



TABLE No. 1

SHOWING THE OPERATIONS OF A PAST FISCAL YEAR NECESSARY FOR DETERMINING A BASIC ESTIMATE OF AMOUNT OF INSURANCE FOR THE NEXT ENSUING YEAR

		1. Income from Net Sales for Fiscal Year ending <u>Oct 31, 1929</u> \$ <u>100,000</u>	
A. INCOME	2. Income from other Operating Sources (if any) for same period \$	<u>1,000</u>	
	3. Income from Net Sales and from other Operating Sources		\$ <u>101,000</u>
		1. Inventory at beginning of Fiscal Year.....	\$ <u>17,600</u>
		2. Net Cost of Purchases during that period.....	\$ <u>65,500</u>
		3. Total Value to be accounted for.....	\$ <u>83,100</u>
B. DEDUCTIONS	4. Less Inventory at end of Fiscal Year.....	\$ <u>16,900</u>	
	5. Net Value to be accounted for at end of that period.....		\$ <u>66,200</u>
	6. Add Other Eliminations or Exclusions (if any).....	\$ <u>2,600</u>	
	7. Total Amount to be deducted from Income		\$ <u>68,800</u>
		1. Actual Amount based upon experience of past Fiscal Year.....	\$ <u>32,400</u>
C. BASIS FOR INSURANCE	2. Prospective increase (or decrease) for next Fiscal Year.....		\$ <u>1,500</u>
	3. BASIC ESTIMATE to be adjusted by TABLE No. 2 or TABLE No. 3.....		\$ <u>33,900</u>

USE AND OCCUPANCY INSURANCE CHART

SHOWING IN FLOW LINE

THE PROPER PROCEDURE FOR DETERMINING THE AMOUNT OF INSURANCE NECESSARY FOR COMPLETE COVERAGE UNDER CURRENT FORMS

This Chart has been arranged as a flow-sheet, the operations first proceeding through the A-B-C steps to an estimated amount based upon the actual figures of a preceding year. This amount is next carried over to work-out tables for adjustment to an amount required for full insurance coverage. It will be found that the flow line method of presentation will greatly simplify explanations so often found needed in preliminary negotiations.

It must be understood that the operations shown on the Chart may not bring out all factors requiring consideration in certain risks. Such factors, when discovered through survey or otherwise must be properly weighed and entered into the computations if found to have a bearing on the final result. Nor must it be assumed that the Chart has been so designed as a work-sheet that a scratch pad will not be required on the side. Accompanying this Chart is an Explanation of the details of its operations.

The AMERICA FORE GROUP of Insurance Companies
THE CONTINENTAL INSURANCE COMPANY FIDELITY-PHENIX FIRE INSURANCE COMPANY NIAGARA FIRE INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY FIRST AMERICAN FIRE INSURANCE COMPANY MARYLAND INSURANCE COMPANY OF DELAWARE
Eighty Maiden Lane, Paul L. Haid, President New York, N.Y.

NEW YORK CHICAGO SAN FRANCISCO DALLAS MONTREAL