

OCT 15 1921

DETROIT WHITE LEAD WORKS
SUPPLEMENTARY TRADING

August 31st, 1921

Sales:

Manufactured, Unmanufactured, Export and Insecticides	1,043,548.46
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Cost of Sales:

Manufactured and Export	669,345.75	
Unmanufactured	88,177.92	
Insecticides	93,294.05	
Total	850,807.72	
Factory Deficit transferred to Manufactured Merchandise	-40,279.48	891,067.20

Gross Profit % to Sales	152,461.36 14.6%
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Sales:

O.D.P. Lead	64,233.96
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Cost of Sales:

Gross Profit % to Sales	53,687.87 10,546.09 16.4%
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Sales:

Linseed Oil	233,620.32
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Cost of Sales:

Gross Deficit % to Sales	259,746.41 (26,126.09) 11.2%
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Total Gross Profit % of Profit	127,935.25 10.1%
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DETROIT WHITE LEAD WORKS

Cost of Sales

August 31st, 1921

Manufactured Merchandise

Balance as per preliminary balance sheet	810,865.53	
Add S-W Co. Manufactured Merchandise	105,766.98	
Add Export Merchandise	49,102.90	
Add Factory Idle Plant Deficit	40,279.48	1,006,004.89
Add Drum Adjustment		3,102.37
Add Abluent Royalty Adjustment		3.32
		1,009,110.58
Less Factory Operating Surplus		1,714.02
Total Manufactured Mize.		1,007,396.52 ✓
Less Inventory, August 31, 1921		237,771.29
Cost of Manufactured Sales		709,625.23

Unmanufactured Merchandise:

Balance as per preliminary balance sheet	92,243.45	
Less Inventory, August 31, 1921	4,065.53	
Cost of Unmanufactured Sales		88,177.92

Insecticides:

Balance as per preliminary balance sheet	142,668.51	
Less Inventory, August 31, 1921	49,384.46	
Cost of Insecticide Sales		93,284.05

O.D.P. Merchandise:

Balance as per preliminary balance sheet	58,463.93	
Less Inventory, August 31, 1921	4,776.06	
Cost of O. D. P. Sales		53,687.87

Linseed Oil Merchandise:

Balance as per preliminary balance sheet	259,795.50	
Less Inventory, August 31, 1921	49.09	
Cost of Linseed Oil Sales		259,746.41

Total cost of Merchandise Sales 1,204,521.48

DETROIT WHOLE LEAD WORKS

AFTER CLOSING

GENERAL LEDGER BALANCE

AUGUST 31st, 1922

ASSETS		LIABILITIES	
Buffalo Furniture & Fixture Account	312.97	Common Stock	100,000.00
Chicago	375.95	Preferred Stock	200,000.00
Minneapolis	72.25	Notes Payable	2,500.00
Kansas City	300.38	Adjustment Reserve Acct.	9,990.44
Atlanta	723.86	Accounts Payable S-W Co.	641,411.83
Atlanta Auto Account (Special)	356.58	Drums Outstanding	1,187.00
Manufactured Misc. Inventory	217,131.99		
S-W Co. Manufactured Misc. Invty.	41,695.64		
Unmanufactured Misc. Inventory	5,763.11		
Insecticide Mfd. Misc.	10,699.69		
ODP Lead Merchandise	11,573.60		
Linseed Oil	258.74		
Drum Merchandise	788.00		
Salvage	5,920.66		
Merchandise Package	3,279.18		
P&S Dept. Merchandise	68,079.88		
Ge. Ry. & Power Co. Meter Deposit	20.00		
Cash on Hand and in Bank	6,026.27		
Cash in hands of Salesmen	2,156.75		
Contingent Cash at Warehouses	258.62		
Stamp Stock Inventory	8.53		
Accounts Receivable	177,649.03		
Bills Receivable	27,422.42		
Trade Acceptances	3,620.02		
Acme Company Accounts Receivable	438.01		
E. W. Co.	6.17		
Prepaid Rent	600.00		
Transportation Expense Inventory	5,283.59		
Drum Cleaning Inventory	34.27		
Auto Insurance Prepaid Inventory	110.83		
Employees Loans	943.57		
Sundries	46.30		
Deficit for Current Fiscal Year	6,323.24		
Deficit Carried forward Sept. 1, 1922	356,799.97		
TOTAL	955,069.27		955,069.27

LOSS & GAIN ACCOUNT

DEBITS		CREDITS	
Depreciation on Plant Accounts	198.39	Net Revenue from Cottages	1,043.98
Loss on Disposal of Merchandise Packages	2,281.02	Interest on Past Due Accts.	686.77
Interest on Bills Payable	126.00	Interest on Plant	3,928.32
Interest on Open Account with S-W Co.	9,540.00	Cash Discount on Purchases	307.36
Miscellaneous Items	1,625.09	Transportation Claims Paid	933.43
Trading Loss	1,836.06	Surplus from P&S Operations	2,385.41
		Net Loss for Period	6,323.24
	15,606.56		15,606.56

COST OF SALES

AUGUST 31st, 1923

Manufactured Merchandise

Balance per Preliminary Balance Sheet	778,656.91	
Add S-W Co. Manufactured Merchandise	104,677.41	
Add Export Merchandise	3,066.21	
Add Abluent Royalty Adjustment	302.12	886,702.65

Less: Drum Adjustment		3,390.23
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Add: Salvage Merchandise		883,312.42
		8,655.18

Less: Inventory August 31st, 1923		891,987.60
		284,748.29

Cost of Manufactured Sales		627,219.31
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Unmanufactured Merchandise

Total Merchandise	14,419.76	
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Less: Inventory August 31st, 1923		5,762.11
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Cost of Unmanufactured Sales		8,657.65
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Insecticide Merchandise

Total Merchandise	63,915.90	
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Less: Inventory August 31st, 1923		10,699.69
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Cost of Insecticide Sales		52,216.21
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ODP Merchandise

Total Merchandise	47,870.27	
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Less: Inventory August 31st, 1923		11,573.60
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Cost of ODP Lead Sales		36,296.67
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Linseed Oil Merchandise

Total Merchandise	6,750.59	
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Less: Inventory August 31st, 1923		258.74
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Cost of Linseed Oil Sales		6,491.85
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TOTAL COST OF MERCHANDISE SALES		730,881.69
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TRADING STATEMENT

AUGUST 31st, 1923

	This Year	Last Year
Net Sales for year	1,126,208.77	1,084,909.30
Total Cost of Sales (Statement Attached)	730,881.69	769,152.71
Gross Profit % to Sales	355,327.08 35.1%	315,756.59 29.0%
<u>Sales Expense</u>		
Office and Warehouse Service	65,975.13	74,174.04
Traveling Expense and Service	124,170.12	170,565.64
Advertising Used	42,980.79	62,098.39
Collection & Allowance	2,808.69	3,023.76
General Expense	53,748.15	44,281.56
Stationery Used	3,948.87	5,269.89
Stamps Used	1,937.51	2,454.06
Cartage	10,107.31	11,497.75
Merchandise Discount	17,226.13	15,190.78
Suspense	8,953.96	12,590.98
Cleveland Direct	53,109.19	62,423.08
Commissions Paid	685.50	
Transportation	11,511.88	20,040.33
Total Sales Expense % to Sales	397,163.14 35.2%	483,720.25 44.5%
Net Loss on Trading % to Sales	1,836.06 0.16%	157,963.66 15.5%

SUPPLEMENTARY TRADING STATEMENT

Manufactured, Unmanufactured, Export
Insecticide, Salvage Sales

1,075,308.80

Cost of Sales

Manufactured, Export & Salvage

627,219.31

Unmanufactured

8,557.68

Insecticide

52,216.21

688,093.17

Gross Profit

% to Sales (Last Year 20.1%)

387,215.63
36.0%Oil Lead Sales

43,308.53

Cost of Sales

Gross Profit

35,296.67

% to Sales (Last Year 17.4%)

7,011.85
16.2%Linseed Oil Sales

7,591.45

Cost of Sales

6,491.85

Gross Profit

% to Sales (Last Year 4.7%)

1,099.60
14.5%

Grand Total Gross Profit

% to Sales (Last Year 29.0%)

395,327.08
35.1%

DEER TRADING STATEMENT

Liability 9-1-23

987.00

Gross Sales

11,973.00

12,960.00

Less Returns

12,125.50

Less Liability 8-31-23

834.50

1,187.00

352.50 Debit

Inventory 9-1-23

1,700.00

Credit for Year

4,654.73

2,954.73

Inventory 8-31-23

789.00

3,742.73 Credit

Surplus

3,390.23