	EAST CHICAGO	AKRON	COMBINED
PAYROLL			
Operating	$ 153,501.38	$ 90,573.06	$ 244,074.43
Other	28,789.01	11,645.11	40,434.12
TOTAL	$ 182,290.39	$ 102,218.16	$ 284,508.55
SALARIES			
Operating	$ 28,302.28	$ 15,569.96	$ 43,872.24
Other including salesmen	85,632.44	-	85,632.44
TOTAL	$ 113,934.72	$ 15,569.96	$ 129,504.68
SUPPLIES (Operating)			
Fuel Oil	$ 28,168.59	$ 12,462.66	$ 40,631.25
Coal (Soft)	2,707.16	684.73	3,391.89
Coal (Hard)	16,176.40	9,057.19	25,233.59
Coke	4,409.63	2,434.78	6,844.41
Carborundum Retorts	6,685.68	2,804.26	9,489.94
Fire Clay	388.30	35.00	423.30
Muslin	3,456.17	1,057.48	4,512.65
Dusk	686.69	249.70	936.39
Barrels	5,808.15	2,305.47	8,113.60
Liners	451.86	278.44	730.30
Bags	19,998.61	9,174.25	29,172.84
Drums	138.89	-	138.89
Miscellaneous	18,165.51	4,379.74	22,545.25
	$ 105,237.62	$ 44,923.68	$ 150,161.30
EXPENSES			
Electric Power	$ 19,815.54	$ 11,773.31	$ 31,588.85
Insurance - Property	1,572.96	1,214.79	2,787.75
Insurance - Group	1,470.80	887.09	2,357.89
Taxes - Property	4,665.72	7,300.00	11,965.72
Taxes - Unemployment Insurance	5,523.41	2,807.71	8,331.12
Taxes - Old Age Annuity	2,644.42	1,373.33	4,017.75
Liability & Compensation	4,121.77	1,351.50	5,473.27
Gas	4,868.70	629.32	5,498.02
Mr. F. O. Case's Chicago Office	829.26	500.45	1,329.71
New York Office	1,796.56	1,078.48	2,875.04
Departmental - New York Office	2,289.20	1,513.55	3,802.75
Telephone and Telegraph	973.82	1,182.51	2,156.33
Miscellaneous	26,708.06	5,816.29	32,524.35
TOTAL	$ 77,280.22	$ 37,428.33	$ 114,708.55
CHARGED			
Electrolytic Zinc	$ 753,372.05	$ 584,267.55	$ 1,337,639.60
Great Falls Drums	190,699.40	82,946.15	273,645.55
Die Cast Slabs	300,998.69		300,998.69
Die Cast Scrap	80,934.50		80,934.50
Zinc Spelter	187,852.15		187,852.15
Condensed Metal	30,722.67		30,722.67
All Other Material	15,317.12	7,496.98	20,814.10
REMIXED			
Sublimed White Lead	62,020.12		68,020.12
Zinc Oxide (American Zinc Sales Co.)	7,812.88	1,777.34	9,590.22
Zinc Oxide (Na-Enamel Co.)		111.30	111.30
	$ 1,627,709.59	$ 676,599.30	$ 2,304,308.89

- Continued -

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COLLECTIONS - YEAR 1937
WHITE LEAD SALES
(DRY, IN OIL, AND LEAD SULPHATE)

MONTH	GROSS SALES (DRY)	GROSS SALES (IN OIL)	GROSS SALES (LEAD SULPHATE)	TOTAL GROSS SALES	COLLECTIONS	OVERDUE ACCOUNTS
January	$ 71,143.77	$ 52,194.85	$ 12,513.50	$ 135,851.10	$123,361.85	$26,107.90
February	65,178.25	22,685.11	-	85,865.36	181,245.88	44,706.25
March	143,745.57	62,790.12	2,356.55	208,894.24	89,758.52	46,126.57
April	91,606.39	52,825.22	4,965.42	149,457.03	139,222.61	57,949.51
May	65,611.50	26,781.77	-	110,593.27	121,305.16	27,264.41
June	85,290.30	45,340.38	-	130,630.88	105,825.24	26,005.57
July	84,214.82	39,182.36	-	123,397.18	124,396.99	28,167.29
August	67,508.78	41,264.77	-	108,773.55	111,905.39	20,214.22
Sept.	76,216.86	38,127.44	-	114,344.30	105,008.17	42,024.79
October	35,617.06	54,271.98	-	67,889.04	109,098.24	27,578.22
November	29,421.38	16,655.66	-	46,137.04	66,595.25	30,849.94
December	25,961.15	8,359.71	-	52,320.84	47,845.47	51,889.81
	853,578.01	420,449.35	19,834.47	1,293,861.85	1,479,540.57	34,056.88
Less Cash Discounts Allowed	7,464.14	6,747.08			14,211.22	14,211.22
Accts. Receivable						61,785.20
Percent Rec. to Gross Sale						4.84

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COLLECTIONS - YEAR 1937
WHITE LEAD SALES
(DRY, IN OIL, AND LEAD SULPHATE)

BAD DEBTS CHARGED OFF 1937

	STATE	ACCRUED	WHITE LEAD AND LEAD SULPHATE SALES	LEAD IN OIL SALES	TOTAL
Belmont Paint Supply	Ill.	1934		$ 157.06	$ 157.06
Joe Booth Paint Co.	Tex.	1935	$ 55.95		55.95
Hachmeister Lind Co.	Pa.	1932	500.00		500.00
King Paint Co. "Part"	N. Y.	1937	600.00		600.00
Kramers Paint Store	Ill.	1934		391.89	391.89
Main Pt. & Plumbing Supply Co.	N. J.	1934		204.75	204.75
Miles Paint Co.	N. Y.	1934		100.75	100.75
Peptone Pt. & Chem.	N. Y.	1934		64.75	64.75
Standard Chemical Wks.	Pa.	1934		17.40	17.40
Strater Hdwe. Co.	Ohio	1935		94.11	94.11
Tibbetts-Carr Co.Ltd.	Cal.	1935	379.75		379.75
Ed. Pesselt	Ill.	1934		346.95	346.95
Wooster China Co.	Ohio	1934		10.00	10.00
			1,535.70	1,386.60	2,925.30
Misc. Credits to Reserve for Bad Debts			13.92	46.91	59.83
			1,522.78	1,342.69	2,865.47
Percentage of Loss to Gross Sales 1937			.178	.219	.225

CUMULATIVE

Gross Sales 1926 to 1937 incl.	10,871,280.50		10,871,280.50
Gross Sales 1932 to 1937 incl.		1,854,734.60	1,854,734.60
			12,726,015.10
Total Bad Debts	8,550.54	3,339.45	11,889.97
Percentage Loss	.078	.182	.093

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