

THE MARTIN-SMITH COMPANY

NORTH CENTRAL

COST OF SALES - JULY 1939

	NORTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF NORTH CENTRAL SALES
Monarch	7317 05	2.752	2658.81	1.486	3950 99
Glostone	1293 05	2.674	479.97	1.207	579 32
Neutone	1382 15	1.784	774.75	1.030	797 99
Floor & Porch Enamel	2580 42	2.758	935.63	1.255	1174 22
Kaler-Brite	1932 74	3.908	443.38	1.668	739 56
Tough Coat	1663 15	1.661	1001.29	1.003	1004 29
Red School House	615 55	1.324	464.92	.790	367 29
Wagon & Tractor	121 70	3.083	39.47	1.219	48 11
Pigmented Sealer	339 96	1.717	198.00	1.057	209 29
Unassigned Liquids	3577 33	1.727	2067.01	.970	2006 94
Misc. Specialties	1529 67	2.153	710.48	1.127	800 71
Wood Var	247 78	3.295	75.20	1.046	78 66
Varnishes	2339 43	2.485	941.42	1.003	944 24
S Q Enamel	74 19	3.326	28.53	1.372	39 81
Colors in Oil	467 60	4.533	102.70	2.757	282 53
Coal Tar Products	2776 62	.445	623.87	.2832	176 68
Stains	322 83	1.663	194.13	.611	118 61
Interior Glass	199 54	2.620	76.16	1.294	98 55
Kaleo-Tone	347 66	.575	678.95	.256	173 81
Waxes & Polishes	103 87	2.442	42.23	1.152	48 99
Monarch Primer	779 58	2.545	306.32	1.353	414 45
E.B.L. & Ind. Lacquer	122 62	4.582	26.76	1.428	38 21
TOTAL	27458 25				14092 75
Consignment					
TOTAL	271 59 25				1499 275
Discount					
TOTAL	239 18 86				14092 75
Painters Finishes	2765 99	1.467	1885.47	1.119	2109 84
Ind. & Maintenance		2.243		1.152	
Brushes	201 38				172 74
TOTAL	26681 23				16375 33
Putty	586 76	.747	785.49	.539	415 52
Unaff. Sundries	182 16	1.537	118.52	1.164	137 96
100% Lead	1837 05	3.444	533.41	2.711	1446 07
Linseed Oil	20 71				18 71
Closures	12 50				18 00
TOTAL GROSS SALES	29319 99		34664 45		18411 59
Freight	734 66	6398 79			351 82
Overcharges	318 46	2452 94			1805 97
Ret. Goods	6028 4	5526 18	14377 91		6505
NET SALES	27664 03		332263 54		17404 72
LESS COST OF SALES	17404 72		205306 31		
GROSS PROFIT	10259 31		126957 23		
% GROSS PROFIT	37.07%		38.21%		

THE MARTIN-SMITH COMPANY

CHICAGO COUNTRY

COST OF SALES - JULY 1952

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF CHICAGO COUNTRY SALES
Monarch	15320 01	2.747	5577.00	1.486	828742
Glestone	2770 01	2.689	1111.94	1.307	134211
Neutone	3621 30	1.779	1696.51	1.030	174926
Floor & Porch Enamel	4004 80	2.753	1454.70	1.255	182565
Kolor-Write	2753 31	3.903	731.06	1.668	121941
Tough Coat	2195 95	1.771	1237.95	1.003	124367
Red School House	1301 84	1.319	987.00	.770	77973
Wagon & Tractor	305 41	3.078	99.22	1.219	12095
Pigmented Sealer	1077 63	1.712	629.49	1.057	66537
Unassigned Liquids	3277 90	1.724	1901.33	.970	1844.27
Misc. Specialties	2577 93	2.148	1186.19	1.127	133684
Wood Var	140 82	3.290	133.99	1.046	140.15
Varnishes	1636 01	2.480	659.68	1.003	66166
S Q Enamel	355 56	3.321	107.06	1.378	147.53
Colors in Oil	674 15	4.548	152.63	2.251	419.89
Coal Tar Products	773 95	.440	1758.98	.2832	498.14
Stains	257 96	1.653	155.46	.611	94.99
Interior Gloss	136 02	2.615	52.02	1.294	67.31
Kalse-Tone	256 33	.510	502.61	.256	128.67
Waxes & Polishes	120 37	2.437	49.39	1.152	56.90
Monarch Primer	3900 22	2.540	1535.52	1.353	207756
R.S.L. & Ind. Lacquer	102 89	4.577	22.48	1.428	3210
TOTAL	7757022				2473960
Consignment	10397 11				537610
TOTAL	5796733				3013570
Discount	1139434				
TOTAL	4657299				3013570
Painters Finishes	1310 96	1.696	770.66	1.119	85475
Ind. & Maintenance	106 00	2.243	47.26	1.152	5444
Brushes	452 46				37871
TOTAL	4785241				3145360
Putty	433 18	.780	555.36	.529	29377
Unmfd. Sundries	313 11	1.537	203.72	1.164	23713
100% Lead	28 50	3.444	8.28	2.711	2245
Linseed Oil	32 00				2880
Closures					
TOTAL GROSS SALES	4865920		46958104		3203577
Freight	225065	1705249			17381
Overcharges	24842	247471			3186188
Ret. Goods	26411	769498	2722218	due to factory Edwards	87823
NET SALES	4587602		44235886		3076365
LESS COST OF SALES	3096365		28774433		
GROSS PROFIT	1491237		15461453		
% GROSS PROFIT	32.54%		34.91%		

THE MARTIN-SENGOUR COMPANY

SOUTH CENTRAL

COST OF SALES - JULY 1939

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST.	COST OF SOUTH CENTRAL SALES
Monarch	1143.28	2.845	401.86	1.426	577.16
Plastone	1018.2	2.787	36.53	1.207	44.09
Neutone	696.33	1.877	370.98	1.030	382.11
Floor & Porch Enamel	973.97	2.851	166.25	1.255	208.64
Kolor-Brite	355.75	4.001	88.92	1.668	148.32
Tough Coat	297.57	1.869	159.21	1.003	159.69
Red School House	23.25	1.417	16.41	.790	12.96
Wagon & Tractor	93.25	3.176	29.36	1.219	35.79
Pigmented Sealer	57.68	1.810	31.54	1.057	33.34
Unassigned Liquids	686.56	1.822	376.82	.970	365.52
Misc. Specialties	216.66	2.246	96.46	1.127	108.71
Wood Var	46.46	3.328	13.71	1.046	14.34
Varnishes	148.99	2.578	57.79	1.003	57.96
S & Q Enamel	68.92	3.419	20.16	1.378	27.78
Colors in Oil	10.66	4.646	2.28	2.751	6.27
Coal Tar Products	111.90	.538	207.62	.2832	58.80
Stains	21.90	1.752	12.36	.611	7.55
Interior Gloss	-	2.713	-	1.294	-
Kalco-Tone	75.20	.608	123.68	.256	31.66
Waxes & Polishes	4.60	2.535	3.79	1.152	4.37
Monarch Primer	452.84	2.638	171.66	1.353	232.26
R.B.L. & Ind. Lacquer	-	-	-	1.428	-
TOTAL	589.159	-	-	-	2537.32
Consignment	989.145	-	-	-	4505.16
TOTAL	1478.304	-	-	-	7042.48
Discount	-	-	-	-	-
TOTAL	11208.82	-	-	-	7042.48
Painters' Finishes	-	1.771	-	1.117	-
Ind. & Maintenance	-	2.243	-	1.152	-
Brushes	-	-	-	-	-
TOTAL	11208.82	-	-	-	7042.48
Putty	132	.728	5.93	.529	3.14
Unmfd. Sundries	61.08	1.537	39.74	1.164	46.26
100% Lead	77	3.544	.22	2.711	60
Linseed Oil	-	-	-	-	-
Closures	-	-	-	-	-
TOTAL GROSS SALES	11274.99	-	115642.80	-	7092.48
Freight	755.20	951.301	-	-	226.00
Overcharges	15.40	525.74	-	-	686.46
Ret. Goods	-	69.77	10108.52	-	-
NET SALES	10504.39	-	105534.28	-	-
LESS COST OF SALES	6866.46	-	71597.69	-	-
GROSS PROFIT	3637.93	-	33936.59	-	-
% GROSS PROFIT	34.63%	-	32.16%	-	-

THE MARTIN-RENOUR COMPANY

BOSTON

COST OF SALES - JULY 1939

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF BOSTON SALES
Monarch	7433 71	2.748	2705 21	1.486	401977
Glostone	1064 00	2.670	395 54	1.207	47742
Reutone	511 57	1.780	287 57	1.130	29599
Floor & Porch Enamel	2037 24	2.754	739 74	1.255	928 37
Kolor-Brite	1344 57	3.904	344 40	1.663	57446
Tough Coat	747 21	1.771	534 64	1.003	536 44
Red School House	120 02	1.320	90 72	.790	71 83
Wagon & Tractor	71 85	3.077	13 27	1.219	16 18
Pigmented Sealer	37 60	1.713	21 95	1.057	23 20
Unassigned Liquids	493 03	1.725	288 71	.970	280 05
Misc. Specialties	642 69	2.447	271 06	1.127	337 04
Wood Var	144 81	3.271	44 00	1.046	46 02
Varnishes	603 96	2.481	243 43	1.003	244 16
S Q Enamel	44 89	3.322	13 51	1.378	18 62
Colors in Oil	249 13	4.544	54 77	2.757	150 67
Coal Tar Products	177 01	.444	451 27	.2832	127 80
Stains	147 44	1.659	88 87	.611	54 30
Interior Gloss	255 03	2.616	97 47	1.294	126 15
Kalco-Tone	354 88	.511	674 48	.256	177 80
Waxes & Polishes	18 40	2.438	9 55	1.152	8 70
Monarch Primer	754 95	2.540	277 22	1.353	402 14
R.B.L. & Ind. Lacquer	23 17	4.528	5 07	1.428	72 4
TOTAL	17473 32				8924 52
Consignment					
TOTAL	17473 32				8924 52
Discount	1724 25				
TOTAL	15569 07				8924 52
Painters Finishes	512 25	1.699	301 50	1.117	337 38
Ind. & Maintenance	-	2.243	-	1.152	-
Brushes	115 43	-	-	-	96 61
TOTAL	16196 72				9358 51
Putty	37 20	.780	50 26	.529	26 59
Unmfd. Sundries	189 33	1.540	122 94	1.164	143 10
100% Lead	550 45	3.447	159 69	2.711	432 72
Lined Oil	4 50	-	-	-	4 05
Closures	-	-	-	-	-
TOTAL GROSS SALES	16980 25		178195 46		9965 17
Freight	486 86	4204 24			732 0
Overcharges	137 77	2797 1			987 97
Ret. Goods	124 73	7473 6	1073 53	5557 48	323 51
NET SALES	16230 89		172637 98		9568 46
LESS COST OF SALES	9568 46		101716 81		
GROSS PROFIT	6662 43		70921 17		
% GROSS PROFIT	41.05%		41.08%		

THE MARTIN- SENOUR COMPANY

BROOKLYN

COST OF SALES - JULY 1939

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF BROOKLYN SALES
Monarch	10657.63	2.700	3725.05	1.486	5535.42
Elestone	1133.67	2.521	447.67	1.207	542.78
Neatone	1822.73	1.770	1019.59	1.030	1048.94
Water & Porch Enamel	2527.62	2.764	915.20	1.255	1148.58
Kolor-Brite	1227.54	3.696	332.07	1.668	553.89
Tough Coat	1673.20	1.656	1110.38	1.003	1013.41
Red School House	1225.05	1.330	921.09	.790	727.66
Wagon & Tractor	23.26	3.027	7.7	1.217	9.22
Pigmented Sealer	155.26	1.723	91.11	1.057	95.25
Unassigned Liquids	1218.39	1.735	702.17	.970	681.10
Misc. Specialties	1198.15	2.157	554.95	1.127	625.43
Wood Var	305.76	3.234	94.61	1.046	98.96
Varnishes	526.47	2.471	211.52	1.003	212.15
S & Enamel	61.74	3.932	15.53	1.378	25.53
Colors in Oil	281.57	4.557	61.72	2.751	167.77
Coal Tar Products	176.66	.451	371.70	.2832	110.93
Stains	475.71	1.669	285.13	.611	174.21
Interior Gloss	298.18	2.626	113.55	1.274	146.93
Kalco-Tone	117.32	.521	225.18	.256	57.65
Waxes & Polishes	42.67	2.448	17.44	1.152	20.07
Monarch Primer	787.72	2.601	302.52	1.313	514.57
S.B.L. & Ind. Lacquer	11.55	4.558	2.55	1.428	3.64
TOTAL	25552.75				13516.13
Consignment					
TOTAL	25552.75				13516.13
Discount					
TOTAL	25552.75				13516.13
Painters' Finishes	512.43	1.458	372.04	1.117	416.31
Ind. & Maintenance	48.74	2.243	21.73	1.152	25.03
Brushes	121.6				
TOTAL	21314.47				13957.47
Putty	57.55	.752	76.53	.527	40.48
Unmfd. Sundries	46.17	1.550	29.79	1.164	34.68
100% Lead		3.457		2.711	
Linseed Oil					
Closeouts					
TOTAL GROSS SALES	21418.19		310379.60		140326.3
Freight	1174.73	14154.94			
Overcharges	10113	1041.58			
Ret. Goods	12737	4851.79	20048.31	20.46	
NET SALES	17995.26		290351.29		133288.3
LESS COST OF SALES	13328.83		170577.25		
GROSS PROFIT	6666.43		99774.04		
% GROSS PROFIT	33.34%		34.36%		

THE MARTIN-SMITH COMPANY

LINCOLN

COST OF SALES - JULY 1939

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF LINCOLN SALES
Monarch	905180	2.771	3259.56	1.486	484371
Glostone	267293	2.719	982.98	1.207	118646
Reutens	143913	1.809	785.54	1.030	81941
Floor & Porch Enamel	312147	2.783	1121.62	1.255	140763
Kolor-Brite	194928	3.933	495.11	1.668	82584
Tough Coat	158124	1.801	877.98	1.003	88061
Red School House	92482	1.349	685.56	.970	54159
Wagon & Tractor	30007	3.108	96.55	1.217	11769
Pigmented Sealer	43924	1.742	252.15	1.057	26652
Unassigned Liquids	167063	1.754	952.47	.970	92390
Misc. Specialties	102705	2.178	471.56	1.127	53145
Wood Var	32252	3.320	115.21	1.046	12051
Varnishes	151235	2.510	602.53	1.003	60434
S & Q Enamel	23577	3.351	70.36	1.378	9696
Colors in Oil	30775	4.578	67.22	2.751	18492
Coal Tar Products	11375	.470	371.38	.2832	11084
Stains	20846	1.688	123.50	.611	7546
Interior Gloss	15778	2.645	59.58	1.274	7710
Kalco-Tone	66612	.540	1234.11	.256	31593
Waxes & Polishes	9844	2.467	39.70	1.152	4596
Monarch Primer	134014	2.620	511.50	1.353	69206
W. L. & Ind. Lacquer	15141	4.601	34.15	1.422	4897
TOTAL	2942630				1471760
Consignment	32025				16011
TOTAL	2974655				1487771
Discount					
TOTAL	2974655				1487771
Painters Finishes	125558	1.720	727.99	1.119	81686
Ind. & Maintenance	—	2.243	—	1.152	—
Brushes	12574	—	—	—	10524
TOTAL	261601				1579997
Putty	15553	.764	203.04	.527	10741
Unmfd. Sundries	25243	1.537	170.26	1.164	22146
100% Lead	59640	3.444	173.17	2.711	46946
Linseed Oil	17210	—	—	—	14629
Glossants	384	—	—	—	576
TOTAL GROSS SALES	2938031		26137470		1675035
Freight	228577	15070.72			70
Overcharges	65062	370252			1667150
Ret. Goods	12888	484889	2384233		1746
NET SALES	2431504		23753237		1679682
LESS COST OF SALES	1619682		15308541		
GROSS PROFIT	811822		8444696		
% GROSS PROFIT	33.37%		36.01%		

THE MARTIN-SENOUR COMPANY

DALLAS

COST OF SALES - JULY 1939

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF DALLAS SALES
Monarch	366164	2.890	1267.00	1.486	188276
Glostone	101277	2.832	357.67	1.207	43173
Neutone	70841	1.922	368.58	1.050	37964
Floor & Porch Enamel	106776	2.896	367.67	1.255	46143
Kolor-Brite	77467	4.046	171.47	1.668	30837
Tough Coat	113522	1.914	593.48	1.002	59526
Red School House	12840	1.462	87.82	.790	6938
Wagon & Tractor	11316	3.221	3513	1.219	4282
Pigmented Sealer	15550	1.255	83.23	1.057	8861
Unassigned Liquids	225770	1.867	1207.27	.970	117277
Misc. Specialties	57919	2.291	26154	1.127	29476
Wood Var	23455	3.433	68.32	1.016	7146
Varnishes	118117	2.623	45031	1.003	45166
S - Enamel	47968	3.464	13848	1.378	19083
Colors in Oil	22821	4.691	4878	2.751	13419
Coal Tar Products	5731	.5425	10564	2.832	2992
Stains	39584	1.801	21977	.611	13429
Interior Gloss	5139	2.728	1912	1.274	2552
Kalco-Tone	31013	.63	58213	.256	14703
Waxes & Polishers	1924	2.580	3459	1.152	3985
Monarch Primer	99617	2.688	37082	1.353	50172
R.B.L. & Ind. Lacquer	315	4.720	.737	1.428	105
TOTAL	1571374				745727
Consignment					
TOTAL	1571374				745727
Discount					
TOTAL	1330670				745727
Painters Finishes	244500	1.685	145703	1.119	162370
Ind. & Maintenance	1920	2.243	83	1.152	1017
Brushes	2864				7417
TOTAL	1586014				916533
Putty	3267	.777	4176	.229	2220
Unmfd. Sundries	11577	1.537	12750	1.164	14841
100% Lead	3003	3.444	872	2.711	2364
Linseed Oil	100				90
Glosscuts					
TOTAL GROSS SALES	1611783		12695235		736048
Freight	26647	777409			17438
Overcharges	21867	240088			716610
Ret. Goods	33480	141974	275774	1315271	
NET SALES	1469789		11377964		
LESS COST OF SALES	716610		7476017		
GROSS PROFIT	553179		3883747		
% GROSS PROFIT	37647.		34137.		

THE MARTIN-SENOUE COMPANY

PACIFIC COAST

COST OF SALES - JULY 1939

	MONTH GROSS SALES	LIST PRICE	NO. GALLONS SOLD	AVERAGE COST	COST OF PACIFIC COAST SALES
Konarach	2056.36	2.846	722.54	1.486	1073.67
Glostone	889.38	2.788	319.00	1.207	385.03
Wautone	232.75	1.878	150.56	1.030	155.14
Floor & Porch Enamel	465.15	2.852	163.10	1.255	204.69
Kolor-Brite	549.69	4.002	137.35	1.668	229.10
Tough Coat	419.28	1.870	255.23	1.003	256.09
Red School House	21.60	1.418	15.23	.790	12.03
Wagon & Tractor	176.14	3.177	45.99	1.219	56.04
Pigmented Sealer	12.17	1.802	6.81	1.057	7.20
Unassigned Liquids	565.41	1.823	315.43	.979	301.12
Kiso. Specialties	257.22	2.347	128.05	1.629	144.31
Wood Var	77.34	3.389	26.07	1.046	27.79
Varnishes	438.49	2.579	174.02	1.003	170.53
S & Enamel & Under.	15.75	3.420	21.56	1.378	21.71
Colors in Oil	132.69	4.647	28.55	2.751	78.54
Coal Tar Products	26.92	.539	47.74	18.2	14.14
Stains	357.55	1.757	203.50	.611	124.34
Interior Gloss	-	2.715	-	1.294	-
Kalco-Tone	371.04	.609	609.26	.258	155.77
Waxes & Polishes	27.15	2.536	10.71	1.152	12.34
Konarach Primer	49.07	2.640	186.39	1.353	252.11
R.E.L. & Ind. Lacquer	43.21	4.676	9.24	1.428	13.28
TOTAL	7805.36				3702.57
Discount					
TOTAL	6645.67				3702.57
Brushes	124.29	-	-	-	104.03
Painters Finishes	2417.02	1.772	1409.72	1.119	1577.40
Ind. Maintenance	-	2.243	-	1.152	-
Marine Finishes	373.77	1.560 NET	299.60	1.114	266.71
Yacht Finishes	213.82	2.350 NET	90.99	1.874	172.52
TOTAL	9855.57				5821.45
Putty	20.26	.778	26.04	.529	13.78
Unmfd. Sundries	96.06	1.537	387.81	1.164	451.41
ICO. Lead	126.66	3.444	36.78	2.711	99.71
Linseed Oil	244.87	.860	284.93	.638	185.97
Glosscuts	9.71	-	-	-	12.00
TOTAL	10853.13				6591.04
Proxoid	3681.75	-	-	-	2478.66
Synthel Enamel	2348.66	-	-	-	1574.27
TOTAL	16893.74		17758323		1068239
Freight	40361	3906.03			25000
Overcharges	1152.85	1323.78			
Ret. Goods	396.51	1952.77	5484.03	22629.84	
NET SALES	14730.77		17475337		
COST OF SALES	10431.56		11359723		
GROSS PROFIT	4497.21		6135616		
% GROSS PROFIT	3013%		3507%		