

STATE OF NEW JERSEY  
DEPARTMENT OF INSTITUTIONS AND AGENCIES  
DIVISION OF CORRECTION AND PAROLE

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R E P O R T  
Of The  
BUREAU OF STATE USE INDUSTRIES

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FISCAL YEAR  
1958 - 1959

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ANNUAL REPORT \* F.Y. 1958-59

FOREWORD

The Bureau of State Use Industries is a branch of the Division of Correction and Parole of the Department of Institutions and Agencies. Operations are conducted under Title 30 of the Revised Statutes of the State of New Jersey, Sections 30:4-92 through 30:4-100.

The function of this Bureau is to provide training and employment for prisoners confined in the State's penal and correctional institutions. Useful goods and articles are manufactured during the course of the work program, which is self-supporting; products are sold only to tax-supported institutions and agencies within the state.

The continued active co-operation of the State Board of Control, the Commissioner, the Director of the Division of Correction and Parole, the State Use Advisory Council and the Chief Executives of the several bureaus and institutions of the Department in support of the activities of the Bureau is, as ever, gratefully acknowledged.

Activities of the Bureau are guided by the State Use Advisory Council, a board of 10 non-salaried citizens who represent management, labor, agriculture, the Taxpayers Association and citizens at large. The tenth member was appointed as of January 1, 1959, being Mr. Norman Mallor, Assistant Comptroller of Bamberger's Company, Newark, representing the New Jersey Taxpayers Association. It may be remembered that Mr. Mallor was a member of the survey team of four who made the Taxpayers survey in 1957. During the year, Charter Member Frank Lyle representing the CIO-AFL resigned and Mr. Anthony Zuccarello of Trenton was appointed in his place, attending his first meeting March 26, 1959. Professor Gresham Sykes, representing Education, resigned in the Fall of 1958 and Dr. Bertram Crocker of the staff of Monmouth College was appointed effective January, 1959. Mr. Wesley Taylor, representing the AFL-CIO, resigned in the Fall of 1958 and in his place Mr. Harvey Collins was appointed. Mr. Collins is an employing printer from West Orange, New Jersey. Members of the Council are as follows:

MRS. MAXWELL BARUS, Chairman, representing the Public  
Montclair

MR. WAYNE McMURRAY, Vice-Chairman, representing the Press  
Asbury Park

MR. FRANK SMITH, representing Agriculture  
Allentown

MR. JOSEPH W. BECK, representing Management  
South Orange

MR. BRADFORD COCHRAN, representing Finance  
Newark

MR. BENJAMIN J. McFARLAND, representing Retail Business  
Nutley

DR. BERTRAM CROCKER, representing Education  
West Long Branch

MR. HARVEY A. COLLINS, representing Employing Printers, AFL-CIO  
Jersey City

MR. NORMAN MALLOR, representing the Taxpayers Association  
Newark

MR. ANTHONY ZUCCARELLO, representing the AFL-CIO  
Trenton

TO: DR. LLOYD W. McCORKLE, ACTING DIRECTOR  
DIVISION OF CORRECTION AND PAROLE

Dear Sir:

We herewith submit the annual report of the Bureau of State Use Industries and the condition of its funds for the Fiscal Year 1958-59.

The mission of the Bureau is to furnish industrial type employment and training for the inmates of penal and correctional institutions. Work is planned to give useful training to aid in the rehabilitation of the individual, to keep him busy while in custody and to make him earn some portion of the cost of his keep. Within the means of the Bureau prisoners are employed in industrial type work on tools of modern type; in all possible cases the work is also in line with employment opportunities which may be available to the inmate on release.

This Bureau conducts all operations normal to any manufacturing enterprise, including such necessary business functions as billing, cost accounting, engineering, sales and distribution. Goods are produced which are for sale to all tax-supported institutions, agencies, departments or subdivisions throughout the state and the market is limited by law to these customers; the same law provides that these customers shall not purchase from another source without consent of the Bureau.

At the close of this fiscal year, more than 300 employable prisoners are idle and the Bureau is still faced with the necessity of expanding and improving employment. More than normal capital investment totalling about \$64,000.00 was made during the year, spent largely in the effort to compensate for loss of shop space reported last year. New employment opportunities are still being sought which will be consistent with the basic policy of diversification to minimize competition with any one segment of private industry and free labor.

#### ORGANIZATION

Twenty-seven types of industries are operated in 27 shops at 6 institutions; the extent of diversification is such that more than 150 different types of items are made.

At the close of the year, the Bureau had 103 jobs authorized and 95 filled. The Bureau organization remains substantially unchanged from last year with 60 instructors and 11 correction officers in field assignments and 24 employees in the central office, the latter includes the Chief, his staff of 7 and 16 clerical employees. Industries staff made 687 institutional visits and other field contacts, mileage traveled totaled 39,488.

The Field Representative made 336 calls to the various counties and municipalities in addition to the above and also spent 22 days on assignments at various exhibits.

### STATE USE ADVISORY COUNCIL

The Council met 5 times during the year, with meetings in the months of September, October, January, March and May, subcommittees also met on the subjects of finances and special surveys.

The Council contributed greatly to the work of the Bureau and the Department in the field of public relations, the work with the New Jersey Taxpayers Association and also aided on Bill A-376 which changed the general provisions of our law to permit the accumulation of reserve funds without regard to the net worth figure of the Bureau.

Public relations were pursued by informative talks and numerous exhibits set up by the Bureau. 7 talks were made to various service clubs and other organizations, reaching approximately 420 people and each was reported in the public press. Exhibits staffed by the Field Representative were set up at the State Fair, the New Jersey Welfare Council, the Annual Meeting of the Freeholders and the New Jersey League of Municipalities.

On August 27, 1958, the New Jersey State Allied Printers Council met with the Governor to protest the operation of prison print shops and certain departmental print shops which are not in our area of attention. A survey team was set up which, on November 18, 1958, spent some time in the Prison on their survey. It is interesting to note that after studying our operation this group withdrew its open objection to the existence of the print shop, offered to help in what way they could and later in the year, Mr. Harvey Collins, an employing printer, who was a member of this group accepted an assignment on the State Use Advisory Council as one of our members. This is the first time in many years that we have not been under active pressure from the printers or other labor groups and a great deal of this credit is due to the work of the Commissioner, the State Use Advisory Council and other interested parties.

### INDUSTRIAL INFORMATION

Shops are located as follows:

#### STATE PRISON, TRENTON

Auto Tag  
Bakery

#### STATE PRISON FARM, RAHWAY

Clothing  
Foundry and Signs

STATE PRISON, TRENTON

Clothing  
Knitting  
Machine Shop  
Mattress Shop  
Print Shop  
Upholstery

STATE PRISON FARM, RAHWAY

Machine and Beds  
Paint  
Shoe Manufacture  
Textile  
Woodworking

REFORMATORY, BORDENTOWN

Brooms  
Commercial Laboratory  
Mops  
Sheet Metal  
Shoe Repair  
Soap

REFORMATORY, ANNANDALE

Bags, Baskets & Screens  
Cannery  
Feed Mill  
Shoe Repair  
Snow Fence

REFORMATORY FOR WOMEN, CLINTON

Clothing

STATE HOSPITAL, TRENTON

Occupational Therapy  
(Brush & Weaving)

An exterminator is also employed to give regular service to 13 institutions and to instruct in the use of the insecticides and similar products produced in the Commercial Laboratory at the Bordentown Reformatory.

The shops furnished 1069 full-time jobs; 954 penal and correctional (about 23½% of the population) and 115 in the patient category. Average annual output per penal and correctional job rose 10½% to a new high of \$2100. With reference to turnover, a total of 2467 inmates were assigned to the details for an average of about 2-1/2 inmates for each job, much higher than in previous years. Inmate data is attached with other statistical sheets.

New Jersey still retained its position among states operating under a State Use law, being eighth in dollar value of the products of the correctional industries, but dropping to fourth in diversification.

Sales rose 2-1/2% from last year to \$2,211,933. Net income rose to \$54,895 or 2.48% of gross sales.

Work on the program of capital improvements continued steadily during the year as efforts were made to get all shops inside. Almost all of the funds available for capital were expended in the moves and lesser amounts for new equipment.

- (A) The woodworking industry at the Prison was closed during July and August and the best equipment moved and installed at Rahway.
- (B) The knitting industry closed at Vineland in July, 1958, was relocated at the Prison in space made available by relocation of the composing room of the print shop; this shop started to operate again in December, 1958 after nearly \$11,000.00 worth of new or rebuilt equipment had been added to take the place of old equipment at Vineland which was not worth moving.
- (C) The coffee roasting operation at the Prison was closed in July, 1958, causing a drop in sales of approximately \$125,000. which was helping to absorb some of the industrial charges borne by all industries; this expense was prorated among the remaining operations.
- (D) The mattress industry was moved inside, resuming operations in February, 1959; the building it had occupied across the street from the Prison was set up as an effective warehousing operation and furnishes a good example of the desirability of an installation of this nature in connection with a walled institution.
- (E) The printing industry at the Prison, which it will be remembered was the consolidated shop resulting from the operation of the Capital Improvement Plan, started to hit its stride in January, 1959 and is operating in the black with every assurance that its effectiveness will continue.
- (F) At Annandale, work continued to try to develop space to handle additional packing acquired by loss of Leesburg cannery. The roof of the open vegetable preparation area was extended 20 feet with the work being done by an outside contractor at a cost in excess of \$5,000; a quonset hut, 20' x 100', was obtained from surplus and set alongside of the cannery on a permanent foundation at a total cost of approximately \$5300.00 with the work being done almost entirely by inmates supervised by outside building tradesmen hired on a force account basis. This building affords space for accomodation of the snow fence operation moved up from Leesburg.

(G) The general relocations of the shops this year and last year resulted in the abandonment of many older machines which had an original value of approximately \$102,000, these were either scrapped, sold for what could be obtained for them or placed in dead storage as no longer available for production due to lack of space.

The output of many of the industries has improved to such a point that they now are able to produce standard items for stock, thereby reducing delivery times to the using agencies and offering economies in operation due to better scheduling. The coming year should see additional progress in this direction.

During the year, production commenced on the first general issue auto tag since 1952. The tag is of precoated aluminum, black with straw background, 2 per car, and the original order was for 2,300,000 pair .

Production started in January, 1959 and will continue for at least 13 months at the rate of 180,000 pair a month. As the method, material and numbering system is entirely different from any previous production, substantial capital investment had to be made in dies, blanking equipment and related tools, a total expenditure of about \$35,000. The system is working smoothly and we have been able to keep ahead of the requirements of the using agency.

#### STATISTICS

As part of this report, we attach the Balance Sheet, Operating Statement, a brief analysis of each of the industries operated during the year and a study of the State Use Dollar to show the distribution of expense which goes into the total cost of our products.

#### SALES AND DISTRIBUTION

Sales were distributed as follows:

Department of Institutions and Agencies	<u>66%</u>
Other State Departments	<u>31%</u>
Counties & Local Government	<u>3%</u>

County hospitals alone have about 25% as the total State Hospital population and it is anticipated that potential market in the County institutions alone is in excess of

\$400,000 a year, while the actual sales were \$56,000, about the same as last year, sales in this area must be increased.

The Field Representative made 336 calls to counties and municipalities during the year, handled voluminous correspondence and spent 22 days manning exhibits.

The first catalogue of products (Catalogue C) of the Bureau in 10 years was released early in 1959. Initial distribution was 900 copies with 600 copies more finished and ready for mailing and pages printed for another 500 copies but no binders purchased at this time. The catalogue is of loose-leaf construction with a price list and represents a great deal of work on the part of the Field Representative, members of the State Use Advisory Council Catalogue Subcommittee, Staff members and representatives of the using agencies. Printing was done in the print shop of the New Jersey State Prison and the catalogue was collated and prepared for mailing in the Workshop operation at the Edward R. Johnstone Training and Research Center. Many compliments on the catalogue have been received and it has expedited the ordering of products and substantially reduced paper work. Regular review periods of the catalogue contents and price list have been established to keep the catalogue up to date. Approximately 50 copies of the catalogue were distributed by registered mail in order to have a record of receipt, especially at the county level.

During the year, the four trucks operated by the Bureau travelled more than 78,000 miles delivering finished products, in addition, more than \$15,000 was spent for outside truckers. Considerable help in delivering was also given by institution trucks who came to the warehouses on special trips or picked up products on return loads. An estimated 6,334 tons of products were delivered.

#### INMATE WAGES

Inmate wages during the early part of the fiscal year remained the same at 13¢, 17¢, 22¢, 27¢ and 35¢ a day and in February these rates were increased 5¢ per day, making the new rates 18¢, 22¢, 27¢, 32¢ and 40¢ a day. Total inmate wages for the year equaled \$53,000.00 or 2.4% of gross sales, substantially unchanged from last year. The average daily pay for inmates at the Prison and Rahway is now running 29¢ a day with over 2/3 of all jobs on evaluation.

Average hours worked per week remain substantially unchanged from 25½ at the Prison and Rahway, 35 at Clinton and Annandale and 34 at Bordentown.

### TRAINING

The industries need and eventually train welders, loom fixers, draftsmen, machinists, clerk typists, printers and other specific skills. The process of developing suitable workmen is usually long and frequently expensive in terms of lost time, equipment maintenance and raw or semi-finished materials.

Development of a successful program of vocational training should offer real benefits in terms of developing marketable skills among the inmates and in increased effectiveness of the operations.

Such training has been actively considered in the past but not adopted due to the fact that room for suitable inside vocational shops is scarce and the cost of tools and teacher's salaries will constitute another item of indirect operating cost. Plans for commencing this necessary program are under way.

Students at the Johnstone Training Center helped to assemble bed spring fabric and shoe boxes during the year, although in February this latter project was moved to the State Home for Boys, Jamesburg, to give some useful work to the inmates assigned to the detention unit there. At Johnstone also, the work of collating the new catalogue was done in a very satisfactory manner and they also helped make 2000 dozen scratch pads from old printing paper inventory.

In each case where work is being done for the Bureau of State Use Industries by a shop such as described above, small payments are made for the service in addition to furnishing all materials and transportation.

During the month of March, a project was developed at Annandale to afford useful occupation for a detail of boys with limited physical ability. The group, under a salaried employee furnished by the institution, was put to work making envelopes for the mailing of the new auto tag. The institution advises that this has helped to solve a problem for them and, although the operation at present costs the Bureau a slight amount of money, over and above what envelopes purchased on the outside would cost, the opportunity to co-operate with the institution is one which we welcome and would like to see continued and perhaps expanded. The production of the tag shop is in no way dependent on this envelope, but it can take any the boys finish and work them into the regular operation.

### INVENTORIES

Last year's report referred to inventory of obsolete and overage materials totaling nearly \$32,000. During the past year, most of this inventory was disposed of by donations to the several using agencies, many semi-finished wooden parts for obsolete furniture items were destroyed or cut up into smaller pieces for brush blocks and the like. At the present time, approximately \$9,000 worth of surplus inventory remains for disposal. Most of this is shoe findings, which can be disposed of to dealers in these materials and the operation will proceed after the physical inventory is tabulated in July and August of 1959.

### FUTURE PLANNING

We continue efforts to improve our public relations, to increase our sales, especially to the counties, to warehouse many of our products for better production and delivery; to improve the shoe and textile lines in particular and all products in general; extensive study and lower reduction in the amount of paper work currently done to operate the industries effectively, (this item constitutes about 3% of our gross sales at the present time), the possible mechanization of our inmate payrolls and perhaps inventories to further reduce field and office clerical work, the development of a simple but effective program of vocational training and continuation of the program of capital improvements established in January, 1957. Selected for specific attention are the clothing industry at the Prison, the furniture repairing and refinishing, painting and woodworking at Rahway, and the soap industry at Bordentown. These several capital items will cost about \$60,000.00. Plans have also been advanced for capital construction at Bordentown and it is hoped soon to get adequate shop space at this institution to put in new and improved industries to relieve to some degree the idleness that prevails.

NEW JERSEY TAXPAYERS ASSOCIATION REPORT

Progress was made during the year on compliance with the several recommendations of the Association.

As previously reported, there were 42 recommendations falling in the category of 14 policies and 28 financial or operating procedures or programs.

Twelve of the recommendations are completed, twenty-one partially completed or established as operating practices and nine not yet acted upon. Most of the latter involve establishment of inter-departmental committees or require finances or additional personnel. All are being actively considered.

Legislation has been passed to help the Bureau retain any financial resources, a new catalogue has been published, three basic policies have been adopted by the State Board of Control for our future guidance, a capital improvement plan has been written, adopted and implemented and a committee has been established with the Purchasing Department.

The latter, known as the Purchasing Co-ordinating Committee (Taxpayers Recommendation #14), met 6 times during the past year in August, October (2), January, March and June. This group has helped to improve methods and working relationships between the Bureau and the Purchasing Department, has assisted in studying several important developments in the line, including the method of scheduling many printing orders, and is currently working actively with the Bureau in developing a system of warehousing stock orders. This plan, if successful, will result in improved deliveries to the using agencies and a more even flow of work through the shops.

DEPARTMENT OF INSTITUTIONS & AGENCIES

BUREAU OF STATE USE INDUSTRIES

BALANCE SHEET AT JUNE 30, 1959

Current Assets

Cash	1,175.00	
Revolving Fund	1,673.81	
Accounts Receivable	<u>99,777.31</u>	
		102,626.12

Inventories

Materials & Supplies	439,024.21	
Finished Products	199,333.59	
Work in Process	<u>141,956.05</u>	
		<u>780,313.85</u>
Total Current Assets		882,939.97

Fixed Assets

Machinery & Equipment	715,893.48	
Less: Depreciation	<u>559,488.66</u>	
		156,404.82

Prepaid Charges

Prepaid Insurance		<u>16,983.47</u>
Total Assets		1,056,328.26

Less:

Current Liabilities

Accounts Payable		<u>17,805.71</u>
Net worth 6-30-59		<u><u>1,038,522.55</u></u>

Analysis of Net Worth

Net worth at June 30, 1958 (adjusted)	983,627.12
Add: Net Earnings	<u>54,895.43</u>
	<u><u>1,038,522.55</u></u>

DEPARTMENT OF INSTITUTIONS & AGENCIES

BUREAU OF STATE USE INDUSTRIES

OPERATIONAL STATEMENT

Fiscal Year Ending June 30, 1959

SALES

2,211,933.26

Cost of Sales

Material & Supplies Used	1,315,370.21
Add: Decrease Finished Prod. & Work in Process Inv.	<u>1,512.80</u>
	1,316,883.01

Cost of Operations

Salaries & Wages

Instructors, Etc.	323,057.09
Corr. Off.	61,607.38
Adm. Cler. etc.	113,496.53
Inmates Wages	<u>52,776.03</u>
	550,937.03

Industrial Expense

Freight & Cartage	15,854.60
Light, Heat, Power & Water	38,272.04
Rep. & Rep. Pts.	34,230.29
Depreciation	60,746.44
Rents & Royalties: Leased Mach.	<u>1,578.65</u>
	150,682.02

Administrative & Miscellaneous Expense

Insurance	7,855.98
Sta. & Printing	4,377.22
Telephone & Teleg.	2,551.84
Comp. Awards	1,732.27
Pension Fd. & SS	34,027.76
Miscellaneous	<u>92,612.44</u>
	143,157.51

Total Cost of Operation	<u>2,161,659.57</u>
Profit from Operation	50,273.69
Add: Discount Earned	<u>4,621.74</u>
Net Earnings	<u><u>54,895.43</u></u>

DEPARTMENT OF INSTITUTIONS & AGENCIES

BUREAU OF STATE USE INDUSTRIES

SCHEDULE OF SALES AND NUMBER OF EMPLOYEES AND INMATES

FISCAL YEAR ENDING JUNE 30, 1959

<u>Ins. &amp; Ind.</u>	<u>Sales</u>	<u>Outside Labor</u>		<u>Inmate Labor</u>	
		<u>Instr. Etc.</u>	<u>Corr. Off.</u>	<u>Mo. Average</u>	<u>Total Trained During Year</u>
<u>N. J. State Prison</u>					
Auto Tag	618,705.97	3	1	99	165
Bakery	53,607.24	1		20	39
Clothing	152,964.02	3	2	95	168
Coffee Roast.	9,488.99	-		6	5
Machine	5,719.28	1	1	14	20
Knitting	23,713.20	1		10	33
Matt. & Uphol.	77,567.22	2	1	33	85
Office	-	2	1	10	8
Printing	103,874.04	3	1	39	79
Storeroom	-	1	1	9	71
Trucking	-	3		-	-
Total	1,045,639.96	20	8	335	673
<u>N. J. State Prison Farm - Rahway</u>					
Clothing	88,217.78	3	1	62	141
Foundry	50,009.38	1		37	73
Mach. & Beds	19,513.23	1		28	64
Off. & Storeroom	-	4		25	54
Paint	-	1		16	32
Shoe Mfg.	95,529.70	4		81	149
Textile	119,744.89	3		74	178
Trucking	-	1		-	-
Woodworking	37,678.83	4		42	110
Total	410,693.81	22	1	365	801
<u>N. J. Reformatory - Clinton</u>					
Clothing	140,707.06	5	-	43	152
<u>N. J. Reformatory - Annandale</u>					
Bag	6,846.40			2	8
Basket Mkg. Screen	6,705.95			9	18
Cannery	91,710.03	3		44	160
Feed Mill	279,223.72	2		19	52
Shoe Repair	4,799.61	1		9	24
Snow Fence	11,510.15			11	18
Total	400,795.86	6		94	280

DEPARTMENT OF INSTITUTIONS & AGENCIES

BUREAU OF STATE USE INDUSTRIES

SCHEDULE OF SALES AND NUMBER OF EMPLOYEES AND INMATES

FISCAL YEAR ENDING JUNE 30, 1959

<u>Ins. &amp; Ind.</u>	<u>Sales</u>	<u>Outside Labor</u>		<u>Inmate Labor</u>	
		<u>Instr. Etc.</u>	<u>Corr. Off.</u>	<u>Mo. Average</u>	<u>Total Trained During Year</u>
<u>N. J. Reformatory, Bordentown</u>					
Broom Mfg.	12,184.59	1		10	40
Comm. Lab.	29,837.62	-		7	30
Exterminating	5,336.00	1		-	-
Mops	14,040.22	-		6	32
Office	-	2	1	-	-
Sheet Metal	18,181.49	1		31	89
Shoe Repair	7,446.64	1		32	106
Soap	106,992.13	1	1	31	119
Total	194,018.69	7	2	117	416
<u>N. J. State Hospital</u>					
Occ. Therapy	20,077.88	-	-	115	145
<u>Central Office</u>					
	-	24	-	-	-
Total	2,211,933.26	84	11	1069	2467

SUDIA SALES DOLLAR  
IF THOUSANDS OF DOLLARS

	<u>1956 Fiscal Year</u>		<u>1957 Fiscal Year</u>		<u>1958 Fiscal Year</u>		<u>1959 Fiscal Year</u>	
	<u>Amount</u>	<u>% of Sales</u>	<u>Amount</u>	<u>% of Sales</u>	<u>Amount</u>	<u>% of Sales</u>	<u>Amount</u>	<u>% of Sales</u>
Materials & Supplies								
Less Discounts	\$1,415	60.5	\$1,415	61.0	\$1,335	61.92	\$1,312	59.3
Industrial Salaries	345	14.8	354	15.3	343	15.9	323	14.6
Guard Salaries	67	2.9	71	3.0	71	3.3	62	2.8
Administrative Salaries	110	4.7	112	4.9	113	5.25	113	5.1
(Total Salaries)	(522)	(22.4)	(537)	(23.2)	(527)	(24.45)	(498)	(22.5)
Inmates Wages	52	2.2	53	2.3	52	2.4	53	2.4
1. Freight, Cartage	18	.7	18	.7	15	.6	16	.7
Light, Heat, & Power	39	1.7	41	1.9	45	2.2	38	1.7
Repairs & Repair Parts	38	1.7	38	1.6	35	1.6	34	1.5
Depreciation	47	2.0	38	1.6	36	1.7	61	2.8
Rents & Royalties, Leased Machinery	4	.2	4	.2	2	.1	2	.1
(Total Industrial Expense)	(146)	(6.3)	(139)	(6.0)	(133)	(6.2)	(151)	(6.8)
2. Insurance	9	.4	8	.3	8	.4	8	.4
Stationary & Printing	4	.2	5	.2	3	.1	4	.2
Telephone & Telegraph	3	.1	4	.2	4	.2	3	.1
Pension Fund & Social Security	38	1.7	38	1.6	33	1.5	34	1.5
Miscellaneous Expense	42	1.8	43	1.9	37	1.7	92	4.2
Compensation Awards	---	---	---	---	---	---	2	.1
(Total Indirect & Miscellaneous Expense)	(96)	(4.2)	(98)	(4.2)	(85)	(3.9)	(143)	(6.5)
Charges Against State Use Industries for Non-State Use Charges	47	2.0	22	.9	1	.03	---	---
Net Earnings After Non-State Use Charges	57	2.4	56	2.4	24	1.1	55	2.5
TOTAL SALES	\$2,335	100.0%	\$2,320	100.0%	\$2,157	100.0%	\$2,212	100.0%