

TRADING STATEMENT

AUGUST 31st, 1923

	<u>This Year</u>	<u>Last Year</u>
Net Sales for year	1,126,208.77	1,084,909.30
Total Cost of Sales (Statement Attached)	<u>730,881.69</u>	<u>769,152.71</u>
Gross Profit	395,327.08	315,756.59
% to Sales	35.1%	29.0%
<u>Sales Expense</u>		
Office and Warehouse Service	66,975.13	74,174.04
Traveling Expense and Service	124,170.12	170,665.64
Advertising Used	42,980.79	42,098.39
Collection & Allowance	2,808.69	3,023.76
General Expense	53,748.15	44,281.55
Stationery Used	3,948.87	5,269.89
Stamps Used	1,937.51	2,464.06
Cartage	10,107.31	11,497.75
Merchandise Discount	17,226.13	15,190.78
Suspense	8,953.96	12,590.98
Cleveland Direct	53,109.19	62,423.08
Commissions Paid	685.50	
Transportation	<u>11,511.88</u>	<u>20,040.33</u>
Total Sales Expense	397,163.14	483,720.25
% to Sales	35.2%	44.5%
Net Loss on Trading	1,836.06	167,963.66
% to Sales	00.16%	15.5%

SUPPLEMENTARY TRADING STATEMENT

<u>Manufactured, Unmanufactured, Export</u>		
<u>Insecticide, Salvage Sales</u>	1,075,308.80	
<u>Cost of Sales</u>		
Manufactured, Export & Salvage	627,219.31	
Unmanufactured	8,657.65	
Insecticide	<u>52,216.21</u>	<u>688,093.17</u>
Gross Profit		387,215.63
% to Sales (Last Year 30.1%)		36.0%
<u>OBP Lead Sales</u>	43,308.52	
<u>Cost of Sales</u>	<u>36,296.67</u>	
Gross Profit		7,011.85
% to Sales (Last Year 17.4%)		16.2%
<u>Linseed Oil Sales</u>	7,591.45	
<u>Cost of Sales</u>	<u>6,491.85</u>	
Gross Profit		1,099.60
% to Sales (Last Year 4.7%)		14.5%
Grand Total Gross Profit		395,327.08
% to Sales (Last Year 29.0%)		35.1%