

MONTH ENDING AUGUST 31st. 19 35 MONTHLY REPORT OF OPERATING EXPENSES BRANCH TOTAL DETROIT WHITE LEAD STORES

NAME	THIS YEAR		LAST YEAR		NAME	THIS YEAR		LAST YEAR	
	OPERATING EXPENSES	19 35	OPERATING EXPENSES	19 34		OPERATING EXPENSES	19 35	OPERATING EXPENSES	19 34
OFFICE AND WAREHOUSE SERVICE					TOTALS FORWARD				
Office Salaries	1.1	4,759.15	2.1	6,174.61	STATIONERY	0.7	2,054.83	0.6	1,765.37
Warehouse Salaries									
General Administration					STAMPS	0.5	2,008.90	0.5	1,497.00
Branch Factory Debt									
TOTAL	1.1	4,759.15	2.1	6,174.61	CARTAGE EXPENSE				
DETROIT DIRECT CHARGES					Cartage Outside Service				
Office Managers' Salaries	0.5	2,052.00			Cartage Distribution Account	0.1	527.23		78.93
Branch Sales Managers' Salaries	0.4	1,658.25			Cartage Salaries				
Dist. Sales Managers' Salaries	1.9	8,070.00			Depreciation	0.2	251.27	0.2	502.88
Dist. Sales Managers' Expense	0.6	2,504.91			Repairs Cartage Equipment	0.1	533.44	0.2	447.56
TOTAL	3.4	14,285.16			Cartage Miscellaneous	0.5	1,858.12	0.5	1,546.88
TRAVELING EXPENSE AND SERVICE					TOTAL	0.9	3,682.06	0.9	2,576.25
Salomon's Expenses	0.7	2,281.12	1.2	3,418.64	MERCHANDISE CASH DISCOUNT				
Salomon's Salaries	8.9	37,777.12	11.2	33,371.19	Cash Discount Allowed	0.4	1,558.67	0.4	1,044.28
TOTAL	9.6	40,058.24	12.4	36,789.83					
ADVERTISING MATERIALS USED					SURPLUS				
ADVERTISING MATERIALS	1.6	7,123.14	1.2	3,692.60	Bad and Doubtful Debts	0.1	441.76	0.5	1,605.37
Advertising Reported	1.8	7,767.04							
TOTAL	3.4	14,890.18			INTEREST ON PAST DUE ACCOUNTS				
GENERAL EXPENSES					Interest Miscellaneous		30.90		17.80
Branch Auditing	0.2	868.65	0.1	154.65					
Charities and Donations		78.16		96.03	SALES PROPORTION OF ADMIN.				
Commercial Agencies	0.2	821.86	0.2	648.50	Administration Dr. to Branches	3.5	14,549.60	3.3	9,807.50
Employees Welfare					Administration Distribution	0.8	3,279.70		
Insurance	0.5	2,003.01	0.5	1,525.25	Administration Dist. Miscellaneous				
Janitors' Supplies	0.1	450.60	0.1	232.53	Cleveland Directs				
Parcel Post	0.1	279.19	0.1	210.12	Branch Directs			1.3	3,710.09
Rent	3.1	12,481.12	2.9	8,656.75	Branch Directs Distribution			2.4	6,961.35
Repairs N. O. S.	0.2	810.60	0.1	426.69	TOTAL	2.7	11,269.81	2.2	6,556.24
Salomon's Outfits					TRANSPORTATION				
Store and Warehouse Supplies		172.89		125.02					
Stundry Expenses	0.1	402.73	0.1	373.94					
Taxes Local	1.0	3,752.26	0.5	1,420.61					
Telegrams		191.01	0.1	149.38					
Telephone Long Distance	0.1	595.37	0.1	386.91					
Telephone Regular	0.2	953.20	0.3	790.73					
Warehouse Expense									
TOTAL	6.1	25,227.14	5.4	16,041.29					
COLLECTIONS AND ALLOWANCES									
Legal Expense Collections		30.29	0.1	153.10					
Policy Allowance		98.79		64.91					
Sample and Grants		23.50		11.36					
TOTAL		152.58	0.1	229.37					
TOTALS FORWARD					GRAND TOTAL EXPENSES	27.1	113,909.47	26.3	77,954.43