OCT 29 1929

THE MARTIN-SENOUR COMPANY

LINCOLN BRANCH

COMPARATIVE BALANCE SHEET

As at August 31st, 1929.

	This Year		Last Year	
ASSETS				
Cash on hand and in bank	7,611.11		3,961.16	
In transit	75.00		-	
On hands of Representatives	644.80		645.00	
		8,330.91		4,606.16
Accounts Receivable:				
Customers		92,845.82		76,912.49
Due from M-S Co. Chicago		135,000.00		100,000.00
Inventory				
Raw Material	20,007.19		16,417.49	
Manufactured Misc.	31,754.88 31,807.19	75431	31,149.91	
Unmanufactured Misc.	3816.84 3,564.53		3,171.88	
Advertising & Stationery	2,672.69		2,963.11	
Drums and Crates	867.70		447.60	
Transportation	968.55		900.00	
		59,887.85		54,969.99
Fixtures Depreciated		2,811.13		1,783.24
Deferred Charges		364.58		713.48
		298,610.29		238,985.36
LIABILITIES				
Accounts Payable:				
Outside Creditors	-		383.31	
M. V. Co.	939.73		2,145.00	
S-W Co.	11,307.59		2,834.12	
Acme W.L.& C. Works	365.76		618.26	
M-S Co. Chicago	6,664.65		6,162.38	
		19,257.73		12,133.07
Accrued Expenses				
Taxes		396.03		28.04
Surplus August 31, 1928	226,824.25		156,899.98	
Earnings for year 1928/1929	52,132.28		69,924.27	
		278,956.53		226,824.25
		298,610.29		238,985.36

N25258

THE MARRIS-SEYOUR COMPANY.

LINCOLN BRANCH

COMPARATIVE TRADING AND PROFIT AND LOSS STATEMENT

As at August 31st. 1939.

	This Year		Last Year	
Gross Sales to Trade	432,002.28		440,079.22	
Less Freight, Returns and Overcharges	43,546.50		36,591.38	
Net Sales to Trade		388,455.78 ✓		403,487.84
Cost of Sales		249,421.39		248,907.19
Per Cent to Net Sales		64.20%		61.69%
Gross Trading Profit		139,034.49		154,580.65
Per Cent to Net Sales		35.79%		38.3[illegible]%
[illegible] Expense:				
[illegible] and Warehouse Service	13,431.27		12,729.76	
[illegible] and Direct	386.96		805.07	
[illegible] Expense and Service	34,795.30		31,042.94	
[illegible]ising Used	17,061.53		15,758.75	
[illegible]l Expense	8,500.66		9,378.37	
Collection and Allowance	708.41		577.28	
[illegible]nery Used	1,064.43		724.82	
[illegible] Used	454.71		438.07	
[illegible]	916.25		1,096.56	
[illegible] Discount	5,098.98		7,053.52	
[illegible]se - Bad Debts	247.83		245.18	
[illegible]rtation	3,009.52		3,098.52	
[illegible]stration	849.87		1,167.66	
[illegible] Promotion	-		1,584.25	
[illegible] Selling Expense		88,023.82		[illegible]
[illegible] to Net Sales		22.[illegible]%		[illegible]%
[illegible]ting Profit		51,010.67		[illegible]
[illegible] to Net Sales		13.12%		[illegible]%
[illegible]:				
[illegible] Received	404.92		188.21	
[illegible]iscount	1,031.85		1,133.40	
[illegible] on Plant	80.26	1,517.03	77.64	[illegible]
		52,527.70		[illegible]
[illegible]:				
[illegible]ciation on Plant		395.42		[illegible]
[illegible] Net Profit		52,132.28		[illegible]
[illegible] to Net Sales		13.42%		[illegible]%

0007-SWP-000130091

THE MARTIN-SENOUR COMPANY.

STATEMENT OF INVENTORY

As at August 31st, 1929.

LINCOLN BRANCH

	This Year		Last Year	
Factory:				
Raw Material	14,396.40		11,685.56	
Mdse. Packages	4,049.77		4,424.55	
Packing Materials	1,562.02		307.38	
		20,007.19		16,417.49
Sales Department:				
Manufactured Mdse.	31,254.88		30,754.14	
Unmanufactured Mdse.	3,564.53		3,171.88	
Insecticides	34.70		128.57	
O. D. P. Lead	217.61		263.20	
Linseed Oil	-		4.00	
		35,071.73		34,321.79
Advertising Stock		2,050.22		2,344.50
Stationery Stock		692.47		638.61
Drums		40.20		9.00
Crates		537.50		438.60
Transportation		858.55		800.00
		59,257.85		54,969.99

LOS ANGELES BRANCH

	This Year		Last Year	
Factory:				
Raw Material	4,018.63		3,693.03	
Mdse. Packages	2,709.18		1,715.82	
Packing Materials	59.21		59.59	
		6,787.01		5,468.44
Sales Department:				
Manufactured Mdse.	28,533.61		26,222.27	
Unmanufactured Mdse.	1,553.79		722.98	
O. D. P. Lead	325.97		335.96	
Linseed Oil	132.25		24.70	
		30,545.62		27,305.91
Advertising Stock		1,765.66		1,775.57
Stationery Stock		530.56		651.27
Drums		23.50		29.50
Crates		4.30		4.30
Transportation		1,184.81		1,261.49
		40,841.46		36,496.48

SAN FRANCISCO BRANCH

	This Year		Last Year	
Sales Department:				
Manufactured Mdse.	41,048.90		43,779.17	
Unmanufactured Mdse.	1,493.75		1,365.90	
Insecticides	-		820.49	
O. D. P. Lead	1,893.20		634.94	
Linseed Oil	389.87		548.48	
		44,830.72		47,049.28
Packing Materials		29.62		
Advertising Stock		1,045.94		1,078.78
Stationery Stock		523.64		436.20
Transportation		5,393.07		5,078.60
		51,822.99		53,641.86

0007-SWP-000130092

L. Reese
SEP 28 1929

THE MARTIN-SENOUR COMPANY

LINCOLN BRANCH

COMPARATIVE BALANCE SHEET

As at August 31, 1929

	This Year		Last Year	
Assets				
Cash on hand and in bank	7811.11		3,961.16	
In Transit	75.00			
Advanced to Representatives	[illegible]	8,[illegible].91	[illegible]	4,[illegible].16
Accounts Receivable:				
Customers		[illegible].82		76,918.40
Loan to M-S Co. Chicago Intercompany		135,000.00		100,000.00
Inventory:				
Raw Material	28,007.19		16,437.40	
Manufactured Misc.	31,254.82		31,140.91	
Unmanufactured Misc.	3,818.04		3,171.39	
Advertising & Stationery	2,[illegible].00		2,[illegible].11	
Drums & Crates	507.70		447.00	
Transportation	[illegible].55	59,257.85	[illegible]	
Plant Depreciated		2,611.13		1,765.24
Deferred Charges		[illegible]		715.48
		[illegible]		[illegible]
LIABILITIES				
Accounts Payable:				
Outside Creditors			383.81	
M-S Co., Chicago	6,664.65		6,162.[illegible]	
M. V. Co.	929.73		2,148.00	
S-W Co.	11,287.58		2,[illegible].12	
Acme Co.	[illegible].76	30,[illegible].75	[illegible]	12,136.07
Reserves:				
Taxes	[illegible]	384.08		28.04
Surplus Aug. 31, 1928	226,884.85		156,899.98	
Net Earnings for year 1928/1929	52,132.29	278,[illegible]	69,984.87	226,884.85
		296,610.29		239,083.36

Manuf 3324.53
Insur 3470
20 2761

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THE MARTIN-SENOUR COMPANY

LINCOLN BRANCH

COMPARATIVE TRADING AND PROFIT AND LOSS STATEMENT

As at August 31, 1930

	This Year		Last Year	
Gross Sales to Trade	[illegible]		460,070.[illegible]	
Less Freight, Returns and Overcharges	[illegible]		[illegible]	
Net Sales to Trade		[illegible],485.78		405,407.84
Cost of Sales		259,401.38		249,907.79
Percent to Net Sales		[illegible]%		61.[illegible]%
Gross Trading Profit		130,084.40		154,500.05
Percent to Net Sales		35.79%		38.31%
Selling Expense:				
Office & Warehouse Service	13,481.37		12,756.74	
Cleveland Direct	[illegible]		865.07	
Traveling Service & Expense	24,755.30		21,[illegible].94	
Advertising Used	17,041.26		15,758.75	
Lacquer Sales Promotion			1,[illegible]	
General Expense	8,[illegible]		9,[illegible]	
Collection & Allowance	[illegible]		577.[illegible]	
Stationery	1,[illegible]		[illegible]	
Stamps	454.71		408.07	
Cartage	[illegible]		1,[illegible]	
Misc. Discount	[illegible]		7,[illegible]	
Suspense - Bad debts	307.[illegible]		345.18	
Administration	840.07		1,107.84	
Transportation	[illegible]		[illegible]	
Total Selling Expense		80,[illegible]		86,[illegible].85
Percent to Net Sales		[illegible]%		21.[illegible]%
Net Operating Profit		51,[illegible].87		68,209.20
Percent to Net Sales		13.13%		17.07%
Other Income:				
Interest Received	404.92		188.[illegible]	
Cash Discount	1,831.25		1,156.[illegible]	
Interest on Plant	[illegible]	[illegible]	77.44	1,389.[illegible]
		53,[illegible].70		70,298.58
Other Expenses:				
Depreciation on Plant	295.42	[illegible]	374.25	374.25
Final Net Profit		[illegible]		69,[illegible].57
Percent to Net Sales		13.48%		17.33%

776

38.31
35.79
2.52

SCHEDULE "A"

COST OF SALES

August 31, 19[illegible]

	This Year		Last Year	
Inventory Beginning of Year				
Factory Raw Material	14,[illegible]		14,207.80	
Manufactured Misc:				
M-S Co.	20,947.40		20,[illegible]	
S-W Co.	2,[illegible]		2,[illegible]	
M. V. Co.	7,118.14		9,487.45	
Unmanufactured Misc.	5,171.80		3,944.05	
Insecticides	1[illegible].57		118.87	
O. D. P. Lead	[illegible]		874.58	
Linseed Oil	[illegible]	51,186.80	46.87	46,455.95
		16,865.09		10307 60
		34 371.79		36148 35
Purchases During Year:				
Factory Raw Material	167,0[illegible].21		150,084.80	
Manufactured Misc:				
M-S Co.	15,178.80		21,664.88	
S-W Co.	11,578.74		13,990.[illegible]	
M. V. Co.	25,044.21		27,705.60	
Unmanufactured Misc.	10,0[illegible].57		9,160.95	
Insecticides	2[illegible].77		1,097.65	
O. D. P. Lead	1,[illegible]		2,[illegible]	
Linseed Oil	7,7[illegible].18	[illegible]	5,[illegible]	2[illegible]
		[illegible]		284,9[illegible]
Less:				
Inventory end of Year:				
Factory Raw Material	20,574.80		16,[illegible]	
Manufactured Misc:				
M-S Co.	21,124.56		20,947.40	
S-W Co.	4,590.78		2,600.00	
M. V. Co.	5,728.56		7,118.14	
Unmanufactured Misc.	2,564.55		5,171.80	
Insecticides	54.70		128.57	
O. D. P. Lead	217.61		283.80	
Linseed Oil		55,646.61	4.80	51,186.80
		[illegible]		2[illegible],758.13
Manufacturing Service & Expense		[illegible]		15,[illegible]
		260,4[illegible]		248,097.79

55646.61
20574.89
35071.72

238810.95
167076.71
71184.73
178986.[illegible]
250171.[illegible]

THE MARTIN-SENOUR COMPANY

STATEMENT OF INVENTORY

As at August 31, 1929

LINCOLN BRANCH

	This Year		Last Year	
Factory:				
Raw Material	14,395.40		11,694.56	
Mdse. Packages	2,277.18		2,493.29	
Packing Materials	1,562.02		307.38	
Labels	1,772.59	20,007.19	2,369.95	16,865.09
Sales Department:				
Manufactured Mdse.	31,254.88		30,754.14	
Unmanufactured Mdse.	3,564.53		3,171.88	
Insecticides	34.70		128.57	
O.D. P. Lead	217.61		263.20	
Linseed Oil		35,071.72	4.00	34,321.79
Advertising Stock		2,050.22		2,344.50
Stationery "		622.47		638.61
Drums & Crates		567.70		
Transportation		938.55		800.00
Total Inventory		59.257.85		54,969.99

OUTLINE OF PLANT ACCOUNT

	Bal.8/31/28	Add. during Year	Ded. During Year	Net Bal. 8/31/29	Rate of Dep.	Amt. of Dep.	Final Dep. Bal.
Machinery & Fixtures	1198.53	26.00		1224.53	5%	239.77	984.76
Underground Tanks	138.71			138.71	5%	27.73	110.98
Outside Tanks		1320.68		1320.68	5%	66.02	1254.66
Office Fixtures	446.00	76.63		522.63	5%	61.90	460.73
	1783.24	1423.31		3206.55		395.42	2811.13

R. B. L. Brushes

Purchases	Sales	Inventory
400.00	178.99	244.80

0007-SWP-000130096

Statement of Adv	59257.85
Prepaid Taxes	20.85
Representative Certif:	125.00
Sundry Securities	78.82
Fuel - coal	8.00
Treehouse [illegible]	138.57
[illegible] Acct.	2,811.31
	62,433.56

L. Reese

OCT 8 1929

125
138.81
263.51
14.60
78.11

THE MARTIN-SENOUR COMPANY

LINCOLN

Operating Statement - 1928 - 29

Raw Material		
Inv. 8/31/28 and Purchases	155,656.93	
Less Inventory 8/31/29	14,963.18	140,693.75
Misc. Packages		
Inv. 8/31/28 and Purchases	17,513.44	
Less Inv. 8/31/29	2,277.18	15,236.26
Packing Material		
Inv. 8/31/28 and Purchases	7,698.62	
Less Inv. 8/31/29	1,562.02	6,136.60
Labeling		
Inv. 8/31/28 and Purchases	3,022.39	
Less Inv. 8/31/29	1,772.59	1,249.80
Total General & Department Burden	15,670.08	15,670.08
		$178,986.49

Reconcilment with Trading Statement

Inventory Raw Material	16,865.09
Purchase of all Raw Materials	167,026.21
	183,891.30
Manufacturing Service & Expense	15,670.08
	199,561.38
Less Inventory all Raw Materials	20,574.89
	178,986.49

L. Reese
OCT 2 1929

L. Reese
OCT 19 1929

THE MARTIN-SENOUR COMPANY

LINCOLN BRANCH

TRADING STATEMENT ROGERS BRUSHING LACQUER

as at August 31, 1929

Gross Sales To Trade	12,963.09	
Less Frt. Returns & Allowances	3,106.41	
	9,856.68	
Net Sales		9,856.65
Cost of Sales		
Inv. Aug. 31, 1928	1,579.84	
Purchases during Year	3,190.20	
	4,770.04	
Less Inv. Aug. 31, 1929	1,078.01	3,692.03
Gross Trading Profit		6,164.62
% Gross Profit to Net Sales		62.5%

TRADING STATEMENT PROXOID

Gross Sales to trade	9,039.26	
Less Frt. Returns & Allow.	1,010.26	
Net Sales		8,029.00
Cost of sales		
Inv. Aug. 31, 1929	802.27	
Purchases during year	4,722.45	
	5,524.72	
Less Inv. Aug. 31, 1929	1,535.15	3,989.57
Gross Trading Profit		4,039.43
% Gross Profit to Net Sales		50.3%

House Correspondence

The MARTIN-SENOUR Co. LINCOLN, NEBR. 902 R Street

FOR Cleveland, Ohio.

DATE Oct. 10, 1929

MR. L. Reese

SUBJECT Final Closing Statements

ANSWERING LETTER OF Oct. 8

OCT 11 1929

Reese

We did not include our Factory Operating Statement with our regular closing statements, but sent same to you under date of Sept. 30th. Presume it has been misplaced, and are enclosing another copy.

The difference in General Expense between our Comparative Trading and Profit and Loss Statement and our Before Closing Abstract is $278.11, which is the General Expense Inventory and made up as follows:

Taxes	$14.60	Inv. Page 77 (Warehouse $14.60, Factory $6.25)
Coal (Heat)	6.50	Inv. Page 74, last item
Cleaning, etc.	9.05	Inv. Page 75
Representatives Outfits	125.00	Inv. Page 77
Packing Cases, etc.	122.96	Inv. Page 74 (Less last item on page)
	$ 278.11	

AHL/FS

By Miss A. Ludwig

0007-SWP-000130100

Cleveland Comptroller's

M-J Co. - Lincoln October 8, 1929.

Mrs. A. Ludwig Final Closing Statements

We do not have a copy of your Factory Operating Statement for August 31st. Apparently it was not included with your regular closing statements. Will you please mail us a copy by return mail, and it might be well to make a notation in your schedule for closing to include this with your reports.

Your Comparative Trading and Profit and Loss Statement shows a charge to General Expense for the year of $8,500.66. The before closing abstract shows $8,778.77, a difference of $278.11. This difference is inventory of sundry warehouse supplies. However, I do not seem to find a combination of figures on the inventory which makes up this total. Your statement of inventory does not show the total of warehouse sundries. Will you please write me by return mail?

Yours very truly,

H. J. DOUGLAS,

Dictated by Comptroller.

LR:CJR

0007-SWP-000130101