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pencils, which are the two figures really important, I divided one by the other. I also used, in getting up the data for the financial sheet, by the way, one of the most important sheets is this very little sheet here (Deft's Ex. 4c). It looks very small, but the work connected with it is very large. Now, some of the items that appear on here are gotten from the reports which are handed in by the various forewomen. Now you saw on the stand this morning Mr. Godfrey Winekauf, the Superintendent of the lead plant; there is the report (Deft's Ex. 4C) of the amount of lead delivered that week, two pages of it; the different kinds of lead, No. 10 lead, No. 940, No. 2 and No. 930, and so on. Now here is a pencil with a little rubber stuck on the end; we only put six inches of lead in that, and stick rubber in the rest. Now here is the report of L. A. Quinn, foreman of the tipping plant (Deft's Ex. 4d).

He reports on this the amount of work of the various machines; that is, the large eyelet machine, the small eyelet machine and the other machines. Then he notates the amounts of the various tips used that he had made that week. Now, we have, I expect, 22 different kinds of tips, and one of them is a re-tip, and we never count a re-tip as a production. Now, this was made out for the week ending April 24th by Mr. Irby, the shipping clerk; that is, the amount of gross of pencils that he ships day by day. There were shipped 266 gross the first day, which was Friday in this case, Friday the 18th of April, 562 gross the 2nd day, which was Saturday, a half day, and the 19th day of April; 784 gross on Monday, which was April 21st; 1232 gross (that was an exceptional day) were shipped on Tuesday April 22nd; 572 gross shipped on Wednesday April 23rd, and