General Expense — Warehouse

CAPTIONS	Acc't. Key	Rochester Month This Year	Rochester Month Last Year	Rochester Year to Date This Year	Rochester Year to Date Last Year	Buffalo Month This Year	Buffalo Month Last Year	Buffalo Year to Date This Year	Buffalo Year to Date Last Year	Lincoln Month This Year	Lincoln Month Last Year	Lincoln Year to Date This Year	Lincoln Year to Date Last Year	Bu Month This Year	Bu Month Last Ye
Main Warehouse Lease	15	44 00	244 00	528 00	3645 00					275 00	192 00	3026 00	2304 00	186 80	280
Storage	16														
urance—Our Stock	17	4 08	33 25	48 34	521 27	1 69		2 81		13 28	Cr. 59 29	549 66	536 94	Cr. 70 38	105
ce—All Other	18														
en's Compensation	19	4 50	2 40	13 53	103 07					8 19	3 08	56 67	39 71	Cr. 10 66	11
	20			713 79	823 69					83 37	Cr. 1 20	466 25	360 40	196 39	52
														179 45	
ng	21														
and Donations	22			5 00	60 01							78 12	115 00	9 00	1
ees Welfare	23											21 00			
nd Light	24		7 15		153 33					10 82	28 63	153 62	169 39	86 89	52
	25				99 72							133 25	110 00		
ms	26	16 16	25 55	65 50	244 07	1 00		1 00		29 77	14 40	162 37	182 58	54 16	24
ne—Regular	27	25	50	7 40	279 54	18 00		18 00		10 25	20 50	122 45	120 00	60 76	52
ne—Long Distance	28	14 50	21 45	98 45	255 22			4 20		11 90	27 15	130 20	101 82	29 70	30
ar Fares	29													1 90	4
g, Etc.	30		9 20		147 32					10 28	25 75	201 48	176 30	59 55	47
	31		216 91		1298 22					1 00	8 50	38 32	30 94	30 15	Cr. 8
—Night Work	32				12 75							10 00		10 00	5
on C.F. and Error Shipmts.	33				2 46					96		1 88			
age	34														
—Inbound and Outbound	35				15 46							86			4
Cases, Paper, Etc.	36		318 29	44 95	428 59	4 50		4 50		69 44	48 64	964 61	513 38	256 11	Cr. 33
aste Paper & Empty Bbls. Sold	37												(3 40 53)	Pack Material	
	38														
Housing	39			3 81											
ial Tax	40	2 40		4 08						3 99		5 11		10 15	
l Gen. Expense—Whse.		85 89	878 67	1563 84	8086 37	25 19		30 51		115 30	308 16	6121 85	5160 46	1089 97	331
													4839 91		

Tonnage — Outgoing Tons

Tonnage — Incoming Tons

GRAND TOTAL TONNAGE HANDLED Tons

GRAND TOTAL ORDERS SHIPPED (Sales Slips Shipped plus DDs)

OFFICE AND WAREHOUSE OPERATING REPORT

The Martin Senour Co

O. & W. SERVICE — Sept. 1, 193 1, to August 31 193 2

CAPTIONS		Dallas (~~GRAND TOTAL~~) Month This Year	Month Last Year	Year to Date This Year	Year to Date Last Year	Buffalo Month This Year	Month Last Year	Year to Date This Year	Year to Date Last Year	Lincoln Month This Year	Month Last Year	Year to Date This Year	Year to Date Last Year	Brooklyn Month This Year	Month Last Year	Year to Date This Year	Year to Date Last Year
GENERAL	Regular									25 00	40 500	1032 25	4910 00	90 00	181 69	1181 30	2970 83
	Temporary											32 00					
	% to Sales																
	No. of Employees										3			1	1		
SALES	Regular									150 00		1956 00		186 00	119 70	2439 50	2018 49
	Temporary																
	% to Sales																
	No. of Employees																
ENTERING AND BILLING	Regular	81 40		460 68						115 00	75 00	1172 10	900 00	199 50	308 34	2873 04	4289 49
	Temporary																
	% to Sales																
	No. of Employees									1	1			1½	2		
ACCOUNTING	Regular									250 00	150 00	3052 00	1800 00	374 50	1083 76	5097 50	5131 81
	Temporary																
	% to Sales																
	No. of Employees									1	1			1½	2		
SHIPPING AND STOCKKEEPING	Regular	444 65	743 00	1355 08	1798 02	45 41			6 09	193 01	724 49	2441 40	2489 49	194 67	786 82	4726 30	9507 92
	Temporary				100 01											50 77	
	% to Sales																
	No. of Employees									1	3			3	3		
Factory Packing (At Factory Locations Only)																	
Sales Development																	
Grand Total Service		304 05	743 00	1817 76	1898 03	45 41			6 09	733 01	854 49	9685 75	10097 49	1044 67	1975 97	16368 41	23868 39
Per Cent to Sales																	
Total Number of Employees										4	8			8	9		

GENERAL EXPENSE — SALES DIVISION

Commercial Agencies	1			74 00	30 00			1000			56 82	126 71	360		754 69	137 63
*Legal Expenses (Exc. Collections)	2															10 50
*Special Fares	3				743 95						369 14		31 70		391 74	676 89
Representatives Outfits—(Regular)	4	7 41	69 14	591 17	330 56				187 4	79 75	1060 81	179 75	15 67	490 44	2018 88	688 92
Representatives Outfits—(Brush)	5															
Periodicals and Directories	6			3 00	5 00						3 00	6 00			23 00	23 00
Leaks and Repairs to Stock	7	77 98	349 70	505 09	809 47	8 59		8 71	8 56		113 04	63 69	141 77	59 68	362 83	368 36
*Conventions and Meetings (Our Own)	8		29 58	30 78	43 98			1 98	67 55	80 71	509 59	271 00		116 72	843 18	500 30
*Conventions and Meetings (Others)	9				350 55	60 32		60 32			167 00	266 23			502 65	1438 35
*Association Dues	10				137 15					10 00	40 00	178 00			235 00	56 00
Painter Development	11															
*Sundries	12	1 50	10 00	45 41	759 60					47 01	172 08	367 47	11 15	40 21	158 94	193 33
Sales Control	13	1 83	215 00	19 12	313 55				6 79		64 04		50 00	56 00	568 53	1672 57
Prize Money	14				138 50					87 10	22 00	336 68		1 75	2 50	400 75
Total Gen. Exp.—Sales Division		88 72	443 42	1218 57	3662 31	68 91		81 01	101 64	304 57	2577 52	1795 53	253 89	764 85	5861 94	6670 10
Total Gen. Exp.—Warehouse		85 89	878 67	1563 84	8086 72	25 19		30 51	1153 30	308 16	6121 85	5160 44	1089 97	331 35	9485 15	10693 62
Grand Total General Expense		174 61	1322 09	2782 41	11749 03	94 10		111 52	1254 94	612 73	8699 37	6955 97	1343 86	1096 20	15347 09	17362 72
Per Cent to Sales																

All Captions marked * are to be detailed in their entirety on [illegible] and attached to this report.

0007 SWP 000033378

The Wearer Form