRE FINISH			6746	11714
R.R. CAR + DEPOT PAINT - PASTE		94556		
GEAR FILLER + ROUGH STUFF - PASTE		55812		
Total—Goods of our Mfr.			252866	465685
Brushes			3873	7047
Cutlery			68	92
Dry Colors			8	15
Glass			2987	5348
Oil and Turpentine			12439	26260
White Leads			4922	9368
Miscellaneous			81682.0	189928.5
Total—Jobbing Goods			324652.0	671228.5
Grand Total	2934040	5797679	2853312	5328078.5

0007 SWP 000032432

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING January 1912.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		700508	
2	Cash in Banks		15924749	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1852118	
8				18477375
	BOOK ACCOUNTS			
9	Sales Ledger		67422197	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		3281085	
	Personal Accounts		17236985	87940267
	PLANT & EQUIPMENT		22345095	
17				
18	Bldg's in Course of Const'n		22664	
19	Mach.—Newly Installed		221515	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				22307020 1
	STOCK			
33	Merchandise 1,451,474 34			15648665 9
34				
	TOTAL ASSETS	100%		18657445 02
	LIABILITIES			
35	Notes Payable		14418500 0	
	Long Time $316,850.00			
	Short Time $1,125,000.00			
	Mdse. $			
36	Accounts Payable		1678338	
	Personal Accounts			
				14586338
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000000	
	Capital Stock—Preferred		1000000000	
38	Surplus		4071116 4	
39				34071116 4
	Total Liabilities	100%		18657445 02

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23 30	2381387	5177541
41	Interest, Taxes and Rent	12 66	1136572	2810989
42	Insurance	1 52	170864	347287
43	Losses	0 54	129324	121920
44	Repairs	3 89	463498	862999
	Total General Expense	41 96	4281645	9320736
	OFFICE EXPENSE			
57	Branch Supervision	2 54	228136	565527
45	Office Salaries	11 54	1223814	2562963
46	Postage, Stat'n'y and Car Fare	2 48	384510	551110
47	Com'l Ag., L. E., Tel. and Tel.	1 43	224958	318668
	Total Office Expense	17 99	2061418	3998268
	ADVERTISING EXPENSE			
48	Advertising Salaries	2 96	301505	658979
49	Advertising Postage	0 62	14198	25710
50	Advertising Material	1 51	70193	400287
51	Trade Journals	5 72	467926	1272995
	Total Advtg. Expense	10 61	1053822	2357971
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18 20	2171139	4045419
53	Salesmen's Expenses	11 24	1300514	2498147
	Total Salesmen Expense	29 44	3471653	6543566
	Total Expenses	100%	10868538	22220544
54	Purchases	75 91	13820247	34306390
	Total Expenses and Purchases	125 02	24688785	56526931
	REVENUES			
55	Sales		24624565	45187706
56				
	Total Revenues	100%	24624565	45187706
	SUMMARY			
	General Expense	20 63	4281645	9320736
	Office Expense	8 84	2061418	3998268
	Manufacturing Expense	29 47	6343063	13319004
	Advertising Expense	5 21	1053822	2357971
	Salesmen Expense	14 48	3471653	6543566
	Selling Expense	19 69	4525475	8901537
	Expenses	49 16	10868538	22220544
	Purchases	75 91	13820247	34306390
	Sales		24624565	45187706
	Collections	101 49	23356000	45853200

RATIOS TO SALES

Purchases			75 91 %
Expenses			49 16 %
General Expense	20 63 %	Advertising Expense	5 21 %
Office Expense	8 84 %	Salesmen Expense	14 48 %
Mfg. Expense	29 47 %	Selling Expense	19 69 %

COLLECTIONS

Average Daily Collections $ 9,048.26

Collections—How Made 26 Business Days

Drafts 111 Due 2632 Dis. 1271

0007 SWP 000032433

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING

H.H.A.K.CO. 11084

MISCELLANEOUS

Gross Sales		$258,323.49
Dis. and Freight	3 04/64 %	$ 7,851.84
Returned Goods	1 64 %	$ 4,226.00
NET SALES		246,245.65

MISC.	MONTH	TOTAL
Fuel	218.171	5413.62
Water	1529.69	1529.69
Freight Inc.	1248.631	18470.36
Freight Out	5736.40	14104.68
Tonnage Out	2541.914	43610.05

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 13/17	AMOUNT
Branch Factory	114 114	7537.86
Branch Office	64 64	3720.62
Branch Supervision	7 8	2281.36
Calcimine	7 7	272.66
Coach Color	15 15	737.78
Dry Color	16 18	835.95
Enamel	12 12	588.40
Enamel Base	8 8	338.91
Experimental	5 5	350.64
Factory Lunch		47.19
Factory Office	13 13	803.05
General Office	80 82	4217.54
Janitors	2 2	64.72
Labeling	18 21	443.02
Label Stock	2 2	46.11
Laboratory	2 2	317.24
Lead and Putty	8 7	278.14
Managers	9 9	4299.98
Mechanical	35 34	1432.98
Miscellaneous		71.79
Mixed Paint	11 11	518.63
Mixed Paint Base	11 11	432.92
Oil Colors	10 10	328.32
Packages	11 12	628.87
Packing	17 17	703.70
Paste Paint	13 13	551.40
Printing	81 90	3313.26
Receiving and Yard	16 16	619.65
Red Lead	12 13	842.44
Shipping and Cartage	19 19	1223.83
Stock	6 6	209.36
Varnish	24 25	1458.85
White Lead	45 46	2104.70
Total Pay Roll for Month	695 713	41646.63

RECORD OF ORDERS FOR MONTH

Received-Acme	9310	Received per Day-Acme Average	358
Received-Peninsular	192	Received per Day-Pen. Average	7
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED	9502	Total Average per Day	365
		Average Amount of Each Order $	25.91

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	97453.5	209511.5	4569	8931
Varnishes	9652.9	18789.6	25931	48824
Mixed Paint—1st Quality	3379.8	5842.0	36055.5	62180
Mixed Paint—2nd Quality	615.8	1018.4	5659	9625
Barn, Bridge, Roof & Met. Pts.	1079.6	1636.2	4400	8249
Floor Paints	366.9	793	5360	9446
Misc. Mixed Paints	279.2	468.0	2892	5648
Liquid Wood Fillers	174.3	441.8	1339	2423
Carriage and Wagon Paints	841.3	1739.6	6431	11982
Top Dressing	16.3	52.3	334	549
Household and Family Paints	47.6	69.7	673	1178
Neal's Enamel	752.5	1543.4	11025	21580
Misc. Enamels	614.4	1270.9	10492	20886
Varnish and Oil Stains	513.9	1048.7	7092	14010
Furniture Polish	10.3	19.5	105	329
Reducers	746.4	1431.8	3267	6744
Floor Wax	86.7	253.6	244	600
Paint and Varnish Remover	167.6	252.6	2699	4232
Oil, Grain. and Distem. Colors	674.96	1528.92	6014	10711
White Lead and Zinc in Oil	2083.35	4447.16	7897	17379
Paste Wood Filler	1117.6	1803	1202	1718
Putty	918.14	1874.41	2484	5505
R. R. Car and Depot Paints	405.92	1267.45	6633	13956
Roc-Varno, Loco. and Jack. Ens.	98.25	193.61	1484.44	3050.9
Gear Filler and Rough Stuff	62.97	113.67	1470.9	2833.4
Coach Colors	61.14	113.82	1348	1443.5
Dry Colors	454.61	602.08	4858	7797
Paste Paint and Primers	2023.44	3219.01	16120	27040
Color Varnish	255.423	4361.05	2567	4957
Machinery Paint and Iron Filler	92.68	64.65	525	928
Kalsomine	84.69	208.52	2710	4898
Red Lead & ORANGE MINERAL	902.94	1480.82	1742	2650
Total—Goods of our Mfr.			219220	408233
Brushes			2818	4527
Cutlery			87	150
Dry Colors			1199	2243
Glass			1425	2952
Oil and Turpentine			8468	15232
White Leads			3597	5208
Miscellaneous			94316.5	133320.6
Total—Jobbing Goods			270256.5	436440.6
Grand Total	227069.8	455243.1	246245.65	451870.6

0007 SWP 000032434

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING January 1911

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		448568	
2	Cash in Banks		5491612	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1010611	
8				6950791
	BOOK ACCOUNTS			
9	Sales Ledger		76090692	
10	General Ledger Misc.		5953250	
11	General Ledger Salesman			
12	Acme Underwriting		23000000	
13	Syndicate			
14				
15				
16	Notes Receivable		21428761	
	Personal Accounts		64796	107121907
	PLANT & EQUIPMENT		184852302	
17				
18	Bldg's in Course of Const'n		4571936	
19	Mach.—Newly Installed		923387	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				190347625
	STOCK			
33	Merchandise 114374265			129931655
34				
	TOTAL ASSETS	100%		434351978
	LIABILITIES			
35	Notes Payable		111628238	
	Long Time $291262.38			
	Short Time $820001.00			
	Mdse. $			
36	Accounts Payable		2794046	
	Personal Accounts			
				114422284
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		200000000	
	Capital Stock—Preferred		75000000	
38	Surplus		44929694	
39				319929694
	Total Liabilities	100%		434351978

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23.39	2171568	4606443
41	Interest, Taxes and Rent	9.36	700500	1843615
42	Insurance	1.28	133191	252729
43	Losses	.27	60436	53900
44	Repairs	5.71	688190	1124576
	Total General Expense	40.01	3753885	7881313
	OFFICE EXPENSE			
57	Branch Supervision	2.05	193961	403811
45	Office Salaries	13.08	1314052	2577265
46	Postage, Stat'n'y and Car Fare	3.10	369049	610514
47	Com'l Ag., L. E., Tel. and Tel.	1.16	158226	227863
	Total Office Expense	19.39	2035288	3819453
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.71	264382	534811
49	Advertising Postage	.18	13135	35985
50	Advertising Material	1.80	275417	355301
51	Trade Journals	8.40	661279	1653452
	Total Advtg. Expense	13.09	1214213	2579549
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18.16	1935055	3576568
53	Salesmen's Expenses	9.35	1086268	1841670
	Total Salesmen Expense	27.51	3021323	5418238
	Total Expenses	100%	10024709	19698553
54	Purchases	89.57	18120401	35578957
	Total Expenses and Purchases	139.16	28145110	55277510
	REVENUES			
55	Sales		21365266	39720120
56				
	Total Revenues	100%		
	SUMMARY			
	General Expense	19.84	3753885	7881313
	Office Expense	9.62	2035288	3819453
	Manufacturing Expense	29.46	5789173	11700766
	Advertising Expense	6.49	1214213	2579549
	Salesmen Expense	13.64	3021323	5418238
	Selling Expense	20.13	4235536	7997787
	Expenses	49.59	10024709	19698553
	Purchases	89.57	18120401	35578957
	Sales		21365266	39720120
	Collections	101.19	20529811	42976798

RATIOS TO SALES

Purchases			89.57%
Expenses			49.59%
General Expense	19.64%	Advertising Expense	6.49%
Office Expense	9.62%	Salesmen Expense	13.64%
Mfg. Expense	20.13%	Selling Expense	20.13%

COLLECTIONS

Average Daily Collections $8211.92

Collections—How Made 25 Business Days

Drafts 128 Due 2713 Dis. 597

0007 SWP 000032435

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 1911

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 229,982.01
Dis. and Freight	3 16 %	$ 7,284.35
Returned Goods	3 93 %	$ 9,045.00
NET SALES		213,652.66

MISC.	MONTH	TOTAL
Fuel	2080.02	4533.79
Water	1353.25	1353.25
Freight Inc.	3824.87	9726.25
Freight Out	6957.14	17977.31
Tonnage Out	23361.54	44386.32

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 1/5	NO. EMP. 1/19	AMOUNT
Branch Factory	146	170	8329.65
Branch Office	42	42	2902.43
Branch Supervision	9	9	193.96
Calcimine	7	8	304.88
Coach Color	14	14	633.76
Dry Color	17	18	840.55
Enamel	11	11	505.10
Enamel Base			
Experimental	4	4	272.23
Factory Lunch			39.52
Factory Office	10	6	417.65
General Office	79	81	3943.89
Janitors	4	3	105.17
Labeling	24	23	456.45
Label Stock	3	2	70.10
Laboratory	2	2	129.17
Lead and Putty	10	10	324.21
Managers	9	9	629.18
Mechanical	45	42	1533.47
Miscellaneous			13.95
Mixed Paint	14	14	562.00
Mixed Paint Base	13	12	445.28
Oil Color	12	12	571.88
Package	13	13	668.61
Packing	20	19	767.75
Paste Paint	14	14	572.71
Printing	67	70	2643.82
Receiving and Yard	16	16	666.66
Red Lead			
Shipping and Cartage	24	24	1908.58
Stock	6	7	287.37
Varnish	27	26	1338.98
White Lead			
Total Pay Roll for Month	662	681	39437.63

RECORD OF ORDERS FOR MONTH

Received-Acme	5657	Received per Day-Acme Average	225
Received-Peninsular	206	Received per Day-Pen. Average	8
Received-~~Lincoln~~ Rex	11	Received per Day-Rex. Average	1
TOTAL RECEIVED	5874	Total Average per Day	234
		Average Amount of Each Order $	36 37

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	12398.15	20385.35	28.23	568.10
Varnishes	9467.78	18074.9	215.42	3701.6
Mixed Paint—1st Quality	5295.54	9053.32	367.70	6982.4
Mixed Paint—2nd Quality	739.95	1507.19	58.19	1180.5
Barn, Bridge, Roof & Met. Pts.	700.4	1247.87	21.70	63.82
Floor Paints	67.27	98.97	61.28	92.98
Misc. Mixed Paints	85.19	172.76	42.92	105.17
Liquid Wood Fillers	23.98	46.02	12.29	24.58
Carriage and Wagon Paints	102.50	162.17	65.00	127.58
Top Dressing	60.20	60.20	1.74	4.68
Household and Family Paints	2.32	13.41	10.31	13.67
Neal's Enamel	61.27	110.44	116.78	195.30
Misc. Enamels	75.11	125.20	95.36	179.52
Varnish and Oil Stains	50.90	112.34	66.59	120.47
Furniture Polish	1.14	2.13	2.13	3.84
Reducers	102.81	192.74	26.05	54.84
Floor Wax	11.06	16.90	2.60	3.90
Paint and Varnish Remover	5.69	11.50	8.81	16.71
Oil, Grain. and Distem. Colors	69.98	135.69	61.43	105.06
White Lead and Zinc in Oil	272.52	492.75	74.55	141.14
Paste Wood Filler	484.626	496.975	4.88	11.97
Putty	1179.05	2355.22	29.94	56.66
R. R. Car and Depot Paints	21.67	100.33	39.50	92.72
Roc-Varno, Loco. and Jack. Ens.	29.05	29.05	123.10	242.68
Gear Filler and Rough Stuff	59.12	102.64	132.17	247.89
Coach Colors	112.83	189.97	69.08	115.75
Dry Colors	58.73.8	109.584	24.22	49.76
Paste Paint and Primers	1950.67	3857.07	193.07	299.78
Color Varnish	328.930	564.936	21.37	42.56
Machinery Paint and Iron Filler	39.39	81.73	1.71	26.00
Kalsomine	904.85	1606.24	48.47	72.52
TOTAL GOODS OF OUR MFR.			2021.59	3754.80
PASTE FOR MIXING DEPT.	2707.65	12052.45		3.17
DRY COL.-PEG POUND FOR PAINT DEPT	741.33	1691.11		
Total—Goods of our Mfr.				
Brushes			12.91	19.47
Cutlery			2.01	2.17
Dry Colors			5.2	1.11
Glass			3.31	17.97
Oil and Turpentine			51.59	82.91
White Leads			9.87	21.39
Miscellaneous		1000	347.266	721.920
			1149.366	2172.120
Total—Jobbing Goods				
Grand Total	32465.60	66033.63	213652.66	390420.20

0007 SWP 000032436

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING January 31 1910

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		2421 32	
2	Cash in Banks		2456351	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		533129	
8				3231612
	BOOK ACCOUNTS			
9	Sales Ledger		10453062 22	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		8544520	
	Personal Accounts		7041 01 98	18348534 40
	PLANT & EQUIPMENT		1118 948 26	
17				
18	Bldg's in Course of Const'n		19009	
19	Mach.—Newly Installed		723147	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				11263698 2
	STOCK			
33	Merchandise			8553 5 3 5 41
34				
	TOTAL ASSETS	100%		38470747 5
	LIABILITIES			
35	Notes Payable 418000.00		662175 57	
	Long Time $ 244175 57			
	Short Time $			
	Mdse. $			
36	Accounts Payable		896528	
	Personal Accounts			6711 4079
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000 0 0 0 00	
	Capital Stock—Preferred		750 0 0 0 0 00	2750 0 0 0 00
38	Surplus			4259 33 96
39				
	Total Liabilities	100%		38470747 5

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21 45	22740 22	43528 55
41	Interest, Taxes and Rent	14 98	14960 43	29711 50
42	Insurance	1 47	668 83	2922 29
43	Losses	61	1249 80	1201 87
44	Repairs	5 00	4347 72	9927 99
	Total General Expense	44 01	43967 00	87292 20
	OFFICE EXPENSE			
57	Branch Supervision			
45	Office Salaries	11 76	12492 57	23339 31
46	Postage, Stat'n'y and Car Fare	1 74	1717 39	3454 79
47	Com'l Ag., L. E., Tel. and Tel.	1 03	1343 40	2030 62
	Total Office Expense	14 53	15253 36	28824 72
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 79	3833 73	7537 35
49	Advertising Postage	23	219 10	441 63
50	Advertising Material	3 18	2570 47	6305 27
51	Trade Journals	5 15	975 26	1021 90
	Total Advtg. Expense	15 33	16375 96	24496 15
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18 40	16709 48	36513 59
53	Salesmen's Expenses	10 71	11245 07	21248 56
	Total Salesmen Expense	29 11	27954 55	57762 15
	Total Expenses	100%	103550 87	198375 22
54	Purchases		183303 64	340725 19
	Total Expenses and Purchases		286854 51	539100 41
	REVENUES			
55	Sales		274195 38	514315 80
56				
	Total Revenues	100%	274195 38	514315 80
	SUMMARY			
	General Expense	16 97	43967 00	87292 20
	Office Expense	5 61	15253 36	28824 72
	Manufacturing Expense	22 58	59220 36	116117 92
	Advertising Expense	4 76	16375 96	24496 15
	Salesmen Expense	11 23	27954 55	57762 15
	Selling Expense	15 99	44330 51	82258 30
	Expenses	38 57	103550 87	198375 22
	Purchases	66 25	183303 64	340725 19
	Sales		274195 38	514315 80
	Collections	75 76	182089 92	390696 68

RATIOS TO SALES

Purchases			66 25 %
Expenses			38 57 %
General Expense	16 97 %	Advertising Expense	4 76 %
Office Expense	5 61 %	Salesmen Expense	11 23 %
Mfg. Expense	22 58 %	Selling Expense	15 99 %

COLLECTIONS

Average Daily Collections $ 7283.60

Collections—How Made 25 Business Days

Drafts 126 Due 1626 Dis. 839

0007 SWP 000032437

ORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 31 1910

H. H. & K. CO. 11084

MISCELLANEOUS

oss Sales		$ 288,958.42
s. and Freight	5 10 %	$ 14,763.04
turned Goods	%	$
NET SALES		274195.38

MISC.	MONTH	TOTAL
el	2650.18	4555.45
ater	1116.15	1116.15
eight Inc.	5873.74	12129.54
eight Out	7452.94	19762.76
nnage Out	37172.25	68721.73

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 1/6/10-1/20/10		AMOUNT
anch Factory	105	105	5664.79
anch Office	35	35	2359.37
anch Supervision			226.76
lcimine	11	11	383.69
ach Color	23	22	966.15
y Color	24	23	1105.88
amel	8	7	335.87
amel Base			
perimental	4	4	270.12
ctory Lunch			57.57
ctory Office	7	8	459.76
neral Office	98	100	5041.58
itors	2	2	76.89
eling	41	39	724.80
el Stock	13	2	75.82
oratory	2	2	190.40
d and Putty	12	11	433.47
nagers	9	9	479.162
hanical	12	45	840.31
cellaneous			
ed Paint	19	18	693.78
ed Paint Base	20	27	762.48
Color	12	13	487.63
kage	15	14	668.37
king	29	30	1055.54
te Paint	15	16	788.59
ting	114	114	3833.79
eiving and Yard	17	17	692.21
Lead			
ping and Cartage	22	22	2895.94
k	7	7	248.33
ish	31	30	1504.65
te Lead	33	35	1147.79
in Daniel & Cyc.	6	6	247.80
l. Pay Roll for Month	766	774	38931.63

RECORD OF ORDERS FOR MONTH

Received-Acme	4562	Received per Day-Acme Average	182
Received-Peninsular	235	Received per Day-Pen. Average	9
Received-~~Lincoln~~ REX	19	Received per Day-Rex. Average	1
TOTAL RECEIVED	4816	Total Average per Day	192
		Average Amount of Each Order $	56.93

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes	100257	221867	2588348	4948245
Mixed Paint—1st Quality	71359	131850	6617347	12494529
Mixed Paint—2nd Quality	18346	330509	1468592	1887913
Barn, Bridge, Roof & Met. Pts.	7212	16042	417792	832863
Floor Paints	7690	12383	6669.64	1169579
Misc. Mixed Paints	4152	6437	2125.51	803317
Liquid Wood Fillers	2405	6041	2027.38	3822.12
Carriage and Wagon Paints	7696	15696	1163056	2493504
Top Dressing	475	475	585.17	921.52
Household and Family Paints	789	1134	1008.10	1484.63
Neal's Enamel	3564	4808	10327.10	18395.20
Misc. Enamels	7018	15691	7548.99	16161.60
Varnish and Oil Stains	5556	9694	9423.65	17212.6
Furniture Polish	106	331	224.61	408.73
Reducers	9344	17705	28323.4	54708.7
Floor Wax	2160	2864	3748.1	5731.9
Paint and Varnish Remover	1375	2452	1030.68	2758.57
Oil, Grain. and Distem. Colors	98537	191458	7656.53	13087.40
White Lead and Zinc in Oil	368097	692256	215238.0	358726
Paste Wood Filler	9912	15279	2039.9	6971.5
Putty	149502	291097	31865.4	65611.9
R. R. Car and Depot Paints	1778	4498	5564.52	10735.11
Roc-Varno, Loco. and Jack. Ens.	3200	7171	11714.04	21506.36
Gear Filler and Rough Stuff # GAL	56373 / 10110	129310 / 21683	14383.51	30068.83
Coach Colors	57762	127712	6167.74	11374.13
Dry Colors	242285	460209	2341.22	4893.54
Paste Paint and Primers	365280	706643	15783.35	29878.05
Color Varnish	6188	12815	2954.02	6392.80
Machinery Paint and Iron Filler				
Kalsomine	110491	218062	3921.99	6807.16
Red Lead				
Paste for Mixing Dept	1414914	2576908		
Whiting	1116620	2161347	5137.92	9869.54
Total—Goods of our Mfr.				
Brushes			295.07	618.19
Cutlery				
Dry Colors				
Glass			1258.02	2026.64
Oil and Turpentine	1070	1809	2253.39	4026.19
White Leads				
Miscellaneous	26614	31769	30964.0	64790.7
Total—Jobbing Goods				
Grand Total	4288377	8136995	274195.38	574315.80

0007 SWP 000032438

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING January 30 1909.

BAKER-YAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		425115	
2	" " " in B'k o.		4792656	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		849942	6067713
8				
	BOOK ACCOUNTS			
9	Ledger A (Accounts Receivable)			
10	Ledger B-E			
11	Ledger F-Q		13456716 1	
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		11669654	
	Personal Accounts		13255381	15592196
	REAL ESTATE			
17	St. Aubin Ave.		4783274	
18	In Course of Construction		1450365 6	
19				
20				6233653 0
	EQUIPMENT			
21	Mach.-Paints (Machinery)			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		4384211	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.		162327	
30	Branch Furn. and Fix.		1140862	
31				
32				4514540 0
	STOCK			
33	Merchandise 691249 32			7631497 40
34				
	Total Assets	100 %		3494491579
	LIABILITIES			
35	Notes Payable		11489341 9	
	Long Time $ 243,934.19			
	Short Time $ 905,000.00			
	Mdse. $			
36	Accounts Payable		2543398 9	
	Personal Accounts			14032740 8
	CAPITAL ACCOUNTS (Com. / Pref.)		12500000 0	
37	Capital Stock		7500000 0	
38	Surplus		9164171	20916417 1
39				
	Total Liabilities	100 %		3494491579

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22 25	172481 6	4028381
41	Interest, Taxes and Rent	14 79	92509 3	2677812
42	Insurance	74	8841 9	133771
43	Losses	1 45	12517 0	262864
44	Repairs	4 27	49225 9	773962
	Total General Expense	43 50	336575 7	7876790
	OFFICE EXPENSE			
45	Office Salaries	15 47	133239 5	2802175
46	Postage, Stationery and Car Fare	1 82	14420 7	330236
47	Com'l Ag., L. E., Tel and Tel.	1 03	12239 6	187901
	Total Office Expense	18 32	159849 8	3320312
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 90	28968 3	707294
49	Advertising Postage	11	1036 9	18249
50	Advertising Material	2 38	32448 0	430719
51	Trade Journals	10	3782 6	18740
	Total Advtg. Expense	6 49	58670 6	1175002
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18 24	181791 7	3303758
53	Salesmen's Expenses	13 45	124198 0	2436168
	Total Salesmen Expense	31 69	305989 7	5739926
	Total Expenses	100 %	860135 8	18112030
54	Purchases	71 35	1509208 2	27123434
	Total Expenses and Purchases	169 00	2369344 0	45235464
	REVENUES			
55	Sales	—	19987661	38010656
56				
	Total Revenues	100 %	19987661	38010656
	SUMMARY			
	General Expense	20 22	335575 7	7876790
	Office Expense	8 74	159849 8	3320312
	Manufacturing Expense	29 46	495425 5	11197102
	Advertising Expense	3 09	58670 6	1175002
	Salesmen Expense	15 10	305989 7	5739926
	Selling Expense	18 19	364660 3	6914928
	Expenses	47 65	860135 8	18112030
	Purchases	71 35	1509208 2	27123434
	Sales	—	19987661	38010656
	Collections	81 70	16341605	31051845

RATIOS TO SALES

Purchases			71 35 %
Expenses			47 65 %
General Expense	20 22 %	Advertising Expense	3 09 %
Office Expense	8 74 %	Salesmen Expense	15 10 %
Mfg. Expense	29 46 %	Selling Expense	18 19 %

COLLECTIONS

Average Daily Collections $6167 80

Collections—How Made

Drafts 152 Due 1388 Dis. 723 Business Days 25

0007 SWP 000032439

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 30 1909:

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	3521
Received-Peninsular	369
Received-Electro	22
" Redoria	37
" Tremont	552
TOTAL RECEIVED	4501
Received Per Day-Acme Average	141
Received Per Day-Pen. Average	15
Received Per Day-Elec. Average	1
" " " Red "	1
" " " Tremt "	22
Total Average Per Day	180
Average Amount Each Order $	44.41

Gross Sales	$ 212616.89
Dis. and Freight 5.99 % $	12740.28
NET SALES	199876.61

MISC.	MONTH	TOTAL
Fuel	22879	391108
Water	5997	5997
Freight Inc.	680394	1388673
Freight Out	929675	1609028
Tonnage Out #	2734035	5201120

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 1/12/26	AMOUNT
Varnish	23 25	135392
Dry Color	17 17	89108
Package	13 13	63401
Receiving and Yard	13 14	59755
Mechanical	27 27	147097
Printing	67 75	289683
Coach Color	12 16	53316
Label	34 36	51337
Enamel-Mfg., Cge. and R. R.	5 5	27841
Mixed Paint Base	11 11	44158
Acme Mixed Paint	16 16	64989
Janitors	3 3	14465
Head Teams	18 19	92576
Paste and Oil Colors	12 11	43714
Lead and Putty	13 13	49009
Packing	23 25	95713
Shipping and Cartage	19 20	145234
Stain-Finish & Eye Pt.	5 5	18551
Calcimine	8 7	28551
Experimental & Oil Bgl.	13 14	66686
Laboratory	3 3	37672
Label Stock	3 3	7464
Factory Office	3 4	12654
General Office	17 19	396074
Managers	9 9	815830
French Office	29 23	120491
Supervisors	7	62855
French Fcty	69 69	612282
Factory Lunch		25946
Total Pay Roll For Month	542 562	3346894

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	2039	5059	223508	559057
Varnishes	19513	151195	2431694	4496539
Mixed Paint—1st Quality	33898	76480	3746610	6132399
Mixed Paint—2nd Quality	6346	14915	691040	1258770
Barn, Bridge, Roof and Met. Pts.	5636	9266	216313	403003
Floor Paints	3832	9177	386813	707691
Misc. Mixed Paints	7086	12931	378824	585147
Liquid Wood Fillers	2999	5545	194575	343128
Carriage and W. and I. Paints	5767	8752	853242	1648373
Top Dressing	120	360	37326	74494
Household and Family Paints	578	1265	98945	179096
Neal's Enamels	1459	2476	646751	1417095
Misc. Enamels	6705	13645	672207	1084400
Varnish and Oil Stains	2689	9159	552994	1660746
Furn. Polish and Gold Pt.	819	1944	84579	165879
Reducers (Sales)	9224	16601	423210	676527
Floor Wax	2733	4047	24458	49122
Paint and Varnish Remover	341	1297	115367	233328
Oil, Grain and Distem. Colors	66321	122266	613198	1144106
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	248752	501455	1653359	3168393
Paste Wood Fillers	6634	13276	61127	101685
Putty	110252	230407	195327	408258
Railroad Car and Depot Pts.	20966	26998	665746	1380248
Roc Varno, Loco. and Jack. Ens.	3714	6836	825735	1673180
Gear Filler and Rough Stuff Gals.	67398	96343	1192391	1933159
Coach Colors	68814	133317	544514	947965
Dry Colors	58386	89509	284621	524462
Eclipse Paste Paints and Prs.	228551	402329	1420678	2578003
Eclipse Color Varnish	357073	646171	251879	360186
Wayne Mach. Pt. and Iron Fls.	23449	51773	20521	34071
Kalsomine	2823	4348	408933	785185
Paste for Mix Dept.	82218	197624		
Whiting	579616	1181588		
Brushes	1273843	2386380	420022	769760
Glass			22743	53152
			59651	103165
Miscellaneous	16634	113616	235760	370884
Totals	3364528	6388350	19876613	30106560

0007 SWP 000032440

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING January 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		149576	
2	" " " in B'ks		15724373	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		1144984	
8				17018933
	BOOK ACCOUNTS			
9	~~Ledger A~~ Sales Ledgers		113659053	
10	Ledger B-E			
11	Ledger F-Q			
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		7248207	
	Personal Accounts		5769455	126767715
	REAL ESTATE			
17	St. Aubin Ave.		40332874	
18	In Course of Construction		12599962	
19				
20				52932836
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors	Mach	3474040	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed		72860	
27				
28	Furn., Fix. and Library Branch		445961	
29	Horses, Wagons, Etc.		41000	
30	Branch Furn. and Fix.			
31				
32				35154501
	STOCK			
33	Merchandise 819665.07			99869343
34				
	Total Assets	100 %		331652328
	LIABILITIES			
35	Notes Payable		18831387	
	Long Time $ 315338.75			
	Short Time $ 419642.67			
	Mdse. $ 148152.45			
36	Accounts Payable		8638941	
	Personal Accounts			196952328
	CAPITAL ACCOUNTS			
37	Capital Stock		12500000	
38	Surplus		9700000	
39				134700000
	Total Liabilities	100 %		331652328

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	18 19/100	1124807	2681690
41	Interest, Taxes and Rent	21 64/100	1463036	3189332
42	Insurance	1 03/100	137281	150429
43	Losses	3 20/100	203720	472080
44	Repairs	3 42/100	289500	579040
	Total General Expense	47 98/100	3218339	7072571
	OFFICE EXPENSE			
45	Office Salaries	12 31/100	816539	1814692
46	Postage, Stationery and Car Fare	1 74/100	137777	257040
47	Com'l Ag., L. E., Tel and Tel.	97/100	77716	142092
	Total Office Expense	15 02/100	1032032	2213824
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 63/100	299261	681957
49	Advertising Postage	25/100	29308	34649
50	Advertising Material	3 49/100	517073	588921
51	Trade Journals	2 03/100	133690	299134
	Total Advtg. Expense	10 88/100	979332	1604661
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 42/100	1325980	2567489
53	Salesmen's Expenses	8 70/100	827816	1281876
	Total Salesmen Expense	26 12/100	2153796	3849365
	Total Expenses	100 %	7383499	14740421
54	Purchases	115 88/100	10512968	23077237
	Total Expenses and Purchases	189 90/100	17896467	37817658
	REVENUES			
55	Sales	—	12836460	19914822
56				
	Total Revenues	100 %	12836460	19914822
	SUMMARY			
	General Expense	35 52/100	3218339	7072571
	Office Expense	11 11/100	1032032	2213824
	Manufacturing Expense	46 63/100	4250371	9286395
	Advertising Expense	8 05/100	979332	1604661
	Salesmen Expense	19 33/100	2153796	3849365
	Selling Expense	27 38/100	3133128	5454026
	Expenses	74 01/100	7383499	14740421
	Purchases	115 88/100	10512968	23077237
	Sales	—	12836460	19914822
	Collections	158 24/100	13425072	31507704

RATIOS TO SALES

Purchases				115 88/100 %
Expenses				74 01/100 %
General Expense	35 52/100 %		Advertising Expense	8 05/100 %
Office Expense	11 11/100 %		Salesmen Expense	19 33/100 %
Mfg. Expense	46 63/100 %		Selling Expense	27 38/100 %

COLLECTIONS

Average Daily Collections $ 5163 48/100

Collections—How Made 26 Business Days

Drafts 138 Due 1004 Dis. 4444

0007 SWP 000032441

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	192
Received-Peninsular	260
Received-Electro	17
Received Rexora	49
TOTAL RECEIVED	2247
Received Per Day-Acme Average	73
Received Per Day-Pen. Average	10
Received Per Day-Elec. Average	1
Received Per Day Rexora	2
Total Average Per Day	86
Average Amount Each Order $	57.12
Gross Sales $	138938.13
Dis. and Freight av. 7/10 % $	10573.53
NET SALES	128364.60

MISC.	MONTH	TOTAL
Fuel	112808	222964
Water	39812	39812
Freight Inc.	520756	985407
Freight Out	513280	1056403
Tonnage Out No. one	7201660	21950704

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 11 25	AMOUNT
Varnish	9 22	90973
Dry Color	6 11	44200
Package	7 12	36718
Receiving and Yard	8 8	36506
Mechanical	34 34	207124
Printing	71 90	299261
Coach Color	5 7	29348
Label	21 30	43837
Enamel-Mfg., Cge. and R. R.	4 5	22820
Mixed Paint Base	7 8	25571
Acme Mixed Paint	6 15	40888
Superintendent	1 1	19237
Peninsular Pt. and Specialties	— —	
Paste and Oil Colors	7 7	22783
Lead and Putty	8 11	28763
Packing	11 28	74337
Shipping and Cartage	15 19	106924
~~Stain Finish~~ Cgc. Pt. & Stain	6 8	25941
Calcimine	4 15	44691
Egg Oil	9 11	52070
Laboratory	3 3	30194
Label Stock	— 2	969
Factory Office	9 7	62619
General Office	69 69	367218
~~Managers~~ Fixed Salaries	7 7	376996
Supervisors	— —	—
Factory Lunch	— —	1520
P.S. & Cg. Sales Branch		42325
Total Pay Roll For Month	327430	2811069

GOODS

	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	3601	5126	149909	224611
Varnishes	37717	78179	1746336	2671206
Mixed Paint—1st Quality	26467	31657	2110220	2898716
Mixed Paint—2nd Quality	2243	2484	286387	342029
Barn, Bridge, Roof and Met. Pts.	2799	4202	153042	178130
Floor Paints	1896	2357	160160	241870
Misc. Mixed Paints	5799	11168	422174	825388
Liquid Wood Fillers	2772	3765	122600	191755
Carriage and W. and I. Paints	7654	8742	830097	929279
Top Dressing	120	120	22865	28365
Household and Family Paints	461	461	84907	98714
Neal's Enamels	2927	3061	539585	817116
Misc. Enamels	3269	6451	341265	595283
Varnish and Oil Stains	2522	4703	651253	834574
Furn. Polish and Gold Pt.	—	180	11936	21696
Reducers (Sales)	7555	11182	243857	360109
Floor Wax	548	550	15953	23504
Paint and Varnish Remover	540	816	65078	128171
Oil, Grain and Distem. Colors	18460	48450	255926	410279
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	74697	183021	842708	1362377
Paste Wood Fillers	3217	4726	23351	45081
Putty	44203	87528	91101	219481
Railroad Car and Depot Pts.	7119	13823	398233	802876
Roc Varno, Loco. and Jack. Ens.	3032	5211	537933	1033307
Gear Filler and Rough Stuff Bbl	2401	3746	432415	723360
#	19221	34349		
Coach Colors	20096	38025	305873	538950
Dry Colors	75233	93213	233090	432825
Eclipse Paste Paints and Prs.	269061	423957	1129393	1756554
Eclipse Color Varnish	3613	4822	104535	164788
Wayne Mach. Pt. and Iron Fls.	3215	4437	20725	29536
KALSOMINE	158456	296886	410824	838262
Miscellaneous			92729	146630
Totals	8109141	1417398	12836460	19914822

0007 SWP 000032442

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING January 31 1907

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	—	119904	
2	Coml Natl B'k	—	79133	
3	Hanover Natl B'k	4/10	1244911	
4	Old Dom Natl B'k	2/10	500748	
5	Trust Natl Dry B'k	4/10	1007879	
6	Trust Natl Chi BK	—	101140	
7	Unexpired Ins., Taxes, Etc.	9/10	2691015	
8	Seaboard Bank BK / Philadelphia Natl	—	12949 / 274432	5701349
	BOOK ACCOUNTS			
9	Ledger A	3 1/10	8678793	
10	Ledger B-E	12 1/10	33982509	
11	Ledger F-Q	13 7/10	37580446	
12	Ledger R-ZZ	11 7/10	31460839	
13	Ledger PN-ES	8 0/10	22678616	
14	Federal S.B.Co.	5/10	1373480	
15				
16	Notes Receivable	4/10	1131002	
	Personal Accounts	3 1/10	8764587	145600272
	REAL ESTATE			
17	St. Aubin Ave.	14 1/10	39537556	
18	In Course of Construction	5/10	1296941	
19				
20				40834497
	EQUIPMENT			
21	Mach.-Paints	11 1/10	31292468	
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed	1/10	173857	
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.			
30	Branch Furn. and Fix.			
31				
32				31118616
	STOCK			
33	Merchandise 4809861 8	20 5/10		58507981
34				
	Total Assets	100 %		281762715
	LIABILITIES			
35	Notes Payable			
	Long Time $ 355850 00			
	Short Time $ 1145000 00			
	Mdse. $	53 2/10	15008500 0	
36	Accounts Payable	2 1/10	5790213	
	Personal Accounts	3/10	887502	
	CAPITAL ACCOUNTS			156762715
37	Capital Stock	44 4/7		125000000
38	Surplus			
39				
	Total Liabilities	100 %		281762715

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23 2/10	1963521	4613222
41	Interest, Taxes and Rent	14 2/10	1165133	2978369
42	Insurance	2/10	16895	43190
43	Losses	2 6/10	475992	524818
44	Repairs	2 7/10	260000	520760
	Total General Expense	43 4/10	3881541	8680359
	OFFICE EXPENSE			
45	Office Salaries	7 3/10	594466	1481529
46	Postage, Stationery and Car Fare	8/10	61564	149168
47	Com'l Ag., L. E., Tel and Tel.	3/10	30535	53157
	Total Office Expense	8 4/10	686565	1683854
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 8/10	402638	962826
49	Advertising Postage	2/10	16243	35527
50	Advertising Material	2 4/10	148526	462607
51	Trade Journals	1/10	12095	129283
	Total Advtg. Expense	8 4/10	739502	1690243
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16 3/10	1672508	3212375
53	Salesmen's Expenses	23 3/10	2262294	4638494
	Total Salesmen Expense	39 6/10	3934802	7850869
	Total Expenses	100 %	9242410	19905325
54	Purchases	82 92/100	26753677	46102394
	Total Expenses and Purchases	118 72/100	35496087	66007719
	REVENUES			
55	Sales	—	31341124	55598356
56				
	Total Revenues	100 %	31341124	55598356
	SUMMARY			
	General Expense	15 67/100	3881541	8680359
	Office Expense	3 02/100	686565	1683854
	Manufacturing Expense	18 69/100	4568106	10364213
	Advertising Expense	3 04/100	739502	1690243
	Salesmen Expense	14 12/100	3934802	7850869
	Selling Expense	17 16/100	4674304	9541112
	Expenses	35 50/100	9242410	19905325
	Purchases	82 92/100	26753677	46102394
	Sales	—	31341124	55598356
	Collections	69 46/100	19441759	38435480

RATIOS TO SALES

Purchases				82 92/100 %
Expenses				35 50/100 %
General Expense	15 67/100 %		Advertising Expense	3 04/100 %
Office Expense	3 02/100 %		Salesmen Expense	14 12/100 %
Mfg. Expense	18 69/100 %		Selling Expense	17 16/100 %

COLLECTIONS

Average Daily Collections $ 7479.90

Collections—How Made 26 Business Days

Drafts 104 Due 561 Dis. 559

0007 SWP 000032443

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING Jany 31 1907.

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1999
Received-Peninsular	400
Received-Electro	28
" Rexora	17
TOTAL RECEIVED	2444
Received Per Day-Acme Average	77
Received Per Day-Pen. Average	15
Received Per Day-Elec. Average	1
" " " Rex "	1
Total Average Per Day	94
Average Amount Each Order $	128 23

Gross Sales $ 327726 03
Dis. and Freight 4 4/10 % $ 14314 79
NET SALES 313411 24

MISC.	MONTH	TOTAL
Fuel	14475	734049
Water	20406	70406
Freight Inc.	79385	1461645
Freight Out	166504	2821254
Tonnage Out	5373955#	90601 60

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 12 26	AMOUNT
Varnish	31 55	174476
Dry Color	21 25	110058
Package	19 20	82754
Receiving and Yard	23 25	94397
Mechanical	33 31	189618
Printing	96 05	407638
Coach Color	14 15	56684
Label	16 25	81802
Enamel-Mfg., Cge. and R. R.	23 23	95680
Mixed Paint Base	16 18	63388
Acme Mixed Paint	33 35	121307
Peninsular Pt. and Specialties	—	—
Paste and Oil Colors	19 21	83443
Lead and Putty	23 22	86375
Packing	54 54	210396
Shipping and Cartage	25 23	162812
Stain-Finish	—	—
Opalumine	25 24	88581
Exp + Oil	15 15	73618
Laboratory	2 22	17840
Label Stock	5 22	13903
Factory Office	15 15	80603
General Office	69 69	320307
Managers	17 17	241164
Supervisors	12 12	68348
Factory Lunch	— —	1438
Total Pay Roll For Month	621 62	2960695

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1852	3685	104204	184698
Varnishes	113790	227995	782937	1507462 9
Mixed Paint—1st Quality	76002	138618	1794937	1379921 1
Mixed Paint—2nd Quality	14814	22508	140082 6	224757
Barn, Bridge, Roof and Met. Pts	7674	13071	47159 4	76513 2
Floor Paints	8449	13506	633158	1219848
Misc. Mixed Paints	8604	14720	44712	72261 4
Liquid Wood Fillers	3943	8181	25686	47320 0
Carriage and W. and I. Paints	9147	21705	117573	136113 9
Top Dressing	360	1020	43593	86395
Household and Family Paints	1842	2454	193494	348602
Neal's Enamels	5104	10399	878181	1474415
Misc. Enamels	7041	13877	604670	1477881
Varnish and Oil Stains	10371	15799	956573	1710035
Furn. Polish and Gold Pt.	72	99	42637	55747
Reducers (Sales)	17545	34888	451040	995796
Floor Wax	2370	4190	23517	52726
Paint and Varnish Remover	1356	2823	169305	402017
Oil, Grain and Distem. Colors	100865	171029	862598	1431744
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	103372	178229	573160 2	999701 3
Paste Wood Fillers	13574	24948	82024	143334
Putty	76869	146738	125140	242170
Railroad Car and Depot Pts.	7529	12381	108874	1214781
Roc Varno, Loco. and Jack. Ens	9740	15864	1599542	6095 76
Gear Filler and Rough Stuff	5886	13321	110112	0202974 1
Coach Colors	40178	75809	602949	1064801
Dry Colors	40903	77932	333457	581971
Eclipse Paste Paints and Prs.	243508	518065	1475968	2627948
Eclipse Color Varnish	306666	518221	105 13	209227
Wayne Mach. Pt. and Iron Fls.	1262	2479	31356	50443
Kal Som.	4212	7249	465380	794008
	154777	388084		
Miscellaneous	7853	7853	126115	702757
Totals	2327530	4311798	3134114	5559835 6

0007 SWP 000032444

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING January 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	—	51777	
2	Corn Nat'l B'k	1/10	82015	
3	Hanover B'k	4 3/10	8386355	
4	Old Det B'k	—	126	
5	First Nat'l Det B'k	1 1/10	1541000	
6	First Nat'l Chicago	1/10	133788	
7	Unexpired Ins., Taxes, Etc.	1/10	200890	
8				9[illegible]
	BOOK ACCOUNTS			
9	Ledger A	3 3/10	5670776	
10	Ledger B-E	12 8/10	21897039	
11	Ledger F-Q	9 9/10	17065493	
12	Ledger R-ZZ	11 9/10	20411195	
13	Ledger PN-ES	5 6/10	9636006	
14	Federal Painters & C.	5/10	851151	
15	Chicago Branch Exp.	1/10	127565	
16	Notes Receivable	2 1/10	3655190	
	Personal Accounts	6/10	1028784	80343208
	REAL ESTATE			
17	St. Aubin Ave.	12 5/10	21400000	
18	In Course of Construction	3 5/10	5950705	
19				
20				27350705
	EQUIPMENT			
21	Mach.-Paints	6 3/10	10700000	
22	Mach.-Varnishes	1 1/10	2400000	
23	Mach.-Dry Colors	8/10	1400000	
24	Mach.-Advertising	1 4/10	2300000	
25	Mach.-Misc.	1 4/10	2400000	
26	Mach.-Newly Installed	7/10	1161454	
27				
28	Furn., Fix. and Library	4/10	754265	
29	Horses, Wagons, Etc.	2/10	325000	
30	Branch Furn. and Fix.			
31				
32				21440719
	STOCK			
33	Merchandise $465940.72	30 2/10		51716074
34				
	Total Assets	100 %		170927832
	LIABILITIES			
35	Notes Payable			
	Long Time $247300.00			
	Short Time $530208.34			
	Mdse. $	45 5/10	7775083 4	
36	Accounts Payable	1 7/10	2850318	
	Personal Accounts	—	51796	
				80652948
	CAPITAL ACCOUNTS			
37	Capital Stock	43 9/10		75000000
38	Surplus	7 9/10		13500000
39	Surplus Chicago Br.	1 0/10		1774884
	Total Liabilities	100 %		170927832

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22 73/100	2061021	34969[illegible]
41	Interest, Taxes and Rent	9 33/100	523394	1434157
42	Insurance	15/100	29352	22787
43	Losses	1 33/100	165572	204662
44	Repairs	2 15/100	82000	332000
	Total General Expense	35 61/100	2861339	5490521
	OFFICE EXPENSE			
45	Office Salaries	8 71/100	543348	1341228
46	Postage, Stationery and Car Fare	95/100	57478	146375
47	Com'l Ag., L. E., Tel and Tel.	58/100	43412	89331
	Total Office Expense	0 24/100	644242	1576934
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 46/100	419655	686484
49	Advertising Postage	24/100	14606	37654
50	Advertising Material	5 79/100	438089	891100
51	Trade Journals	21/100	16104	32674
	Total Advtg. Expense	10 70/100	888454	1647921
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 10/100	1083639	2631795
53	Salesmen's Expenses	26 29/100	1569660	4047011
	Total Salesmen Expense	43 39/100	2653299	6678806
	Total Expenses	100 %	7047334	15394182
54	Purchases	73 95/100	17825018	29166876
	Total Expenses and Purchases	112 98/100	24872352	44561058
	REVENUES			
55	Sales	—	21298571	39439056
56				
	Total Revenues	100 %	21298571	39439056
	SUMMARY			
	General Expense	13 92/100	2861339	5490521
	Office Expense	4 6/100	644242	1576934
	Manufacturing Expense	17 92/100	3505581	7067455
	Advertising Expense	4 18/100	888454	1647921
	Salesmen Expense	16 93/100	2653299	6678806
	Selling Expense	21 11/100	3541753	8326727
	Expenses	39 3/100	7047334	15394182
	Purchases	73 95/100	17825018	29166876
	Sales	—	21298571	39439056
	Collections	97 80/100	17393187	38572627

RATIOS TO SALES

Purchases				73 95/100	%
Expenses				39 3/100	%
General Expense	13 92/100	%	Advertising Expense	4 18/100	%
Office Expense	4 2/100	%	Salesmen Expense	16 93/100	%
Mfg. Expense	17.92/100	%	Selling Expense	21 11/100	%

COLLECTIONS

Average Daily Collections $ 6689.68

Collections—How Made

Drafts 160 Due 626 Dis. 619 Business Days 26

0007 SWP 000032445

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1916
Received-Peninsular	460
Received-Electro	148
TOTAL RECEIVED	2524
Received Per Day-Acme Average	74
Received Per Day-Pen. Average	18
Received Per Day-Elec. Average	5
Total Average Per Day	97
Average Amount Each Order $	84.38

Gross Sales	$	234450.51
Dis. and Freight 9 2/10 %	$	21464.80
NET SALES		212985.71

MISC.	MONTH	TOTAL
Fuel	1131.24	1663.85
Water	335.88	335.88
Freight Inc.	4471.33	6965.09
Freight Out	9556.87	18316.47
Tonnage Out	3.020.320#	5.324.840#

PAY ROLL ANALYSIS

DEPTS. JAN	NO. EMP. 2	16	30	AMOUNT
Varnish	30	31	30	2390.73
Dry Color	24	26	25	1540.95
Package	15	15	15	930.58
Receiving and Yard	13	16	14	854.09
Mechanical	23	25	26	2313.68
Printing	81	87	92	4196.55
Coach Color	13	13	14	799.57
Label	23	26	28	619.2[illegible]
Enamel-Mfg., Cge. and R. R.	18	19	20	1130.57
Mixed Paint Base	11	12	11	584.97
Acme Mixed Paint	15	14	15	788.89
Peninsular Pt. and Specialties	15	12	14	764.58
Paste and Oil Colors	28	26	20	1433.84
Lead and Putty	14	13	14	711.9[illegible]
Packing	39	37	45	2093.75
Shipping and Cartage	15	15	1[illegible]	1335.[illegible]
Stain-Finish	—	—	—	
EXPERIMENTAL	2	2	2	159.00
LABORATORY	2	2	2	255.6[illegible]
LABEL STOCK	5	5	5	195.82
CALCIMINE	—	1	1	95.0[illegible]
Factory Office	16	15	16	985.1[illegible]
General Office	49	50	54	3266.82
Managers	5	5	5	2166.66
Supervisors	2	2	2	550.00
Factory Lunch	—	—	—	77.51
Total Pay Roll For Month	458	471	493	30240.24

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1704	3781	1252.13	2332.79
Varnishes	93221	180180	18094.45	34730.05
Mixed Paint—1st Quality	50979	90658	52397.96	98212.55
Mixed Paint—2nd Quality	3630	10455	717.3	2605.2
Barn, Bridge, Roof and Met. Pts.	3893	6984	2719.46	4519.01
Floor Paints	4225	9811	3665.60	7103.81
Misc. Mixed Paints	6726	12499	14761.36	27094.09
Liquid Wood Fillers	4240	7374	2148.33	4335.69
Carriage and W. and I. Paints	4226	9433	8435.32	15029.02
Top Dressing	—	—	360.48	647.85
Household and Family Paints	844	2407	1850.50	3090.19
Neal's Enamels	4250	6558	10777.05	18272.85
Misc. Enamels	5918	11051	3524.86	6334.39
Varnish and Oil Stains	3724	10555	7446.51	14640.49
Furn. Polish and Gold Pt.	38	96	56.78	277.08
Reducers (Sales)	13035	32977	3436.78	7072.15
Floor Wax	485	2698	248.79	546.39
Paint and Varnish Remover	845	2034	234.88	261.35
Oil, Grain and Distem. Colors	63467	120161	5153.81	11004.44
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	370945	761723	32542.92	38565.94
Paste Wood Fillers	7534	12317	488.50	902.35
Putty	50122	89023	7554.46	13925.1[illegible]
Railroad Car and Depot Pts.	6605	8610	5414.40	8656.38
Roc Varno, Loco. and Jack. Ens.	6484	15616	10673.54	20829.14
Gear Filler and Rough Stuff Gal #	3827 / 20651	8459 / 35751	421.57	720.66
Coach Colors	41402	74457	3316.92	6901.14
Dry Colors	253700	470981	3325.10	6341.09
Eclipse Paste Paints and Prs.	300070	626159	18251.71	36405.31
Eclipse Color Varnish	1851	5665	2197.36	4334.50
Wayne Mach. Pt. and Iron Fis.	3838	5588	276.03	488.07
RAINBOW LIQUIDS.	—	—	41.77	41.77
SPECIAL LIQUID PAINT.		566	—	—
Miscellaneous	21650	39711	284.725	441.149
Totals	1354081	2674333	212985.71	394390.56

0007 SWP 000032446

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING January 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	64451	
2	Corn Nail B'k	2/10	259561	
3	Hanover Nail B'k	1/10	141290	
4	Old Dell Nail B'k	1 3/10	1664852	
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.	4/10	559707	
8				6348 43
	BOOK ACCOUNTS			
9	Ledger A	3 9/10	4850082	
10	Ledger B-E	9 5/10	11885681	
11	Ledger F-Q	9 8/10	12192201	
12	Ledger R-ZZ	9 9/10	12412493	
13	Ledger PN-ES	5 6/10	7070523	
14				
15				
16	Notes Receivable	—	10321	
	Personal Accounts	9/10	1100730	49522031
	REAL ESTATE			
17	St. Aubin Ave.	14 9/10	18680000	
18	In Course of Construction	2 3/10	2733743	
19				
20				21413743
	EQUIPMENT			
21	Mach.-Paints	7 3/10	9100000	
22	Mach.-Varnishes	1 8/10	2300000	
23	Mach.-Dry Colors	9/10	1200000	
24	Mach.-Advertising	1 4/10	1800000	
25	Mach.-Misc.	1 3/10	1600000	
26	Mach.-Newly Installed	—	27480	
27				
28	Furn., Fix. and Library	5/10	634530	
29	Horses, Wagons, Etc.	3/10	325000	
30	Branch Furn. and Fix.	1/10	100177	
31				
32				17087187
	STOCK			
33	Merchandise 362205 lb	30 2/10		37788109
34				
	Total Assets	100 %		125171227
	LIABILITIES			
35	Notes Payable			
	Long Time $ 19430000			
	Short Time $ 28500000	38 3/10	47930000	
	Mdse. $			
36	Accounts Payable	1 7/10	2152726	
	Personal Accounts	1/10	88501	
				50171227
	CAPITAL ACCOUNTS			
37	Capital Stock	59 9/10		75000000
38	Surplus			
39				
	Total Liabilities	100 %		125171227

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	24 3/10	1590191	2629516
41	Interest, Taxes and Rent	3 5/10	117229	394634
42	Insurance	3/10	24068	32386
43	Losses	1/10	22164	15289
44	Repairs	2 5/10	142000	284000
	Total General Expense	30 8/10	1895652	3355825
	OFFICE EXPENSE			
45	Office Salaries	11 2/10	481703	1205894
46	Postage, Stationery and Car Fare	1 5/10	116096	173657
47	Com'l Ag., L. E., Tel and Tel.	9/10	70249	95111
	Total Office Expense	13 4/10	668048	1474662
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 1/10	291478	446799
49	Advertising Postage	2/10	15192	25914
50	Advertising Material	3 2/10	214736	342286
51	Trade Journals	4/10	22438	40581
	Total Advtg. Expense	7 3/10	543844	855580
	SALESMEN EXPENSE			
52	Salesmen's Salaries	19 2/10	1633808	2093333
53	Salesmen's Expenses	28 5/10	1596091	3110548
	Total Salesmen Expense	47 7/10	2729899	5203881
	Total Expenses	100 %	5837443	10889948
54	Purchases	—	10585586	19537972
	Total Expenses and Purchases	105 42/100	16423029	30427920
	REVENUES			
55	Sales	—	15330294	28860389
56				
	Total Revenues	100 %	15330294	28860389
	SUMMARY			
	General Expense	11 63/100	1895652	3355825
	Office Expense	5 41/100	668048	1474662
	Manufacturing Expense	16 74/100	2563700	4830487
	Advertising Expense	2 96/100	543844	855580
	Salesmen Expense	18 3/100	2729899	5203881
	Selling Expense	20 99/100	3273743	6059461
	Expenses	37 73/100	5837443	10889948
	Purchases	67 69/100	10585586	19537972
	Sales	—	15330294	28860389
	Collections	71 60/100	10947997	20664560

RATIOS TO SALES

Purchases			67 69/100 %
Expenses			37 73/100 %
General Expense	11 63/100 %	Advertising Expense	2 96/100 %
Office Expense	5 41/100 %	Salesmen Expense	18 3/100 %
Mfg. Expense	16 74/100 %	Selling Expense	20 99/100 %

COLLECTIONS

Average Daily Collections $ 4339.19

Collections—How Made

Drafts 186 Due 434 Dis. 544 25 Business Days

0007 SWP 000032447

1

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1542
Received-Peninsular	399
Received-Electro	118
TOTAL RECEIVED	2059
Received Per Day-Acme Average	61
Received Per Day-Pen. Average	16
Received Per Day-Elec. Average	5
Total Average Per Day	82
Average Amount Each Order $	74.45

Gross Sales	$ 164079.41
Dis. and Freight 6 1/2 %	$ 10776.47
NET SALES	153302.94

MISC.	MONTH	TOTAL
Fuel	469.21	7473.1
Water	260.14	260.14
Freight Inc.	3013.66	6499.26
Freight Out	6293.76	10428.13
Tonnage Out	2.112.890*	3.820.545*

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 1/3	1/17	1/31	AMOUNT
Varnish	26	26	28	2026.08
Dry Color	16	16	19	1174.64
Package	10	10	10	619.45
Receiving and Yard	10	11	12	591.60
Mechanical	19	19	19	1615.78
Printing	53	61	80	2914.78
Coach Color	13	14	14	793.38
Label	29	30	32	809.75
Enamel-Mfg., Cge. and R. R.	15	15	15	891.47
Mixed Paint Base	8	7	8	416.91
Acme Mixed Paint	12	12	12	657.02
Peninsular Pt. and Specialties	10	10	13	611.24
Paste and Oil Colors	17	17	15	887.64
Lead and Putty	8	8	8	381.87
Packing	25	27	34	1587.14
Shipping and Cartage	9	11	13	1250.03
Stain-Finish				
Factory Office	15	14	14	1057.63
General Office	40	40	43	2567.03
Managers	4	4	4	2250.00
Supervisors	2	2	2	500.00
Factory Lunch				30.28
Total Pay Roll For Month	341	354	395	23633.72

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1821	2576	820.00	1389.05
Varnishes	58463	121663	11942.76	26133.86
Mixed Paint—1st Quality	35105	70901	35453.33	62859.88
Mixed Paint—2nd Quality	4085	6946	225.34	255.74
Barn, Bridge, Roof and Met. Pts	2398	7169	16745.9	34197.4
Floor Paints	3354	5404	29113.9	48163.4
Misc. Mixed Paints	3448	10807	10045.64	13678.44
Liquid Wood Fillers	2203	4434	1607.27	3303.02
Carriage and W. and I. Paints	1979	6494	7487.48	12330.58
Top Dressing	136	136	391.77	658.72
Household and Family Paints	1795	3024	1289.37	2526.27
Neal's Enamels	5362	8979	9569.73	17434.78
Misc. Enamels	1815	5176	4625.45	6972.90
Varnish and Oil Stains	4072	6280	5827.86	10901.81
Furn. Polish and Gold Pt.	31	31	333.80	688.15
Reducers (Sales)	22245	33635	5094.82	8911.92
Floor Wax	400	1101	111.27	196.77
Paint and Varnish Remover	4771	5255	720.89	1318.44
Oil, Grain and Distem. Colors	31694	84389	3622.19	7472.54
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	137400	277784	8947.02	16172.72
Paste Wood Fillers	7427	12493	555.39	853.69
Putty	28151	64352	4746.5	11720
Railroad Car and Depot Pts.	1005	2751	3702.60	13086.70
Roc Varno, Loco. and Jack. Ens.	6871	15668	9151.78	18932.03
Gear Filler and Rough Stuff	6249	12345	8262.60	17452.90
Coach Colors	32039	60558	2887.28	4733.13
Dry Colors	146463	288256	3030.34	6915.84
Eclipse Paste Paints and Prs.	218579	401672	10877.79	21029.49
Eclipse Color Varnish	569	1520	813.45	1343.55
Wayne Mach. Pt. and Iron Fls.	960	1122	226.27	405.82
Rainbow Pastes			40.21	54.46
" Liquids			12.15	14.05
Miscellaneous	11892	25781	566.86	1223.36
Totals	782782	1548702	153302.94	288603.89

0007 SWP 000032448

FEB.

0007 SWP 000032449

N20806.02

0007 SWP 000032450

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING February 1915

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		507081	
2	Cash in Banks		14159687	
3	Allerton, Green & King Co		2780600	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		2119585	
8				19061953
	BOOK ACCOUNTS			
9	Sales Ledger		7622303	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		7069038	
	Personal Accounts		2151702	8044143
	PLANT & EQUIPMENT			
17	Plant & Equip. a/c		30092763	
18	Bldg's in Course of Const'n			
19	Mach.—Newly Installed		9577	
20	Salesmens Autos		1003881	
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30194177
	STOCK			
33	Merchandise 1,578,365.52			16463184
34				
	TOTAL ASSETS	100%		56607657
	LIABILITIES			
35	Notes Payable		3034590 ✓	
	BOND INTEREST ACCRUED		1466650 ✓	
	PREFERRED DIV. "		6150	
	SALESMENS EXP. "		90000 ✓	
36	Accounts Payable		1634599 ✓	
	BONDS		7000000	
	BONDS (TREASURY STOCK)		5610000	17854299
	CAPITAL ACCOUNTS			
37	Capital Stock } PREFERRED		10750000	
	Capital Stock } Common		7000000	
	SURPLUS		4331475 3	
	RESERVE FOR BAD DEBTS		300000	
38	" " DEPRECIATION		6727776	
	" " GEN'L. PURPOSES		2028494	
39	" " REDEM. OF BONDS		6516379	38753358
	Total Liabilities	100%		56607657

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	PREFERRED DIVIDENDS	3.82	5400000	16700000
	CARTAGE	2.57	391570	1678422
40	Factory Salaries	17.77	2845057	7527516
	TAXES	0.13	132756	540014
41	Interest	1.43	237558	1629934
	RENT	4.44	462849	1872266
42	Insurance	2.54	235153	1074100
	DEPRECIATION	1.77	260000	750000
43	Losses	0.93	168297	393218
	INT. ON BONDS	5.13	724412	2170655
44	Repairs	1.66	291159	704954
	Total General Expense	44.41	6285806	17810879
	OFFICE EXPENSE			
	SUNDRY	0.99	271945	419993
57	Branch Supervision	0.39	42316	163975
	HEAT, LIGHT & POWER	0.24	37287	124437
45	Office Salaries	19.56	3942165	8285611
	STATIONERY	0.36	60848	152116
46	Postage, ~~Stationery~~ and Car Fare	0.78	132442	331935
	TEL. AND TEL.	0.47	67735	176773
47	Com'l Ag., L. E.,	0.44	35186	184376
	Total Office Expense	23.73	4579044	9838866
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.58	371288	1091919
49	Advertising Postage	0.09	30311	136398
50	Advertising Material	1.65	274879	700790
51	Trade Journals	2.11	822969	894174
	Total Advtg. Expense	6.43	1449447	2723281
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17.04	2670407	7216365
53	Salesmen's Expenses	11.09	1957640	4697270
	Total Salesmen Expense	28.13	4628047	11913635
	Total Expenses	100%	16944914	42356661
54	Purchases	60.77	18875607	46402436
	Total Expenses and Purchases	115.33	35820521	88759097
	REVENUES			
55	Sales	100.00	32803974	76963815
56				
	Total Revenues	100%	32803974	76963815
	SUMMARY			
	General Expense	23.73	6285806	17810879
	Office Expense	12.78	4579044	9838866
	Manufacturing Expense	36.01	10864850	27649745
	Advertising Expense	3.52	1449447	2723281
	Salesmen Expense	15.41	4628047	11913635
	Selling Expense	19.0	6077494	14636916
	Expenses	55.0	16942409	42356661
	Purchases	60.77	18875607	46402436
	Sales	100.00	32803974	76963815
	Collections	91.62	30050800	70251700

RATIOS TO SALES

Purchases			60.77 %
Expenses			55.03 %
General Expense	23.73 %	Advertising Expense	3.54 %
Office Expense	12.78 %	Salesmen Expense	15.48 %
Mfg. Expense	36.01 %	Selling Expense	19.02 %

COLLECTIONS

Average Daily Collections $10,035.46

Collections—How Made 24 Business Days

Drafts 63 Due 7577 Dis. 1873

0007 SWP 000032451

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 1915

H.H.A.Co. 11084

MISCELLANEOUS

Gross Sales		$ 342,451.91
Dis. and Freight	2.21 %	$ 7,551.17
Returned Goods	2.00 %	$ 6,861.00
NET SALES		328,039.74

MISC.	MONTH	TOTAL
Fuel	701390	34951.18
Water	1080	554.61
Freight Inc.	930932	26459.30
Freight Out	1064147	27172.89
Tonnage Out #	5734727	151180.39

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes				
Mixed Paint—1st Quality				
Mixed Paint—2nd Quality				
Barn, Bridge, Roof & Met. Pts.				
Floor Paints				
Misc. Mixed Paints				
Liquid Wood Fillers				
Carriage and Wagon Paints				
Top Dressing				
Household and Family Paints				
Neal's Enamel				
Misc. Enamels				
Varnish and Oil Stains				
Furniture Polish				
Reducers				
Floor Wax				
Paint and Varnish Remover				
Oil, Grain. and Distem. Colors				
White Lead and Zinc in Oil				
Paste Wood Filler				
Putty				
R. R. Car and Depot Paints				
Roc-Varno, Loco. and Jack. Ens.				
Gear Filler and Rough Stuff				
Coach Colors				
Dry Colors				
Paste Paint and Primers				
Color Varnish				
Machinery Paint and Iron Filler				
Kalsomine				
NO LUSTRE				
Red Lead				
BLENDING LIQUID				
B. AND S. COLORS				
Total—Goods of our Mfr.				
Brushes				
Cutlery				
Dry Colors				
Glass				
Oil and Turpentine				
White Leads				
Miscellaneous				
STENCILS				
Total—Jobbing Goods				
Grand Total				

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	154 155	701364
Branch Office	66 68	476300
Branch Supervision	4 3	47316
Calcimine	9 10	47007
Coach Color	8 9	57397
Dry Color	12 13	87436
Enamel	12 13	89651
Enamel Base	7 7	47897
Experimental	6 6	43045
Factory Lunch	— —	—
Factory Office	13 14	69758
General Office	71 74	467310
Janitors	— —	—
Labeling	28 33	83165
Label Stock	7 7	18737
Laboratory	3 3	29737
Lead and Putty	5 6	2780
Managers	9 9	3003655
Mechanical	30 31	196509
Miscellaneous	— —	16731
Mixed Paint	16 17	97057
Mixed Paint Base	12 13	65551
Oil Color	12 12	62067
Package	15 16	90931
Packing	26 27	146147
Paste Paint	10 10	64036
Printing	71 76	371718
Receiving and Yard	16 16	77986
Red Lead	23 22	170112
Shipping ~~and Cartage~~	8 8	50497
Stock	6 8	34170
Varnish	25 25	169437
White Lead	28 27	174977
CARTAGE	12 13	117776
BRANCH CARTAGE	16 16	27434
Total Pay Roll for Month	735 762	7592391

0007 SWP 000032452

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. .....

BUSINESS STATEMENT FOR MONTH ENDING February 1914

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		4 23 088	
2	Cash in Banks		90 09871	
3	TURNER, TUCKER & CO		536 93650	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		9 16008	
8				6 40 42617
	BOOK ACCOUNTS			
9	Sales Ledger		908 78767	
10	RESERVE FOR BAD DEBTS		30 00000	
11	General Ledger Salesman			
12	PREPAID EXPENSE		153 79599	
13				
14				
15				
16	Notes Receivable		16 00394	
	Personal Accounts		33 62778	10,82 21538
	PLANT & EQUIPMENT			
17	PLANT & EQUIPMENT		300 78083	
18	Bldg's in Course of Const'n		2 74424	
19	Mach.—Newly Installed		1 501 50	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30 12 07657
	STOCK			
33	Merchandise 1 549 596 53			16 47 87327
34				
	TOTAL ASSETS	100%		63 82 59139
	LIABILITIES			
35	Notes Payable		737 139 00	
	Long Time $ 72 139 00			
	Short Time $ 665 000 00			
	Mdse. $			
36	Accounts Payable		16 34326	
	BONDS		200 000 00	
	BONDS (TREASURY STOCK)		300 000 00	24 53 48226
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		200 000 000	
	Capital Stock—Preferred		107 590 000	
	RESERVE FOR DEPRECIATION		29 75866	
38	RESERVE FOR BENEVOLENT PURPOSES		40 000 00	
	RESERVE FOR DULL BUSINESS		31 6 645 47	
39	SURPLUS		46 6 805 00	39 29 09613
	Total Liabilities	100%		63 82 59139

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	CARTAGE Factory Salaries	3 12 20 19	4 18962 25 910 08	12 948 53 83 82787
41	TAXES Interest	381 7 91	2 823 37 18 544 37	1 581 73 32 845 04
42	RENT Insurance	3 43 136	4 486 55 2 888 22	14 322 79 5 667 28
43	Losses	092	3 138 09	3 812 27
44	Repairs	184	2 740 45	7 613 77
	Total General Expense	42 58	2 509 109	176 752 28
	OFFICE EXPENSE			
57	SUNDRY Branch Supervision	045 101	446 67 1 056 83	1 988 43 4 753 16
45	HEAT, LIGHT, & POWER Office Salaries	033 23 21	1 488 92 27 838 34	1 573 46 96 529 72
46	STATIONERY Postage and Car Fare	045 093	1 897 09 1 444 46	1 804 60 3 822 37
47	TEL AND TEL Com'l Ag., L. E.,	050 063	1 766 06 1 660 21	2 088 44 3 801 13
	Total Office Expense	27 49	34 561 08	114 292 28
	ADVERTISING EXPENSE			
48	Advertising Salaries	356	5 032 22	14 775 48
49	Advertising Postage	004	85 76	145 54
50	Advertising Material	284	5 617 96	11 790 76
51	Trade Journals	202	6 791 06	8 408 08
	Total Advtg. Expense	846	17 527 00	35 119 86
	SALESMEN EXPENSE			
52	Salesmen's Salaries	1684	22 791 32	69 800 66
53	Salesmen's Expenses	1340	19 544 56	51 464 61
	TOTAL SALES EXPENSE	2 02	42 335 88	121 265 27
	ANNUAL AUDIT ADJ ACCT	474	10 702 50	32 156 83
	Total Expenses	100%	1,392 175 55	415 109 86
54	Purchases	64 95	2 072 39 39	585 937 53
	Total Expenses and Purchases	110 89	3 464 564 94	1 001 047 39
	REVENUES			
55	Sales		352 309 37	902 770 65
56				
	Total Revenues	100%	352 309 37	902 770 65
	SUMMARY			
	ANNUAL AUDIT ADJ. ACCT	356		32 156 83
	General Expense	1958	12 509 109	176 752 28
	Office Expense	12 64	34 561 08	114 292 28
	Manufacturing Expense	28 66	59 652 17	258 724 73
	Advertising Expense	389	17 527 00	35 119 86
	Salesmen Expense	1343	42 335 88	121 265 27
	Selling Expense	1732	59 862 88	156 385 13
	Expenses	45 98	1,392 175 55	415 109 86
	Purchases	64 95	2 072 39 39	585 937 53
	Sales	100%	352 309 37	902 770 65
	Collections	84 09	322 062 00	786 300 00

RATIOS TO SALES

Purchases			64 95 %
Expenses			45 98 %
General Expense	1 60 %	Advertising Expense	389 %
Office Expense	12 64 %	Salesmen Expense	1343 %
Mfg. Expense	28 66 %	Selling Expense	17 32 %

COLLECTIONS

Average Daily Collections $ 9,669.25

Collections—How Made 24 Business Days

Drafts 86 Due 2307 Dis. 1780

0007 SWP 000032453

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 1914

H H & K CO. 1084

MISCELLANEOUS

Gross Sales		$ 373,310.20
Dis. and Freight	2.66 %	$ 9,922.83
Returned Goods	2.97 %	$ 11,078.00
NET SALES		352,309.37

MISC.	MONTH	TOTAL
Fuel	180437	679438
Water	12235	137120
Freight Inc.	905170	3635132
Freight Out	112491.6	3474326
Tonnage Out #	58788.2	1656984

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 2/11	NO. EMP. 2/26	AMOUNT
Branch Factory	149	149	7713.33
Branch Office	78	79	5073.42
Branch Supervision	6	6	1056.83
Calcimine	8	9	413.31
Coach Color	9	9	579.19
Dry Color	16	16	1038.71
Enamel	13	13	843.43
Enamel Base	7	7	413.44
Experimental	5	6	344.03
Factory Lunch	—	—	55.11
Factory Office	14	15	719.72
General Office	81	83	4745.27
Janitors	2	2	86.16
Labeling	26	30	697.96
Label Stock	3	3	134.09
Laboratory	3	3	260.00
Lead and Putty	8	8	383.00
Managers	9	9	1801.965
Mechanical	30	31	1466.25
Miscellaneous	—	—	130.76
Mixed Paint	17	16	892.49
Mixed Paint Base	13	13	646.67
Oil Color	10	10	502.25
Package	15	15	865.28
Packing	32	24	1287.62
Paste Paint	12	12	667.06
Printing	12	12	503.22
Receiving and Yard	27	18	83.17
Red Lead	27	27	1441.46
Shipping	7	8	457.22
Stock	8	8	395.88
Varnish	27	28	1857.66
White Lead	27	29	1536.93
CARTAGE	16	13	1379.55
BRANCH CARTAGE	19	19	2810.07
Total Pay Roll for Month	944	942	64427.00

RECORD OF ORDERS FOR MONTH

Received-Acme	Received per Day-Acme Average
Received-Peninsular	Received per Day-Pen. Average
Received-Lincoln	Received per Day-Box. Average
TOTAL RECEIVED	Total Average per Day
	Average Amount of Each Order $

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting			47400	1137900
Varnishes			32404	88356
Mixed Paint—1st Quality			64155	152261
Mixed Paint—2nd Quality			10283	21320
Barn, Bridge, Roof & Met. Pts.			7119	19197
Floor Paints			9577	22485
Misc. Mixed Paints			2773	7862
Liquid Wood Fillers			2081	4981
Carriage and Wagon Paints			13567	28515
Top Dressing			670	1270
Household and Family Paints			1137	2728
Neal's Enamel			14321	31320
Misc. Enamels			12944	39340
Varnish and Oil Stains			16815	37130
Furniture Polish			896	1349
Reducers			3358	7663
Floor Wax			641	1734
Paint and Varnish Remover			1077	3060
Oil, Grain. and Distem. Colors			9565	22764
White Lead and Zinc in Oil			15624	36365
Paste Wood Filler			888	2385
Putty			3306	9839
R. R. Car and Depot Paints			4443	17552
Roc-Varno, Loco. and Jack. Ens.			7389	24679
Gear Filler and Rough Stuff			9858	30264
Coach Colors			4736	12102
Dry Colors			2504	7035
Paste Paint and Primers			11882	40297
Color Varnish			7917	23279
Machinery Paint and Iron Filler			779	1397
Kalsomine			6683	14060
Red Lead			14105	42309
NO LUSTRE FINISH			12000	26874
Total—Goods of our Mfr.			310239	00 796140	00
Brushes			9982	21356
Cutlery			125	336
Dry Colors			981	2430
Glass			3922	9086
Oil and Turpentine			13415	34674
White Leads			6210	13963
Miscellaneous			74353	247856
Total—Jobbing Goods			420703	1066306
Grand Total			3523093	9627706

0007 SWP 000032454

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING February 1913

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		6012 94	
2	Cash in Banks		30 7038 33	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		12 7362 30	
8				325 7857
	BOOK ACCOUNTS			
9	Sales Ledger		906 7188 1	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		173 5542	
	Personal Accounts		111 1076	935 2049 9
	PLANT & EQUIPMENT			
17	Plant & Equipment		237 8291 79	
18	Bldg's in Course of Const'n		24 9463	
19	Mach.—Newly Installed		21 9120 9	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				2402 6985 1
	STOCK			
33	Merchandise		1703 9484 9	1 7 2 5 2 3 2
34	Est. Invty.		1,768,529.30	
	TOTAL ASSETS	100%		5 4 3 6 9 2 3 3 9
	LIABILITIES			
35	Notes Payable		188 4952 00	
	Long Time $299,952.00			
	Short Time $1,585,000.00			
	Mdse. $			
36	Accounts Payable		22 5481	
	Personal Accounts			190 7546 81
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000 0000 00	
	Capital Stock—Preferred		1075 5500	
38	Surplus		453 1658	
39				3598 6076 58
	Total Liabilities	100%		5 4 3 6 9 2 3 3 9

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	CARTAGE Factory Salaries	3.23 9.77	2 8808 20	1 3665 91
41	TAXES Interest	4.20 7.35	1 4578 1	8 7229 69
42	RENT Insurance	3.72 1.22	4 8725 08	10 4998 24
43	Losses	0.38	1 9920 2	5 0956 7
44	Repairs	2.97	1 5280 9	1 6016 9
	Total General Expense	44.45	4 2 9 7 3 3	12 5480 6
			5 5544 08	18 8193 53
	OFFICE EXPENSE			
57	STATIONERY Branch Supervision	0.62 1.06	1 0451 4	2 6452 8
45	POSTAGE AND CARFARE Office Salaries	0.88 16.73	9 8208	4 7743 34
46	HEAT, LIGHT, AND POWER SUNDRY	0.72 0.62	20 4335	6 9268 8
47	TELEPHONE AND TELEGRAPH Com'l Ag., L. E.	0.46 0.36	6 1020	2 8576 5
	Total Office Expense	20.68	4 5 9 2 9 0	2 9 2 4 6 5
			2 5464 16	8 5404 1
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.98	4 6930 2	12 6164 1
49	Advertising Postage	0.42	4 5 48	1 6659
50	Advertising Material	1.33	3 1785 7	5 6161 6
51	Trade Journals	2.42	6 9707 2	10 1561 8
	Total Advtg. Expense	6.75	1 4 8 8 7 9	2 8 5 5 5 3 4
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.02	2 2849 41	6 7831 66
53	Salesmen's Expenses	12.10	1 9277 7	3 1201 48
	Total Salesmen Expense	28.12	4 1 2 7 1 8	1 1 0 3 3 1 4
	Total Expenses	100%	13 8 0 2 3 2 1	4 2 3 3 2 2 4 2
54	Purchases	60.34	19 1 2 5 1 8 2	53 9 8 5 2 3 8
	Total Expenses and Purchases	10 9.63	3 2 9 2 5 0 3	9 6 3 1 4 8 0
	REVENUES			
55	Sales	100.00	36 1 8 1 3 1 2 8	9 4 6 2 0 9 7
56				
	Total Revenues	100%	36 1 8 1 3 1 2 8	9 4 6 2 0 9 7
	SUMMARY			
	General Expense	21.04	5 5 5 4 4 0 8	18 8 1 9 3 5 3
	Office Expense	9.70	2 5 4 6 4 1 6	8 5 4 0 4 1
	Manufacturing Expense	30.82	8 1 0 0 8 2 4	2 1 5 2 3 3 9 4
	Advertising Expense	2.19	1 4 8 8 7 9	2 8 5 5 5 3 4
	Salesmen Expense	1.31	4 1 2 7 1 8	1 1 0 3 3 1 4
	Selling Expense	1.50	5 5 1 0 7 8	1 4 2 5 8 8 4
	Expenses	4.32	1 3 8 0 2 3 2 1	4 2 3 3 2 2 4 2
	Purchases	60.34	19 1 2 5 1 8 2	53 9 8 5 2 3 8
	Sales	100.00	36 1 8 1 3 1 2 8	9 4 6 2 0 9 7
	Collections	91.61	3 2 6 0 0 9 0 0	8 6 7 6 1 6 0

RATIOS TO SALES

Purchases			60.24 %
Expenses			4.32 %
General Expense	21.04 %	Advertising Expense	2.19 %
Office Expense	9.70 %	Salesmen Expense	1.31 %
Mfg. Expense	30.82 %	Selling Expense	1.50 %

COLLECTIONS

Average Daily Collections $ 10,837.46

Collections—How Made 24 Business Days

Drafts 65 Due 2412 Dis. 1426

0007 SWP 000032455

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING January 1913

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 378,542.39
Dis. and Freight	2.48 %	$ 9,386.27
Returned Goods	1.94 %	$ 7,343.00
NET SALES		361,813.12

MISC.	MONTH	TOTAL
Fuel	276596	670570
Water	2280	17783 8
Freight Inc.	1542230	3756463
Freight Out	1094355	3400995
Tonnage Out #	7192773	19178435

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 1/29/13	AMOUNT
Branch Factory	176 176	8341 77
Branch Office	75 76	487 0 87
Branch Supervision	5 5	98 20 08
Calcimine	9 10	357 78
Coach Color	13 12	748 25
Dry Color	24 22	1149 27
Enamel	10 12	602 61
Enamel Base	7 7	371 86
Experimental	5 4	327 72
Factory Lunch	\ \	92 99
Factory Office	18 18	1043 20
General Office	82 82	4592 58
Janitors	2 2	83 23
Labeling	26 26	672 04
Label Stock	4 4	158 21
Laboratory	3 3	260 00
Lead and Putty	8 8	400 90
Managers	9 9	1102 98 2
Mechanical	39 36	1717 91
Miscellaneous	\ \	1115 58
Mixed Paint	15 15	849 21
Mixed Paint Base	17 16	685 36
Oil Color	10 10	431 06
Package	14 14	790 83
Packing	27 26	1221 36
Paste Paint	15 14	733 53
Printing	113 124	4693 02
Receiving and Yard	18 19	629 47
Red Lead	34 31	1709 45
Shipping	8 10	436 60
Stock	8 8	318 40
Varnish	26 26	1654 12
White Lead	37 44	1762 32
CARTAGE	16 15	669 19
BRANCH CARTAGE	18 18	3139 01
Total Pay Roll for Month	891 902	58641 62

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	1424396	4293093	7078	19814
Varnishes	112419	323932	35902	83392
Mixed Paint—1st Quality	47368	133852	69502	136780
Mixed Paint—2nd Quality	5837	20723	6719	16452
Barn, Bridge, Roof & Met. Pts.	10392	35213	6072	13867
Floor Paints	5590	23607	9436	18087
Misc. Mixed Paints	3424	10054	7374	19886
Liquid Wood Fillers	2340	6629	1982	4734
Carriage and Wagon Paints	5679	17612	13838	26853
Top Dressing	89	609	498	1124
Household and Family Paints	1136	1728	1203	2305
Neal's Enamel	16836	42598	12156	28075
Misc. Enamels	4173	17178	11207	35221
Varnish and Oil Stains	7643	20694	14085	30040
Furniture Polish	365	1916	260	591
Reducers	4843	19751	3014	8782
Floor Wax	1529	4888	561	1563
Paint and Varnish Remover	958	2831	1865	5694
Oil, Grain. and Distem. Colors	#1038 gal. 294	30040 gal. 294	12880	26717
White Lead and Zinc in Oil	27050	74740	16030	34987
Paste Wood Filler	1280	3214	1277	2422
Putty	11583	37856	2788	9651
R. R. Car and Depot Paints	#5694 gal. 5182	16236 gal. 17227	4988	22210
Roc-Varno, Loco. and Jack. Ens.	13323	45638	14003	49107
Gear Filler and Rough Stuff	#6093 gal. 6006	11551 gal. 11775	15830	37615
Coach Colors	25814	85267	6713	18222
Dry Colors	18236	57895	5130	11969
Paste Paint and Primers	25242	76749	15463	50608
Color Varnish	4181	10597	2651	7639
Machinery Paint and Iron Filler	5269	17471	415	1401
Kalsomine	12558 1	32021 0	5108	11173
Red Lead			9359	35677
NO LUSTRE FINISH			607	2132
PASTE FOR MIXED GOODS	98355	98355		
R.R. CAR & DEPOT PAINT PASTE		94556		
GEAR FILLER & ROUGH STUFF-PASTE		55812		
Total—Goods of our Mfr.			328294	793070
Brushes			4706	11753
Cutlery			58	150
Dry Colors			1	16
Glass			2062	7410
Oil and Turpentine			12397	38057
White Leads			4160	13528
Miscellaneous			101351 2	291279 7
Total—Jobbing Goods			335912	1004197
Grand Total	3042138 8	8621817	3618132	8946209 7

0007 SWP 000032456

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING February 1912.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		167913	
2	Cash in Banks		12770440	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1747129	
8				16196682
	BOOK ACCOUNTS			
9	Sales Ledger		74102831	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		3272376	
	Personal Accounts			77375207
	PLANT & EQUIPMENT		25805213.32	
17				
18	Bldg's in Course of Const'n		2264	
19	Mach.—Newly Installed		486837	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				25853670.05
	STOCK			
33	Merchandise 1,451,474.34			15644853.09
34				
	TOTAL ASSETS	100%		60851390.3
	LIABILITIES			
35	Notes Payable		15074500.00	
	Long Time $3074500.00			
	Short Time $12000000.00			
	Mdse. $			
36	Accounts Payable		667317	
	Personal Accounts		10512836	
				16192515.3
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000.00	
	Capital Stock—Preferred		10664500.00	
38	Surplus		3994375.0	
39				34658875.0
	Total Liabilities	100%		60851390.3

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23.05	2615278	7792819
41	Interest, Taxes and Rent	11.14	958338	3769327
42	Insurance	1.67	217573	564860
43	Losses	0.39	11260	133180
44	Repairs	3.66	374130	1237129
	Total General Expense	39.91	4176579	13497315
	OFFICE EXPENSE			
57	Branch Supervision	2.52	289422	854949
45	Office Salaries	7.94	1217148	2684711
46	Postage, Stat'n'y and Car Fare	2.74	372936	924046
47	Com'l Ag., L. E., Tel. and Tel.	1.42	160004	478672
	Total Office Expense	14.62	9441 10	4942378
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.10	384173	1043152
49	Advertising Postage	0.17	31431	57144
50	Advertising Material	2.26	365675	765962
51	Trade Journals	8.09	1465803	2738798
	Total Advtg. Expense	13.62	2247082	4605053
	SALESMEN EXPENSE			
52	Salesmen's Salaries	19.70	2617838	6663257
53	Salesmen's Expenses	12.15	1605768	4103915
	Total Salesmen Expense	31.85	4223606	10767172
	Total Expenses	100%	115 91377	33811918
54	Purchases	69.85	18200036	52506426
	Total Expenses and Purchases	114.99	29791413	86318344
	REVENUES			
55	Sales		29872763	75060469
56				
	Total Revenues	100%	29872763	75060469
	SUMMARY			
	General Expense	17.98	4176579	13497315
	Office Expense	6.58	944110	4942378
	Manufacturing Expense	24.56	5120689	18439693
	Advertising Expense	6.13	2247082	4605053
	Salesmen Expense	14.34	4223606	10767172
	Selling Expense	20.47	6470688	15372225
	Expenses	45.14	11591377	33811918
	Purchases	69.95	18200036	52506426
	Sales	100.00	29872763	75060469
	Collections	98.24	25861500	71714700

RATIOS TO SALES

Purchases			69.95 %
Expenses			45.14 %
General Expense	17.98 %	Advertising Expense	6.13 %
Office Expense	6.58 %	Salesmen Expense	14.34 %
Mfg. Expense	24.56 %	Selling Expense	20.47 %

COLLECTIONS

Average Daily Collections $10,344.60

Collections—How Made 25 Business Days

Drafts 91 Due 2409 Dis. 1393

0007 SWP 000032457

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 1912.

H. H. & K. CO. 11084

MISCELLANEOUS

Gross Sales		$314,590.14
Dis. and Freight	2.77 % $	8,707.51
Returned Goods	2.77 % $	7,155.00
NET SALES		298,727.63

MISC.	MONTH	TOTAL
Fuel	143732	685094
Water		15296.69
Freight Inc.	71175	255875.1
Freight Out	103907.2	244954.0
Tonnage Out	31751.10	75361.15

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 1/31/12	AMOUNT
Branch Factory	81.81	73011.3
Branch Office	57.57	37606.3
Branch Supervision	8.8	28942.2
Calcimine	7.7	3188.2
Coach Color	15.16	8072.9
Dry Color	19.18	10185.1
Enamel	12.12	6433.5
Enamel Base	8.9	3766.3
Experimental	5.5	3719.6
Factory Lunch		
Factory Office	12.14	7912.9
General Office	94.82	43323.2
Janitors	2.2	777.3
Labeling	20.22	5385.5
Label Stock	3.3	879.5
Laboratory	2.2	1550.0
Lead and Putty	7.7	5231.2
Managers	9.9	6875.47
Mechanical	36.37	15953.3
Miscellaneous		256.06
Mixed Paint	11.11	6131.6
Mixed Paint Base	12.12	5447.8
Oil Color	9.9	4222.91
Package	13.13	7563.9
Packing	19.23	9214.6
Paste Paint	13.13	6935.3
Printing	91.95	3841.73
Receiving and Yard	16.18	7723.0
Red Lead	18.14	9378.3
Shipping and Cartage	18.19	17856.3
Stock	6.7	2649.7
Varnish	24.24	16119.3
White Lead	48.51	21660.7
Total Pay Roll for Month	687.700	341062.1

RECORD OF ORDERS FOR MONTH

Received-Acme	11572	Received per Day-Acme Average	463
Received-Peninsular	257	Received per Day-Pen. Average	10
Received-Lincoln		Received per Day-Lex. Average	
TOTAL RECEIVED	11829	Total Average per Day	473
		Average Amount of Each Order $	25.25

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	19854.5	329366.0	4040	12971
Varnishes	9807.0	28596.6	2888.8	7712
Mixed Paint—1st Quality	38987	97307	41753	103933
Mixed Paint—2nd Quality	6750	16934	9040	18665
Barn, Bridge, Roof & Met. Pts.	10338	26700	5567	13816
Floor Paints	3906	11719	5838	15284
Misc. Mixed Paints	2986	7666	5054	10702
Liquid Wood Fillers	3528	7946	2564	4987
Carriage and Wagon Paints	8116	25512	11127	23109
Top Dressing	240	763	428	977
Household and Family Paints	467	1164	914	2092
Neal's Enamel	9617	25060	15699	37279
Misc. Enamels	6803	19512	9482	30368
Varnish and Oil Stains	5119	15606	10165	24175
Furniture Polish	101	296	300	629
Reducers	11756	26074	4668	11412
Floor Wax	1229	3765	425	1025
Paint and Varnish Remover	1216	3742	1670	5902
Oil, Grain, and Distem. Colors	90059	242931	7403	18114
White Lead and Zinc in Oil	214391	659107	11250	28629
Paste Wood Filler	9891	27894	829	2547
Putty	88860	276301	2293	7798
R. R. Car and Depot Paints	36209	162954	6220	20176
Roc-Varno, Loco. and Jack. Ens.	9775	29136	15729	46238
Gear Filler and Rough Stuff	6672	18054	16011	44345
Coach Colors	40695	120903	10662	25097
Dry Colors	198126	520027	8722	16519
Paste Paint and Primers	238966	675071	16586	43626
Color Varnish	3478	9943	2859	7816
Machinery Paint and Iron Filler	11623	32475	514	1442
Kalsomine	85219	233301	3168	8066
Red Lead & Orange Mineral			2189	4839
Total—Goods of our Mfr.			262057	670290
Brushes			3606	8133
Cutlery			50	200
Dry Colors			1125	3368
Glass			2067	5019
Oil and Turpentine			12331	27563
White Leads			5472	10680
Miscellaneous			120196.3	253516.9
Total—Jobbing Goods			366706.3	803146.9
Grand Total	2528470	7082797	2987263	7506046.9

0007 SWP 000032458

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING February 28 1911

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		984044	
2	Cash in Banks		6902045	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		917351	
8				8803440
	BOOK ACCOUNTS			
9	Sales Ledger		85258825	
10	General Ledger Misc.		6137417	
11	General Ledger Salesman			
12	ACME UNDERWRITING		23000000	
13	SYNDICATE			
14				
15				
16	Notes Receivable		1277223	
	Personal Accounts		2657748	11298571
	PLANT & EQUIPMENT		18653220	
17				
18	Bldg's in Course of Const'n		4814236	
19	Mach.—Newly Installed		1036996	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				19150445
	STOCK			
33	Merchandise 1150783.20			13530998
34				
	TOTAL ASSETS	100%		144603607
	LIABILITIES			
35	Notes Payable		12562823 8	
	Long Time $291,282.38			
	Short Time $965,000.00			
	Mdse. $			
36	Accounts Payable		30445675	
	Personal Accounts			
				12867391 3
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 0	
	Capital Stock—Preferred		7500000 00	
38	Surplus		4492969 4	
39				31992969 4
	Total Liabilities	100%		144603607

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23 21	2489815	7096378
41	Interest, Taxes and Rent	9 97	1205628	3049243
42	Insurance	1 23	122663	375392
43	Losses	58	12477 2	178672
44	Repairs	5 33	503130	1627706
	Total General Expense	40 32	4446078	12327391
	OFFICE EXPENSE			
57	Branch Supervision	1 91	179520	583331
45	Office Salaries	11 75	1016397	3593662
46	Postage, Stat'n'y and Car Fare	2 99	304466	914980
47	Com'l Ag., L. E., Tel. and Tel.	99	73915	301778
	Total Office Expense	17 64	1574298	5393751
	ADVERTISING EXPENSE			
48	Advertising Salaries	2 88	345816	800629
49	Advertising Postage	21	29244	65229
50	Advertising Material	1 04	37312	317989
51	Trade Journals	9 39	1217477	2870929
	Total Advtg. Expense	13 52	1555225	4134774
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 91	1898008	5474576
53	Salesmen's Expenses	10 61	1399752	3241422
	Total Salesmen Expense	28 52	3297760	8715998
	Total Expenses	100%	10873361	30571914
54	Purchases	64 91	22627014	58205971
	Total Expenses and Purchases	129 50	33500375	88777885
	REVENUES			
55	Sales		28826087	68546207
56				
	Total Revenues	100%	28826087	68546207
	SUMMARY			
	General Expense	17 98	4446078	12327391
	Office Expense	7 86	1574298	5393751
	Manufacturing Expense	25 84	6020376	17721142
	Advertising Expense	6 03	1555225	4134774
	Salesmen Expense	12 72	3297760	8715998
	Selling Expense	18 75	4853985	12850772
	Expenses	44 59	10873361	30571914
	Purchases	64 91	22627014	58205971
	Sales		28826087	68546207
	Collections	70 92	19346395	62323191

RATIOS TO SALES

Purchases			84 91 %
Expenses			44 59 %
General Expense	17 98 %	Advertising Expense	6 03 %
Office Expense	7 86 %	Salesmen Expense	12 72 %
Mfg. Expense	25 84 %	Selling Expense	18 75 %

COLLECTIONS

Average Daily Collections $ 8061.00

Collections—How Made 24 Business Days

Drafts 89 Due 1806 Dis. 1085

0007 SWP 000032459

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 28 1917

H R & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 305,169.10
Dis. and Freight	4.41 %	$ 13,455.23
Returned Goods	1.13 %	$ 3,453.00
NET SALES		288,260.87

MISC.	MONTH	TOTAL
Fuel	51.601	504.980
Water		13.53-25
Freight Inc.	610.432	15,830.57
Freight Out	12,032.11	300,094.42
Tonnage Out	28,263.78	726,501.0

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 2/22/16	AMOUNT
Branch Factory	159.156	8,458.66
Branch Office	47.47	2,647.81
Branch Supervision	9.9	179.520
Calcimine	9.9	404.74
Coach Color	14.15	804.78
Dry Color	19.19	1,039.47
Enamel	11.12	617.37
Enamel Base		
Experimental	4.4	277.34
Factory Lunch		22.46
Factory Office	6.7	396.54
General Office	80.82	4,148.12
Janitors	3.3	118.61
Labeling	24.25	611.73
Label Stock	2.3	70.87
Laboratory	2.2	145.10
Lead and Putty	9.10	401.73
Managers	9.9	3,368.04
Mechanical	43.43	2,165.01
Miscellaneous		95.15
Mixed Paint	16.15	727.62
Mixed Paint Base	13.15	589.15
Oil Color	13.13	725.61
Package	13.13	800.03
Packing	18.20	929.28
Paste Paint	14.14	701.04
Printing	77.94	3,458.16
Receiving and Yard	18.29	987.19
Red Lead		
Shipping and Cartage	23.25	1,936.43
Stock	7.6	311.66
Varnish	25.25	1,561.28
White Lead		
Total Pay Roll for Month	647.72	40,316.18

RECORD OF ORDERS FOR MONTH

Received-Acme	6890	Received per Day-Acme Average	287
Received-Peninsular	291	Received per Day-Pen. Average	12
Received-Lincoln	6	Received per Day-Rex. Average	1
TOTAL RECEIVED	7187	Total Average per Day	300
		Average Amount of Each Order $	40.11

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	819,045	2,857,580	3417	9097
Varnishes	95358	276,107	26055	63,071
Mixed Paint—1st Quality	49,043	139,575	44460	114,284
Mixed Paint—2nd Quality	15,296	30,375	11,696	23,501
Barn, Bridge, Roof & Met. Pts.	5169	19,956	3503	9,885
Floor Paints	7985	17,882	6175	15,473
Misc. Mixed Paints	4753	22,029	10,894	21,411
Liquid Wood Fillers	2992	7,594	2351	4,809
Carriage and Wagon Paints	11,039	27,256	12,753	25,511
Top Dressing	255	6,375	370	838
Household and Family Paints	622	1,963	1137	2,504
Neal's Enamel	9,160	20,204	18,142	37,672
Misc. Enamels	18,323	30,843	9,152	27,104
Varnish and Oil Stains	5,108	16,342	13,621	25,668
Furniture Polish	103	316	303	687
Reducers	40,000	23,274	3894	9,378
Floor Wax	288	1,978	345	735
Paint and Varnish Remover	620	1,770	1343	3,014
Oil, Grain, and Distem. Colors	74,931	286,000	7,020	17,526
White Lead and Zinc in Oil	220,425	713,183	13,102	27,266
Paste Wood Filler	10,694	50,766.9	775	1,972
Putty	63,246	298,768	18,09	74,75
R. R. Car and Depot Paints	31,47	131,80	4322	13,594
Roc-Varno, Loco. and Jack. Ens.	2888	5,793	13,767	38,035
Gear Filler and Rough Stuff gals	692,80 / 13,602	17,344 / 32,599	26,056	50,845
Coach Colors	7,465.5	18,423.9	8,873	20,448
Dry Colors	232,437	618,144	2,494	7,470
Paste Paint and Primers	307,170	871,906	19,294	49,272
Color Varnish	680.9	1,498.2	303.8	7,294
Machinery Paint and Iron Filler			237	2,837
Kalsomine	126,173	286,797	3,642	10,894
Red Lead				
PASTE FOR MIXING DEPT.	1,224,681	2,429,926		
DRY COLOR-REGROUND FOR PAINT DEPT.	28,876	192,987		
Total—Goods of our Mfr.	[illegible]		274,[illegible]	649,520
Brushes			1,637	3,584
Cutlery			32	249
Dry Colors			201	812
Glass			315	2,112
Oil and Turpentine			6,754	15,045
White Leads			1,260	3,399
Miscellaneous		1,000	402,187	1,124,107
Total—Jobbing Goods			1,420,59[illegible]	3,142,07[illegible]
Grand Total	3,503,173	10,106,536	2,882,608	6,854,607

0007 SWP 000032460

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING February 28 1910

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		2661 61	
2	Cash in Banks		5730489	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		477861	
8				6474511
	BOOK ACCOUNTS			
9	Sales Ledger		115718608	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		7926333	
	Personal Accounts		70728728	194373669
	PLANT & EQUIPMENT		11193546 7	
17				
18	Bldg's in Course of Const'n		166509	
19	Mach.—Newly Installed		1682729	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				113783705
	STOCK			
33	Merchandise			91073766
34				
	TOTAL ASSETS	100%		405705651
	LIABILITIES			
35	Notes Payable		90717551	
	Long Time $2521755			
	Short Time $655000.00			
	Mdse. $			
36	Accounts Payable		1519704	
	Personal Accounts			
				92237255
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 00	
	Capital Stock—Preferred		75000000	275000000
38	Surplus			38468396
39				
	Total Liabilities	100%		405705651

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21 55	23613 61	6714216
41	Interest, Taxes and Rent	16 14	20583 41	5029491
42	Insurance	1 14	633 13	355542
43	Losses	42	98 63	130050
44	Repairs	5 10	5977 06	1590505
	Total General Expense	44 35	50905 84	13198 04
	OFFICE EXPENSE	1 96	607574	607574
57	Branch Supervision			607574
45	Office Salaries	10 12	8206 85	3154616
46	Postage, Stat'n'y and Car Fare	2 20	3426 74	688153
47	Com'l Ag., L. E., Tel. and Tel.	77	951 56	238218
	Total Office Expense	15 05	18060 89	4688561
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 92	4674 86	1221221
49	Advertising Postage	20	152 10	59373
50	Advertising Material	3 72	5280 61	1158588
51	Trade Journals	5 29	6259 99	1647189
	Total Advtg. Expense	13 13	16367 56	40863 71
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15 74	12530 22	49043 81
53	Salesmen's Expenses	11 73	15284 60	36533 16
	Total Salesmen Expense	27 47	27814 82	85576 97
	Total Expenses	100%	113149 11	311524 33
54	Purchases		194509 87	535235 06
	Total Expenses and Purchases		307658 98	846759 39
	REVENUES			
55	Sales		250456 73	764772 53
56				
	Total Revenues	100%	250456 73	764772 53
	SUMMARY			
	General Expense	18 07	50905 84	138198 04
	Office Expense	6 13	18060 89	46885 61
	Manufacturing Expense	24 20	68966 73	185083 65
	Advertising Expense	5 34	16367 56	40863 71
	Salesmen Expense	11 19	27814 82	85576 97
	Selling Expense	16 53	44182 38	126440 68
	Expenses	40 23	113149 11	311524 33
	Purchases	69 98	194509 87	535235 06
	Sales		250456 73	764772 53
	Collections	75 73	188520 97	579217 65

RATIOS TO SALES

Purchases				69 98 %
Expenses				40 23 %
General Expense	18 07 %	Advertising Expense		5 34 %
Office Expense	6 13 %	Salesmen Expense		11 19 %
Mfg. Expense	24 20 %	Selling Expense		16 53 %

COLLECTIONS

Average Daily Collections $ 7855 04

Collections—How Made 24 Business Days

Drafts 79 Due 1368 Dis. 821

0007 SWP 000032461

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 28 1910

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 27,20021.09
Dis. and Freight	7 92 %	$ 21564.36
Returned Goods	%	$
NET SALES		250456.73

MISC.	MONTH	TOTAL
Fuel	259236	7147.81
Water		1116.51
Freight Inc.	7575.14	19704.68
Freight Out	12140.10	31902.86
Tonnage Out	27706.13	96427.86

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 2/3 2/7	AMOUNT
Branch Factory	9090	5126.99
Branch Office	2929	1517.62
Branch Supervision	8 8	607.57
Calcimine	11 11	402.83
Coach Color	2222	1078.93
Dry Color	2121	1089.43
Enamel	7 7	398.76
Enamel Base		
Experimental	4 4	258.50
Factory Lunch		71.59
Factory Office	8 8	471.20
General Office	100100	1897.61
Janitors	22	74.35
Labeling	3534	709.28
Label Stock	22	69.53
Laboratory	22	190.40
Lead and Putty	1415	498.89
Managers	99	4791.62
Mechanical	4547	1820.63
Miscellaneous		
Mixed Paint	1818	796.25
Mixed Paint Base	2828	1003.60
Oil Color	1212	604.52
Package	1212	741.23
Packing	3031	1185.32
Paste Paint	1716	840.54
Printing	118119	4674.86
Receiving and Yard	2120	807.01
Red Lead		
Shipping and Cartage	2424	1693.28
Stock	8 7	289.06
Varnish	2928	1594.70
White Lead	3739	1473.36
Grain Finish & Cgr.	6 7	269.93
Supervisors		33.50
Total Pay Roll for Month	269972	42571.06

RECORD OF ORDERS FOR MONTH

Received-Acme	5515	Received per Day-Acme Average	229
Received-Peninsular	403	Received per Day-Pen. Average	17
Received-~~Lincoln~~ Rex	14	Received per Day-Rex. Average	1
TOTAL RECEIVED	5932	Total Average per Day	247
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes	104111	316978	2506.13	7448.58
Mixed Paint—1st Quality	49444	181294	49308.30	174253.59
Mixed Paint—2nd Quality	6543	37052	5886.40	32476.53
Barn, Bridge, Roof & Met. Pts.	5572	21614	2913.38	11242.01
Floor Paints	8760	21143	5824.63	17520.42
Misc. Mixed Paints	2812	9249	4115.94	12149.11
Liquid Wood Fillers	2434	8475	1820.01	5642.13
Carriage and Wagon Paints	4874	20570	9588.08	34523.12
Top Dressing	180	655	503.86	1425.38
Household and Family Paints	1323	2457	1033.75	2518.38
Neal's Enamel	4470	9278	14019.47	32414.67
Misc. Enamels	8683	24374	9017.20	25178.80
Varnish and Oil Stains	5755	15449	9008.11	26129.97
Furniture Polish	157	488	259.49	668.22
Reducers	9837	27542	3888.78	9359.65
Floor Wax	1786	4650	418.69	991.88
Paint and Varnish Remover	873	3325	1421.35	4179.92
Oil, Grain. and Distem. Colors	49502	240960	5893.05	18980.45
White Lead and Zinc in Oil	261701	953956	15213.02	51090.28
Paste Wood Filler	6811	22081	680.94	1378.09
Putty	124124	415221	2618.33	9179.52
R. R. Car and Depot Paints	3633	8131	5732.48	16467.59
Roc-Varno, Loco. and Jack. Enm.	2735	9906	11567.88	33074.24
Gear Filler and Rough Stuff gal #	68429	197739	18718.03	48786.86
	11423	33703		
Coach Colors	134620	262332	6461.17	17835.30
Dry Colors	25350.7	71371.6	3038.97	7932.51
Paste Paint and Primers	35406.9	106071.2	19801.87	49679.92
Color Varnish	6333	19148	1811.48	8204.28
Machinery Paint and Iron Filler			733.54	733.54
Kalsomine	78475	296537	1881.72	8688.88
Red Lead				
Paste for Mix'g Paint	1057848	3634956		
Whiting	1072807	3234154	3836.00	13705.54
Total—Goods of our Mfr.				
Brushes			572.54	1190.73
Cutlery				
Dry Colors				
Glass			1239.17	3265.81
Oil and Turpentine	800	2609	2078.44	6101.63
White Leads				
Miscellaneous	8646	40415	4547.53	11026.60
Total—Jobbing Goods				
Grand Total	3713076	11850071	250456.73	764072.53

0007 SWP 000032462

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING February 28 1909.

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		915813	
2	" " " in B'k		3209750	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		855419	
8				5080252
	BOOK ACCOUNTS			
9	Ledger A			
10	Ledger B-E (Accounts Receivable)			
11	Ledger F-Q		14326787	
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		11090977	
	Personal Accounts		14360470	16871746
	REAL ESTATE			
17	St. Aubin Ave.		4783274	
18	In Course of Construction		1452719	
19				
20				6235993
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		4384221	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.		162327	
30	Branch Furn. and Fix.		1139062	
31				
32				4514360
	STOCK			
33	Merchandise			7360390
34				
	Total Assets	100 %		35513026
	LIABILITIES			
35	Notes Payable		11898100	
	Long Time $ 228981.00			
	Short Time $ 960,000.00			
	Mdse. $			
36	Accounts Payable		2706825	
	Personal Accounts			14566125
	CAPITAL ACCOUNTS			
37	Capital Stock Com		12500000	
	Pref		7500000	
38	Surplus		9164171	20916171
39				
	Total Liabilities	100 %		35513026

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21.83	1900407	5928788
41	Interest, Taxes and Rent	12.49	825001	3502816
42	Insurance	.76	72627	206398
43	Losses	1.26	67978	325842
44	Repairs	5.72	497140	1553102
	Total General Expense	42.46	3640156	11516946
	OFFICE EXPENSE			
45	Office Salaries	14.25	1068667	3870842
46	Postage, Stationery and Car Fare	1.97	203750	533986
47	Com'l Ag., L. E., Tel and Tel.	.15	47727	230625
	Total Office Expense	17.37	1315144	4635453
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.12	329692	1036986
49	Advertising Postage	.15	31348	49597
50	Advertising Material	2.96	355980	786699
51	Trade Journals	.76	167049	345489
	Total Advtg. Expense	7.00	904069	2079071
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18.50	1719827	5023585
53	Salesmen's Expenses	14.37	1468234	3004402
	Total Salesmen Expense	32.87	3188061	8027987
	Total Expenses	100 %	9047422	24159457
54	Purchases	63.26	11931692	39055126
	Total Expenses and Purchases	107.25	20979114	66214583
	REVENUES			
55	Sales	—	22725469	61736125
56				
	Total Revenues	100 %	22725469	61736125
	SUMMARY			
	General Expense	18.65	3640156	11516946
	Office Expense	7.51	1315144	4635453
	Manufacturing Expense	26.16	4955297	16162399
	Advertising Expense	3.37	904069	2079071
	Salesmen Expense	14.46	3188061	8027987
	Selling Expense	17.83	4092130	11007058
	Expenses	43.99	9047422	24159457
	Purchases	63.26	11931692	39055126
	Sales		22725469	61736125
	Collections	74.53	16952252	46004153

RATIOS TO SALES

Purchases			63.26 %
Expenses			43.99 %
General Expense	18.65 %	Advertising Expense	3.37 %
Office Expense	7.51 %	Salesmen Expense	14.46 %
Mfg. Expense	26.16 %	Selling Expense	17.83 %

COLLECTIONS

Average Daily Collections $6230.11

Collections—How Made

Drafts 106 Due 1176 Dis. 748 24 Business Days

0007 SWP 000032463

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 28. 1909.

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	3650
Received-Peninsular	409
Received-Electro	11
" Rec	25
" Tre	477
TOTAL RECEIVED	4572
Received Per Day-Acme Average	152
Received Per Day-Pen. Average	17
Received Per Day-Elec. Average	1
" " " Rec "	1
" " " Tre "	20
Total Average Per Day	191
Average Amount Each Order $	51.72

Gross Sales $ 245305.44

Dis. and Freight 3 30 $ 8050.75

NET SALES 237254.69

MISC.	MONTH	TOTAL
Fuel	2011.56	5922.64
Water		599.17
Freight Inc.	507.63	1896.31
Freight Out	785.156	2294.184
Tonnage Out #	2956855	8157975

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 2/9 2/23	AMOUNT
Varnish	26 25	1486.44
Dry Color	18 17	923.58
Package	14 14	766.17
Receiving and Yard	13 13	627.92
Mechanical	21 28	1351.31
Printing	76 78	3296.92
Coach Color	16 16	733.22
Label	34 33	621.54
Enamel-Mfg., Coe. and R. R.	5 4	290.50
Mixed Paint Base	12 11	455.85
Acme Mixed Paint	16 15	684.11
Janitors	2 2	76.00
Lead Plant	19 21	964.52
Paste and Oil Colors	14 14	683.11
Lead and Putty	12 10	384.30
Packing	25 25	1034.12
Shipping and Cartage	20 20	1565.27
Stain-Finish & Coe. Pt.	5 4	170.63
Calcimine	7 8	273.25
Experimental & Oil Col.	14 14	778.16
Laboratory	3 3	382.72
Label Stock	3 3	261.75
Stock	6 6	1205.75
Factory Office	4 4	175.23
General Office	79 85	3981.18
Managers	9 9	538.30
Branch Office	23 23	1314.19
Supervisors	— —	250.00
Branch Factory	75 75	4024.20
Factory Lunch	— —	47.75
Total Pay Roll For Month	512 510	32916.66

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1494	6552	23135.7	79744
Varnishes	14856	22605	263368	736996
Mixed Paint—1st Quality	41872	118352	4621244.10	6364.3
Mixed Paint—2nd Quality	6854	21769	492295.1	731069
Barn, Bridge, Roof and Met. Pts.	3992	13258	263585	666588
Floor Paints	4809	13986	526945	1234636
Misc. Mixed Paints	5314	18245	442881	1028028
Liquid Wood Fillers	2613	8158	142531	505659
Carriage and W. and I. Paints	9598	18352	1306544	2954917
Top Dressing	240	600	62607	137101
Household and Family Paints	321	1586	90417	269513
Neal's Enamels	1039	3615	437672	1608.62
Misc. Enamels	8690	22335	1846260	2306.60
Varnish and Oil Stains	5139	14298	960095	2620841
Furn. Polish and Gold Pt.	494	2438	127972	293851
Reducers (Sales)	14190	30791	609649	1286176
Floor Wax	1127	5174	30172	79294
Paint and Varnish Remover	771	2068	14259	37458
Oil, Grain and Distem. Colors	38648	160914	463304	1607410
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	354362	855817	1686202	4854595
Paste Wood Fillers	7137	20413	59672	161357
Putty	80577	310984	233060	641318
Railroad Car and Depot Pts.	1475	28473	511742	1891990
Roc Varno, Loco. and Jack. Ens.	2658	5494	1416	1674596
Gear Filler and Rough Stuff # gal	54518	156867	1200236	3133395
Coach Colors	9341	23652	60024	154821
Dry Colors	61442	140951	359820	1848282
Eclipse Paste Paints and Prs.	187371	519700	1528332	4106339
Eclipse Color Varnish	355369	1001540	484867	1450653
Wayne Mach. Pt. and Iron Fls.	3650	9423	20958	55029
Calcimine	3551	7899	432124	1217309
Paste Pt. for Mix. Dept.	65294	262698		
Shuting	534641	1722129	424488	1194248
Brushes	1154946	3541326	39427	85578
Glass			60418	163583
Miscellaneous	120320	233936	216205	567089
Totals	3208503	9596943	2254661	6361225

0007 SWP 000032464

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING February 29 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		162890	
2	" " " IN B'kS		7084601	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		1094206	
8				8341697
	BOOK ACCOUNTS			
9	~~Ledger A~~ SALES LEDGERS		120091082	
10	~~Ledger B-E~~			
11	~~Ledger F-Q~~			
12	~~Ledger R-ZZ~~			
13	~~Ledger RN-ES~~			
14				
15				
16	Notes Receivable		5859410	
	Personal Accounts		6103066	132053558
	REAL ESTATE			
17	St. Aubin Ave.		40332874	
18	In Course of Construction		13067836	
19				
20				53400710
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		34740400	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed		250719	
27				
28	Furn., Fix. and Library BRANCH		478898	
29	Horses, Wagons, Etc.		54450	
30	~~Branch Furn. and Fix.~~			
31				
32				35023029
	STOCK			
33	Merchandise 819665.07			99469063
34				
	Total Assets	100 %		328288047
	LIABILITIES			
35	Notes Payable		182517112	
	Long Time $ 318853.67			
	Short Time $ 1314000.00			
	Mdse. $ 192317.45			
36	Accounts Payable		10720935	
	Personal Accounts			193238047
	CAPITAL ACCOUNTS			
37	Capital Stock Com.		125000000	
38	Surplus		9700000	
39	Cap Stock Pref.		3500000	135050000
	Total Liabilities	100 %		328288047

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	17 3/10	1200528	3882218
41	Interest, Taxes and Rent	19 [illegible]	992493	4181825
42	Insurance	[illegible]	91748	242177
43	Losses	2 6/10	137333	609413
44	Repairs	3 9/10	289500	868540
	Total General Expense	44 [illegible]	2711602	9784173
	OFFICE EXPENSE			
45	Office Salaries	12 1/10	831037	2645729
46	Postage, Stationery and Car Fare	1 5/10	136892	393932
47	Com'l Ag., L. E., Tel and Tel.	1 1/10	86571	228663
	Total Office Expense	15 %	1054500	3268324
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 6/10	328574	1010531
49	Advertising Postage	7/10	119162	153811
50	Advertising Material	2 6/10	73314	571607
51	Trade Journals	2 5/10	259902	559036
	Total Advtg. Expense	10 [illegible]	690324	2294985
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 9/10	1371939	3939428
53	Salesmen's Expenses	12 1/10	1362455	2644331
	Total Salesmen Expense	30 %	2734394	6583759
	Total Expenses	100 %	7190820	21931241
54	Purchases	88 73/100	11790362	34867599
	Total Expenses and Purchases	144 54/100	18981182	56798840
	REVENUES			
55	Sales	—	19381472	39296294
56				
	Total Revenues	100 %	19381472	39296294
	SUMMARY			
	General Expense	24 90/100	2711602	9784173
	Office Expense	8 32/100	1054500	3268324
	Manufacturing Expense	33 22/100	3766102	13052497
	Advertising Expense	5 84/100	690324	2294985
	Salesmen Expense	16 75/100	2734394	6583759
	Selling Expense	22 59/100	3424718	8878744
	Expenses	55 81/100	7190820	21931241
	Purchases	88 73/100	11790362	34867599
	Sales	—	19381472	39296294
	Collections	118 %	14838166	46345870

RATIOS TO SALES

Purchases				88 73/100 %
Expenses				55 81/100 %
General Expense	24 90/100 %		Advertising Expense	5 84/100 %
Office Expense	8 32/100 %		Salesmen Expense	16 75/100 %
Mfg. Expense	33 22/100 %		Selling Expense	22 59/100 %

COLLECTIONS

Average Daily Collections $ 5935.26

Collections—How Made 25 — Business Days

Drafts 82 Due 822 Dis. 497

0007 SWP 000032465

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2149
Received-Peninsular	369
Received-Electro	17
" Rexora	48
TOTAL RECEIVED	2583
Received Per Day-Acme Average	85
Received Per Day-Pen. Average	15
Received Per Day-Elec. Average	1
" " " Rex. "	2
Total Average Per Day	103
Average Amount Each Order $	75.03

Gross Sales $	207119.25
Av. Dis. and Freight 6 4/10 % $	13304.53
NET SALES	193814.72

MISC.	MONTH	TOTAL
Fuel	84904	307868
Water		39812
Freight Inc.	436745	1422152
Freight Out	834700	1891103
Tonnage Out	2,562,965#	5,758,035#

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 8 W	AMOUNT
Varnish	2770	133989
Dry Color	1414	76372
Package	13 13	67609
Receiving and Yard	12 13	50079
Mechanical	34 35	243 [illegible]
Printing	7992	328574
Coach Color	8 8	42965
Label	38 43	69166
Enamel-Mfg., Cge. and R. R.	5 5	28709
Mixed Paint Base	9 9	38233
Acme Mixed Paint	15 15	67014
Superintendents ~~Peninsular Pt. and Specialties~~	1 1	19232
Paste and Oil Colors	7 7	31800
Lead and Putty	12 12	50542
Packing	2930	128682
Shipping and Cartage	19 19	126978
~~Stain Finish~~ Cge B & S	8 8	34790
Calcimine	15 11	49166
Cup & Oil	11 11	64061
Laboratory	3 4	32708
Labor Stock	4 4	13515
Factory Office	5 4	21538
General Office	72 74	378462
~~Managers~~ Field Salys	7 7	387162
F.S.&C.T.G. BRANCH	— —	74056
OFFICE SALYS "	— —	65413
Factory Lunch	— —	3642
Total Pay Roll For Month	442459	2360139

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	4933	10059	210511	435122
Varnishes	7217	15035	208123	452829
Mixed Paint—1st Quality	32545	64202	428018	3 717899
Mixed Paint—2nd Quality	5644	8128	485035	827064
Barn, Bridge, Roof and Met. Pts	3709	7911	232704	410832
Floor Paints	5967	8324	463509	705379
Misc. Mixed Paints	4369	18537	1047815	1873203
Liquid Wood Fillers	2253	6018	214300	406055
Carriage and W. and I. Paints	7954	16696	1196107	2125386
Top Dressing	875	995	45658	74023
Household and Family Paints	1348	1809	132922	251632
Neal's Enamels	3651	6712	891088	1708204
Misc. Enamels	6291	12742	585412	1180695
Varnish and Oil Stains	4465	9168	794942	1629516
Furn. Polish and Gold Pt.	270	450	44813	66509
Reducers (Sales)	10277	21459	325421	685530
Floor Wax	1166	1716	26243	49747
Paint and Varnish Remover	580	1396	101463	229634
Oil, Grain and Distem. Colors	32066	80516	509523	919807
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	121928	304949	1182746	2545123
Paste Wood Fillers	6313	11039	51112	96193
Putty	43966	131494	79826	299310
Railroad Car and Depot Pts.	3479	17302	497224	1300100
Roc Varno, Loco. and Jack. Enl.	1498	6709	443294	1476601
Gear Filler and Rough Stuff Gal	42[illegible]	78971		
Coach Colors	32566	66915	689110	1412470
Dry Colors	24422	62447	406407	945357
Eclipse Paste Paints and Prs.	161700	254913	228028	660853
Eclipse Color Varnish	299770	723727	1343932	3100486
Wayne Mach. Pt. and Iron Fls.	3680	8502	137731	302519
Kal-Som	2162	6599	16216	45752
Brushes	122652	419523	504698	1342960
Glass			29508	29508
			6869	6869
Miscellaneous			95496	242126
Totals	1031897	3449295	19381472	39296294

0007 SWP 000032466

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING February 28 1907

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	169077	
2	Commercial Nat'l B'k Det.	1/10	165148	
3	First National B'k	1/10	326696	
4	People's State B'k	1/10	22751	
5	General Chec B'k	1/10	413258	
6	Other Notes	1/10	5607266	
7	Unexpired Ins., Taxes, Etc.	1/10	103939	
8			484904	
			3043553	
			2853866	
				5669991
	BOOK ACCOUNTS			
9	Ledger A	34/10	9979709	
10	Ledger B-E	129/10	35777074	
11	Ledger F-Q	14 1/10	42083370	
12	Ledger R-ZZ	11 7/10	34856313	
13	Ledger PN-ES	9 7/10	28338517	
14	Federal Pts Dept	2/10	713980	
15				
16	Notes Receivable	5/10	1559000	
	Personal Accounts	3 0/10	8814909	162122872
	REAL ESTATE			
17	St. Aubin Ave.	13 5/10	39537566	
18	In Course of Construction	5/10	1443041	
19				
20				40980597
	EQUIPMENT			
21	Mach.-Paints	10 5/10	31292468	
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed	1/10	1397054	
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.			
30	Branch Furn. and Fix.			
31				
32				31152763
	STOCK			
33	Merchandise 48098618	23 3/10		68862981
34	Dec Inventory			
	Total Assets	100 %		298049219
	LIABILITIES			
35	Notes Payable			
	Long Time $355350.00			
	Short Time $32500.00			
	Mdse. $	16 4/10	68035000	
36	Accounts Payable	1 3/10	4016838	
	Personal Accounts	4/10	997381	
				73049219
	CAPITAL ACCOUNTS			
37	Capital Stock	41 9/10		125000000
38	Surplus			
39				
	Total Liabilities	100 %		298049219

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21 9/10	2037554	6660776
41	Interest, Taxes and Rent	12 9/10	412979	3891315
42	Insurance	1 1/10	71621	1311211
43	Losses	2 6/10	257562	782355
44	Repairs	2 4/10	260000	780000
	Total General Expense	40 4/10	3559116	12239475
	OFFICE EXPENSE			
45	Office Salaries	7 0/10	624905	2106434
46	Postage, Stationery and Car Fare	1 0/10	144319	293457
47	Com'l Ag., L. E., Tel and Tel.	2/10	37686	90873
	Total Office Expense	8 2/10	806910	2490764
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 6/10	434159	1396985
49	Advertising Postage	2/10	37049	72676
50	Advertising Material	4 4/10	865375	1327982
51	Trade Journals	3 5/10	818087	1047365
	Total Advtg. Expense	12 1/10	2154665	3844908
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16 0/10	1652834	4865209
53	Salesmen's Expenses	22 9/10	2224885	6863370
	Total Salesmen Expense	38 9/10	3877719	11728588
	Total Expenses	100 %	10398410	30303735
54	Purchases	88 7/10	28813528	74915922
	Total Expenses and Purchases	124 85/100	39211938	105219657
	REVENUES			
55	Sales	—	28856938	84455294
56				
	Total Revenues	100 %	28856938	84455294
	SUMMARY			
	General Expense	14 49/100	3559116	12239475
	Office Expense	2 95/100	806910	2490764
	Manufacturing Expense	17 44/100	4366026	14730239
	Advertising Expense	4 55/100	2154665	3844908
	Salesmen Expense	13 89/100	3877719	11728588
	Selling Expense	18 44/100	6032384	15573496
	Expenses	35 85/100	10398410	30303735
	Purchases	88 70/100	28813528	74915922
	Sales	—	28856938	84455294
	Collections	64 15/100	15727355	54180937

RATIOS TO SALES

Purchases			88 70/100	%	
Expenses			35 85/100	%	
General Expense	14 49/100	%	Advertising Expense	4 55/100	%
Office Expense	2 95/100	%	Salesmen Expense	13 89/100	%
Mfg. Expense	17 44/100	%	Selling Expense	18 44/100	%

COLLECTIONS

Average Daily Collections $ 6553.06

Collections—How Made 74 Business Days

Drafts 68 Due ~~4774~~ Dis. 557

0007 SWP 000032467

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 28 1907

BAKER-VAWTER CO. MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2005
Received-Peninsular	407
Received-Electro	26
Rexora	13
TOTAL RECEIVED	2451
Received Per Day-Acme Average	83
Received Per Day-Pen. Average	17
Received Per Day-Elec. Average	1
" " Rexora	1
Total Average Per Day	102
Average Amount Each Order $	117.74

Gross Sales $ 326284.70

Dis. and Freight 11 6/10 % $ 37715.32

NET SALES 288569.38

MISC.	MONTH	TOTAL
Fuel	154851	390900
Water	—	40460
Freight Inc.	821371	2283016
Freight Out	14981 96	43194 50
Tonnage Out	4204765	13264925

PAY ROLL ANALYSIS

DEPTS.	NO. EMP.		AMOUNT
Varnish	31	31	1772.93
Dry Color	25	25	1223.76
Package	19	19	837.54
Receiving and Yard	26	29	1082.28
Mechanical	30	29	1902.23
Printing	105	115	4341.59
Coach Color	15	17	648.97
Label	54	52	866.41
Enamel-Mfg., Cge. and R. R.	20	24	850.75
Mixed Paint Base	17	14	504.68
Acme Mixed Paint	34	36	1330.50
Peninsular Pt. and Specialties			
Paste and Oil Colors	29	27	1084.84
Lead and Putty	25	23	867.96
Packing	55	53	2173.17
Shipping and Cartage	73	74	1465.25
Stain-Finish Calcimine	21	23	877.60
Exp Oil	17	15	850.72
Laboratory	2	2	178.40
Label Stock	5	5	162.15
Factory Office	16	19	924.84
General Office	73	74	3507.41
Managers	2	2	2741.64
Supervisors	7	7	716.64
Factory Lunch			53.92
Total Pay Roll For Month	619	663	30966.18

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1732	5415	72134	256832
Varnishes	109695	337690	2482714	7557343
Mixed Paint—1st Quality	66393	205011	5419501	9218661
Mixed Paint—2nd Quality	10417	32925	540478	2765235
Barn, Bridge, Roof and Met. Pts.	9285	22356	327876	1093008
Floor Paints	11374	24880	673166	1893014
Misc. Mixed Paints	8412	23132	996180	1718794
Liquid Wood Fillers	4641	12822	271476	744676
Carriage and W. and I. Paints	8360	30065	904862	2266001
Top Dressing	420	1440	39868	126263
Household and Family Paints	2983	5437	201375	549977
Neal's Enamels	5699	16098	970645	2444960
Misc. Enamels	4447	18324	715510	2163391
Varnish and Oil Stains	9276	25075	1164405	2874440
Furn. Polish and Gold Pt.	180	279	26166	81913
Reducers (Sales)	12738	47626	409204	1405000
Floor Wax	760	4950	44642	97368
Paint and Varnish Remover	1284	4107	187418	589435
Oil, Grain and Distem. Colors	120415	291444	554887	1986631
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	1083896	2866185	6524456	6521463
Paste Wood Fillers	10188	35136	74875	218209
Putty	62436	209174	139230	381400
Railroad Car and Depot Pts.	1903	14284	305422	1520203
Roc Varno, Loco. and Jack. Ens.	5840	21704	1360564	3970140
Gear Filler and Rough Stuff	6876 / 25471	20197 / 101286	835645	2865386
Coach Colors	42918	120850	540335	1655136
Dry Colors	217771	735836	377733	959704
Eclipse Paste Paints and Prs.	318745	836966	1771005	4398953
Eclipse Color Varnish	3103	5582	129506	338733
Wayne Mach. Pt. and Iron Fls.	2635	9884	25282	75725
Aluminine	200581	588664	6342701	4282781
Rubbo-Lequid			1591	1591
Miscellaneous			84674	287431
Miscellaneous		7853		
Totals	2370874	6682672	28856938	44552941

0007 SWP 000032468

ACME WHITE LEAD AND COLOR WORKS. SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING February 28 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	1196 40	
2	Comk Nat'l B'k	1/10	1292 44	
3	Hanover " B'k	1 3/10	2411 25	
4	Old Det " B'k	2/10	[illegible]	
5	First " Ann B'k	2/10	4574 88	
6	First Nat'l Chicago	1/10	1148 29	
7	Unexpired Ins., Taxes, Etc.	3/10	6497 40	
8				15 57[illegible]
	BOOK ACCOUNTS			
9	Ledger A	36/10	6793 086	
10	Ledger B-E	11 7/10	22329 924	
11	Ledger F-Q	10 7/10	20331 623	
12	Ledger R-ZZ	12 9/10	24479 787	
13	Ledger PN-ES	6 3/10	1182 408 6	
14	Federal Painters Sup	3/10	1019 834	
15	Chicago Branch Exp	1/10	1294 43	
16	Notes Receivable	8/10	1594 000	
	Personal Accounts	3/10	997 338	894 985 21
	REAL ESTATE			
17	St. Aubin Ave.	11 7/10	2234 000 00	
18	In Course of Construction	2 3/10	438 752 3	
19				
20				267 275 23
	EQUIPMENT			
21	Mach.-Paints	6 2/10	1180 000 00	
22	Mach.-Varnishes	1 3/10	240 000 00	
23	Mach.-Dry Colors	7/10	140 000 00	
24	Mach.-Advertising	1 3/10	230 000 00	
25	Mach.-Misc.	1 3/10	240 000 00	
26	Mach.-Newly Installed	8/10	1547 083	
27				
28	Furn., Fix. and Library	4/10	754 265	
29	Horses, Wagons, Etc.	2/10	345 000	
30	Branch Furn. and Fix.			
31				
32				2292 634 8
	STOCK			
33	Merchandise $465940 72	27 6/10		5239 1885
34				
	Total Assets	100 %		1901 867 51
	LIABILITIES			
35	Notes Payable			
	Long Time $ 247300 00			
	Short Time $ 715000 00			
	Mdse. $	50 6/10	962 300 00	
36	Accounts Payable	1 9/10	36046 82	
	Personal Accounts	1/10	771 85	
				999 1867
	CAPITAL ACCOUNTS			
37	Capital Stock	39 4/10		750 000 00
38	Surplus	7/10		135 000 00
39	Chicago Br Surplus	9/10		17748 84
	Total Liabilities	100 %		1901 867 51

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23 1/10	6522 94	5149 244
41	Interest, Taxes and Rent	9 1/10	6068 58	2041 015
42	Insurance	7/10	1317 71	1545 58
43	Losses	2 1/10	2564 65	4610 92
44	Repairs	2 2/10	1660 00	4980 00
	Total General Expense	37 7/10	2813 388	8303 909
	OFFICE EXPENSE			
45	Office Salaries	8 2/10	4563 85	1797 6 13
46	Postage, Stationery and Car Fare	1 2/10	1193 61	2657 36
47	Com'l Ag., L. E., Tel and Tel.	5/10	224 23	1117 54
	Total Office Expense	9 7/10	5981 69	2175 103
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 5/10	3216 44	1008 178
49	Advertising Postage	3/10	160 96	537 50
50	Advertising Material	5 5/10	3323 97	12235 06
51	Trade Journals	5/10	792 53	1119 27
	Total Advtg. Expense	10 3/10	7493 90	2397 311
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 9/10	1149 730	3781 525
53	Salesmen's Expenses	25 3/10	1606 029	5653 040
	Total Salesmen Expense	42 3/10	2755 759	9434 565
	Total Expenses	100 %	6916 706	22310 88
54	Purchases	74 24/100	1842 0060	4758 6936
	Total Expenses and Purchases	109 04/100	2533 6766	6989 7824
	REVENUES			
55	Sales	—	2466 0955	6410 0011
56				
	Total Revenues	100 %	2466 0955	6410 0011
	SUMMARY			
	General Expense	12 95/100	2813 388	8303 909
	Office Expense	3 39/100	598 169	2175 103
	Manufacturing Expense	16 34/100	3411 557	10479 012
	Advertising Expense	3 74/100	749 390	2397 311
	Salesmen Expense	14 72/100	2755 759	9434 565
	Selling Expense	18 46/100	3505 149	11831 876
	Expenses	34 80/100	6916 706	22310 888
	Purchases	74 24/100	1842 0060	4758 6936
	Sales	—	2466 0955	6410 000 11
	Collections	58 94/100	1449 6918	5306 9545

RATIOS TO SALES

Purchases				74 24/100 %
Expenses				34 80/100 %
General Expense	12 95/100 %		Advertising Expense	3 74/100 %
Office Expense	3 39/100 %		Salesmen Expense	14 72/100 %
Mfg. Expense	16 34/100 %		Selling Expense	18 46/100 %

COLLECTIONS

Average Daily Collections $ 6640.38

Collections—How Made 211 Business Days

Drafts 74 Due 455 Dis. 641

0007 SWP 000032469

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 28 190

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK

PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2108
Received-Peninsular	550
Received-Electro	144
TOTAL RECEIVED	2802
Received Per Day-Acme Average	88
Received Per Day-Pen. Average	23
Received Per Day-Elec. Average	6
Total Average Per Day	117
Average Amount Each Order $	88.01

Gross Sales $.	260617.84
Dis. and Freight 5 5/10 % $	14008.29
NET SALES	246609.55

MISC.	MONTH	TOTAL
Fuel	59451	275836
Water		33588
Freight Inc.	433376	1129835
Freight Out	817859	2649506
Tonnage Out	3198.760	8573.100

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 13 27	AMOUNT
Varnish	3131	166659
Dry Color	2426	107516
Package	1515	65671
Receiving and Yard	1618	67250
Mechanical	2728	173694
Printing	9897	321644
Coach Color	1515	55994
Label	3436	52395
Enamel-Mfg., Cge. and R. R.	2021	83755
Mixed Paint Base	1214	44496
Acme Mixed Paint	1616	57278
Peninsular Pt. and Specialties	1414	53835
Paste and Oil Colors	3129	100276
Lead and Putty	1714	52541
Packing	4848	184905
Shipping and Cartage	1617	189282
Stain-Finish	— —	
Experimental	26	14650
Laboratory	22	17040
Label Stock	56	14176
Baccimine	46	21647
Factory Office	1616	70892
General Office	5555	239719
Managers	55	216666
Supervisors	22	55000
Factory Lunch	— —	3347
Total Pay Roll For Month	525537	2430323

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1816	5597	119133	352400
Varnishes	92770	272950	2263993	5736985
Mixed Paint—1st Quality	58577	149235	6864045	16685300
Mixed Paint—2nd Quality	7002	17457	44793	70845
Barn, Bridge, Roof and Met. Pts.	3757	10741	363175	815076
Floor Paints	3646	13457	1454465	1164846
Misc. Mixed Paints	10301	22800	1474668	4184077
Liquid Wood Fillers	3688	11062	189684	623253
Carriage and W. and I. Paints	4163	13596	1026359	2529261
Top Dressing	30	30	48771	113556
Household and Family Paints	1898	4305	182582	491601
Neal's Enamels	4270	10828	1174375	3001660
Misc. Enamels	6855	17906	3883651	9218044
Varnish and Oil Stains	4238	14793	1048045	2512144
Furn. Polish and Gold Pt.	114	210	29357	57065
Reducers (Sales)	14684	47661	379179	1086394
Floor Wax	1301	3999	14963	69602
Paint and Varnish Remover	676	2710	111651	372686
Oil, Grain and Distem. Colors	52041	172202	497743	1598187
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	450051	1211774	2785032	6621626
Paste Wood Fillers	8151	20468	55494	145729
Putty	57222	146245	109663	248914
Railroad Car and Depot Pts.	735	9345	4244451	2900083
Roc Varno, Loco. and Jack. Ens.	5229	20845	7692482	8522162
Gear Filler and Rough Stuff Bals	5263 / 17365	13677 / 52116	385713	1106370
Coach Colors	37594	112046	445090	1135204
Dry Colors	232423	703404	364311	998420
Eclipse Paste Paints and Prs.	338040	964199	2119197	5759778
Eclipse Color Varnish	1777	7442	294233	727683
Wayne Mach. Pt. and Iron Fls.	1213	6801	10701	59505
SPEC LIQ. PT.		566		
KAL-SOM	17209	17209	32487	32487
RAINBOW LIQUIDS			3599	7776
Miscellaneous	27783	67494	186401	627550
Totals	1471832	4146165	24609556	41000011

0007 SWP 000032470

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING February 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	–	650 34	
2	Com'l Natl B'k	–	322 43	
3	Hanover Natl B'k	1/10	1 143 61	
4	Old Det. Natl B'k	–	449 65	
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.	7/10	4 748 05	
8				6 669 22
	BOOK ACCOUNTS			
9	Ledger A	4 2/10	57 143 60	
10	Ledger B-E	10 9/10	146 576 33	
11	Ledger F-Q	10 4/10	143 095 95	
12	Ledger R-ZZ	1 5/10	153 203 30	
13	Ledger PN-ES	6/10	81 646 65	
14				
15				
16	Notes Receivable	–	103 21	
	Personal Accounts	9/10	11 766 13	593 535 17
	REAL ESTATE			
17	St. Aubin Ave.	15 5/10	2 080 000 00	
18	In Course of Construction	1/10	190 000	
19				
20				209 900 00
	EQUIPMENT			
21	Mach.-Paints	7 3/10	98 000 00	
22	Mach.-Varnishes	1 7/10	23 000 00	
23	Mach.-Dry Colors	9/10	12 000 00	
24	Mach.-Advertising	1 3/10	18 000 00	
25	Mach.-Misc.	1 2/10	16 000 00	
26	Mach.-Newly Installed	2/10	2 826 77	
27				
28	Furn., Fix. and Library	5/10	6 345 30	
29	Horses, Wagons, Etc.	2/10	3 250 00	
30	Branch Furn. and Fix.	1/10	1 283 02	
31				
32				180 705 09
	STOCK			
33	Merchandise 362205.78	26 4/10		3 550 465 2
34				
	Total Assets	100 %		13 458 560 0
	LIABILITIES			
35	Notes Payable			
	Long Time $ 194300 00			
	Short Time $ 385000 00	43	579 300 00	
	Mdse. $			
36	Accounts Payable	1 2/10	15 583 58	
	Personal Accounts	1/10	972 42	
	CAPITAL ACCOUNTS			5 958 560 0
37	Capital Stock	55 7/10		7 500 000 00
38	Surplus			
39				
	Total Liabilities	100 %		13 458 560 0

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23 3/10	12 308 34	386 035 0
41	Interest, Taxes and Rent	3 9/10	2 643 16	65 895 0
42	Insurance	6/10	606 68	930 54
43	Losses	4/10	559 80	712 69
44	Repairs	2 6/10	1 420 00	4 260 00
	Total General Expense	30 8/10	17 537 98	510 962 3
	OFFICE EXPENSE			
45	Office Salaries	9 8/10	4 166 56	162 255 0
46	Postage, Stationery and Car Fare	1 3/10	535 01	22 715 8
47	Com'l Ag., L. E., Tel and Tel.	2/10	223 20	11 743 1
	Total Office Expense	11 8/10	4 924 77	196 713 9
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 7/10	2 434 57	69 025 6
49	Advertising Postage	3/10	171 19	4 303 3
50	Advertising Material	3 7/10	3 086 96	65 098 2
51	Trade Journals	5/10	449 47	8 552 8
	Total Advtg. Expense	8 2/10	6 142 19	146 979 9
	SALESMEN EXPENSE			
52	Salesmen's Salaries	19 2/10	11 707 70	326 410 3
53	Salesmen's Expenses	28 8/10	16 688 90	477 943 8
	Total Salesmen Expense	48 5/10	28 396 60	804 354 1
	Total Expenses	100 %	57 001 54	1 659 010 2
54	Purchases	—	101 884 11	2 972 638 3
	Total Expenses and Purchases	98 42/100	158 885 65	4 631 648 5
	REVENUES			
55	Sales	—	181 720 22	4 703 241 1
56				
	Total Revenues	100 %	181 720 22	4 703 241 1
	SUMMARY			
	General Expense	10 57/100	17 537 98	510 962 3
	Office Expense	4 12/100	4 924 77	196 713 9
	Manufacturing Expense	15 5/100	22 462 75	707 676 2
	Advertising Expense	3 12/100	6 142 19	146 979 9
	Salesmen Expense	17 12/100	28 396 60	804 354 1
	Selling Expense	20 22/100	34 538 79	951 334 0
	Expenses	35 57/100	57 001 54	1 659 010 2
	Purchases	63 28/100	101 884 11	2 972 638 3
	Sales	—	181 720 22	4 703 241 1
	Collections	62 57/100	87 663 04	2 943 086 4

RATIOS TO SALES

Purchases				63 28/100 %
Expenses				35 27/100 %
General Expense	10 57/100 %	Advertising Expense		3 12/100 %
Office Expense	4 12/100 %	Salesmen Expense		17 12/100 %
Mfg. Expense	15 5/100 %	Selling Expense		20 22/100 %

COLLECTIONS

Average Daily Collections $ 3652.62

Collections—How Made 24 Business Days

Drafts 120 Due 358 Dis. 455

0007 SWP 000032471

1

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING February 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	1711
Received-Peninsular	385
Received-Electro	89
TOTAL RECEIVED	2185
Received Per Day-Acme Average	71
Received Per Day-Pen. Average	16
Received Per Day-Elec. Average	4
Total Average Per Day	91
Average Amount Each Order $	83.16

Gross Sales $	191309.66
Dis. and Freight 5 % $	9589.44
NET SALES	181720.22

MISC.	MONTH	TOTAL
Fuel	344.79	1092.10
Water	—	260.14
Freight Inc.	2754.91	9254.17
Freight Out	6308.57	16736.70
Tonnage Out	2496.635#	63171.80#

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 3/14	NO. EMP. 3/28	AMOUNT
Varnish	28	29	1468.77
Dry Color	19	19	917.19
Package	10	12	470.34
Receiving and Yard	12	12	459.80
Mechanical	20	20	1164.56
Printing	86	84	2434.57
Coach Color	14	16	559.15
Label	35	41	691.14
Enamel-Mfg., Cge. and R. R.	16	17	687.13
Mixed Paint Base	8	10	347.35
Acme Mixed Paint	12	13	481.00
Peninsular Pt. and Specialties	15	15	529.62
Paste and Oil Colors	17	20	788.23
Lead and Putty	8	11	321.91
Packing	33	37	1440.96
Shipping and Cartage	14	14	699.12
Stain-Finish			
Factory Office	16	16	733.74
General Office	43	45	1916.56
Managers	4	4	225.00
Supervisors	2	2	50.00
Factory Lunch	—	—	48.33
Total Pay Roll For Month	412	437	18909.47

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1655	4231	122835	261740
Varnishes	62323	183986	1830365	4443751
Mixed Paint—1st Quality	42645	113546	4303975	10589963
Mixed Paint—2nd Quality	4397	11343	49305	74879
Barn, Bridge, Roof and Met. Pts	3156	10325	201695	543669
Floor Paints	5592	10996	432440	914074
Misc. Mixed Paints	4028	14835	1163180	2531024
Liquid Wood Fillers	4213	8647	205770	536072
Carriage and W. and I. Paints	3254	9748	927485	2160543
Top Dressing	—	136	40185	106057
Household and Family Paints	4923	7947	199785	452412
Neal's Enamels	4973	13952	790875	2534353
Misc. Enamels	3046	8222	515850	1213140
Varnish and Oil Stains	3818	10098	775865	1866046
Furn. Polish and Gold Pt.	145	176	60515	129330
Reducers (Sales)	14678	48313	409640	1300832
Floor Wax	950	2051	15010	34687
Paint and Varnish Remover	718	5973	108870	240714
Oil, Grain and Distem. Colors	43068	127457	320815	1068069
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	202779	480563	1223125	2840397
Paste Wood Fillers	2468	14961	24035	109404
Putty	43590	107942	85690	197410
Railroad Car and Depot Pts.	6007	8758	378575	1687245
Roc Varno, Loco. and Jack. Ens.	5354	21022	617595	2510798
Gear Filler and Rough Stuff	6124	18469	541500	2286790
Coach Colors	34288	94846	248615	721928
Dry Colors	171872	460128	452485	1144069
Eclipse Paste Paints and Prs.	230848	632520	1846660	3967609
Eclipse Color Varnish	1068	2588	96140	230495
Wayne Mach. Pt. and Iron Fls.	3119	4241	26410	66992
Rainbow "Pastes"			2375	7821
" "Liquids"			2375	3780
Miscellaneous	11889	37670	133982	256318
Totals	926988	2475690	18172025	47032411

0007 SWP 000032472

0007 SWP 000032473

N20806.03

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. .....

BUSINESS STATEMENT FOR MONTH ENDING March 1915

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		365731	
2	Cash in Banks		7477991	
3	ALLERTON, GREENE & KINEO.		17740600	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		709515	
8				14863946
	BOOK ACCOUNTS			
9	Sales Ledger		90536949	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		1730374	
	Personal Accounts		1547905	93815178
	PLANT & EQUIPMENT			
17	P. AND E. ACCT.		30097744	
18	Bldg's in Course of Const'n			
19	Mach.—Newly Installed		33913	
20	SALESMENS' AUTOS.		1010073	
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30197383
	STOCK			
33	Merchandise 1578365.58			15970586.58
34				
	TOTAL ASSETS	100%		57035640
	LIABILITIES			
35	Notes Payable		35345900	
	BOND INTEREST ACCRUED		2191650	
	PREF. DIV. "		1067700	
	TAX. EXP. "		170000	
36	Accounts Payable		1357981	
	BONDS		10000000	
	BONDS (TREASURY STOCK)		5500000	18294283
	CAPITAL ACCOUNTS			
37	Capital Stock {PREF. / Common		10759000 / 10000000	
	SURPLUS		4174566	
	RESERVE FOR BAD DEBTS		3000000	
38	" " DEPRECIATION		7077728	
39	" " GENL. PURPOSES		2078948	
	" " REDEM. OF BONDS		7716379	38741354
	Total Liabilities	100%		57035640

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	FIRE DIVIDENDS	3.71	5400000	21600000
	CARTAGE	2.63	438996	1527638
40	Factory Salaries	18.03	2957197	10484713
	TAXES	0.24	86645	1346997
41	Interest,	1.31	144614	760308
	RENT	4.03	472949	2845135
42	Insurance	2.43	272436	1296536
	DEPRECIATION	1.72	2500000	10000000
43	Losses	0.71	208772	4140090
	INTEREST ON BONDS	4.95	725060	2895655
44	Repairs	1.63	243733	9471877
	Total General Expense	41.22	6084280	23965159
	OFFICE EXPENSE			
	SUNDRY	0.79	33855	453848
57	Branch Supervision	0.43	18684	250789
	HEAT, LIGHT & POWER	0.26	12830	157567
45	Office Salaries	18.38	2401377	10686933
	STATIONERY	0.32	32367	184478
46	Postage, and Car Fare	0.54	160831	492766
	TEL. AND TEL.	0.42	68901	245694
47	Com'l Ag., L. E.,	0.30	43739	278115
	Total Office Expense	21.89	2856304	12695170
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.59	413539	1505458
49	Advertising Postage	0.46	116971	1533369
50	Advertising Material	1.77	376802	10279592
51	Trade Journals	4.00	1430096	23244770
	Total Advtg. Expense	8.62	2848408	50106689
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.49	2371601	9587966
53	Salesmen's Expenses	11.84	2184366	6881636
	Total Salesmen Expense	28.33	4555967	16469602
	Total Expenses	100%	15783954	58140670
54	Purchases	56.76	20912338	67314774
	Total Expenses and Purchases	105.72	36696292	125456394
	REVENUES			
55	Sales	100.00	41677272	118586087
56				
	Total Revenues	100%	41677272	118586087
	SUMMARY			
	General Expense	20.21	6084280	23965159
	Office Expense	10.70	2856304	12695170
	Manufacturing Expense	30.91	8940584	36660329
	Advertising Expense	4.23	2848408	50106689
	Salesmen Expense	13.81	4555967	16469602
	Selling Expense	18.17	7404375	21448091
	Expenses	49.03	15783959	58140670
	Purchases	56.76	20912338	67314774
	Sales	100.00	41677272	118586087
	Collections	83.02	27944900	98[illegible]600000

RATIOS TO SALES

Purchases			56.76 %
Expenses			49.03 %
General Expense	20.21 %	Advertising Expense	4.23 %
Office Expense	10.70 %	Salesmen Expense	13.81 %
Mfg. Expense	30.91 %	Selling Expense	18.17 %

COLLECTIONS

Average Daily Collections $

Collections—How Made — Business Days

Drafts 51 Due 2533 Dis. 2176

0007 SWP 000032474

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 1915

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 439,781.55
Dis. and Freight	2.99 %	$ 13,148.83
Returned Goods	2.37 %	$ 10,410.00
NET SALES		416,222.72

MISC.	MONTH	TOTAL
Fuel	28.64 42	635.9.60
Water	61.352	1,168.13
Freight Inc.	142.86.34	40,745.64
Freight Out	104.60.81	37,633.70
Tonnage Out	60,770.57	21,950.96

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	126 132	841203
Branch Office	72 72	533749
Branch Supervision	3 3	86864
Calcimine	10 10	48517
Coach Color	9 9	48661
Dry Color	11 12	82247
Enamel	13 13	89034
Enamel Base	7 7	41845
Experimental	7 7	47084
Factory Lunch	— —	7839
Factory Office	14 13	70790
General Office	74 73	456609
Janitors	— —	—
Labeling	35 32	83933
Label Stock	2 2	9334
Laboratory	3 3	29232
Lead and Putty	6 6	31514
Managers	9 9	1410964
Mechanical	32 30	198599
Miscellaneous	— —	166979
Mixed Paint	17 17	96071
Mixed Paint Base	12 12	62109
Oil Color	12 12	64068
Package	16 15	91659
Packing	46 40	125586
Paste Paint	10 10	59932
Printing	78 87	413539
Receiving and Yard	18 17	77571
Red Lead	22 15	138918
Shipping ~~and Cartage~~	8 8	50341
Stock	10 10	46712
Varnish	75 74	178594
White Lead	75 75	174380
Cartage	14 13	124027
Branch Cartage	15 15	314969
Total Pay Roll for Month	741 737	6297918

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes				
Mixed Paint—1st Quality				
Mixed Paint—2nd Quality				
Barn, Bridge, Roof & Met. Pts.				
Floor Paints				
Misc. Mixed Paints				
Liquid Wood Fillers				
Carriage and Wagon Paints				
Top Dressing				
Household and Family Paints				
Neal's Enamel				
Misc. Enamels				
Varnish and Oil Stains				
Furniture Polish				
Reducers				
Floor Wax				
Paint and Varnish Remover				
Oil, Grain. and Distem. Colors				
White Lead and Zinc in Oil				
Paste Wood Filler				
Putty				
R. R. Car and Depot Paints				
Roc-Varno, Loco. and Jack. Ens.				
Gear Filler and Rough Stuff				
Coach Colors				
Dry Colors				
Paste Paint and Primers				
Color Varnish				
Machinery Paint and Iron Filler				
Kalsomine				
Red Lead				
Total—Goods of our Mfr.				
Brushes				
Cutlery				
Dry Colors				
Glass				
Oil and Turpentine				
White Leads				
Miscellaneous				
Total—Jobbing Goods				
Grand Total				

0007 SWP 000032475

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. .....

BUSINESS STATEMENT FOR MONTH ENDING March 1914

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	.	396677	
2	Cash in Banks	.	11122573	
3	TURNER, TUCKER & CO.		4975690	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.	.	884956	
8				6216110
	BOOK ACCOUNTS			
9	Sales Ledger	.	100693033	
10	RESERVE FOR BAD DEBTS	.	3000000	
11	General Ledger Salesman			
12	PREPAID EXPENSE	.	15379599	
13				
14				
15				
16	Notes Receivable	.	1378488	
	Personal Accounts		3240328	11769148
	PLANT & EQUIPMENT			
17	PLANT & EQUIPMENT	.	30097850 3	
18	Bldg's in Course of Const'n	,	275338	
19	Mach.—Newly Installed	,	186717	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30145405 58
	STOCK			
33	Merchandise 15491714 31			16256392 4
34				
	TOTAL ASSETS	100%		64385703 6
	LIABILITIES			
35	Notes Payable		7971390 0	
	Long Time $ 72,139.00			
	Short Time $ 725,000.00			
	Mdse. $			
36	Accounts Payable		1737773	
	BONDS		7000000 00	
	BONDS (TREASURY STOCK)		3000000 00	25094612 3
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 00	
	Capital Stock—Preferred		10759000 00	
	RESERVE FOR DEPRECIATION		2975966	
38	RESERVE FOR GEN'L PURPOSES		4000000 00	
	RESERVE FOR D. AND E. BUSINESS		3164547	
39	SURPLUS		4668805 06	39291091 3
	Total Liabilities	100%		64385703 6

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	9.13	522033	1816886
40	Factory Salaries	19.67	3005023	11387810
	TAXES	2.84	67669	1648542
41	Interest,	9.10	1098442	5282946
	RENT	3.30	463829	1916608
42	Insurance	1.87	515987	1082515
43	Losses	0.63	14860	366367
44	Repairs	1.72	235454	996831
	Total General Expense	42.71	6823544	24498805
	OFFICE EXPENSE			
	SUNDRY	0.51	95431	294274
57	Branch Supervision	0.93	121967	539283
	HEAT, LIGHT & POWER	0.31	44759	180105
45	Office Salaries	19.55	1713095	11346067
	STATIONERY	0.46	78053	266513
46	Postage, and Car Fare	1.02	209310	592047
	TEL. AND TEL.	0.48	72447	278088
47	Com'l Ag., L. E.,	0.52	41866	301973
	Total Office Expense	23.78	2385422	13798350
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.44	519946	1997494
49	Advertising Postage	0.06	20496	35050
50	Advertising Material	2.90	503813	1682880
51	Trade Journals	3.76	1340333	2181141
	Total Advtg. Expense	10.16	2384588	5846574
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.86	2825134	9805200
53	Salesmen's Expenses	12.53	2123414	7269608
	TOTAL SALES EXPENSE	29.39	4948281	17074808
	ANNUAL AUDIT ADJ. 4/-	5.64		3215683
	Total Expenses	100%	16541868	58062854
54	Purchases	61.84	23088407	81682160
	Total Expenses and Purchases	115.79	39630275	139745014
	REVENUES			
55	Sales	100.00	41811456	132088521
56				
	Total Revenues	100%	41811456	132088521
	SUMMARY			
	ANNUAL AUDIT ADJ.	2.43		3215683
	General Expense	18.54	6823577	24498805
	Office Expense	10.45	3848422	13798350
	Manufacturing Expense	26.57	9820199	35081142
	Advertising Expense	4.46	1584588	5846574
	Salesmen Expense	12.93	4948281	17074808
	Selling Expense	17.39	6532869	22921382
	Expenses	43.96	16541868	58062854
	Purchases	61.84	23088407	81682160
	Sales	100.00	41811456	132088521
	Collections	83.82	35019200	110732200

RATIOS TO SALES

Purchases			61.84 %
Expenses			43.96 %
General Expense	16.12 %	Advertising Expense	4.46 %
Office Expense	10.45 %	Salesmen Expense	12.93 %
Mfg. Expense	26.57 %	Selling Expense	17.39 %

COLLECTIONS

Average Daily Collections $ 12,335.85

Collections—How Made 26 Business Days

Drafts 78 Due 2564 Dis. 2339

0007 SWP 000032476

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 1911

H B & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 441,542.51
Dis. and Freight	2.92 %	$ 12,914.95
Returned Goods	2.38 %	$ 10,513.00
NET SALES		418,114.56

MISC.	MONTH	TOTAL
Fuel	193321	872759
Water	6239	143359
Freight Inc.	902403	3938135
Freight Out	1198352	4672678
Tonnage Out #	7613491	24173338

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 3/1	NO. EMP. 3/16	AMOUNT
Branch Factory	158	159	938136
Branch Office	83	81	595873
Branch Supervision	6	6	121967
Calcimine	10	10	46878
Coach Color	9	9	60762
Dry Color	15	16	100093
Enamel	14	13	82162
Enamel Base	7	7	41281
Experimental	6	6	39447
Factory Lunch	—	—	5684
Factory Office	15	14	72053
General Office	81	81	483539
Janitors	7		4555
Labeling	34	36	82699
Label Stock	3	3	13333
Laboratory	3	3	26000
Lead and Putty	8	11	38599
Managers	9	9	633683
Mechanical	38	33	192195
Miscellaneous	—	—	22000
Mixed Paint	17	17	95684
Mixed Paint Base	13	13	65972
Oil Color	10	9	49616
Package	15	15	87056
Packing	24	33	138215
Paste Paint	12	12	66178
Printing	128	117	519946
Receiving and Yard	18	20	85754
Red Lead	35	32	198212
Shipping	8	9	46171
Stock	8	9	41056
Varnish	28	31	185188
White Lead	27	25	186044
CARTAGE	14	14	148092
BRANCH CARTAGE	19	19	373941
Total Pay Roll for Month	871	872	5882064

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting			51700	1954900
Varnishes			43142	131497
Mixed Paint—1st Quality			73454	225705
Mixed Paint—2nd Quality			11596	32916
Barn, Bridge, Roof & Met. Pts.			8991	28188
Floor Paints			12660	35145
Misc. Mixed Paints			5060	12922
Liquid Wood Fillers			1422	6405
Carriage and Wagon Paints			13585	42100
Top Dressing			514	1784
Household and Family Paints			1788	4516
Neal's Enamel			14299	45619
Misc. Enamels			15629	54969
Varnish and Oil Stains			16724	53854
Furniture Polish			296	1645
Reducers			3401	11064
Floor Wax			733	2467
Paint and Varnish Remover			1726	4786
Oil, Grain. and Distem. Colors			12336	35100
White Lead and Zinc in Oil			18582	54947
Paste Wood Filler			1452	3837
Putty			3185	13024
R. R. Car and Depot Paints			3823	21375
Roc-Varno, Loco. and Jack. Ens.			10004	34683
Gear Filler and Rough Stuff			14060	44324
Coach Colors			4808	16910
Dry Colors			3002	10037
Paste Paint and Primers			16121	56418
Color Varnish			12497	35776
Machinery Paint and Iron Filler			375	1772
Kalsomine			7394	21454
Red Lead			13625	55934
NO LUSTRE FINISH			16576	43450
Total—Goods of our Mfr.			368030	1164170 00
Brushes			9265	30621
Cutlery			310	646
Dry Colors			1274	3704
Glass			2309	11395
Oil and Turpentine	0007 SWP 000032477		20125	54799
White Leads			7879	21842
Miscellaneous			89225 6	337082 1
Total—Jobbing Goods			50 084 56	1567152 1
Grand Total			418 114 56	1320885 21

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. .....

BUSINESS STATEMENT FOR MONTH ENDING March 1913

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		630267	
2	Cash in Banks		9081185	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1192420	
8				10903872
	BOOK ACCOUNTS			
9	Sales Ledger		10179119	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		1743250	
	Personal Accounts		1097400	10463369
	PLANT & EQUIPMENT			
17	Plant + Equipment		23782585 2	
18	Bldg's in Course of Const'n		272841	
19	Mach.—Newly Installed		2390141	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				24048883
	STOCK			
33	Merchandise 1703978 49			17608204
34				
	TOTAL ASSETS	100%		53204329 99
	LIABILITIES			
35	Notes Payable		18354520 00	
	Long Time $26146700			
	Short Time $15398500			
	Mdse. $			
36	Accounts Payable		1130421	
	Personal Accounts			
				18467521
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000 00	
	Capital Stock—Preferred		10705750 0	
38	Surplus		4031015 8	
39				34736658
	Total Liabilities	100%		53204329 99

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	3 11	51220	1883811
40	Factory Salaries	20 61	4097402	12469671
	TAXES	1 77	1378744	1078165
41	Interest,	12 06	2500774	7811470
	RENT	3 44	2482293	7526459
42	Insurance	1 24	355000	5151699
43	Losses	0 85	3922525	16477181
44	Repairs	2 72		
	Total General Expense	45 42	8708129	25574482
	OFFICE EXPENSE			
	STATIONERY	0 51	466755	3112003
57	Branch Supervision	0 93	1400753	5612685
	POSTAGE AND CARFARE	0 64	1200033	8762919
45	Office Salaries	14 64	1832290	7694669
	HEAT, LIGHT, AND POWER	0 20	267116	2962665
46	STENOGRAPHY	0 50	678200	2988897
	TELEPHONE AND TELEGRAPH	0 32	2	
47	Com'l Ag., L. E.,	0 32	2	
	Total Office Expense	18 49	2419671	11173712
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 33	752806	2014447
49	Advertising Postage	0 06	21496	381355
50	Advertising Material	1 87	573461	1135077
51	Trade Journals	3 76	1261055	2276673
	Total Advtg. Expense	9 02	2608818	5464353
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15 04	2322108	9105274
53	Salesmen's Expenses	12 01	2054388	7245536
	Total Salesmen Expense	27 05	4376496	16350810
	Total Expenses	100%	18213114	60545356
54	Purchases	5 16	1929285	7328091
	Total Expenses and Purchases	105 39	19058969	67873447
	REVENUES			
55	Sales		3874099	28203092
56				
	Total Revenues	100%	3874099	28203092
	SUMMARY			
	General Expense	21 47	8708129	25574482
	Office Expense	8 72	2419671	11173712
	Manufacturing Expense	30 19	11128800	38748194
	Advertising Expense	4 26	2608818	5464353
	Salesmen Expense	12 78	4376496	16350810
	Selling Expense	17 04	6985314	21815163
	Expenses	47 23	18213114	60545356
	Purchases	5 16	1929285	7328091
	Sales	100 00	3874099	28203092
	Collections	86 01	3331900	24200000

RATIOS TO SALES

Purchases				5 16 %
Expenses				47 23 %
General Expense	21 47 %	Advertising Expense		4 26 %
Office Expense	8 72 %	Salesmen Expense		12 78 %
Mfg. Expense	30 19 %	Selling Expense		17 04 %

COLLECTIONS

Average Daily Collections $ 10,888 42

Collections—How Made Business Days

Drafts 56 Due 2413 26 Dis. 2093

0007 SWP 000032478

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 1913

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 413213.88
Dis. and Freight	3.15 %	$ 13005.93
Returned Goods	3.09 %	$ 12798.00
NET SALES		387409.95

MISC.	MONTH	TOTAL
Fuel	13622.99	80699
Water	2065	19903
Freight Inc.	9192.45	40298
Freight Out	12304.90	48314.85
Tonnage Out	760588.4	2678431.9

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 2/26	NO. EMP. 3/12	NO. EMP. 3/26	AMOUNT
Branch Factory	177	176	176	10914.77
Branch Office	78	75	75	5979.04
Branch Supervision	5	5	5	1140.42
Calcimine	11	12	16	672.94
Coach Color	13	12	13	1046.46
Dry Color	22	27	24	1671.21
Enamel	13	13	13	1099.50
Enamel Base	8	7	8	557.36
Experimental	4	5	5	572.55
Factory Lunch	\	\	\	72.47
Factory Office	19	19	19	1423.36
General Office	57	87	86	7128.90
Janitors	2	2	2	124.17
Labeling	26	26	24	942.63
Label Stock	4	4	4	235.08
Laboratory	3	3	3	390.00
Lead and Putty	5	8	8	595.89
Managers	9	9	9	5085.37
Mechanical	38	38	39	3124.92
Miscellaneous	\	\	\	248.88
Mixed Paint	15	15	15	1159.48
Mixed Paint Base	15	17	16	1050.90
Oil Color	10	9	10	601.53
Package	14	15	15	1140.98
Packing	25	26	27	1918.03
Paste Paint	16	18	14	1130.35
Printing	122	146	134	7528.06
Receiving and Yard	18	15	24	1093.20
Red Lead	39	33	32	2560.49
Shipping	9	10	11	746.32
Stock	8	10	7	528.14
Varnish	29	29	29	2670.06
White Lead	37	41	34	2682.45
CARTAGE	13	13	16	2564.21
BRANCH CARTAGE	19	18	18	2607.99
Total Pay Roll for Month	916	943	963	73010.81

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	1458210	5781303	4464	24278
Varnishes	120016	443948	32559	115950
Mixed Paint—1st Quality	33858	167710	71041	207821
Mixed Paint—2nd Quality	5774	26497	9804	26256
Barn, Bridge, Roof & Met. Pts.	12798	48011	7579	21446
Floor Paints	7228	30835	11694	29781
Misc. Mixed Paints	3960	14014	12840	32726
Liquid Wood Fillers	3022	9651	1867	6601
Carriage and Wagon Paints	6564	24176	13368	40221
Top Dressing	59	668	491	1615
Household and Family Paints	576	2304	1541	3846
Neal's Enamel	17612	60210	13807	41882
Misc. Enamels	5275	22453	11208	46429
Varnish and Oil Stains	11074	31768	15670	45710
Furniture Polish	90	2006	250	841
Reducers	6341	26122	2376	11158
Floor Wax	2588	7476	634	2197
Paint and Varnish Remover	1747	4578	2935	8629
Oil, Grain, and Distem. Colors	102065	402471	14198	40915
White Lead and Zinc in Oil	290616	1038086	18470	53457
Paste Wood Filler	12452	44593	882	3304
Putty	123770	509232	4032	13683
R. R. Car and Depot Paints	99[illegible]	287931	5213	30423
Roc-Varno, Loco. and Jack. Ens.	125565	621222	15754	64861
Gear Filler and Rough Stuff	16484	170836	15679	53294
Coach Colors	55721	112485	5372	23594
Dry Colors	27221	809186	4708	116677
Paste Paint and Primers	230391	1065594	12837	63445
Color Varnish	298145	13839	2198	9837
Machinery Paint and Iron Filler	3242	29208	1070	2471
Kalsomine	11737	460695	6140	17313
RED LEAD	140485		11543	47220
NOLUSTRE FINISH			1123	33444
PASTE FOR MIXED GOODS	125617	223[illegible]		
RR. CAR + DEPOT PAINT PASTE		57[illegible]		
GEAR FILLER + ROUGH STUFF PASTE		55[illegible]		
Total—Goods of our Mfr.			24[illegible]	117325
Brushes			5369	17122
Cutlery			114	264
Dry Colors			14	30
Glass			2488	9809
Oil and Turpentine			14576	53233
White Leads			5717	19245
Miscellaneous			117895	409139
Total—Jobbing Goods			7[illegible]3[illegible]95	1407059
Grand Total	3306155	12123572	387409	9582092

0007 SWP 000032479

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING March 30 1912

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		22984.64	
2	Cash in Banks		9749.40	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		16630.79	
8				137109.53
	BOOK ACCOUNTS			
9	Sales Ledger		92744.284	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		30490.46	
	Personal Accounts			957933.30
	PLANT & EQUIPMENT		258104.056	
17				
18	Bldg's in Course of Const'n		22.64	
19	Mach.—Newly Installed		8617.01	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				2589634.93
	STOCK			
33	Merchandise 1,451,474.34			15552178.4
34				
	TOTAL ASSETS	100%		52398956.0
	LIABILITIES			
35	Notes Payable		1677950.00	
	Long Time $307,950.00			
	Short Time $370,000.00			
	Mdse. $			
36	Accounts Payable		30221.06	
	Personal Accounts		1254444.29	
				8336153.5
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000.00	
	Capital Stock—Preferred		1066450.00	
38	Surplus		3398302.5	
39				3406280.25
	Total Liabilities	100%		52398956.0

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23.68	392071.01	1171352.0
41	Interest, Taxes and Rent	14.22	343854.44	720787.1
42	Insurance	1.47	17799.92	74285.2
43	Losses	0.11	7341.11	5976.6
44	Repairs	3.07	31333.32	155046.1
	Total General Expense	42.10	777155.5	2127447.0
	OFFICE EXPENSE			
57	Branch Supervision	2.25	28318.1	113813.0
45	Office Salaries	8.18	145190.8	413661.9
46	Postage, Stat'n'y and Car Fare	2.78	47592.2	139996.8
47	Com'l Ag., L. E., Tel. and Tel.	1.23	14637.9	62505.1
	Total Office Expense	14.44	235739.0	729976.8
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.40	70557.3	174872.5
49	Advertising Postage	0.23	5978.0	11692.1
50	Advertising Material	1.65	6988.8	83585.0
51	Trade Journals	9.84	172080.2	445960.0
	Total Advtg. Expense	14.18	255604.3	716109.6
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17.82	234103.6	900429.3
53	Salesmen's Expenses	11.46	168902.8	579294.3
	Total Salesmen Expense	29.28	403006.4	1479723.6
	Total Expenses	100%	1672065.2	5053257.0
54	Purchases	65.74	1659601.01	6910242.7
	Total Expenses and Purchases	109.49	3331666.53	11963499.7
	REVENUES			
55	Sales		3420017.8	10926064.7
56				
	Total Revenues	100%	3420017.8	10926064.7
	SUMMARY			
	General Expense	19.47	777155.5	2127447.0
	Office Expense	6.68	235739.0	729976.8
	Manufacturing Expense	26.15	1013454.5	2857423.8
	Advertising Expense	6.23	255604.3	716109.6
	Salesmen Expense	13.54	403006.4	1479723.6
	Selling Expense	20.01	658610.7	2195833.2
	Expenses	15.30	1672065.2	5053257.0
	Purchases	48.24	1659601.01	6910242.7
	Sales	100.00	3420017.8	10926064.7
	Collections	88.83	3038000	9654270.0

RATIOS TO SALES

Purchases			63.24 %
Expenses			15.30 %
General Expense	19.47 %	Advertising Expense	6.23 %
Office Expense	6.68 %	Salesmen Expense	13.54 %
Mfg. Expense	26.15 %	Selling Expense	20.09 %

COLLECTIONS

Average Daily Collections $ 9549.23

Collections—How Made 26 Business Days

Drafts 51 Due 2228 Dis. 178.0

0007 SWP 000032480

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 30 1912

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 366,973.68
Dis. and Freight	4 30/50 %	$ 15,831.90
Returned Goods	2 %	$ 9,140.00
NET SALES		342001.78

MISC.	MONTH	TOTAL
Fuel	93.95	6944.89
Water		152.969
Freight Inc.	6873.04	32446.055
Freight Out	12247.07	367424.7
Tonnage Out	32168.73	107529.90

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	131 138 138	8993.75
Branch Office	65 65 65	4060.75
Branch Supervision	8 8 7	2831.81
Calcimine	7 9 9	589.82
Coach Color	17 19 16	1259.68
Dry Color	19 17 19	1513.61
Enamel	12 16 13	1015.20
Enamel Base	9 8 8	601.60
Experimental	6 6 6	602.39
Factory Lunch		149.88
Factory Office	15 15 17	1249.49
General Office	88 90 92	6919.10
Janitors	2 2 2	121.39
Labeling	26 27 29	970.95
Label Stock	3 3 3	138.64
Laboratory	2 2 2	537.50
Lead and Putty	7 7 8	497.85
Managers	9 9 9	3539.23
Mechanical	354 038	2838.16
Miscellaneous		300.04
Mixed Paint	13 16 19	1064.62
Mixed Paint Base	17 15 15	845.70
Oil Color	10 12 10	666.14
Package	13 14 13	1122.05
Packing	30 30 31	2022.11
Paste Paint	13 14 14	1067.62
Printing	107 126 132	7055.73
Receiving and Yard	17 22 25	1194.96
Red Lead	22 23 32	1459.53
Shipping and Cartage	232 024	2543.16
Stock	7 7 6	386.29
Varnish	24 26 25	2399.32
White Lead	59 59 48	3055.56
Total Pay Roll for Month	573 686	7636.136

RECORD OF ORDERS FOR MONTH

Received-Acme	12986	Received per Day-Acme Average	499
Received-Peninsular	421	Received per Day-Pen. Average	16
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED	13407	Total Average per Day	515
		Average Amount of Each Order $	2550

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	138756.5	468122.5	5719	18688
Varnishes	10880.1	39476.7	30827	108539
Mixed Paint—1st Quality	40947	138254	48213	152146
Mixed Paint—2nd Quality	10247	27181	8785	27450
Barn, Bridge, Roof & Met. Pts.	6356	33056	4902	18718
Floor Paints	9471	21190	7808	23092
Misc. Mixed Paints	5638	13304	8240	18942
Liquid Wood Fillers	2410	10356	1835	6822
Carriage and Wagon Paints	6093	31605	10984	34093
Top Dressing	158	921	572	1549
Household and Family Paints	432	1596	1094	3186
Neal's Enamel	12151	37211	17562	54841
Misc. Enamels	8358	27870	12120	42488
Varnish and Oil Stains	11305	26911	11978	36153
Furniture Polish	239	535	467	1096
Reducers	6145	32219	4132	15544
Floor Wax	3411	7176	493	1518
Paint and Varnish Remover	1006	4748	2624	7926
Oil, Grain. and Distem. Colors	110436	353367	9904	28018
White Lead and Zinc in Oil	209658	868765	16644	45270
Paste Wood Filler	12497	40391	988	3455
Putty	106462	382763	2509	10307
R. R. Car and Depot Paints	60808	223762	8445	28621
Roc-Varno, Loco. and Jack. Ens.	15722	44858	24469	70707
Gear Filler and Rough Stuff	8680	29208		
	7801	25855	17034	61379
Coach Colors	48678	169581	11334	36431
Dry Colors	207033	727060	3784	20303
Paste Paint and Primers	311450	986521	18189	61815
Color Varnish	2484	12427	1545	9361
Machinery Paint and Iron Filler	8036	40511	388	1830
Kalsomine	150262	383563	4694	12760
Red Lead			6944	11783
Total—Goods of our Mfr.			304541	974831
Brushes			4246	12379
Cutlery			100	300
Dry Colors			1054	4422
Glass			2125	7144
Oil and Turpentine			13459	41022
White Leads			4402	15082
Miscellaneous			120747.8	374264.7
Total—Jobbing Goods			374607.8	1177754.7
Grand Total	2958840	10441637	3420015	10926064.7

0007 SWP 000032481

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING March 31 1911.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		8926.84	
2	Cash in Banks		92073.81	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		8556.32	
8				109556.97
	BOOK ACCOUNTS			
9	Sales Ledger		92377.494	
10	General Ledger Misc.		6137.417	
11	General Ledger Salesman			
12	ACME UNDERWRITING		2300000	
13	SYNDICATE			
14				
15				
16	Notes Receivable		19610.11	
	Personal Accounts		7558.252	115917.670
	PLANT & EQUIPMENT		185755.21	
17				
18	Bldg's in Course of Const'n		49847.30	
19	Mach.—Newly Installed		11907.46	
20	Installation of			
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				192050.997
	STOCK			
33	Merchandise 185346.27			1370318.88
34				
	TOTAL ASSETS	100%		4559562.52
	LIABILITIES			
35	Notes Payable		1407182.38	
	Long Time $292162.35			
	Short Time $1115000.00			
	Mdse. $			
36	Accounts Payable		30832.0	
	Personal Accounts			
				1410265.58
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000.00	
	Capital Stock—Preferred		750000.00	
38	Surplus		399296.94	
39				3149296.94
	Total Liabilities	100%		4559562.52

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	2.84	251836	960821.4
41	Interest, Taxes and Rent	12.93	2625244	5674487
42	Insurance	.97	51623	427015
43	Losses	.27	61764	116903
44	Repairs	4.76	461687	2019343
	Total General Expense	40.82	5588621	17916012
	OFFICE EXPENSE			
57	Branch Supervision	1.82	216158	799489
45	Office Salaries	11.11	1283295	4876957
46	Postage, Stat'n'y and Car Fare	2.91	360402	1275382
47	Com'l Ag., L. E., Tel. and Tel.	.86	76438	378216
	Total Office Expense	16.70	1936293	7330044
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.96	416977	1297604
49	Advertising Postage	.31	70405	135634
50	Advertising Material	1.28	244204	562193
51	Trade Journals	10.35	1672631	4543560
	Total Advtg. Expense	14.90	2404217	6538991
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.83	1923389	7397965
53	Salesmen's Expenses	10.73	1468337	4709759
	Total Salesmen Expense	27.58	3391726	12107724
	Total Expenses	100%	13320857	43802771
54	Purchases	74.88	17486284	75692255
	Total Expenses and Purchases	118.30	30807141	119585026
	REVENUES			
55	Sales		32541558	101087765
56				
	Total Revenues	100%	32541558	101087765
	SUMMARY			
	General Expense	17.22	5588621	17916012
	Office Expense	7.25	1936293	7330044
	Manufacturing Expense	24.97	7524914	25246056
	Advertising Expense	6.47	2404217	6538991
	Salesmen Expense	11.98	3391726	12107724
	Selling Expense	18.45	5795943	18646715
	Expenses	43.42	13320857	43802771
	Purchases	74.88	17486284	75692255
	Sales	100.00	32541558	101087765
	Collections	86.45	25066496	87389687

RATIOS TO SALES

Purchases			74.88 %
Expenses			43.42 %
General Expense	17.22 %	Advertising Expense	6.47 %
Office Expense	7.25 %	Salesmen Expense	11.98 %
Mfg. Expense	24.97 %	Selling Expense	18.45 %

COLLECTIONS

Average Daily Collections $ 928388

Collections—How Made 27 Business Days

Drafts 85 Due 2154 Dis. 1455

0007 SWP 000032482

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 31 1911

H.H.A.K. CO. 11084

MISCELLANEOUS

Gross Sales		$ 347,725.52
Dis. and Freight	3.79%	$ 13,127.94
Returned Goods	2.64%	$ 9,182.00
NET SALES		325,415.58

MISC.	MONTH	TOTAL
Fuel	161.9.11	6668.91
Water		1353.25
Freight Inc.	7515.73	23346.30
Freight Out	13625.87	43635.29
Tonnage Out	29824.43	102474.53

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 3/1	NO. EMP. 3/15	AMOUNT
Branch Factory	167	167	8092.44
Branch Office	48	48	2821.17
Branch Supervision	8	8	2161.58
Calcimine	9	9	427.16
Coach Color	16	17	827.20
Dry Color	19	19	1038.42
Enamel	12	13	627.49
Enamel Base			
Experimental	4	4	280.00
Factory Lunch			74.97
Factory Office	7	7	439.82
General Office	80	80	4172.78
Janitors	3	4	151.33
Labeling	26	26	632.61
Label Stock	3	3	87.82
Laboratory	2	2	137.87
Lead and Putty	9	9	412.33
Managers	9	9	583.90
Mechanical	43	45	2181.96
Miscellaneous			207.12
Mixed Paint	15	15	757.29
Mixed Paint Base	13	12	565.56
Oil Color	13	13	691.40
Package	13	12	748.61
Packing	20	20	979.44
Paste Paint	14	14	728.24
Printing	96	100	4169.77
Receiving and Yard	35	51	1368.62
Red Lead			
Shipping and Cartage	25	24	1802.20
Stock	7	6	252.13
Varnish	25	25	1606.09
White Lead			
Total Pay Roll for Month	741	762	44282.66

RECORD OF ORDERS FOR MONTH

Received-Acme	9997	Received per Day-Acme Average	370
Received-Peningular	522	Received per Day-Pen. Average	19
Received-~~Lincoln~~ Rex	25	Received per Day-Rex. Average	1
TOTAL RECEIVED	10544	Total Average per Day	390
		Average Amount of Each Order $	30.86

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	11668.95	40243.85	3529	12626
Varnishes	1107.65	3868.72	2900.1	9207.2
Mixed Paint—1st Quality	4226.4	18183.9	4499.4	15927.8
Mixed Paint—2nd Quality	1497.3	4554.8	1944.4	4294.5
Barn, Bridge, Roof & Met. Pts.	639.5	2635.1	536.2	1524.7
Floor Paints	405.2	2193.4	595.5	2142.8
Misc. Mixed Paints	73.40	293.69	728.0	2869.1
Liquid Wood Fillers	142.4	901.7	156.0	636.9
Carriage and Wagon Paints	951.0	3676.6	1326.9	3878.0
Top Dressing	29.5	606.70	57.0	140.8
Household and Family Paints	92.7	289.0	128.8	379.2
Neal's Enamel	831.6	2852.0	1617.0	5384.2
Misc. Enamels	1292.6	4376.9	1491.8	4202.2
Varnish and Oil Stains	513.3	2147.5	1307.5	3874.3
Furniture Polish		31.6	27.0	95.7
Reducers	1653.0	3980.4	462.1	1399.9
Floor Wax	183.2	381.0	61.2	134.7
Paint and Varnish Remover	119.2	296.2	231.0	532.4
Oil, Grain, and Distem. Colors	1024.29	3110.29	943.2	2695.8
White Lead and Zinc in Oil	2485.93	9617.76	1297.5	4019.1
Paste Wood Filler	169.76	5246.45	109.9	307.1
Putty	993.42	3981.10	218.1	965.6
R. R. Car and Depot Paints	251.3	1569.3	524.6	1884.0
Roc-Varno, Loco. and Jack. Ens.	319.0	898.3	1977.1	5780.6
Gear Filler and Rough Stuff	697.3	2482.6	235.6	744.0.6
Coach Colors	1771.3	5831.2	839.9	2884.7
Dry Colors	7567.2	25991.1	233.4	980.4
Paste Paint and Primers	32618.3	119808.9	2070.1	6997.3
Color Varnish	597.6	2095.8	314.5	1043.9
Machinery Paint and Iron Filler			38.0	321.7
Kalsomine	14125.5	42805.2	678.2	1767.6
Red Lead				
PASTE FOR MIXING DEPT.	103996.7	346989.3		
DRY COLOR REGRIND FOR PAINT DEPT.	3382.2	22680.9		
Total—Goods of our Mfr.			30023.4	94975.4
Brushes			283.8	642.2
Cutlery			3.2	28.1
Dry Colors			12.0	43.2
Glass			115.4	326.6
Oil and Turpentine			1108.3	2612.8
White Leads			355.1	695.0
Miscellaneous		1000	6403.58	17644.65
Total—Jobbing Goods			25181.58	61123.65
Grand Total	386653	1397306.6	325415.58	1010877.65

0007 SWP 000032483

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING March 31st 1910

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		4840 39	
2	Cash in Banks		11894865	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		4417 61	12820665
8				
	BOOK ACCOUNTS			
9	Sales Ledger		12370986 7	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		35 03458	
	Personal Accounts		6413 6974	19135 0299
	PLANT & EQUIPMENT		1123 0340 0	
17				
18	Bldg's in Course of Const'n		2489 17	
19	Mach.—Newly Installed		1890 230	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				1144 4254 7
	STOCK			
33	Merchandise 828750.80			9319 6878
34				
	TOTAL ASSETS	100%		41810389
	LIABILITIES			
35	Notes Payable		9713 7551	
	Long Time $2632755			
	Short Time $708000.00			
	Mdse. $			
36	Accounts Payable		1214442	
	Personal Accounts			
				9834 1993
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000 0000 0	
	Capital Stock—Preferred		750 0000 0	
38	Surplus		3846 8396	3134 6839 6
39				
	Total Liabilities	100%		41810389

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	20 90	2447 901	9162 117
41	Interest, Taxes and Rent	15 76	1877 808	6907 299
42	Insurance	1 29	211 118	566 660
43	Losses	43	59 559	189 609
44	Repairs	4 66	451 414	2041 919
	Total General Expense	43 04	5047 800	18867 604
	OFFICE EXPENSE	2 03	292 178	899 752
57	Branch Supervision			
45	Office Salaries	9 75	1120 198	4274 814
46	Postage, Stat'n'y and Car Fare	2 38	355 780	1043 933
47	Com'l Ag., L. E., Tel. and Tel.	77	97 331	335 549
	Total Office Expense	14 95	1865 487	6554 048
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 87	473 616	1694 837
49	Advertising Postage	53	174 872	234 245
50	Advertising Material	4 02	603 018	1761 606
51	Trade Journals	6 88	1371 702	3018 891
	Total Advtg. Expense	15 30	2623 208	6709 579
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15 08	1706 653	6611 034
53	Salesmen's Expenses	11 63	1442 550	5095 866
	Total Salesmen Expense	26 71	3149 203	11706 900
	Total Expenses	100%	12685 698	43838 131
54	Purchases		1798 8573	7151 2079
	Total Expenses and Purchases		3067 4271	11535 0210
	REVENUES			
55	Sales		2855 1159	10502 8412
56				
	Total Revenues	100%	2855 1159	10502 8412
	SUMMARY			
	General Expense	17 96	5047 800	18867 604
	Office Expense	6 24	1865 487	6554 048
	Manufacturing Expense	24 20	6913 287	25421 652
	Advertising Expense	6 39	2623 208	6709 579
	Salesmen Expense	11 14	3149 203	11706 900
	Selling Expense	17 53	5772 411	18416 479
	Expenses	41 23	12685 698	43838 131
	Purchases	68 09	1798 8573	7151 2079
	Sales		2855 1159	10502 8412
	Collections	76 78	2272 2137	8064 3902

RATIOS TO SALES

Purchases					68 09 %
Expenses					41 73 %
General Expense	17 96	%	Advertising Expense		6 39 %
Office Expense	6 24	%	Salesmen Expense		11 14 %
Mfg. Expense	24 20	%	Selling Expense		17 53 %

COLLECTIONS

Average Daily Collections $ 9088 85

Collections—How Made

Drafts 54 Due 1507 Dis. 1175 25 Business Days

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 31st 1910

H B & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 208695.25
Dis. and Freight	7 8/1 %	$ 23183.66
Returned Goods	%	$
NET SALES		285511.59

MISC.	MONTH	TOTAL
Fuel	21983.7	93461.8
Water		11161.5
Freight Inc.	6567.47	26272.15
Freight Out	15019.45	46922.31
Tonnage Out	30990.16	127418.02

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 3/1/10	NO. EMP. 3/31/10	AMOUNT
Branch Factory	98	98	5453.06
Branch Office	32	32	1745.43
Branch Supervision	8	7	2921.78
Calcimine	11	10	366.40
Coach Color	26	24	1135.24
Dry Color	22	22	1092.49
Enamel	7	8	391.21
Enamel Base			
Experimental	4	4	249.22
Factory Lunch			68.08
Factory Office	8	10	480.92
General Office	100	100	4664.93
Janitors	1	1	39.40
Labeling	33	32	682.05
Label Stock	2	3	86.63
Laboratory	2	2	190.40
Lead and Putty	11	10	384.53
Managers	9	9	4791.62
Mechanical	46	41	2724.20
Miscellaneous			
Mixed Paint	19	18	852.64
Mixed Paint Base	17	16	700.08
Oil Color	13	12	524.52
Package	13	13	752.19
Packing	28	31	1099.40
Paste Paint	16	16	791.66
Printing	12	12	4738.16
Receiving and Yard	21	17	807.30
Red Lead			
Shipping and Cartage	22	23	1895.91
Stock	7	7	288.47
Varnish	27	28	1516.64
White Lead	41	34	1627.03
Stain-Finish & Lge	11	10	366.40
Misc. Dry. S.&R.			7.00
Total Pay Roll for Month	774	756	43340.83

RECORD OF ORDERS FOR MONTH

Received-Acme	6465	Received per Day-Acme Average	258
Received-Peninsular	545	Received per Day-Pen. Average	22
Received-~~Lincoln~~ Rex	47	Received per Day-Rex. Average	2
TOTAL RECEIVED	7057	Total Average per Day	282
		Average Amount of Each Order $	40.45

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes	107845	424823	2354177	9843035
Mixed Paint—1st Quality	56748	238042	5159037	22584396
Mixed Paint—2nd Quality	8221	45273	801211	3277764
Barn, Bridge, Roof & Met. Pts.	110629	322443	3792581	15034459
Floor Paints	8524	29647	674673	2426715
Misc. Mixed Paints	9745	189994	1000201	2215112
Liquid Wood Fillers	3554	12029	185583	749796
Carriage and Wagon Paints	7804	28374	1068758	4521070
Top Dressing	357	1012	41788	184326
Household and Family Paints	249	2706	94237	346075
Neal's Enamel	4469	13747	1184896	4426363
Misc. Enamels	8121	32495	987378	3505258
Varnish and Oil Stains	6929	22378	1314156	3927093
Furniture Polish	165	653	31493	98315
Reducers	11450	38992	342451	1278416
Floor Wax	1017	5667	33850	133038
Paint and Varnish Remover	875	4200	158325	576317
Oil, Grain, and Distem. Colors	90664	331624	769914	2667959
White Lead and Zinc in Oil	270384	1224340	2029885	7138913
Paste Wood Filler	9009	31090	68825	206634
Putty	134417	549638	237812	1155764
R. R. Car and Depot Paints	3708	11839	628570	2267329
Boc-Varno, Loco. and Jack. Ens.	4015	13921	1196429	4038553
Gear Filler and Rough Stuff	86910	284649	2234752	7113438
Coach Colors	17700	50805	825336	2608866
Dry Colors	72270	334602	387684	1180935
Paste Paint and Primers	239831	953547	1820574	6788566
Color Varnish	365892	1426604	3394201	1159848
Machinery Paint and Iron Filler	7151	26299		73354
Kalsomine	147585	444122	605056	1473944
Red Lead				
Paste for Mixd Dept.	1178161	4812917		
Wholesing	1104820	4338974	3225 85	1693139
Total—Goods of our Mfr.				
Brushes			991 73	2882 46
Cutlery				
Dry Colors				
Glass			80857	407438
Oil and Turpentine	1904	4513	569938	1180101
White Leads				
Miscellaneous	9624	50039	530877	1633537
Dry Col Regrd for Pt Dept.	13054	13054		
Total—Jobbing Goods				
Grand Total	4003801	15857872	28551159	105028412

0007 SWP 000032485

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING March 31 1909

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		869762	
2	" in B'k		6147565	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired ins., Taxes, Etc.		784465	
8				7801792
	BOOK ACCOUNTS			
9	Ledger A (Accounts Receivable)			
10	Ledger B-E			
11	Ledger F-Q		13663714 5	
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		9697911	
	Personal Accounts		13429569	15976461 5
	REAL ESTATE			
17	St. Aubin Ave.		4783287 4	
18	In Course of Construction		1475279	
19				
20				6258559 3
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		4384221 1	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.		174827	
30	Branch Furn. and Fix.		1139662	
31				
32				4515610 0
	STOCK			
33	Merchandise 691,249.32			7854097 4
34				
	Total Assets	100 %		35384907 4
	LIABILITIES			
35	Notes Payable		11622310 0	
	Long Time $ 222,231.00			
	Short Time $ 940,000.00			
	Mdse. $			
36	Accounts Payable		1109303	
	Personal Accounts			
				12813240 3
	CAPITAL ACCOUNTS Com		14155250 0	
37	Capital Stock Pref.		7500000 0	21655250 0
38	Surplus			9164171
39				
	Total Liabilities	100 %		35384907 4

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	20 16	2054924	7983712
41	Interest, Taxes and Rent	16 61	3073760	6576576
42	Insurance	79	105070	311468
43	Losses	1 17	138474	464316
44	Repairs	5 37	573155	2126257
	Total General Expense	44 10	5945383	17462329
	OFFICE EXPENSE			
45	Office Salaries	12 47	1064896	4935738
46	Postage, Stationery and Car Fare	1 89	215789	749775
47	Com'l Ag., L. E., Tel and Tel.	68	40119	270744
	Total Office Expense	15 04	1320804	6956259
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 53	363473	1400459
49	Advertising Postage	45	128375	177972
50	Advertising Material	3 34	537620	1324319
51	Trade Journals	2 55	803434	1009223
	Total Advtg. Expense	9 87	1832902	3911973
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 18	1781076	6804661
53	Salesmen's Expenses	13 81	1565960	5470362
	Total Salesmen Expense	30 99	3347036	12275023
	Total Expenses	100 %	12446125	39605582
54	Purchases	64 22	15122481	54177607
	Total Expenses and Purchases	111 16	27568606	93783189
	REVENUES			
55	Sales	—	22631022	84367147
56				
	Total Revenues	100 %	22631022	84367147
	SUMMARY			
	General Expense	20 70	5945383	17462329
	Office Expense	7 06	1320804	5956259
	Manufacturing Expense	27 76	7266187	23418588
	Advertising Expense	4 63	1832902	3911973
	Salesmen Expense	14 55	3347036	12275023
	Selling Expense	19 18	5179938	16186996
	Expenses	46 94	12446125	39605582
	Purchases	64 22	15122481	54177607
	Sales	—	22631022	84367147
	Collections	78 79	20475132	66479269

RATIOS TO SALES

Purchases			64 22 %
Expenses			46 94 %
General Expense	20 70 %	Advertising Expense	4 63 %
Office Expense	7 06 %	Salesmen Expense	14 55 %
Mfg. Expense	27 76 %	Selling Expense	19 18 %

COLLECTIONS

Average Daily Collections $7583 38

Collections—How Made

Drafts 94 Due 1303 Dis. 1021 27 Business Days.

0007 SWP 000032486

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 31 1909.

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO-NEW YORK

PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	4512
Received-Peninsular	715
Received-Electro	21
" Red Tre	36 628
TOTAL RECEIVED	5912
Received Per Day-Acme Average	167
Received Per Day-Pen. Average	26
Received Per Day-Elec. Average	1
" " " Red Tre	2
Total Average Per Day	218
Average Amount Each Order $	39 10

Gross Sales $	239,121.74
Dis. and Freight 5 36 % $	12,811.52
NET SALES	226,310.22

MISC.	MONTH	TOTAL
Fuel	221700	813964
Water	36972	96889
Freight Inc.	514478	2410789
Freight Out	1107298	3501482
Tonnage Out #	3907210	12065185

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 3/19/23	AMOUNT
Varnish	25 27	1540 42
Dry Color	18 24	976 23
Package	14 13	733 82
Receiving and Yard	13 9	630 21
Mechanical	28 33	1297 42
Printing	87 99	3634 73
Coach Color	15 14	617 74
Label	39 42	798 38
Enamel-Mfg., Cge. and R. R.	4 5	281 35
Mixed Paint Base	11 12	460 08
Acme Mixed Paint	15 15	669 09
Gauging	4 4	76 67
Lead Plant	24 24	1049 95
Paste and Oil Colors	14 14	658 94
Lead and Putty	13 12	389 93
Packing	26 29	1052 08
Shipping and Cartage	21 21	1571 83
Stain-Finish & Lge Pt.	7 7	291 53
Calcimine	9 9	306 66
Experimental & Oil Lab	14 14	784 85
Laboratory	3 3	382 72
Label Stock	3 3	88 07
Stock	6 6	341 37
Factory Office	5 7	200 29
General Office	81 91	4163 95
Managers	9 9	470 83 0
Branch Office	24 24	1776 71
Supervisors	7 7	266 55
Branch Factory	74 74	4976 39
Factory Lunch	— —	106 67
Total Pay Roll For Month	606 634	34832 93

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	2645	9198	484078	1281492
Varnishes	107787	333838	2359726	9619643
Mixed Paint—1st Quality	45530	163882	3861861	14615504
Mixed Paint—2nd Quality	13197	34966	616989	2548054
Barn, Bridge, Roof and Met. Pts.	5644	18902	234885	901473
Floor Paints	6740	20726	508172	1742808
Misc. Mixed Paints	8753	26998	603298	1631326
Liquid Wood Fillers	3816	11974	149194	654853
Carriage and W. and I. Paints	10320	28670	1095538	4060455
Top Dressing	300	900	42978	180079
Household and Family Paints	913	2490	96716	366229
Neal's Enamels	4328	7843	701163	2862025
Misc. Enamels	8743	31078	1715468	4646128
Varnish and Oil Stains	9315	23613	907605	3528446
Furn. Polish and Gold Pt.	857	3295	100582	394433
Reducers (Sales)	10892	41683	480016	1766192
Floor Wax	1936	7110	28366	107660
Paint and Varnish Remover	1136	3204	150539	525126
Oil, Grain and Distem. Colors	20624	181538	628089	2235499
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	300714	1156531	1730037	6584632
Paste Wood Fillers	10970	31383	69674	231031
Putty	196506	507490	274763	916081
Railroad Car and Depot Pts.	1154	29627	533052	2425042
Roc Varno, Loco. and Jack. Ens.	2800	12294	2751	167734
Gear Filler and Rough Stuff gal	56855	207716	971950	4105345
Coach Colors	7764	30422	677663	2225274
Dry Colors	46646	187627	352026	1236308
Eclipse Paste Paints and Prs.	229623	919323	1470374	5576713
Eclipse Color Varnish	502645	1504185	401285	1246338
Wayne Mach. Pt. and Iron Fls.	5309	14732	13303	68332
Calcimine	2010	9909	312698	1610007
Paste Pt for Mix Dept	143650	406548		
Whiting	853597	2515726		
Brushes	1295783	4837111	474758	1669006
Glass			83202	168781
			33285	196968
Miscellaneous	57861	291797	185428	772517
Totals	3941395	13574338	22631022	81367147

0007 SWP 000032487

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING March 31 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		206237	
2	" " " IN B'k		18592618	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		970610	
8				19769465
	BOOK ACCOUNTS			
9	~~Ledger A~~ Sales Ledger		12629735	
10	~~Ledger B~~-E			
11	~~Ledger F~~-Q			
12	~~Ledger R~~-ZZ			
13	~~Ledger PN~~-ES			
14				
15				
16	Notes Receivable		5542192	
	Personal Accounts		6286642	138126577
	REAL ESTATE			
17	St. Aubin Ave.		40332872	
18	In Course of Construction		13414720	
19				
20				53747592
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		34710400	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly installed			
27				
28	Furn., Fix. and Library Branch		605696	
29	Horses, Wagons, Etc.		129857	
30	Branch Furn. and Fix.			
31				
32				35102775
	STOCK			
33	Merchandise 8509182.44			99800807
34				
	Total Assets	100 %		346547218
	LIABILITIES			
35	Notes Payable		19610353	
	Long Time $318855.67			
	Short Time $147500.00			
	Mdse. $194681.69			
36	Accounts Payable		13048865	
	Personal Accounts			209152218
	CAPITAL ACCOUNTS			
37	Capital Stock Com			125000000
38	Surplus			9700000
39	Capital & Reserve			2695000
	Total Liabilities	100 %		346547218

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	17 4/10	1475416	5357634
41	Interest, Taxes and Rent	19 9/10	1945713	6127538
42	Insurance	7/10	35826	278006
43	Losses	2 1/10	51874	661287
44	Repairs	3 8/10	289500	1158040
	Total General Expense	44 1/10	3798332	13582505
	OFFICE EXPENSE			
45	Office Salaries	11 4/10	867593	3513372
46	Postage, Stationery and Car Fare	1 7/10	131684	525616
47	Com'l Ag., L. E., Tel and Tel.	1 0/10	78000	306665
	Total Office Expense	14 1/10	1077279	4345603
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 3/10	312417	1322940
49	Advertising Postage	7/10	61466	215277
50	Advertising Material	1 7/10	[illegible]	521027
51	Trade Journals	4 7/10	81315	1372187
	Total Advtg. Expense	11 1/10	1136455	3431440
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 5/10	1438683	5378111
53	Salesmen's Expenses	13 2/10	1433383	4077714
	Total Salesmen Expense	30 7/10	2872066	9455825
	Total Expenses	100 %	8884132	30815373
54	Purchases	73 83	10591277	45458876
	Total Expenses and Purchases	103 83	19475409	76274249
	REVENUES			
55	Sales	—	22268972	61565266
56				
	Total Revenues	100 %	22268972	61565266
	SUMMARY			
	General Expense	22 06	3798332	13582505
	Office Expense	7 06	1077279	4345603
	Manufacturing Expense	29 12	4875611	17928108
	Advertising Expense	5 57	1136455	3431440
	Salesmen Expense	15 36	2872066	9455825
	Selling Expense	20 93	4008521	12887265
	Expenses	50 05	8884132	30815373
	Purchases	73 83	10591277	45458876
	Sales	—	22268972	61565266
	Collections	98 30	14175841	60521771

RATIOS TO SALES

Purchases				73 83/100 %
Expenses				50 05/100 %
General Expense	22 06/100 %		Advertising Expense	5 57/100 %
Office Expense	7 06/100 %		Salesmen Expense	15 36/100 %
Mfg. Expense	29 12/100 %		Selling Expense	20 93/100 %

COLLECTIONS

Average Daily Collections $ 5452.25

Collections—How Made 26 Business Days

Drafts 77 Due 944 Dis. 643

0007 SWP 000032488

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	3865
Received-Peninsular	694
Received-Electro	416
" Rexora	35
TOTAL RECEIVED	4660
Received Per Day-Acme Average	149
Received Per Day-Pen. Average	26
Received Per Day-Elec. Average	2
" " " Rex "	2
Total Average Per Day	179
Average Amount Each Order $	47.79
Gross Sales $	2305432.1
Dis. and Freight 3½% $	78353.49
NET SALES	2226897.72

MISC.	MONTH	TOTAL
Fuel	173543	481411
Water	—	39812
Freight Inc.	360375	1782477
Freight Out	852910	2744013
Tonnage Out	3057.730	8815.765

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 7/21	AMOUNT
Varnish	2327	132944
Dry Color	1514	78118
Package	1414	70809
Receiving and Yard	1111	53600
Mechanical	3634	217508
Printing	8883	317418
Coach Color	911	46888
Label	4141	71141
Enamel-Mfg., Cge. and R. R.	55	29017
Mixed Paint Base	910	40366
Acme Mixed Paint	1515	68145
~~Peninsular Pt. and Specialties~~ Superintendents	11	19237
Paste and Oil Colors	88	35235
Lead and Putty	1110	44633
Packing	3029	126042
Shipping and Cartage	1921	129334
~~Stain Finish~~ Cge. Pt. & Stain	86	29391
Calcimine	99	40123
Cyl & Oil	1111	67545
Laboratory	44	37139
Lab. Stock	33	9478
Factory Office	11	5076
General Office	6873	350420
~~Managers~~ Fixed Sals	77	407796
Supervisors FACT'Y AND CTG BRANCH	3232	118615
OFFICE SALES "		109371
Factory Lunch	32	1887
Janitors		5152
Total Pay Roll For Month	48148	2655427

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	8161	18220	477985	913107
Varnishes	88372	238723	2131994	6884823
Mixed Paint—1st Quality	39164	103366	5689989	12868888
Mixed Paint—2nd Quality	8474	16602	655098	1482162
Barn, Bridge, Roof and Met. Pts.	6420	14331	360421	771255
Floor Paints	6273	14597	583778	1289157
Misc. Mixed Paints	6042	24579	553680	2426883
Liquid Wood Fillers	2459	8477	176917	582972
Carriage and W. and I. Paints	7194	23890	1001684	3270790
Top Dressing	—	995	39983	114006
Household and Family Paints	1020	2829	139508	371144
Neal's Enamels	430	7142	829852	2538056
Misc. Enamels	6420	19162	586518	1767213
Varnish and Oil Stains	4481	13649	948500	2578016
Furn. Polish and Gold Pt.	90	540	27175	93684
Reducers (Sales)	7362	28821	269019	954549
Floor Wax	1595	3311	21807	71554
Paint and Varnish Remover	497	1893	131109	342743
Oil, Grain and Distem. Colors	48848	129364	525361	1445163
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	206259	511208	1778831	4323954
Paste Wood Fillers	8247	19286	76858	173051
Putty	59698	191192	92364	391674
Railroad Car and Depot Pts.	3108	20410	515163	1815263
Roc Varno, Loco. and Jack. Eng.	1505	8012	536433	2013034
Gear Filler and Rough Stuff G	3886	69858	945834	2358304
Coach Colors	32955	99870		
Dry Colors	43208	105655	521841	1467198
Eclipse Paste Paints and Prs.	150197	405110	321417	987270
Eclipse Color Varnish	363153	1086880	1176463	4276949
Wayne Mach. Pt. and Iron Fls.	4289	12791	145331	447850
Kalsomine	3517	10116	19864	65616
Brushes	171465	591003	730445	2073405
Glass	—	—	38543	68051
	—	—	46421	53290
Miscellaneous	730349	730349	190786	432912
Totals	2024936	4474231	22268972	65652666

0007 SWP 000032489

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING March 30 1907

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	—	135258	
2	Commercial Natl " B'k	—	10213	
3	Det National " B'k	1/10	192935	
4	First National B'k	1/10	196700	
5	Hanover National B'k	—	42234	
6	Commercial Chic " B'k	7/10	228431	
7	Peoples State B'k	—	3353	
8	Chica. Natl B'k	3/10	187339	
9	National Park B'k	8/10	102977	
10	Unexpired Ins., Taxes, Etc.		259348	7968218
	BOOK ACCOUNTS			
11	Ledger A	34/10	11201591	
12	Ledger B-E	12 3/10	40638625	
13	Ledger F-Q	13 8/10	45095875	
14	Ledger R-ZZ	11 7/10	38543244	
15	Ledger PN-ES	8 9/10	29382655	
16	Fed Pts Sup Co	3/10	979612	
17	Notes Receivable	4/10	1453710	
18	Personal Accounts	2 8/10	8917574	76213083
	REAL ESTATE			
19	St. Aubin Ave.	12 2/10	39537556	
20	In Course of Construction	7/10	2434180	41971736
	EQUIPMENT			
21	Mach.-Paints	9 5/10	31292468	
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed	—	109876	
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.			
30	Branch Furn. and Fix.			
31				
32				31402344
	STOCK			
33	Merchandise 480986.16	21 8/10		7751489 94
34	Dec Inv			
	Total Assets	100 %		329070275
	LIABILITIES			
35	Notes Payable			
	Long Time $ 355350.00			
	Short Time $ 16350000	60 5/10	19903500 0	
	Mdse. $			
36	Accounts Payable	1 1/10	3769784	
	Personal Accounts	4/10	1265791	204070275
	CAPITAL ACCOUNTS			
37	Capital Stock	38		125000000
38	Surplus			
39				
	Total Liabilities	100 %		329070275

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	20 5/10	2026617	8677393
41	Interest, Taxes and Rent	13 3/10	1760535	5651883
42	Insurance	1/10	87070	221281
43	Losses	2 1/10	295241	1077621
44	Repairs	2/10	260000	1041076 0
	Total General Expense	39 3/10	4429463	16668938
	OFFICE EXPENSE			
45	Office Salaries	6 5/10	640635	2747069
46	Postage, Stationery and Car Fare	9/10	85467	378894
47	Com'l Ag., L. E., Tel and Tel.	4/10	60258	151101
	Total Office Expense	7 8/10	786300	3277064
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 4/10	448751	1845736
49	Advertising Postage	5/10	152471	225047
50	Advertising Material	6 6/10	1491047	2819029
51	Trade Journals	4 6/10	893443	1940808
	Total Advtg. Expense	16 1/10	2985712	6830620
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15 5/10	1689469	6554678
53	Salesmen's Expenses	21 3/10	2184501	9047880
	Total Salesmen Expense	36 8/10	3873970	15602558
	Total Expenses	100 %	12075445	42379180
54	Purchases	83 25	19539998	94455920
	Total Expenses and Purchases	100 63	31615443	136835100
	REVENUES			
55	Sales	—	28963530	113418824
56				
	Total Revenues	100 %	28963530	113418824
	SUMMARY			
	General Expense	14 70/100	4429463	16668938
	Office Expense	2 88/100	786300	3277064
	Manufacturing Expense	17 58	5215763	19946002
	Advertising Expense	6 02/100	2985712	6830620
	Salesmen Expense	13 75/100	3873970	15602558
	Selling Expense	19 77	6859682	22433178
	Expenses	37 35	12075445	42379180
	Purchases	83 25	19539998	94455920
	Sales	—	28963530	113418824
	Collections	65 01	19616600	73797137

RATIOS TO SALES

Purchases				83 25/100	%
Expenses				37 35/100	%
General Expense	14 70/100	%	Advertising Expense	6 02/100	%
Office Expense	2 88/100	%	Salesmen Expense	13 75/100	%
Mfg. Expense	17 58/100	%	Selling Expense	19 77/100	%

COLLECTIONS

Average Daily Collections $ 7544.85

Collections—How Made 26 Business Days

Drafts 75 Due 487 Dis. 638

0007 SWP 000032490

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 190

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2609
Received-Peninsular	618
Received-Electro	30
Revora	38
TOTAL RECEIVED	3295
Received Per Day-Acme Average	100
Received Per Day-Pen. Average	24
Received Per Day-Elec. Average	1
Revora	2
Total Average Per Day	127
Average Amount Each Order $	87.90
Gross Sales $	305346.64
Dis. and Freight 5 2/10 % $	15711.34
NET SALES	289635.30

MISC.	MONTH	TOTAL
Fuel	218047	608947
Water	—	40460
Freight Inc.	714976	2997992
Freight Out	1562307	5881757
Tonnage Out	4107555	17372480*

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 4	NO. EMP. 75	AMOUNT
Varnish	33	31	177266
Dry Color	25	24	114647
Package	19	18	83435
Receiving and Yard	31	23	108063
Mechanical	32	32	193071
Printing	126	136	448751
Coach Color	15	16	65071
Label	46	43	78320
Enamel-Mfg., Cge. and R. R.	13	13	51036
Mixed Paint Base	15	13	44393
Acme Mixed Paint	33	33	131351
Peninsular Pt. and Specialties			
Paste and Oil Colors	27	30	100324
Lead and Putty	24	24	77945
Packing	52	53	204444
Shipping and Cartage	24	24	197152
~~Stain-Finish~~ Calcimine	24	23	87144
Experimental & Oil	16	16	79056
Laboratory	2	2	17840
Label Stock	5	5	15897
Carriage Pt & Stain	9	8	28883
Factory Office	19	19	98412
General Office	76	77	366471
Managers	7	7	274164
Supervisors	2	2	69998
Factory Lunch			2839
Total Pay Roll For Month	675	672	3116003

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	3308	8723	152344	409176
Varnishes	113282	450972	2725951	02829338
Mixed Paint—1st Quality	60354	265365	6452088	25670749
Mixed Paint—2nd Quality	10945	43870	833197	3598482
Barn, Bridge, Roof and Met. Pts.	8924	31280	330094	1423102
Floor Paints	5505	30385	564439	2457453
Misc. Mixed Paints	7110	30242	101328	2731922
Liquid Wood Fillers	4136	16958	204673	949349
Carriage and W. and I. Paints	5915	35980	1128878	3394879
Top Dressing	300	1740	56027	182290
Household and Family Paints	1960	7397	242972	792949
Neal's Enamels	7093	23191	1225669	3670629
Misc. Enamels	3590	21914	778877	2942268
Varnish and Oil Stains	9254	34329	1253351	4127791
Furn. Polish and Gold Pt.	270	549	22752	104665
Reducers (Sales)	17394	65020	466700	1871700
Floor Wax	3066	8016	54700	152068
Paint and Varnish Remover	1012	5019	195839	785274
Oil, Grain and Distem. Colors	72127	363571	616390	2603021
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	1038861	3905046	44374932	09589556
Paste Wood Fillers	8794	43935	72048	290257
Putty	74686	283800	156377	536777
Railroad Car and Depot Pts.	5920	20204	551546	2071749
Roc Varno, Loco. and Jack. Ens.	5674	27378	1289185	5259325
Gear Filler and Rough Stuff	7624	27821	947526	3812912
Coach Colors	26297	127577	709199	2364335
Dry Colors	50655	171505	274920	1234624
Eclipse Paste Paints and Prs.	232349	968185	1596906	5995859
Eclipse Color Varnish	292197	1129163	82950	421683
Wayne Mach. Pt. and Iron Fls.	6230	11812	19718	95443
Rat Dom	1928	11812	448878	1877156
Rambow Liquid	193929	782594	3413	5004
Miscellaneous		7853	56658	344089
Totals	2280689	8963361	28963530	113418874

0007 SWP 000032491

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING March 31 190[illegible]

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	1100.[illegible]	
2	Come Nat'l B'k	1/10	1[illegible]	
3	Hanover B'k	1/10	1[illegible]	
4	Old Det. B'k	1/10	1[illegible]	
5	Just Nat Det B'k	0/10	33[illegible]	
6	Just Nat Chi	5/10	4[illegible]	
7	Unexpired Ins., Taxes, Etc.	3/10	59[illegible]	
8				1294515
	BOOK ACCOUNTS			
9	Ledger A	3 9/10	775940	
10	Ledger B-E	12 7/10	2443[illegible]	
11	Ledger F-Q	11 6/10	231939[illegible]	
12	Ledger R-ZZ	12 4/10	2476350	
13	Ledger PN-ES	7 1/10	1417782[illegible]	
14	Federal Painters S.C.	4/10	98175[illegible]	
15	Chicago Br Exp Co	1/10	150537	
16	Notes Receivable	8/10	1695000	
	Personal Accounts	6/10	1265077	4847105[illegible]
	REAL ESTATE			
17	St. Aubin Ave.	11 1/10	2734000	
18	In Course of Construction	2 6/10	5[illegible]	
19				
20				2758461[illegible]
	EQUIPMENT			
21	Mach.-Paints	5 9/10	118000[illegible]	
22	Mach.-Varnishes	1 2/10	240000[illegible]	
23	Mach.-Dry Colors	7/10	140000[illegible]	
24	Mach.-Advertising	1 1/10	230000[illegible]	
25	Mach.-Misc.	1 2/10	240000[illegible]	
26	Mach.-Newly Installed	1 0/10	201853[illegible]	
27				
28	Furn., Fix. and Library	4/10	754265	
29	Horses, Wagons, Etc.	2/10	375000	
30	Branch Furn. and Fix.			
31				
32				2340111[illegible]
	STOCK			
33	Merchandise 465940.72	24 7/10		4959187[illegible]
34				
	Total Assets	100 %		20029317[illegible]
	LIABILITIES			
35	Notes Payable			
	Long Time $ 247300.00			
	Short Time $ 870000.00			
	Mdse. $	53 3/10	10673000[illegible]	
36	Accounts Payable	1 1/10	32235[illegible]	
	Personal Accounts	0/10	6478[illegible]	
				11001829[illegible]
	CAPITAL ACCOUNTS			
37	Capital Stock	37 4/10		7500000[illegible]
38	Surplus	6 8/10		1350000[illegible]
39	Surplus Chicago Br	0/10		17748[illegible]
	Total Liabilities	100 %		20029317[illegible]

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22 6/10	1636505	6785753
41	Interest, Taxes and Rent	9 1/10	704664	2745676
42	Insurance	2/10	61408	215961
43	Losses	1 8/10	64782	525874
44	Repairs	2 2/10	166000	664000
	Total General Expense	36 4/10	2633363	10937272
	OFFICE EXPENSE			
45	Office Salaries	7 5/10	463763	2260876
46	Postage, Stationery and Car Fare	1 2/10	71381	337[illegible]
47	Com'l Ag., L. E., Tel and Tel.	2/10	15425	12476[illegible]
	Total Office Expense	9 1/10	550564	2756[illegible]
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 4/10	311777	1319905
49	Advertising Postage	3/10	47394	101144
50	Advertising Material	6 4/10	700730	1924236
51	Trade Journals	3/10	44377	156254
	Total Advtg. Expense	11 9/10	1104278	3501539
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16 3/10	1133940	4915465
53	Salesmen's Expenses	26 6/10	2350935	8003975
	Total Salesmen Expense	42 9/10	3484875	12919440
	Total Expenses	100 %	7773035	30083923
54	Purchases	69 26/100	13466388	61053324
	Total Expenses and Purchases	103 35/100	21239423	91137247
	REVENUES			
55	Sales	—	2403943[illegible]	8813944[illegible]
56				
	Total Revenues	100 %	2403943[illegible]	8813944[illegible]
	SUMMARY			
	General Expense	12 41/100	2633363	10937272
	Office Expense	3 09/100	550564	2756[illegible]
	Manufacturing Expense	15 50/100	3183932	13662944
	Advertising Expense	3 97/100	110478	3501539
	Salesmen Expense	14 66/100	3484875	12919440
	Selling Expense	18 63/100	4589103	16420979
	Expenses	34 13/100	7773035	30083923
	Purchases	69 26/100	13466388	61053324
	Sales	—	2403943[illegible]	8813944[illegible]
	Collections	79 16/100	1670007[illegible]	6917696[illegible]

RATIOS TO SALES

Purchases				69 26/100 %
Expenses				34 13/100 %
General Expense	12 41/100 %		Advertising Expense	3 97/100 %
Office Expense	3 09/100 %		Salesmen Expense	14 66/100 %
Mfg. Expense	15 50/100 %		Selling Expense	18 63/100 %

COLLECTIONS

Average Daily Collections $ 6185.21

Collections—How Made

Drafts 93 Due 555 Dis. 798 Business Days 27

0007 SWP 000032492

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 31 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2500
Received-Peninsular	779
Received-Electro	108
TOTAL RECEIVED	3387
Received Per Day-Acme Average	92
Received Per Day-Pen. Average	29
Received Per Day-Elec. Average	4
Total Average Per Day	125
Average Amount Each Order $	70.97

Gross Sales	$	264210.89
Dis. and Freight 9	% $	23816.52
NET SALES		240394.37

MISC.	MONTH	TOTAL
Fuel	82060	307896
Water		33588
Freight Inc.	388886	1518721
Freight Out	1748773	4398279 #
Tonnage Out	3.049.225	12.077.325

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 3/13 - 27	AMOUNT
Varnish	31 32	16611
Dry Color	26 24	110758
Package	15 15	65227
Receiving and Yard	18 16	68541
Mechanical	29 27	170611
Printing	97 93	311777
Coach Color	17 17	63665
Label	37 39	59204
Enamel-Mfg., Cge. and R. R.	22 19	78217
Mixed Paint Base	16 15	54611
Acme Mixed Paint	16 16	60977
Peninsular Pt. and Specialties	15 15	57743
Paste and Oil Colors	32 26	97350
Lead and Putty	16 16	53162
Packing	50 50	183382
Shipping and Cartage	17 17	104486
Stain-Finish		
Calcimine	9 13	44029
Experimental	8 8	35917
Laboratory	2 2	17040
Labc Stock	5 6	15918
Factory Office	16 16	68106
General Office	55 55	246597
Managers	5 5	216666
Supervisors	2 2	55000
Factory Lunch		6454
Total Pay Roll For Month	556 543	2411549

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1235	6832	114751	467163
Varnishes	100944	373897	2598708	3686868
Mixed Paint—1st Quality	50976	200211	4438889	2141189
Mixed Paint—2nd Quality	14886	32343	174265	245110
Barn, Bridge, Roof and Met. Pts.	5363	16104	479479	1294555
Floor Paints	8034	21491	575525	1690371
Misc. Mixed Paints	11476	34276	2072070	6256147
Liquid Wood Fillers	2413	13475	255710	878963
Carriage and W. and I. Paints	6228	19824	799961	3309222
Top Dressing	116	146	35854	149410
Household and Family Paints	2460	6765	242697	734298
Neal's Enamels	4033	14861	1241695	4243355
Misc. Enamels	7891	25797	5025015	2443066
Varnish and Oil Stains	4692	19485	959322	3471466
Furn. Polish and Gold Pt.	77	287	20111	77176
Reducers (Sales)	18204	65865	478023	1564417
Floor Wax	1706	5205	19474	89076
Paint and Varnish Remover	1363	4073	196560	569246
Oil, Grain and Distem. Colors	87538	259740	696059	2294246
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	420321	1632095	2295293	8916919
Paste Wood Fillers	6687	27155	55146	200875
Putty	30166	176411	58877	307791
Railroad Car and Depot Pts.	3440	12785	722267	2012350
Roc Varno, Loco. and Jack. Eps.	6958	27803	1121575	3973737
Gear Filler and Rough Stuff 4 Bal	4585 / 31489	18257 / 84605	459277	1565656
Coach Colors	46854	158900	634457	1769656
Dry Colors	207022	910426	4406021	1419022
Eclipse Paste Paints and Prs.	415580	1379779	1846390	7606118
Eclipse Color Varnish	1365	8807	286650	1014333
Wayne Mach. Pt. and Iron Fls.	2034	8835	20930	80438
SPECIAL LIQ		566		
KAL-SOM	135343	157552	221767	2542249
RAIN BOW LIQUIDS			5278	13054
Miscellaneous	22524	90018	58116	685666
Totals	1663506	5809671	2403943	78813944

0007 SWP 000032493

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING March 31, 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 17, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	108504	
2	Comil Natl B'k	1/10	158648	
3	Hanover Natl B'k	1/10	256050	
4	Old Sch. Natl B'k	1 2/10	1356114	
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.	3/10	434400	
8				1668347
	BOOK ACCOUNTS			
9	Ledger A	4 7/10	6431201	
10	Ledger B-E	12 7/10	17527966	
11	Ledger F-Q	12 1/10	17342234	
12	Ledger R-ZZ	12 1/10	17291941	
13	Ledger PN-ES	7 4/10	10567843	
14				
15	Branch Advance a/c	1/10	135000	
16	Notes Receivable	—	36571	
	Personal Accounts	1/10	1587247	70920003
	REAL ESTATE			
17	St. Aubin Ave.	14 8/10	20800000	
18	In Course of Construction	2/10	343760	
19				
20				21143760
	EQUIPMENT			
21	Mach.-Paints	6 8/10	9800000	
22	Mach.-Varnishes	1 6/10	2300000	
23	Mach.-Dry Colors	8/10	1200000	
24	Mach.-Advertising	1 2/10	1800000	
25	Mach.-Misc.	1 1/10	1600000	
26	Mach.-Newly Installed	5/10	797663	
27				
28	Furn., Fix. and Library	4/10	654265	
29	Horses, Wagons, Etc.	2/10	325000	
30	Branch Furn. and Fix.	1/10	153402	
31				
32				18630330
	STOCK			
33	Merchandise 362205 lb	23 5/10		33674459
34				
	Total Assets	100 %		142760205
	LIABILITIES			
35.	Notes Payable			
	Long Time $ 194300.00	13 6/10		
	Short Time $ 460000.00	32 2/10	65430000	
	Mdse. $			
36	Accounts Payable	1 6/10	2236486	
	Personal Accounts	1/10	93719	
				67760205
	CAPITAL ACCOUNTS			
37	Capital Stock	52 5/10		75000000
38	Surplus			
39				
	Total Liabilities	100 %		142760205

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22 4/10	1293716	5154066
41	Interest, Taxes and Rent	4 5/10	370183	1029133
42	Insurance	5/10	16307	109361
43	Losses	4/10	19119	90388
44	Repairs	2 4/10	142000	568000
	Total General Expense	30 %	1841325	6950948
	OFFICE EXPENSE			
45	Office Salaries	9	442534	2065084
46	Postage, Stationery and Car Fare	1 5/10	75597	302755
47	Com'l Ag., L. E., Tel and Tel.	6/10	20756	138187
	Total Office Expense	10 %	538887	2506026
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 2/10	264824	955080
49	Advertising Postage	5/10	65884	108917
50	Advertising Material	5 3/10	565388	1216370
51	Trade Journals	4/10	35953	121481
	Total Advtg. Expense	10 %	932049	2401848
	SALESMEN EXPENSE			
52	Salesmen's Salaries	19 6/10	1222592	4486695
53	Salesmen's Expenses	28 8/10	1842393	6621831
	Total Salesmen Expense	48 4/10	3064985	11108526
	Total Expenses	100 %	6377246	22967348
54	Purchases	-	14967562	44693945
	Total Expenses and Purchases	96 36/100	21344808	67661293
	REVENUES			
55	Sales	-	23175001	70207412
56				
	Total Revenues	100 %	23175001	70207412

SUMMARY	%		
General Expense	9 90/100	1841325	6950948
Office Expense	3 57/100	538887	2506026
Manufacturing Expense	13 47/100	2380212	9456974
Advertising Expense	3 42/100	932049	2401848
Salesmen Expense	15 82/100	3064985	11108526
Selling Expense	19 24/100	3997034	13510374
Expenses	32 71/100	6377246	22967348
Purchases	63 65/100	14967562	44693945
Sales	—	23175001	70207412
Collections	60 60/100	13116928	42547792

RATIOS TO SALES

Purchases				63 65/100 %
Expenses				32 71/100 %
General Expense	9 90/100 %		Advertising Expense	3 42/100 %
Office Expense	3 57/100 %		Salesmen Expense	15 82/100 %
Mfg. Expense	13 47/100 %		Selling Expense	19 24/100 %

COLLECTIONS

Average Daily Collections $ 4858.12

Collections—How Made 27 Business Days

Drafts 118 Due 410 Dis. 660

0007 SWP 000032494

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING March 31 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2592
Received-Peninsular	721
Received-Electro	173
TOTAL RECEIVED	3486
Received Per Day-Acme Average	96
Received Per Day-Pen. Average	27
Received Per Day-Elec. Average	6
Total Average Per Day	129
Average Amount Each Order $	66.48

Gross Sales	$ 247 689.46
Dis. and Freight 6½ %	$ 15 939.45
NET SALES	231 750.01

MISC.	MONTH	TOTAL
Fuel	777.44	1869.54
Water	—	760.14
Freight Inc.	440.603	13660.20
Freight Out	13066.25	29802.95
Tonnage Out	3121.180*	9438.360*

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 3/4	NO. EMP. 3/28	AMOUNT
Varnish	29	30	1514.22
Dry Color	19	22	919.36
Package	12	12	525.78
Receiving and Yard	13	13	489.78
Mechanical	20	20	1176.12
Printing	94	94	2648.24
Coach Color	19	18	630.69
Label	45	40	726.22
Enamel-Mfg., Cge. and R. R.	16	16	681.23
Mixed Paint Base	11	11	366.71
Acme Mixed Paint	13	14	518.14
Peninsular Pt. and Specialties	14	15	576.18
Paste and Oil Colors	20	23	788.07
Lead and Putty	11	9	347.65
Packing	38	40	1544.57
Shipping and Cartage	13	14	694.72
Stain-Finish	—	—	—
Factory Office	16	16	731.21
General Office	50	52	2175.34
Managers	4	4	225.00
Supervisors	2	2	650.00
Factory Lunch			56.51
Total Pay Roll For Month	459	465	20107.44

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	4666	8897	231693	493433
Varnishes	81132	265118	1727693	6171444
Mixed Paint—1st Quality	56531	170077	6322190	19121153
Mixed Paint—2nd Quality	6601	17944	38242	113121
Barn, Bridge, Roof and Met. Pts.	5116	15441	322856	866525
Floor Paints	7441	18440	580822	1494896
Misc. Mixed Paints	3498	18333	1195585	3726609
Liquid Wood Fillers	2370	11017	176435	712507
Carriage and W. and I. Paints	4418	14166	1075998	3236541
Top Dressing	52	188	78260	184317
Household and Family Paints	3713	11660	321360	773772
Neal's Enamels	6729	20681	1112183	3646536
Misc. Enamels	3341	11563	459927	1673067
Varnish and Oil Stains	8032	18130	1275671	3144667
Furn. Polish and Gold Pt.	556	732	131181	260511
Reducers (Sales)	79732	780445	6350052	19358844
Floor Wax	—	2051	17017	51704
Paint and Varnish Remover	1074	7047	106590	347304
Oil, Grain and Distem. Colors	68976	196433	6078888	16709957
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	292008	772571	13655684	20596965
Paste Wood Fillers	6244	21205	550072	1644476
Putty	42194	150136	587188	2561728
Railroad Car and Depot Pts.	3350	12108	410839	2098084
Roc Varno, Loco. and Jack. Ens.	14722	35744	1611660	4122458
Gear Filler and Rough Stuff	6510	24979	487696	1774486
Coach Colors	42271	137117	4371113	11590041
Dry Colors	181987	642115	3407114	14847783
Eclipse Paste Paints and Prs.	201826	834346	1810067	5777676
Eclipse Color Varnish	1618	4206	116688	347183
Wayne Mach. Pt. and Iron Fls.	575	4816	11592	78586
Rainbow "Pastes"	72	72	2992	10813
Rainbow "Liquids"	24	24	2805	6585
Miscellaneous	18557	56227	518892	3082000
Totals	1105939	3581679	23175001	70207412

0007 SWP 000032495

APR.

0007 SWP 000032496

N20806.04

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING April 1915

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		417591	
2	Cash in Banks		10691311	
3	Allerton, Greene & King Co		7780600	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		7070586	
8				15410088
	BOOK ACCOUNTS			
9	Sales Ledger		98574841	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		1471786	
	Personal Accounts		1851287	101847914
	PLANT & EQUIPMENT			
17	Plant & Equip. a/c		30091357	
18	Bldg's in Course of Const'n		48289	
19	Mach.—Newly Installed		81931	
20	Salesmen's Autos		1016930	
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30206450 7
	STOCK			41934250 9
33	Merchandise 1,578,365.58			14679 5486
34				
	TOTAL ASSETS	100%		5661 17995
	LIABILITIES			
35	Notes Payable		30345900	
	BOND INT. ACCRUED		2916650	
	PREF. DIV. "		527700	
	SAN. EXP. "		157500	
36	Accounts Payable		5670 74	
	BONDS		70000000	
	BONDS (TREASURY STOCK)		55000000	178454 [illegible]
	CAPITAL ACCOUNTS			
37	Capital Stock—PREF.		10759 0000	
	Common		70000000	
	SURPLUS		4054 5066	
	RESERVE FOR BAD DEBTS		3000000	
38	" " DEPRECIATION		7327778	
	" " GENL. PURPOSES		2084948	
39	" " REDEM. OF BONDS		8916379	38766 3571
	Total Liabilities	100%		5661 17995

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	~~PREFERRED DIVIDENDS~~	3.67	54000.00	7790000
	CARTAGE	2.67	4476 10	1968848
40	Factory Salaries	18.09	28 1544 44	1330057
	TAXES	0.30	8 6348	27 1045
41	Interest,	1.79	1 2364 6	8839 54
	RENT	3.96	5 6548 3	29 1068
42	Insurance	1.99	1 6335 3	14 5968 9
	DEPRECIATION	1.76	2 5000 00	12 6000 0
43	Losses	0.63	4 7085	4 6117 5
	INT. ON BONDS	4.93	7 2650 00	36 2215 5
44	Repairs	1.26	1 8296	11 4748 9
	Total General Expense	40.70	59 6016 5	299 2534 4
	OFFICE EXPENSE			
	SUNDRY	0.66	3 0870	4 8466 8
57	Branch Supervision	0.41	5 1687	30 2476
	HEAT, LIGHT & POWER	0.26	3 9505	19 2072
45	Office Salaries	18.70	30 6994 5	137 5678
	STATIONERY	0.33	5 4717	2 3919 5
46	Postage, ~~Stat'ny~~ and Car Fare	0.84	1 2476 24	6 1752 8
	TEL. AND TEL.	0.44	8 0852	3 2652 6
47	Com'l Ag., L. E.,	0.33	1 2834	2 4094 9
	Total Office Expense	21.97	34 6517 7	161 6079 7
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.57	3 8744 9	18 9290 7
49	Advertising Postage	0.72	3 7997 9	5 3334 8
50	Advertising Material	1.58	1 3246 8	11 6006 4
51	Trade Journals	4.51	9 9380 9	33 1807 9
	Total Advtg. Expense	9.38	18 9370 5	69 0439 4
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.08	27 4934 9	118 3731 5
53	Salesmen's Expenses	11.87	18 4688 2	87 2851 8
	Total Salesmen Expense	27.95	40 9623 1	205 6583 3
	Total Expenses	100%	154 1527 3	735 5584 3
54	Purchases	52.06	191 1843 9	864 3321 3
	Total Expenses and Purchases	96.39	345 3367 2	1599 8905 6
	REVENUES			
55	Sales	100.00	474 4404 1	1660 3017 8
56				
	Total Revenues	100%	474 4404 1	1660 3017 8
	SUMMARY			
	General Expense	18.02	59 6016 5	299 2534 4
	Office Expense	9.73	34 6517 7	161 6079 7
	Manufacturing Expense	27.75	94 2528 7	460 8613 6
	Advertising Expense	4.16	18 9370 5	69 0439 4
	Salesmen Expense	17.39	40 9623 1	205 6583 3
	Selling Expense	16.55	59 8993 6	274 7022 7
	Expenses	44.30	154 1527 3	735 5584 3
	Purchases	52.06	191 1843 9	864 3321 3
	Sales	100.00	474 4404 1	1660 3017 8
	Collections	83.82	407 0570 0	1391 2570 0

RATIOS TO SALES

Purchases				52.06 %
Expenses				44.30 %
General Expense	18.02 %		Advertising Expense	4.16 %
Office Expense	9.73 %		Salesmen Expense	17.39 %
Mfg. Expense	27.75 %		Selling Expense	16.55 %

COLLECTIONS

Average Daily Collections $ 15656.04

Collections—How Made 26 Business Days

Drafts 44 Due 2847 Dis. 2938.

0007 SWP 000032497

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 1915

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 498,211.78
Dis. and Freight	2.85 %	$ 14,219.87
Returned Goods	1.92 %	$ 9,551.09
NET SALES		474,440.41

MISC.	MONTH	TOTAL
Fuel	137676	768636
Water	68347	185160
Freight Inc.	8133.15	48878.79
Freight Out	102215	478558.5
Tonnage Out #	61221.16	2731721.7

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	122122	713784
Branch Office	66 65	433379
Branch Supervision	3 4	51687
Calcimine	11 10	47464
Coach Color	7 8	46800
Dry Color	12 12	81861
Enamel	12 12	94437
Enamel Base	7 7	45618
Experimental	7 7	48415
Factory Lunch	— —	—
Factory Office	15 15	94607
General Office	68 73	433327
Janitors	— —	—
Labeling	31 31	73318
Label Stock	1 2	10580
Laboratory	3 3	29232
Lead and Putty	6 6	29578
Managers	9 9	2203289
Mechanical	29 29	188183
Miscellaneous	— —	190560
Mixed Paint	17 17	94639
Mixed Paint Base	12 12	58833
Oil Color	11 12	63737
Package	15 14	87336
Packing	74 21	124105
Paste Paint	10 10	61244
Printing	81 79	387449
Receiving and Yard	19 14	58655
Red Lead	16 16	132318
Shipping ~~and Cartage~~	8 8	57513
Stock	8 8	35669
Varnish	25 27	191347
White Lead	24 22	160669
CARTAGE	14 14	80773
BRANCH CARTAGE	16 16	361237
Total Pay Roll for Month	701 705	6766535

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes				
Mixed Paint—1st Quality				
Mixed Paint—2nd Quality				
Barn, Bridge, Roof & Met. Pts.				
Floor Paints				
Misc. Mixed Paints				
Liquid Wood Fillers				
Carriage and Wagon Paints				
Top Dressing				
Household and Family Paints				
Neal's Enamel				
Misc. Enamels				
Varnish and Oil Stains				
Furniture Polish				
Reducers				
Floor Wax				
Paint and Varnish Remover				
Oil, Grain. and Distem. Colors				
White Lead and Zinc in Oil				
Paste Wood Filler				
Putty				
R. R. Car and Depot Paints				
Roc-Varno, Loco. and Jack. Ens.				
Gear Filler and Rough Stuff				
Coach Colors				
Dry Colors				
Paste Paint and Primers				
Color Varnish				
Machinery Paint and Iron Filler				
Kalsomine				
Red Lead				
Total—Goods of our Mfr.				
Brushes				
Cutlery				
Dry Colors				
Glass				
Oil and Turpentine				
White Leads				
Miscellaneous				
Total—Jobbing Goods				
Grand Total				

0007 SWP 000032498

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING April 1914

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	✓	478810	
2	Cash in Banks	✓	2141 77762	
3	TURNER, TUCKER & Co.	✓	3844 14400	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.	✓	868405	
8				6115 93777
	BOOK ACCOUNTS			
9	Sales Ledger		1046 14425	
10	RESERVE FOR BAD DEBTS		50 00000	
11	General Ledger Salesman			
12	PREPAID EXPENSE	✓	153 79599	
13				
14				
15				
16	Notes Receivable		144 99226	
	Personal Accounts		268 98223	1211 33773
	PLANT & EQUIPMENT			
17	PLANT & EQUIPMENT		3007 61868	
18	Bldg's in Course of Const'n		2 75338	
19	Mach.—Newly Installed		1 85793	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30		X		3012 22999
	STOCK			
33	Merchandise 1504 521.52			1532 01028
34				
	TOTAL ASSETS	100%		6367 17177
	LIABILITIES			
35	Notes Payable		732 139 00	
	Long Time $ 72139.00			
	Short Time $660,000.00			
	Mdse. $ ——			
36	Accounts Payable		964557	
	BONDS		2000 00000	
	BONDS (TREASURY STOCK)		300 00000	2441 78457
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000 00000	
	Capital Stock—Preferred		1075 00000	
	RESERVE FOR DEPRECIATION		29 75166	
38	RESERVE FOR GENL. PURPOSES		40 000 00	
	RESERVE FOR D. AND E. BUSINESS		316 44547	
39	SURPLUS		463 08307	3925 38720
	Total Liabilities	100%		6367 17177

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	3.11	5 08796	73 25687
40	Factory Salaries	19.09	28 77992	1476 58502
	TAXES	3.00	6 34939	228 37781
41	Interest,	7.72	16 15557	544 45033
	RENT	3.19	4 63896	238 60504
42	Insurance	1.72	2 00897	178 34172
43	Losses	0.52	19011	3 85378
44	Repairs	1.72	2 89078	178 59009
	Total General Expense	39.70	51 56166	2965 49971
	OFFICE EXPENSE			
	SUNDRY	0.14	3 37461	6 31735
57	Branch Supervision	0.94	16 54430	70 47113
	HEAT, LIGHT & POWER	0.29	3 37715	21 38820
45	Office Salaries	20.15	37 15773	1506 18400
	STATIONERY	0.61	1 90299	45 68172
46	Postage, and Car Fare	0.97	1 73447	72 54944
	TEL. AND TEL.	0.49	8 00210	35 81161
47	Com'l Ag., L. E.,	0.43	1 84400	32 03773
	Total Office Expense	24.21	46 74545	1847 28995
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.34	4 97846	249 53460
49	Advertising Postage	0.18	100079	13 51129
50	Advertising Material	3.17	6 88307	237 11296
51	Trade Journals	4.42	11 29047	331 01188
	Total Advtg. Expense	11.11	24 15279	831 18853
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.21	23 11725	1216 19335
53	Salesmen's Expenses	12.57	21 30526	940 01134
	Total Salesmen Expense	28.78	44 42261	2156 20469
	ANNUAL AUDIT ADJ ACCT			32 15623
	Total Expenses	100%	166 82251	7449 61105
54	Purchases	59.06	221 64337	1038 46497
	Total Expenses and Purchases	101.54	388 52588	17858 7602
	REVENUES			
55	Sales	100.00	437 50205	1758 38726
56				
	Total Revenues	100%	437 50205	1758 38726
	SUMMARY			
	ANNUAL AUDIT ADJ. ACCT.			32 15623
	General Expense	16.86	51 56166	2965 49971
	Office Expense	10.51	46 74545	1847 28995
	Manufacturing Expense	25.54	98 30711	4449 21183
	Advertising Expense	4.79	24 15279	831 18853
	Salesmen Expense	12.23	44 42261	2156 20469
	Selling Expense	16.94	68 57540	2987 39322
	Expenses	42.54	166 82251	7449 61105
	Purchases	59.06	221 64337	1038 46497
	Sales	100.00	437 50205	1758 38726
	Collections	86.18	408 30600	1515 33800

RATIOS TO SALES

Purchases			59.06 %
Expenses			42.50 %
General Expense	15.86 %	Advertising Expense	4.73 %
Office Expense	10.51 %	Salesmen Expense	12.23 %
Mfg. Expense	25.54 %	Selling Expense	16.94 %

COLLECTIONS

Average Daily Collections $ 15704.00

Collections—How Made 26 Business Days

Drafts 101 Due 2307 Dis. 1780

0007 SWP 000032499

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 1914

H H & X CO. 11084

MISCELLANEOUS

Gross Sales		$ 472,894.98
Dis. and Freight	3.78 %	$ 17,881.73
Returned Goods	3.70 %	$ 17,511.00
NET SALES		437,502.25

MISC.	MONTH	TOTAL
Fuel	180025	1052784
Water	160128	303487
Freight Inc.	1296491	5234626
Freight Out	1889323	6562001
Tonnage Out #	7751168	31924506

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 4/9 4/13	AMOUNT
Branch Factory	166.16	855202
Branch Office	81.81	513128
Branch Supervision	6.6	165430
Calcimine	10.10	49360
Coach Color	10.9	57316
Dry Color	16.15	990144
Enamel	15.15	88977
Enamel Base	7.7	40227
Experimental	6.6	38313
Factory Lunch	— —	5552
Factory Office	14.14	70281
General Office	83.86	499344
Janitors	— —	—
Labeling	37.37	80982
Label Stock	3.3	12791
Laboratory	3.3	26000
Lead and Putty	8.9	37243
Managers	9.9	270330 1
Mechanical	32.31	167412
Miscellaneous	— —	55455
Mixed Paint	17.27	89557
Mixed Paint Base	13.13	63327
Oil Color	9.9	44192
Package	17.15	81626
Packing	34.32	155001
Paste Paint	12.12	66029
Printing	115.12	497846
Receiving and Yard	17.18	76382
Red Lead	32.32	169731
Shipping	11.9	55249
Stock	11.8	39488
Varnish	31.30	188471
White Lead	28.30	164814
CARTAGE	15.15	132784
BRANCH CARTAGE	19.19	376012
Total Pay Roll for Month	867.79	7765837

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting			44840	2403300
Varnishes			3881	170307
Mixed Paint—1st Quality			8643	312143
Mixed Paint—2nd Quality			1204	44959
Barn, Bridge, Roof & Met. Pts.			1224	40436
Floor Paints			1311	48262
Misc. Mixed Paints			510	18022
Liquid Wood Fillers			176	8170
Carriage and Wagon Paints			1385	56953
Top Dressing			43	2223
Household and Family Paints			185	6371
Neal's Enamel			1603	61653
Misc. Enamels			1684	71815
Varnish and Oil Stains			1784	71697
Furniture Polish			21	1858
Reducers			321	14276
Floor Wax			60	3071
Paint and Varnish Remover			164	6432
Oil, Grain, and Distem. Colors			1269	47798
White Lead and Zinc in Oil			1706	72407
Paste Wood Filler			81	4647
Putty			367	16696
R. R. Car and Depot Paints			529	26673
Roc-Varno, Loco. and Jack. Ens.			690	41592
Gear Filler and Rough Stuff			1040	54733
Coach Colors			530	22212
Dry Colors			305	13096
Paste Paint and Primers			1310	69522
Color Varnish			1329	49068
Machinery Paint and Iron Filler			33	2103
Kalsomine			883	30289
Red Lead			1137	67311
NO LUSTRE FINISH			1804	61496
Total—Goods of our Mfr.			37675	1540923 00
Brushes			900	39624
Cutlery			42	1075
Dry Colors			154	5248
Glass			286	14262
Oil and Turpentine			2515	79951
White Leads			1167	33518
Miscellaneous			1007	80543 78626
Total—Jobbing Goods			60749	05 2174642 6
Grand Total			437502	05 7758387 26

0007 SWP 000032500

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING April 1913.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		213,461.9	
2	Cash in Banks		161,797.34	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		11,417.57	
8				19,456,110
	BOOK ACCOUNTS			
9	Sales Ledger		100,551,246	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		12,231.41	
	Personal Accounts		98,334.41	102,757,728
	PLANT & EQUIPMENT			
17	Plant & Equip.		237,838.47	
18	Bldg's in Course of Const'n		2,737.63	
19	Mach.—Newly Installed		28,370.04	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				2,409,149,184
	STOCK			
33	Merchandise 1,703,978.49			16,736,389,0
34				
	TOTAL ASSETS	100%		530,526,912
	LIABILITIES			
35	Notes Payable		182,045,200	
	Long Time $ 261,467.—			
	Short Time $ 1,551,915.—			
	Mdse. $			
36	Accounts Payable		109,405.24	
	Personal Accounts			183,139,254
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		200,000,000	
	Capital Stock—Preferred		107,077,500	
38	Surplus		40,310,158	347,387,658
39				
	Total Liabilities	100%		530,526,912

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	3.11	50,644.65	239,027.6
40	Factory Salaries	19.94	285,398.16	1,532,267
	TAXES	1.56	12,447.16	119,257.1
41	Interest,	10.53	77,423.9	808,339.9
	RENT	3.10	50,447.5	238,091.5
42	Insurance	1.30	24,315.6	99,581.5
43	Losses	0.82	10,653.6	62,169.4
44	Repairs	2.67	40,641.8	206,449
	Total General Expense	43.02	551,896.5	3,304,647
	OFFICE EXPENSE			
	STATIONERY	0.48	5,354.9	36,474.3
57	Branch Supervision	0.83	8,004.7	64,113.7
	POSTAGE & CARFARE	1.03	12,174.2	79,266.5
45	Office Salaries	14.64	248,674.9	1,124,857.6
	HEAT, LIGHT AND POWER	0.25	2,580.7	19,526.8
46	STATIONERY	0.32	10,331.2	39,957.8
	TELEPHONE & TELEGRAPH	0.49	10,706.2	38,656.7
47	Com'l Ag., L. E.,	0.36	4,930.5	27,810.2
	Total Office Expense	18.60	312,706.0	1,430,772
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.28	50,965.9	254,410.6
49	Advertising Postage	0.09	3,028.0	6,843.5
50	Advertising Material	2.41	71,948.3	185,356.0
51	Trade Journals	4.42	11,862.9	32,652.0
	Total Advtg. Expense	10.20	237,605.1	784,402
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15.49	279,943.1	1,190,470.5
53	Salesmen's Expenses	12.68	214,045.5	974,149.2
	Total Salesmen Expense	28.17	576,988.4	2,164,967
	Total Expenses	100%	1,629,196.3	7,683,731.9
54	Purchases	53.93	2,023,893.4	9,257,702.5
	Total Expenses and Purchases	98.24	3,653,089.7	17,035,434.4
	REVENUES			
55	Sales	—	4,518,521.1	17,338,830.3
56				
	Total Revenues	100%	4,518,521.1	17,338,830.3
	SUMMARY			
	General Expense	19.06	551,896.5	3,304,647
	Office Expense	8.25	312,706.0	1,430,772
	Manufacturing Expense	27.31	864,602.5	4,734,419
	Advertising Expense	4.52	237,605.1	784,402.3
	Salesmen Expense	12.48	576,988.4	2,164,967
	Selling Expense	17.00	814,593.5	2,949,369.0
	Expenses	44.31	1,629,196.3	7,683,731.9
	Purchases	53.93	2,023,893.4	9,257,702.5
	Sales	100.00	4,518,521.1	17,338,830.3
	Collections	90.22	4,077,410.0	15,652,410.0

RATIOS TO SALES

Purchases			53.93 %
Expenses			44.31 %
General Expense	19.06 %	Advertising Expense	4.52 %
Office Expense	8.25 %	Salesmen Expense	12.48 %
Mfg. Expense	27.31 %	Selling Expense	17.00 %

COLLECTIONS

Average Daily Collections $ 17,785.69

Collections—How Made 26 Business Days

Drafts 62 Due 2967 Dis. 2858

0007 SWP 000032501

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 1913.

H. B. & K. CO. 11084

MISCELLANEOUS

Gross Sales		$ 479,484.07
Dis. and Freight	3 75 %	$ 17,971.96
Returned Goods	2 01 %	$ 9,660.00
NET SALES		451,852.11

MISC.	MONTH	TOTAL
Fuel	338836	1145635
Water	149358	329261
Freight Inc.	626268	5301976
Freight Out	1447253	6278738
Tonnage Out #	760584	2678439

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 4/12	NO. EMP. 4/26	AMOUNT
Branch Factory	182	181	89333.7
Branch Office	79	77	49192.3
Branch Supervision	5	5	8004.7
Calcimine	12	10	51230
Coach Color	12	12	69714
Dry Color	19	22	104933
Enamel	13	13	80012
Enamel Base	7	7	39189
Experimental	5	5	43178
Factory Lunch	—	—	5745
Factory Office	19	18	89741
General Office	91	88	486266
Janitors	2	2	8642
Labeling	26	28	64810
Label Stock	4	4	15810
Laboratory	3	3	26000
Lead and Putty	8	7	37850
Managers	9	9	150856
Mechanical	35	34	197001
Miscellaneous	—	—	1761
Mixed Paint	18	19	82872
Mixed Paint Base	18	15	67346
Oil Color	10	10	41183
Package	14	14	71920
Packing	29	34	146418
Paste Paint	14	17	75814
Printing	35	34	50965
Receiving and Yard	21	29	68187
Red Lead	27	32	149218
Shipping and Cartage	11	10	48133
Stock	7	7	38626
Varnish	26	26	169858
White Lead	43	40	170953
CARTAGE	18	15	137921
BRANCH CARTAGE	18	19	368534
Total Pay Roll for Month	940	946	6435901

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	1470612	7251915	6148	30426
Varnishes	116778	560726	39116	155066
Mixed Paint—1st Quality	49530	217240	92426	302447
Mixed Paint—2nd Quality	7646	34143	10463	36739
Barns, Bridge, Roof & Met. Pts.	11986	59997	9944	31360
Floor Paints	7011	37846	13627	43408
Misc. Mixed Paints	4316	18330	14780	47506
Liquid Wood Fillers	1556	11207	1679	8280
Carriage and Wagon Paints	5727	29903	13192	53413
Top Dressing	188	856	530	2135
Household and Family Paints	907	3211	1518	5354
Neal's Enamel	15999	76209	14716	56598
Misc. Enamels	5873	28326	12255	58684
Varnish and Oil Stains	13211	44979	20174	65884
Furniture Polish	183	2189	196	1037
Reducers	5893	32015	2591	13749
Floor Wax	994	8470	643	2840
Paint and Varnish Remover	1410	5988	2563	11192
Oil, Grain, and Distem. Colors	137787	540555	12816	53731
White Lead and Zinc in Oil	265509	1303595	28210	74667
Paste Wood Filler	14505	59098	1126	4430
Putty	174003	676335	4044	17727
R. R. Car and Depot Paints gal	14147	41361		
R. R. Car and Depot Paints #	11460	393947	4724	35144
Roe-Varna, Loco. and Jack. Eng.	17208	79330	22808	87669
Gear, Filler and Rough Stuff gal	4573	28189		
Gear, Filler and Rough Stuff #	47505	274153	13451	67745
Coach Colors	27271	139759	5492	29086
Dry Colors	193250	1002436	4977	21654
Paste Paint and Primers	206022	1271616	13416	76861
Color Varnish	4514	18353	3357	13194
Machinery Paint and Iron Filler	8927	38135	169	2303
Kalsomine	204094	664789	8385	25698
Red Lead			15539	62759
NO LUSTRE FINISH			12375	45819
Total—Goods of our Mfr.			400082	1541407
Brushes			6509	23631
Cutlery			207	471
Dry Colors			333	363
Glass			3088	13986
Oil and Turpentine			18243	71476
White Leads			10061	29306
Miscellaneous			133291	542403
Total—Jobbing Goods			517701	1924603
Grand Total	3050595	14965195	4518521	17388303

0007 SWP 000032502

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING April 1912

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		2007982	
2	Cash in Banks		7123159	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1588285	
8				10719426
	BOOK ACCOUNTS			
9	Sales Ledger		9577874	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		2710697	
	Personal Accounts			9848571
	PLANT & EQUIPMENT			
17	Plant & Equipment		23658738	
18	Bldg's in Course of Const'n		2264	
19	Mach.—Newly Installed		1004386	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				23658386 0
				34678585 7
	STOCK			
33	Merchandise 1,663,443.25			16734160 2
34				
	TOTAL ASSETS	100%		51417745 9
	LIABILITIES			
35	Notes Payable		16550500 0	
	Long Time $360,050.00			
	Short Time $1295,000.00			
	Mdse. $			
36	Accounts Payable		1642688	
	Personal Accounts		6157746	17322434
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 0	
	Capital Stock—Preferred		10689500 0	
38	Surplus		3398025	
39				34087802 5
	Total Liabilities	100%		51417745 9

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23 47	3275932	14989452
41	Interest, Taxes and Rent	12 79	958202	8166073
42	Insurance	1 46	186701	929563
43	Losses	—	61023	1256
44	Repairs	2 89	297732	1848193
	Total General Expense	40 61	4657545	25932015
	OFFICE EXPENSE			
57	Branch Supervision	2 16	243192	1381322
45	Office Salaries	8 76	1459192	5595811
46	Postage, Stat'n'y and Car Fare	2 79	380681	1780649
47	Com'l Ag., L. E., Tel. and Tel.	1 20	140161	765212
	Total Office Expense	14 91	2223226	9522994
	ADVERTISING EXPENSE			
48	Advertising Salaries	3 44	448855	2197580
49	Advertising Postage	0 43	156485	273406
50	Advertising Material	1 62	297457	1033307
51	Trade Journals	9 00	1288653	5748253
	Total Advtg. Expense	14 49	2091450	9252546
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 99	2485048	11489341
53	Salesmen's Expenses	12 00	1864519	7657462
	Total Salesmen Expense	29 99	4349567	19146803
	Total Expenses	100%	13321788	63854358
54	Purchases	58 44	19229974	88332401
	Total Expenses and Purchases		32551762	152186759
	REVENUES			
55	Sales	—	41874835	151135482
56				
	Total Revenues	100%	41874835	151135482
	SUMMARY			
	General Expense	17 16	4657545	25932015
	Office Expense	6 30	2223226	9522994
	Manufacturing Expense	23 46	6880771	35456009
	Advertising Expense	6 17	2091450	9252546
	Salesmen Expense	12 67	4349567	19146803
	Selling Expense	18 73	6441017	28398349
	Expenses	42 25	13321788	63854358
	Purchases	58 44	19229974	88332401
	Sales	100 00	41874835	151135482
	Collections	90 10	40701200	137243900

RATIOS TO SALES

Purchases			58 44 %
Expenses			42 25 %
General Expense	17 16 %	Advertising Expense	6 17 %
Office Expense	6 30 %	Salesmen Expense	12 67 %
Mfg. Expense	23 46 %	Selling Expense	18 73 %

COLLECTIONS

Average Daily Collections $ 15654.30

Collections—How Made 26 Business Days

Drafts 74 Due 2673 Dis. 2373

0007 SWP 000032503

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 1912

H. H. & K. CO. 11084

MISCELLANEOUS

Gross Sales	$	445814.22
Dis. and Freight	3.99 % $	17805.52
Returned Goods	2.08 % $	9261.00
NET SALES		418,748.35

MISC.	MONTH	TOTAL
Fuel	5192.18	12370.07
Water	1452.92	3305.61
Freight Inc.	9234.04	41683.95
Freight Out	17980.61	54223.08
Tonnage Out	358001.5	1433330.05

RECORD OF ORDERS FOR MONTH

Received-Acme	17851	Received per Day-Acme Average	686
Received-Peninsular	654	Received per Day-Pen. Average	25
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED	18505	Total Average per Day	711
		Average Amount of Each Order $	22.63

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	17177	122851.13
Branch Office	7272	53138.7
Branch Supervision	77	2431.92
Calcimine	1110	4564.2
Coach Color	1515	7932.2
Dry Color	1824	9477.73
Enamel	1314	6423.6
Enamel Base	88	3785.5
Experimental	66	4216.9
Factory Lunch		491.3
Factory Office	1618	9446.2
General Office	8792	46549.7
Janitors	22	840.6
Labeling	3631	7018.0
Label Stock	33	93.91
Laboratory	23	360.00
Lead and Putty	87	3393.3
Managers	99	4623.08
Mechanical	3534	16180.4
Miscellaneous		2322.2
Mixed Paint	1850	8384.6
Mixed Paint Base	1515	616.43
Oil Color	1012	3972.8
Package	1313	7401.4
Packing	3531	14506.2
Paste Paint	1414	7345.4
Printing	12811	44885.5
Receiving and Yard	3340	4736.0
Red Lead	3028	1069.93
Shipping and Cartage	2526	1831.43
Stock	99	2672.1
Varnish	2625	1636.59
White Lead	5051	2054.88
Total Pay Roll for Month	93,927	504371.71

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	144610	1273.25	5625	24313
Varnishes	12473	51954.0	28531	137070
Mixed Paint—1st Quality	3898.9	17724.3	84400	236546
Mixed Paint—2nd Quality	1084.7	3802.8	12943	40393
Barn, Bridge, Roof & Met. Pts.	1016.2	4321.8	8197	26915
Floor Paints	1274.4	3393.4	1297.9	3607.1
Misc. Mixed Paints	522.2	1852.6	13478	32420
Liquid Wood Fillers	179.1	1214.7	1924	8746
Carriage and Wagon Paints	575.1	3735.6	1394	4788.7
Top Dressing	29.9	122.0	93	224.2
Household and Family Paints	59.0	218.6	1543	472.9
Neal's Enamel	1583.5	5304.6	2567.8	8051.9
Misc. Enamels	628.9	3415.9	884.6	5133.4
Varnish and Oil Stains	1270.2	3961.3	1942.1	5557.4
Furniture Polish	12.6	66.1	27.6	137.2
Reducers	632.8	3854.7	257.4	1811.8
Floor Wax	213.9	931.5	74.7	226.5
Paint and Varnish Remover	144.2	619.0	217.9	1010.5
Oil, Grain. and Distem. Colors	12067.2	47403.9	1052.6	3854.4
White Lead and Zinc in Oil	17309.4	104185.9	2341.8	6868.8
Paste Wood Filler	1381.5	5420.6	91.6	437.1
Putty	13282.1	51558.4	312.7	1343.4
R. R. Car and Depot Paints	5465.6	27831.8	537.9	3400.0
Roc-Varno, Loco. and Jack. Ens.	1019.6	5505.4	1423.5	8494.2
Gear Filler and Rough Stuff	631.1	3552.9	1363.3	7501.2
Coach Colors	490.8	3076.3	908.5	4551.6
Dry Colors	4083.4	21045	388.4	2418.7
Paste Paint and Primers	16493.8	89199.8	1510.4	7691.9
Color Varnish	27088.5	125740.6	330.2	1266.3
Machinery Paint and Iron Filler	454.5	1697.2	194.2	377.2
Kalsomine	1502.8	5553.9	555.1	1831.1
Red Lead	15918.9	54275.7	741.3	1919.6
Total—Goods of our Mfr.			36134.3	133617.4
Brushes			562.4	1803
Cutlery			9.1	39.1
Dry Colors			166.7	608.9
Glass			248.1	962.5
Oil and Turpentine			2497.4	6599.6
White Leads			868.4	2376.6
Miscellaneous			13884.3	55131.08
			57405.3	175180.82
Total—Jobbing Goods				
Grand Total	199320	1299241	41874.8	351354.82

0007 SWP 000032504

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING April 30 1911

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		5978.73	
2	Cash in Banks		102624.03	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		7491.91	
8				116094.67
	BOOK ACCOUNTS			
9	Sales Ledger		884038.72	
10	General Ledger Misc.		38379.17	
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		18287.44	
	Personal Accounts		[illegible]	895683.40
	PLANT & EQUIPMENT		2116386.71	
17				
18	Bldg's in Course of Const'n		53908.68	
19	Mach.—Newly Installed		12647.96	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				2182943.35
	STOCK			
33	Merchandise 1,185,346.27			1351098.40
34				
	TOTAL ASSETS	100%		4545819.82
	LIABILITIES			
35	Notes Payable		1388582.38	
	Long Time $2935828.86			
	Short Time $985000.00			
	Mdse. $			
36	Accounts Payable		7940.50	
	Personal Accounts			1396522.88
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000.00	
	Capital Stock—Preferred		750000.00	
38	Surplus		399296.94	
39				3149296.94
	Total Liabilities	100%		4545819.82

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	23.11	358859.4	1319680.6
41	Interest, Taxes and Rent	10.95	58025.0	625473.7
42	Insurance	1.16	2332.35	6682.50
43	Losses	.28	143.71	1025.32
44	Repairs	4.28	29354.1	238293.4
	Total General Expense	39.58	468124.9	2259726.1
	OFFICE EXPENSE			
57	Branch Supervision	1.88	27328.9	107227.8
45	Office Salaries	11.19	151264.7	638960.4
46	Postage, Stat'n'y and Car Fare	2.30	3822.8	131361.0
47	Com'l Ag., L. E., Tel. and Tel.	.85	10735.1	48556.7
	Total Office Expense	16.22	193151.5	926155.9
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.42	65089.5	194849.9
49	Advertising Postage	.56	18400.4	31963.8
50	Advertising Material	1.71	41309.2	97528.5
51	Trade Journals	10.95	170328.9	624684.9
	Total Advtg. Expense	16.64	295128.0	949027.1
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.35	193432.0	933228.5
53	Salesmen's Expenses	11.21	168943.8	639919.7
	Total Salesmen Expense	27.56	362375.8	1573146.2
	Total Expenses	100%	1318780.2	5708052.3
54	Purchases	69.34	1590634.0	9159859.5
	Total Expenses and Purchases	112.54	2909414.2	14867911.8
	REVENUES			
55	Sales		3101619.0	13210395.5
56				
	Total Revenues	100%	3101619.0	13210395.5
	SUMMARY			
	General Expense	17.10	468124.9	2259726.1
	Office Expense	7.01	193151.5	926155.9
	Manufacturing Expense	24.11	661276.4	3185882.0
	Advertising Expense	7.18	295128.0	949027.1
	Salesmen Expense	11.98	362375.8	1573146.2
	Selling Expense	19.16	657503.8	2522173.3
	Expenses	43.21	1318780.2	5708052.3
	Purchases	69.34	1590634.0	9159859.5
	Sales	100.00	3101619.0	13210395.5
	Collections	93.05	3553560.3	[illegible]

RATIOS TO SALES

Purchases			69.34 %
Expenses			43.21 %
General Expense	17.10 %	Advertising Expense	7.18 %
Office Expense	%	Salesmen Expense	11.98 %
Mfg. Expense	%	Selling Expense	19.16 %

COLLECTIONS

Average Daily Collections $14214.24

Collections—How Made 25 Business Days

Drafts 57 Due 2230 Dis. 1567

0007 SWP 000032505

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 30 1911

H. H. & K. Co. 11084

MISCELLANEOUS

Gross Sales		$ 337,283.66
Dis. and Freight	5 32 %	$ 17,964.76
Returned Goods	2 72 %	$ 9,157.00
NET SALES		310,161.90

MISC.	MONTH	TOTAL
Fuel	3098.36	9267.27
Water	562.78	1916.03
Freight Inc.	5945.91	29292.21
Freight Out	7700.44	51435.73
Tonnage Out	25569.86	128044.39

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 3/29	4/12	4/26	AMOUNT
Branch Factory	133	133	133	11218.83
Branch Office	79	79	79	3013.55
Branch Supervision	8	8	8	273.28
Calcimine	10	8	10	571.89
Coach Color	18	17	16	1259.30
Dry Color	19	18	18	1503.91
Enamel	11	11	12	1035.93
Enamel Base				
Experimental	4	4	3	399.83
Factory Lunch				48.77
Factory Office	7	7	7	659.25
General Office	79	80	79	6273.90
Janitors	3	3	3	161.66
Labeling	25	25	23	846.35
Label Stock	3	3	2	125.32
Laboratory	2	2	2	228.48
Lead and Putty	9	9	10	573.78
Managers	9	9	9	5839.02
Mechanical	46	45	43	3457.00
Miscellaneous				100.00
Mixed Paint	15	15	15	1100.57
Mixed Paint Base	14	14	15	820.62
Oil Color	12	13	10	871.32
Package	13	13	13	1099.84
Packing	22	22	23	1526.81
Paste Paint	14	14	15	1056.94
Printing	108	119	108	650.95
Receiving and Yard	32	22	21	151.86
Red Lead				
Shipping and Cartage	23	25	25	3222.91
Stock	6	6	7	383.40
Varnish	25	25	25	2294.55
White Lead				
Total Pay Roll for Month	749	748	733	60254.25

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	11 45225	51696.10	4228	16854
Varnishes	8894	47586.6	29213	121285
Mixed Paint—1st Quality	40576	222415	58476	217754
Mixed Paint—2nd Quality	10470	55818	13861	56806
Barn, Bridge, Roof & Met. Pts.	10017	36368	5265	23052
Floor Paints	4081	26015	6519	27947
Misc. Mixed Paints	6370	35739	7180	35871
Liquid Wood Fillers	2319	11337	1922	8291
Carriage and Wagon Paints	7821	44587	11475	50255
Top Dressing	180	6085.0	422	1830
Household and Family Paints	458	3348	1022	4814
Neal's Enamel	24588	53108	17140	70982
Misc. Enamels	4201	47970	8761	50783
Varnish and Oil Stains	7955	29430	13846	52589
Furniture Polish	116	432	261	1218
Reducers	3000	42804	3303	17302
Floor Wax	1152	4962	437	1784
Paint and Varnish Remover	1067	4029	1770	7094
Oil, Grain, and Distem. Colors	99952	410981	7823	34781
White Lead and Zinc in Oil	246246	1208022	11145	51336
Paste Wood Filler	8159	532804	653	3724
Putty	96418	494528	2276	11932
R. R. Car and Depot Paints	1718	17411	3482	22322
Roc-Varno, Loco. and Jack. Ens.	4032	13015	18845	76651
Gear Filler and Rough Stuff	45101 / 1742	285977 / 52054	15678	90084
Coach Colors	8578.5	345696	8307	37154
Dry Colors	204142	1095574	2688	12492
Paste Paint and Primers	20805	140694	15408	85381
Color Varnish	4251	25209	2868	13307
Machinery Paint and Iron Filler			225	3442
Kalsomine	1249.09	552961	4861	22537
Red Lead				
PASTE FOR MIXING DEPT.	99989	446978 3		
DRY COLOR REGRIND FOR PAINT DEPT.	3620	230429		
Total—Goods of our Mfr.			27936.0	122911.4
Brushes			2830	9252
Cutlery			38	319
Dry Colors			1716	2148
Glass			1006	4272
Oil and Turpentine			14373	40501
White Leads			4108	11058
Miscellaneous		1000	6730.90	24375.55
Total—Jobbing Goods			30801.90	91925.55
Grand Total	349336.0	1746643.6	310161.90	1321039.55

0007 SWP 000032506

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING April 30th 1910

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		687698	
2	Cash in Banks		6718120	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		391777	
8				77975.95
	BOOK ACCOUNTS			
9	Sales Ledger		13252754 5	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		3605229	
	Personal Accounts		681524 04	204285178
	PLANT & EQUIPMENT		112248400	
17				
18	Bldg's in Course of Const'n		1165917	
19	Mach.—Newly Installed		2610360	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				11602467
	STOCK			
33	Merchandise 828750.80			7967883 5
34				
	TOTAL ASSETS	100%		40778628 5
	LIABILITIES			
35	Notes Payable		9221751	
	Long Time $262175.51			
	Short Time $660,000.00			
	Mdse. $			
36	Accounts Payable		2137788	
	Personal Accounts			
				94355339
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000	
	Capital Stock—Preferred		75000000	27500000
38	Surplus			38430946
39				
	Total Liabilities	100%		40778628 5

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22 13	3399335	12561452
41	Interest, Taxes and Rent	13 02	479972	7387271
42	Insurance	1 13	84863	651523
43	Losses	42	45551	238160
44	Repairs	4 40	453810	2495729
	Total General Expense	44 10	4463531	23331135
	OFFICE EXPENSE	2 02	241506	1141258
57	Branch Supervision			
45	Office Salaries	9 93	1361664	5636478
46	Postage, Stat'n'y and Car Fare	2 41	327732	1371665
47	Com'l Ag., L. E., Tel. and Tel.	77	101456	437002
	Total Office Expense	15 13	2032358	8586406
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 28	708005	2402842
49	Advertising Postage	73	176042	410287
50	Advertising Material	4 12	595144	2356750
51	Trade Journals	8 34	1725241	4744132
	Total Advtg. Expense	17 46	3204432	9914011
	SALESMEN EXPENSE			
52	Salesmen's Salaries	14 83	1809130	8420164
53	Salesmen's Expenses	11 48	1420473	6516339
	Total Salesmen Expense	26 31	3229603	14936503
	Total Expenses	100%	12929924	56768055
54	Purchases		18835914	90347993
	Total Expenses and Purchases		31765838	147116048
	REVENUES			
55	Sales		45283881	150312293
56				
	Total Revenues	100%	45283881	150312293
	SUMMARY			
	General Expense	15 52	4463531	23331135
	Office Expense	5 71	2032358	8586406
	Manufacturing Expense	21 23	6495889	31917541
	Advertising Expense	6 59	3204432	9914011
	Salesmen Expense	9 94	3229603	14936503
	Selling Expense	16 53	6434035	24850514
	Expenses	37 76	12929924	56768055
	Purchases	60 10	18835914	90347993
	Sales		45283881	150312293
	Collections	50 30	40016661	120660563

RATIOS TO SALES

Purchases				60 10 %
Expenses				37 76 %
General Expense	15 52 %		Advertising Expense	6 59 %
Office Expense	5 71 %		Salesmen Expense	9 94 %
Mfg. Expense	21 23 %		Selling Expense	16 53 %

COLLECTIONS

Average Daily Collections $ 15,391.02

Collections—How Made 26 Business Days

Drafts 67 Due 12500 Dis. 13702

0007 SWP 000032507

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 30 1910

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 476218.65
Dis. and Freight	4 90 %	$ 23379.84
Returned Goods	%	$ 452838.81
NET SALES		

MISC.	MONTH	TOTAL
Fuel	25371.7	118833.35
Water	1059.34	21754.49
Freight Inc.	5139.55	31411.70
Freight Out	12045.52	59967.83
Tonnage Out	45457.06	172875.07

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 4/2	4/16	4/30	AMOUNT
Branch Factory	111	111	111	5441.98
Branch Office	35	35	35	1810.01
Branch Supervision	7	7	7	241.5.06
Calcimine	15	15	14	938.67
Coach Color	25	25	27	1860.49
Dry Color	26	26	26	1633.82
Enamel	7	7	7	699.27
Enamel Base				
Experimental	3	3	3	359.17
Factory Lunch				60.60
Factory Office	7	7	7	538.07
General Office	100	100	100	6865.01
Janitors	12	12	22	1294.69
Labeling	35	36	34	1087.47
Label Stock	3	3	3	160.21
Laboratory	2	2	2	244.78
Lead and Putty	13	14	14	765.66
Managers	9	9	9	4941.62
Mechanical				
Miscellaneous	41	40	49	2451.22
Mixed Paint	19	19	20	1251.79
Mixed Paint Base	20	19	21	1299.54
Oil Color	14	13	13	979.73
Package	16	16	15	1131.83
Packing	38	38	41	2267.73
Paste Paint	16	17	17	1304.97
Printing	137	135	134	7078.05
Receiving and Yard	17	19	19	1183.37
Red Lead				
Shipping and Cartage	24	23	25	2471.84
Stock	7	7	7	450.10
Varnish	31	31	29	2270.39
White Lead	45	43	43	2486.24
Stain Div. & Lge.	6	6	6	4428.05
Misc. Fcty. Br. C.				133.75
Total Pay Roll for Month	531	530	531	57103.10

RECORD OF ORDERS FOR MONTH

Received-Acme	7978	Received per Day-Acme Average	307
Received-Peninsular	711	Received per Day-Pen. Average	27
Received-~~Lincoln~~ TEX	59	Received per Day-Rex. Average	2
TOTAL RECEIVED	8748	Total Average per Day	336
		Average Amount of Each Order $	51.76

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes	108954	533777	320684	1300987.9
Mixed Paint—1st Quality	71735	309777	1265221	2535236.21
Mixed Paint—2nd Quality	20376	65649	155693.3	483469.7
Barn, Bridge, Roof & Met. Pts.	116647	438990	815019	2318478
Floor Paints	9141	38808	120701	363371.6
Misc. Mixed Paints	9058	28052	1835716	4050828
Liquid Wood Fillers	1822	13851	214387	964183
Carriage and Wagon Paints	9050	37424	1921296	6442366
Top Dressing	163	1175	79537	263863
Household and Family Paints	1176	3882	173943	520018
Neal's Enamel	4738	18485	1884822	6311185
Misc. Enamels	9621	42116	1282261	4787519
Varnish and Oil Stains	8572	30950	1936402	5863495
Furniture Polish	172	825	113646	211961
Reducers	14314	53306	595175	1873591
Floor Wax	2381	8048	48418	181456
Paint and Varnish Remover	1607	5807	257703	834020
Oil, Grain, and Distem. Colors	110616	442240	1257318	3925277
White Lead and Zinc in Oil	369285	1593825	2134079	9272992
Paste Wood Filler	9876	40966	103537	310171
Putty	132499	682137	236055	1391819
R. R. Car and Depot Paints	2265	14104	867319	3134648
Roc-Varno, Loco. and Jack. Ens.	5848	19769	1929986	6433839
Gear Filler and Rough Stuff #/gal	8622 / 1715	34671 / 67920	256738	968017.6
Coach Colors	104090	438692	1062839	3671705
Dry Colors	108260	1061807	393858	1574793
Paste Paint and Primers	167530	2094134	1966089	8754655
Color Varnish	6148	32447	346704	1506552
Machinery Paint and Iron Filler				73354
Kalsomine	153619	597741	681527	2153471
Red Lead				
Paste for Mix. Dept.	1585017	6397934		
Whiting	1195372	5534346	371346	2064485
Total—Goods of our Mfr.				
Brushes			164728	382974
Cutlery				
Dry Colors				
Glass			80156	487594
Oil and Turpentine	2556	7069	766673	1946774
White Leads				
Miscellaneous	14695	64734	573701	2207238
Dry. Col. Rgrd. for Phila.		13054		
Total—Jobbing Goods				
Grand Total	4850940	20704812	4538880	15031229.3

0007 SWP 000032508

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING April 30 1909

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		10443.22	
2	" in B'k		3750805	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		688628	
8				5483755
	BOOK ACCOUNTS			
9	Ledger A (Accounts Receivable)			
10	Ledger B-E			
11	Ledger F-Q		14103408 6	
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		10449981	
	Personal Accounts		99125279	61396601
	REAL ESTATE			
17	St. Aubin Ave.		47832874	
18	In Course of Construction		14752719	
19				12585593
20				
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes			
23	Mach.-Dry Colors		4384221	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed			
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.		174827	
30	Branch Furn. and Fix.		1139062	
31				
32				45156100
	STOCK			
33	Merchandise 691,249.32			72114453
34				
	Total Assets	100 %		346736507
	LIABILITIES			
35	Notes Payable		11022310 0	
	Long Time $ 187,231.00			
	Short Time $ 915,000.00			
	Mdse. $			
36	Accounts Payable		4814231	
	Personal Accounts			115037331
	CAPITAL ACCOUNTS (Gen Ru)		147535000	
37	Capital Stock		75000000	222535000
38	Surplus			9164171
39				
	Total Liabilities	100 %		346736507

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21 23	2784781	10768498
41	Interest, Taxes and Rent	14 43	748390	7324966
42	Insurance	69	40288	351756
43	Losses	128	188086	652406
44	Repairs	527	546109	2672366
	Total General Expense	42 90	4307654	21769983
	OFFICE EXPENSE			
45	Office Salaries	12 07	1189418	6125156
46	Postage, Stationery and Car Fare	181	172675	922450
47	Com'l Ag., L. E., Tel and Tel.	81	140645	411389
	Total Office Expense	14 69	1502738	7458995
	ADVERTISING EXPENSE			
48	Advertising Salaries	384	548345	1948804
49	Advertising Postage	76	204478	387450
50	Advertising Material	328	335855	1660174
51	Trade Journals	403	1039898	2049121
	Total Advtg. Expense	11 91	2128576	6040549
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17 06	1852370	8657031
53	Salesmen's Expenses	13 44	1346468	6816830
	Total Salesmen Expense	30 50	3198838	15473861
	Total Expenses	100 %	11137806	50743388
54	Purchases	58 75	13862170	68039777
	Total Expenses and Purchases	102 58	24999976	118783165
	REVENUES			
55	Sales	—	31426497	115793644
56				
	Total Revenues	100 %	31426497	115793644
	SUMMARY			
	General Expense	18 80	4307654	21769983
	Office Expense	6 44	1502738	7458995
	Manufacturing Expense	25 24	5810392	29228978
	Advertising Expense	5 21	2128576	6040549
	Salesmen Expense	13 36	3198838	15473861
	Selling Expense	18 57	5327414	21514410
	Expenses	43 82	11137806	50743388
	Purchases	58 75	13862170	68039777
	Sales	—	31426497	115793644
	Collections	78 54	24495569	90974838

RATIOS TO SALES

Purchases			58 75 %
Expenses			43 82 %
General Expense	18 80 %	Advertising Expense	5 21 %
Office Expense	6 44 %	Salesmen Expense	13 36 %
Mfg. Expense	25 24 %	Selling Expense	18 57 %

COLLECTIONS

Average Daily Collections $9421 37

Collections—How Made

Drafts 87 Due 1407 Dis. 1216 26 Business Days

0007 SWP 000032509

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 30 1909

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	6588
Received-Peninsular	847
Received-Electro	16
" Rexora	69
TOTAL RECEIVED	7520
Received Per Day-Acme Average	253
Received Per Day-Pen. Average	33
Received Per Day-Elec. Average	1
" " Rex "	3
Total Average Per Day	290
Average Amount Each Order $	41.79
Gross Sales $	320198.13
Dis. and Freight 4 28 % $	15933.16
NET SALES	314264.97

MISC.	MONTH	TOTAL
Fuel	259826	1073790
Water	15101	111990
Freight Inc.	507232	2918021
Freight Out	1436267	4937749
Tonnage Out #	35950 75	156 60260

PAY ROLL ANALYSIS

DEPTS.	NO. EMP.	AMOUNT
Varnish	30 31 31	219857
Dry Color	20 20 20	135302
Package	13 13 13	98704
Receiving and Yard	11 13 13	87469
Mechanical	323232	278355
Printing	80 79 79	564570
Coach Color	15 15 15	88062
Label	45 43 43	112183
Enamel-Mfg., Cge. and R. R.	5 5 5	39822
Mixed Paint Base	14 12 14	74949
Acme Mixed Paint	17 19 19	108228
Jobbing	2 2 1	9861
Real Pleur	19 24 21	142336
Paste and Oil Colors	14 14 14	98907
Lead and Putty	10 10 10	55874
Packing	35 37 37	175054
Shipping and Cartage	21 20 21	211226
Stain-Finish & Lge Pt.	6 6 6	38559
Calcimine	9 8 9	57602
Experimental & Cal Lge	14 14 14	108759
Laboratory	2 2 2	32233
Label Stock	4 3 3	12338
Stock	7 7 7	52338
Factory Office	7 7 7	38727
General Office	83 82 84	580021
Managers	9 9 9	470830
Branch Office	23 23 23	158567
Supervisors	81 81 81	6226
Branch Factory		490237
Factory Lunch		
Total Pay Roll For Month	628 631 633	4527295

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	3653	12851	49854	178033
Varnishes	97856	431694	2818640	12438283
Mixed Paint—1st Quality	61696	225578	7354609	21970113
Mixed Paint—2nd Quality	12381	47347	785573	3333577
Barn, Bridge, Roof and Met. Pts.	6493	25395	379577	1281050
Floor Paints	8322	29048	801362	2544170
Misc. Mixed Paints	8000	34998	1103989	2735315
Liquid Wood Fillers	1400	13374	176451	831304
Carriage and W. and I. Paints	7523	36193	1516803	5567258
Top Dressing	660	1560	59450	239529
Household and Family Paints	1337	3836	166791	533020
Neal's Enamels	1212	9055	1166607	4028632
Misc. Enamels	13864	44942	2082658	6728786
Varnish and Oil Stains	5015	28628	1744468	4802914
Furn. Polish and Gold Pt.	192	3487	65611	460044
Reducers (Sales)	10958	52641	613859	2380051
Floor Wax	720	7840	35610	143270
Paint and Varnish Remover	1122	4326	195666	720792
Oil, Grain and Distem. Colors	78627	260165	9162933	3151792
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	252089	1408620	2089259	8673891
Paste Wood Fillers	9837	41220	84467	315498
Putty	174604	682094	3237339	1239820
Railroad Car and Depot Pts.	1155	30782	524589	2949631
Roc Varno, Loco. and Jack. Ens.	3294	15588	371	167718
Gear Filler and Rough Stuff gal.	75508	283224	1328910	5343255
Coach Colors	8588	39010		
Dry Colors	57194	244821	866036	3091310
Eclipse Paste Paints and Prs.	210480	1029803	333286	1569594
Eclipse Color Varnish	284718	1888903	1517958	7094671
Wayne Mach. Pt. and Iron Fls.	4240	18972	506353	1752691
Calcimine	7334	17243	35256	103588
Paste Pt. for Mix Dept.	230029	636577	1046722	2656729
Whiting	1022009	3597738		
Brushes	1328542	6175653	431471	2100477
Glass			56460	225241
			60105	257073
Miscellaneous	87851	379648	20907	981524
Totals	4188512	17762851	31426497	115793644

0007 SWP 000032510

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING April 30 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		198055	
2	" " " in B'k		15139374	
3	B'k			
4	B'k			
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.		848201	
8				16185630
	BOOK ACCOUNTS			
9	Ledger A			
10	Ledger B-E			
11	Ledger F-Q (SALES LEDGERS)		178071707	
12	Ledger R-ZZ			
13	Ledger PN-ES			
14				
15				
16	Notes Receivable		5947052	
	Personal Accounts		7686615	141705369
	REAL ESTATE			
17	St. Aubin Ave.		40332874	
18	In Course of Construction		13414720	
19				
20				53747594
	EQUIPMENT			
21	Mach.-Paints			
22	Mach.-Varnishes (MCHY)			
23	Mach.-Dry Colors		34740400	
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed		415995	
27				
28	Furn., Fix. and Library Branch		609457	
29	Horses, Wagons, Etc.		129857	
30	Branch Furn. and Fix.			
31				
32				35063719
	STOCK			
33	Merchandise			95953206
34	8509182 44			
	Total Assets	100 %		342655518

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	17.5	1542215	6849849
41	Interest, Taxes and Rent	18.5	1161346	7288434
42	Insurance	.8	52427	330933
43	Losses	1.1	13327	648160
44	Repairs	3.2	289500	1447540
	Total General Expense	42.2	3032911	16615416
	OFFICE EXPENSE			
45	Office Salaries	11.2	845925	4359247
46	Postage, Stationery and Car Fare	1.7	149603	675219
47	Com'l Ag., L. E., Tel and Tel.	1.0	99755	406420
	Total Office Expense	13.9	1095283	5440886
	ADVERTISING EXPENSE			
48	Advertising Salaries	4.2	322515	1645464
49	Advertising Postage	1.0	195553	410830
50	Advertising Material	1.9	240869	761896
51	Trade Journals	5.6	823698	2195885
	Total Advtg. Expense	12.7	1582635	5014075
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17.4	1455148	6833259
53	Salesmen's Expenses	13.9	1403558	5481272
	Total Salesmen Expense	31.3	2858706	12314531
	Total Expenses	100 %	8569535	39384908
54	Purchases	67.09	12706135	58165011
	Total Expenses and Purchases	112.52	21275670	97549919
	REVENUES			
55	Sales	—	25123271	86688537
56				
	Total Revenues	100 %	25123271	86688537

SUMMARY			
General Expense	19.17	3032911	16615416
Office Expense	6.27	1095283	5440886
Manufacturing Expense	25.44	4128194	22056302
Advertising Expense	5.78	1582635	5014075
Salesmen Expense	14.21	2858706	12314531
Selling Expense	19.99	4441341	17328606
Expenses	45.43	8569535	39384908
Purchases	67.09	12706135	58165011
Sales		25123271	86688537
Collections	96.69	23299068	83820779

RATIOS TO SALES					
Purchases				67.09	%
Expenses				45.43	%
General Expense	19.17	%	Advertising Expense	5.78	%
Office Expense	6.27	%	Salesmen Expense	14.21	%
Mfg. Expense	25.44	%	Selling Expense	19.99	%

COLLECTIONS

Average Daily Collections $ 8961.18

Collections—How Made

Drafts 85 Due 1149 Dis. 914 Business Days 26

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	LIABILITIES			
35	Notes Payable			
	Long Time $ 319053.67			
	Short Time $ 1400000.00			
	Mdse. $ 140716.13		18597698	
36	Accounts Payable		14598488	
	Personal Accounts			200575468
	CAPITAL ACCOUNTS			
37	Capital Stock Com			125000000
38	Surplus			9700000
39	Capital Stock, Pref.			7380050
	Total Liabilities	100 %		342655518

0007 SWP 000032511

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 30 1908

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	5022
Received-Peninsular	1005
Received-Electro	52
" REXOSA	88
TOTAL RECEIVED	6167
Received Per Day-Acme Average	193
Received Per Day-Pen. Average	39
Received Per Day-Elec. Average	2
" " " Rex	3
Total Average Per Day	237
Average Amount Each Order $	40.74

Gross Sales $	263838.89
Dis. and Freight 4 8/10 % $	12606.18
NET SALES	251232.71

MISC.	MONTH	TOTAL
Fuel	116886	598297
Water	54195	94005
Freight Inc.	421949	2204426
Freight Out	1255815	3999828
Tonnage Out	3586275	12402040

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 418	AMOUNT
Varnish	2575	138179
Dry Color	1414	77119
Package	1414	73737
Receiving and Yard	1112	56505
Mechanical	3533	196178
Printing	8695	372515
Coach Color	1111	55047
Label	3842	71812
Enamel-Mfg., Cge. and R. R.	55	28887
Mixed Paint Base	1010	41966
Acme Mixed Paint	1518	69342
Peninsular Pt. and Specialties	22	12616
Paste and Oil Colors	11	19232
Lead and Putty	88	35060
Packing	1313	49286
Shipping and Cartage	3235	140915
Stain-Finish Oget Pt. Stain	2221	159184
Calcimine	56	22010
Exp. & Oil	1111	46125
Laboratory	1112	66703
Label Stock	43	36208
Factory Office	34	9179
General Office	11	5076
Sacty. Salesmen & Brandies	6872	353475
Mgrs. Salesmen, Brandies	1818	124530
Supervisors	1717	84954
Factory Lunch	77	40496
	— —	7324
Total Pay Roll For Month	48510	2710655

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	3999	22219	380014	1293121
Varnishes	73652	312375	2287651	9172474
Mixed Paint—1st Quality	61886	165252	6762791	9635167
Mixed Paint—2nd Quality	13415	30017	851402	2333564
Barn, Bridge, Roof and Met. Pts.	4944	19275	3849991	1562544
Floor Paints	9462	24059	8423232	1314480
Misc. Mixed Paints	8427	33006	6750783	1019610
Liquid Wood Fillers	3033	11510	186158	769130
Carriage and W. and I. Paints	7500	31390	1259057	4386127
Top Dressing	—	995	41716	155722
Household and Family Paints	2011	4840	230096	601240
Neal's Enamels	996	8138	1249751	3787807
Misc. Enamels	8415	27577	5346122	3018250
Varnish and Oil Stains	5201	18850	10696543	6447670
Furn. Polish and Gold Pt.	180	720	29750	123434
Reducers (Sales)	9317	38138	3259322	1280481
Floor Wax	990	4301	32430	103984
Paint and Varnish Remover	893	2786	141239	483982
Oil, Grain and Distem. Colors	56687	186051	7181482	1633311
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	28603	798139	18614061	8536364
Paste Wood Fillers	7345	26631	61870	234921
Putty	82863	274055	130978	522592
Railroad Car and Depot Pts.	2071	22481	5151302	3303932
Roc Varno, Loco. and Jack. Fls.	1697	9709	6694082	6824422
Gear Filler and Rough Stuff	3251	67109	7524483	1107572
Coach Colors	28188	128058	4954445	1962643
Dry Colors	35863	141518	4373411	4196111
Eclipse Paste Paints and Prs.	178243	583353	1100545	5377494
Eclipse Color Varnish	409531	1496411	132766	580616
Wayne Mach. Pt. and Iron Fls.	4411	17207	11973	77589
KALSOMINE	2152	12268	5907472	6415272
Brushes	190309	781312	58383	1264314
Glass			54919	1082092
Miscellaneous	1057630	1787919	243679	676591
Totals	2563493	7037724	25123271	86885372

0007 SWP 000032512

ACME WHITE LEAD AND COLOR WORKS. SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING April 30 1907

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		162077	
2	Corn Nat. B'k		341459	
	Old Nat. "		463934	
	First Nat.		1378457	
3	People-State B'k		318552	
	Colonial Nat'l Chi B'k		825882	
	Illinois Nat.		704871	
4	Illinois Nat. B'k		2495342	
5	N. Bank of C. "		244293	
6	Lincoln " N.Y.		47234	
7	Unexpired Ins., Taxes, Etc.		2295124	
8				9166922
	BOOK ACCOUNTS			
9	Ledger A	36/10	11510283	
10	Ledger B-E	17 6/10	4047556 5	
11	Ledger F-Q	14/10	4572286	
12	Ledger R-ZZ	12/10	3092983 13	
13	Ledger PN-ES	3 9/10	1276746 1	
14	" PN1-3400	4 6/10	1496705 5	
15	Sundries	3/10	841905	
16	Notes Receivable	4/10	1314800	
	Personal Accounts	2 7/10	8733647	17563188 9
	REAL ESTATE			
17	St. Aubin Ave.	12 7/10	3953756	
18	In Course of Construction	9/10	2820480	
19				
20				4235803 0
	EQUIPMENT			
21	Mach.-Paints	9 6/10	3129968	
22	Mach.-Varnishes			
23	Mach.-Dry Colors			
24	Mach.-Advertising			
25	Mach.-Misc.			
26	Mach.-Newly Installed	2/10	67461 1	
27				
28	Furn., Fix. and Library			
29	Horses, Wagons, Etc.			
30	Branch Furn. and Fix.			
31				
32				3196707 9
	STOCK			
33	Merchandise 4809861 8	20 5/10		6533188 9
34				
	Total Assets	100 %		57244558 17
	LIABILITIES			
35	Notes Payable			
	Long Time $345350.00			
	Short Time $590000.00			
	Mdse. $	59 7/10	1935350 00	
36	Accounts Pay	9/10	305679 9	
	Personal Acc	9/10	286403 8	
				19945581 7
	CAPITAL ACCOUNTS			
37	Capital Stock	38 8/10		17500000 0
38	Surplus			
39				
	Total Liabilities	100 %		57244558 17

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	19 5/10	186074 1	1053763 4
41	Interest, Taxes and Rent	11 5/10	45992 1	611180 4
42	Insurance	5/10	5310 4	27435 5
43	Losses	2 7/10	37584 0	145346 1
44	Repairs	2 4/10	26000 0	130076 0
	Total General Expense	36 9/10	300910 6	1967804
	OFFICE EXPENSE			
45	Office Salaries	6 4/10	64571 8	359278 7
46	Postage, Stationery and Car Fare	1 6/10	16315 3	54204 7
47	Com'l Ag., L. E., Tel and Tel.	7/10	6619 1	27729 2
	Total Office Expense	7 8/10	87506 2	415212 6
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 3/10	45834 0	230407 6
49	Advertising Postage	4 9/10	30748 2	52757 9
50	Advertising Material	4 7/10	13793 6	42069 6 5
51	Trade Journals	5 4/10	9425 4 9	28833 5 7
	Total Advtg. Expense	18 6/10	30913 0 7	99219 2 7
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15 4/10	16769 9 4	81816 7 2
53	Salesmen's Expenses	21 3/10	23183 6 4	113662 4 4
	Total Salesmen Expense	36 7/10	39953 5 8	195479 1 6
	Total Expenses	100 %	109208 3 3	533000 3
54	Purchases	74 98/100	136714 2 8	1080773 1 8
	Total Expenses and Purchases	111 95/100	245922 6 1	1613773 6 1
	REVENUES			
55	Sales	—	307252 6 6	1441404 9 0
56				
	Total Revenues	100 %	307252 6 6	1441404 9 0
	SUMMARY			
	General Expense	13 65/100	300910 6	1967804 4
	Office Expense	2 88/100	87506 2	415212 6
	Manufacturing Expense	16 53/100	388416 8	2383017 0
	Advertising Expense	6 88/100	30913 0 7	99219 2 7
	Salesmen Expense	13 56/100	39453 5 8	195479 1 6
	Selling Expense	20 44/100	70366 6 5	294698 4 3
	Expenses	36 97/100	109208 3 3	533000 1 3
	Purchases	74 98/100	136714 2 8	1080773 1 8
	Sales	—	307252 6 6	1441404 9 0
	Collections	72 29/100	309825 3 0	1047199 6 7

RATIOS TO SALES

Purchases			74 98/100 %
Expenses			36 97/100 %
General Expense	13 65/100 %	Advertising Expense	6 88/100 %
Office Expense	2 88/100 %	Salesmen Expense	13 56/100 %
Mfg. Expense	16 53/100 %	Selling Expense	20 44/100 %

COLLECTIONS

Average Daily Collections $ 11916.35

Collections—How Made 26 Business Days

Drafts 88 Due 755 Dis. 845

0007 SWP 000032513

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 30 1907

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	3002
Received-Peninsular	718
Received-Electro	45
" Rexora	28
TOTAL RECEIVED	3793
Received Per Day-Acme Average	116
Received Per Day-Pen. Average	27
Received Per Day-Elec. Average	2
" " " Rex "	1
Total Average Per Day	146
Average Amount Each Order $	81.00

Gross Sales	$ 321653 75
Dis. and Freight 4 5/10 % $	14401.09
NET SALES	307252.66

MISC.	MONTH	TOTAL
Fuel	10784.47	71794
Water	345.48	75008
Freight Inc.	5332.58	35312.50
Freight Out	11504.40	70408.03
Tonnage Out	4781.68	21657.160

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 4/6/07	NO. EMP. 4/20/07	AMOUNT
Varnish	30	30	169406
Dry Color	23	23	107854
Package	20	19	85222
Receiving and Yard	22	20	84450
Mechanical	32	32	202244
Printing	138	137	458340
Coach Color	16	15	65512
Label	42	42	73805
Enamel ~~Mfg. Cge. and R.~~ R.	12	11	49786
Mixed Paint Base	11	11	41667
Acme Mixed Paint	30	30	116589
Peninsular Pt. and Specialties			
Paste and Oil Colors	26	26	93232
Lead and Putty	21	17	60291
Packing	47	45	178349
Shipping and Cartage	23	24	144516
~~Stain Finish~~ Calcimine	20	18	74371
Exp. Rice Colors	16	16	75771
Laboratory	2	2	17840
Label Stock	5	5	13085
Carriage Pt & Stain	8	7	28227
Factory Office	19	18	95493
General Office	81	80	371550
Managers	7	7	274164
Supervisors	2	2	69998
Factory Lunch	—	—	12533
Total Pay Roll For Month	653	637	2642299

GOODS

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	1840	16563	97028	506204
Varnishes	105749	556721	2830620	13113558
Mixed Paint—1st Quality	49851	315216	7097178	32767927
Mixed Paint—2nd Quality	13214	57084	1296317	4894749
Barn, Bridge, Roof and Met. Pts.	6799	38079	491156	1914258
Floor Paints	716	3750	85472.5	33 12178
Misc. Mixed Paints	10798	41040	1064061	3795983
Liquid Wood Fillers	2762	19720	227290	1176639
Carriage and W. and I. Paints	3710	39690	171686	1 46 11740
Top Dressing	340	1980	6685	0 249140
Household and Family Paints	1910	9307	235121	1028070
Neal's Enamels	4658	27849	137720	6.50 478357
Misc. Enamels	7649	29563	740013	6 8926 9
Varnish and Oil Stains	4855	39184	1577946	57057 37
Furn. Polish and Gold Pt.	180	729	37532	142197
Reducers (Sales)	13203	78223	4507602	3 22460
Floor Wax	900	8916	16044	168112
Paint and Varnish Remover	903	6117	15535	1 9406 25
Oil, Grain and Distem. Colors	8893	45750	799239	3402260
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	46195	436699	2605431	23564387
Paste Wood Fillers	7400	51330	84327	374584
Putty	9000	34789	15767	0 694447
Railroad Car and Depot Pts.	14254	34461	956719	3028468
Roc Varno, Loco. and Jack. Ens.	5610	32988	189109	1 7150416
Gear Filler and Rough Stuff	8975	36696	1067595	4880507
Coach Colors	35342	162919	734299	3098634
Dry Colors	46491	217996	464608	1699232
Eclipse Paste Paints and Prs.	218399	1186575	1276166	7272025
Eclipse Color Varnish	254446	1383609	106387	528070
Wayne Mach. Pt. and Iron Fls.	5700	17512	35430	130873
Kalsom	3417	15529	634407	2511563
	259070	1041664		5004
Miscellaneous		7853	7850	416939
Totals	1737549	10760910	50755266	1111440.90

0007 SWP 000032514

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING Apr 30 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	—	67931	
2	Com'l Nat'l B'k	—	844113	
3	Hanover " B'k	—	78800	
4	Old Det B'k	3/10	6443112	
5	First Nat Det B'k	—	385714	
6	First " Chi.	—	38243	
7	Unexpired Ins., Taxes, Etc.	3/10	531664	
8				1311174
	BOOK ACCOUNTS			
9	Ledger A	4 1/10	8110741	
10	Ledger B-E	11 9/10	23579717	
11	Ledger F-Q	11 1/10	22111209	
12	Ledger R-ZZ	12 1/10	24054736	
13	Ledger PN-ES	7 1/10	13968574	
14	Federal Printing Co	7/10	1428638	
15	Chicago Br. Apl 30	1/10	123630	
16	Notes Receivable	8/10	1675126	
	Personal Accounts	9/10	1791650	96844021
	REAL ESTATE			
17	St. Aubin Ave.	11 3/10	22340000	
18	In Course of Construction	2 8/10	5498812	
19				
20				27838812
	EQUIPMENT			
21	Mach.-Paints	5 9/10	11800000	
22	Mach.-Varnishes	1 2/10	2400000	
23	Mach.-Dry Colors	7/10	1400000	
24	Mach.-Advertising	1 2/10	2300000	
25	Mach.-Misc.	1 2/10	2400000	
26	Mach.-Newly Installed	1/10	2184844	
27				
28	Furn., Fix. and Library	4/10	754265	
29	Horses, Wagons, Etc.	1/10	325000	
30	Branch Furn. and Fix.			
31				
32				23564109
	STOCK			
33	Merchandise 465940.72	25 3/10		50136859
34				
	Total Assets	100 %		198257627
	LIABILITIES			
35	Notes Payable			
	Long Time $297300.00			
	Short Time $755000.00			
	Mdse. $	53 1/10	10523000	
36	Accounts Payable	1 4/10	2672497	
	Personal Accounts	—	75246	10797743
	CAPITAL ACCOUNTS			
37	Capital Stock	37 8/10		75000000
38	Surplus	6 8/10		13500000
39	Surplus Chicago	8 9/10		1774884
	Total Liabilities	100 %		198257627

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22 6/10	1609748	8395501
41	Interest, Taxes and Rent	7 9/10	150588	2896267
42	Insurance	2/10	48055	264021
43	Losses	1 5/10	10555	536432
44	Repairs	2 3/10	166000	820000
	Total General Expense	35 %	1984949	12922221
	OFFICE EXPENSE			
45	Office Salaries	7 3/10	467888	2728761
46	Postage, Stationery and Car Fare	1 2/10	96675	433701
47	Com'l Ag., L. E., Tel and Tel.	4/10	37294	164962
	Total Office Expense	8 9/10	601857	3327524
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 4/10	295362	1615267
49	Advertising Postage	2/10	16442	265586
50	Advertising Material	7 0/10	681884	2606120
51	Trade Journals	5/10	16785	173030
	Total Advtg. Expense	12 4/10	1158473	4660012
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16 4/10	1133310	6048775
53	Salesmen's Expenses	27/10	2032245	10036220
	Total Salesmen Expense	43 5/10	3165555	16084995
	Total Expenses	100 %	6910834	36994757
54	Purchases	69 20/100	14120634	75173958
	Total Expenses and Purchases	103 25/100	21031468	112168715
	REVENUES			
55	Sales	—	20486480	108625978
56				
	Total Revenues	100 %	20486480	108625978
	SUMMARY			
	General Expense	11 89/100	1984949	12922221
	Office Expense	3 06/100	601857	3327524
	Manufacturing Expense	14 95/100	2586806	16249750
	Advertising Expense	4 29/100	1158473	4660012
	Salesmen Expense	14 81/100	3165555	16084995
	Selling Expense	19 10/100	4324028	20745007
	Expenses	34 05/100	6910834	36994757
	Purchases	69 20/100	14120634	75173958
	Sales		20486480	108625978
	Collections	87 [illegible]/100	24801401	94571621

RATIOS TO SALES

Purchases				69 20/100 %
Expenses				34 05/100 %
General Expense	11 89/100 %		Advertising Expense	4 29/100 %
Office Expense	3 06/100 %		Salesmen Expense	14 81/100 %
Mfg. Expense	14 95/100 %		Selling Expense	19 10/100 %

COLLECTIONS

Average Daily Collections $ 992.56

Collections—How Made 25 Business Days

Drafts 121 Due 563 Dis. 902

0007 SWP 000032515

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING Apr 30 1906

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2787
Received-Peninsular	995
Received-Electro	76
TOTAL RECEIVED	3858
Received Per Day-Acme Average	111
Received Per Day-Pen. Average	40
Received Per Day-Elec. Average	3
Total Average Per Day	154
Average Amount Each Order $	53.10

Gross Sales	$	221892 38
Dis. and Freight 7 7/10 %	$	17027 58
NET SALES		204864 80

MISC.	MONTH	TOTAL
Fuel	25757	56547 3
Water	3249 4	6608 2
Freight Inc.	33126 9	184999 0
Freight Out	103416 5	543744 4
Tonnage Out	2889495#	14961820#

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 10 24	AMOUNT
Varnish	3231	16855 49
Dry Color	2375	10327 75
Package	1517	6706 67
Receiving and Yard	1620	7032 [illegible]
Mechanical	2727	16376 60
Printing	9294	29536 27
Coach Color	1816	6480 [illegible]
Label	4034	6295 [illegible]
Enamel-Mfg., Cge. and R. R.	1817	7407 45
Mixed Paint Base	1614	5188 [illegible]
Acme Mixed Paint	1617	6057 [illegible]
Peninsular Pt. and Specialties	1414	5709 95
Paste and Oil Colors	2370	9251 0[illegible]
Lead and Putty	1414	5070 05
Packing	5147	17735 41
Shipping and Cartage	1718	9736 66
Stain-Finish	— —	
Calcimine	1618	5793 8[illegible]
Experimental	109	4329 2[illegible]
Laboratory	22	1701 10
Label Stock	65	1656 6[illegible]
Factory Office	1414	5998 6[illegible]
General Office	5758	25122 2[illegible]
Managers	55	21666 6[illegible]
Supervisors	22	5500 0[illegible]
Factory Lunch	— —	3097
Total Pay Roll For Month	544538	2372998

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	2820	9652	14223 4	60939 7
Varnishes	93365	467262	1522581	9859449
Mixed Paint—1st Quality	79427	279638	4470812	5871270
Mixed Paint—2nd Quality	8316	40659	40427	285537
Barn, Bridge, Roof and Met. Pts.	4057	20161	476545	1771100
Floor Paints	4667	26158	287256	1977627
Misc. Mixed Paints	10636	44912	1448462	7704611
Liquid Wood Fillers	2632	16107	162910	1041873
Carriage and W. and I. Paints	5456	25280	884788	4174010
Top Dressing	57	203	4779	19729
Household and Family Paints	2426	9191	215982	950280
Neal's Enamels	5338	20199	888664	5132019
Misc. Enamels	4909	30706	383968	1908274
Varnish and Oil Stains	4510	23995	838638	4310104
Furn. Polish and Gold Pt.	58	345	2198	98774
Reducers (Sales)	8737	74602	277454	1841871
Floor Wax	397	5602	10430	99506
Paint and Varnish Remover	1176	5244	16318	73243
Oil, Grain and Distem. Colors	83755	343495	422549	2716795
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	390562	2022657	2178649	11095568
Paste Wood Fillers	7397	34555	6248	26336
Putty	59792	236203	7845	38624
Railroad Car and Depot Pts.	5443	18228	540878	2553228
Roc Varno, Loco. and Jack. Ens.	5191	32994	730554	4704291
Gear Filler and Rough Stuff	4715	22972	37086	193651
Coach Colors	23415	108820	511896	2281552
Dry Colors	31967	190867	325727	1744749
Eclipse Paste Paints and Prs.	202091	1112517	1453725	9059843
Eclipse Color Varnish	223583	1603362	455777	1470110
Wayne Mach. Pt. and Iron Fls.	878	9685	27136	107574
SPECIAL LIQUID	650	9485		
KAL-SOM		566		
RAINBOW LIQUIDS	205099	357651	535802	790051
	—	—	5169	18223
Miscellaneous	15551	105569	226890	912556
Totals	1149073	7308744	20486480	108625928

0007 SWP 000032516

ACME WHITE LEAD AND COLOR WORKS.

SHEET NO. 1

BUSINESS STATEMENT FOR MONTH ENDING April 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK — PATENTED APRIL 11, 1899.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand	1/10	110717	
2	Home Nat'l B'k	1/10	211518	
3	Hanover " B'k	1/10	145704	
4	Old Dot " B'k	1/10	135534	
5	B'k			
6				
7	Unexpired Ins., Taxes, Etc.	3/10	399663	
8				3751156
	BOOK ACCOUNTS			
9	Ledger A	4 3/10	6280168	
10	Ledger B-E	12 7/10	18557574	
11	Ledger F-Q	12 4/10	18058115	
12	Ledger R-ZZ	13 3/10	19288839	
13	Ledger PN-ES	7 3/10	10575539	
14	J Neal Trustee	1 4/10	2047688	
15	Branch Advance a/c	1/10	135000	
16	Notes Receivable	1/10	102079	
	Personal Accounts	9/10	1447050	76487002
	REAL ESTATE			
17	St. Aubin Ave.	14 3/10	20800000	
18	In Course of Construction	2/10	343760	
19				
20				21143760
	EQUIPMENT			
21	Mach.-Paints	6 8/10	9800000	
22	Mach.-Varnishes	1 6/10	2300000	
23	Mach.-Dry Colors	8/10	1200000	
24	Mach.-Advertising	1 2/10	1800000	
25	Mach.-Misc.	1 1/10	1600000	
26	Mach.-Newly Installed	6/10	979929	
27				
28	Furn., Fix. and Library	4/10	654265	
29	Horses, Wagons, Etc.	2/10	325000	
30	Branch Furn. and Fix.	1/10	167613	
31				
32				18774807
	STOCK			
33	Merchandise 362205.78	20 3/10		29582434
34				
	Total Assets	100 %		145612267
	LIABILITIES			
35	Notes Payable			
	Long Time $ 190800.00	13 1/10		
	Short Time $ 490000.00	33 3/10	6808000	
	Mdse. $			
36	Accounts Payable	1 7/10	2434336	
	Personal Accounts	1/10	97931	
				70612267
	CAPITAL ACCOUNTS			
37	Capital Stock	51 5/10		75000000
38	Surplus			
39				
	Total Liabilities	100 %		145612267

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	21 8/10	1391546	6545612
41	Interest, Taxes and Rent	4 3/10	253407	1282535
42	Insurance	2/10	18633	127994
43	Losses	4/10	31878	122266
44	Repairs	2 4/10	142000	710000
	Total General Expense	29 3/10	1837459	8788407
	OFFICE EXPENSE			
45	Office Salaries	8 4/10	461701	2526785
46	Postage, Stationery and Car Fare	1 3/10	73568	376323
47	Com'l Ag., L. E., Tel and Tel.	6/10	51749	189936
	Total Office Expense	10 3/10	587018	3093044
	ADVERTISING EXPENSE			
48	Advertising Salaries	4 1/10	283927	1239007
49	Advertising Postage	6/10	79984	188201
50	Advertising Material	6 5/10	748725	1965095
51	Trade Journals	7/10	82945	204426
	Total Advtg. Expense	11 8/10	1194481	3596729
	SALESMEN EXPENSE			
52	Salesmen's Salaries	18 9/10	1204853	5691548
53	Salesmen's Expenses	29 6/10	2252253	8874084
	Total Salesmen Expense	48 5/10	3457106	14565632
	Total Expenses	100 %	7076464	30043812
54	Purchases	—	13642687	58336632
	Total Expenses and Purchases	93	20719151	88380444
	REVENUES			
55	Sales	—	24811176	95018588
56				
	Total Revenues	100 %	24811176	95018588
	SUMMARY			
	General Expense	9 25/100	1837459	8788407
	Office Expense	3 25/100	587018	3093044
	Manufacturing Expense	12 50/100	2424477	11881451
	Advertising Expense	3 78/100	1194881	3596729
	Salesmen Expense	15 32/100	3457106	14565632
	Selling Expense	19 4/100	4651987	18162361
	Expenses	31 61/100	7076464	30043812
	Purchases	61 39/100	13642687	58336632
	Sales	—	24811176	95018588
	Collections	65 78/100	19956988	62584780

RATIOS TO SALES

Purchases			61 39/100 %
Expenses			31 61/100 %
General Expense	9 25/100 %	Advertising Expense	3 78/100 %
Office Expense	3 25/100 %	Salesmen Expense	15 32/100 %
Mfg. Expense	12 50/100 %	Selling Expense	19 4/100 %

COLLECTIONS

Average Daily Collections $ 7982.79

Collections—How Made

Drafts 121 Due 25 558 Dis. 859 Business Days

0007 SWP 000032517

ACME WHITE LEAD AND COLOR WORKS.

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING April 1905

BAKER-VAWTER CO., MANUFACTURERS, CHICAGO, NEW YORK PATENTED APRIL 11, 1899.

MISCELLANEOUS

RECORD OF ORDERS FOR MONTH

Received-Acme	2657
Received-Peninsular	1016
Received-Electro	174
TOTAL RECEIVED	3847
Received Per Day-Acme Average	106
Received Per Day-Pen. Average	41
Received Per Day-Elec. Average	7
Total Average Per Day	154
Average Amount Each Order $	64.49

Gross Sales	$ 265365.21
Dis. and Freight 6½ %	$ 17253.45
NET SALES	248111.76

MISC.	MONTH	TOTAL
Fuel	75350	262304
Water	35710	61724
Freight Inc.	43849	180436 9
Freight Out	106503 9	404533 4
Tonnage Out	3153.495#	12591.855#

PAY ROLL ANALYSIS

DEPTS.	NO. EMP. 4/11	NO. EMP. 4/25	AMOUNT
Varnish	30	31	15702 3
Dry Color	20	22	9758 4
Package	15	13	5417 7
Receiving and Yard	15	12	5173 4
Mechanical	19	19	18183
Printing	97	96	28392 7
Coach Color	15	15	6324 7
Label	43	41	7429 3
Enamel-Mfg., Cge. and R. R.	14	13	6180 8
Mixed Paint Base	14	12	4533 4
Acme Mixed Paint	14	13	5098 5
Peninsular Pt. and Specialties	15	16	6040 3
Paste and Oil Colors	32	29	10820 6
Lead and Putty	11	11	3880
Packing	44	45	18862 2
Shipping and Cartage	14	14	6868 5
Stain-Finish	4	4	2080 0
Factory Office	17	17	7534 7
General Office	54	55	23670 1
Managers	4	4	2250 0
Supervisors	2	2	550 0
Factory Lunch			12 35
Total Pay Roll For Month	493	484	211 [illegible]

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Oils and Turpentine	4020	12917	22281 1	16244
Varnishes	85417	350535	2204263 8	3757 07
Mixed Paint—1st Quality	54775	224852	6542570 2	34 54723
Mixed Paint—2nd Quality	10530	28474	51612	164733
Barn, Bridge, Roof and Met. Pts.	8080	23571	44262 9	13091 54
Floor Paints	5620	24060	55352 0	20484 16
Misc. Mixed Paints	2130	20463	15846 3	8 53112 47
Liquid Wood Fillers	2298	13315	2003 7 1	9128 78
Carriage and W. and I. Paints	5083	19249	10178 4	1 42543 82
Top Dressing	92	280	711 54	2 55471
Household and Family Paints	2648	14308	2569 3	8 10307 10
Neal's Enamels	4131	24812	10038 1	6 46503 52
Misc. Enamels	7190	18753	4519 7	9 21250 46
Varnish and Oil Stains	9756	27886	14513 0	7 45929 74
Furn. Polish and Gold Pt.	270	1002	563 8	1 31689 2
Reducers (Sales)	10299	88344	3427 7	0 22786 54
Floor Wax	—	2051	184 2 0	701 24
Paint and Varnish Remover	1426	8473	1876 5	5 34959
Oil, Grain and Distem. Colors	67632	264065	7089 1	7 23798 74
Wh. Ld., Wh. Prs. Zinc & Td. Ld.	272895	1045466	14667 3	5 56727 00
Paste Wood Fillers	4596	25801	447 8 6	2 09262
Putty	50216	200352	1040 6 6	3 60194
Railroad Car and Depot Pts.	5913	18071	6733 8	7 27147 1
Roc Varno, Loco. and Jack. Ens.	12634	48378	16811 3	0 58035 88
Gear Filler and Rough Stuff	6720	31699	4838 6	4 32583 50
Coach Colors	43728	180845	5129 4	1 16719 82
Dry Colors	199184	841299	4202 8	3 19050 66
Eclipse Paste Paints and Prs.	210827	1045173	1898 3	3 16760 07
Eclipse Color Varnish	1734	5940	748 9	4 42207 7
Wayne Mach. Pt. and Iron Fls.	1068	5884	140 2 5	9 26 11
Rainbow "Pastes"	276	348	80 4 1	18854
" "Liquids"	—	24	42 0 8	10793
Miscellaneous	16777	73004	5489 3	36309 3
Totals	1107965	4689594	248111	7695018 58

0007 SWP 000032518

MAY

0007 SWP 000032519

N20806.05

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. .....

BUSINESS STATEMENT FOR MONTH ENDING May 1915

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		433086	
2	Cash in Banks		23089695	
3	Alberton, Green &		2280600	
4	King Co			
5				
6				
7	Unexpired Ins., Taxes, etc.		1947615	
8				27750996
	BOOK ACCOUNTS			
9	Sales Ledger		10120944 45	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13	TREASURY STOCK (PREF)		1487500	
14				
15				
16	Notes Receivable		1364441	
	Personal Accounts		1693760	10571551 46
	PLANT & EQUIPMENT			
17	Real Est		3009164 41	
18	Bldg's in Course of Const'n		62523	
19	Mach.—Newly Installed		139570	
20	Salesmens Autos		95472	
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30207 79 56
				4355 84 098
	STOCK			
33	Merchandise 1,548,365.58			1790 1 14 99
34				
	TOTAL ASSETS	100%		56459 83 97
	LIABILITIES			
35	Notes Payable		953459 00	
	BAND INT. ACCRUED		36 41 660	
	PREF. DIV. "		17300	
	SAF. EXP. "		18 7600	
36	Accounts Payable		579054	
	BONDS		7000000 00	
	BONDS (TREASURY STOCK)		550000 00	1747 1 1 40
	CAPITAL ACCOUNTS			
37	Capital Stock {PREFERRED		1075900 00	
	Capital Stock {Common		7000000 00	
	SURPLUS		413 18488	
	RESERVE FOR BAD DEBTS		30000 00	
38	" " DEPRECIATION		75772 28	
	" " GENL. PURPOSES		202 8 49 48	
39	" " REDEM. OF BONDS		101 1633 9	3898 8 6 99 3
	Total Liabilities	100%		56459 83 97

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	PREFERRED DIVIDENDS	3.65	540000	3240000
	CARTAGE	2.74	405900	2430438
40	Factory Salaries ~~and Cartage~~	18.44	3067231	16362358
	TAXES	0.40	193000	354105
41	Interest, ~~Bonds and Bank~~	0.92	68892	815082
	RENT	3.96	514483	3425101
42	Insurance	1.73	75839	1535728
	DEPRECIATION	1.69	250000	1500000
43	Losses	0.63	41170	457055
	INT. ON BONDS	4.90	725000	4347155
44	Repairs	1.61	237911	1427192
	Total General Expense	40.57	5968924	35894246
	OFFICE EXPENSE			
	SUNDRY	0.60	46823	531491
57	Branch Supervision	0.54	173275	475751
	HEAT, LIGHT & POWER	0.24	34471	216543
45	Office Salaries	19.21	3316710	17073588
	STATIONERY	6.43	141051	3802776
46	Postage, ~~Stationery~~ and Car Fare	0.84	128011	745539
	TEL. AND TEL.	0.46	57235	408761
47	Com'l Ag., L. E., ~~Tel. and Tel.~~	0.24	14357	255306
	Total Office Expense	28.21	3926963	20087755
	ADVERTISING EXPENSE			
48	Advertising Salaries	2.53	354076	2246933
49	Advertising Postage	0.74	100028	653376
50	Advertising Material	1.24	55480	1104580
51	Trade Journals	4.50	673571	3991650
	Total Advtg. Expense	9.01	1092145	7996539
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15.85	2227340	14064655
53	Salesmen's Expenses	11.96	1881345	10609863
	Total Salesmen Expense	27.81	4108685	24674518
	Total Expenses	100%	15096715	88657558
54	Purchases	48.67	7070143 33	10663446 46
	Total Expenses and Purchases	89.13	35298148	195287204
	REVENUES			
55	Sales	100.00	5307933 5	21910946 3
56				
	Total Revenues	100%	5307933 5	21910946 3
	SUMMARY			
	General Expense	16.38	5968924	3589424 6
	Office Expense	9.17	3926963	2008775 5
	Manufacturing Expense	25.55	9895885	5598150 1
	Advertising Expense	3.65	1092145	7996539
	Salesmen Expense	11.26	4108685	2467451 8
	Selling Expense	14.91	5201830	3264105 7
	Expenses	40.46	15096715	8865755 8
	Purchases	48.67	7070143 33	10663446 46
	Sales	100.00	5307933 5	21910946 3
	Collections	86.83	5107300	19022300

RATIOS TO SALES

Purchases			48.67 %
Expenses			40.46 %
General Expense	16.38 %	Advertising Expense	3.65 %
Office Expense	9.17 %	Salesmen Expense	11.26 %
Mfg. Expense	25.55 %	Selling Expense	14.91 %

COLLECTIONS

Average Daily Collections $ 20430.92

Collections—How Made 25 Business Days

Drafts 41 Due 3670 Dis. 3363

0007 SWP 000032520

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING May 1915

H.H.A.K.CO. 11084

MISCELLANEOUS

Gross Sales		$ 558,952.57
Dis. and Freight	2.79 %	$ 15,571.22
Returned Goods	2.26 %	$ 12,588.00
NET SALES		530,793.35

MISC.	MONTH	TOTAL
Fuel	207098	917.5734
Water	1390	186550
Freight Inc.	810741	5698620
Freight Out	760324	5546909
Tonnage Out #	659512	3391232

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	140 140	9238.57
Branch Office	68 68	5445.03
Branch Supervision	4 5	1732.75
Calcimine	9 9	451.60
Coach Color	10 13	751.68
Dry Color	11 10	790.97
Enamel	13 13	961.78
Enamel Base	7 7	373.77
Experimental	7 7	471.48
Factory Lunch	— —	—
Factory Office	14 14	709.12
General Office	79 78	4675.84
Janitors	— —	—
Labeling	29 28	754.38
Label Stock	2 2	105.19
Laboratory	3 3	292.32
Lead and Putty	7 7	367.92
Managers	9 9	3046.23
Mechanical	30 30	1942.21
Miscellaneous	— —	1451.52
Mixed Paint	16 17	912.38
Mixed Paint Base	11 13	623.78
Oil Color	11 8	414.68
Package	14 14	865.73
Packing	26 32	1851.11
Paste Paint	10 9	579.78
Printing	77 66	3540.26
Receiving and Yard	13 15	654.27
Red Lead	23 24	1659.17
Shipping ~~and Cartage~~	9 9	568.11
Stock	8 8	356.80
Varnish	28 26	1917.05
White Lead	23 25	1646.92
Cartage	14 16	908.92
Bx. Cartage	16 17	3706.98
Total Pay Roll for Month	744 744	73678.32

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting				
Varnishes				
Mixed Paint—1st Quality				
Mixed Paint—2nd Quality				
Barn, Bridge, Roof & Met. Pts.				
Floor Paints				
Misc. Mixed Paints				
Liquid Wood Fillers				
Carriage and Wagon Paints				
Top Dressing				
Household and Family Paints				
Neal's Enamel				
Misc. Enamels				
Varnish and Oil Stains				
Furniture Polish				
Reducers				
Floor Wax				
Paint and Varnish Remover				
Oil, Grain. and Distem. Colors				
White Lead and Zinc in Oil				
Paste Wood Filler				
Putty				
R. R. Car and Depot Paints				
Roc-Varno, Loco. and Jack. Ens.				
Gear Filler and Rough Stuff				
Coach Colors				
Dry Colors				
Paste Paint and Primers				
Color Varnish				
Machinery Paint and Iron Filler				
Kalsomine				
Red Lead				
Total—Goods of our Mfr.				
Brushes				
Cutlery				
Dry Colors				
Glass				
Oil and Turpentine				
White Leads				
Miscellaneous				
Total—Jobbing Goods				
Grand Total				

0007 SWP 000032521

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. .....

BUSINESS STATEMENT FOR MONTH ENDING May 1914

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		504949	
2	Cash in Banks		19494605	
3	TURNER, TUCKER & Co		3686.0650	
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		2218679	
8				59078183
	BOOK ACCOUNTS			
9	Sales Ledger		104110804	
10	RESERVE FOR BAD DEBTS		3000000	
11	General Ledger Salesman			
12	PREPAID EXPENSE		15379599	
13				
14				
15				
16	Notes Receivable		1330541	
	Personal Accounts		3419636	12131058
	PLANT & EQUIPMENT			
17	PLANT & EQUIPMENT		30088948	
18	Bldg's in Course of Const'n		275338	
19	Mach.—Newly Installed		315593	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				30145041 8
	STOCK			
33	Merchandise 1,504,521.52			1392524 66
34				
	TOTAL ASSETS	100%		6211222344
	LIABILITIES			
35	Notes Payable		5921390 00	
	Long Time $ 72,139.00			
	Short Time $ 510,000.00			
	Mdse. $			
36	Accounts Payable		369727	
	BONDS		2000000 00	
	BONDS (TREASURY STOCK)		300000 00	3215836 27
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000000 00	
	Capital Stock—Preferred		1075000 00	
	RESERVE FOR DEPRECIATION		2995866	
38	RESERVE FOR GENL. PURPOSES		400000 00	
	RESERVE FOR LAND EOF BUSINESS		316645 47	
39	SURPLUS		4630307	3025987 20
	Total Liabilities	100%		6211222344

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	3.25	5439 99	2869681
40	Factory Salaries	19.60	30122 43	17278045
	TAXES	2.69	4515	2378990
41	Interest,	6.20	3324 49	5477746
	RENT	3.06	3222 86	2702792
42	Insurance	1.59	1174 03	1400816
43	Losses	0.49	478 66	433244
44	Repairs	1.83	3293 21	1615230
	Total General Expense	38.71	45014 76	34156447
	OFFICE EXPENSE			
	SUNDRY	0.79	663 53	698085
57	Branch Supervision	0.95	1341 85	838898
	HEAT, LIGHT & POWER	0.28	311 33	245002
45	Office Salaries	19.90	24880 19	17549869
	STATIONERY	0.70	1574 89	614301
46	Postage, and Car Fare	0.87	446 24	770718
	TEL. AND TEL.	0.59	865 02	520910
47	Com'l Ag., L. E.,	0.41	411 05	361478
	Total Office Expense	24.40	30497 59	21522654
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.33	4479 90	2943330
49	Advertising Postage	0.70	486 53	621666
50	Advertising Material	2.61	633 54	2307842
51	Trade Journals	4.53	6548 89	3995077
	Total Advtg. Expense	11.17	15560 62	9867915
	SALESMEN EXPENSE			
52	Salesmen's Salaries	16.51	24521 54	14569089
53	Salesmen's Expenses	12.85	19449 23	11345052
	Total Salesmen Expense	29.36	43970 77	25914146
	ANNUAL AUDIT ADJ. ACCT.	3.64		
	Total Expenses	100%	135014 74	88345479
54	Purchases	56.15	2351 29 53	12735945 50
	Total Expenses and Purchases	95.00	3701 49 27	21560492 9
	REVENUES			
55	Sales	100.00	5096 58 89	22680461 5
56				
	Total Revenues	100%	5096 58 89	22680461 5
	SUMMARY			
	ANNUAL AUDIT ADJ. ACCT.	1.41		3215683
	General Expense	15.06	45014 76	34156447
	Office Expense	9.49	30497 59	21522654
	Manufacturing Expense	23.14	7551 23 6	5246341 8
	Advertising Expense	4.35	1556 62	9867915
	Salesmen Expense	11.42	4397 07 7	25914146
	Selling Expense	15.77	5953 69 9	35781061
	Expenses	38.91	135014 74	88245479
	Purchases	56.15	2351 29 53	12735945 50
	Sales	100.00	5096 58 89	22680461 5
	Collections	49.51	5144 07 02	2630 22500

RATIOS TO SALES

Purchases			56.15 %
Expenses			38.91 %
General Expense	13.65 %	Advertising Expense	4.35 %
Office Expense	9.49 %	Salesmen Expense	11.42 %
Mfg. Expense	23.14 %	Selling Expense	15.77 %

COLLECTIONS

Average Daily Collections $ 20,596.28

Collections—How Made 26 Business Days

Drafts 107 Due 3512 Dis. 3229

0007 SWP 000032522

FORM 45

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING May 1914

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 531,528.84
Dis. and Freight	3 10 %	$ 16,665.95
Returned Goods	2 26 %	$ 12,204.00
NET SALES		509,658.89

MISC.	MONTH	TOTAL
Fuel	15795	1210735
Water	2377	305464
Freight Inc.	182457	6117383
Freight Out	172213	8284114
Tonnage Out #	9128692	41053198

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 5/31/21	AMOUNT
Branch Factory	166164	945056
Branch Office	8383	534134
Branch Supervision	66	13418
Calcimine	1313	61581
Coach Color	910	56767
Dry Color	1514	95651
Enamel	1514	92065
Enamel Base	77	41268
Experimental	66	39392
Factory Lunch		4626
Factory Office	1516	47619
General Office	8625	498735
Janitors		
Labeling	3534	87024
Label Stock	33	13334
Laboratory	33	25164
Lead and Putty	98	36225
Managers	99	455160
Mechanical	3131	186874
Miscellaneous		25020
Mixed Paint	1716	88530
Mixed Paint Base	1312	63399
Oil Color	98	44309
Package	1516	85671
Packing	3334	166930
Paste Paint	1212	68639
Printing	1064	44799
Receiving and Yard	1919	88145
Red Lead	3731	148424
Shipping	1114	65298
Stock	88	39722
Varnish	3131	206399
White Lead	2928	160349
CARTAGE	1716	137064
BRANCH CARTAGE	2020	406935
Total Pay Roll for Month	888863	6624436

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting			4470	28503
Varnishes			40643	210950
Mixed Paint—1st Quality			119295	431438
Mixed Paint—2nd Quality			13939	58898
Barn, Bridge, Roof & Met. Pts.			14101	54537
Floor Paints			17184	65446
Misc. Mixed Paints			6074	24096
Liquid Wood Fillers			1423	9593
Carriage and Wagon Paints			16938	72691
Top Dressing			784	3007
Household and Family Paints			1575	7946
Neal's Enamel			20230	81883
Misc. Enamels			12537	84352
Varnish and Oil Stains			20682	92379
Furniture Polish			196	2054
Reducers			2924	17199
Floor Wax			549	3620
Paint and Varnish Remover			2232	8664
Oil, Grain. and Distem. Colors			17005	64803
White Lead and Zinc in Oil			19595	91602
Paste Wood Filler			1212	5859
Putty			4299	20995
R. R. Car and Depot Paints			10022	36695
Roc-Varno, Loco. and Jack. Ens.			8407	49999
Gear Filler and Rough Stuff			9101	63834
Coach Colors			3888	26100
Dry Colors			3291	16387
Paste Paint and Primers			11130	80652
Color Varnish			7918	56986
Machinery Paint and Iron Filler			527	2630
Kalsomine			9283	39572
Red Lead			19558	86869
NO LUSTRE FINISH			17340	78836
Total—Goods of our Mfr.			438152	2004075
Brushes			11249	50873
Cutlery			237	1362
Dry Colors			1389	6637
Glass			2097	16359
Oil and Turpentine			27270	107221
White Leads			14363	47881
Miscellaneous			149118	586981
Total—Jobbing Goods			715068	2897115
Grand Total			5296588	22680146

0007 SWP 000032523

ACME WHITE LEAD AND COLOR WORKS

SHEET NO. _____

BUSINESS STATEMENT FOR MONTH ENDING May 1913.

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		2150714	
2	Cash in Banks		9792485	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1083826	
8				13027025
	BOOK ACCOUNTS			
9	Sales Ledger		103116950	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		981241	
	Personal Accounts		2279057	106377248
	PLANT & EQUIPMENT			
17	PLANT AND EQUIPMENT		2,378,19784	
18	Bldg's in Course of Const'n		273763	
19	Mach.—Newly Installed		3088487	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				2,411,82034
	STOCK			
33	Merchandise 1,703,978.49			1,481,48998
34				
	TOTAL ASSETS	100%		5017,35305
	LIABILITIES			
35	Notes Payable		1,595,462.00	
	Long Time $261,467.00			
	Short Time $1,333,995.00			
	Mdse. $			
36	Accounts Payable		1777447	
	Personal Accounts			
				1,413,22647
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		2000,000.00	
	Capital Stock—Preferred		1070,90000	
38	Surplus		403,22658	
39				3,474,12658
	Total Liabilities	100%		5017,35305

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
	CARTAGE	3.27	592403	2912679
40	Factory Salaries	20.18	3052991	18375643
	TAXES	1.39	78286	1270857
41	Interest,	1.88	6016	809416
	RENT	3.15	494145	2875036
42	Insurance	1.19	86527	1012342
43	Losses	0.82	128043	749737
44	Repairs	3.02	697906	2752055
	Total General Expense	41.90	5136317	38182764
	OFFICE EXPENSE			
	STATIONERY	0.52	112988	477731
57	Branch Supervision	0.97	234742	875874
	POSTAGE & CAR FARE	0.94	61815	854469
45	Office Salaries	15.31	2700417	13949185
	HEAT, LIGHT & POWER	0.24	250348	220316
46	SUNDRY	0.71	247046	646624
	TELEPHONE & TELEGRAPH	0.60	71814	452341
47	Com'l Ag., L. E.,	0.31	7089	285191
	Total Office Expense	19.50	3460959	17761731
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.25	435709	2959815
49	Advertising Postage	0.16	77908	146343
50	Advertising Material	2.64	556637	2408522
51	Trade Journals	4.24	470393	3866370
	Total Advtg. Expense	10.29	1540647	9381050
	SALESMEN EXPENSE			
52	Salesmen's Salaries	15.69	2293959	14298664
53	Salesmen's Expenses	12.62	1494864	11494456
	Total Salesmen Expense	28.31	4143423	25793120
	Total Expenses	100%	14281346	91118665
54	Purchases	49.96	19678546	113195571
	Total Expenses and Purchases	90.15	33959892	204314236
	REVENUES			
55	Sales	100.00	53174784	226563087
56				
	Total Revenues	100%	53174784	226563087
	SUMMARY			
	General Expense	16.85	5136317	38182764
	Office Expense	7.84	3460959	17761731
	Manufacturing Expense	24.69	8597276	55944495
	Advertising Expense	4.14	1540647	9381050
	Salesmen Expense	11.39	4143423	25793120
	Selling Expense	15.53	5684070	35174170
	Expenses	40.22	14281346	91118665
	Purchases	49.96	19678546	113195571
	Sales	100.00	53174784	226563087
	Collections	91.84	51509100	208233400

RATIOS TO SALES

Purchases			49.96%
Expenses			40.22%
General Expense	16.85 %	Advertising Expense	4.14%
Office Expense	7.84 %	Salesmen Expense	11.39%
Mfg. Expense	24.69 %	Selling Expense	15.53%

COLLECTIONS

Average Daily Collections $ 19,811.19

Collections—How Made 26 Business Days

Drafts 103 Due 3526 Dis. 3090

0007 SWP 000032524

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING May 1913

H H & X CO. 11084

MISCELLANEOUS

Gross Sales		$ 560386.96
Dis. and Freight	3.50 %	$ 19879.12
Returned Goods	1.61 %	$ 8760.00
NET SALES		531747.84

MISC.	MONTH	TOTAL
Fuel	187874	1333509
Water	1975	331236
Freight Inc.	899679	6201655
Freight Out	1959397	8238135
Tonnage Out #	6333957	40888071

RECORD OF ORDERS FOR MONTH

Received-Acme		Received per Day-Acme Average	
Received-Peninsular		Received per Day-Pen. Average	
Received-Lincoln		Received per Day-Rex. Average	
TOTAL RECEIVED		Total Average per Day	
		Average Amount of Each Order $	

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 5/7	NO. EMP. 5/21	AMOUNT
Branch Factory	170	169	997516
Branch Office	82	81	520470
Branch Supervision	5	5	23474 2
Calcimine	11	12	571 32
Coach Color	12	11	62801
Dry Color	20	20	1079 44
Enamel	13	13	78969
Enamel Base	8	7	36297
Experimental	5	5	425 33
Factory Lunch			5457
Factory Office	18	17	93226
General Office	89	93	622578
Janitors	2	2	9521
Labeling	25	25	72043
Label Stock	4	4	153 11
Laboratory	3	3	26000
Lead and Putty	9	10	44784
Managers	9	9	1657369
Mechanical	34	35	157684
Miscellaneous			22122
Mixed Paint	15	18	91771
Mixed Paint Base	18	16	73723
Oil Color	9	9	40568
Package	15	14	78178
Packing	33	50	191033
Paste Paint	15	14	74677
Printing	131	119	435709
Receiving and Yard	21	17	74074
Red Lead	32	30	147905
Shipping	14	13	66066
Stock	8	8	82453
Varnish	27	26	170832
White Lead	40	40	182171
CARTAGE	15	15	206710
BRANCH CARTAGE	16	18	385693
Total Pay Roll for Month	928	930	7016262

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	1205269	8451184	4242	34668
Varnishes	109015	669741	42753	197819
Mixed Paint—1st Quality	70479	287719	132508	432755
Mixed Paint—2nd Quality	14453	48596	21622	58361
Barn, Bridge, Roof & Met. Pts.	13257	73248	15350	46710
Floor Paints	6996	44842	18533	61941
Misc. Mixed Paints	6936	25266	8569	56075
Liquid Wood Fillers	1472	12679	1772	10052
Carriage and Wagon Paints	7790	37693	17503	70916
Top Dressing	349	1205	632	2767
Household and Family Paints	723	3934	1675	7029
Neal's Enamel	14682	90891	18173	74771
Misc. Enamels	4673	32999	10379	69063
Varnish and Oil Stains	19334	64313	27350	93234
Furniture Polish	230	2419	304	1341
Reducers	4789	36504	2703	16452
Floor Wax	1063	9533	651	3491
Paint and Varnish Remover	1467	7455	2373	13565
Oil, Grain, and Distem. Colors	171901	712456	15814	69545
White Lead and Zinc in Oil	216735	1520330	26831	101498
Paste Wood Filler	12022	71120	1089	5519
Putty	161816	838145	3879	21606
R. R. Car and Depot Paints (GAL)	8272	40633	10236	45583
R. R. Car and Depot Paints (#)	89449	483896		
Roc-Varno, Loco. and Jack. Ens.	18543	97873	11912	94581
Gear Filler and Rough Stuff (GAL)	12807	41849	1316	7806
Gear Filler and Rough Stuff (#)	49102	323255		
Coach Colors	26954	166713	5495	34581
Dry Colors	219055	221491	4799	26453
Paste Paint and Primers	179635	451251	12052	88913
Color Varnish	3618	21971	4435	17629
Machinery Paint and Iron Filler	9515	47650	328	2630
Kalsomine	182144	846933	9411	35109
Red Lead			15278	78037
NO LUSTRE FINISH			14152	59971
Total—Goods of our Mfr.			474119	2015526
Brushes			7742	31373
Cutlery			133	604
Dry Colors			1232	1595
Glass			2465	15451
Oil and Turpentine			21598	93074
White Leads			11253	40559
Miscellaneous			1320584	6744587
Total—Jobbing Goods			5762884	25010487
Grand Total	2843733	17798928	6317478	42563087

0007 SWP 000032525

ACME WHITE LEAD AND COLOR WORKS

SHEET NO.

BUSINESS STATEMENT FOR MONTH ENDING May 31 1912

NO.	CLASSIFICATION	%	DETAIL	TOTAL
	CASH ASSETS			
1	Cash on Hand		2458939	
2	Cash in Banks		4066030	
3				
4				
5				
6				
7	Unexpired Ins., Taxes, etc.		1483386	
8				8008355
	BOOK ACCOUNTS			
9	Sales Ledger		99265917	
10	General Ledger Misc.			
11	General Ledger Salesman			
12				
13				
14				
15				
16	Notes Receivable		2018231	
	Personal Accounts			101284148
	PLANT & EQUIPMENT			
17	PLANT AND EQUIPMENT		23671883 5	
18	Bldg's in Course of Const'n		2264	
19	Mach.—Newly Installed		1055866	
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				23772437 34862440
	STOCK			
33	Merchandise 1663403.35			16079790 6
34				
	TOTAL ASSETS	100%		50786284 6
	LIABILITIES			
35	Notes Payable		16675500 0	
	Long Time $ 362,550.00			
	Short Time $ 1245000.00			
	Mdse. $			
36	Accounts Payable		1416925	
	Personal Accounts		4512896	
				16684821
	CAPITAL ACCOUNTS			
37	Capital Stock—Common		20000000 0	
	Capital Stock—Preferred		10795000	
38	Surplus		3398302 5	
39				34117802 5
	Total Liabilities	100%		50786284 6

NO.	CLASSIFICATION	%	MONTH	TOTAL
	GENERAL EXPENSE			
40	Factory Salaries and Cartage	22.30	3125655	18115107
41	Interest, Taxes and Rent	16.25	5034803	13200876
42	Insurance	1.30	127741	1057294
43	Losses	0.5	40762	39506
44	Repairs	2.81	437353	2285546
	Total General Expense	42.71	8766314	34698329
	OFFICE EXPENSE			
57	Branch Supervision	1.93	190885	1572207
45	Office Salaries	8.71	1484801	7080612
46	Postage, Stat'n'y and Car Fare	2.70	412054	2192703
47	Com'l Ag., L. E., Tel. and Tel.	1.13	153634	918846
	Total Office Expense	14.47	2241374	11764368
	ADVERTISING EXPENSE			
48	Advertising Salaries	3.21	407756	2605336
49	Advertising Postage	.57	146559	419965
50	Advertising Material	1.35	60942	1094249
51	Trade Journals	8.20	915759	6664012
	Total Advtg. Expense	13.28	1531016	10783562
	SALESMEN EXPENSE			
52	Salesmen's Salaries	17.32	2581790	14071131
53	Salesmen's Expenses	12.22	2277613	9935075
	Total Salesmen Expense	29.54	4859403	24006206
	Total Expenses	100%	17398107	81252465
54	Purchases	56.59	23792125	112124526
	Total Expenses and Purchases	97.61	41190232	193376991
	REVENUES			
55	Sales	100.00	47783928	198919410
56				
	Total Revenues	100%	47783928	198919410
	SUMMARY			
	General Expense	17.52	8766314	34698329
	Office Expense	5.94	2241374	11764368
	Manufacturing Expense	23.46	11007688	46462697
	Advertising Expense	5.44	1531016	10783562
	Salesmen Expense	12.12	4859403	24006206
	Selling Expense	17.56	6390419	34789768
	Expenses	41.02	17398107	81252465
	Purchases	56.59	23792125	112124526
	Sales	100.00	47783928	198919410
	Collections	92.34	46430900	183674800

RATIOS TO SALES

Purchases			56.59 %
Expenses			41.02 %
General Expense	17.52 %	Advertising Expense	5.44 %
Office Expense	5.94 %	Salesmen Expense	12.12 %
Mfg. Expense	23.46 %	Selling Expense	17.56 %

COLLECTIONS

Average Daily Collections $ 17858.04

Collections—How Made 26 Business Days

Drafts 136 Due 3462 Dis. 2886

FORM 48

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING May 1912

H H & K CO. 11084

MISCELLANEOUS

Gross Sales		$ 503,322.42
Dis. and Freight	3.35 %	$ 16,866.14
Returned Goods	1.71 %	$ 8,617.00
NET SALES		477,839.28

MISC.	MONTH	TOTAL
Fuel	2,710.60	14,944.67
Water	615.3	3,311.76
Freight Inc.	8364.90	50,048.85
Freight Out	20,824.99	75,348.01
Tonnage Out	37,523.55	180,853.60

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP.	AMOUNT
Branch Factory	178.178	10,445.22
Branch Office	74.74	4,501.17
Branch Supervision	7.7	1,908.85
Calcimine	10.10	517.07
Coach Color	14.14	758.95
Dry Color	25.22	1,047.56
Enamel	13.12	617.40
Enamel Base	8.6	322.06
Experimental	6.6	420.41
Factory Lunch		72.56
Factory Office	16.17	913.49
General Office	87.93	4,640.12
Janitors	3.2	94.07
Labeling	32.28	819.00
Label Stock	3.3	93.41
Laboratory	3.3	412.50
Lead and Putty	7.7	360.59
Managers	9.9	5,706.72
Mechanical	36.34	1,281.97
Miscellaneous		62.50
Mixed Paint	17.18	946.11
Mixed Paint Base	14.16	693.19
Oil Color	11.13	411.18
Package	13.13	774.38
Packing	37.33	1,871.02
Paste Paint	14.15	723.33
Printing	110.118	4,077.56
Receiving and Yard	34.24	664.37
Red Lead	14.28	738.54
Shipping and Cartage	24.23	2,255.10
Stock	9.9	338.67
Varnish	27.27	1,764.23
White Lead	40.49	1,837.67
Total Pay Roll for Month	898.911	52,090.97

RECORD OF ORDERS FOR MONTH

Received-Acme	19125	Received per Day-Acme Average	736
Received-Peninsular	843	Received per Day-Pen. Average	32
Received-Lincoln	1274	Received per Day-~~Box~~ LIN Average	49
TOTAL RECEIVED	21242	Total Average per Day	817
		Average Amount of Each Order $	22.49

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	146,881	575,961.40	5179	29492
Varnishes	119786	639326	22247	169317
Mixed Paint—1st Quality	48319	225562	107031	343577
Mixed Paint—2nd Quality	15092	53120	17906	58299
Barn, Bridge, Roof & Met. Pts.	11612	54830	10399	27314
Floor Paints	13125	47059	15606	51677
Misc. Mixed Paints	5388	23914	11425	42845
Liquid Wood Fillers	1565	13712	1809	10555
Carriage and Wagon Paints	5187	42543	13822	61709
Top Dressing	262	1482	843	3085
Household and Family Paints	658	2844	1893	6622
Neal's Enamel	16690	69736	29716	110235
Misc. Enamels	5201	39360	9514	60848
Varnish and Oil Stains	15295	54908	22854	78428
Furniture Polish	1½	662½	266	1628
Reducers	6792	45339	3022	21150
Floor Wax	3241	12556	607	2872
Paint and Varnish Remover	1881	8071	2053	12158
Oil, Grain. and Distem. Colors	169446	643485	16467	55011
White Lead and Zinc in Oil	169902½	211761	22445	92123
Paste Wood Filler	1339	58545	1002	5273
Putty	13352	648842	2101	16525
R. R. Car and Depot Paints	37708	316026	8743	42743
Roc-Varno, Loco. and Jack. Ens.	10556	65610	17547	102489
Gear Filler and Rough Stuff Tale	53056 / 5980	408315 / 36743	12844	87856
Coach Colors	41486	251901	7535	52051
Dry Colors	23930½	131305	4927	29124
Paste Paint and Primers	240259	1497665	12592	89512
Color Varnish	3138	20110	2551	15214
Machinery Paint and Iron Filler	10288	65827	1748	5520
Kalsomine	183900	726652	7067	25278
Red Lead			8482	27679
Total—Goods of our Mfr.			415265	1751429
Brushes			5657	23660
Cutlery			86	477
Dry Colors			702	6791
Glass			2213	11838
Oil and Turpentine			26042	92038
White Leads			9177	32942
Miscellaneous			1869728	7080810
Total—Jobbing Goods			6257428	23775510
Grand Total	9045336	39514477	02928	19091910

0007 SWP 000032527

FORM 46

ACME WHITE LEAD AND COLOR WORKS

SPECIAL BUSINESS STATISTICS FOR MONTH ENDING May 31 1911.

H B & X Co. 11084

MISCELLANEOUS

Gross Sales		$378,686.17
Dis. and Freight	3.50 %	$ 13268.38
Returned Goods	2.02 %	$ 7642.00
NET SALES		357775.79

MISC.	MONTH	TOTAL
Fuel	30510.04	128181.31
Water		19160.03
Freight Inc.	4880.69	34172.90
Freight Out	10291.58	61727.31
Tonnage Out	29460.47	157504.86

PAY ROLL ANALYSIS

DEPARTMENTS	NO. EMP. 5/10	NO. EMP. 5/24	AMOUNT
Branch Factory	137	134	10304.19
Branch Office	72	72	3611.70
Branch Supervision	8	8	1639.54
Calcimine	9	9	386.60
Coach Color	14	15	754.15
Dry Color	18	13	910.07
Enamel	12	11	610.79
Enamel Base			
Experimental	3	3	240.00
Factory Lunch			135.20
Factory Office	10	11	591.51
General Office	77	76	3912.30
Janitors	3	3	104.04
Labeling	24	24	570.47
Label Stock	2	2	68.00
Laboratory	2	2	150.93
Lead and Putty	9	7	311.94
Managers	9	9	583.92
Mechanical	41	43	2795.38
Miscellaneous			204.35
Mixed Paint	15	12	643.62
Mixed Paint Base	13	10	495.34
Oil Color	11	11	504.94
Package	13	12	745.61
Packing	23	24	1094.09
Paste Paint	14	13	684.79
Printing	105	90	3804.04
Receiving and Yard	17	14	669.29
Red Lead			
Shipping and Cartage	26	24	2377.83
Stock	7	6	230.98
Varnish	24	24	1515.04
White Lead			
Total Pay Roll for Month	718	682	45905.75

RECORD OF ORDERS FOR MONTH

Received-Acme	12356	Received per Day-Acme Average	475
Received-Peninsular	692	Received per Day-Pen. Average	27
Received-Lincoln	10	Received per Day-Rex. Average	
TOTAL RECEIVED	13058	Total Average per Day	502
		Average Amount of Each Order $	27.39

GOODS	PRODUCTION MONTH	PRODUCTION TOTAL	SALES MONTH	SALES TOTAL
Whiting	116434.0	633395.0	5320	22174
Varnishes	8373.7	55960.3	2613.3	14741.8
Mixed Paint—1st Quality	2595.8	24837.3	7384.1	29159.5
Mixed Paint—2nd Quality	1241.5	6823.3	1758.1	7438.7
Barn, Bridge, Roof & Met. Pts.	550.6	4187.4	766.1	2817.3
Floor Paints	571.2	3172.7	1337.1	3931.8
Misc. Mixed Paints	652.8	4226.7	742.9	4330.0
Liquid Wood Fillers	164.7	1298.4	160.2	989.3
Carriage and Wagon Paints	420.0	487.8.7	1297.9	6323.4
Top Dressing	14.9	609.9.9	48.5	231.5
Household and Family Paints	42.0	376.8	146.3	627.7
Neal's Enamel	1149.7	646.05	2097.2	9195.4
Misc. Enamels	659.6	5456.6	782.6	5860.9
Varnish and Oil Stains	736.1	3679.1	1760.0	7018.9
Furniture Polish	34.8	78.0	22.5	144.3
Reducers	975.6	5256.0	313.4	2043.6
Floor Wax	216.0	712.2	43.0	221.4
Paint and Varnish Remover	104.8	507.7	196.2	905.6
Oil, Grain, and Distem. Colors	12474.3	53572.4	1391.1	4869.2
White Lead and Zinc in Oil	14814.5	135616.7	1899.1	7032.7
Paste Wood Filler	2448.3	5572.8.7	104.3	476.7
Putty	9610.1	59062.9	250.9	1444.1
R. R. Car and Depot Paints	317.9	2059.0	491.3	2723.5
Roc-Varno, Loco. and Jack. Ens.	281.3	1301.5	1219.5	884.6
Gear Filler and Rough Stuff	3136.4	37674.1	1341.0	10349.4
Coach Colors	6137.4	40707.0	679.2	4394.6
Dry Colors	10090.6	119648.0	256.5	1505.7
Paste Paint and Primers	19026.7	159716.1	1097.5	9635.6
Color Varnish	478.6	2999.5	269.2	1599.9
Machinery Paint and Iron Filler			47.6	391.8
Kalsomine	15280.2	70576.3	498.8	2752.5
Red Lead				
PASTE FORMIXING DEPT		446978.3		
DRY COLOR REGRIND FOR PAINT DEPT		2304.2.9		
Total—Goods of our Mfr.			31347.4	154258.8
Brushes			421.7	1346.9
Cutlery			4.2	36.1
Dry Colors			64.1	278.9
Glass			465.3	892.5
Oil and Turpentine			2202.3	6252.4
White Leads			587.4	1693.2
Miscellaneous		1000	685.1.79	3122.34
Total—Jobbing Goods			4430.179.136	22.734
Grand Total	229034	1197567.67	357775.79	1678815.34

0007 SWP 000032529