DETROIT WHITE LEAD WORKS

COMPARATIVE TRADING ACCOUNT

August 31st, 1917

	This Year	Last Year
Net Sales for Year	1,076,343.36	1,020,408.50
Total Cost of Sales (See Detail Statement)	686,886.95	616,650.40
Gross Profit	* 389,456.41	* 403,758.10
Percent to Sales	36.2%	39.5%
SALES EXPENSE:		
Office and Store Service	27,546.87	23,693.10
Traveling Expense and Service	105,268.63	98,495.20
Advertising	21,248.82	15,441.59
General Expense	10,143.44	9,116.14
Collection & Allowance	898.20	1,214.64
Stationery	1,543.18	1,125.43
Stamps used	1,664.60	1,624.36
Cartage	6,776.66	6,452.90
Merchandise Discount	10,343.47	10,015.89
Suspense	645.36	4,409.98
Cleveland Direct	9,796.55	10,421.96
Buffalo Branch Expense	13,982.89	14,059.73
Chicago Branch Expense	25,895.08	19,698.90
Dallas Branch Expense	557.28	-
Kansas City Branch Expense	74.24	-
Minneapolis Branch Expense	Cr. (39.17)	-
Detroit Transportation	416.89	406.52
Total Sales Expense	236,761.66	217,248.35
Percent to Sales	22.0%	21.3%
NET PROFIT ON TRADING	152,694.75	186,509.75
PERCENT TO SALES	14.2%	18.2%

* Gross Profit

Manufactured, Unmanufactured & Insecticides	387,230.56	390,037.50
Special Unmanufactured (Raw Materials)	-	17,251.69
Profit on O. D. P.	2,225.85	-
Total	389,456.41	407,289.19
Less Loss on O. D. P.	-	3,531.09
Gross as above	389,456.41	403,758.10

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