

THE MARTIN-SERVOUR COMPANY

CONSOLIDATED

COST OF SALES

AS OF AUGUST 31, 1939

		<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>			
Factory Raw Material	153,892.80		180,161.53
Manufactured Misc.	343,593.12 ✓		488,032.23
Brushes	18,149.76		20,803.21
Unmanufactured Misc.	11,246.93		10,821.93
C. D. F. Lead	1,679.10		3,385.71
Linseed Oil	658.88		395.83
Automotive	37,023.55		51,892.86
		566,144.19	765,493.50
<u>PURCHASES DURING YEAR</u>			
* Manufactured Misc.	1,238,682.11		1,192,292.33
Brushes	21,120.30		33,994.03
Unmanufactured Misc.	20,846.86		50,986.79
C. D. F. Lead	27,889.88		20,635.29
Linseed Oil	16,474.92		24,116.21
Automotive	278,721.03		226,820.32
Railway & Industrial	46,234.39		41,614.50
Special Label & Bid Pool	141,823.56		89,548.77
		<u>1,798,953.21</u>	<u>1,679,785.24</u>
		2,365,097.40	2,435,273.74
<u>INVENTORY END OF YEAR</u>			
Factory Raw Material	148,881.88		153,892.80
Manufactured Misc.	333,330.51		343,593.12
Brushes	12,328.66		18,149.76
Unmanufactured Misc.	12,069.37		11,246.93
C. D. F. Lead	2,617.68		1,679.10
Linseed Oil	646.38		658.88
Automotive	304.57		37,023.55
		(A) 510,159.09	566,144.19
		1,854,938.31	1,869,134.55

which includes S. W. Hfd. Miso. and our own.

14 due above (A)	510,159.09
Restaurant Miso	99.01
S. W. Hfd.	344.86
Transportation	10,464.49
Probing Supplies	225.45
Merchandise - Total	541,178.70
Stationery & Advertising	44,124.44
Re balance sheet	562,313.14

THE MARTIN-SMOUR COMPANY

CENTRAL DISTRICT

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdee.	242,564.77	348,372.75
Brushes	11,899.66	16,019.96
Unmanufactured Mdee.	7,647.70	6,271.25
O.D.P. Lead	355.88	646.53
Linsseed Oil	<u>54.42</u>	<u>83.60</u>
	262,522.43	371,394.09
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdee.	576,643.82	571,515.32
Brushes	11,919.03	19,971.34
Unmanufactured Mdee.	7,513.66	24,688.57
O.D.P. Lead	14,727.72	10,772.85
Linsseed Oil	<u>463.86</u>	<u>13,111.90</u>
	611,270.09	640,059.98
	873,792.52	1,011,454.07
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdee.	220,960.93	242,564.77
Brushes	9,118.75	11,899.66
Unmanufactured Mdee.	7,544.27	7,647.70
O.D.P. Lead	352.85	355.88
Linsseed Oil	<u>43.60</u>	<u>54.42</u>
	238,020.40	262,522.43
	635,772.12	748,931.64

THE MARTIN-BENNOE COMPANY

BROOKLYN DIVISION

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdse.	26,882.80	36,123.14
Brushes	2,319.20	1,510.67
Unmanufactured Mdse.	491.52	683.08
O.D.P. Lead	80.45	195.11
Linseed Oil		
	<u>29,773.97</u>	<u>38,512.00</u>
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdse.	207,865.59	221,054.11
Brushes	1,384.74	3,831.43
Unmanufactured Mdse.	1,509.19	3,110.62
O.D.P. Lead	2,176.01	1,048.67
Linseed Oil	10.45	
	<u>212,945.98</u>	<u>229,044.83</u>
	242,719.95	267,556.83
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdse.	30,445.64	26,882.80
Brushes	1,131.72	2,319.20
Unmanufactured Mdse.	1,146.29	491.52
O.D.P. Lead	148.20	80.45
Linseed Oil		
	<u>32,871.85</u>	<u>29,773.97</u>
COST OF SALES	209,848.10	237,782.86

THE MARTIN-SENOUR COMPANY

BOSTON DIVISION

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdse.	21,780.88	20,196.05
Brushes	2,582.74	1,649.01
Unmanufactured Mdse.	538.02	765.69
O.D.P. Lead	235.89	775.88
Linseed Oil	<u>26.25</u>	
	25,163.78	23,386.63
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdse.	103,845.92	110,856.70
Brushes	3,810.61	4,759.49
Unmanufactured Mdse.	1,651.04	4,648.99
O.D.P. Lead	3,494.43	1,936.93
Linseed Oil	<u>81.63</u>	<u>120.00</u>
	112,883.63	122,322.11
	138,047.41	145,708.74
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdse.	21,399.70	21,780.88
Brushes	1,330.29	2,582.74
Unmanufactured Mdse.	653.34	538.02
O.D.P. Lead	632.02	235.89
Linseed Oil	<u>15.75</u>	<u>26.25</u>
	24,031.10	25,163.78
<u>COST OF SALES</u>	114,016.31	120,544.96

THE MARTIN-SMOUR COMPANY

WESTERN DISTRICT

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdse.	21,661.78	39,225.52
Brushes	1,222.86	1,462.18
Unmanufactured Mdse.	1,487.02	1,412.02
O.D.P. Lead	172.28	253.55
Linseed Oil	<u>37.80</u>	<u>16.07</u>
	24,581.74	42,369.34
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdse.	239,097.19	211,696.92
Brushes	3,038.20	4,123.33
Unmanufactured Mdse.	4,666.08	11,131.66
O.D.P. Lead	3,607.15	4,323.52
Linseed Oil	<u>11,481.20</u>	<u>3,872.67</u>
	261,889.82	235,148.10
	286,471.56	277,517.44
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdse.	23,845.34	21,661.78
Brushes	711.50	1,222.86
Unmanufactured Mdse.	1,339.80	1,487.02
O.D.P. Lead	258.86	172.28
Linseed Oil	<u>37.77</u>	<u>37.80</u>
	26,193.27	24,581.74
COST OF SALES	260,278.29	252,935.70

THE MARTIN-SENOUR COMPANY

LINCOLN DIVISION

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdee.	13,410.98	27,780.47
Brushes	1,222.86	1,462.18
Unmanufactured Mdee.	1,201.85	1,022.82
O.D.P. Lead	172.28	253.55
Linseed Oil	<u>37.80</u>	<u>16.07</u>
	16,045.77	30,535.09
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdee.	157,069.57	127,850.63
Brushes	1,810.76	1,966.56
Unmanufactured Mdee.	2,647.30	9,638.51
O.D.P. Lead	2,936.05	3,742.42
Linseed Oil	<u>11,098.04</u>	<u>2,038.63</u>
	<u>175,561.72</u>	<u>145,236.75</u>
	191,607.49	175,771.84
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdee.	12,872.73	13,410.98
Brushes	711.50	1,222.86
Unmanufactured Mdee.	1,108.91	1,201.85
O.D.P. Lead	233.11	172.28
Linseed Oil	<u>37.77</u>	<u>37.80</u>
	<u>14,964.02</u>	<u>16,045.77</u>
COST OF SALES	176,643.47	159,726.07

THE MARTIN-SENOUR COMPANY

DALLAS DIVISION

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdse.	8,250.80	11,445.05
Brushes		
Unmanufactured Mdse.	285.17	389.20
C.D.P. Lead		
Linseed Oil		
	<u>8,535.97</u>	<u>11,834.25</u>
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdse.	82,027.62	83,846.29
Brushes	1,227.44	2,156.77
Unmanufactured Mdse.	2,018.78	1,493.15
C.D.P. Lead	671.10	581.10
Linseed Oil	<u>383.16</u>	<u>1,834.04</u>
	<u>86,328.10</u>	<u>89,911.35</u>
	<u>94,864.07</u>	<u>101,745.60</u>
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdse.	10,972.61	8,250.80
Brushes		
Unmanufactured Mdse.	230.89	285.17
C.D.P. Lead	25.75	
Linseed Oil		
	<u>11,229.25</u>	<u>8,535.97</u>
<u>COST OF SALES</u>	<u>83,634.82</u>	<u>93,209.63</u>

THE MARTIN-SENOUR COMPANY
PACIFIC COAST DIVISION
COST OF SALES
AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>INVENTORY BEGINNING OF YEAR</u>		
Manufactured Mdee.	30,702.89	44,114.77
Brushes	125.30	161.39
Unmanufactured Mdee.	1,082.67	1,689.89
O.D.P. Lead	834.60	1,514.64
Linseed Oil	<u>440.46</u>	<u>896.16</u>
	33,185.92	47,776.85
<u>PURCHASES DURING YEAR</u>		
Manufactured Mdee.	116,160.43	103,439.11
Brushes	967.72	1,308.44
Unmanufactured Mdee.	5,506.99	7,386.95
O.D.P. Lead	3,994.64	2,551.32
Linseed Oil	<u>3,435.78</u>	<u>7,011.64</u>
	<u>130,065.56</u>	<u>121,697.46</u>
	163,251.48	169,474.31
<u>INVENTORY END OF YEAR</u>		
Manufactured Mdee.	36,678.90	30,702.89
Brushes	36.39	125.30
Unmanufactured Mdee.	1,385.67	1,082.67
O.D.P. Lead	1,125.72	834.60
Linseed Oil	<u>549.26</u>	<u>440.46</u>
	<u>39,775.94</u>	<u>33,185.92</u>
COST OF SALES	123,475.54	136,288.39

THE MARTIN-SEMOUR COMPANY

COST OF SALES

AS OF AUGUST 31, 1939

	<u>THIS YEAR</u>	<u>LAST YEAR</u>
<u>AUTOMOTIVE</u>		
INVENTORY BEGINNING OF YEAR	37,023.55	51,892.96
PURCHASES DURING YEAR	<u>276,721.03</u>	<u>226,620.32</u>
	313,744.58	278,513.28
INVENTORY END OF YEAR	<u>304.57</u>	<u>37,023.55</u>
AUTOMOTIVE COST OF SALES	313,440.01	241,489.73
<u>SPECIAL LABEL & BID POOL</u>		
PURCHASES	141,823.55	89,548.77
<u>RAILWAY & INDUSTRIAL DIVISION</u>		
PURCHASES	46,284.39	41,612.50