

orders and find out the number of gross of pencils which our customers order which fall in certain price groups, that is, to find the number of gross of pencils for which the Pencil Factory gets 60 cents a gross, and I put them down under the first column, the second under the column RI, which means rubber inserted, and for which we get an average price of 80 cents, I go through the same thing and put the figures all out, in this case, it was 102; then we have a price group on which we get an average of \$1.25, and it covers a range in price from \$1.00 per gross to \$1.40; there were 116 gross of such pencils ordered with these orders which were received that morning.

The next price group are those on which we figure on an average price of \$1.75 a gross, and falling within those limits of \$1.50 to \$1.95 inclusive; in this case, there were 34 1/2 gross; then there is a group between \$2.00 and \$2.95, averaging \$2.50, and there was 100 1/2 gross that day, then \$3.00 and over, which we always figure at just \$3.00, we have goods that we get \$3.25 for, and some that we get \$3.50 for, but we figure them all at \$3.00, so it is a conservative estimate.

The reason this is done is this; in the pencil business, just like in all manufacturing businesses, that is manufacturing an article that has to be turned out in large quantities, it behooves the sales department to sell as much of your high priced goods as possible, and as few of your cheap goods, and therefore, if you know how many of the cheap goods and how many of the better grade of goods you are selling, it serves as a barometer on the class of goods that is being sold. You can see that this job takes quite a little figuring and quite a little judgment.

After finishing that work, I went on to the transcription of these orders to these requisitions, and notwithstanding an answer that has been made, I wrote those requisitions myself.