H. O. 340—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 1935 BRANCH GREENSBORO

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries	4.4	3,300.00		
Dist. Sales Managers' Expense	1.4	1,030.30		
TOTAL	5.8	4,330.30		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses			1.3	803.81
Salesmen's Salaries	7.6	[illegible]	[illegible]	6,227.73
TOTAL	7.6	[illegible]	11.2	7,031.54
Advertising Materials Used	0.4	[illegible]		
ADVERTISING National			1.9	1,167.38
Advertising Regular	1.8	1,281.84		
TOTAL	2.2	1,595.96		
GENERAL EXPENSES				
Branch Auditing	0.1	100.11		19.60
Charities and Donations		5.00		5.00
Commercial Agencies	0.1	74.70	0.1	59.20
Employees Welfare				
Heat, Light and Power	0.3	198.69	0.3	170.84
Insurance	0.2	134.00	0.1	83.95
Janitors' Supplies	0.1	43.11		28.12
Parcel Post	0.1	60.55	0.1	51.00
Rent	2.7	2,054.81	1.8	1,200.00
Repairs N. O. S.	0.1	64.12	0.1	49.10
Salesmen's Outfits				
Store and Warehouse Supplies	0.1	55.21		.69
Sundry Expenses	0.1	64.03	0.1	39.69
Taxes Local	1.5	1,080.64	0.3	181.45
Telegrams	0.1	44.47	0.1	45.84
Telephone Long Distance	0.2	144.10	0.2	101.35
Telephone Regular	0.1	88.27	0.1	67.50
Warehouse Expense				
TOTAL	5.8	4,211.81	3.3	2,103.33
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		15.35		4.40
Policy Allowance		82.65		.50
Sample and Gratis		1.50		.47
TOTAL	0.1	99.50		5.37
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	379.15	0.4	282.09
STAMPS	0.5	378.84	0.4	282.02
CARTAGE EXPENSE				
Cartage Outside Service		23.47		
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	198.25	0.2	148.36
Repairs Cartage Equipment	0.2	173.96	0.1	94.14
Cartage Miscellaneous	0.5	355.64	0.6	568.12
TOTAL	1.0	751.32	0.9	580.62
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.4	325.04	0.7	431.61
SUSPENSE				
Bad and Doubtful Debts	0.5	382.46	0.3	173.12
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		2.69		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	2.1	1,566.47	1.7	1,063.51
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.7	1,050.38
Branch Directs Distribution				
TOTAL	2.1	1,566.47	3.4	2,113.89
TRANSPORTATION				
GRAND TOTAL EXPENSES	26.5	19,644.29	22.5	14,150.97

N14174
0007 SWP 000032342

B. O. 245—8-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 36 BRANCH GREENSBORO

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		13,654						11,170						1
2	Charge Sales		40,565						25,279						2
3	D. T. Trivette	D & A	12,676						26,293	680	2,100	804		3,583 82	3
4	I. C. Hodgin	D & B			1,313			1,312 50			1,200			1,200 00	4
5	Harry Mitchell	D & C			1,027			1,027 20			880			880 00	5
6	Mrs. Trivette	D & D			778			777 99			619			618 85	6
7	Norman Thomas	D & E			625			624 75			221			221 46	7
8	Extra Labor				124			123 95			527			527 27	8
9	R. D. Golding	D & H	7,201		1,449			1,449 00							9
10	S. C. Jordon	D & F			224			223 60							10
11	P. C. Walters	D & G			63			63 29							11
12	Mrs. J. E. Tillman	D & J			18			18 34							12
13															13
14															14
15															15
16															16
17															17
18															18
19															19
20															20
21															21
22															22
23															23
24															24
25															25
26															26
27															27
28															28
29															29
30															30
31	TOTAL		74,097		5,621		7.6	5,620 12	62,742	680	5,547	804	11.2	7,031 54	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR		WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

0007 SWP 000032343

FORM H. O. 5118-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATION

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH GREENSBORO

Greensboro NAME / TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	D. T. TRIVETTE A		E. D. GOLDING H		NO.
Glass	10	572	495			366	326	93	103	247		10
Paint	11	38,944	39,027			24,934	18,388	8,356	[illegible]	1,654		11
Brushes	16	1,951	1,105			1,329	548	493	[illegible]	129		16
Lead, Oil, Tints (Not Our Mfg.)	17	9,361	5,486			6,441	2,378	1,804	[illegible]	[illegible]		17
Misc. Jobbing Goods (R. O. S.)	18	2,643	2,342			2,065	1,247	459	[illegible]	119		18
Wallpaper	21	8,944	4,986			6,705	3,482	2,002	[illegible]	436		21
Art	25	754	433			677	361	71	75	4		25
[illegible]	30	50	19			50	18					30
[illegible]	31											31
Cash Sales		14,196	11,556	14,196	11,556							
GROSS SALES		77,493	65,449	14,196	11,556	42,567	26,608	13,283	27,[illegible]	2,36[illegible]		
Freight	40	40	12			142	79	109	[illegible]	8		40
Merchandise Returned	41	2,608	2,040	530	374	1,795	1,290	160	376	123		41
Invoice Corrections	42	748	679	12	12	349	158	343	579	65		42
TOTAL DEDUCTIONS		3,316	2,707	542	386	2,002	1,369	612	955	160		
TOTAL NET SALES		74,097	62,742	13,654	11,170	40,565	25,279	12,676	26,293	7,201		

0007 SWP 000032344