



### ONLY 19 1/4 MINUTES ARE LEFT FOR PROFITS

In the normal eight-hour working day, 19 1/4 minutes are a pretty small part. It is close to quitting time before these few minutes, all that is left of the day, are "minutes for profit," in the average manufacturing company. Further, only about half of the 19 1/4 minutes result in dividends for the owners. The rest of the profit minutes are used for reinvestment in the business--for new buildings, machines, and other improvements necessary to a company's progress and its ability to provide steady jobs.

Profit minutes are put at the end of the day because all a company's bills and expenses must be paid before profit--or loss--can be estimated.

Assume we begin the working day at 8:00 a.m. Three hours and 55 minutes will be used to pay for materials and supplies. The clock moves to 11:55. To meet wages and salaries will take 2 hours and 19 minutes. With one hour for lunch, the clock moves to 3:14.

To pay all taxes, federal, state and local, uses up another 43 1/4 minutes. It is 3:57 1/4. Repair and replacement of facilities will require 29 minutes. For research and promotion, 14 1/2 minutes more are used up. By now it is 19 1/4 minutes before the day ends, at 5:00 p.m. In this short time, the company must earn the profits it must make in order to stay in business.