	EAST CHICAGO		AKRON	
	POUNDS	AMOUNT	POUNDS	AMOUNT
Sales:				
Merchantable	12,873,888	$ 999,931.31	19,789,832	$1,378,255.31
Consigned Stock	638,900	59,072.72	267,800	18,936.73
Total Merchantable-	13,512,788	$1,059,004.03	20,057,632	$1,397,191.04
Freight, Express, Cartage, Etc.		33,344.74		24,324.96
Freight, Express, Cartage, Etc. Consigned Stock		2,891.52		1,023.25
		$ 36,236.26		$ 25,348.21
Net Amount Received from Sales		$1,022,767.77		$1,371,842.83
Cost of Zinc Oxide Sold:				
East Chicago and Akron Stock		$ 912,690.54		$1,389,807.93
Consigned Stock		45,624.20		19,344.68
Total Merchantable-		$ 958,315.04		$1,409,152.61
Gross Profit on Sales		$ 64,452.73		$ 37,309.78
Selling Expense:				
Salaries:				
Salesmen	$ 4,997.23		$ 6,836.94	
Sales Department - Office	2,064.66		2,953.84	
Development and Sales Engineer	968.81	$ 8,022.70	199.14	$ 9,989.92
Expense:				
Handling - Anaconda Sales Company	$ 381.56		$ 784.80	
Salesmen	3,846.20		5,316.56	
Telephone	583.80		891.16	
Commission on Sales	1,427.08		2,221.57	
All other items	1,446.09	7,684.50	2,031.21	11,245.30
		$ 15,707.20		$ 21,235.22
Credit- White Lead Selling Expense		4,935.24		7,472.15
		$ 10,772.84		$ 13,763.07
Gross Income from Sales		$ 53,680.69		$ 51,072.85
Other Income (Sale of Zinc Dust)		--		10,304.27
Total-		$ 53,680.69		$ 61,377.12
Other Deductions:				
Discount Allowed		$ 13,491.23		$ 13,269.41
Exchange Fees		53.90		52.01
Insurance		102.96		100.00
Warehousing		245.07		134.88
Loading out of Warehouse		4,697.45		3,397.10
Samples charged to Advertising		343.15		291.04
Bad Debts		6.86		3.74
Interest		2.32		--
Consigned Stock, Rental and Handling		532.41		400.12
Invoicing and Collections		208.48		--
Overages and Shortages		.30		4.60
		$ 19,645.15		$ 17,645.42
NET PROFIT ON SALES:		$ 34,017.53		$ 79,022.54

Total Loss on the two Plants at October 31st 1926 was- $ 45,005.01

Cost of selling white lead by the Zinc Oxide Department is estimated monthly and charged to commission received for the selling of same. At October 31st 1926 "Commission on White Lead" had a credit balance of $3,644.19.

PNYC00001357

[redacted]

Capital Paint and Varnish Company,
Brooklyn, N.Y.

You will note they have four invoices much overdue. Mr. Stelte states they have just cleaned up their July and August accounts. They are considered good but slow.

Devoe and Reynolds Company,
New York, N.Y.

Although an invoice dated 9-4-26 for $1,425.06 was unpaid, shipments were made in November in the amount of $21,161.89. Mr. Stelte states this invoice of 9-4-26 for $1,425.00 was overlooked by them and would be paid in the near future. He could not find correspondence showing where this statement was made.

Grasselli Chemical Company,
Cleveland and New York.

Mr. Stelte states these people remit when their customers pay them.

Johnstown Tire and Rubber Company,
Johnstown, Pa.

Mr. Stelte states they are considered good but slow.

Ohio Varnish Company,
Cleveland, Ohio.

Considered good but slow.

P.& P. Chemical Company, $ 25.75
Passaic, N.J.

Account is considered doubtful. Have made many promises but do not pay.

University Point and Color Company,
Long Island City, [redacted]

Considered good but slow.

It would appear to me that this Department is a little too lenient in making collections. Unlike the Chicago Office, very little interest is collected on past due accounts.

PNYC00001358