

SMITH AND KANZLER

PROFIT AND LOSS STATEMENT FOR MONTH ENDED SEP. 30, 1968

	MONTH		YEAR TO DATE	
	This Year	Last Year	This Year	Last Year
GROSS SHIPMENTS	175,929	117,302	175,929	117,302
Direct Ships. - OEM Service				
Direct Ships. - After-market				
Direct Ships. - OEM Production				
Platka				
Interplant - Parts Co.				
Interplant - Further Mfg.				
Scrap Sales				
NET SHIPMENTS	175,929	117,302	175,929	117,302
License Fees				
NET SALES	175,929	117,302	175,929	117,302
COST OF SALES:				
Cost of Manufacture - Gross Shipments	161,789	120,859	161,789	120,859
Direct Ships. - OEM Service				
Direct Ships. - After-market				
Direct Ships. - OEM Production				
Platka				
Interplant - All				
Manufacturing Variances				
Engineering Expense	1,034		1,038	
Engineering Expense - Recouped				
Product R & E Expense				
Product R & E Expense-Recouped				
Warranty Policy - Adjustments				
Warranty Policy - Recouped				
Plant Accounting Expense				
Plant Accounting Expense-Redistributed				
Plant Accounting Expense-Recouped				
TOTAL COST OF SALES	162,827	120,859	162,827	120,859
GROSS INCOME	13,102	3,557CR	13,102	3,557CR
MISCELLANEOUS INCOME				
Dividends from Investments				
Interest Income	4,354CR		4,354CR	
Cash Discount on Purchases	359	290	359	290
Cash Discount on Sales	479CR	709CR	479CR	709CR
Capital Gains or (Losses)				
Other Income (Net)	1,180	2,571	1,179	2,541
Total Misc. Income (Net)	3,274CR	2,172	3,274CR	2,172
TOTAL INCOME	9,828	1,385CR	9,828	1,385CR
SELLING EXPENSE	3,005	2,256	3,005	2,256
GENERAL AND ADM. EXPENSE	10,545	4,480	10,545	4,480
INTEREST EXPENSE		4,860		4,860
INCOME BEFORE REDIST. EXP. & INCOME TAXES	3,722CR	12,997CR	3,722CR	12,997CR
Division Office Charge				
General Office Charge				
State & Local Income Taxes		271CR		271CR
INCOME BEFORE F.I.T. - PER BOOKS	3,722CR	13,258CR	3,722CR	13,258CR
Federal Income Taxes - (Note)				
NET INCOME AFTER F.I.T.	3,722CR	13,258CR	3,722CR	13,258CR
% of Income Before F.I.T. to Net Sales	2.10%	11.30%	2.10%	11.30%
% of Net Income After F.I.T. to Net Sales	2.10%	11.30%	2.10%	11.30%

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