Liquid Fillers and Che-Lac	Neutone	Martin's Enamel	Interior and Other Enamels	Triple-Ground and Pullman Oil Colors and Distemper Colors	Colors in Japan	Paste Fillers		Monarch Paint 100% Pure	Pullman and Everett Liquid Paints	Porch and Deck Paint	Senour's Floor Paint	Floor Wax and C. & C. Filler	Wood-Var
24	25	26	27	28	29	30		6	6A	7	8	9	10
120 54	551 31	510 14	1130 75	582 94	41 77	13 63		2147 58	2232 96	1578 75	1610 47	68	6892 00
17 69	2655 40	56 59	472 39	208 34	6 93	7 93		1533 613	757 33	728 05	403 95	19 63	2468 50
38 61	578 78	25 75	86 52	231 86	100 96			1097 35	131 55	122 80	147 40		345 65
10 18	121 93	5 19	12 36	94 73				336 711	233 95	24 25			686 70
	204 80	36 56	82 36	53 84				1297 509		1390 40	109 00		208 06
187 02	9072 22	634 23	1784 38	1171 71	149 66	21 56		5424 726	3355 79	3844 25	2270 82	20 31	10600 91
74 45	2816 27	9 12	172 01	182 07		119 24		7918 16	2622 50	125 50	381 88	55 71	1500 53
467 23	7876 93	488 19	973 07	3777 17	33 70	262 66		27390 49	331 96	2117 88	1109 03	73 97	5587 91
40 72	3660 67	202 75	746 68	692 73		46 08		7505 71		1423 36	3120 03	3 60	4624 56
21 60	3193 05	14 83	821 98	127 61	1 44	9 02		3215 75	680 36	396 28	2635 49	13 74	4202 63
63 60	1242 67	102 74	531 26	277 89	3 27	23 78		22605 80	286 80	771 49	842 67	19 32	8291 17
216 29	3545 87	249 69	3598 10	1730 86	57 51	156 07		28203 85	3391 91	1914 87	1574 26	135 22	11925 82
883 89	22335 46	1067 32	6843 10	6788 33	95 92	616 85		96839 76	7313 53	6749 38	9663 36	301 56	36132 62
64 77	3445 03	273 31	975 17	1353 68	106 48	134 98		7964 30	1636 56	1019 83	2777 40	22 50	1423 53
15 56	1817 37	89 03	509 14	66 92				11672 95	65 15	387 95	745 12	59 94	2629 97
	519 68		183 41	8 40					81 60				
	327 95	66 10	46 94	257 61	1 50			404 34	2557 56	517 67	2085 10	16 56	261 24
71 67	2177 02	395 34	516 65	364 10	7 14	118 97		6408 28	3063 87	1129 22	4157 86	27 05	2848 09
										303 60	103 20		
30 45	1164 47	87 73	417 23	187 36				9194 49	198 88	252 45	634 04	40 01	2601 47
31 65	3853 92	587 29	484 97	333 95		19 48		10648 39	625 87	243 83	1460 99	42 33	2887 19
214 10	13305 44	1498 80	3133 51	2572 02	115 12	273 43		46292 75	8229 49	3854 55	11963 71	208 39	12651 49
137 63	1725 52	3 44	1136 17	1777 98	44 05	146 51		22680 48	16729 74	1046 22	3052 53	208 56	360 68
1 53	4358 04			13105 64		113 86		117935 30	4257 14	4095 92	17206 07		
9 50	3135 26	488 27	2530 61	730 71	217 06	31 14		11455 00	1906 02	146 88	3022 67	119 21	2608 69
16 14	2412 00	3958 22	204 96	966 04	75 66			329 19	1223 71	315 84	268 06	11 00	2923 21
								3686 39	514 98	326 84	134 21	4 66	144 02
1 42	722 35	153 14	147 75	36 18	4 8	4 46							
166 22	12353 17	4603 07	4019 49	16616 55	337 25	295 97		156086 36	24631 59	5931 70	23683 54	343 43	6036 60

Home Paint	School-House Barn Paints	Shingle Stains	Standard Barn and Roof—Iron Duke—F.C.P. Paint	Liquid Graphite Galvanized Iron Primer—Metal Protective Paints	Copper Paints and Bottom Paints	Liquid Specials	Concrete Coatings	Semi-Paste and Galena Paste	Paste Specials	Pullman and Combination Whites	Ochres and Venetian Reds	Penetrating and Water Stains
11	12	13	14	15	16	17	18	19	20	21	22	23
1384.61	4296.32	212.45	2385.07	102.54	45.94	891.80	65.65			689.68		
464.08	2674.03	102.65	1414.48	30.45	5.55	159.75	86.75			1069.58	5.75	
72.65		16.00	298.65	5.90		194.80	88.90		6.67	183.39		
158.25	195.40		650.75			24.10				15.60	10.75	
313.15		72.00	577.90			21.50	13.05		6.25			
2392.74	7165.75	403.10	5326.85	138.89	51.49	1291.95	254.35		12.92	1958.25	16.50	
79.90	1058.98	475.96	287.10	17.40			31.20			1.30		
1474.22	842.56	76.20	1292.10	102.30		62.50	20.40		145.39	699.31	903.38	12.96
2234.89	483.73	35.06	960.47			489.80				6.60	174.25	
2476.73	245.65	99.75	519.86			254.30				287.18	430.15	
287.51	3155.53	50.80	715.38				68.90			109.12		
3609.22	4023.74		2784.52	95.40		21.60	2.93			127.30	531.68	3.12
10162.47	9810.19	737.77	6559.43	215.10		828.20	123.43		145.39	1230.81	2039.46	16.08
767.29	2098.62	101.00	284.91		11.80	59.93				28.07	48.00	6.48
162.89	470.73	484.56	43.28			10.53	53.10			.81	6.00	2.67
33.40	163.80	35.00	78.60				9.80			1.20	52.56	
430.26	343.70	150.85	531.35							231.82	11.02	6.63
									79.30			
2848.53		451.05	19.80		702.02					145.76	4.25	
1651.78	890.08	1008.72	391.37			16.25						
5894.15	3966.93	2231.18	1349.31		713.82	86.71	62.90		79.30	407.66	121.83	15.78
12310.92	1551.28	869.68	10019.69	312.38		16.45	340.25			1347.36	43.88	
67.28	3863.52		1356.48		22.50	1.25				479.63		
6046.28	1348.37	172.70	3614.23		813.36	1281.69	1074.74		473.01	9373.85	25.07	
6910.47	78.68	54.55	237.09		57.60	1607.96			1084.92	2021.19	30.50	61.20
352.77	126.31	56.00	9.56	15.00		9.88	4.0			95.79	2.88	.34
25687.72	6968.16	1152.93	15237.05	327.38	893.46	17380.23	1415.39		1557.93	13317.82	102.33	61.54

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Coal Tar Products		Paint and Varnish Remover	Auto Soap and Sudsoap	Motor Car Finishes Excepting M-C. Enamel	Furniture Polish	Manufactured Dry Colors		FREIGHT, ETC.		TOTAL GROSS SALES Less 01, 02, 03, Drums, Freight, Etc.	Percentage Compared with Last Year		Per Cent of Annual Estimate Reached
39	40	41	42	43	44	45	46	Added	Deducted		Gain	Loss	
								J.W. Kyle Mgr					
206401		70	8498	22147	1094			299		6701223			124.15
106660		1224	1576	16807	1632			355		3876431			17.38
45019		6367	33500	2541	370			488		1013199			67.54
26650		350	14449	13733				301		977913			65.19
7932			2455	4166						1753655			116.91
392662		8011	60478	59394	3096			1443		14322521			108.50
								E.H. Foreman Mgr					
36437		2486		838	360			283		1967768			61.49
119250		3573	1600	15814	648			70		6860543			105.55
16072				2250				164		2938271			58.77
44085		2671	1037	21816	1272			237		2394116			79.80
56363		1395	2069	8226				187		4397130			175.88
118484			814	30266	864			55		8098810			80.99
390691		101.25	5520	79210	3144			1000		26656638			88.27
								F.B. Keuthan Mgr					
22323				10236	144			113		3202784			128.11
7702				1022	1927			5528		2310220			92.41
				769				989		143395			14.34
13290			13072	2208	988			114		976349			48.81
11505		3840	3827	1659				137		2744993			183.00
										48610			9.72
8368				1729				221	1516	2096391			104.82
20402				2783						3473272			231.55
83590		3840	16899	20407	3059			7102	1516	14996014			118.08
50730	260			4679	15736					8940866			
													89.41
									15571	17082198			136.66
289571	1999840	24316	10085	113556	12170					8798206			58.65
411771			22558	2775				835	5244	8777952			
721		2944	1500	2511	194			289		769206			
752793	2000100	27260	34143	123521	31100			1124	20815	44368428			

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Martin's Varnishes	Driers and Painters' Japans	Shellac	Asphaltums and Black Japans Air Drying	Manufactured Oils and Reducers		Motor Car Enamels	Carriage and Auto Paints and Cge. Top Dressing	Wagon and Implement Paints	Varnish Paint Specials	E. Z. Varnish Stain and Oil Stains	Screen and Stove-Pipe Enamels	Aluminum and Gold Paints	Insecticides
1	2	3	4	5		31	32	33	34	35	36	37	38
313158	2492	958				82985	176892	117917	44106	115750	8143	190452	455161
232855	980					109598	28213	33726	17468	354493	48443	132536	358137
293709	524					7673	16447	36165	28491	35798	259	18857	292225
99360						23265	15451	20839	8820	28800		24235	167646
90446						9073	747	1019	1929	2060	1154	3532	27719
1029528	3997	958				331993	174955	166616	75194	180681	142396	392471	1243533
26518	1934	9849				16561	7826	7317	9534	15908	4087	7221	27964
312167	6276	11115	3180	117990		93841	58119	15992	19037	87449	28286	33829	1483276
950						78675	21461	40142	33017	112028	18764	10494	28257
70989	1314	6154	1758			55802	13226	5101	6674	43950	31943	2714	59375
92308	1440	10306				86827	21906	5412	2967	1816	1694	8298	60539
3581	21	918				130228	45825	5676	17945	70726	27749	69862	563723
506513	10985	38324	4433	117990		461920	165275	17516	69709	263801	132046	174419	[illegible]
20187	396	155				87364	58837	38837	56292	24126	55860	10784	357384
14961		7450		8100		13529	25233	16393	1500	39107	183	16127	227618
2870						11430			2134	46983			
24029		8460				8564	27830	25497	10244	35378	16743	21155	93277
115849	2272	32164				73941	26914	10169	19800	68086	6016	24246	48616
2100						51290	36561	30267	10567	34218	10792	17600	
34674			207			87299	89350	64800	5568	28703	05407	19553	596700
2146 65	2668	48329	207	8100		933417	264328	186938	106081	279501	95001	82335	1223[illegible]
						94317	231560	277511	51215	337845	28978		
							158744	97585			1420		138023
637500	9030	4554	5874			21468	72126	50306	11355	144281	20592	85084	35000
70864	310	45531				20337	15572	4276	27086	21500	2100	59554	4287199
76414	127	71440	273			3598	718	9298	7902	606	2808	1971	902
784776	9467	121125	6077			332936	478720	438076	92558	504232	311793	93000	4411[illegible]

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G. S. M.

NOV 6 1920

Classified Trade Sales Report

September 1, 1919, to Aug 31 1920, 19

The Martin Senour Co., of _____

REPRESENTATIVE	Year	Terr. No.	MONTH GROSS SALES: TOTAL	MONTH GROSS SALES: Trade	MONTH GROSS SALES: Manufacturers, Railway, Street Railway, Marine	YEAR TO DATE GROSS SALES: Trade	YEAR TO DATE GROSS SALES: Manufacturers, Railway, Street Railway, Marine	YEAR TO DATE GROSS SALES: TOTAL	YEAR TO DATE MEMO. DEDUCTED: Martin's Lead 01	YEAR TO DATE MEMO. DEDUCTED: Linseed Oil 02	YEAR TO DATE MEMO. DEDUCTED: Putty 03	YEAR TO DATE MEMO. DEDUCTED: Drums	Stencil Materials 47	Unclassified Sundries 48
	1919 1920										Southern division			
Reid W.S.		48	231797	230823		66338.03	675.00	68399.95	96.67	54.56	52.00			218.28
Thornton L.D.		49	41.00.58	39.09.76		387.01.96	29.95	40.64.39.91	365.58	11.55	14.17.00	11.50		69.93
White W.A.		50	57.57.75	45.75.58	10.12.00	98.44.50	38.04.49	10.57.54.99		29.70	1.18	9.1.00		31.66
Morgan W.T.		52	185.182	155.163		9.77.1.00	8.13	9.84.86.91			10.75			50.80
		53				175.03.59	3.29.61	17.55.13.40			.79			14.00
Southern totals			85.49.01	82.27.15	10.12.00	142.19.6.48	10.2.8.73	14.30.1.33	46.4.5.5	5.8.5.81	19.5.1.16	10.2.50		66.96
											Southeastern division			
Rabold A.B.		29	23.57.18	23.53.80		19.1.7.85	5.980	1.99.1.49	1.16.05	3.29.5	9.49.7			6.72
Lindeman F.L.		30	55.09.98	39.96.38	5.33.17	6.7.41.09	1.1.43.4	7.8.46.65	18.9.7.63	2.98.94	7.59.3.74			78.93
Lebr B.M.		31	2.2.1.60	2.2.1.60		29.38.91		3.56.7.75						6.2.4.98
Norman C.F.		33	10.2.8.75	9.85.67		2.3.9.41.16		2.4.1.2.0.35	6.3.90		24.1.60	13.00		16.78.7
Thompson S.C.		34	3.0.9.7.81	3.0.4.9.66		4.3.8.6.9.00	10.7.30	4.4.8.0.1.60	3.9.5.68		4.0.7.59	6.00		16.76
Morgan J.T.		35	8.8.5.3.79	85.1.18	2.0.7.96	1.0.7.0.1.80	28.5.80	8.1.7.9.0.31	10.75		7.6.4.86			25.95
So-Eastern totals			21.0.7.16	19.1.2.24	7.6.0.48	2.6.4.9.5.16	16.1.9.0	28.5.1.0.0.83	2.4.9.2.1	3.3.1.5.9	9.1.5.0.99	19.0.8		63.1.1
											Mississippi Valley division			
Morgan Jas.		28	2.3.0.0.0.0	2.3.0.0.0.0		3.4.0.2.7.84		3.2.6.8.8.1.17	2.5.8.76		1.2.5.9.1.2			13.6.75
Kansas Paul		37	2.0.8.6.3.3	2.0.5.3.0		2.2.0.1.6.5.2	6.8.8.3	2.6.1.1.8.4.5			2.5.2.0.3.7			44.6.5
Vacant		38	4.5.9.2.5			1.4.3.1.9.4		1.1.6.2.7.99			3.1.8.9.1.5			
Vacant		39	6.8.6.9.4	5.5.9.0.5		9.6.9.7.99	7.0.5.0	1.1.9.5.3.8.1	3.1.0.0	5.4.1.5	2.0.6.7.8.0	1.1.5.0		26.43
Dickerson R.E.		40	4.3.7.9.6.7	4.3.9.6.7		27.4.4.9.9.3		2.7.7.4.1.10	2.1.3.0.7		5.2.8			7.1.5.0
Vacant		41	1.8.1.7.3	1.1.6.4.0		4.0.6.8.0	7.9.2.0	6.8.8.43			1.9.7.7.3			
Vacant		42	2.6.4.7.2.9	2.7.3.1.0.6		2.0.9.6.3.9.7		2.1.0.0.0.5.6	2.1.5		1.1.7.7			36.18
Waters W.M.		43	10.2.7.7.6.1	10.2.7.7.6.1		3.4.7.3.7.7		3.5.8.9.5.91	7.7.4	4.5.0.0	4.2.5			1.10.6.00
Mississippi Valley			7.3.0.4.5.7.7	2.2.8.6.9.0.4		1.1.4.9.7.1.6	2.9.7.1.1	1.6.1.7.0.9.7	5.2.1.7	9.9.4.5	9.2.5.1.6.5	1.1.5.2		1.8.1.7.6.1
Miscellaneous Retail			5.7.8.1.5.0	5.7.8.1.5.0		8.9.4.0.8.1.6		8.9.4.6.9.2.2			4.1.9.2			9.1.5.4
Carpenter Motor			18.4.4.1.4.1	18.4.4.1.4.1		17.0.8.7.1.9.8		17.8.3.6.9.6.7	7.7.0.3.9.5					
Exports			3.6.3.5.5.7.0	2.2.1.5.9.7.4		8.7.9.8.2.0.6		10.0.4.3.5.9.2	2.9.9.18	3.4.6.6.2.3	1.6.0.6.5			85.2.7.86
Other			8.0.7.69	1.4.0.5.38	6.3.0.0	8.1.7.8.7.7	6.0.6.7.5	9.4.9.1.1.7	2.2.7.5	10.6.1.8	5.8.9.4.7.2	3.6.5.0		111.4.59
Cash & Unreal'd			1.1.3.2.7.2	10.0.4.1.1		7.6.9.2.0.6		8.5.2.0.8.2	1.7.0.0.5	4.0.5.16	4.1.0.9			20.6.37
Spl Totals			6.0.9.0.7.4.1	5.9.0.2.1.6	6.3.0.0	4.2.7.6.2.5.3	6.0.6.5	4.3.3.2.0.5.8	8.1.9.1.5	3.9.8.1.2	6.5.6.3.1.5	3.6.5.0		99.4.5.1.7