

Accounting Department - Continued:

<u>Name</u>	<u>Position</u>	<u>Salary per Month</u>
Fern Clump Entered service December 19th, 1927. Resigned January 31st, 1928.	Stenographer	\$ 115.00
Martha Lindholm Entered service May 11th, 1927. Types vouchers and cost sheets and operates comptometer. Does good work.	Typist and Comptometer Operator	125.00
Roy Fallowe Increased from \$150.00 to \$165.00 per month effective January 1st, 1928, as per Mr. Jas. Dickson's letter of January 4th, 1928. Does very good work and should develop into a good clerk.	Timekeeper and Paymaster	165.00
Harriet Baum Increased from \$75.00 to \$85.00 per month effective January 1st, 1928, as per Mr. Jas. Dickson's letter of January 4th, 1928.	Time Clerk	85.00
Blanch Burns Entered service March 7th, 1927.	Telephone Operator	90.00
W. P. Hines Handles the storeroom work well. Getting the new storeroom in nice shape.	Storekeeper	195.00
Stacie Anosky Increased from \$170.00 to \$175.00 per month effective July 1st, 1927. Does very neat work.	Assistant Storekeeper	175.00
Harold Johnson Entered service June 30th, 1927 as Store Clerk. Transferred to Assistant Shipping Clerk December 12th, 1927 and salary increased from \$100.00 to \$125.00 per month.	Assistant Shipping Clerk	125.00
J. M. Asher	Chief Weigher	200.00
R. J. Lawson	Yardman	170.00

Akron Office:

K. A. Parks Increased from \$160.00 to \$175.00 per month effective July 1st, 1927.	Clerk in Charge	175.00
Edwin Foote Increased from \$125.00 to \$140.00 per month effective January 1st, 1928.	Clerk	140.00
Mrs. A. B. Kibble Increased from \$120.00 to \$125.00 per month effective January 1st, 1928.	Stenographer	125.00

Anacosta Lead Products Company - Operating:

W. J. Knox Increased from \$250.00 to \$275.00 per month effective January 1st, 1928, as per Mr. Laist's letter of January 9th, 1928.	General Foreman	275.00
E. A. Mayhew	Foreman	205.00
Virgil Van Tilburg	Foreman	205.00
Stanley Dudek	Foreman	205.00
Sam H. Seaks	Assistant Statistician (Clerk)	150.00
S. P. Tinner Transferred from the Akron, Ohio Plant November 26th, 1927	Research Operator	150.00

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MONTHLY EMPLOYEES - SALARY ROLL:

COST'D

Refining Department - Operating:

<u>Name</u>	<u>Position</u>	<u>Salary per Month</u>
G. E. Johnson	Superintendent	Paid by New York Office
E. G. Bowman	Assistant Superintendent	\$500.00
Increased from \$475.00 to \$500.00 effective January 1st, 1928		
F. P. Clark	Metallurgist	350.00
Increased from \$330.00 to \$350.00 effective January 1st, 1928		
F. F. Leyman	Assistant Metallurgist	215.00
Increased from \$200.00 to \$215.00 effective January 1st, 1928		
J. P. Walker	General Foreman	275.00
Increased from \$250.00 to \$275.00 effective January 1st, 1928		
L. E. Cutler	Shift Foreman	165.00
Decreased from \$190.00 to \$165.00 effective January 1st, 1928		
Assistant Foreman who has been Acting Foreman during the absence of John Dudek.		
John Dudek	Shift Foreman	190.00
Was injured September 14th, 1924. Back to work November 1st, 1927		
R. E. Richards	Shift Foreman	190.00
F. W. Cody	Shift Foreman	190.00
R. W. Dokes	Assistant Foreman	165.00
S. B. Posey	Assistant Foreman	165.00
Theo. Andersen	Assistant Foreman	165.00
Frank C. Treadway	Assistant Foreman	165.00
Larry Hooker	Assistant Foreman	165.00
Resigned January 21st, 1928.		
J. Randall Johnson	Assistant Foreman	165.00
M. B. Smith	Statistician	250.00
Increased from \$225.00 to \$250.00 effective January 1st, 1928		
R. J. Tyler	Assistant Statistician	150.00
T. E. Donahue	Chief Research Engineer	200.00
F. A. Petermann	Research Engineer	165.00
Increased from \$150.00 to \$165.00 effective January 1st, 1928		
Paul D. Cronin	Research Engineer	150.00
Entered service May 16th, 1927.		
Kenneth C. Lampert	Research Engineer	150.00
Entered service August 27th, 1927. Resigned January 22nd, 1928.		
Carl W. Liberg	Research Engineer	150.00
Entered service August 4th, 1927.		
R. S. Toney	Chief Engineer	350.00
Increased from \$300.00 to \$350.00 effective January 1st, 1928		
K. V. Kana	Draftsman	240.00
Julius Slovenko	Draftsman	225.00

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MONTHLY EMPLOYEES - SALARY ROLL:

CONT'D

Refining Department - Operating:

Cont'd

<u>Name</u>	<u>Position</u>	<u>Salary per Month</u>
Alexander Rasmussen	Draftsman	\$ 150.00
William S. McWhorter	Draftsman	175.00
E. A. Jordan	Master Mechanic	275.00
J. J. McKenna	Assistant Master Mechanic	250.00
Anna Kosacik	Draftsman	110.00
Increased from \$105.00 to \$110.00 effective January 1st, 1928		
E. C. Brown	Chief Chemist	250.00
Increased from \$235.00 to \$250.00 effective January 1st, 1928		
William E. Olson	Assayer	170.00
Increased from \$180.00 to \$190.00 effective January 1st, 1928		
B. M. Stiff	Chemist	180.00
G. A. Lunderman	Chemist	190.00
E. J. Fieldhouse	Chemist	150.00
Chrl. Pivansaki	Chemist	100.00
Increased from \$80.00 to \$100.00 effective July 1st, 1927		
John Liss	Chemist Helper	75.00
Entered service August 17th, 1927. Increased from \$65.00 to \$75.00 effective January 1st, 1928.		
Mina Wall	Stenographer	145.00
Viola Radloff	Stenographer	125.00
L. E. Meara	Welfareman	180.00

Anacanda Zinc Oxide Department - Sales Office:

<u>Name</u>	<u>Position</u>	<u>Salary per Month</u>
F. O. Case	General Manager	Paid by New York Office
D. M. Tobey	District Sales Manager (New York)	325.00
Increased from \$275.00 to \$325.00 effective July 1st, 1927		
J. G. Johnson	Salesman (New York)	200.00
Increased from \$175.00 to \$200.00 effective July 1st, 1927		
Agnes Morley	Stenographer (New York)	150.00
Entered service July 2nd, 1927. Formerly on Weekly Salary. Increased from \$155.00 to \$150.00 effective January 1st, 1928.		
E. S. Boston	Salesman	130.00
Promoted from Grader. Salary increased from \$140.00 to \$180.00 effective January 1st, 1928.		
F. E. Earless	Salesman	275.00
Increased from \$225.00 to \$275.00 effective July 1st, 1927.		
Lorraine Wylie	Secretary to Manager	180.00
Carrie Leach	Stenographer	130.00
Ruby Dennison	Stenographer	90.00
Increased from \$75.00 to \$90.00 effective January 1st, 1928		
George Anderson	Salesman	235.00
Increased from \$200.00 to \$235.00 effective January 1st, 1928		

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ACCOUNTS RECEIVABLE - CONTINUED:

CUSTOMERS LEDGER - CONTINUED:

Name	Terms	Date	Not Due	Overdue Feb. 5th, 1928.
G. H. Brown Paint Co. Brooklyn, N. Y.	1 1/2 10 Net 30 Days	9/ 7/27	\$	\$ 17.81
	"	9/24/27		17.81
	"	10/ 7/27		20.25
	"	10/11/27		17.81
	"	10/15/27		83.75
	"	10/25/27		55.87
	"	11/30/27		198.37
	"	12/ 5/27		49.68
	"	12/19/27		17.81
	"	1/14/28	52.12	
	"	1/26/28	52.12	
Mr. Stolte says this is a responsible concern but is very slow. Considered good.			\$ 104.24	\$ 459.16
Capitol Paint & Varnish Co. Brooklyn, N. Y.	1 1/2 10 Net 30 Days	12/ 2/27	\$	\$ 390.00
	"	12/ 8/27		49.75
	"	12/15/27		95.82
	"	12/16/27		260.00
	"	1/11/28	506.56	
	"	1/30/28	289.93	
Slow but considered good.			\$ 796.56	\$ 815.37
J. Frank Darling Co. Wilmington, Del.	1 1/2 10 Net 30 Days	12/29/27	\$	\$ 956.25
First shipment to this customer. Overdue statement mailed. Considered good.				
Johnstown Tire & Rubber Co. Johnstown, Penna.	1 1/2 10 Net 30 Days	3/24/27	\$	\$ 11.00
	"	4/15/27		105.00
	"	7/ 4/27		84.00
Last paid \$100.00 Dec. 1926, 1927 and promised to pay balance of account by the first of the year - their letter of Dec. 12th, 1927. Mr. Stolte wrote them Feb. 23rd, 1928 asking for some action on this account. Considered good.				\$ 200.00
LaSalle Co. St. Paul, Minn.	1 1/2 10 Net 30 Days	11/29/27	\$	\$ 14.50
Slow but considered good.				
S. R. Milbury Irvington, Ky.	1 1/2 10 Net 30 Days	12/16/27	\$	\$ 20.25
First shipment to this customer. Considered good.				
Ohio Varnish Co. Cleveland, Ohio.	1 1/2 10 Net 30 Days	12/22/27	\$	\$ 675.00
Slow but considered good.		1/ 3/28	\$ 2,727.50	
P. & P. Chemical Co. Passaic, N. J.		11/17/25	\$	\$ 17.50
		12/ 7/25		56.25
Last paid \$80.00 Dec. 23rd, 1926. Company in bankruptcy. Claim filed but present status unknown. Very doubtful. Set up in "Reserve for Bad Debts" Dec. 31st, 1927.				\$ 73.75

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ACCOUNTS RECEIVABLE - CONTINUED:CUSTOMERS LEDGER - CONTINUED:

Name	Terms	Date	Not Due	Overdue Feb. 5th, 1928
Edward Smith & Co., Long Island City, N.Y.	1 1/2 10 Net 30 Days	12/ 9/27		\$ 434.37
	"	12/23/27		434.37
	"	1/ 5/28	\$ 434.37	
		1/19/28	421.87	
		1/21/28	421.87	
No further shipments to be made to this Company until past due items are paid. Slow but considered good.			\$ 1,278.11	\$ 868.74
Wheeler Varnish Works Chicago, Illinois.	1 1/2 10 Net 30 Days	10/24/27		\$ 318.75
	"	12/15/27		318.75
	"	1/11/28	\$ 318.75	
No further shipments to be made to this Company until past due items are paid. Slow but considered good.			\$ 318.75	\$ 637.50

TERMS TO CUSTOMERS:

As indicated in my last report, the terms allowed to customers seem to vary a great deal. I am listing below some of the terms now being allowed on invoices covering sale of Zinc Oxide.

1 1/2 10th Proximo Net 30 Days

A. Burdall Co.
Euclid Paint & Varnish Co.
General Tire & Rubber Co.
B. F. Goodrich Co.
Goheen Corporation
India Tire & Rubber Co.
Indianapolis Tire & Rubber Co.
Kelly-Springfield Tire & Rubber Co.
Lion Varnish Co.
Marietta Paint & Color Co.
Norfolk Paint & Varnish Co.
Patterson-Sargent Co.
Paramount Paint & Varnish
Seiberling Rubber Co.
U. S. Rubber Co.
Whittaker, Clark & Daniels

1 1/2 10th Proximo and 25th of Current Month

Cleveland Varnish Co.
Invoices 1st to 14th due 25th of current
month - invoices 15th to end of month due
10th proximo.

John Lucas & Co.

1 1/2 15th Proximo Net 30 Days

American Rubber & Tire Co.
Colonial Works
Cooper Corporation
Devco & Reynolds Co.
Firestone Tire & Rubber Co.
Miller Rubber Co.
Pennsylvania Rubber Co.
St. Paul White Lead & Oil Co.
Wadsworth-Howland Co.

1 1/2 10 Net 30 Days - four equal installments

Cook Paint & Varnish Co.

2 1/2 10 Net 30 Days

Arco Mfg. Co.
Certain-ee Products
Martin Varnish Co.

Other Special Terms:

Servus Rubber Co.
Invoices due 1st to 9th - payable 10th
" " 11th " 19th - " 20th
" " 21st " 31st - " 1st.

I talked with Mr. Case, Manager, about the difference in terms allowed to customers and he advised me that the condition of the market was such that it was necessary to grant concessions in terms in some cases in order to get business, but that the Sales Department was trying to sell on standard terms as much as possible.

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PROFIT AND LOSS STATEMENT FOR YEAR ENDING DECEMBER 31ST, 1927:EAST CHICAGO, INDIANA AND AKRON, OHIO PLANTS:

Sales	48,295,279 lbs	\$5,281,721.39
Cost of Material Sold		<u>3,119,330.18</u>
Gross Profit on Sales		\$ 162,391.21
Selling Expenses	\$ 70,927.19	
Less - Credit to cover White Lead		
Selling Expenses	<u>21,454.89</u>	<u>49,472.30</u>
Gross Income from Sales		\$ 112,918.91
Other Deductions:		
Cash Discounts	\$ 30,407.92	
Insurance	313.78	
Warehousing	1,139.79	
Loading out of Warehouse	18,157.35	
Advertising	2,784.92	
Bad Debts	310.00	
Interest	713.99	
Consigned Stock Rental & Warehousing	5,738.83	
Invoicing and Collections	596.08	
Overages and Shortages	<u>41.66</u>	<u>60,004.30</u>
		\$ 52,914.61
Deduct - Loss on Zinc Dust Sales		<u>11,731.63</u>
Net Profit		\$ 41,182.98

OFFICE EMPLOYEES:

<u>Name</u>	<u>Position</u>	<u>Salary per Month</u>
<u>East Chicago:</u>		
H. J. Dedelow	Cost Clerk	\$ 200.00
<u>Akron:</u>		
K. A. Parks	Clerk in charge	175.00
Increased from \$160.00 to \$175.00 per month effective July 1st, 1927. See remarks under "Office Work" on page 11 of this report.		
Edwin Foote	Clerk	140.00
Increased from \$135.00 to \$140.00 per month effective Jan. 1st, 1928, authorized by Mr. Jas. Dickson's letter of Jan. 4th, 1928. Fair clerk.		
Mrs. A. B. Kibble	Stenographer	135.00
Increased from \$150.00 to \$135.00 per month effective Jan. 1st, 1928, authorized by Mr. Jas. Dickson's letter of Jan. 4th, 1928.		

"Above employees of the Anaconda Zinc Oxide Department are carried on the Salary Roll of the International Lead Refining Company, Refining Department."

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