

COLLECTION and ALLOWANCE REPORT

All items amounting to \$5.00 or more are to be detailed on Form 27X46B and attached to this report.

DIVISION

Bureau of Census

August 1937

1937

DIVISION EXPENSE
(Only)

Key Year

Month

Year to Date

TOTAL

Attorney's Fees

1

TY

LY

14 77

12 1 48

Exchange

2

TY

LY

50 78

1 2 54

Damaged Goods

4

TY

LY

17 59

2 2 12

Washington Office

11

TY

LY

57 01

4 6 12

National Accounts

12

TY

LY

7 70

4 7 12

TOTAL

TY

LY

120 35

14 23 14

88 30

12 98 39

PERCENT TO SALES

TY

LY

TERRITORY EXPENSE

Collection

3

TY

LY

47 96

7 96 40

Traveling Expense

3

TY

LY

37 04

8 39 22

Adjustments of Complaints

5

TY

LY

60 47

4 6 87

Donations

6

TY

LY

76 87

4 25 27

Samples

7

TY

LY

12 7 51

4 8 11

Dealer Sales Service

8

TY

LY

75 46

3 6 57

Expense of Other Representatives
(Except Collection Trav. Exp.)

10

TY

LY

31 27

3 8 78

Sundries

14

TY

LY

53 79

3 7 84

TOTAL TERRITORY

TY

LY

37 46 81

15 52 51

23 29 28

19 22 29

PERCENT TO SALES

TY

LY

GRAND TOTAL

TY

LY

30 67 16

20 24 825

24 17 58

20 53 126

Percent to Sales

TY

LY

1 01

72

90

72

27X95 10-26 280- COLLECTION and ALLOWANCE REPORT

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DIVISION *General* *August 31* 193*7*

DIVISION EXPENSE (Only)

Key Year Month Year to Date

	TY		610
Attorney's Fees	1 LY		
	TY	14 33	239 57
Exchange	2 LY		
	TY		347
Damaged Goods	4 LY		
	TY		
Washington Office	11 LY		
	TY		61 91
National Accounts	12 LY		
	TY		
	LY		
	TY		
	LY		
	TY	14 33	311 52
TOTAL	LY		
	TY		
PERCENT TO SALES	LY		

TERRITORY EXPENSE

Collection	TY	410	700 15
Traveling Expense	3 LY		
	TY	21 78	21 78
Adjustments of Complaints	5 LY		
	TY	178 25	1561 25
Donations	6 LY		
	TY	67 59	709 47
Samples	7 LY		
	TY		
Dealer Sales Service	8 LY		
Expense of Other Representatives (Except Collection Trav. Exp.)	10 LY	470	31 52
	TY	247	468 8
Sundries	14 LY		
	TY		
	LY		
	TY		
	LY		
	TY	340 29	3588 84
TOTAL TERRITORY	LY		
	TY		
PERCENT TO SALES	LY		
	TY	354 62	3899 19
GRAND TOTAL	LY	746 34	3906 28
	TY	84	105
Percent to Sales	LY	206	27

COLLECTION and ALLOWANCE REPORT

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DIVISION *Central*

1951

DIVISION EXPENSE
(Only)

TOTAL

Key Year Month Year to Date

Attorney's Fees

1 LY

Exchange

2 LY

Damaged Goods

4 LY

Washington Office

11 LY

National Accounts

12 LY

TOTAL

PERCENT TO SALES

TERRITORY EXPENSE

Collection

TY

Traveling Expense

3 LY

Adjustments of Complaints

5 LY

Donations

6 LY

Samples

7 LY

Dealer Sales Service

8 LY

Expense of Other Representatives

TY

(Except Collection Trav. Exp.)

10 LY

Sundries

14 LY

TOTAL TERRITORY

PERCENT TO SALES

GRAND TOTAL

Percent to Sales

581

704.5

581

78.89

261

16

102.5

102.5

11.1

243.9

386

80

614

1924.92

670.04

700.32

24.11

1248.96

4.81

1.01

COLLECTION and ALLOWANCE REPORT

All items amounting to \$5.00 or more are to be detailed on Form TX26B and attached to this report.

DIVISION Franklin Aug 31 1967

DIVISION EXPENSE (Only)		Key	Year	Month	Year to Date
			TY	1967	7469
Attorney's Fees	1	LY			1362
		TY		100	213
Exchange	2	LY		55	425
		TY			135
Drugged Goods	4	LY			
		TY			
Washington Office	11	LY			
<i>Michael J. Indryk, Chicago</i>		TY			9760
National Accounts	12	LY			20519
		TY			
		LY			
		TY			
		LY			
		TY			
		LY			
		TY		2097	18077
TOTAL		LY		55	22306
		TY			
PERCENT TO SALES		LY			
TERRITORY EXPENSE					
Collection		TY			5335
Traveling Expense	3	LY		410	15345
		TY		5236	57197
Adjustments of Commissions	5	LY		15814	71722
		TY		1990	7513
Discount	6	LY		1388	11435
		TY		1892	30115
Supplies	7	LY		3843	42670
		TY			
Dealer Sales Service	8	LY			
Expense of Other Representatives		TY			
(Except Collection, Travel, Exp.)	10	LY		5992	26236
		TY		2850	37176
Supplies	14	LY			50298
		TY			
		LY			
		TY			
		LY			
		TY		11968	137136
TOTAL TERRITORY		LY		22452	223706
		TY			
PERCENT TO SALES		LY			
		TY		14065	155213
GRAND TOTAL		LY		22507	246012
		TY		56	49
Percent to Sales		LY		68	75

COLLECTION and ALLOWANCE REPORT

All items amounting to \$1.00 or more are to be detailed on Form 27X46B and attached to this report.

DIVISION San Antonio August 31, 1957

DIVISION EXPENSE (Only)	Key	Year	TOTAL	
			Month	Year to Date
		TY		17 19
Attorney's Fees	1	LY	9 22	66 56
		TY	1 50	9 25
Exchange	2	LY	1 00	16 15
		TY		
Damaged Goods	4	LY		
		TY		
Washington Office	11	LY		
<i>Special Indus. Deals</i>		TY		19 91
National Accounts	12	LY	7 20	2 00 82
		TY		
		LY		
		TY		
		LY		
		TY		
		LY		
		TY	1 50	46 25
TOTAL		LY	17 92	2 23 13
		TY		
PERCENT TO SALES		LY		
TERRITORY EXPENSE				
Collection		TY		13 1 43
Traveling Expense	3	LY		90 50
		TY	16 50	236 39
Adjustments of Commissions	5	LY	46 44	150 40
		TY	42 37	2 18 14
Discounts	6	LY	9 83	53 52
		TY	9 04	118 62
Samples	7	LY	8 44	72 22
		TY		
Dinner Sales Service	8	LY		
Expense of Other Representatives		TY		
(Gross Collection Terr. Exp.)	10	LY		33 10
		TY		45 20
Smaller	14	LY		9 46
		TY		
		LY		
		TY		
		LY		
		TY	67 91	749 78
TOTAL TERRITORY		LY	64 71	409 20
		TY		
PERCENT TO SALES		LY		
		TY	69 41	796 63
GRAND TOTAL		LY	82 63	622 23
		TY	39	42
Percent to Sales		LY	48	136

COLLECTION and ALLOWANCE REPORT

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DIVISION *Western* *August 31* 193*7*

DIVISION EXPENSE (Only)	Key	Year	TOTAL	
			Month	Year to Date
Attorney's Fees	1	TY	25	23 00
		LY	5 00	52 43
Exchange	2	TY	7 56	86 80
		LY	10 25	120 67
Damaged Goods	3	TY		
		LY		
Washington Office	11	TY		
<i>Special Money Order</i>		LY		
National Accounts	12	TY	57 01	123 77
		LY		
		TY		
		LY		
		TY		
		LY		
		TY		
		LY		
		TY	39 57	231 45
TOTAL		LY	13 63	171 68
		TY		
PERCENT TO SALES		LY		
TERRITORY EXPENSE				
Collection		TY	20 32	37 72
Traveling Expense	1	LY	18 07	45 95
		TY	72 80	537 47
Adjustments of Commissions	5	LY	179 33	555 67
		TY	51 82	389 77
Donations	6	LY	15 56	104 06
		TY	73 03	382 63
Supplies	7	LY	24 34	260 60
		TY		
Dealer Sales Service	8	LY		
Expense of Other Representatives		TY		
(Excess Collection Trav. Exp.)	10	LY		14 85
		TY	267 50	688 46
Bad debts	14	LY	11 36	496 75
		TY		
		LY		
		TY		
<i>Hanover Glass Pl</i>		LY	19 17	224 84
		TY	484 94	2026 05
TOTAL TERRITORY		LY	267 77	1702 76
		TY		
PERCENT TO SALES		LY		
		TY	524 51	2257 50
GRAND TOTAL		LY	281 40	1874 44
		TY	1 01	56
Percent to Sales		LY	64	47

COLLECTION and ALLOWANCE REPORT

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DIVISION

Automotive

August 31

1969

TOTAL

DIVISION EXPENSE
(Only)

Key Year

Month

Year to Date

		TY		
Attorney's Fee	1	LY		
		TY		
Banknote	2	LY	<i>125</i>	<i>425</i>
		TY		<i>129</i>
Damaged Goods	4	LY		
		TY		
Washington Office	11	LY		
		TY		
National Accounts	12	LY		
		TY		
		LY		
		TY		
		LY		
		TY		
		LY		
		TY		<i>129</i>
TOTAL		LY	<i>125</i>	<i>425</i>
		TY		
PERCENT TO SALES		LY		
		TY		
TERRITORY EXPENSE				
Collection		TY		<i>2807</i>
Traveling Expense	1	LY		
		TY	<i>73984</i>	<i>110514</i>
Adjustments of Commissions	1	LY	<i>9201</i>	<i>62592</i>
		TY	<i>12414</i>	<i>38597</i>
Donations	6	LY	<i>2292</i>	<i>9642</i>
		TY	<i>14068</i>	<i>128812</i>
Services	7	LY	<i>11169</i>	<i>70732</i>
		TY		
Dealer Sales Service	8	LY		
Expense of Other Representatives		TY		<i>21518</i>
(Except Collection Terr. Exp.)	10	LY		<i>39780</i>
		TY	<i>88</i>	<i>8406</i>
Services	14	LY	<i>2200</i>	<i>78547</i>
		TY		
		LY		
		TY		
		LY		
		TY	<i>50204</i>	<i>310657</i>
TOTAL, TERRITORY		LY	<i>71962</i>	<i>766723</i>
		TY		
PERCENT TO SALES		LY		
		TY	<i>50204</i>	<i>310781</i>
GRAND TOTAL		LY	<i>25087</i>	<i>766688</i>
		TY	<i>89</i>	<i>66</i>
Percent to Sales		LY	<i>65</i>	<i>75</i>

COLLECTION and ALLOWANCE REPORT

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DIVISION

Lebanon Industrial August 21 193*7*

TOTAL

DIVISION EXPENSE
(Only)

Key Year

Month

Year to Date

		TY		
Attorney's Fees	1	LY		
		TY		
Exchange	2	LY		
		TY		
Damaged Goods	4	LY		
		TY		
Washington Office	11	LY		
		TY		
National Accounts	12	LY		
		TY		
		LY		
		TY		
		LY		
		TY		
		LY		
TOTAL		LY		
		TY		
PERCENT TO SALES		LY		
		TY		
TERRITORY EXPENSE				
Collection		TY		34
Traveling Expense	3	LY		31
		TY		
Adjustments of Complaints	5	LY		1175
		TY		1175
Donations	6	LY	6160	7452
		TY	1175	1024
Samples	7	LY	2114	15817
		TY		
Dealer Sales Service	8	LY		
Expense of Other Representatives		TY	1886	22965
(Except Collection Trav. Exp.)	10	LY	1110	94584
		TY	1110	875
Sundries	14	LY	1000	12342
		TY		
		LY		
		TY		
		LY		
		TY	7148	83133
TOTAL TERRITORY		LY	10401	15640
		TY		
PERCENT TO SALES		LY		
		TY		
GRAND TOTAL		LY	7148	13833
		TY	10401	15640
		TY	222	85
Percent to Sales		LY	235	230

7-14-71 Martin - Danow Co. 77234 12-22 77M COLLECTION and ALLOWANCE REPORT

All items amounting to \$5.00 or more are to be detailed on Form 27E433 and attached to this report.

DIVISION Open Label and End Pnl August 31 1979

DIVISION EXPENSE (Only)	Key	Year	TOTAL	
			Month	Year to Date
Attorney's Fees	1	TY		
		LY		
Exchange	2	TY		
		LY		
Domestic Goods	4	TY		
		LY		
Washington Office	11	TY		
<i>Against Marketing Costs</i>		LY		
National Accounts	12	TY		29.50
		LY		
		TY		
		LY		
		TY		
		LY		
		TY		
		LY		
TOTAL		TY		29.50
		LY		
		TY		
PERCENT TO SALES		LY		
TERRITORY EXPENSE				
Collection		TY		
Traveling Expense	3	LY		
		TY		
Adjustments of Commission	5	LY		1.90
		TY		61.85
		TY	98.05	107.96
Discounts	6	LY		908.38
		TY	88	11.24
Samples	7	LY		18.85
		TY		
Dealer Sales Service	8	LY		
Expense of Other Representatives		TY	240	240
(Expense Collection Trav. Exp.)	10	LY		1.00
		TY		19.14
Stocking	14	LY		4.60
		TY		
		LY		
		TY		
		LY		
		TY	101.33	123.62
TOTAL TERRITORY		LY		994.78
		TY		
PERCENT TO SALES		LY		
		TY	101.33	123.62
GRAND TOTAL		LY		994.78
		TY	26	11
Percent to Sales		LY		88

Mr. Martin, President COLLECTION and ALLOWANCE REPORT

27X96 10-34 28p.

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DIVISION San Jose Great August 2 1937

DIVISION EXPENSE (Only)

Key Year

Month

Year to Date

TOTAL

		TY		750
Attorney's Fee	1	LY		210
		TY		
Exchange	2	LY		35
		TY	1759	21780
Damaged Goods	4	LY	1463	5327
		TY		
Washington Office	11	LY		
		TY		
National Accounts	12	LY		
		TY		
		LY		
		TY		
		LY		
		TY	1759	21780
TOTAL		LY	1463	5327
		TY		
PERCENT TO SALES		LY		

TERRITORY EXPENSE

Collection		TY	2057	3777
Traveling Expense	3	LY	873	7269
		TY	1571	62458
Adjustments of Complaints	5	LY	8202	64818
		TY	1845	1495
Donations	6	LY	1055	2455
		TY	2182	26929
Samples	7	LY	1382	20354
		TY		
Dealer Sales Service	8	LY		
Expense of Other Representatives		TY	5000	71047
(Except Collection Trav. Exp.)	10	LY	28165	211042
		TY		5939
Sundries	14	LY	2022	9034
		TY		
		LY		
		TY		
		LY		
		TY	10075	15604
TOTAL TERRITORY		LY	39741	31942
		TY		
PERCENT TO SALES		LY		
		TY	14764	207582
GRAND TOTAL		LY	41354	321512
		TY	82	129
Percent to Sales		LY	252	102