# Instructions

for Operating the

# **Burroughs**Calculator



Burroughs Adding Machine Company DETROIT, MICHIGAN

ADDING • CALCULATING • BILLING AND ACCOUNTING MACHINES TYPEWRITERS • CASH REGISTERS • CORRECT POSTURE CHAIRS

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- The purpose of this book is to present simple, fundamental methods for operating the Burroughs Calculator.
- These methods may be learned in a few minutes and with a little practice sufficient skill may be obtained to enable the operator to handle commercial calculations accurately and with a fair degree of speed.
- This book is not intended for school use as it does not contain sufficient problems for practice.
- ¶ An instruction book containing practice problems, written for use in schools and colleges may be obtained at a nominal charge from any Burroughs office or by writing to

Burroughs Adding Machine Company Detroit, Michigan

# The Hand-operated Burroughs Calculator

The Burroughs Calculator is a key-actuated, non-listing computing machine that adds, subtracts, multiplies and divides.

It is made in six sizes with six-, seven-, eight-, ten-, twelve- and fourteen-column totaling capacity.

The number of columns of keys is one less than the totaling capacity in each case.

Any of these sizes may be constructed with keyboards containing whole figures and fractions for the adding and sub-



6-column size



10-column size

tracting of amounts, such as feet, inches and eighths of inches, hours and minutes, etc.

The instructions and examples in this book are illustrated with the 10-column machine (9 columns of keys) but many of the problems may be handled with a smaller size. Also it may be found that for certain work, some problems can be handled more efficiently with the 12- or 14-column size.

# **Burroughs Electric Calculators**

#### **Electrically Enforced Accuracy**

Accuracy of registration is assured by the motor-driven computing mechanism. The depression of a key causes the motor to register the full value of the key on the dials. Partial registration is impossible.

## Electric Key Touch—Light and Uniform

The key touch is light and easy, and is exactly the same for all keys. The key depression merely actuates the motor. The motor furnishes the power to operate the computing mechanism.

The short key depression and light touch make possible a greater span of the keyboard. For example, \$10.90 may be easily held with the thumb and middle finger of the right hand when multiplying.

Increased rhythm and ease of operation—made possible by the light, uniform key touch—result in reduction in operator fatigue and increase in speed of calculating.



The Burroughs Electric Calculator with Single Accumulator

#### Electric "Simplified Subtraction" Keys

The simplest and fastest complementary method of subtraction ever known on a key-actuated machine is made possible by the Electric Subtraction Control Keys. Any subtraction can be performed with only one hand; or both hands can be used to depress—simultaneously—all keys in the amount being subtracted. There is only one simple rule to follow in subtraction—no need for the operator to determine mentally which one of several operations to follow.

#### Intermittent Motor

The motor starts automatically when a key depression is made—and stops automatically when the key restores. It does not run when the machine is not being operated, thereby eliminating the nervous strain of having to listen—constantly—to the sound of a running motor.



The Burroughs Electric Duplex Calculator with Direct Subtraction

#### The Electric Duplex Calculator

The two accumulating registers of the Duplex make it possible to perform calculations and obtain separate answers—then, without any extra effort, to obtain the grand total. The result of each calculation appears in the front dials just as on all other Burroughs Calculators. When the front dials are cleared, the result automatically transfers to the rear accumulator. If desired, the front accumulator may be cleared without transferring the result. A touch of the clear key clears both

accumulators simultaneously. A key is provided that, when latched down, prevents the transfer of fractions to the rear accumulator, thus only full cent amounts are accumulated. This assures the total exactly balancing with the full cent results of individual calculations.

#### **Direct Subtraction**

Subtraction on the Burroughs Electric Duplex Calculator is just as easy as addition. By entering an amount on the keyboard and operating the subtract key, the subtraction is performed directly, without the use of complements.

## **Capacities**

The Burroughs Electric Calculators are made in five sizes with accumulating capacities of 7, 8, 10, 12 and 14 columns respectively.

# The Machine

The dials register the results of the calculations.

The pointers are used to indicate the decimal point in the result.

The handle, or the electric clearing bar, at the right of the machine is used for clearing the dials.

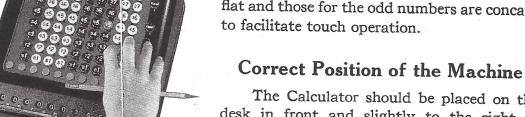
In the case of the Burroughs Electric Duplex Calculator, the electric clearing bar transfers the result, which first appears in the front accumulator, to the rear accumulator. The subtract key clears the front accumulator and subtracts the amount from the rear accumulator. The "Front" key clears the front accumulator only and the "Clear" key clears both accumulators at once.

The standard full keyboard consists of keys arranged in columns with alternating sections of key tops colored white and black, conforming to the punctuation

> Each key top has a large and small figure on it. The large figures are used for addition and multiplication, and the small figures are used for subtraction and division.

for dollars and cents.

The key tops for the even numbers are flat and those for the odd numbers are concave



The Calculator should be placed on the desk in front and slightly to the right of the operator, and at an angle so that the forearm will be parallel with a line from the one-cent key to the nine-dollar key.

The keyboard of the machine should be low enough to permit operation with the

minimum of arm fatigue. In many cases an especially designed calculating machine desk or stand having a well for the machine is used.



Position of the Machine

## Holding a Pencil

A pencil should be held between the thumb and palm while operating (see illustration). This saves time in writing answers.

When multiplying, especially with an Electric Calculator, the thumb is sometimes used for depressing a key. When this is done, the pencil is held with the little finger.

# Addition

Always clear the machine before beginning a new problem.

Addition is performed by merely depressing the keys which represent the figures to be added. The results appear instantly in the dials—there is no handle to pull, levers to turn or motor bar to depress. The large figures on the key tops are used.

The first column at the extreme right of the keyboard is for units, 1 to 9; the second column is for tens, 10 to 90; the third column is for hundreds, 100 to 900, etc.

To add 5, depress the 5 key in the units column.

To add 45, depress the 4 key in the tens column and the 5 key in the units

Numbers should be added in the order read, that is, to add 345 depress the 3 key in the hundreds column, first, then the 4 key in the tens column and the 5 key in the units column.

There are no large ciphers on the key tops because ciphers are automatically registered on the dials when adding and multiplying.

To add 50, depress the 5 key in the tens column.

To add 500, depress the 5 key in the hundreds column.

To add 105, depress the 1 key in the hundreds column and the 5 key in the units column.

Full Keyboard Method

The full keyboard method is so-called because all the keys from one to nine are used. It is the same as that employed on adding machines with the standard full keyboard. This method may be used when a limited amount of adding is to be done by an untrained operator.

## **Touch Method of Addition**

The touch method is recommended when the operator will use the machine a great deal for adding. With this method no key above 5 is used for adding. For figures above five, combinations of lower figures are used: 3 is depressed twice for 6; 4 and 3 for 7; 4 twice for 8; and 5 and 4 for 9. For uniformity of operation, the higher key is used first in adding the combinations for 7 and 9.

Only the first two fingers of the right hand are used. To facilitate touch operation, the key tops for the even numbers are flat and those for the odd numbers are concave. With a little practice the ability to locate the proper keys becomes a habit and may be relied upon for correct operation. Likewise, combination strokes become a habit and require no conscious effort.

Accuracy

Illegible figures are the chief cause of errors, hence extreme care should be used

in reading figures.

Great care should be used in the beginning to form correct habits of operation. Accuracy, with speed is the goal. Accuracy is of first importance, and speed should not be forced before key location, which is essential for accuracy, is thoroughly learned.

Sub-totals—When long columns of figures are added, sub-totals should be noted on paper after every twenty-five or fifty items to facilitate checking. Errors of transposition, operating the wrong key, and operating a key the wrong number of times, may be found more readily when the work has been handled in sections, because usually it is not necessary to re-add all sections.

Rhythmic Action—Rhythmic action is just as essential in learning to operate the Calculator as it is in learning to play a musical instrument. In performing addition the movements of the hand and forearm should be timed to insure smooth, regular action—not too fast nor too slow. Any tendency to vary the time between key strokes when there is a difference in the span between the keys, or to "gallop" through particularly easy combinations should be carefully avoided, as such uneven operations usually result in fumbling. The proper speed for beginners is from two to two and one-half key strokes per second.

A few practice problems are given to illustrate the simplicity of the touch method and rhythmic movement. Do not look at the keyboard while adding.

| 34     21     45     33     34     55       43     11     43     34     44     45       34     12     33     54     54     5       54     32     43     34     55     50       50     34     23     32     54     54 | 54 | 32<br>34 | 21 | 23<br>22 |
|--|----|----------|----|----------|
|--|----|----------|----|----------|

Complete instructions for learning touch addition may be obtained at any Burroughs Branch or Burroughs School for Operators.

# Adding Sales Checks or Similar Media

Adding of sales checks differs from adding columns of figures, only in that a slip must be handled for each amount. The operation of turning the checks is performed with the left hand and requires practice to become skillful.

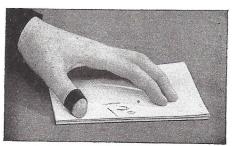


Fig. 1

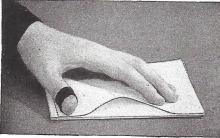


Fig. 2

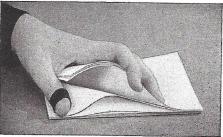


Fig. 3

Cash Sales checks are first added to balance with each cashier's total of cash received. They are then sorted so that totals may be obtained by clerks and departments. Charge Sales checks are sorted into similar groups, but they are usually handled at a separate operation.

Turning Sales Checks—The proper way to turn sales checks is to place a bundle of checks at the left of the Calculator, and hold them firmly with the fingers of the left hand as shown in Figure 1.

The fingers hold the checks, and the thumb raises them. This is accomplished by pressing the thumb against the check near the corner, and drawing it toward the palm of the hand. See Figure 2.

As the check buckles, it is caught by the first finger, and held while the amount on the next check is read as shown in Figure 3.

Sub-total—After a number of checks have been added, they should be placed face down in a separate pile. The sub-total may be written on the back of the last check in the pile. This enables the operator to prove more readily as errors can be localized to batches.

A rubber band used on the thumb as shown in the accompanying illustrations is essential to the rapid handling of the checks.

# Multiplication

# Simple Multiplication From the Right to the Left of the Machine

Machine multiplication is repeated addition. The large figures on the keytops are used and all keys for the amount to be multiplied are depressed at the same time. To multiply  $278 \times 3$ , 278 is merely added three times.

| 278<br>278<br>278 | 278 × 3 | = 834 |
|-------------------|---------|-------|
|                   |         |       |
| 834               |         |       |

To multiply  $278 \times 30$ , instead of adding 278 thirty times, it is merely moved one column to the left (which multiplies it by ten) and is added three times.

| 2780         |     |      |   |      |
|--------------|-----|------|---|------|
| 2780<br>2780 | 278 | × 30 | = | 8340 |
| 8340         |     |      |   |      |

The multiplication of 278  $\times$  33 is merely the combination of the above two steps.

The similarity of the above to the pencil method is apparent. In the pencil method, after multiplying by the right-hand figure, the amount is multiplied by the next figure to the left and the answer set down one place to the left.

#### Speed

While the experienced operator requires only about three seconds to make the average multiplication (three digits by four digits), it is not necessary to go through a long period of instruction before one can operate the machine fast enough to produce satisfactory results. By operating the Calculator slowly at the rate of six to eight seconds per calculation, multiplications are performed many times faster than by the pencil method.

A good operating speed for a beginner is about three key strokes per second. Due to the ease and speed of the Calculator, there is always an urge to operate the machine faster; therefore, speed picks up considerably after a few hours practice.

# Method of Operation

The machine should be placed so that the keyboard will not be too high or too low for ease of operation.

The arm should be slightly above the keyboard with the fingers in a curved position.



Two-hand operation-267

The wrist should be flexible and allowed to move freely while operating.

The fingers should be lifted slightly above the key tops after each stroke.

#### Two Hands Used

In most cases, two hands are used to depress—at the same time—all the keys for the amount to be multiplied. In multiplying 267, the 2 is held with the first finger of the left hand and the 6 and 7 are held with the first and second fingers of the right hand.

## Rhythmical Action

A smooth rhythmical operation is just as important in multiplying as in adding. Both hands should

move in unison when performing the same operation. In shifting the amount being multiplied from column to column, there should be no pause in rhythm.

## **Holding Figure Combinations**

The factor to be held on the keyboard is determined by:

First, the ease and accuracy with which the amount can be held, and Second, by the number of key depressions represented.

Example:  $4345 \times 8239$ . Since 4345 can be held more easily than 8239, it is usually best to hold 4345, even though 22 key depressions are required as compared with 16 if 8239 were held.

Simple Rule for Fingering—Use the longest finger on the highest figure.

# Figure Combinations Analyzed

By a simple analysis of figure combinations, the holding of a factor on the key-board may be greatly simplified. Those positions on the keyboard that are most easily held are *natural* combinations, while those that require a turn of the hand in order to place the fingers on the proper keys are *reverse* combinations.

## Natural Fingering

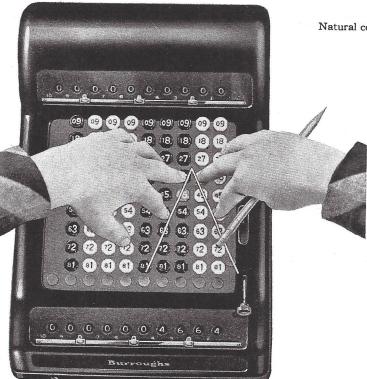
Natural fingering positions for the right hand are 35, 56, 57, 79, etc.

Natural fingering positions for the left hand are 53, 65, 75, 97, etc.

6556 is therefore a natural left- and right-hand combination. (See illustration at right.)







Reverse combination-4664

# Reverse Fingering

By referring to the accompanying illustration it may be seen that in holding 4664 the higher keys are held with the longer fingers. This necessitates turning the hand outward and raising the elbows slightly. Such combinations are classified as "Reverse."



### Cross Hand Combinations

By holding reverse combinations with the hands crossed, the fingering becomes natural as illustrated at the left for 20387. The 203 is held with the right hand and the 87 with the left.

# Cross hand operation—20387

# Interposed Combinations

The holding of many combinations may be simplified by interposing the fingers. This is shown in the accompanying picture. In holding 273 the 7 is held by the left hand and the 2 and 3 are held by the right hand. In holding 391 the 9 is held by the right and the 3 and 1 are held by the left hand.



# Holding Factors Ending in Ciphers

When a factor ends in a cipher no key is held in the first right-hand column of the machine.

Example:  $450 \times 134$ 

Operation: Hold 45 in the second and third columns and multiply to the left.

When ciphers occur at the right in both factors, hold the factor one place to the left for each such cipher.

## Multiplication of Decimals

Multiplication of decimals is accomplished in the same manner as the multiplication of whole numbers.

The required number of places should be pointed off before multiplying. The pointers on the machine are used to indicate the decimal point in the result.

Rule for pointing off in multiplication of decimals:

Point off as many places from the right of the machine as there are decimal places in both factors.

Example:  $6.25 \times 3.75 = 23.4375$ 

## **Proving Simple Multiplications**

After obtaining the product of two factors, multiply them in reverse order, i. e., use the other factor as the keyboard factor. This will detect errors due to mental transposition of figures or mechanical mis-operation of the machine, such as operating the wrong keys or operating them the wrong number of times.

# Multiplying from the Left to the Right of the Machine

When the product of two factors containing decimals will exceed the capacity of the machine, such a multiplication may usually be performed without affecting the commercial value of the answer, if the multiplication is made from the left to the right of the keyboard. In such cases it is necessary to run off the right side of the keyboard with the keyboard factor, dropping first one figure and then another.

Example: Multiply 32.465 × 5.1542368

Operation: Hold 32.465 with the 3 in the left-hand column on the machine and multiply by 5, 1, 5, 4 and 2. At this point 5 in the keyboard factor will have reached the right-hand column of the machine. In moving to the right to multiply by 3, the finger holding the 5 will "drop off" the keyboard.

In the next move one more figure is dropped.

In the last operation the third figure will be dropped.

The last operation then consists of multiplying  $32 \times 8$ . Answer: 167.3323.

When one or more figures in the keyboard factor are dropped in running off the keyboard, the accuracy of the product may be affected two places from the right of the machine. If the product figure in the second dial from the right is more than 5, add 1 to the figure in the third dial.

# Pointing Off from the Left of the Machine

When multiplying from left to right

Rule—Beginning at the extreme left, point off one place to the right for each whole number and one place to the left for each preceding cipher in the two factors.



The dials at the left

NOTE: In pointing off, the dial at the extreme left of the machine must always be included.

Example:  $37.5 \times 2.54$ . The dials will show 0952500000.

There are three whole numbers, hence the point is placed three places to the right and will fall between the 5 and 2 as shown in the illustration. Answer: 95.25.

Example:  $37.5 \times .0254$ . The dials will show 0952500000.

There are two whole numbers and one preceding cipher, therefore the point is placed one place to the right (two places to right and one to left). It will fall between 0 and 9. Answer: .9525.

Preceding ciphers are used only in pointing off. They are then disregarded and only the figures of value in the keyboard factor are held, starting at the extreme left of the machine.

Example:  $.0375 \times .0254$ . The dials will show 0952500000.

There are two preceding ciphers and the point is therefore placed two places to the left. To do this, two ciphers are prefixed to the result that appears in the dials. Answer: .0009525.

Example:  $.375 \times .254$ . The dials will show 0952500000.

There are neither whole numbers nor preceding ciphers, hence the point is not moved. Answer: .09525.

# **Multiplication of Common Fractions**

When fractional amounts expressed in the form of common fractions are to be multiplied, they are changed to their decimal equivalents to conform to the decimal plan of the machine.

> Example:  $3\frac{1}{4} \times 6\frac{5}{8}$   $3\frac{1}{4} = 3.25$   $6\frac{5}{8} = 6.625$  $3.25 \times 6.625 = 21.53125$

The decimal equivalent of common fractions most frequently used are shown on the next page and should be committed to memory.

| Decimal | Equivalents | of | Common | Fractions |
|---------|-------------|----|--------|-----------|
|---------|-------------|----|--------|-----------|

| 3rds  | 6ths   | 12ths   | Decimal<br>Equivalent |     | 4ths | 8ths | 16ths | Decimal<br>Equivalent |
|---|--------|---------|-----------------------|-----|------|------|-------|-----------------------|
|   |        | 1       | .08333*               |     |      |      | 1     | .0625                 |
|   | 1      | 2 3     | .16667*               |     |      | 1    | 2     | .125                  |
|   |        |         | .25                   |     |      |      | 3     | .1875                 |
| 1   | 2      | 4       | .33333*               |     | 1    | 2    | 4     | .25                   |
|   |        | 5       | .41667*               |     |      |      | 5     | .3125                 |
|   | 3      | 6       | .5                    |     |      | 3    | 6     | .375                  |
| _   |        | 7       | .58333*               |     |      |      | 7     | .4375                 |
| 2   | 4      | _ 8     | .66667*               |     | 2    | 4    | 8     | .5                    |
|   |        | 9       | .75                   |     |      |      | 9     | .5625                 |
| is .  | 5      | 10      | .83333*               |     |      | 5    | 10    | .625                  |
|   |        | 11      | .91667*               |     |      |      | 11    | .6875                 |
| *   | All d  | ecimal  | equivalents           |     | 3    | 6    | 12    | .75                   |
| in th   | is tab | le end  | ing in 3 or 7         |     |      |      | 13    | .8125                 |
| will give accurate results<br>when multiplied by amounts<br>less than \$100.00. All other |        |         |                       | 1   |      | 7    | 14    | .875                  |
|   |        |         |                       |     |      |      | 15    | .9375                 |
| decimal equivalents are com-  |        |         |                       | - 1 |      |      |       |                       |
| plete   | and    | will gi | ive accurate          | 1   |      |      |       |                       |
|   | amour  |         | ultiplied by          | L   |      |      |       |                       |

NOTE: See page 25 for rule for finding the decimal equivalents of common fractions.

# Multiplication of Large Amounts

In multiplying large amounts, the keyboard factor may be split for convenience. After multiplying through with part of the figures, those left may be multiplied in the same manner. In this way difficult combinations may be avoided. It is good practice to first multiply the first three figures at the left of an amount and finish with the remainder.

To multiply  $42935 \times 39234$ , first multiply 42900 by 39234 (from left to right), then multiply 35 by 39234. This completes the operation and the answer is 1684511790. A similar procedure is followed in multiplying from right to left.

# Stroke Wheel Multiplication

Stroke Wheel Multiplication is a method of multiplying an amount that is already on the dials by another amount and is usually used in such cases because it is quicker than clearing the machine and performing a simple multiplication.

When one factor is on the dials, the correct keyboard factor is always one less than the dial factor because one stroke of the multiplying operation is taken when the factor is placed on the dials. In other words, the dial factor is already multiplied by one.

This is known as the Stroke Wheel Method because the dials show the correct number of strokes to be taken in each column as the multiplying progresses. The



Over the left figure

operation must be performed from left to right in order that the figures on the dials may be followed.

Example: Multiply  $18.75 \times 35$ 

The keyboard factor is 35

The dial factor is 18.75

Operation: Place 18.75 on the dials at the right. Hold 34 (one less than 35), as shown in the picture, with the right figure over the left figure on the dials.

Operate once as indicated by the left figure on the dials. Move one place to the right and operate eight times to agree with the next figure in the dial factor; move one more place and operate seven

times; move one more place to the right and operate five times. Answer: \$656.25.

# For Compound Multiplication

This method saves the time of writing the result of the first multiplication when this result is to be multiplied by another factor.

Example: 35 bolts, 53 yards each, @ \$2.35 a yard.

Operation: Multiply  $35 \times 53$  by simple multiplication as soon as the amounts are called. The amount on the dials will be 1855 yards. Leave this amount on the dials and multiply 235 by the dial factor, using the Stroke Wheel Method. Answer: \$4,359.25.

# When the Keyboard Factor Ends in One

A simple rule for holding amounts which end in one as keyboard factors is to first place the fingers on the keys that represent the exact amount with the one in the same column as the left figure on the dials. Since a cipher will occur at the right, if one less is held, raise the finger from the one key and operate the other keys to agree with the left figure on the dials.

NOTE: The Stroke Wheel does not move when the keyboard factor ends in one.

# Pointing Off for Decimals

Before multiplying, point off as many places from the right of the machine as there are decimal places in the factors.

Example:  $7.23 \times .365 \times 54.7$ . Six places are pointed off. Answer: 144.350565.

## **Fixed Decimal Point**

For convenience in operating, place a decimal pointer between the fifth and sixth columns (between the white and black keys) to be used as a fixed decimal point. The columns at the left of the split are for dollars and those at the right for cents and fractions of a cent. However, bear in mind that a fixed decimal point can be established at any position on the Calculator.

## Always Hold the Price

First, hold the price—the value of one—in the correct relation to the fixed decimal point.

1. If there are no fractions in the quantity, multiply from right to left.

Example: 25 Articles at \$3.25 each.

Operation: Hold the price, \$3.25 in the correct relation to the fixed decimal point, as explained above, and operate five times; move one place to the left and operate twice. The answer, \$81.25, is pointed off automatically.

2. When the quantity consists of whole numbers and fractions, (as 35½) place the fingers on the price, in the units position; then move one place to the left for tens, two places for hundreds, etc. Multiply from left to right.

Example:  $354\frac{1}{4}$  yards at \$3.25 per yard.

Position: Hold the price, \$3.25, in the units position. Move two places to left for the starting point.



Operation: Multiply from left to right by 3-5-4-2-5. The answer, \$1151.31, is pointed off automatically.

3. When the quantity is fractional, (as .75) move to the right for the first figure of value—one place for tenths, two places for hundredths, etc.,—then multiply from left to right.

Example:  $\frac{3}{4}$  (.75) Article at \$3.25 each.

Position: Hold the price, \$3.25, in the units position. Move one place to the right for the starting point.

Operation: Multiply from left to right by 7–5. The answer, \$2.44, is pointed off automatically.

Example: .025 Article at \$3.25 each.

Position: Hold the price, \$3.25, in the units position. Move two places to the right for the starting point.

Operation: Multiply from left to right by 2-5. The answer, \$.08, is pointed off automatically.

#### Fixed Decimal Point Accumulation

When several items are extended without clearing the machine, their sum is automatically accumulated. This is the quickest method of checking invoices.

Extend the following items and check by accumulation:

| 5                      | Pieces | @ \$ | 1.35  | each | \$ 6.75  |
|------------------------|--------|------|-------|------|----------|
| 25                     | Pieces | @    | .75   | each |          |
| $5\frac{1}{2}$ (5.5)   | Pieces | @    | .48   | each |          |
| $7\frac{1}{4}$ (7.25)  | Pieces | @    | 20.00 | each |          |
| $24\frac{1}{2}$ (24.5) | Pieces | @    | 2.06  | each |          |
| 106                    | Pieces | @    | .075  | each |          |
|                        |        |      |       |      |          |
|                        |        | 4    |       |      | \$231.56 |

# Fixed Decimal Point Accumulation—Electric Duplex Calculator

With a single accumulator calculating machine it is necessary to re-add for the total if results of separate calculations are desired. When the results are permitted to accumulate over a fixed decimal point, as in the above, the total may not exactly balance with the total of the separate calculations because of fractions lost or gained when each result is carried to the nearest full cent.

On the Burroughs Electric Duplex Calculator, the fixed decimal point is established between the fifth and sixth columns. When it is desired to convert results of calculations involving fractions to the nearest full cent, it is only necessary to depress the 5 mills key. By having the Decimal Non-transfer Key (a red key at the right of the keyboard) latched down, only the full cent amounts will be transferred to the rear accumulator when the transfer bar is used. Fractions of a cent will be dropped. Thus the total accumulated in the rear accumulator will always exactly agree with the total of the individual extensions as written on the invoice.

# Articles Priced by the 100, 1000 and Hundredweight

The multiplication, when articles are priced by 100, 1000 and hundredweight, should be made over the fixed decimal point to save time in pointing off.

Example: 275 castings at \$6.24 per 100. It will be seen that there are two whole hundreds and that 75 is a fraction of 100.

Operation: Hold the price in the unit position and multiply by 2, the number of hundreds, then move to the right and multiply by .75 the fractional portion of the quantity. Answer: \$17.16.

Hundredweight and thousands are handled in the same manner.

Problems for practice:

1741 Pcs. @ \$14.50 per C 1355 Lbs @ \$15.50 per CWT 7986 Lbs @ 9.50 per M 5625 Lbs @ 67.50 per M

## Subtraction

Subtraction is performed by adding the complement of the amount to be subtracted.

The complement of a number is the difference between it and the next higher power of ten. If a number and its complement be added, the result will be one in the next order. The complement of 4 is 6; i. e., 4 plus 6 equals 10. If 6 be added to any larger number and the one, which always results when the complement of a number is added, be eliminated from the result, it will be seen that 4 has been subtracted.

Example: Subtract 4 from 7 by the complementary method. 7 + 6 (the complement of 4) = 13. Eliminating the *one*, the difference, 3, remains.

In subtracting 3264 from 10000 it will be seen that the right-hand figure is taken from ten while the others are taken from nine.

By referring to the Calculator it will be seen that the sum of the large and small figures on each key top equals nine. It is therefore not necessary to determine the complement mentally. The keys are merely depressed according to the small figures in the number to be subtracted, less one in the right-hand figure of value.

The extra "1" which occurs to the left when an amount is subtracted is eliminated merely by depressing the red subtraction control key in the column to the left of the amount subtracted.

Note: On machines without the simplified subtraction control keys, the "1" is eliminated by depressing a number of the small "0" keys to the left of the amount being subtracted to carry the "1" far enough to the left so that it will not be confused with the answer. To carry the "1" entirely out of the machine all of the keys in the top row to the left of the amount being subtracted are depressed.

There is only one rule for subtraction on the Burroughs Calculator, regardless of the combination of figures:

Depress the red subtract key in the column immediately to the left of the amount to be subtracted and then depress the amount, less one, in small figures.

Examples:

Nines are automatic when using the small figures in the same sense that ciphers are automatic when using the large figures.

#### Examples:

To Subtract— Depress—
44 S43 (small figures)
275 S274 (small figures)
2705 S2704 (small figures)
295 S2X4 (small figures)
95 SX4 (small figures)

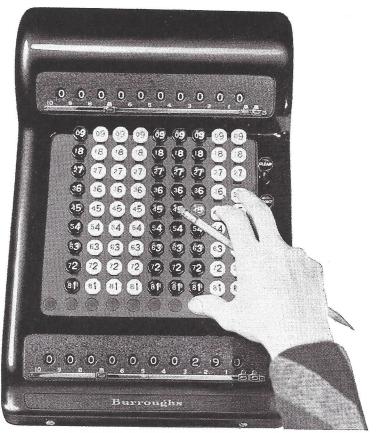
200 S1XX (small figures) S—Red subtraction control key immediately to

left of amount being subtracted.

X—Nines for which no keys are operated.

#### Credit Balances

A credit balance, or negative total, occurs when the total of the credits (subtracted amounts) exceeds the total of the debits (added amounts). When a credit balance occurs, it is shown in the dials as a complementary amount, with nines appearing to the left.



Subtracting 44 from 290



After subtracting 77 from 45 a credit balance of 32 would be shown as a complement

# To Convert a Complementary Total to a True Credit Balance

Hold the dial amount, less one, on the small figures. Depress the keys twice. If the correct keys are held, the first operation will clear the machine and the second operation will show the true credit balance.

Example:

45

77 -

Dials show 999999968

(Hold 67 on the small figures directly over the 68 and

depress the keys twice.) Answer 32 Cr.

On a machine with direct subtraction it is only necessary to operate the subtract key and the true credit balance, 32 Cr., will appear instantly in the upper dials.

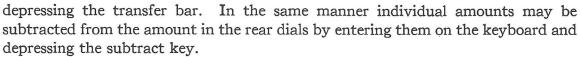
#### **Direct Subtraction**

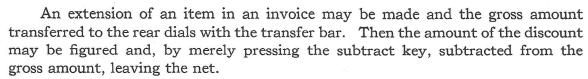
The Burroughs Electric Duplex Calculator is the only key-actuated calculating machine that provides *direct* subtraction, without the use of complementary

figures. An amount in the front dials may be subtracted from an amount in the rear dials merely by depressing the subtract key.

A group of amounts may be added in the front dials and transferred to the rear dials by depressing the transfer bar. Then another group of amounts may be added in the front dials and by merely pressing the subtract key the total of the second group may be subtracted from the total of the first group.

Individual amounts may be added in the rear dials by entering them on the keyboard and





The use of the direct subtraction feature for converting a negative total to the true credit balance was described on the preceding page.



Division is merely repeated subtraction. The answer is simply a record of the number of subtractions made. The subtractions are made from left to right, just as with the pencil-and-paper method of division.

There are two methods of dividing on the Calculator. The "cipher method" is necessary in one type of calculation (see next page). The "trial divisor" method is generally used for other calculations as it is somewhat faster, and one less key is held on the keyboard.

# Cipher Method of Division

To enter the dividend (the amount to be divided) in the machine, beginning at the left of the keyboard in the column next to the last.

Just as in subtraction, the small figures on the keys, which are held in division, will represent one less than the divisor. In addition to the divisor keys, hold a small cipher in the column to the left.

Example: 1050 ÷ 25.

Beginning at the left of the amount to be divided, determine the number of digits required to contain the divisor. In this in-

stance, three digits are required (105).

Hold small 024 (one less than 025) over the 105 and subtract until the remainder becomes less than the divisor. In this example, four subtractions are necessary. The remainder (5) is now smaller than the divisor (25). The number of subtractions (4) is shown in the dial at the left.

Bring down the next figure (0) to the right by moving the divisor one place to the right, then subtract until the remainder again becomes less than the divisor. In this example, the remainder is reduced to zero after two subtractions.

The dials to the left now show the answer (42).

Pointing Off—To point off, place a decimal pointer in the same place as the point occurs in the dividend. Because of the small cipher that is held to the left of the divisor keys, move the decimal pointer one place to the left, then point off as follows:

When the divisor contains whole numbers with or without decimals, move the pointer one place to the left for each whole number in the divisor. In the example, 1050 divided by 25, the pointer will be moved two more places to the left—three in all.

When the divisor does not contain whole numbers, move the pointer one place to the right for each cipher between the decimal point and the first figure of value.

When the divisor contains neither whole numbers nor preceding ciphers, the pointer is not moved.

It is good practice to always point off before dividing.

# Adding and Converting Mixed Denominations

The "cipher" method of division is useful for converting the lower denomination to the higher after adding such amounts as hours and minutes, bushels and pounds, feet and inches, whole numbers and common fractions, etc., on a machine without a fractional keyboard.

For example, pounds may be added on the section of white keys in the sixth to eighth columns, and ounces on the section of black keys in the third to fifth columns.

To illustrate the method, add 48 ounces on the black keys at the right. Then hold small 15 (one less than 16) with one cipher at the left, as 015.

Note that as the keys are depressed, one unit (one pound) will be recorded in the units of pounds column. The completion of the operation shows three pounds.

Place 60 on the dials as 60 ounces, divide by 16, with a cipher at the left. When the remainder shows 12, move the divisor one place to the right and continue to divide. Move over again and complete the division. Answer: 3.75 pounds. Thus, 60 ounces have been converted to pounds and the decimal of a pound.

The same process is involved in converting all mixed denominations. Example: Find the value of 35 bushels and 18 pounds of oats at 89¢ per bushel. Operation: Add the 35 in three rows of white keys, and the 18 in the three rows of black keys. Set decimal pointers as explained above. Convert the pounds to bushels, and a fraction of a bushel by dividing by 32, the number of pounds in a bushel of oats. Multiply by the price, stroke wheel method, being careful to exclude the remainder, if any, from the operation. Where the problem is too large for the capacity of the machine, note answer on dials, and extend after clearing the machine. Answer: \$31.65.

#### Trial Divisor Method of Division

The first operation in the lead-pencil method of division is to "try" the divisor for the number of times it can be contained in the active dividend. Machine division follows this method in principle but instead of having to mentally estimate the number of times that the divisor can be subtracted, the trial divisor dial (located directly to the left of the divisor) automatically does this for us. The procedure for dividing on the calculator is as follows:

- 1. Set up the dividend (large figures) at the extreme left of the keyboard.
- 2. Point off before dividing. (Begin at the dividend decimal point.)
- (a) Move the decimal pointer one place to the left for each whole number in the divisor. Example: Three places to the left for 745.03.
- (b) Move one place to the right for each preceding cipher contained in the divisor. Example: One place to the right for .043.

If the divisor contains neither whole numbers nor preceding ciphers, do not move the decimal pointer. Example: .423.

- 3. Hold the divisor (small figures less one) at the extreme left of the keyboard.
- 4. If the divisor is not contained in the dividend figures directly below it, move one column to the right to add another dividend figure. If it is contained, subtract until it is no longer contained, then move to the right.

- 5. Subtract the divisor in rapid succession as many times as indicated by the trial divisor dial located at the left of the divisor. If the trial divisor dial advances, continue to subtract until the number of subtractions equals the figure in the trial divisor dial.
- 6. Next, reduce the remainder (the amount appearing in the dial directly under the divisor) until it is less than the divisor.
  - 7. Move the divisor one column to the right and repeat the process.

Example: 3465 ÷ 45.

Set up 3465 (large figures) at the extreme left of the keyboard. Since

there are two whole numbers in the divisor, the decimal point is moved two places to the left of the dividend decimal point position.

Hold 44 (small figures) directly over 34.

Since 45 is not contained in 34, move the divisor one column to the right to add another dividend figure.

# Equal the Trial Divisor

The trial divisor dial immediately to the left of the columns in which the divisor is held now shows 3. Subtract 45 rapidly three times.

It will be observed that the trial divisor has advanced to 5.

Continue to subtract until the number of subtractions agrees with the figure in the trial divisor dial. In this case it will be after six subtractions.

The remainder in this position is 76.

# Reduce the Remainder

Reduce the remainder by further subtraction (once, in this problem) until it is less than the divisor, 45.



TRIAL DIVISOR

Equal the Trial Divisor



Reduce the Remainder

#### Move Over and Repeat

Move the divisor one column to the right to add another dividend figure. It will be over 15. The three at the left is the new trial divisor.

Operate rapidly three times, then twice more to equal the trial divisor. Operate two more times to reduce the remainder.

#### Preceding and Ending Ciphers

Preceding ciphers in a divisor, as in .0035, or ending ciphers as in 3500 are considered only in pointing off. They are disregarded while dividing



Move Over and Repeat

disregarded while dividing. For .0035 the decimal point is moved two places to the right; for 3500 it is moved four places to the left.

#### The Remainder

When a remainder occurs, move over and continue to divide as before until the quotient has been carried to the desired number of decimal places. After the last quotient figure is obtained, observe the remainder. If the remainder is more than half of the divisor, add one to the last quotient figure. The two right-hand dials should not be used for quotient figures.

## Nines at Left of Divisor

When the left-hand figure in the divisor is 9, as in 95, 995, etc., the trial divisor will be one column to the left of the column in which the nine occurs.

# **Division Short Cut**

The modern statistician is reducing the cost of compiling statistics by carrying out averages, percentages, etc., to not more than 3 or 4 decimal places. Since this serves most practical purposes, the carrying out of decimals in a division problem beyond the actual number of places required is a needless waste of time and energy.

#### A Safe Rule to Follow

Use one more figure in the divisor and dividend than the number of figures desired in the answer.

In pointing off, all whole numbers in the divisor must be considered although only part of the divisor is held on the keyboard.

Example:

Sales

\$46,872,392

Profit

2,782,679

Find per cent of profit to Sales

Operation:

 $2,783,000 \div 46,870,000 = 5.94\%$ 

# Division by Use of Reciprocals

Reciprocals simplify division and are especially convenient when several amounts are to be divided by the same divisor. Multiplying an amount by the reciprocal of the divisor produces the same answer as that obtained by division.

The reciprocal of a number is the quotient obtained by dividing 1 by the number. The reciprocal of 4 is .25  $(1 \div 4)$ . When any number is multiplied by .25 the same result is obtained as when it is divided by 4. A table of reciprocals is generally used, but when they are required infrequently they may be obtained by division.

# Number of Figures to Use

When multiplying by a reciprocal, use one more digit in both the reciprocal and the dividend than the number of digits required in the answer. (The number of digits in each case is exclusive of preceding ciphers.)

When a number of amounts are to be multiplied by the same reciprocal, as in calculating percentages as shown below, the number of digits required in the largest amount is determined and all others may then be cut off at the same point. In the problem shown below amounts are used only to the nearest thousands of dollars.

## Example Problem

Find the percentage of the following items to the total sales:

| _            |                   | B TO CILO COCKI DKI | CO.  |
|--------------|-------------------|---------------------|--|
| Material     | \$2,369,897 (us   | e 2,370)            | 26.7%  |
| Labor        | 3,452,916 (us     | e 3,453)            | , , ,  |
| Overhead     | 9/0.403 (us       | e 9/6)              |  |
| Selling Cost | 1,000,009 (us     | e 1.555)            |  |
| Profit       | 523,724 (us       | e 524)              | The second secon |
| Sales        | \$8,876, 309 (red | ciprocal 1127)      | 100 %  |

## Pointing Off

Usually a fixed decimal point for the dividend is established between the fifth and sixth columns, but when the dividend is large, as in the foregoing example, the dividend decimal point is established between the second and third columns. The color division of the keyboard permits holding the dividend in its normal position as in adding.

An answer decimal point is established in the same manner as in division. In this problem it is placed at seven (seven places to the left of the dividend decimal point, for the seven whole numbers in the divisor, less two for the per cent sign used in writing the answers). Multiplication is performed from left to right.

#### Operation

Hold the dividend \$2,370,000 over the dividend decimal point 2. Multiply from left to right by the reciprocal 1-1-2-7. Answer 26.7%.

## Using a Duplex Calculator

The above method permits accumulating the individual percentages on a duplex but the grand total will not always agree with the addition of the written answers because of fractions dropped in writing them. To obtain the correct total of the written answers, they must be recapped. The recapping of the individual percentages can be eliminated on the duplex by using the following method:

Pointing Off—The decimal point for the answer is established as many places to the left of the third column (which contains the red "5" key) as there are decimal places required in the answer. For example, for answers to tenths of a per cent (3 decimal places), the decimal pointer is set at 6. The decimal non-transfer key is latched down.

Operation—When the dividend contains the same number of whole numbers as the divisor, hold the reciprocal to the right of the fixed decimal point. When the dividend is smaller, move one place to the right for each whole number of difference. Multiply from left to right. Depress the red "5" key in column 3 to adjust the answer to the nearest digit.

# **Decimal Equivalents of Common Fractions**

In most machine calculating it is desirable to use the decimal equivalents of common fractions, and in many cases it is necessary to use decimal equivalents.

Decimal equivalents must be used for adding and subtracting unless the machine is equipped with fraction keys. Machines with fractions are available for many uses, such as adding and subtracting feet and inches, hours and minutes, etc. The fractions, however, cannot be used for multiplying and dividing.

To multiply common fractions, as  $\frac{5}{8}$  by 40 or  $\frac{5}{8}$  by  $\frac{7}{8}$ , and express the result decimally, it is necessary to divide the product of the numerators by the product of the denominators. To divide by a common fraction, it is necessary to invert it and then proceed as in multiplication of common fractions.

Some problems in multiplication and division, involving common fractions, can be handled as explained above, but if the same fractions are to be used frequently, time can be saved by using their decimal equivalents, or in the case of division, by using the reciprocal method.

A common fraction can be changed to its decimal equivalent by dividing the numerator by the denominator. Example: To change  $\frac{5}{8}$  to its decimal equivalent, divide 5 by 8. Answer: .625.  $\frac{5}{8}$  of  $40 = .625 \times 40$ . Answer: 25.  $40 \div \frac{5}{8} = 40 \div .625$ . Answer: 64.

The decimal equivalents of common fractions most frequently used are given on page 13.

# Trade Discount

Trade discounts provide for fluctuations in prices and at the same time enable the manufacturer or dealer to use established list prices as the basis for quotations.

# To Find the Amount of the Discount

The amount of discount is found by multiplying the gross amount of the bill by the discount per cent which is always a decimal. The operation may be performed as a simple multiplication from the right of the machine or, if the gross amount is on the dials, the Stroke Wheel Method may be used.

The keyboard factor is held according to the large figures when the amount of the discount is being calculated, since simple multiplication is performed.

Example: Find 65% (.65) discount on a gross bill of \$425.

Operation: Point off two places and multiply \$425 by .65. Answer: \$276.25.

#### To Find the Net Amount

Follow the Stroke Wheel Method, using the small figures for the discount, but do not deduct one from the key factor, as is usual with Stroke Wheel Multiplication. By using the small figures in this manner, the amount of the discount is subtracted from the gross amount as the calculation is made.

The gross amount is entered at the right of the keyboard and then multiplied by the discount per cent, using the small figures on the key tops. The product will be the net amount. Additional discounts may be deducted in the same manner.

Point off according to the rule for multiplication of decimals:

## Successive or Chain Discounts

Problem: \$18.75 less 65-20-5% Operation: Place \$18.75 on the dials

First—Hold small 65 and perform a Stroke Wheel Multiplication. The dials will show \$6.5625

Second—Hold small 20 and multiply as before. The dials will show \$5.25 Third—Hold small 05 and perform a Stroke Wheel Multiplication.

Answer: \$4.99

Always hold the discount in small figures as it is written decimally.

When nines occur in the discount, omit them and hold the remaining figures. Examples: For 90, hold small cipher only; for 95, hold small five only; for .09, hold small cipher only; for .19, hold small one.

A chain discount may be computed in any order. For example, 60-10-5% is the same as 5-10-60%.

#### **Problem for Practice**

| 58.75 less | 40-10-10%<br>65-20-5%<br>33½-10-10% |        | \$133.65<br>15.63<br>3.40 |
|------------|-------------------------------------|--------|---------------------------|
|            | , 0                                 | Answer | \$152.68                  |

# Net Decimal Equivalent Method of Figuring Chain Discounts

When a series or chain of discounts is used frequently, the operation may be shortened by multiplying the gross amount by the net decimal equivalent of the series of discounts. (The net decimal equivalent of a series of discounts is the product of their complements.)

Example: Find the net amount of \$425.00 less 65-20-5%.

The Net Decimal Equivalent of 65-20-5% is .266

Operation:  $$425 \times .266 = $113.05$ 

# Finding Net Decimal Equivalents

Net Decimal Equivalents may be found by Stroke Wheel Multiplication in the following manner:

Example: Find the Net Decimal Equivalent of 45-35-20-5%.

NOTE: Always hold the key factor so the first right-hand figure will be in the same column as the first left-hand figure of the dial factor.

Operation: Use the small figures on the keys.

Set a decimal pointer as many places from the right as there are decimal places in all the key factors. The discount 45-35-20-5% equals .45-.35-.20-.05, when expressed decimally. The pointer should, therefore, be moved to the left eight places.

First —Add 1 in the first column from the right.

Second—Hold small 45 and depress the keys once. The dials will then show 55.

Third —Hold small 35 and depress the keys the number of times indicated by the dials, as in Stroke Wheel Multiplication. The dials will then show 3575.

Fourth—Hold small 20 and depress the keys the number of times indicated by the dials. The dials will then show 286000.

Fifth —Hold small 05 and depress the keys the number of times indicated by the dials. The dials will then show 27170000.

The answer, .2717, is the Net Decimal Equivalent.

## Problems for Practice

In figuring problems involving extensions and discounts, first find the Net Decimal Equivalents of the discounts that are used frequently and note them on paper. Then compute the gross amount and take off the discount by multiplying by the Net Decimal Equivalent, using the large figures on the keys.

When using a Net Decimal Equivalent by the Stroke Wheel Method use the large figures and hold one less.

Find the net amounts for the following items.

| Gross Items |      | Discount |      |                                   |
|-------------|------|----------|------|-----------------------------------|
| \$ 73.50    | 1ess | .7510    | 985  | gross 3/4 x 8 screws @ \$ .95 gro |
| 127.60      | 1ess | .251010  |      | Less 70-20-10-5-21/2%             |
| 27.85       | 1ess | .951005  | 1050 | gross 3/4 x 10 screws @ 1.10 gro  |
| 87.50       | less | .909010  |      | Less 67½-20-10-5-2½%              |

A table of net decimal equivalents of common chain discounts is given on page 33.

# Computing Interest

The following is the usual method for computing interest:

Rule: Principal × time in days × rate ÷ number of days in year = interest.

Problem: \$450 for 224 days at  $4\frac{1}{2}\%$  (on basis of 360 days in the year).

Operation:  $\frac{$450 \times 224 \times .045}{360} = $12.60$ 

# The Use of Constants

When the same rate is to be used in a number of problems, the work may be shortened by the use of a constant. The constant for a given rate is the interest on \$1.00 for one day. Thus it will be seen that the use of a constant eliminates one operation—dividing by the number of days—in each interest problem.

Rule: Principal × time in days × constant = interest.

Problem: \$450 for 224 days at  $4\frac{1}{2}\%$  (on basis of 360 days in the year).

Operation: \$450 × 224 × .000125 = \$12.60. (Point off before multiplying.)

NOTE: Figure interest on dollars only. Fractional amounts of fifty cents or over should be considered as one dollar and fractional amounts under fifty cents should be disregarded. Example: \$425.65 should be figured as \$426.00; \$425.25 should be figured as \$425.00.

The interest on \$1.00 for one day at a few common rates, on the basis of 360 days in the year, are given below. Tables showing the interest at other rates, or based on 365 days to the year may be obtained.

| 3%               | .00008333 | $5\frac{1}{2}\%$ | .00015278     |
|------------------|-----------|------------------|---------------|
| 21/07            | 00000500  |                  | .00013276     |
| $3\frac{1}{2}\%$ | .00009722 | 6%               | 00016667      |
|                  |           | 0/0              | .00016667     |
| 4%               | .00011111 | 61/07            | 0000000       |
| / 0              | .00011111 | 0/2%             | .00018056     |
| $4\frac{1}{2}\%$ | .000125   | -0-              |               |
| 1/2/0            | .000123   | 7%               | .00019444     |
| 5%               | 00040000  | 10               | ·VUUISTTT     |
| 370              | .00013889 | 8%               | 00022222      |
|                  |           | U //             | 1111111////// |

Constants not given in the above table may be found by dividing the rate by the number of days in a year.

Example:  $.04\frac{1}{4} \div 360 = .0001181$ 

# Interest on Savings Accounts

Interest on savings accounts is usually computed quarterly or semi-annually. While there are a number of different methods for determining the amounts and the time on which the interest is based, the principle of the machine calculation is the same in most cases.

One common method of figuring savings interest is to compute the interest on the minimum monthly balances. Usually, under this method, deposits made on or before the fifth of the month bear interest from the first. Any withdrawals made during the month lose interest from the first. Therefore the lowest balance after the fifth of each month is used.

| Problem      |         |            |                   |                              |  |  |
|--------------|---------|------------|-------------------|------------------------------|--|--|
| Jan.         | ite .   | Withdrawal | Deposit           | Balance                      |  |  |
|              | 3<br>10 |            | \$175.30<br>40.00 | \$200.00<br>375.30<br>415.30 |  |  |
| Mar.<br>Apr. | 15<br>3 | \$110.00   |                   | 305.30                       |  |  |
| June         | 8       |            | 164.70<br>100.00  | 470.00<br>570.00             |  |  |

Assuming that interest at 3% is to be figured for the six-month period ending June 30, the monthly balances are added as follows: January, \$375; February, \$375; March, \$305; April, \$470; May, \$470; June, \$470.

The total of the balances, \$2465, is then multiplied by the interest on \$1 for one month (.03 divided by 12, or .0025). This may be done by stroke wheel multiplication. Another method frequently used is to hold the total of balances over itself and multiply by .0024, the interest on \$1 for one month, less one (the total of balances is already in the machine once). For example, in this problem hold 2465 and depress the keys four times; then move to the left and depress the keys twice. Answer: \$6.16.

#### Insurance

When an insurance policy is cancelled, the amount of premium to be returned for the unexpired policy is determined either on the so-called short rate basis or on a prorata basis, depending upon the reason for the cancellation.

When the short rate basis is used, the annual premium is multiplied by the allowance per cent for the unexpired term as determined from a short rate cancellation table.

#### Prorata Cancellation

A prorata cancellation gives the exact return premium for the unexpired term of a policy.

Problem: Find the prorata return premium on the following policy:

Policy issued October 12 to expire October 12 of the next year. The amount is \$25000 at \$1.35 per M—total premium \$33.75. The policy was cancelled June 15.

Operation: Find exact number of days between June 15, the date of cancellation, and October 12, the date of expiration.

Add the number of days as follows:

| June      | 15  |
|-----------|-----|
| July      | 31  |
| August    | 31  |
| September | 30  |
| October   | 12  |
| Total     | 119 |

Leave 119 in the dials, point off and then multiply by .00274, the reciprocal of 365 days.

 $119 \times .00274 = .326$ , decimal of year for unexpired period.

Leave this amount in the dials and multiply by the total premium, \$33.75.

 $.326 \times $33.75 = 11.00$ , return premium.

Figure prorata cancellations for three- and five-year policies in the same way. The reciprocals follow:

| 1 year  | .00274  |
|---------|---------|
| 3 years | .000913 |
| 5 years | .000548 |

NOTE: In most cases a table is used in determining the number of days from cancellation to expiration date.

# **Prorating**

Prorating is the distributing of amounts proportionately. The problem in percentages on the opposite page is also a prorating problem. Another type of prorating problem is shown below.

#### Problem:

Five men invest \$6684 as given below. The net earnings are \$1240. Find each one's share of the earnings.

| A Invests | \$1500.00 | Earnings<br>\$ 278.28 |
|-----------|-----------|-----------------------|
| BInvests  | 2200.00   | φ 270.20              |
| C Invests | 750.00    | ******                |
| D Invests | 984.00    |                       |
| E Invests | 1250.00   |                       |
| Totals    | \$6684.00 | \$1240.00             |

If \$6684, the total investment, earns \$1240, the earnings of one dollar may be found by dividing \$1240 by \$6684. Answer \$ .185518.

Since "A's" investment is \$1500, his share of the earnings is  $1500 \times \$$  .185518

or \$278.28.

Earnings on the other investments may be found by multiplying each investment by the earnings of one dollar.

NOTE: In actual prorating work the total of the individual items will usually not be exactly 100 per cent (or its equivalent), due to the fact that fractions are not always completely carried out. For example, the total of the individual earnings in the above problem is \$1240.01. One cent may be deducted from any of the answers in order

# Figuring Lumber

Lumber is sold by the board foot, and is usually priced by the thousand feet. A board foot contains 144 cubic inches. Thus a piece of lumber 1" thick, 12" wide and 1' long contains one board foot. Likewise a piece 2" x 6"x 1' contains one board foot. Therefore, the number of board feet is figured as follows:

Rule: Number of pieces × thickness in inches × width in inches × length

in feet  $\div$  12 = board feet.

Example: How many board feet in 16 pieces 2" thick by 6" wide by 9' long?

Operation:  $\frac{16 \times 2 \times 6 \times 9}{12} = 144$  board feet

Find the total board feet in the following problems:

78 pieces 3"x 8"x 11' 3 28 pieces 2"x 6"x 20' 36 pieces 4"x 16"x 14" 4 14 pieces 2"x 6"x 20"

# Using a Lumber Table

A table, showing the number of board feet in each piece may be obtained to shorten the operation of figuring lumber. In using such a table, it is only necessary to multiply the number of pieces by the number of board feet in each piece, as shown in the table.

Example: Find the number of board feet in 35 boards 1"x 8"x 14'.

The number of board feet in each piece is shown in a table to be 9.33333.

Operation:  $35 \times 9.33333 = 326.666$ , or 327 board feet.

Add one board foot for a fraction of one-half or over in the total board feet. The total value is found by multiplying the total board feet by the price.

# Lumber Table

#### LENGTH IN FEET

| Sizes   | 1                  |                      |            |                      |                       | ·                  |                        |                      |
|---|--------------------|----------------------|------------|----------------------|-----------------------|--------------------|------------------------|----------------------|
| in Inches   | 8                  | 10                   | 12         | 14                   | 16                    | 18                 | 20                     | 22                   |
| 1 x 2<br>1 x 3  | 1.33333<br>2.      | 1.66667<br>2.5       | 2. 3.      | 2.33333<br>3.5       | 2.6666°<br>4.         | 7 3.<br>4.5        | 3.33333<br>5.          | 3.66667<br>5.5       |
| 1 x 4<br>1 x 5  | 2.66667<br>3.33333 | 3.33333<br>4.16667   |            | 4.66667<br>5.83333   |                       | 6.                 | 6.66667<br>8.33333     | 7.33333              |
| 1 x 6<br>1 x 8  | 5.33333            | 5.                   | 6.         | 7.                   | 8.                    | 9.                 | 10.                    | 11.                  |
| 1 x 10  | 6.66667            | 6.66667<br>8.33333   | , .,       | 9.33333<br>11.66667  | 10.66667<br>13.33333  |                    | 13.33333               | 14.66667             |
| 1 x 12  | 8.                 | 10.                  | 12.        | 14.                  | 16.                   | 18.                | 16.66667<br>20.        | 18.33333<br>22.      |
| 1 x 14<br>1 x 16                                      | 9.33333            | 11.66667<br>13.33333 |            | 16.33333<br>18.66667 | 18.66667              |                    | 23.33333               | 25.66667             |
| 1 x 18  | 12.                | 15.                  | 18.        | 21.                  | 21.33333<br>24.       | 24.<br>27.         | 26.66667<br>30.        | 29.33333             |
| $1 \times 20$<br>$1\frac{1}{4} \times 4$              | 13.33333           | 16.66667<br>4.16667  |            | 23.33333             | 26.66667              |                    | 33.33333               | 36.66667             |
| $1\frac{1}{4} \times 5$                               | 4.16667            | 5.20833              |            | 5.83333<br>7.29167   | 6.66667<br>8.33333    |                    | 8.33333<br>10.41667    | 9.16667<br>11.45833  |
| $1\frac{1}{4} \times 6$<br>$1\frac{1}{4} \times 8$    | 5.<br>6.66667      | 6.25                 | 7.5        | 8.75                 | 10.                   | 11.25              | 12.5                   | 13.75                |
| $1\frac{1}{4} \times 10$                              | 8.33333            | 8.33333<br>10.41667  | 10.        | 11.66667<br>14.58333 | 13.33333              |                    | 16.66667<br>20.83333   | 18.33333             |
| $1\frac{1}{4} \times 12$<br>$1\frac{1}{2} \times 4$   | 10.                | 12.5                 | 15.        | 17.5                 | 20.                   | 22.5               | 25.                    | 22.91667             |
| $1\frac{1}{2} \times 5$                               | 4.<br>5.           | 5.<br>6.25           | 6.<br>7.5  | 7.<br>8.75           | 8.<br>10.             | 9.<br>11.25        | 10.                    | 11.                  |
| 1½ x 6  | 6.                 | 7.5                  | 9.         | 10.5                 | 12.                   | 13.5               | 12.5                   | 13.75                |
| $1\frac{1}{2} \times 8$<br>$1\frac{1}{2} \times 10$   | 8.<br>10.          | 10.<br>12.5          | 12.<br>15. | 14.<br>17.5          | 16.                   | 18.                | 20.                    | 22.                  |
| $1\frac{1}{2} \times 12$                              | 12.                | 15.                  | 18.        | 21.                  | 20.                   | $\frac{22.5}{27.}$ | 25.<br>30.             | 33.                  |
| 2 x 4<br>2 x 6  | 5.33333<br>8.      | 6.66667<br>10.       | 8.         | 9.33333              | 10.66667              | 12.                | 13.33333               | 14.66667             |
| 2 x 8   | 10.66667           | 13.33333             | 12.        | 14.                  | 16.<br>21.33333       | 18.                | 20.<br>26.66667        | 22.                  |
| 2 x 10<br>2 x 12                                      | 13.33333<br>16.    | 16.66667<br>20.      | 20.        | 23.33333             | 26.66667              | 30.                | 33.33333               | 29.33333<br>36.66667 |
| 2 x 14  | 18.66667           | 23.33333             | 24.        | 28.<br>32.66667      | 32.<br>37.33333       | 36.                | 40.                    | 44.                  |
| $ \begin{array}{cccccccccccccccccccccccccccccccccccc$ | 21.33333           | 26.66667             | 32.        | 37.33333             | 42.66667              | 42.<br>48.         | 46.66667<br>53.33333   | 51.33333<br>58.66667 |
| $\frac{2\sqrt{2} \times 12}{2\sqrt{2} \times 14}$     | 20.                | 25.<br>29.16667      | 30.        | 35.<br>40.83333      | 40.                   | 45.                | 50.                    | 55.                  |
| $2\frac{1}{2} \times 16$                              | 26.66667           | 33.33333             | 40.        | 46.66667             | 46.66667<br>53.33333  | 52.5<br>60.        | 58.33333<br>66.66667   | 64.16667<br>73.33333 |
| $\frac{3 \times 6}{3 \times 8}$                       | 12.<br>16.         | 15.                  | 18.        | 21.                  | 24.                   | 27.                | 30.                    | 33.                  |
| 3 x 10  | 20.                | 20.<br>25.           | 24.<br>30. | 28.<br>35.           | 32.<br>40.            | 36.<br>45.         | 40.<br>50.             | 44.                  |
| $\frac{3 \times 12}{3 \times 14}$                     | 24.                | 30.                  | 36.        | 42.                  | 48.                   | 54.                | 60.                    | 55.<br>66.           |
| 3 x 16  | 28.<br>32.         | 35.<br>40.           | 42.<br>48. | 49.<br>56.           | 56.<br>64.            | 63.<br>72.         | 70.                    | 77.                  |
| 4 x 4 4 4 x 6   | 10.66667           | 13.33333             | 16.        | 18.66667             | 21.33333              | 24.                | 80.<br>26.66667        | 88.<br>29.33333      |
| 4 x 6 4 x 8   | 16.<br>21.33333    | 20.<br>26.66667      | 24.<br>32. | 28.<br>37.33333      | 32.<br>42.66667       | 36.                | 40.                    | 44.                  |
| 4 x 10  | 26.66667           | 33.33333             | 40.        | 46.66667             | 53.33333              | 48.<br>60.         | 53.33333<br>66.66667   | 58.66667<br>73.33333 |
| 4 x 12<br>4 x 14                                      | 32.<br>37.33333    | 40.<br>46.66667      | 48.<br>56. | 56.<br>65.33333      | 64.                   | 72.                | 80.                    | 88.                  |
| 6 x 6   | 24.                | 30.                  | 36.        | 42.                  | 74.66667<br>48.       | 84.<br>54.         | 93.33333<br>60.        | 102.66667<br>66.     |
| 6 x 8 6 x 10  | 32.                | 40.                  | 48.        | 56.                  | 64.                   | 72.                | 80.                    | 88.                  |
| 6 x 12  | 40.<br>48.         | 50.<br>60.           | 60.<br>72. | 70.<br>84.           | 80.                   | 90.                | 100.                   | 110.                 |
| 6 x 14  | 56.                | 70.                  | 84.        | 98.                  | 96.<br>112.           | 108.               | 120.<br>140.           | 132.<br>154.         |
| 6 x 16<br>8 x 8                                       | 64.<br>42.66667    | 80.<br>53.33333      | 96.<br>64. | 112.<br>74.66667     | 128.                  | 144.               | 160.                   | 176.                 |
| 8 x 10  | 53.33333           | 66.66667             | 80.        | 93.33333             | 85.33333<br>106.66667 | 96.<br>120.        | 106.66667              | 117.33333            |
| 8 x 12<br>8 x 14                                      | 64.<br>74.66667    | 80.<br>93.33333      | 96.        | 112.                 | 128.                  | 144.               | 160.                   | 176.                 |
| 10 x 10   | 66.66667           | 83.33333             | 112.       | 130.66667            | 149.33333             | 168.<br>150.       | 186.66667<br>166.66667 | 205.33333            |
| 10 x 12<br>10 x 14                                    | 80.<br>93.33333    | 100.                 | 120.       | 140.                 | 160.                  | 180.               | 200.                   | 183.33333<br>220.    |
| -5 AIT  | 90.0000            | 116.66667            | 140.       | 163.33333            | 186.66667             | 210.               | 233.33333              | 256.66667            |

# Decimal Equivalents for Fractional Parts of a Gross

When commodities are priced per gross, but the quantities are expressed in number of pieces or in dozens and fractional parts of a dozen, a division by 144 is necessary. This table eliminates the division by reducing the problem

to simple multiplication.

Example—73 pieces @ \$6.25 per gross. The decimal equivalent opposite 73 is .5069. Multiply .5069 by 6.25.

The dials show 3168125. Point off six places—four for the decimal equivalent and two for cents. The answer is \$3.17.

Example—2 11/12 dozen @ \$3.47 per gross. The decimal equivalent of 2 11/12 is .2431. Multiply .2431 by 3.47. The dials show 843557. After pointing off six places, the answer is \$.84.

|        | -      |                           |        |     |        |                                 | -     |             |                             |         |      |                   |        |       |                                |         |       |        | 4      |
|--------|--------|---------------------------|--------|-----|--------|---------------------------------|-------|-------------|-----------------------------|---------|------|-------------------|--------|-------|--------------------------------|---------|-------|--------|--------|
| , n i. | Pieces | Doz<br>and<br>12t<br>of D | d Pari | t   | Pieces | Dozen<br>and<br>12ths<br>of Doz | Part  | il   seeign | Doze<br>and<br>12th<br>of D | Part of |      | Doze              | d Part |       | Dozen<br>and<br>12ths<br>of Do | Part    | 1 8   | Doze   | d Part |
|        |        | •                         |        |     | 24     | 2-                              | .166  | 7 4         | 8 4-                        | .333    | 33 7 | 72 6-             | .5     | 9     | 6 8-                           | .666    | 7 12  | 0 10-  | .8333  |
|        | 1      |                           | .006   | 59  | 25     | 2-1                             | .173  | 6 4         | 9 4-1                       | .340    | 3 7  | '3 6 <b>-</b> 1   | .506   | 59 9  | 7 8-1                          | .673    | 6 12  | 1 10-1 | .8403  |
| S1 99  | 2      |                           | .013   | 39  | 26     | 2-2                             | .180  | 6 5         | 0 4-2                       | .347    | 2 7  | 4 6-2             | .513   | 9 9   | 8 8-2                          | .680    | 6 12: | 2 10-2 | .8472  |
|        | 3      |                           | .020   | 8   | 27     | 2-3                             | .187  | 5 5         | 1 4-3                       | .354    | 2 7  | 5 6-3             | .520   | 8 9   | 9 8-3                          | .687    | 5 123 | 3 10-3 | .8542  |
|        | 4      |                           | .027   | 8 2 | 28     | 2-4                             | .1944 | 1 52        | 2 4-4                       | .361    | 1 7  | 6 6-4             | .527   | 8 100 | 8-4                            | .694    | 4 124 | 10-4   | .8611  |
| 1=     | 5      |                           | .034   | 7 2 | 29     | 2-5                             | .2014 | 53          | 3 4-5                       | .368    | 1 7  | 7 6-5             | .534   | 7 10  | 8-5                            | .701    | 1 125 | 10-5   | .8681  |
|        | 6      |                           | .041   | 7 3 | 30     | 2-6                             | .2083 | 54          | 4-6                         | .375    | 78   | 3 6- <sub>6</sub> | .541   | 7 102 | 8-6                            | .7083   | 3 126 | 10-6   | .875   |
|        | 7      |                           | .048   | 6 3 | 31     | 2-7                             | .2153 | 55          | 4-7                         | .3819   | 79   | 9 6-7             | .5486  | 5 103 | 8-7                            | .7153   | 127   | 10-7   | .8819  |
| _      | 8      |                           | .055   | 6 3 | 2      | 2-8                             | .2222 | 56          | 4-8                         | .3889   | 80   | 6-8               | .5556  | 5 104 | 8-8                            |         |       | 10-8   | .8889  |
|        | 9      |                           | .0625  | 5 3 | 3 :    | 2-9                             | .2292 | 57          | 4-9                         | .3958   | 81   | 6-9               | .5625  | 105   | 8-9                            | .7292   | 129   | 10-9   | .8958  |
| 1      | 0      |                           | .0694  | 4 3 | 4 2    | 2-10                            | .2361 | 58          | 4-10                        | .4028   | 82   | 6-10              | .5694  | 106   | 8-10                           |         |       | 10-10  |        |
| 1      | 1      |                           | .0764  | 3   | 5 2    | 2-11                            | .2431 | 59          | 4-11                        | .4097   | 83   | 6-11              | .5764  | 107   | 8-11                           |         |       | 10-11  | .9097  |
| 1      | 2      | 1-                        | .0833  | 36  | 6 3    | 3-                              | .25   | 60          | 5-                          | .4167   | 84   | 7-                | .5833  | 108   | 9-                             | .75     | 132   |        | .9167  |
| 1      | 3      | 1-1                       | .0903  | 37  | 7 3    | -1                              | .2569 | 61          | 5-1                         | .4236   | 85   | 7-1               | .5903  | 109   | 9-1                            | .7569   |       |        | .9236  |
| 1      | 4      | 1-2                       | .0972  | 38  | 3      | -2                              | .2639 | 62          | 5-2                         | .4306   | 86   | 7-2               | .5972  | 110   | 9-2                            | .7639   |       |        | .9306  |
| 1      | 5      | 1-3                       | .1042  | 39  | 3      | -3                              | .2708 | 63          | 5-3                         | .4375   | 87   | 7-3               | .6042  | 111   | 9-3                            | .7708   |       |        | .9375  |
| 10     | 5 -    | 1-4                       | .1111  | 40  | 3-     | <b>-</b> 4                      | .2778 | 64          | 5-4                         | .4444   | 88   | 7-4               | .6111  | 112   | 9-4                            |         | 136   |        | .9444  |
| 17     | 7      | 1-5                       | .1181  | 41  | 3-     | -5                              | .2847 | 65          | <b>5</b> -5                 | .4514   | 89   | 7-5               | .6181  | 113   | 9-5                            | .7847   |       |        | .9514  |
| 18     | 3      | 1-6                       | .125   | 42  | 3-     | •б                              | .2917 | 66          | 5-6                         | .4583   | 90   | 7-6               | .625   | 114   |                                | .7917   |       |        |        |
| 19     |        | 1-7                       | .1319  | 43  | 3-     | 7                               | .2986 | 67          | 5-7                         | .4653   |      | 7-7               | .6319  |       |                                | .7986   |       |        | .9583  |
| 20     | ) :    | 1-8                       | .1389  | 44  | 3-     | 8                               | .3056 | 68          | 5-8                         | .4722   |      | 7-8               | .6389  |       |                                | .8056   |       |        | .9653  |
| 21     | ]      | 1-9                       | .1458  | 45  | 3-9    | 9                               | .3125 | 69          | 5-9                         | .4792   | 93   | 7-0               | .6458  |       |                                |         |       |        | .9722  |
| 22     | 1      | l-10                      | .1528  | 46  | 3-1    | 10 .                            | .3194 |             |                             |         |      | 7-10              | .6528  |       |                                | .8125   |       |        | .9792  |
| 23     | 1      | -11                       | .1597  | 47  | 3-1    |                                 | 3264  |             |                             | .4931   |      |                   | .6597  |       |                                | .8194   |       |        |        |
|        |        | -                         |        |     |        |                                 | •     |             |                             |         |      | , 11              | .039/  | 119   | 9-11                           | .8264 1 | 43 1  | 1-11   | .9931  |

# Table of Net Decimal Equivalents of Chain Discounts

The net equivalent of a chain discount is the same regardless of the sequence of the separate discounts. For instance, 60-10-5% is the same as 10-5-60%. In discounting amounts of less than \$10, it is not necessary to use more than

four figures of the decimal equivalent.

| Rate %   | 5                       | 71/2                        | 10                              | 121/2                      | 15            | 162/3                                 | 20                    | s. 25                   | 30             | 331/3            | 35             | 371/2           |
|--|-------------------------|-----------------------------|---------------------------------|----------------------------|---------------|---------------------------------------|-----------------------|-------------------------|----------------|------------------|----------------|-----------------|
| Net  | .95                     | .925                        | .90                             | .875                       | .85           | .8333                                 | 3.80                  | .75                     | .70            | .66667           |                | .625            |
| $2\frac{1}{2}$   |                         | .90188                      |                                 | .85313                     | .8287         | .8125                                 |                       | .73125                  | -              | .65              |                | ps -            |
| 5  | .9025                   | .87878                      | .855                            | 1.8312                     | 8075          | .79166                                |                       | .7125                   | .665           | .63333           | .63378         | .6093<br>.5937  |
| 5 2½<br>5 5  | 1.87994                 | 85678                       | 83363                           | 81047                      | .7873         | .77187                                | 7.741                 | .69469                  | .64838         | 6175             | .60206         | 5780            |
| 5 5 2½   | 83594                   | 81304                       | 7010                            | .78969<br>.76995           | 7470          | 75208                                 | 3.722                 | .67688                  | 6317           | 60167            | .58663         | 5640            |
| 71/2   | .87875                  | .85563                      | 8325                            | 80038                      | 7962          | .73328                                | 7/0395                | 65995                   | .61596         | 58663            | .57196         | .5499           |
| 71/2 21/2  | .85678                  | .83423                      | .81169                          | .78914                     | 76659         | 75156                                 | 7215                  | 67641                   | 62121          | 61667            | .60125         | .5781           |
| 7½ 5   | .83481                  | .81284                      | .79088                          | .76891                     | .74694        | .73229                                | 703                   | .65906                  | 61513          | .60125<br>.58583 | .58622         | .5492           |
| 10<br>10 2½  | .855                    | .8325                       | 1.81                            | 7875                       | 765           | 75                                    | 79                    | .675                    | .63            | .6               | .585           | .5625           |
| 10 2 2 2 10 5  | 81995                   | .81169                      | 7605                            | 76781                      | .74588        | .73125                                |                       | .65813                  | .61425         | .585             | .57038         |                 |
| 10 5 21/2  | .79194                  |                             |                                 | $\frac{.74813}{.72042}$    | 70075         | .7125                                 | .684                  | .64125                  |                | .57              | .55575         | .5343           |
| 10 71/2  |                         | .77006                      | 74925                           | .72942<br>.72844           | 70763         | 60375                                 | .6669                 | .62522                  | .58354         | .55575           | .54186         | .5210           |
| 10 10  | .7695                   | .74925                      | .729                            | 1.70875                    | .6885         | .675                                  | 648                   | .6075                   | .58275<br>.567 | 1                | .54113         |                 |
| 10 10 5  | .73103                  | .71179                      | .69255                          | .67331                     | 65408         | 64125                                 | 6156                  | 57719                   |                |                  | .5265 $.50018$ | .5062           |
| 10 10 5 21/2   |                         | .69399                      | .67524                          | .65648                     | .63772        | .62522                                | .60021                | .5627                   |                |                  | .48767         | .4689           |
| Rate %   | 40                      | 50                          | 60                              | <b>62</b> ½                | 65            | <b>66</b> <sup>2</sup> / <sub>3</sub> | 70                    | 75                      | 80             | 85               | 871/2          | 90              |
| Net  | .60                     | .50                         | .40                             | .375                       | .35           | .33333                                | .30                   | .25                     | .20            | .15              | .125           | .10             |
| <b>2</b> ½<br><b>5</b>   | .585                    | .4875                       | .39                             | .36563                     | .34125        | .325                                  | .2925                 | .24375                  | -              | .14625           |                |                 |
| Electronic Control of the Control of | .57                     | .475                        | .38                             | .35625                     |               | .31667                                | .285                  | .2375                   | .19            | .1425            | .11875         | 005             |
| 5 2½<br>5 5  |                         | .46313                      |                                 | .34734                     | .32419        | .30875                                | .27788                | .23156                  | .18525         | 12204            | 11570          | 00000           |
| 5 5 2½   |                         | .45125 $.43997$             | .35198                          | 32008                      | 21222         | 31 II IX 31                           | 1/11/2                | 0 10 1 - 60 0 1         | 7 ()/\- 8      | 10000            | 44001          |                 |
| 71/2   | .555                    | .4625                       | .37                             | .34688                     | 32375         | 30833                                 | 2775                  | $\frac{.21998}{.23125}$ | 17599          | .13538           | .10999         | .08799          |
| 71/2 21/2  | .54113                  | .45094                      | .36075                          | .3382                      | .31566        | .30063                                | .27056                | 22547                   | 18038          | .13875           | 11979          | 00010           |
| 7½ 5   | .52725                  |                             | .3515                           | .32953                     | 00100         | .29292                                | .26363                | 21969                   | .17575         | .13181           | 10984          | .09018<br>08780 |
| 10   |                         | .45                         | .00                             | .33/3                      | 315           | .3                                    | .27                   | .225                    | .18            |                  |                | .09             |
| 10 71/2 1  |                         | 43875 $4275$                |                                 | .32906                     | 30713         |                                       | .26325                | .21938                  |                | .13163           | 10969          | .08775          |
| $\begin{bmatrix} 10 & 2\frac{1}{2} \\ 10 & 5 \end{bmatrix}$  | .513                    |                             | UTL                             | .32063                     | 29925         | 27700                                 | 2565                  | 21375                   | .171           | .12825           | 10688          | .0855           |
| 0 5  |                         |                             | 33345                           | 31261                      | 701 / //      |                                       |                       |                         |                |                  |                |                 |
| $\begin{array}{c c} 10 & 5 \\ \hline 10 & 5 & 2\frac{1}{2} \\ 10 & 7\frac{1}{2} \end{array}$   | .50018                  | 41681                       | .33345                          | .31261 .                   |               | 27788                                 | 23009                 | 20041                   | 10073          | .12504           | 1042           | .08336          |
| 10 5<br>10 5 2½<br>10 7½<br>10 10  | .50018<br>.4995         | .41681<br>.41625            | .33345<br>.333                  | .31219.                    | 29138         | 2775                                  | .24975 .              | 20813 .                 | .1665          | .12488           | 10406          | 08325           |
| 10 2½ 10 5 10 5 2½ 10 7½ 10 10 10 10 5 10 10 5   | .50018<br>.4995<br>.486 | 41681 $41625$ $405$ $38475$ | .33345<br>.333<br>.324<br>.3078 | .31219<br>.30375<br>.28856 | 29138<br>2835 | 2775                                  | $\frac{.24975}{.243}$ | $\frac{20813}{2025}$    | 1665           | .12488           | 10406<br>10125 | 081             |

Decimal equivalents not shown in this table may be found as follows:

Rule—Multiply the complements of the discounts. The product will be their net decimal equivalent.

Find the net decimal equivalent for 45-20-10%. Example:

Discounts: .45-.20-.10

Complements:  $.55 \times .80 \times .90 = .396$ , Net Decimal Equivalent.

# Reciprocals or Multiplying Equivalents of Divisors from 1 to 1000

Preceding ciphers are omitted in this table. The number of preceding ciphers in any reciprocal is one less than the number of whole figures in the divisor. (The reciprocal of 5 is .2, of 50 is .02, of 500 is .002.)

|   | ***   |   |   |   | . (1110100   | iprocar or 3  | 18 .2, 01 50  | 18 .02, of 5  | 00 is .002.)   |
|---|---|---|---|---|--|---|---|---|--|
| 1 1 2 5 3 3333 333 4 25 5 2 6 1666 667 7 1428 571 8 125 9 1111 111 10 1   | 100 1<br>1 9900 990<br>2 9803 922<br>3 9708 738<br>4 9615 385<br>5 9523 810<br>6 9433 962<br>7 9345 794<br>8 9259 259<br>9 9174 312                 | 2 4950 49<br>3 4926 10  | 5 2 3311 25<br>8 3 3300 33<br>1 4 3289 47-9<br>9 5 3278 68<br>9 6 3267 97-<br>3 7 3257 329<br>2 8 3246 753<br>9 3236 246                            | 9 1 2493 76<br>8 2 2487 56<br>0 3 2481 39<br>4 4 2475 24<br>9 5 2469 13<br>4 6 2463 05<br>9 7 2457 09<br>3 8 2450 986<br>5 9 2444 988               | 2 1992 03<br>3 1988 07<br>4 1984 12<br>5 1980 19<br>4 6 1976 28<br>7 1972 38<br>8 1968 50<br>9 1964 63   | 32 2 1661 13<br>32 3 1658 37<br>4 1655 62<br>88 5 1652 89<br>55 6 1650 16<br>7 7 1647 44<br>4 8 1644 73<br>7 9 1642 03                              | 14 1 1426 53<br>10 2 1424 50<br>5 3 1422 47<br>9 4 1420 45<br>3 5 1418 44<br>5 6 1416 43<br>6 7 1414 42<br>7 8 1412 42<br>6 9 1410 43               | 4 1 1248 43<br>1 2 1246 88<br>5 3 1245 33<br>5 4 1243 78<br>0 5 1242 23<br>1 6 1240 69<br>7 7 1239 15<br>9 8 1237 62                                | 3 2 1108 647<br>0 3 1107 420<br>1 4 1106 195<br>6 5 1104 972<br>5 6 1103 753<br>7 7 1102 536<br>4 8 1101 322   |
| 11 9090 909<br>12 8333 333<br>13 7692 308<br>14 7142 857<br>15 6666 667<br>16 625<br>17 5882 353<br>18 5555 556<br>19 5263 158              | 11 9009 009<br>12 8928 571<br>13 8849 558<br>14 8771 930<br>15 8695 652<br>16 8620 690<br>17 8547 009<br>18 8474 577<br>19 8403 361                 | 11 4739 336<br>12 4716 981<br>13 4694 836<br>14 4672 897<br>15 4651 163<br>16 4629 630<br>17 4608 295<br>18 4587 156<br>19 4566 210                 | 11 3215 434<br>12 3205 128<br>13 3194 888<br>14 3184 713<br>15 3174 603<br>16 3164 557<br>17 3154 574<br>18 3144 654<br>19 3134 796                 | 11 2433 090<br>12 2427 184<br>13 2421 308<br>14 2415 459<br>15 2409 639<br>16 2403 846<br>17 2398 082<br>18 2392 344                                | 11 1956 94<br>12 1953 12<br>13 1949 31<br>14 1945 52<br>15 1941 74<br>16 1937 98<br>17 1934 23<br>18 1930 50   | 7 11 1636 66<br>5 12 1633 98<br>8 13 1631 32<br>5 14 1628 66<br>15 1626 016<br>4 16 1623 37<br>6 17 1620 746<br>2 18 1618 123                       | 1 11 1406 477<br>7 12 1404 494<br>1 13 1402 525<br>4 14 1400 566<br>15 1398 601<br>7 16 1396 648<br>6 17 1394 700<br>8 18 1392 758                  | 11 1233 044<br>12 1231 523<br>13 1230 013<br>14 1228 503<br>15 1226 994<br>16 1225 496<br>17 1223 996<br>18 1222 494                                | 5 11 1097 695<br>7 12 1096 491<br>13 1095 290<br>1 14 1094 092<br>1 15 1092 896<br>1 16 1091 703<br>17 1090 513<br>18 1089 325                       |
| 20 5<br>21 4761 905<br>22 4545 455<br>23 4347 826<br>24 4166 667<br>25 4<br>26 3846 154<br>27 3703 704<br>28 3571 429<br>29 3448 276        | 120 8333 333 21 8264 667 22 8196 6721 23 8130 081 24 8064 516 25 8 26 7936 508 27 7874 016 28 7812 5 29 7751 938                                    | 220 4545 455<br>21 4524 887<br>22 4504 505<br>23 4484 305<br>24 4464 286<br>25 4444 444<br>26 4424 779<br>27 4405 286<br>28 4385 965<br>29 4366 812 | 21 3115 265<br>22 3105 590<br>23 3095 975<br>24 3086 420<br>25 3076 923<br>26 3067 485<br>27 3058 104<br>28 3048 780<br>29 3039 514                 | 22 2369 668<br>23 2364 066<br>24 2358 491<br>25 2352 941<br>26 2347 418<br>27 2341 920<br>28 2336 449<br>29 2331 002                                | 520 1923 07;<br>21 1919 386<br>22 1915 705<br>23 1912 046<br>24 1908 397<br>25 1904 762<br>26 1901 14<br>27 1897 533<br>28 1893 939<br>29 1890 359   | 21 1610 306<br>22 1607 717<br>23 1605 136<br>24 1602 564<br>25 16<br>26 1597 444<br>27 1594 896<br>28 1592 357                                      | 21 1386 963<br>22 1385 042<br>23 1383 126<br>24 1381 215<br>25 1379 310<br>26 1377 410<br>27 1375 516<br>28 1373 626                                | 21 1218 027<br>22 1216 545<br>23 1215 067<br>24 1213 592<br>25 1212 121   | 920 1086 957<br>21 1085 776<br>22 1084 599<br>23 1083 424<br>24 1082 251<br>25 1081 081<br>26 1079 914   |
| 31 3225 806<br>32 3125<br>33 3030 303<br>34 2941 176<br>35 2857 143<br>36 2777 778<br>37 2702 703<br>38 2631 579<br>39 2564 103             | 130 7692 308<br>31 7633 588<br>32 7575 758<br>33 7518 797<br>34 7462 687<br>35 7407 407<br>36 7352 941<br>37 7299 270<br>38 7246 377<br>38 7194 245 | 230 4347 826<br>31 4329 004<br>32 4310 345<br>33 4291 845<br>34 4273 504<br>35 4255 319<br>36 4237 288<br>37 4219 409<br>38 4201 681<br>39 4184 100 | 330 3030 303<br>31 3021 148<br>32 3012 048<br>33 3003 003<br>34 2994 012<br>35 2985 075<br>36 2976 190<br>37 2967 359<br>38 2958 580<br>39 2949 853 | 31 2320 186<br>32 2314 815<br>33 2309 469<br>34 2304 147<br>35 2298 851<br>36 2293 578<br>37 2288 330<br>38 2283 105<br>39 2277 904                 | 530 1886 792<br>31 1883 239<br>32 1879 693<br>33 1876 173<br>34 1872 659<br>35 1869 159<br>36 1865 752<br>37 1862 197<br>38 1858 736<br>39 1855 288  | 31 1584 786   | 730 1369 863<br>31 1367 989<br>32 1366 120<br>33 1364 256<br>34 1362 398<br>35 1360 544<br>36 1358 696<br>37 1356 852<br>38 1355 014<br>39 1353 180 | 830 1204 819<br>31 1203 369<br>32 1201 923<br>33 1200 483<br>34 1199 041<br>35 1197 605<br>36 1196 172<br>37 1194 743<br>38 1193 317<br>39 1191 895 | 930 1075 269<br>31 1074 114<br>32 1072 961<br>33 1071 811<br>34 1070 664<br>35 1069 516<br>36 1068 376<br>37 1067 236<br>38 1066 098<br>39 1064 963  |
| 41 2439 024<br>42 2380 952<br>43 2325 581<br>44 2272 727<br>45 2222 222<br>46 2173 913<br>47 2127 660<br>48 2083 333<br>49 2040 816         | 41 7092 199<br>42 7042 254<br>43 6993 007<br>44 6944 444<br>45 6896 552<br>46 6849 315<br>47 6802 721<br>48 6756 757<br>49 6711 409                 | 240 4166 667<br>41 4149 378<br>42 4132 231<br>43 4115 226<br>44 4098 361<br>45 4081 633<br>46 4065 041<br>47 4048 583<br>48 4032 258<br>49 4016 064 | 340 2941 176<br>41 2932 531<br>42 2923 977<br>43 2915 452<br>44 2906 977<br>45 2898 531<br>46 2890 173<br>47 2881 844<br>48 2873 563<br>49 2865 330 | 440 2272 727<br>41 2267 574<br>42 2262 443<br>43 2257 336<br>44 2252 252<br>45 2247 191<br>46 2242 192<br>47 2237 136<br>48 2232 143<br>49 2227 171 | 540 1851 852<br>41 1848 429<br>42 1845 018<br>43 1841 621<br>44 1838 235<br>45 1834 862<br>46 1831 502<br>47 1828 154<br>48 1824 \$18<br>49 1821 494 | 640 1562 5<br>41 1560 062<br>42 1557 632<br>43 1555 210<br>44 1552 795<br>45 1550 388<br>46 1547 988<br>47 1545 598<br>48 1543 210<br>49 1540 832   | 740 1351 351<br>41 1349 528<br>42 1347 709<br>43 1345 895<br>44 1344 086<br>45 1342 282<br>46 1340 483<br>47 1338 688<br>48 1336 898<br>49 1335 113 | 840 1190 476<br>41 1189 061<br>42 1187 648<br>43 1186 240<br>44 1184 834<br>45 1183 432<br>46 1182 033<br>47 1180 638<br>48 1179 245<br>49 1177 856 | 940 1063 830<br>41 1062 699<br>42 1061 571<br>43 1060 445<br>44 1059 322<br>45 1058 201<br>46 1057 082<br>47 1055 966<br>48 1054 852<br>49 1053 741  |
| 51 1960 784<br>52 1923 077<br>53 1886 792<br>54 1851 852<br>55 1818 182<br>55 1785 714<br>57 1754 386<br>58 1724 138<br>59 1694 915         | 51 6622 517<br>52 6578 947<br>53 6535 947<br>54 6493 506<br>55 6451 613<br>56 6410 256<br>57 6369 427<br>58 6329 114<br>59 6289 308                 | 250 4<br>51 3984 064<br>52 3968 254<br>53 3952 569<br>54 3937 008<br>55 3921 569<br>56 3906 25<br>57 3891 051<br>58 3875 969<br>59 3861 004         | 350 2857 143<br>51 2849 003<br>52 2840 909<br>53 2832 861<br>54 2824 859<br>55 2816 901<br>56 2808 989<br>57 2801 120<br>58 2793 296<br>59 2785 515 | 450 2222 222<br>51 2217 295<br>52 2212 306<br>53 2207 506<br>54 2202 643<br>55 2197 802<br>56 2192 982<br>57 2188 184<br>58 2183 406<br>59 2178 649 | 550 1818 182<br>51 1814 882<br>52 1811 594<br>53 1808 318<br>54 1805 054<br>55 1801 802<br>56 1798 561<br>57 1795 332<br>58 1792 115<br>59 1788 909  | 550 1538 462<br>51 1536 098<br>52 1533 742<br>53 1531 394<br>54 1529 052<br>55 1526 718<br>56 1524 390<br>57 1522 070<br>58 1519 757<br>59 1517 451 | 750 1333 333<br>51 1331 558<br>52 1329 787<br>53 1328 021<br>54 1326 260<br>55 1324 503<br>56 1322 751<br>57 1321 004<br>58 1319 261<br>59 1317 523 | 850 1176 471<br>51 1175 088<br>52 1173 709<br>53 1172 333<br>54 1170 960<br>55 1169 591<br>56 1168 224<br>57 1166 861<br>58 1165 501<br>59 1164 144 | 950 1052 632<br>51 1051 525<br>52 1050 420<br>53 1049 318<br>54 1048 218<br>55 1047 120<br>56 1046 025<br>57 1044 932<br>58 1043 841<br>59 1042 753  |
| 61 1639 344<br>62 1612 903<br>63 1587 302<br>64 1562 5<br>65 1538 462<br>66 1515 152<br>67 1492 537<br>68 1470 588<br>69 1449 275           | 61 6211 180<br>62 6172 840<br>63 6134 969<br>64 6097 561<br>65 6060 606<br>66 6024 096<br>67 5988 024<br>68 5952 381<br>69 5917 160                 | 260 3846 154<br>61 3831 418<br>62 3816 794<br>63 3802 281<br>64 3787 879<br>65 3773 585<br>66 3759 398<br>67 3745 318<br>68 3731 343<br>69 3717 472 | 360 2777 778 61 2770 083 62 2762 431 63 2754 821 64 2747 253 65 2739 726 66 2732 240 67 2724 796 68 2717 391 69 2710 027                            | 460 2173 913<br>61 2169 197<br>62 2164 502<br>63 2159 827<br>64 2155 172<br>65 2150 538<br>66 2145 923<br>67 2141 328<br>68 2136 752<br>69 2132 196 | 560 1785 714<br>61 1782 531<br>62 1779 359<br>63 1776 199<br>64 1773 050<br>65 1769 912<br>66 1766 784<br>67 1763 668<br>68 1760 563<br>69 1757 469  | 660 1515 152<br>61 1512 859<br>62 1510 574<br>63 1508 296<br>64 1506 024<br>65 1503 759<br>66 1501 502<br>67 1499 250<br>68 1497 006<br>69 1494 768 | 760 1315 789<br>61 1314 060<br>62 1312 336<br>63 1310 616<br>64 1308 901<br>65 1307 190<br>66 1305 483<br>67 1303 781<br>68 1302 083<br>69 1300 390 | 860 1162 791<br>61 1161 440<br>62 1160 093<br>63 1158 749<br>64 1157 407<br>65 1156 069<br>66 1154 734<br>67 1153 403<br>68 1152 074<br>69 1150 748 | 960 1041 667<br>61 1040 583<br>62 1039 501<br>63 1038 422<br>64 1037 344<br>65 1036 269<br>66 1035 197<br>67 1034 126<br>68 1033 058<br>69 1031 992  |
| 71 1408 451<br>72 1388 889<br>73 1369 863<br>74 1351 351<br>75 1333 333<br>76 1315 789<br>77 1298 701<br>78 1282 051<br>79 1265 823         | 71 5847 953<br>72 5813 953<br>73 5780 347<br>74 5747 126<br>75 5714 286<br>76 5681 818<br>77 5649 718<br>78 5617 978<br>79 5586 592                 | 270 3703 704<br>71 3690 037<br>72 3676 471<br>73 3663 004<br>74 3649 635<br>75 3636 364<br>76 3623 188<br>77 3610 108<br>78 3597 122<br>79 3584 229 | 370 2702 703<br>71 2695 418<br>72 2688 172<br>73 2680 965<br>74 2673 797<br>75 2666 667<br>77 2652 520<br>78 2645 503<br>79 2638 522                | 470 2127 660<br>71 2123 142<br>72 2118 644<br>73 2114 165<br>74 2109 705<br>75 2105 263<br>76 2100 841<br>77 2096 436<br>78 2092 050<br>79 2087 683 | 570 1754 386<br>71 1751 313<br>72 1748 252<br>73 1745 201<br>74 1742 160<br>75 1739 130<br>76 1736 111<br>77 1733 102<br>78 1730 104<br>79 1727 116  | 670 1492 537 71 1490 313 72 1488 095 73 1485 884 74 1483 680 75 1481 481 76 1479 290 77 1477 105 78 1474 926 79 1472 754                            | 770 1298 701<br>71 1297 017<br>72 1295 337<br>73 1293 661<br>74 1291 990<br>75 1290 323<br>76 1288 660<br>77 1287 001<br>78 1285 347<br>79 1283 697 |   | 970 1030 928<br>71 1029 866<br>72 1028 807<br>73 1027 749<br>74 1026 694<br>75 1025 641<br>76 1024 590<br>77 1023 541<br>78 1022 495<br>79 1021 450  |
| 82 1219 512 8<br>83 1204 819<br>84 1190 476 8<br>85 1176 471 8<br>86 1162 791 8<br>87 1149 425 8<br>88 1136 364 8<br>89 1123 596 8          | 11 5524 862<br>12 5494 505<br>13 5464 481<br>14 5434 783<br>15 5405 406<br>16 5376 344<br>17 5347 594<br>18 5319 149<br>19 5291 005                 | 81 3558 719<br>82 3546 099<br>83 3533 569<br>84 3521 127<br>85 3508 772<br>85 3496 503<br>87 3496 503<br>87 3484 321<br>38 3472 222<br>39 3460 208  | 81 2624 672<br>82 2617 801<br>83 2610 966<br>84 2604 167<br>85 2597 403<br>86 2590 674<br>87 2583 979<br>88 2577 320<br>89 2570 694                 | 81 2079 002<br>82 2074 689<br>83 2070 393<br>84 2066 116<br>85 2061 856<br>86 2057 613<br>87 2053 388<br>88 2049 180<br>89 2044 990                 | 580 1724 138<br>81 1721 170<br>82 1718 213<br>83 1715 266<br>84 1712 329<br>85 1709 402<br>86 1706 485<br>87 1703 578<br>88 1700 680<br>89 1697 793  | 680 1470 588<br>81 1468 429<br>82 1466 276<br>83 1464 129<br>84 1461 988<br>85 1459 854<br>86 1457 726<br>86 1455 604<br>88 1453 488<br>89 1451 379 | 81 1280 410<br>82 1278 772<br>83 1277 139<br>84 1275 510<br>85 1273 885<br>86 1272 265<br>87 1270 648<br>88 1269 036                                | 880 1136 364<br>81 1135 074<br>82 1133 787<br>83 1132 503<br>84 1131 222<br>85 1129 944<br>86 1128 668  | 980 1020 408<br>881 1019 368<br>82 1018 330<br>83 1017 294<br>84 1016 260<br>85 1015 228<br>86 1014 199<br>87 1013 171<br>88 1012 146<br>89 1011 122 |
| 91 1098 901 9<br>92 1086 957 9;<br>93 1075 269 9;<br>94 1063 830 9;<br>95 1052 632 9;<br>96 1041 667 9;<br>97 1030 928 9;<br>98 1020 408 98 | 2 5208 333  | 01 3436 426<br>02 3424 658<br>03 3412 969<br>04 3401 361<br>05 3389 831<br>06 3378 378<br>07 3367 003<br>08 3355 705                                | 91 2557 545<br>92 2551 020<br>93 2544 529<br>94 2538 071<br>95 2531 646<br>96 2525 253<br>97 2518 892<br>98 2512 563                                | 91 2036 660<br>92 2032 520<br>93 2028 398<br>94 2024 291<br>95 2020 202<br>96 2016 129<br>97 2012 072<br>98 2008 032                                | 91 1692 047<br>92 1689 189<br>93 1686 341<br>94 1683 502<br>95 1680 672<br>96 1677 852<br>97 1675 042<br>98 1672 241                                 | 91 1447 178<br>92 1445 087<br>93 1443 001<br>94 1440 922<br>95 1438 849<br>96 1436 782<br>97 1434 720<br>98 1432 665                                | 790 1265 823 8 91 1264 223 92 1262 626 93 1261 034 94 1259 446 95 1257 862 96 1256 281 97 1254 705 98 1253 133                                      | 90 1123 596 9<br>91 1122 334<br>92 1121 076<br>93 1119 821<br>94 1118 568<br>95 1117 318<br>96 1116 071<br>97 1114 827<br>98 1113 586               | 990 1010 101<br>91 1009 082<br>92 1008 065<br>93 1007 049<br>94 1006 036<br>95 1005 025<br>96 1004 016<br>97 1003 009<br>98 1002 004<br>99 1001 001  |

#### Table of

# Constants for Computing Interest

At rates from  $\frac{1}{8}\%$  to  $12\frac{7}{8}\%$  on the basis of 360 days in a year

(Amounts in this table represent the interest on \$1.00 for one day.)

|                      | 1                                   | 1  |                                    |            |                                     | •                                   |           |  |
|----------------------|-------------------------------------|--|------------------------------------|------------|-------------------------------------|-------------------------------------|-----------|--|
|                      |                                     | 1/8%   | 1/4%                               | 3/8%       | 1/2%                                | 5/8%                                | 3/4%      | 7/8%   |
| 0%<br>1%<br>2%<br>3% | .00005556                           | .00000347<br>.00003125<br>.00005903<br>.00008681 | .0000625                           | .00003819  | . 00004167<br>. 00006944            | .00004514                           | .00004861 | .00002431<br>.00005208<br>.00007986<br>.00010764 |
| 4%<br>5%<br>6%       | .00013889                           | .00011458<br>.00014236<br>.00017014              | .00014583                          | .00014931  | .000125<br>.00015278<br>.00018056   | .00012847<br>.00015625<br>.00018403 | 00015072  | .00013542<br>.00016319<br>.00019097              |
| 7%<br>8%<br>9%       | .00019444<br>.00022222<br>.00025    | .00022569  | .00022917                          | . 00023264 | .00020833<br>.00023611<br>.00026389 | .00023958                           | 00024306  | .00021875<br>.00024653<br>.00027431              |
| 10%<br>11%<br>12%    | .00027778<br>.00030556<br>.00033333 | .00030903  | .00028472<br>.0003125<br>.00034028 | .00031597  | .00031944                           | 00032292                            | 00032630  | .00030208<br>.00032986<br>.00035764              |

#### Calculation Tables

Below is a partial list of tables that may be obtained from any Burroughs salesman. Each is printed on a separate card.

Reciprocals of numbers from 1 to 1000.

\*Reciprocals of numbers from 1 to 10,000 (Book). Decimal equivalents of common fractions.

Decimal equivalents of fractional parts of a gross.

Decimal equivalents of fractional parts of an hour, fractional parts of a day, and fractional parts of a month.

Months and days expressed in decimal equivalents of a year.

Table of chain discounts—to determine either amount of discount or net amount.

\*Constants for computing interest on the basis of 360 days in a year at rates of 1% to 7% in gradations of ½% for 1 day to 180 days. Set of 48 tables on 24 cards.

\*Constants for computing interest on the basis of 365 days in a year at rates of 2% to 8% in gradations of  $\frac{1}{2}\%$  for 1 day to 180 days. Set of 13 tables on 7 cards.

Constants for computing interest on the basis of 360 days in a year at rates of  $\frac{1}{8}\%$  to  $12\frac{7}{8}\%$  for one day.

Constants for computing interest on the basis of 365 days in a year at rates of \( \frac{1}{8}\% \) to 12\( \frac{1}{8}\% \) for one day.

Payroll tables for calculating overtime.

Decimal equivalents of fractional parts of a bushel.

Lumber table.

Table for figuring steel beams.

Turnover table.

Mark-up table.

Unit cost and selling price table.

Decimal part of a foot for each  $\frac{1}{16}$  of an inch.

Temperature correction chart for tank car billing.

\*NOTE: A nominal charge is made for the tables designated by the asterisk. Others are gratis.

# One User's Philosophy

"When I buy for service, I would rather know the men who guide the firm which makes the machine than listen to wearisome talk about superior materials and brilliant engineering skill.

"I don't know much about those qualities of different metals which make them the best for different purposes—nor do I know anything of the technical laws of mechanical engineering—but I do know human nature.

"I know that a concern with the right ideals of Service to its customers—the concern that has succeeded—has done so because its product has made good with the people who bought it.

"I'll bet on that concern—and I feel content when I have bought its product.

"It isn't good business for me to trade anywhere else. I cannot afford to do so."