

Well, I expect you have gotten enough of a glance at them for you to know that there are a great many pencils and a great many colors, all sorts and styles; all sorts of tips, all sorts of rubbers, all sorts of stamps--I expect there are 140 pencils in that roll. That shows the variety of goods we manufacture. We not only have certain set numbers that we manufacture, but we will manufacture any pencil to order for any customer who desires a sufficient number of a special pencil, into a grade similar to our own pencil. Now, this pencil sheet when I looked at it about half past eleven or thereabouts on Saturday morning, was incomplete. It had the entry for Thursday, April 24th, omitted. Mr. Schiff had entered the production for April 18th, 19th, 22nd and 23rd, (Deft's Ex. 7), but he had omitted the entry for the 24th, and the 24th not being there, of course it was not totaled or headed, so it became necessary to look in this bunch of daily reports which was handed in every day by the packing forelady, sort out the various pencils noted on there, and place them in their proper places. Before proceeding further on that, I want to call your attention to the fact that we use this sheet for two weeks. You notice two weeks ending down there April 27th, April 17th, and one ending the week later, April 24th, (Df. Ex 7). Mr. Schiff, I notice, put April 17th at the top and the date corresponds to the entries here on the side; these are the dates alongside of each entry. Now, where we have any special pencil, as a general rule--for instance, take two 10-x special up there; we manufacture Two 10-X special for the Cadillac Motor Car Company. Now, there is a 660-X pencil; that 660-X pencil we call Panama, but in this entry it is called Cracker-Jack. Now, here is another 660-X special, ours being Panama and this the Universal 660-X special. In other words