

REVENUE STATEMENT

INCOME AND EXPENSE STATEMENT

THE GLENN COMPANY, INC.

1968-1969

GLD000387

RETAIL STORES

October 31, 1937

C O N T E N T S

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CONSOLIDATED BALANCE SHEET

INCOME & EXPENSE

SUMMARY OF NET SALES AND % GROSS PROFITS - BY YEARS

SUMMARY OF NET PROFITS WITH % TO NET SALES - BY YEARS

INCOME & EXPENSE - % TO NET SALES

OTHER INCOME - DEDUCTIONS - NET

DEPRECIATION EXPENSE

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BALANCE SHEET - RETAIL STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
As of the close of business October 31, 1937

	EL PASO TEXAS NO. 45	FT. WORTH TEXAS NO. 54	DALLAS TEXAS NO. 47	HOUSTON TEXAS NO. 49
ASSETS				
Current:				
Cash on hand	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00
Cash on Deposit and in Transit	750.03	1,000.00	5,000.00	1,520.03
Customers' Notes & Acceptances Receivable:				
Not Due	107.38	-0-	11,508.02	-0-
Customers' Accounts Receivable	5,465.68	7,949.33	71,107.42	28,193.26
Allowance for Doubtful Accounts, etc.	111.46	158.72	1,644.46	561.88
Allowance for Special Discounts	143.19	-0-	3,304.60	-0-
Miscellaneous Current Accounts Receivable and Creditors' Debit Balances	-0-	-0-	-0-	-0-
Inventories:				
Finished	13,620.25	16,061.44	50,799.07	23,515.55
TOTAL CURRENT ASSETS	\$ 19,788.69	\$ 24,952.05	\$ 133,565.45	\$ 52,766.96
Other Assets:				
Salesmen's and Managers' Advances	\$ -0-	\$ -0-	\$ 10.80	\$ 2.15
Deposits with Public Utilities, etc.	21.87	15.00	25.00	3.00
TOTAL OTHER ASSETS	\$ 21.87	\$ 15.00	\$ 35.80	\$ 5.15
Permanent:				
Land, Buildings, Furniture & Fixtures, etc.	\$ 6,112.50	\$ 12,051.83	\$ 36,224.88	\$ 13,146.29
Allowance for Depreciation	4,310.71	9,915.54	30,507.73	11,410.09
TOTAL PERMANENT ASSETS	\$ 1,801.79	\$ 2,136.29	\$ 5,717.15	\$ 1,736.20
Deferred:				
Inventory - Advertising Stock	\$ 157.70	\$ 176.50	\$ 1,819.90	\$ 393.25
Unexpired Insurance, Prepaid Taxes, etc.	-0-	36.00	70.00	-0-
TOTAL DEFERRED ASSETS	\$ 157.70	\$ 212.50	\$ 1,889.90	\$ 393.25
TOTAL ASSETS	\$ 21,770.05	\$ 27,315.84	\$ 141,208.30	\$ 54,901.56
LIABILITIES				
Current:				
Accounts Payable for Purchases, etc.	\$ 135.13	\$ 415.81	\$ 853.82	\$ 251.00
Unpaid Commissions and Bonuses	354.49	-0-	1,325.00	1,314.93
Customers' Credit Balances	-0-	13.42	392.51	99.41
Accrued Taxes	110.00	-0-	60.00	190.00
Accrued Royalties, Water, Rent, etc.	-0-	-0-	709.01	-0-
TOTAL CURRENT LIABILITIES	\$ 599.62	\$ 429.23	\$ 3,340.34	\$ 1,855.34
Inter-Company Account:				
Private Ledger - Cleveland	\$ 13,429.55	\$ 27,961.51	\$ 121,766.75	\$ 27,278.17
Nominal:				
Net Profit from operations for the fiscal year ended October 31, 1937 before providing for Federal Income Tax	\$ 7,740.88	\$ 1,074.90	\$ 16,101.21	\$ 25,768.05
TOTAL LIABILITIES	\$ 21,770.05	\$ 27,315.84	\$ 141,208.30	\$ 54,901.56
TURNOVER				
Average Receivables - Customers - In Net Sales	12.39	7.21	4.85	8.52
Average Inventory - In Cost of Sales	2.85	2.29	4.53	5.07

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STON IAS 49	SAN ANTONIO TEXAS NO. 50	TOTAL TEXAS STORES	ATLANTA GEORGIA NO. 40	BIRMINGHAM ALABAMA NO. 41	MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45	TAMPA FLORIDA NO. 61	ST
00.00	\$ 100.00	\$ 500.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$
20.03	750.00	9,020.06	350.24	392.70	1,500.00	29.83	691.31	
-0-	1,058.14	12,673.54	-0-	71.78	-0-	300.00	270.00	
93.26	7,455.81	120,171.50	13,972.65	45,697.40	20,355.37	16,658.06	21,581.87	
51.88	850.00	3,326.52	278.17	914.40	407.11	338.79	437.04	
-0-	-0-	3,447.79	330.47	477.66	50.00	-0-	-0-	
-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	
15.55	16,358.09	120,354.40	16,934.64	34,998.23	21,021.27	15,527.69	23,775.19	
66.96	\$ 24,872.04	\$ 255,945.19	\$ 30,748.89	\$ 79,868.05	\$ 42,519.53	\$ 32,217.13	\$ 45,981.33	\$
2.15	\$ -0-	\$ 12.95	\$ 70.00	\$ 24.25	\$ 240.00	\$ -0-	\$ 100.00	\$
3.00	5.00	69.87	-0-	55.00	14.82	25.00	35.00	
5.15	\$ 5.00	\$ 82.82	\$ 70.00	\$ 79.25	\$ 254.82	\$ 25.00	\$ 135.00	\$
46.29	\$ 6,549.56	\$ 74,085.06	\$ 4,688.37	\$ 12,862.94	\$ 7,656.73	\$ 8,580.57	\$ 2,774.57	\$
10.09	6,352.21	62,496.28	2,293.98	6,039.38	3,781.97	2,812.28	1,146.17	
36.20	\$ 197.35	\$ 11,588.78	\$ 2,394.39	\$ 6,823.56	\$ 3,874.76	\$ 5,768.29	\$ 1,628.40	\$
93.25	\$ 223.30	\$ 2,770.65	\$ 328.34	\$ 421.32	\$ 409.96	\$ 274.00	\$ 171.82	\$
-0-	8.00	114.00	20.00	30.00	429.15	90.00	330.00	
93.25	\$ 231.30	\$ 2,884.65	\$ 348.34	\$ 451.32	\$ 839.11	\$ 364.00	\$ 501.82	\$
01.56	\$ 25,305.69	\$ 270,501.44	\$ 33,561.62	\$ 87,222.18	\$ 47,488.22	\$ 38,374.42	\$ 48,246.55	\$
51.00	\$ 686.93	\$ 2,342.69	\$ 925.31	\$ 1,123.56	\$ 134.37	\$ -0-	\$ 372.51	\$
14.93	-0-	2,994.42	149.73	1,893.07	42.00	675.00	65.00	
99.41	20.13	525.47	64.20	49.06	-0-	18.44	-0-	
90.00	100.00	460.00	340.00	1,375.00	500.00	80.24	186.73	
-0-	-0-	709.01	-0-	125.00	-0-	-0-	-0-	
55.34	\$ 807.06	\$ 7,031.59	\$ 1,479.24	\$ 4,565.69	\$ 676.37	\$ 773.68	\$ 624.24	\$
78.17	\$ 28,080.97	\$ 218,516.95	\$ 26,182.73	\$ 54,718.53	\$ 45,698.88	\$ 23,328.15	\$ 46,103.87	\$
68.05	\$ 3,582.34	\$ 44,952.90	\$ 5,899.65	\$ 27,937.96	\$ 1,112.97	\$ 14,272.59	\$ 1,518.44	\$
01.56	\$ 25,305.69	\$ 270,501.44	\$ 33,561.62	\$ 87,222.18	\$ 47,488.22	\$ 38,374.42	\$ 48,246.55	\$
8.52	7.48	6.28	6.80	6.97	4.52	5.87	3.36	
5.07	2.32	3.85	4.32	5.79	2.46	3.50	2.15	

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BIRMINGHAM ALABAMA NO. 41	MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45	TAMPA FLORIDA NO. 61	ST. PETERSBURG FLORIDA NO. 51	JACKSONVILLE FLORIDA NO. 52	ORLANDO FLORIDA NO. 65	TOTAL SOUTHERN STORES
100.00 \$	100.00 \$	100.00 \$	100.00 \$	100.00 \$	100.00 \$	100.00 \$	800.00
392.70	1,500.00	29.83	691.31	-0-	1,145.00	-0-	4,049.42
71.78	-0-	300.00	270.00	-0-	-0-	-0-	641.78
45,697.40	20,355.37	16,658.06	21,581.87	2,643.43	3,871.44	576.50	125,356.72
914.40	457.11	338.79	437.04	52.34	77.43	11.53	2,516.81
477.66	50.00	-0-	-0-	-0-	-0-	-0-	858.13
-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-
34,998.23	21,021.27	15,527.69	23,775.19	6,225.58	10,279.57	3,536.53	132,298.70
79,868.05	\$ 42,519.53	\$ 32,217.13	\$ 45,981.33	\$ 8,916.67	\$ 15,318.58	\$ 4,201.50	\$ 259,771.68
24.25 \$	240.00 \$	-0- \$	100.00 \$	-0- \$	-0- \$	-0- \$	434.25
55.00	14.82	25.00	35.00	20.00	50.00	65.00	264.82
79.25 \$	254.82 \$	25.00 \$	135.00 \$	20.00 \$	50.00 \$	65.00 \$	699.07
12,862.94	\$ 7,656.73	\$ 8,580.57	\$ 2,774.57	\$ 2,722.53	\$ 5,113.60	\$ 1,761.27	\$ 46,160.58
6,039.38	3,781.97	2,812.28	1,146.17	1.07	144.82	.98	16,220.65
6,823.56	\$ 3,874.76	\$ 5,768.29	\$ 1,628.40	\$ 2,721.46	\$ 4,968.78	\$ 1,760.29	\$ 29,939.93
421.32 \$	409.96 \$	274.00 \$	171.82 \$	230.01 \$	280.14 \$	295.96 \$	\$ 2,411.55
30.00	429.15	90.00	330.00	117.18	75.51	191.67	1,283.51
451.32 \$	839.11 \$	364.00 \$	501.82 \$	347.19 \$	355.65 \$	487.63 \$	\$ 3,695.06
7,222.18	\$ 47,488.22	\$ 38,374.42	\$ 48,246.55	\$ 12,005.32	\$ 20,693.01	\$ 6,514.42	\$ 294,105.74
1,123.56 \$	134.37 \$	-0- \$	372.51 \$	219.39 \$	56.67 \$	286.77 \$	\$ 3,118.58
1,893.07	42.00	675.00	65.00	-0-	-0-	-0-	2,824.80
49.06	-0-	18.44	-0-	-0-	-0-	-0-	131.70
1,375.00	500.00	80.24	186.73	39.06	33.03	11.34	2,565.40
125.00	-0-	-0-	-0-	-0-	-0-	-0-	125.00
4,565.69	\$ 676.37	\$ 773.68	\$ 624.24	\$ 258.45	\$ 89.70	\$ 298.11	\$ 8,765.48
4,718.53	\$ 45,698.88	\$ 23,328.15	\$ 46,103.87	\$ 13,427.12	\$ 22,952.85	\$ 7,975.10	\$ 240,387.23
7,937.96	\$ 1,112.97	\$ 14,272.59	\$ 1,518.44	\$ 1,680.25	\$ 2,349.54	\$ 1,758.79	\$ 44,953.03
7,222.18	\$ 47,488.22	\$ 38,374.42	\$ 48,246.55	\$ 12,005.32	\$ 20,693.01	\$ 6,514.42	\$ 294,105.74
6.97	4.52	5.87	3.36	3.15	2.27	1.50	4.96
5.79	2.46	3.50	2.15	1.69	1.82	1.77	3.45

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BALANCE SHEET - RETAIL STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
As of the close of business October 31, 1937

	BALTIMORE MARYLAND NO. 59	WASHINGTON D.C. NO. 53	SCRANTON PENNA. NO. 43	BINGHAMT NEW YORK NO. 56
ASSETS				
Current:				
Cash on hand	\$ 100.00	\$ 100.00	\$ 125.00	\$ 100.00
Cash on Deposit and in Transit	750.00	998.12	637.85	127.87
Customers' Notes & Acceptances Receivable:				
Not Due	-0-	-0-	1,491.31	-0-
Customers' Accounts Receivable	9,220.48	2,727.85	32,334.34	7,627.89
Allowance for Doubtful Accounts, etc.	184.33	54.56	675.77	152.56
Allowance for Special Discounts	-0-	-0-	-0-	-0-
Miscellaneous Current Accounts Receivable and Creditors' Debit Balances	-0-	119.39	-0-	-0-
Inventories:				
Finished	15,401.61	13,010.09	23,953.94	8,414.76
TOTAL CURRENT ASSETS	\$ 25,287.76	\$ 16,900.89	\$ 56,590.97	\$ 16,117.96
Other Assets:				
Salesmen's and Managers' Advances	\$ -0-	\$ 41.51	\$ -0-	\$ -0-
Deposits with Public Utilities, etc.	-0-	20.00	100.00	-0-
TOTAL OTHER ASSETS	\$ -0-	\$ 61.51	\$ 100.00	\$ -0-
Permanent:				
Land, Buildings, Furniture & Fixtures, etc.	\$ 5,097.91	\$ 5,156.35	\$ 14,531.03	\$ 4,578.05
Allowance for Depreciation	2,954.90	74.82	9,147.74	3,612.66
TOTAL PERMANENT ASSETS	\$ 2,143.01	\$ 5,081.53	\$ 5,383.29	\$ 965.39
Deferred:				
Inventory - Advertising Stock	\$ 106.20	\$ 224.46	\$ 380.28	\$ 175.61
Unexpired Insurance, Prepaid Taxes, etc.	-0-	-0-	158.92	-0-
TOTAL DEFERRED ASSETS	\$ 106.20	\$ 224.46	\$ 539.20	\$ 175.61
TOTAL ASSETS	\$ 27,536.97	\$ 22,268.39	\$ 62,613.46	\$ 17,258.96

LIABILITIES

Current:				
Accounts Payable for Purchases, etc.	\$ 35.10	\$ 306.15	\$ 356.31	\$ 480.01
Unpaid Commissions and Bonuses	355.51	-0-	58.80	-0-
Customers' Credit Balances	3.95	-0-	32.35	-0-
Accrued Taxes	58.88	75.00	1,544.99	50.00
Accrued Royalties, Water, Rent, ect.	-0-	-0-	-0-	-0-
TOTAL CURRENT LIABILITIES	\$ 453.44	\$ 381.15	\$ 1,992.45	\$ 530.01
Inter-Company Account:				
Private Ledger - Cleveland	\$ 18,835.21	\$ 29,829.88	\$ 67,508.73	\$ 18,230.75
Nominal:				
Net Profit from operations for the fiscal year ended October 31, 1937 before providing for Federal Income Tax	\$ 8,248.32	\$ 7,942.64	\$ 6,887.72	\$ 1,501.84
TOTAL LIABILITIES	\$ 27,536.97	\$ 22,268.39	\$ 62,613.46	\$ 17,258.96

TURNOVER

Average Receivables - Customers - In Net Sales	10.66	4.18	3.24	5.13
Average Inventory - In Cost of Sales	3.23	.83	2.53	2.23

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ON	BINGHAMTON NEW YORK NO. 56	WILKES BARRE PENNA. NO. 57	EVANSVILLE INDIANA NO. 42	KNOXVILLE TENNESSEE NO. 55	CHARLOTTE N. CAR. NO. 66	ST. LOUIS MISSOURI NO. 60	OKLAHOMA CITY OKLAHOMA NO. 46	HONOLULU T.H. NO. 58	BU RES NO
10	\$ 100.00	\$ 100.00	\$ 100.00	\$ 75.00	\$ 100.00	\$ 50.00	\$ 100.00	\$ 100.00	\$
5	127.87	435.62	2,000.00	965.00	122.77	-0-	1,496.00	4,690.96	
11	-0-	-0-	6,758.95	3,049.30	-0-	-0-	-0-	674.34	
14	7,627.89	8,213.08	44,364.32	9,252.39	2,034.99	580.45	16,915.46	22,629.51	7.1
17	152.56	164.21	1,018.28	245.58	40.47	11.56	336.06	464.56	
	-0-	-0-	875.72	-0-	-0-	-0-	28.98	-0-	
	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	
14	8,414.76	8,570.11	33,536.85	14,260.40	8,000.04	3,388.55	11,877.82	34,559.23	11.6
17	\$ 16,117.96	\$ 16,283.36	\$ 84,866.12	\$ 27,356.51	\$ 10,217.33	\$ 4,007.44	\$ 30,024.24	\$ 62,189.48	\$ 19.1
	\$ -0-	\$ -0-	\$ -0-	\$ 13.68	\$ 50.00	\$ -0-	\$ 48.40	\$ 4.00	\$
10	-0-	-0-	-0-	5.00	3.00	10.00	-0-	-0-	
10	\$ -0-	\$ -0-	\$ -0-	\$ 18.68	\$ 53.00	\$ 10.00	\$ 48.40	\$ 4.00	\$
13	\$ 4,578.05	\$ 2,740.82	\$ 43,136.80	\$ 5,146.48	\$ 5,351.20	\$ 3,073.80	\$ 3,614.58	\$ 64,271.83	\$ 2.1
14	3,612.66	2,356.04	10,799.75	3,551.99	1.61	2,970.84	228.65	12,238.78	1.1
29	\$ 965.39	\$ 384.78	\$ 32,337.05	\$ 1,594.49	\$ 5,349.59	\$ 102.96	\$ 3,385.93	\$ 52,033.05	\$ 1.1
28	\$ 175.61	\$ 38.53	\$ 591.86	\$ 186.26	\$ 304.39	\$ 19.03	\$ 195.50	\$ 262.46	\$
12	-0-	32.62	-0-	190.00	146.73	-0-	-0-	76.00	
30	\$ 175.61	\$ 71.15	\$ 591.86	\$ 376.26	\$ 451.12	\$ 19.03	\$ 195.50	\$ 338.46	\$
16	\$ 17,258.96	\$ 16,739.29	\$ 117,795.03	\$ 29,345.94	\$ 16,071.04	\$ 4,139.43	\$ 33,654.07	\$ 114,564.99	\$ 21.1
31	\$ 480.01	\$ 121.97	\$ 691.84	\$ 459.66	\$ 570.61	\$ 64.99	\$ 389.26	\$ 1,293.41	\$
30	-0-	-0-	3,195.00	321.00	-0-	-0-	-0-	576.30	
35	-0-	2.71	209.41	22.93	11.27	2.70	112.44	76.08	
39	50.00	354.01	3,540.55	35.00	72.31	85.23	190.91	2,175.85	
	-0-	-0-	-0-	-0-	-0-	13.12	-0-	-0-	
15	\$ 530.01	\$ 478.69	\$ 7,636.80	\$ 838.59	\$ 654.19	\$ 166.04	\$ 692.61	\$ 4,121.64	\$
73	\$ 18,230.75	\$ 18,189.37	\$ 75,750.88	\$ 21,090.44	\$ 19,831.73	\$ 2,923.86	\$ 35,356.51	\$ 97,154.10	\$ 23.1
72	\$ 1,501.80	\$ 1,928.77	\$ 34,407.35	\$ 7,416.91	\$ 4,414.88	\$ 1,049.53	\$ 2,395.05	\$ 13,289.25	\$ 2.1
16	\$ 17,258.96	\$ 16,739.29	\$ 117,795.03	\$ 29,345.94	\$ 16,071.04	\$ 4,139.43	\$ 33,654.07	\$ 114,564.99	\$ 21.1
24	5.13	4.91	6.70	9.21	1.96	37.30	3.48	6.44	
33	2.23	3.10	5.90	4.95	1.64	3.66	3.86	2.47	

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ARLOTTE CAR. O. 66	ST. LOUIS MISSOURI NO. 60	OKLAHOMA CITY OKLAHOMA NO. 46	HONOLULU T.H. NO. 58	BUFFALO NEW YORK NO. 62	TOLEDO OHIO NO. 63	DETROIT MICH. NO. 64	TOTAL OTHER STORES	TOTAL ALL STORES
100.00 \$	50.00 \$	100.00 \$	100.00 \$	100.00 \$	100.00 \$	100.00 \$	1,350.00 \$	2,650.00
122.77	-0-	1,496.00	4,690.96	-0-	-0-	1,000.00	11,077.25	24,146.73
-0-	-0-	-0-	674.34	-0-	-0-	12,000.00	23,973.90	37,289.22
034.99	580.45	16,915.46	22,629.51	7,730.76	15,392.71	20,433.41	199,457.64	444,985.86
40.47	11.56	336.06	464.56	354.45	303.97	648.50	4,454.86	10,298.19
-0-	-0-	28.98	-0-	35.50	150.00	137.93	1,228.13	5,534.05
-0-	-0-	-0-	-0-	-0-	-0-	-0-	119.39	119.39
000.04	3,388.55	11,877.82	34,559.23	11,639.07	14,439.94	19,440.97	220,493.38	473,146.48
217.33 \$	4,007.44 \$	30,024.24 \$	62,189.48 \$	19,279.88 \$	29,478.68 \$	52,187.95 \$	450,788.57 \$	966,505.44
50.00 \$	-0-	48.40 \$	4.00 \$	-0-	150.80 \$	65.32 \$	373.71 \$	820.91
3.00	10.00	-0-	-0-	-0-	-0-	-0-	138.00	472.69
53.00 \$	10.00 \$	48.40 \$	4.00 \$	-0-	150.80 \$	65.32 \$	511.71 \$	1,293.60
351.20 \$	3,073.80 \$	3,614.58 \$	64,271.83 \$	2,706.60 \$	2,481.91 \$	9,799.80 \$	171,687.16 \$	291,932.80
1.61	2,970.84	228.65	12,238.78	1,036.57	1,008.06	952.58	50,934.99	129,651.92
349.59 \$	102.96 \$	3,385.93 \$	52,033.05 \$	1,670.03 \$	1,473.85 \$	8,847.22 \$	120,752.17 \$	162,280.88
304.39 \$	19.03 \$	195.50 \$	262.46 \$	242.19 \$	145.53 \$	275.84 \$	3,148.14 \$	8,330.34
146.73	-0-	-0-	76.00	-0-	42.06	14.00	660.33	2,057.84
451.12 \$	19.03 \$	195.50 \$	338.46 \$	242.19 \$	187.59 \$	289.84 \$	3,808.47 \$	10,388.18
071.04 \$	4,139.43 \$	33,654.07 \$	114,564.99 \$	21,192.10 \$	31,290.92 \$	61,390.33 \$	575,860.92 \$	1,140,468.10
570.61 \$	64.99 \$	389.26 \$	1,293.41 \$	69.97 \$	159.86 \$	153.58 \$	5,152.72 \$	10,613.99
-0-	-0-	-0-	576.30	.80	84.42	876.74	5,468.57	11,287.79
11.27	2.70	112.44	76.08	8.20	194.24	8.41	684.69	1,341.86
72.31	85.23	190.91	2,175.85	35.00	25.00	125.75	8,368.48	11,393.88
-0-	13.12	-0-	-0-	-0-	-0-	-0-	13.12	847.13
654.19 \$	166.04 \$	692.61 \$	4,121.64 \$	113.97 \$	463.52 \$	1,164.48 \$	19,687.58 \$	35,484.65
831.73 \$	2,923.86 \$	35,356.51 \$	97,154.10 \$	23,176.62 \$	29,439.55 \$	62,961.50 \$	520,279.13 \$	979,183.31
414.88 \$	1,049.53 \$	2,395.05 \$	13,289.25 \$	2,098.49 \$	1,387.85 \$	2,735.65 \$	35,894.21 \$	125,800.14
071.04 \$	4,139.43 \$	33,654.07 \$	114,564.99 \$	21,192.10 \$	31,290.92 \$	61,390.33 \$	575,860.92 \$	1,140,468.10
1.96	37.30	3.48	6.44	8.50	8.74	3.98	5.63	5.58
1.64	3.66	3.86	2.47	4.57	4.15	4.12	3.56	3.60

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OPERATING STATEMENT - STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1937

	EL PASO TEXAS NO. 48	FT. WORTH TEXAS NO. 54	DALLAS TEXAS NO. 47	HOUSTON TEXAS NO. 49	SAN ANTONIO TEXAS NO. 50
SALES - REGULAR	\$ 66,256.45	\$ 64,182.53	\$ 394,261.05	\$ 226,032.79	\$ 70,087.76
LESS:					
Returns and Allowances	3,380.83	3,881.03	36,801.30	11,846.34	4,525.18
NET SALES	\$ 62,875.62	\$ 60,301.50	\$ 357,459.75	\$ 214,186.45	\$ 65,562.58
COST OF SALES	34,261.62	34,568.46	217,404.54	118,229.14	37,764.83
GROSS PROFIT	\$ 28,614.00	\$ 25,733.04	\$ 140,055.21	\$ 95,957.31	\$ 27,797.75
SELLING AND GENERAL EXPENSE					
1. Salesmen's Salary & Comm.	\$ 1,127.45	\$ 6,155.64	\$ 25,292.03	\$ 15,698.92	\$ 6,797.04
2. Salesmen's Expense	125.00	1,142.57	15,205.81	1,341.15	1,160.48
3. Other Territorial Charges	-0-	57.45	594.40	280.32	41.21
4. Salaries - Office & Whse.	6,708.79	2,443.50	10,565.31	13,664.48	3,493.38
5. Local Administration	822.10	1,643.22	10,680.18	1,643.22	1,643.22
6. Advertising	2,110.29	3,548.20	21,948.49	10,247.91	3,560.56
7. Cartage	1,306.24	1,421.46	2,742.17	3,604.96	885.92
8. Collection Exp. & Legal Fees	3.50	49.14	289.04	547.32	266.36
9. Convention Expense	79.00	45.78	203.65	290.14	121.10
10. Depreciation - Furn. & Fixt.	564.04	38.03	983.77	274.19	62.20
11. Discount - Cash	259.46	386.48	3,953.74	1,195.18	534.19
12. Donations	25.00	25.00	114.50	27.50	66.06
13. Employees' Welfare	37.32	39.00	138.05	120.35	60.58
14. Heat, Light & Power	248.12	426.75	1,237.68	990.18	215.46
15. Insurance	356.98	460.82	1,185.27	857.13	377.88
16. Office & Whse. Supplies	238.49	421.31	898.55	813.22	339.23
17. Organization Dues	38.50	16.50	79.00	50.00	18.30
18. Postage	296.23	302.49	1,803.12	737.14	258.99
19. Rent	1,800.00	2,977.50	3,510.00	4,980.00	2,700.00
20. Repairs and Maintenance	68.42	135.00	944.93	485.51	296.60
21. Reports (Duns, etc.)	45.00	64.00	848.51	538.14	174.79
22. Samples and Allowances	10.31	205.67	1,361.90	753.28	514.83
23. Stationery & Printing	359.34	250.87	1,235.44	912.48	463.28
24. Storage	-0-	-0-	245.19	-0-	-0-
25. Taxes	154.06	24.91	389.57	111.79	201.12
26. Telephone - Regular	101.48	274.31	638.65	405.13	255.05
27. Telephone - Long Distance	32.15	91.75	852.35	124.52	83.37
28. Telegraph	66.67	45.64	647.43	187.05	117.33
29. Traveling Expense	619.29	113.73	242.27	957.01	176.45
30. Watchman & Janitor Service	57.75	104.50	196.18	56.77	68.60
31. Social Security Taxes	235.47	284.99	1,153.70	821.53	304.85
32. Sundries	10.48	624.32	1,391.13	439.27	112.95
TOTAL OPERATING EXPENSE	\$ 17,906.93	\$ 23,820.53	\$ 111,572.01	\$ 63,155.79	\$ 25,371.38
Freight and Express	2,596.03	2,101.30	8,114.00	3,918.91	3,449.43
Suspense Bad Debts	5.69	309.99	1,311.72	1,969.40	2,003.45
Cleveland Administration	630.00	885.00	4,175.00	2,365.00	820.00
TOTAL EXPENSE	\$ 21,138.65	\$ 27,116.82	\$ 125,172.73	\$ 71,409.10	\$ 31,644.26
OPERATING PROFIT - LOSS	\$ 7,475.35	\$ 1,383.78	\$ 14,882.48	\$ 24,548.21	\$ 3,846.51
OTHER INCOME - DEDUCTIONS - NET	265.53	308.88	1,218.73	1,219.84	264.17
NET PROFIT	\$ 7,740.88	\$ 1,074.90	\$ 16,101.21	\$ 25,768.05	\$ 3,582.34

10		TOTAL TEXAS STORES	ATLANTA GEORGIA NO. 40	BIRMINGHAM ALABAMA NO. 41	MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45	TAMPA- FLORIDA NO. 61	ST. J FLA NO.
6		\$ 820,820.58	\$ 121,271.21	\$ 308,763.10	\$ 103,739.06	\$ 97,819.51	\$ 90,648.30	\$ 8.
8		60,434.68	7,299.78	20,989.50	8,396.24	5,242.37	4,521.66	
8		\$ 760,385.90	\$ 113,971.43	\$ 287,773.60	\$ 95,342.82	\$ 92,577.14	\$ 86,126.64	\$ 8.
3		442,228.59	67,814.68	178,819.87	56,397.74	48,536.51	50,001.92	3.
5		\$ 318,157.31	\$ 46,156.75	\$ 108,953.73	\$ 38,945.08	\$ 44,040.63	\$ 36,124.72	\$ 4.
4	(1)	\$ 55,071.08	\$ 7,381.24	\$ 18,372.95	\$ 6,236.84	\$ 3,082.38	\$ 5,172.50	\$ 1.
8	(2)	18,975.01	3,396.08	4,779.36	66.54	90.00	2,735.20	
1	(3)	973.38	51.00	1,041.85	660.20	486.11	276.96	
8	(4)	36,875.46	7,689.94	12,159.18	6,914.44	7,371.32	7,363.65	1.
2	(5)	16,431.94	-0-	-0-	-0-	-0-	-0-	
6	(6)	41,415.45	5,690.06	10,526.93	6,307.49	4,888.18	5,692.19	1.
2	(7)	9,960.75	1,780.08	2,432.89	2,032.25	1,392.60	1,266.35	
6	(8)	1,155.36	63.97	1,214.23	55.52	69.02	27.75	
10	(9)	739.67	164.85	177.98	87.07	86.27	122.60	
0	(10)	1,922.23	144.64	136.22	230.12	333.98	205.72	
9	(11)	6,329.05	1,336.16	3,219.30	752.65	411.69	717.61	
6	(12)	258.06	25.00	83.10	29.00	32.00	25.00	
8	(13)	395.30	66.85	117.14	67.23	56.54	77.91	
6	(14)	3,118.19	381.31	592.37	302.74	237.21	354.30	
8	(15)	3,238.08	365.62	771.45	488.48	435.65	445.33	
3	(16)	2,710.80	281.93	418.46	335.69	242.59	244.36	
0	(17)	202.30	14.00	184.43	95.00	-0-	44.25	
9	(18)	3,397.97	429.46	880.95	310.91	235.56	411.54	
0	(19)	15,967.50	2,500.00	5,100.00	3,510.00	2,580.00	3,000.00	
0	(20)	1,930.46	131.94	366.59	109.60	275.36	29.99	
9	(21)	1,670.44	155.85	376.67	231.60	78.75	279.50	
3	(22)	2,845.99	446.25	1,598.67	720.42	234.00	218.92	
8	(23)	3,221.41	347.02	654.41	439.37	250.73	350.05	
	(24)	245.19	-0-	-0-	-0-	-0-	-0-	
2	(25)	881.45	740.52	1,112.27	1,105.54	520.61	470.21	
5	(26)	1,674.62	162.76	394.90	208.98	95.84	196.25	
7	(27)	1,184.14	234.40	271.35	111.61	113.45	187.45	
3	(28)	1,064.12	263.69	381.21	165.38	70.91	153.91	
5	(29)	2,108.75	815.01	1,341.47	917.14	625.85	843.17	
0	(30)	483.80	25.00	42.17	27.00	12.15	21.25	
5	(31)	2,800.54	419.72	809.93	386.91	278.34	362.31	
5	(32)	2,578.15	543.95	647.39	389.29	102.75	79.12	
8		\$ 241,826.64	\$ 36,048.30	\$ 70,205.82	\$ 33,295.01	\$ 24,689.84	\$ 31,375.35	\$ 5.
3		20,179.67	3,153.01	8,643.89	2,713.25	3,699.55	2,145.74	
5		5,600.25	233.06	47.44	823.80	762.12	268.13	
0		8,875.00	1,625.00	2,960.00	1,495.00	1,090.00	1,470.00	
6		\$ 276,481.56	\$ 40,593.25	\$ 81,857.15	\$ 38,327.06	\$ 30,241.51	\$ 35,259.22	\$ 6.
1		\$ 41,675.75	\$ 5,563.50	\$ 27,096.58	\$ 618.02	\$ 13,799.12	\$ 865.50	\$ 1.
7		3,277.15	336.15	841.38	494.95	473.47	652.94	
4		\$ 44,952.90	\$ 5,899.65	\$ 27,937.96	\$ 1,112.97	\$ 14,272.59	\$ 1,518.44	\$ 1.

MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45	TAMPA- FLORIDA NO. 61	ST. PETERSBURG FLORIDA NO. 51	JACKSONVILLE FLORIDA NO. 52	ORLANDO FLORIDA NO. 65	TOTAL SOUTHERN STORES
3.10 \$ 103,739.06 \$	97,819.51 \$	90,648.30 \$	8,535.67 \$	8,895.67 \$	857.61 \$	740,530.13
9.50 8,396.24	5,242.37	4,521.66	386.48	272.05	9.33	47,117.41
3.60 \$ 95,342.82 \$	92,577.14 \$	86,126.64 \$	8,149.19 \$	8,623.62 \$	848.28 \$	693,412.72
9.87 56,397.74	48,536.51	50,001.92	3,509.24	4,669.99	522.65	410,272.60
3.73 \$ 38,945.08 \$	44,040.63 \$	36,124.72 \$	4,639.95 \$	3,953.63 \$	325.63 \$	283,140.12
2.95 \$ 6,236.84 \$	3,082.38 \$	5,172.50 \$	1,123.75 \$	930.00 \$	217.95 \$	42,517.61 (1)
1.36 66.54	90.00	2,735.20	240.00	225.90	7.50	11,540.58 (2)
1.85 660.20	486.11	276.96	292.60	286.74	109.09	3,204.55 (3)
1.18 6,914.44	7,371.32	7,363.65	1,153.84	1,139.88	365.20	44,157.45 (4)
- -	- -	- -	- -	- -	- -	- - (5)
1.93 6,307.49	4,888.18	5,692.19	1,106.94	1,229.36	592.84	36,033.99 (6)
1.89 2,032.25	1,392.60	1,266.35	91.93	146.22	3.95	9,146.27 (7)
1.23 55.52	69.02	27.75	11.15	- -	- -	1,441.64 (8)
7.98 87.07	86.27	122.60	- -	- -	- -	638.77 (9)
5.22 230.12	333.98	205.72	- -	- -	- -	1,050.68 (10)
3.30 752.65	411.69	717.61	19.58	31.17	- -	6,488.16 (11)
3.10 29.00	32.00	25.00	- -	- -	- -	194.10 (12)
7.14 67.23	56.54	77.91	- -	- -	- -	385.67 (13)
2.37 302.74	237.21	354.30	47.95	41.58	7.18	1,964.64 (14)
1.45 488.48	435.65	445.33	27.47	41.90	7.09	2,582.99 (15)
3.46 335.69	242.59	244.36	94.89	88.87	42.92	1,749.71 (16)
4.43 95.00	- -	44.25	- -	- -	- -	337.68 (17)
0.95 310.91	235.56	411.54	35.26	66.64	10.32	2,380.64 (18)
0.00 3,510.00	2,580.00	3,000.00	600.00	500.00	125.00	17,915.00 (19)
0.59 109.60	275.36	29.99	40.38	25.86	2.21	981.93 (20)
0.67 231.60	78.75	279.50	41.50	29.00	- -	1,192.87 (21)
3.67 720.42	234.00	218.92	12.55	10.18	- -	3,240.99 (22)
1.41 439.37	250.73	350.05	121.21	124.67	14.99	2,302.45 (23)
- -	- -	- -	- -	- -	- -	- - (24)
2.27 1,105.54	520.61	470.21	96.04	87.30	65.28	4,197.77 (25)
1.90 208.98	95.84	196.25	26.65	75.87	10.70	1,171.95 (26)
1.35 111.61	113.45	187.45	17.78	28.10	- -	964.14 (27)
1.21 165.38	70.91	153.91	17.51	12.08	.26	1,064.95 (28)
1.47 917.14	625.85	843.17	195.10	207.00	105.87	5,050.61 (29)
2.17 27.00	12.15	21.25	7.00	- -	- -	134.57 (30)
3.93 386.91	278.34	362.31	61.60	62.27	- -	2,381.08 (31)
7.39 389.29	102.75	79.12	15.68	31.82	15.65	1,825.65 (32)
5.82 \$ 33,295.01 \$	24,689.84 \$	31,375.35 \$	5,498.36 \$	5,422.41 \$	1,704.00 \$	208,239.09
5.89 2,713.25	3,699.55	2,145.74	633.07	807.41	373.09	22,169.01
7.44 823.80	762.12	268.13	52.34	77.43	11.53	1,809.73
0.00 1,495.00	1,090.00	1,470.00	150.00	100.00	- -	8,890.00
7.15 \$ 38,327.06 \$	30,241.51 \$	35,259.22 \$	6,333.77 \$	6,407.25 \$	2,088.62 \$	241,107.83
0.58 \$ 618.02 \$	13,799.12 \$	865.50 \$	1,693.82 \$	2,453.62 \$	1,762.99 \$	42,032.29
1.38 494.95	473.47	652.94	13.57	104.08	4.20	2,920.74
7.96 \$ 1,112.97 \$	14,272.59 \$	1,518.44 \$	1,680.25 \$	2,349.54 \$	1,758.79 \$	44,953.03

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OPERATING STATEMENT - STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1937

	BALTIMORE MARYLAND NO. 59	WASHINGTON D. C. NO. 53	SCRANTON PENNA. NO. 43	BINGHAMTON NEW YORK NO. 56	WILKES BARRE PENNSYLVANIA NO. 57
SALES - REGULAR	\$ 89,333.82	\$ 11,629.22	\$ 105,705.42	\$ 34,150.19	\$ 40,660.79
LESS:					
Returns and Allowances	2,211.51	442.23	2,878.15	810.11	1,576.11
NET SALES	\$ 87,122.31	\$ 11,186.99	\$ 102,827.27	\$ 33,340.08	\$ 39,084.68
COST OF SALES	47,329.35	6,265.05	61,669.09	21,266.84	25,460.45
GROSS PROFIT	\$ 39,792.96	\$ 4,921.94	\$ 41,158.18	\$ 12,073.24	\$ 13,624.23
SELLING AND GENERAL EXPENSE					
1. Salesmen's Salary & Comm.	\$ 5,919.78	\$ 1,799.24	\$ 6,415.00	\$ 1,774.00	\$ 2,550.00
2. Salesmen's Expense	602.95	342.90	2,246.28	737.75	554.91
3. Other Territorial Charges	177.94	107.25	477.22	22.52	-0-
4. Salaries - Office & Whse.	7,680.04	3,661.24	9,777.00	3,418.72	3,489.50
5. Local Administration	-0-	-0-	-0-	-0-	-0-
6. Advertising	4,739.71	2,234.48	5,813.38	1,773.39	1,485.81
7. Cartage	2,341.38	190.91	1,975.82	354.88	563.08
8. Collection Exp. & Legal Fees	3.17	-0-	317.67	244.44	34.94
9. Convention Expense	69.10	-0-	127.71	41.00	37.95
10. Depreciation - Furn. & Fixt.	288.72	74.82	494.92	141.72	100.08
11. Discount - Cash	689.42	79.63	636.32	157.15	174.20
12. Donations	16.62	-0-	81.63	25.41	55.18
13. Employees' Welfare	51.48	11.45	139.44	22.16	46.05
14. Heat, Light and Power	690.26	103.95	497.26	367.59	620.25
15. Insurance	412.81	198.80	569.07	273.20	162.53
16. Office and Whse. Supplies	182.95	204.22	246.77	39.31	94.21
17. Organization Dues	27.25	-0-	116.40	15.00	-0-
18. Postage	262.95	61.36	668.01	205.99	234.53
19. Rent	2,700.00	1,750.00	5,716.65	1,500.00	1,500.00
20. Repairs and Maintenance	233.83	43.16	266.07	21.73	205.41
21. Reports (Duns, etc.)	7.00	82.50	196.68	104.20	125.80
22. Samples & Allowances	251.82	62.77	786.57	459.35	151.67
23. Stationery & Printing	128.66	171.13	398.59	140.00	199.10
24. Storage	72.46	-0-	-0-	-0-	-0-
25. Taxes	496.14	130.78	2,832.14	37.50	678.06
26. Telephone - Regular	334.15	62.16	198.35	108.50	82.85
27. Telephone - Long Distance	83.71	16.75	185.81	96.47	86.38
28. Telegraph	19.95	3.84	98.00	19.54	10.59
29. Traveling Expense	796.51	401.62	1,551.90	800.98	739.45
30. Watchman and Janitor Service	33.25	7.89	61.00	19.50	17.25
31. Social Security Taxes	361.52	163.82	486.24	122.90	146.84
32. Sundries	45.60	138.18	118.21	28.11	77.50
TOTAL OPERATING EXPENSE	\$ 29,721.13	\$ 12,104.85	\$ 43,496.11	\$ 13,073.01	\$ 14,224.12
Freight and Express	1,317.83	458.93	1,188.57	341.66	487.90
Suspense Bad Debts	401.10	54.56	2,631.33	112.46	501.29
Cleveland Administration	1,020.00	300.00	1,245.00	430.00	515.00
TOTAL EXPENSE	\$ 31,657.86	\$ 12,918.34	\$ 48,561.01	\$ 13,932.21	\$ 15,728.31
OPERATING PROFIT - LOSS	\$ 8,135.10	\$ 7,996.40	\$ 7,402.83	\$ 1,658.97	\$ 2,104.08
OTHER INCOME - DEDUCTIONS - NET	113.22	53.76	515.11	157.17	175.31
NET PROFIT	\$ 8,248.32	\$ 7,942.64	\$ 6,887.72	\$ 1,501.80	\$ 1,928.77

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INDIANA	EVANSVILLE INDIANA NO. 42	KNOXVILLE TENNESSEE NO. 55	CHARLOTTE N. CAR. NO. 66	ST. LOUIS MISSOURI NO. 60	OKLA. CITY OKLAHOMA NO. 46	HONOLULU T. of H. NO. 58	BUFFALO NEW YORK NO. 62
19	\$ 349,168.64	\$ 113,136.78	\$ 4,142.61	\$ 21,368.58	\$ 62,240.66	\$ 141,489.44	\$ 82,429.12
11	26,304.35	7,394.25	241.20	159.94	4,654.06	3,136.23	3,711.12
18	\$ 322,864.29	\$ 105,742.53	\$ 3,901.41	\$ 21,208.64	\$ 57,586.60	\$ 138,353.21	\$ 78,712.12
15	207,021.76	64,540.16	2,185.45	12,247.51	38,189.84	84,583.67	53,251.12
23	\$ 115,842.53	\$ 41,202.37	\$ 1,725.96	\$ 8,961.13	\$ 19,396.76	\$ 53,769.54	\$ 25,451.12
31	(1) \$ 17,708.07	\$ 6,036.17	\$ 517.86	\$ 2,747.46	\$ 4,306.75	\$ 6,079.15	(1) \$ 4,898.12
30	(2) 6,456.89	3,437.44	73.44	6.11	1,841.42	1,613.53	(2) 2,181.12
31	(3) 633.65	213.27	251.81	-0-	7.25	246.57	(3) 246.57
31	(4) 17,118.71	5,736.16	1,345.44	657.93	4,669.53	8,022.22	(4) 5,830.12
31	(5) -0-	-0-	-0-	-0-	-0-	-0-	(5) -0-
31	(6) 11,765.45	5,156.01	1,289.12	193.92	2,936.02	4,139.86	(6) 4,151.12
31	(7) 2,544.92	1,767.56	172.38	160.15	519.11	3,385.43	(7) 351.12
31	(8) 158.69	5.46	-0-	7.50	-0-	368.05	(8) 368.05
31	(9) 147.63	117.01	-0-	-0-	-0-	-0-	(9) 117.01
31	(10) 945.66	313.13	-0-	40.08	226.23	1,166.17	(10) 351.12
31	(11) 4,115.50	1,313.26	11.51	74.19	180.37	439.37	(11) 97.12
31	(12) 160.35	14.35	14.00	-0-	-0-	230.00	(12) 230.00
31	(13) 226.71	68.34	1.47	94.47	13.64	82.53	(13) 82.53
31	(14) 383.36	488.64	113.58	238.05	212.68	136.19	(14) 281.12
31	(15) 602.24	302.04	17.72	180.14	181.88	971.68	(15) 291.12
31	(16) 295.00	209.39	159.84	41.73	165.96	597.65	(16) 209.39
31	(17) 25.00	5.00	-0-	-0-	11.25	-0-	(17) 11.25
31	(18) 1,064.27	362.92	44.33	134.25	235.69	360.00	(18) 27.12
31	(19) 730.00	2,810.00	300.00	2,400.00	1,575.00	1,680.00	(19) 3,000.12
31	(20) 405.48	100.51	6.93	26.75	34.51	271.34	(20) 5.12
31	(21) 208.65	72.69	67.75	2.90	71.42	60.00	(21) 5.12
31	(22) 812.36	450.95	9.49	42.81	81.71	275.29	(22) 48.12
31	(23) 664.25	356.98	60.10	175.86	357.68	347.83	(23) 24.12
31	(24) -0-	9.83	-0-	-0-	85.32	-0-	(24) 85.32
31	(25) 4,429.59	469.76	51.77	155.79	145.03	3,738.06	(25) 3.12
31	(26) 185.88	171.31	37.30	173.39	91.93	240.45	(26) 21.12
31	(27) 726.18	192.72	63.28	6.14	25.66	54.45	(27) 21.12
31	(28) 211.43	111.23	18.92	.05	42.17	126.59	(28) 8.12
31	(29) 1,378.54	413.65	357.95	-0-	516.26	1,823.53	(29) 1,021.12
31	(30) 21.00	1.50	4.75	125.10	29.21	42.00	(30) 13.12
31	(31) 840.99	319.52	51.76	61.89	233.11	445.10	(31) 28.12
31	(32) 149.72	123.62	56.90	12.08	74.04	347.84	(32) 11.12
0	\$ 75,116.17	\$ 31,150.42	\$ 5,607.40	\$ 7,758.74	\$ 18,870.83	\$ 37,290.88	\$ 25,941.12
9	3,101.90	1,963.13	474.07	6.84	2,064.06	3,296.44	1,211.12
0	428.74	172.90	40.47	138.99	586.38	1,304.03	57.12
1	3,535.00	1,260.00	100.00	285.00	385.00	1,530.00	1,031.12
8	\$ 82,181.81	\$ 34,200.65	\$ 6,221.94	\$ 7,911.59	\$ 21,906.27	\$ 40,813.29	\$ 27,611.12
1	\$ 33,660.72	\$ 7,001.72	\$ 4,505.98	\$ 1,049.54	\$ 2,509.51	\$ 12,956.25	\$ 2,151.12
7	746.63	415.19	91.10	.01	114.46	333.00	5.12
7	\$ 34,407.35	\$ 7,416.91	\$ 4,414.88	\$ 1,049.53	\$ 2,395.05	\$ 13,289.25	\$ 2,091.12

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	BUFFALO NEW YORK NO. 62	TOLEDO OHIO NO. 61	DETROIT MICHIGAN NO. 64	TOTAL OTHER STORES	TOTAL THIS YEAR	ALL LAST YEAR	STORES LAST YEAR	INCREASE DECREASE	% TO NET SALES THIS YEAR	% TO NET SALES LAST YEAR
44	\$ 82,425.46	\$ 102,185.28	\$ 135,495.12	\$ 1,293,132.01	\$ 2,854,482.72	\$ 2,419,530.50	\$ 434,952.22		106.68%	106.20%
23	3,713.23	8,223.63	9,547.56	71,292.56	178,844.65	141,134.57	37,710.08		6.68	6.20
21	\$ 78,712.23	\$ 93,961.65	\$ 125,947.56	\$ 1,221,839.45	\$ 2,675,638.07	\$ 2,278,395.93	\$ 397,242.14		100.00%	100.00%
67	53,254.35	57,279.68	80,067.20	761,160.40	1,613,861.59	1,389,026.05	224,835.54		60.32	60.96
54	\$ 25,457.88	\$ 36,681.97	\$ 45,880.36	\$ 460,479.05	\$ 1,061,776.48	\$ 889,369.88	\$ 172,406.60		39.68%	39.04%
15 (1)	\$ 4,898.32	\$ 8,436.60	\$ 10,637.98	\$ 79,826.38	\$ 177,415.07	\$ 148,044.33	\$ 29,370.74		6.63%	6.50% (1)
53 (2)	2,183.43	2,799.49	-2,429.38	25,325.92	-55,841.51	-44,745.68	11,095.83		2.08	1.96 (2)
57 (3)	5.84	73.46	205.24	2,422.02	6,599.95	12,252.40	5,652.45		.25	.54 (3)
22 (4)	5,830.78	5,923.54	10,874.30	88,205.11	169,238.02	136,545.22	32,692.80		6.32	5.99 (4)
(5)	-	-	-	-	16,431.94	16,792.81	-360.87		.61	.74 (5)
86 (6)	4,150.22	7,886.97	10,964.83	64,529.17	141,978.61	83,085.95	58,892.66		5.31	3.65 (6)
43 (7)	351.33	402.71	1,027.97	15,757.63	34,864.65	32,108.60	2,756.05		1.30	1.41 (7)
05 (8)	39.56	15.90	1.33	1,196.71	3,793.71	2,262.34	1,531.37		.14	.10 (8)
(9)	71.20	81.18	27.41	720.19	2,098.63	1,107.84	990.79		.08	.05 (9)
17 (10)	350.13	248.09	165.97	4,555.72	7,528.63	7,058.16	470.47		.28	.31 (10)
37 (11)	972.91	1,012.52	1,420.70	11,277.05	24,094.26	20,539.21	3,555.05		.90	.90 (11)
00 (12)	27.00	20.74	-	645.28	1,097.44	1,003.26	94.18		.04	.04 (12)
53 (13)	43.11	63.70	35.97	900.52	1,681.49	1,831.09	149.60		.06	.08 (13)
19 (14)	280.93	404.55	194.93	4,732.22	9,815.05	8,296.79	1,518.26		.37	.36 (14)
68 (15)	294.60	257.02	234.05	4,657.78	10,478.85	8,967.31	1,511.54		.39	.39 (15)
65 (16)	207.81	168.54	454.44	3,067.82	7,528.33	5,730.55	1,797.78		.28	.25 (16)
(17)	-	25.00	10.00	234.90	774.88	686.69	88.19		.03	.03 (17)
00 (18)	277.41	347.73	206.66	4,466.10	10,244.71	9,088.38	1,156.33		.38	.40 (18)
00 (19)	3,000.00	1,800.00	1,800.00	29,261.65	63,144.15	57,632.17	5,511.98		2.36	2.53 (19)
34 (20)	57.90	236.18	246.48	2,156.28	5,068.67	3,758.40	1,310.27		.19	.17 (20)
00 (21)	53.25	72.90	148.14	1,273.88	4,137.19	2,728.20	1,408.99		.15	.12 (21)
29 (22)	488.72	476.89	511.73	4,862.13	10,949.11	6,290.54	4,658.57		.41	.28 (22)
83 (23)	243.80	383.30	415.68	4,042.96	9,566.82	8,079.57	1,487.25		.36	.35 (23)
(24)	-	-	52.10	219.71	464.90	312.11	152.79		.02	.01 (24)
36 (25)	34.50	170.89	18.00	13,388.01	18,467.23	12,123.22	6,344.01		.69	.53 (25)
45 (26)	218.46	139.50	339.69	2,383.92	5,230.49	4,066.02	1,164.47		.20	.18 (26)
45 (27)	217.09	222.90	573.78	2,551.32	4,699.60	3,655.79	1,043.81		.18	.16 (27)
59 (28)	87.12	167.65	51.04	954.12	3,083.19	2,914.36	168.83		.12	.13 (28)
53 (29)	1,021.29	961.02	1,071.09	11,833.79	18,993.15	15,665.33	3,327.82		.71	.69 (29)
00 (30)	135.06	51.15	116.99	665.65	1,284.02	595.38	688.64		.05	.03 (30)
10 (31)	283.93	388.72	535.81	4,442.15	9,623.77	2,502.80	7,120.97		.36	.11 (31)
84 (32)	116.10	122.51	518.01	2,466.42	6,870.22	4,167.99	2,702.23		.26	.18 (32)
38	\$ 25,941.80	\$ 33,347.35	\$ 45,319.70	\$ 393,022.51	\$ 843,088.24	\$ 664,638.49	\$ 178,449.75		31.51%	29.17%
44	1,212.02	949.56	1,785.42	18,648.33	60,997.01	55,536.51	5,460.50		2.28	2.44
33	573.35	49.05	1,337.32	1,926.31	9,336.29	14,362.36	5,026.07		.35	.63
20	1,015.00	1,220.00	1,465.00	14,325.00	32,090.00	15,000.00	17,090.00		1.20	.66
29	\$ 27,615.47	\$ 35,565.96	\$ 48,907.44	\$ 427,922.15	\$ 945,511.54	\$ 749,537.36	\$ 195,974.18		35.34%	32.90%
25	\$ 2,157.59	\$ 1,116.01	\$ 3,027.08	\$ 32,556.90	\$ 116,264.94	\$ 139,832.52	\$ 23,567.58		4.34%	6.14%
20	59.10	271.64	291.43	3,337.31	9,535.20	6,798.80	2,736.40		.36	.30
25	\$ 2,098.49	\$ 1,387.85	\$ 2,735.65	\$ 35,894.21	\$ 125,800.14	\$ 146,611.32	\$ 20,811.18		4.70%	6.44%

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SUMMARY OF NET SALES AND GROSS PROFITS
RETAIL STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
November 31, 1937

STORE NUMBER	STORE	F O R		F I S C A L	
		1 9 3 0		1 9 3 1	
		NET SALES	% GROSS PROFIT	NET SALES	% GROSS PROFIT
<u>TEXAS STORES</u>					
48.	El Paso	\$ 66,507.02	38.51%	\$ 44,241.21	47.32%
54.	Fort Worth	71,481.42	30.59	61,998.70	35.81
47.	Dallas	248,716.68	24.54	242,259.92	30.54
49.	Houston	117,857.87	35.04	110,794.69	40.02
50.	San Antonio	135,315.25	29.85	102,313.04	34.63
	TOTAL TEXAS STORES	\$ 639,658.24	29.72%	\$ 561,607.56	35.06%
<u>SOUTHERN STORES</u>					
40.	Atlanta	\$ 97,972.84	32.65%	\$ 90,780.49	30.36%
41.	Birmingham	92,686.20	35.15	76,150.80	33.12
44.	Miami	94,603.75	38.75	72,954.77	38.75
45.	West Palm Beach	53,507.66	40.68	47,682.25	45.59
61.	Tampa	—	—	59,978.90	41.47
51.	St. Petersburg	—	—	—	—
52.	Jacksonville	—	—	—	—
65.	Orlando	—	—	—	—
	TOTAL SOUTHERN STORES	\$ 338,570.45	36.30%	\$ 347,547.21	36.73%
<u>OTHER STORES</u>					
59.	Baltimore	\$ 62,051.19	41.52%	\$ 66,970.19	45.11%
53.	Washington	—	—	—	—
43.	Scranton	144,175.78	45.75	148,416.27	43.11
56.	Binghamton	58,483.34	39.44	58,039.23	37.33
57.	Wilkes Barre	39,185.59	37.11	41,127.82	36.43
42.	Evansville	237,100.81	32.55	217,385.21	33.30
55.	Knoxville	48,432.64	39.37	44,504.16	34.52
66.	Charlotte	—	—	—	—
60.	St. Louis	45,232.08	47.25	58,697.79	41.67
46.	Oklahoma City	—	—	—	—
58.	Honolulu	89,454.72	42.42	104,123.58	43.15
62.	Buffalo	—	—	—	—
63.	Toledo	—	—	—	—
64.	Detroit	—	—	—	—
	TOTAL OTHER STORES	\$ 704,116.15	38.66%	\$ 699,284.25	38.92%
	TOTAL	\$ 1,682,344.84	34.79%	\$ 1,608,419.02	37.10%
<u>DISCONTINUED STORES</u>					
	Beaumont	\$ 51,430.49	30.47%	\$ 41,744.76	37.84%
	Los Angeles	35,171.23	38.69	30,967.07	39.70
	GRAND TOTAL	\$ 1,768,946.56	34.74%	\$ 1,681,150.85	37.17%

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L SS T	Y E A R S E N D E D							
	STORE NO.	1 9 3 2		1 9 3 3		1 9 3 4		
		NET SALES	% GROSS PROFIT	NET SALES	% GROSS PROFIT	NET SALES	% GROSS PROFIT	
52%	(48)	\$ 32,053.48	47.08%	\$ 30,579.24	47.52%	\$ 37,505.87	49.43%	
31	(54)	58,515.27	41.11	65,950.13	27.66	54,659.96	39.03	
4	(47)	203,024.92	32.95	243,732.95	32.41	230,225.81	33.79	
12	(49)	116,795.36	38.65	129,426.52	37.49	123,331.52	42.27	
53	(50)	82,201.27	32.78	93,005.51	35.58	86,394.10	38.37	
6%		\$ 492,590.30	36.16%	\$ 562,694.35	34.36%	\$ 531,917.26	38.13%	
6%	(40)	\$ 78,511.15	33.08%	\$ 73,609.39	39.87%	\$ 100,950.94	40.28%	
2	(41)	81,853.51	33.84	92,560.37	36.34	143,051.21	41.80	
15	(44)	48,561.74	39.78	58,876.55	40.39	87,267.37	43.45	
9	(45)	42,899.43	38.97	45,125.83	50.74	75,994.06	43.90	
17	(61)	70,430.85	36.90	71,603.02	37.71	114,839.29	42.56	
	(51)	—	—	—	—	—	—	
	(52)	—	—	—	—	—	—	
	(65)	—	—	—	—	—	—	
3%		\$ 322,256.68	35.90%	\$ 341,775.16	39.99%	\$ 522,102.87	42.99%	
1%	(59)	\$ 62,627.84	45.26%	\$ 58,289.93	48.01%	\$ 64,887.45	47.22%	
	(53)	—	—	—	—	—	—	
1	(43)	102,714.89	41.05	89,647.46	42.16	87,833.67	40.23	
3	(56)	24,515.21	18.88	27,422.66	40.89	28,596.98	39.02	
3	(57)	32,554.33	37.45	35,947.36	39.87	51,659.21	37.95	
0	(42)	164,973.47	33.91	186,003.66	38.48	231,465.22	38.23	
2	(55)	53,495.96	35.31	63,614.55	37.72	92,000.85	37.41	
	(66)	—	—	—	—	—	—	
7	(60)	36,314.97	40.02	32,491.20	38.90	30,245.92	39.08	
	(46)	—	—	—	—	—	—	
5	(58)	78,210.04	43.61	54,978.55	46.85	80,877.08	47.36	
	(62)	—	—	—	—	—	—	
	(63)	—	—	—	—	—	—	
	(64)	—	—	—	—	—	—	
2%		\$ 555,406.71	37.95%	\$ 546,395.37	41.09%	\$ 647,566.38	40.49%	
0%		\$ 1,370,255.69	36.83%	\$ 1,450,864.88	38.22%	\$ 1,701,586.51	40.52%	
4%		\$ 18,410.59	6.18%	\$ —	—	\$ —	—	
0		22,590.54	35.85	—	—	—	—	
7%		\$ 1,411,254.82	36.41%	\$ 1,450,864.88	38.22%	\$ 1,701,586.51	40.52%	

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E D		O C T O B E R				S L S T				STOR NO.
1934		1935		1936		1937				
	% GROSS PROFIT	NET SALES	% GROSS PROFIT	NET SALES	% GROSS PROFIT	NET SALES	% GROSS PROFIT			
37	49.43%	39,820.86	48.27% \$	48,459.71	48.27% \$	62,875.62	45.51%	(48)		
36	39.03	52,823.45	34.87	68,199.75	37.84	80,301.50	42.67	(54)		
81	33.79	280,854.59	37.05	321,443.60	38.37	357,459.75	39.18	(47)		
52	42.27	149,493.59	42.68	181,962.10	45.49	214,186.45	44.80	(49)		
10	38.37	82,913.95	32.48	83,589.96	39.25	65,562.58	42.40	(50)		
26	38.13%	605,906.44	38.36% \$	683,455.12	41.00% \$	760,385.90	41.84%			
94	40.28% \$	97,571.10	37.21% \$	124,978.67	35.34% \$	113,971.43	40.50%	(40)		
21	41.80	188,955.88	39.47	227,511.23	37.89	287,773.60	37.86	(41)		
37	43.45	93,458.20	41.14	114,980.67	39.27	95,342.82	40.85	(44)		
36	43.90	70,308.83	45.26	83,970.76	48.07	92,577.14	47.57	(45)		
29	42.56	107,870.22	39.44	112,969.29	40.17	86,126.64	41.94	(61)		
	—	—	—	—	—	8,149.19	56.94	(51)		
	—	—	—	—	—	8,623.62	45.85	(52)		
	—	—	—	—	—	848.28	38.39	(65)		
87	42.99% \$	558,164.23	40.08% \$	664,410.62	39.32% \$	693,412.72	40.83%			
45	47.22% \$	80,718.71	43.59% \$	78,400.61	43.59% \$	87,122.31	45.67%	(59)		
	—	—	—	—	—	11,186.99	43.99%	(53)		
67	40.23	96,179.59	38.82	96,223.08	36.64	102,827.27	40.03	(43)		
98	39.02	35,549.16	35.87	33,037.30	39.41	33,340.08	36.21	(56)		
21	37.95	33,319.19	37.65	39,167.26	37.66	39,084.68	34.86	(57)		
22	38.23	232,312.73	36.59	272,305.48	36.21	322,864.29	35.88	(42)		
85	37.41	109,930.72	36.59	97,216.66	38.69	105,742.53	38.96	(55)		
	—	—	—	—	—	3,901.41	43.98	(66)		
92	39.08	28,137.08	41.86	22,151.46	43.01	21,208.64	42.25	(60)		
	—	—	—	—	—	57,586.60	33.68	(46)		
08	47.36	84,047.92	34.10	117,689.55	36.44	138,353.21	38.86	(58)		
	—	31,211.31	34.07	79,963.57	30.09	78,712.23	32.34	(62)		
	—	53,150.25	32.70	94,375.22	38.21	93,961.65	39.04	(63)		
	—	—	—	—	—	125,947.56	36.43	(64)		
38	40.49% \$	784,556.66	37.15% \$	930,530.19	37.38% \$	1,221,839.45	37.69%			
51	40.52% \$	1,948,627.33	38.37% \$	2,278,395.93	39.04% \$	2,675,638.07	39.68%			
	— \$	—	— \$	—	— \$	—	—			
	—	—	—	—	—	—	—			
51	40.52%	1,948,627.33	38.37% \$	2,278,395.93	39.04%	2,675,638.07	39.68%			

GLD000393

SUMMARY OF NET PROFIT - LOSS - WITH % OF NET SALES

RETAIL STORES

THE GLIDDEN COMPANY AND SUBSIDIARIES

October 31, 1937

STORE NO.	STORES	F O R			
		1930		1931	
		AMOUNT	PER CENT	AMOUNT	PER CENT
<u>TEXAS STORES</u>					
48.	El Paso	\$ 7,767.30	11.71%	\$ 1,581.89	3.57%
54.	Fort Worth	5,579.27	7.81	6,576.34	11.25
47.	Dallas	26,404.56	10.62	32,912.09	13.50
49.	Houston	1,855.88	1.57	5,938.02	5.36
50.	San Antonio	7,092.05	5.24	15,171.08	14.83
	TOTAL TEXAS STORES	\$ 33,164.46	2.45%	\$ 62,579.42	11.14%
<u>SOUTHERN STORES</u>					
40.	Atlanta	\$ 11,702.17	11.94%	\$ 11,256.48	12.45%
41.	Birmingham	3,257.89	3.51	12,441.30	16.34
44.	Miami	10,314.13	10.90	3,210.65	4.54
45.	West Palm Beach	1,593.26	2.98	397.06	.83
61.	Tampa	-0-	-0-	4,418.40	7.37
51.	St. Petersburg	-0-	-0-	-0-	-0-
52.	Jacksonville	-0-	-0-	-0-	-0-
65.	Orlando	-0-	-0-	-0-	-0-
	TOTAL SOUTHERN STORES	\$ 3,052.67	.90%	\$ 31,723.89	9.13%
<u>OTHER STORES</u>					
59.	Baltimore	\$ 706.23	11.38%	\$ 5,434.09	8.12%
53.	Washington	-0-	-0-	-0-	-0-
43.	Scranton	12,796.99	8.88	698.37	.47
56.	Binghamton	1,736.81	4.51	6,494.63	17.07
57.	Wilkes Barre	977.99	2.50	2,834.27	6.89
42.	Evansville	8,583.85	3.59	3,341.31	18.20
55.	Knoxville	8,405.46	17.35	8,098.57	1.54
66.	Charlotte	-0-	-0-	-0-	-0-
60.	St. Louis	2,601.12	5.75	907.81	2.34
46.	Oklahoma City	-0-	-0-	-0-	-0-
58.	Honolulu	2,606.17	2.91	4,963.05	4.77
62.	Buffalo	-0-	-0-	-0-	-0-
63.	Toledo	-0-	-0-	-0-	-0-
64.	Detroit	-0-	-0-	-0-	-0-
	TOTAL OTHER STORES	\$ 16,174.10	2.30%	\$ 8,765.46	1.25%
	TOTAL	\$ 20,043.03	1.19%	\$ 103,068.77	6.45%
<u>DISCONTINUED STORES</u>					
	Beaumont	\$ 5,737.13	11.15%	\$ 6,522.72	15.62%
	Los Angeles	2,487.62	7.07	1,195.96	3.86
	GRAND TOTAL	\$ 23,292.54	1.31%	\$ 108,395.53	6.49%

GLD000394

F I S C A L Y E A R S E N D E D O C						
1932			1933		1934	
AMOUNT	PER CENT		AMOUNT	PER CENT	AMOUNT	PER CENT
(48) \$ 1,138.72	3.55%		\$ 131.36	.43%	\$ 3,759.29	10.07%
(54) 4,085.95	6.98		12,057.44	18.28	2,392.37	4.37
(47) 18,485.16	9.11		2,150.18	.88	20,248.01	8.79
(49) 4,445.64	3.81		3,844.59	2.97	7,183.79	5.82
(50) 10,365.91	12.61		8,897.72	9.57	1,603.93	1.85
\$ 36,243.94	7.36%		\$ 26,818.57	4.77%	\$ 10,093.37	1.90%
(40) \$ 6,846.59	8.72		\$ 413.94	.57%	\$ 6,453.55	6.39%
(41) 8,702.89	10.63		2,551.40	2.75	14,452.69	10.10
(44) 5,195.06	10.69		4,547.61	7.72	6,591.70	7.55
(45) 1,945.14	4.54		5,628.44	12.48	16,604.71	21.85
(61) 3,100.42	4.40		739.59	1.03	14,280.70	12.43
(51) -0-	-0-		-0-	-0-	-0-	-0-
(52) -0-	-0-		-0-	-0-	-0-	-0-
(65) -0-	-0-		-0-	-0-	-0-	-0-
\$ 25,790.10	8.00%		\$ 2,624.10	.77%	\$ 58,383.35	11.18%
(59) \$ 6,282.54	10.03%		\$ 6,458.89	11.06%	\$ 10,214.10	15.74%
(53) -0-	-0-		-0-	-0-	-0-	-0-
(43) 7,971.65	7.76		4,310.35	4.81	16,835.87	19.17
(56) 10,572.09	43.12		839.36	3.06	608.30	2.13
(57) 6,091.39	18.71		1,504.49	4.43	2,291.01	7.24
(42) 11,146.39	8.53		9,763.94	3.21	14,795.89	6.39
(55) 4,564.81	6.76		2,044.58	5.25	7,155.58	7.78
(66) -0-	-0-		-0-	-0-	-0-	-0-
(60) 1,173.63	3.23		609.19	1.87	930.76	3.08
(46) -0-	-0-		-0-	-0-	-0-	-0-
(58) 5,002.68	6.40		6,767.23	12.31	980.16	1.21
(62) -0-	-0-		-0-	-0-	-0-	-0-
(63) -0-	-0-		-0-	-0-	-0-	-0-
(64) -0-	-0-		-0-	-0-	-0-	-0-
\$ 37,892.84	6.82%		\$ 4,236.79	.75%	\$ 10,519.47	1.62%
\$ 99,926.88	7.29%		\$ 25,205.88	1.74%	\$ 58,809.45	3.46%
\$ 13,212.70	71.76%		-0-	-0-	-0-	-0-
1,311.02	5.80		-0-	-0-	-0-	-0-
\$114,450.60	8.11%		\$ 25,205.88	1.74%	\$ 58,809.45	3.46%

LESS: Loss on Food Operations - Honolulu Store
TOTAL as shown by Paint & Varnish Divisions

4,771.15
\$ 54,038.30

GLD000394A

O C T O B E R 3 1 S T							
R CENT	1935		1936		1937		
	AMOUNT	PER CENT	AMOUNT	PER CENT	AMOUNT	PER CENT	
0.07%	\$ 4,295.00	10.79%	\$ 4,975.80	10.27%	\$ 7,740.88	12.31%	(48)
4.37	3,066.87	5.81	300.29	.44	1,074.90	1.78	(54)
8.79	8,750.50	3.11	15,563.20	4.84	16,101.21	4.50	(47)
5.82	13,460.72	9.01	24,418.55	13.42	25,768.05	12.03	(49)
1.85	5,279.07	6.36	6,476.97	10.22	3,582.74	5.46	(50)
1.90%	\$ 18,160.28	3.00%	\$ 38,180.29	5.59%	\$ 44,952.90	5.91%	
5.39%	\$ 1,967.92	2.02%	\$ 7,530.22	6.03%	\$ 5,899.65	5.17%	(40)
2.10	18,137.07	9.60	24,376.82	10.71	27,937.96	9.71	(41)
7.55	4,559.75	4.88	7,271.55	6.32	1,112.97	1.17	(44)
.85	10,135.16	14.41	15,165.76	18.06	14,272.59	15.42	(45)
.43	5,685.70	5.27	10,352.97	9.16	1,518.44	1.76	(61)
-0-	-0-	-0-	-0-	-0-	1,680.25	20.61	(51)
-0-	-0-	-0-	-0-	-0-	2,349.54	27.24	(52)
-0-	-0-	-0-	-0-	-0-	1,758.79	207.33	(65)
1.18%	\$ 40,485.60	7.25	\$ 64,697.32	9.74%	\$ 44,953.03	6.48%	
5.74%	\$ 9,491.43	11.76%	\$ 4,448.76	5.67%	\$ 8,248.32	9.46%	(59)
-0-	-0-	-0-	-0-	-0-	7,942.64	71.00	(53)
2.17	4,725.51	4.91	3,816.33	3.97	6,887.72	6.70	(43)
2.13	1,289.30	3.62	1,639.98	4.96	1,501.80	4.51	(56)
7.24	548.13	1.64	1,261.54	3.22	1,928.77	4.93	(57)
.39	20,738.60	8.93	26,784.84	9.84	34,407.35	10.66	(42)
.78	8,807.61	8.01	7,202.83	7.41	7,416.91	7.01	(55)
-0-	-0-	-0-	-0-	-0-	4,414.88	113.16	(66)
.08	1,099.53	3.91	359.44	1.62	1,049.53	4.95	(60)
-0-	-0-	-0-	-0-	-0-	2,395.05	4.16	(46)
.21	2,874.44	3.42	6,245.56	5.30	13,289.25	9.60	(58)
-0-	7,738.90	24.80	2,383.01	2.98	2,098.49	2.67	(62)
-0-	1,306.57	2.45	4,533.18	4.80	1,387.85	1.48	(63)
-0-	-0-	-0-	-0-	-0-	2,735.65	2.17	(64)
.62%	\$ 26,846.06	3.41%	\$ 43,753.71	4.70%	\$ 35,894.21	2.94%	
.46%	\$ 85,491.94	4.39%	\$ 146,631.32	6.44%	\$ 125,800.14	4.70%	
-0-	-0-	-0-	-0-	-0-	-0-	-0-	
-0-	-0-	-0-	-0-	-0-	-0-	-0-	
.46%	\$ 85,491.94	4.39%	\$ 146,631.32	6.44%	\$ 125,800.14	4.70%	

GLD000394

GLD000394B

INCOME & EXPENSE - STORES - % TO NET SALES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1937

	EL PASO TEXAS NO. 48	FT. WORTH TEXAS NO. 54	DALLAS TEXAS NO. 47	HOUSTON TEXAS NO. 49	SAN ANTONIO TEXAS NO. 50
SALES - REGULAR	105.38%	106.44%	110.30%	105.53%	106.90%
LESS:					
Returns and Allowances	5.38	6.44	10.30	5.53	6.90
NET SALES	100.00%	100.00%	100.00%	100.00%	100.00%
COST OF SALES	54.49	57.33	60.82	55.20	57.60
GROSS PROFIT	45.51%	42.67%	39.18%	44.80%	42.40%
SELLING & GENERAL EXPENSE					
1. Salesmen's Salary & Commission	1.79%	10.21%	7.08%	7.33%	10.37%
2. Salesmen's Expense	.20	1.89	4.25	.63	1.77
3. Other Territorial Charges	-0-	.09	.17	.13	.06
4. Salaries - Office & Warehouse	10.67	4.05	2.95	6.37	5.33
5. Local Administration	1.31	2.72	2.99	.77	2.51
6. Advertising	3.36	5.88	6.14	4.78	5.43
7. Cartage	2.08	2.36	.77	1.68	1.35
8. Collection Expense & Legal Fees	.01	.08	.08	.26	.41
9. Convention Expense	.13	.08	.06	.14	.18
10. Depreciation - Furniture & Fixtures	.90	.06	.28	.13	.09
11. Discount - Cash	.41	.64	1.11	.56	.81
12. Donations	.04	.04	.03	.01	.10
13. Employees' Welfare	.06	.06	.04	.06	.09
14. Heat, Light & Power	.39	.71	.35	.46	.33
15. Insurance	.57	.77	.33	.40	.58
16. Office & Warehouse Supplies	.38	.70	.25	.38	.52
17. Organization Dues	.06	.03	.02	.02	.03
18. Postage	.47	.50	.50	.34	.39
19. Rent	2.86	4.94	.98	2.33	4.12
20. Repairs & Maintenance	.11	.22	.26	.23	.45
21. Reports (Duns, etc.)	.07	.11	.24	.25	.27
22. Samples & Allowances	.02	.34	.38	.35	.78
23. Stationery & Printing	.57	.42	.35	.43	.71
24. Storage	-0-	-0-	.06	-0-	-0-
25. Taxes	.24	.04	.11	.05	.31
26. Telephone - Regular	.16	.46	.18	.19	.39
27. Telephone - Long Distance	.05	.15	.24	.06	.13
28. Telegraph	.11	.08	.18	.09	.18
29. Traveling Expense	.98	.19	.07	.45	.27
30. Watchman & Janitor Service	.09	.17	.05	.03	.10
31. Social Security Taxes	.37	.47	.32	.38	.47
32. Sundries	.02	1.04	.39	.20	.17
TOTAL OPERATING EXPENSE	28.48%	39.50%	31.21%	29.49%	38.70%
33. Freight and Express	4.13	3.48	2.27	1.83	5.26
34. Suspense Bad Debts	.01	.51	.37	.92	3.05
35. Cleveland Administration	1.00	1.47	1.17	1.10	1.25
TOTAL EXPENSE	33.62%	44.96%	35.02%	33.34%	48.26%
OPERATING PROFIT - LOSS	11.89%	2.29%	4.16%	11.46%	5.86%
OTHER INCOME - DEDUCTIONS - NET	.42	.51	.34	.57	.40
NET PROFIT - LOSS	12.31%	1.78%	4.50%	12.03%	5.46%

Equivalent to 1% - 1937

\$630.00 \$600.00 \$3,570.00 \$2,140.00 \$660.00

GLD000395

NIO		TOTAL TEXAS STORES	ATLANTA GEORGIA NO. 40	BIRMINGHAM ALABAMA NO. 41	MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45	TAMPA FLORIDA NO. 61	ST. PETERSBURG FLORIDA NO. 51	JACKSONVILLE, FLA. NO. 52
%		107.95%	106.40%	107.29%	108.81%	105.66%	105.25%	104.74%	103.15%
		7.95	6.40	7.29	8.81	5.66	5.25	4.74	3.15
%		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
		58.16	59.50	62.14	59.15	52.43	58.06	43.06	54.15
%		41.84%	40.50%	37.86%	40.85%	47.57%	41.94%	56.94%	45.85%
%	(1)	7.24%	6.48%	6.38%	6.54%	3.33%	6.01%	13.78%	10.78%
	(2)	2.50	2.98	1.66	.07	.10	3.18	2.95	2.62
	(3)	.13	.04	.36	.69	.52	.32	3.59	3.32
	(4)	4.85	6.75	4.23	7.25	7.96	8.55	14.16	13.22
	(5)	2.16	-0-	-0-	-0-	-0-	-0-	-0-	-0-
	(6)	5.44	4.99	3.66	6.62	5.28	6.61	13.58	14.26
	(7)	1.31	1.56	.84	2.13	1.50	1.47	1.13	1.70
	(8)	.15	.06	.42	.06	.08	.03	.14	-0-
	(9)	.10	.14	.06	.09	.09	.14	-0-	-0-
	(10)	.25	.13	.05	.24	.36	.24	-0-	-0-
	(11)	.83	1.17	1.12	.79	.44	.83	.24	.36
	(12)	.03	.02	.03	.03	.04	.03	-0-	-0-
	(13)	.05	.06	.04	.07	.06	.09	-0-	-0-
	(14)	.41	.33	.21	.32	.26	.41	.59	.48
	(15)	.43	.32	.27	.51	.47	.52	.34	.49
	(16)	.36	.25	.15	.35	.26	.28	1.16	1.03
	(17)	.03	.01	.06	.10	-0-	.05	-0-	-0-
	(18)	.45	.38	.31	.33	.26	.48	.43	.77
	(19)	2.10	2.19	1.77	3.68	2.79	3.48	7.36	5.80
	(20)	.25	.12	.13	.12	.30	.03	.50	.30
	(21)	.22	.14	.13	.24	.09	.32	.51	.34
	(22)	.37	.39	.56	.76	.25	.26	.15	.12
	(23)	.42	.30	.23	.46	.27	.41	1.49	1.45
	(24)	.03	-0-	-0-	-0-	-0-	-0-	-0-	-0-
	(25)	.12	.65	.39	1.16	.56	.55	1.18	1.01
	(26)	.22	.14	.14	.22	.10	.23	.33	.87
	(27)	.16	.21	.09	.12	.12	.22	.22	.33
	(28)	.14	.23	.13	.17	.08	.18	.21	.14
	(29)	.28	.72	.47	.96	.68	.98	2.39	2.40
	(30)	.06	.02	.01	.03	.01	.02	.09	-0-
	(31)	.37	.37	.28	.40	.30	.42	.76	.72
	(32)	.34	.48	.22	.41	.11	.09	.19	.37
%	(33)	31.80%	31.63%	24.40%	34.92%	26.67%	36.43%	67.47%	62.88%
	(34)	2.65	2.77	3.00	2.85	4.00	2.49	7.77	9.36
	(35)	.74	.20	.02	.86	.82	.31	.64	.90
		1.17	1.42	1.02	1.57	1.17	1.71	1.84	1.16
%		36.36%	35.62%	28.44%	40.20%	32.66%	40.94%	77.72%	74.30%
%		5.48%	4.88%	9.42%	.65%	14.91%	1.00%	20.78%	28.45%
		.43	.29	.29	.52	.51	.76	.17	1.21
%		5.91%	5.17%	9.71%	1.17%	15.42%	1.76%	20.61%	27.24%
		\$7,600.00	\$1,140.00	\$2,880.00	\$950.00	\$930.00	\$860.00	\$80.00	\$90.00

GLD000395A

ANTA BOSTON NO. 40	BIRMINGHAM ALABAMA NO. 41	MIAMI FLORIDA NO. 44	WEST PALM BEACH, FLA. NO. 45	TAMPA FLORIDA NO. 61	ST. PETERSBURG FLORIDA NO. 51	JACKSON VILLE, FLA. NO. 52	ORLANDO FLORIDA NO. 65	TOTAL SOUTHERN STORES	
.40%	107.29%	108.81%	105.66%	105.25%	104.74%	103.15%	101.10%	106.79%	
.40	7.29	8.81	5.66	5.25	4.74	3.15	1.10	6.79	
.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
.50	62.14	59.15	52.43	58.06	43.06	54.15	61.61	59.17	
.50%	37.86%	40.85%	47.57%	41.94%	56.94%	45.85%	38.39%	40.83%	
.48%	6.38%	6.54%	3.33%	6.01%	13.78%	10.78%	25.69%	6.13%	(1)
.98	1.66	.07	.10	3.18	2.95	2.62	.88	1.67	(2)
.04	.36	.69	.52	.32	3.59	3.32	12.86	.46	(3)
.75	4.23	7.25	7.96	8.55	14.16	13.22	43.05	6.37	(4)
-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	(5)
.99	3.66	6.62	5.28	6.61	13.58	14.26	69.89	5.20	(6)
.56	.84	2.13	1.50	1.47	1.13	1.70	.47	1.32	(7)
.06	.42	.06	.08	.03	.14	-0-	-0-	.21	(8)
.14	.06	.09	.09	.14	-0-	-0-	-0-	.09	(9)
.13	.05	.24	.36	.24	-0-	-0-	-0-	.15	(10)
.17	1.12	.79	.44	.83	.24	.36	-0-	.94	(11)
.02	.03	.03	.04	.03	-0-	-0-	-0-	.03	(12)
.06	.04	.07	.06	.09	-0-	-0-	-0-	.06	(13)
.33	.21	.32	.26	.41	.59	.48	.85	.28	(14)
.32	.27	.51	.47	.52	.34	.49	.84	.37	(15)
.25	.15	.35	.26	.28	1.16	1.03	5.06	.25	(16)
.01	.06	.10	-0-	.05	-0-	-0-	-0-	.05	(17)
.38	.31	.33	.26	.48	.43	.77	1.22	.34	(18)
.19	1.77	3.68	2.79	3.48	7.36	5.80	14.74	2.58	(19)
.12	.13	.12	.30	.03	.50	.30	.26	.14	(20)
.14	.13	.24	.09	.32	.51	.34	-0-	.17	(21)
.39	.56	.76	.25	.26	.15	.12	-0-	.47	(22)
.30	.23	.46	.27	.41	1.49	1.45	1.77	.33	(23)
-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	(24)
.65	.39	1.16	.56	.55	1.18	1.01	7.69	.61	(25)
.14	.14	.22	.10	.23	.33	.87	1.26	.17	(26)
.21	.09	.12	.12	.22	.22	.33	-0-	.14	(27)
.23	.13	.17	.08	.18	.21	.14	.03	.15	(28)
.72	.47	.96	.68	.98	2.39	2.40	12.48	.73	(29)
.02	.01	.03	.01	.02	.09	-0-	-0-	.02	(30)
.37	.28	.40	.30	.42	.76	.72	-0-	.34	(31)
.48	.22	.41	.11	.09	.19	.37	1.84	.26	(32)
.63%	24.40%	34.92%	26.67%	36.43%	67.47%	62.88%	200.88%	30.03%	(33)
2.77	3.00	2.85	4.00	2.49	7.77	9.36	43.98	3.20	(34)
.20	.02	.86	.82	.31	.64	.90	1.36	.26	(35)
.42	1.02	1.57	1.17	1.71	1.84	1.16	-0-	1.28	(35)
1.62%	28.44%	40.20%	32.66%	40.94%	77.72%	74.30%	246.22%	34.77%	
1.88%	9.42%	.65%	14.91%	1.00%	20.78%	28.45%	207.83%	6.06%	
.29	.29	.52	.51	.76	.17	1.21	.50	.42	
1.17%	9.71%	1.17%	15.42%	1.76%	20.61%	27.24%	207.33%	6.48%	

1.00 \$2,880.00 \$950.00 \$930.00 \$860.00 \$80.00 \$90.00 \$10.00 \$6,940.00

GLD000395

GLD000395B

INCOME & EXPENSE - STORES - % TO NET SALES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1937

	BALTIMORE MARYLAND NO. 59	WASHINGTON D.C. NO. 53	SCRANTON PENNA. NO. 43	BINGHAMTON NEW YORK NO. 56	WILKES BARRE PENNA. NO. 57
SALES - REGULAR	102.54%	103.95%	102.80%	102.43%	104.03%
LESS:					
Returns and Allowances	2.54	3.95	2.80	2.43	4.03
NET SALES	100.00%	100.00%	100.00%	100.00%	100.00%
COST OF SALES	54.33	56.01	59.97	63.79	65.14
GROSS PROFIT	45.67%	43.99%	40.03%	36.21%	34.86%
SELLING & GENERAL EXPENSE					
1. Salesmen's Salary & Commission	6.79%	16.08%	6.24%	5.32%	6.52%
2. Salesmen's Expense	.69	3.07	2.19	2.21	1.42
3. Other Territorial Charges	.21	.96	.46	.07	-0-
4. Salaries & Office & Warehouse	8.82	32.72	9.51	10.25	8.92
5. Local Administration	-0-	-0-	-0-	-0-	-0-
6. Advertising	5.44	19.97	5.65	5.32	3.80
7. Cartage	2.69	1.71	1.92	1.06	1.44
8. Collection Expense & Legal Fees	-0-	-0-	.31	.73	.09
9. Convention Expense	.08	-0-	.12	.12	.10
10. Depreciation- Furniture & Fixtures	.33	.67	.48	.42	.26
11. Discount - Cash	.79	.71	.62	.47	.45
12. Donations	.02	-0-	.08	.08	.14
13. Employees' Welfare	.06	.10	.14	.07	.12
14. Heat, Light & Power	.79	.93	.48	1.10	1.58
15. Insurance	.47	1.78	.55	.82	.42
16. Office & Warehouse Supplies	.21	1.83	.24	.12	.24
17. Organization Dues	.03	-0-	.11	.04	-0-
18. Postage	.30	.55	.65	.62	.60
19. Rent	3.10	15.64	5.56	4.50	3.84
20. Repairs & Maintenance	.27	.39	.26	.07	.53
21. Reports (Duns. etc.)	.01	.74	.19	.31	.32
22. Samples & Allowances	.29	.56	.77	1.38	.39
23. Stationery & Printing	.15	1.52	.39	.42	.51
24. Storage	.08	-0-	-0-	-0-	-0-
25. Taxes	.57	1.17	2.75	.11	1.73
26. Telephone - Regular	.38	.56	.19	.33	.21
27. Telephone - Long Distance	.10	.15	.18	.29	.22
28. Telegraph	.02	.03	.10	.06	.03
29. Traveling Expense	.92	3.59	1.51	2.40	1.89
30. Watchman & Janitor Service	.04	.07	.06	.06	.04
31. Social Security Taxes	.41	1.46	.47	.37	.38
32. Sundries	.05	1.24	.12	.09	.20
TOTAL OPERATING EXPENSE	34.11%	108.20%	42.30%	39.21%	36.39%
33. Freight and Express	1.51	4.10	1.16	1.02	1.25
34. Suspense Bad Debts	.45	.49	2.56	.33	1.28
35. Cleveland Administration	1.17	2.68	1.21	1.29	1.32
TOTAL EXPENSE	36.24%	115.47%	47.23%	41.19%	40.24%
OPERATING PROFIT - LOSS	9.33%	71.48%	7.20%	4.98%	5.38%
OTHER INCOME - DEDUCTIONS - NET	.13	.48	.50	.47	.45
NET PROFIT - LOSS	9.46%	71.00%	6.70%	4.51%	4.93%

Equivalent to 1% - 1937

\$870.00 \$110.00 \$1,030.00 \$330.00 \$390.00

GLD000396

	EVANSVILLE INDIANA NO. 42	KNOXVILLE TENNESSEE NO. 55	CHARLOTTE N. CAR. NO. 66	ST. LOUIS MISSOURI NO. 60	OKLAHOMA CITY, OKLA. NO. 46	HONOLULU T. H. NO. 58	BUFFALO NEW YORK NO. 62	TOLEDO OHIO NO. 63
	108.15%	106.99%	106.18%	100.75%	108.08%	102.27%	104.72%	108.75%
	8.15	6.99	6.18	.75	8.08	2.27	4.72	8.75
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	64.12	61.04	56.02	57.75	66.32	61.14	67.66	60.96
	35.88%	38.96%	43.98%	42.25%	33.68%	38.86%	32.34%	39.04%
(1)	5.48%	5.71%	13.27%	12.95%	7.48%	4.39%	6.22%	8.98%
(2)	2.00	3.25	1.88	.03	3.20	1.17	2.77	2.98
(3)	.20	.20	6.45	-0-	.01	.18	.01	.08
(4)	5.30	5.42	34.49	3.10	8.11	5.80	7.41	6.30
(5)	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-
(6)	3.64	4.88	33.04	.91	5.10	2.99	5.27	8.39
(7)	.79	1.67	4.42	.76	.90	2.45	.45	.43
(8)	.05	.01	-0-	.04	-0-	.27	.05	.02
(9)	.05	.11	-0-	-0-	-0-	-0-	.09	.09
(10)	.29	.30	-0-	.19	.39	.84	.45	.26
(11)	1.27	1.24	.29	.35	.31	.32	1.24	1.08
(12)	.05	.01	.36	-0-	-0-	.17	.03	.02
(13)	.07	.06	.04	.45	.02	.06	.05	.07
(14)	.12	.46	2.91	1.12	.37	.10	.36	.43
(15)	.19	.29	.45	.85	.32	.70	.38	.27
(16)	.09	.20	4.10	.20	.29	.43	.26	.18
(17)	.01	-0-	-0-	-0-	.02	-0-	-0-	.03
(18)	.33	.34	1.14	.63	.41	.26	.35	.37
(19)	.23	2.66	7.69	11.31	2.74	1.21	3.81	1.92
(20)	.13	.10	.18	.13	.06	.20	.07	.25
(21)	.06	.07	1.74	.01	.12	.04	.07	.08
(22)	.25	.43	.24	.20	.14	.20	.62	.51
(23)	.21	.34	1.54	.83	.62	.25	.31	.41
(24)	-0-	.01	-0-	-0-	.15	-0-	-0-	-0-
(25)	1.37	.44	1.33	.73	.25	2.70	.04	.18
(26)	.06	.16	.96	.82	.16	.17	.28	.15
(27)	.22	.18	1.62	.03	.05	.04	.28	.24
(28)	.07	.11	.48	-0-	.07	.09	.11	.16
(29)	.43	.39	9.17	-0-	.90	1.32	1.30	1.02
(30)	-0-	-0-	.12	.59	.05	.03	.17	.05
(31)	.26	.30	1.33	.29	.40	.32	.36	.41
(32)	.05	.12	14.48	.06	.13	.25	.15	.13
(33)	23.27%	29.46%	143.72%	36.58%	32.77%	26.95%	32.96%	35.49%
(34)	.96	1.85	12.15	.03	3.58	2.38	1.54	1.01
(35)	.13	.16	1.04	.65	1.02	.94	.73	.05
	1.09	1.19	2.56	1.34	.67	1.11	1.31	1.30
	25.45%	32.34%	159.47%	37.30%	38.04%	29.50%	35.08%	37.85%
	10.43%	6.62%	115.49%	4.95%	4.36%	9.36%	2.74%	1.19%
	.23	.39	2.33	-0-	.20	.24	.07	.29
	10.66%	7.01%	113.16%	4.95%	4.16%	9.60%	2.67%	1.48%
	\$3,230.00	\$1,060.00	\$40.00	\$210.00	\$580.00	\$1,380.00	\$790.00	\$940.00

GLD000396A

HOMA OKLA. 46	HONOLULU T. H. NO. 58	BUFFALO NEW YORK NO. 62	TOLEDO OHIO NO. 63	DETROIT MICH. NO. 64	TOTAL OTHER STORES	TOTAL ALL STORES THIS YEAR	STORES LAST YEAR	
08%	102.27%	104.72%	108.75%	107.58%	105.83%	106.68%	106.20%	
08	2.27	4.72	8.75	7.58	5.83	6.68	6.20	
00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
32	61.14	67.66	60.96	63.57	62.31	60.32	60.96	
68%	38.86%	32.34%	39.04%	36.43%	37.69%	39.68%	39.04%	
48%	4.39%	6.22%	8.98%	8.44%	6.53%	6.63%	6.50%	(1)
20	1.17	2.77	2.98	1.93	2.07	2.08	1.96	(2)
01	.18	.01	.08	.16	.20	.25	.54	(3)
11	5.80	7.41	6.30	8.63	7.22	6.32	5.99	(4)
0-	-0-	-0-	-0-	-0-	-0-	.61	.74	(5)
10	2.99	5.27	8.39	8.70	5.28	5.31	3.65	(6)
90	2.45	.45	.43	.82	1.29	1.30	1.41	(7)
0-	.27	.05	.02	-0-	.10	.14	.10	(8)
0-	-0-	.09	.09	.02	.06	.08	.05	(9)
39	.84	.45	.26	.13	.37	.28	.31	(10)
31	.32	1.24	1.08	1.13	.92	.90	.90	(11)
0-	.17	.03	.02	-0-	.05	.04	.04	(12)
02	.06	.05	.07	.03	.07	.06	.08	(13)
37	.10	.36	.43	.15	.39	.37	.36	(14)
32	.70	.38	.27	.19	.38	.39	.39	(15)
29	.43	.26	.18	.36	.25	.28	.25	(16)
02	-0-	-0-	.03	.01	.02	.03	.03	(17)
41	.26	.35	.37	.16	.37	.38	.40	(18)
74	1.21	3.81	1.92	1.43	2.40	2.36	2.53	(19)
06	.20	.07	.25	.20	.18	.19	.17	(20)
12	.04	.07	.08	.12	.10	.15	.12	(21)
14	.20	.62	.51	.41	.40	.41	.28	(22)
62	.25	.31	.41	.33	.33	.36	.35	(23)
15	-0-	-0-	-0-	.04	.02	.02	.01	(24)
25	2.70	.04	.18	.01	1.10	.69	.53	(25)
16	.17	.28	.15	.27	.20	.20	.18	(26)
05	.04	.28	.24	.46	.21	.18	.16	(27)
07	.09	.11	.16	.04	.08	.12	.13	(28)
90	1.32	1.30	1.02	.85	.97	.71	.69	(29)
05	.03	.17	.05	.09	.05	.05	.03	(30)
40	.32	.36	.41	.43	.36	.36	.11	(31)
13	.25	.15	.13	.44	.20	.26	.18	(32)
77%	26.95%	32.96%	35.49%	35.98%	32.17%	31.51%	29.17%	(33)
58	2.38	1.54	1.01	1.42	1.53	2.28	2.44	(34)
02	.94	.73	.05	.27	.15	.35	.63	(35)
67	1.11	1.31	1.30	1.16	1.17	1.20	.66	(35)
04%	29.50%	35.08%	37.85%	38.83%	35.02%	35.34%	32.90%	
36%	9.36%	2.74%	1.19%	2.40%	2.67%	4.34%	6.14%	
20	.24	.07	.29	.23	.27	.36	.30	
16%	9.60%	2.67%	1.48%	2.17%	2.94%	4.70%	6.44%	

00 \$1,380.00 \$790.00 \$940.00 \$1,260.00 \$12,220.00 \$26,760.00 \$22,780.00

GLD000396

GLD000396B

OTHER INCOME - DEDUCTIONS - NET STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended October 31, 1937

	INTEREST EARNED	CASH OVER SECT	COMMISSIONS EARNED	DISCOUNT EARNED	MISCELLANEOUS PROFIT LOSS	TOTAL
48. El Paso	\$ -0-	\$ 3.25	\$ 62.74	\$ 199.20	\$.34	\$ 265.53
54. Fort Worth	4.20	.20	16.85	272.74	15.29	308.88
47. Dallas	109.10	17.26	170.94	876.30	79.65	1,218.73
49. Houston	-0-	8.40	304.04	847.20	77.00	1,219.84
50. San Antonio	18.29	28.25	21.45	234.95	17.73	284.17
40. Atlanta	-0-	2.31	-0-	315.14	18.70	336.15
41. Birmingham	8.54	.91	-0-	813.88	18.05	841.38
44. Miami	-0-	-0-	-0-	290.95	204.00	494.95
45. West Palm Beach	1.00	6.46	-0-	303.93	175.00	473.47
61. Tampa	-0-	.10	194.72	207.32	251.00	652.94
51. St. Petersburg	-0-	.06	.56	13.30	.23	13.57
52. Jacksonville	-0-	-0-	1.28	102.70	.10	104.08
65. Orlando	-0-	-0-	-0-	4.20	-0-	4.20
59. Baltimore	-0-	.05	3.31	119.13	9.17	113.22
53. Washington	-0-	8.69	-0-	47.07	2.00	53.76
43. Scranton	21.24	1.24	-0-	492.63	-0-	515.11
56. Binghamton	10.03	.01	-0-	147.13	-0-	157.17
57. Wilkes Barre	4.50	.60	-0-	171.41	-0-	175.31
42. Evansville	173.55	17.30	-0-	444.73	111.05	746.63
55. Knoxville	41.25	10.48	-0-	254.03	130.39	415.19
66. Charlotte	-0-	.10	-0-	85.74	5.46	91.10
60. St. Louis	-0-	-0-	-0-	-0-	.01	.01
46. Oklahoma City	-0-	.06	-0-	64.72	49.68	114.46
58. Honolulu	36.73	-0-	-0-	296.27	-0-	333.00
62. Buffalo	5.30	.77	-0-	52.30	.73	59.10
63. Toledo	-0-	7.67	-0-	219.17	45.00	271.84
64. Detroit	112.58	.02	-0-	135.78	43.09	291.43
TOTAL	\$ 546.31	\$ 29.77	\$ 775.89	\$ 7,011.92	\$ 1,230.85	\$ 9,535.20

GLD000397

GLD000397

DEPRECIATION - STORES
THE GLIDDEN COMPANY AND SUBSIDIARIES
For the fiscal year ended - October 31, 1937

	BUILDINGS	BUILDING IMPROVE- MENTS	FURNITURE AND FIXTURES	AUTOMOBILES	TOTAL
48. El Paso	\$ -0-	\$ 279.55	\$ 284.49	\$ 247.20	\$ 811.24
54. Fort Worth	-0-	9.84	28.19	-0-	38.03
47. Dallas	-0-	864.40	119.37	233.33	1,217.10
49. Houston	-0-	165.22	108.97	290.00	564.19
50. San Antonio	-0-	26.18	36.02	-0-	62.20
40. Atlanta	-0-	11.04	133.60	232.20	376.84
41. Birmingham	-0-	35.08	101.14	274.44	410.66
44. Miami	-0-	26.36	203.76	163.48	393.60
45. West Palm Beach	-0-	172.02	162.96	125.93	460.91
61. Tampa	-0-	33.16	172.56	119.70	325.42
52. Jacksonville	-0-	-0-	-0-	41.32	41.32
59. Baltimore	-0-	232.30	56.42	-0-	288.72
53. Washington	-0-	25.60	49.22	-0-	74.82
43. Scranton	-0-	293.96	200.96	-0-	494.92
56. Binghamton	-0-	-0-	141.72	-0-	141.72
57. Wilkes Barre	-0-	-0-	100.08	-0-	100.08
42. Evansville	750.00	9.76	185.90	-0-	945.66
55. Knoxville	-0-	82.48	230.65	218.57	531.70
60. St. Louis	-0-	-0-	40.08	-0-	40.08
46. Oklahoma City	-0-	163.75	62.48	-0-	226.23
58. Honolulu	766.92	-0-	399.25	322.20	1,488.37
62. Buffalo	-0-	206.92	143.21	-0-	350.13
63. Toledo	-0-	127.18	120.91	-0-	248.09
64. Detroit	-0-	100.48	65.49	-0-	165.97
TOTAL	\$1,516.92	\$2,865.28	\$3,147.43	\$2,268.37	\$9,798.00

Depreciation - Furniture and Fixtures, etc.
Depreciation - In Cartage Expense

\$7,528.63
2,269.37

TOTAL **\$9,798.00**