

AUGUST 31, 1920.

DETROIT WHITE LEAD WORKS

ABSTRACT OF GENERAL LEDGER BALANCE

(After Closing)

August 31, 1920.

ASSETS

	This Year	Last Year	Increase	Decrease
Chicago Plant Account	492.88	547.64		54.76
Minneapolis Plant Account	345.12	-	345.12	
Buffalo Plant Account	412.71	187.70	225.01	
Atlanta Plant Account	169.36	-	169.36	
Kansas City Plant Account	96.51	-	96.51	
Manufactured Merchandise	223,252.54	210,472.34		
Sherwin-Williams Manufactured	51,467.10			
Unmanufactured Merchandise	8,584.80		118,761.56	
Insecticide Merchandise	17,205.79			
O.D.P. Lead	27,992.45			
Linseed Oil	721.22			
Drum Merchandise	6,964.00	543.50	7,507.50	
P. & S. Department	66,113.08	48,198.66	17,914.42	
Cash in Bank	5,897.39	20,267.62		14,370.23
Cash in Hands of Salesmen	6,331.09	4,056.49	2,274.60	
Stamp Stock	28.31	21.96	6.35	
Accounts Receivable	524,470.29	341,887.34	182,582.95	
Bills Receivable	27,443.10	754.77	26,688.33	
McLennan Paint Stock	500.00	500.00		
Detroit Varnish Stock	500.00	500.00		
Payroll Robbery Insurance	86.03		86.03	
Tax Suspense	4,723.22	4,222.86	500.36	
Employees Loan	1,727.71	925.02	802.69	
Sundries	101.25		101.25	
S-V Open Account	15,331.36	30,378.37		15,047.01
Prepaid Expense Items		712.10		712.10
Transportation		3,588.42		3,588.42
	990,967.31	667,764.79	323,202.52	33,772.52

LIABILITIES

Common Stock	100,000.00	100,000.00		
Preferred Stock	200,000.00	200,000.00		
Surplus	349,042.35	232,038.92	117,003.43	
Profit & Loss	309,782.61	117,003.43	192,779.18	
Bills Payable	3,500.00	3,500.00		
Accounts Payable Merchandise	24,654.25	13,182.44	11,471.81	
Drum Sales	3,879.00	2,040.00	1,839.00	
Effluent Royalty Account	109.10		109.10	

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SUPPLEMENTARY TRADING

August 31, 1920.

	This Year	Last Year
<u>Sales:</u>		
Manufactured, Unmanufactured Insecticides	2,158,308.83	1,480,851.41
<u>Cost of Sales:</u>		
Manufactured & Export	1,026,192.37	760,169.19
Unmanufactured	186,488.03	30,541.40
Insecticides	162,105.20	167,728.15
	<u>1,374,785.60</u>	<u>958,438.74</u>
Gross Profit % to Sales	783,523.23 36.3%	522,412.67 35.3%
<u>Sales:</u>		
O.D.P. Lead	80,491.62	30,636.31
<u>Cost of Sales:</u>	<u>61,024.54</u>	<u>27,157.39</u>
Gross Profit % to Sales	19,467.08 24.2%	3,478.92 11.4%
<u>Sales:</u>		
Linseed Oil	230,303.46	30,842.29
<u>Cost of Sales:</u>	<u>222,761.44</u>	<u>27,100.23</u>
Gross Profit % to Sales	7,542.02 3.3%	3,742.06 12.1%
<u>Sales:</u>		
Special Insecticide	78,031.76	
<u>Cost Of Sales:</u>	<u>66,585.78</u>	
Gross Profit % to Sales	11,445.98 14.6%	
Total Gross Profit % of Profit	821,978.31 32.3%	529,633.65 34.3%

DETROIT WHITE LEAD WORKS

COST OF SALES

August 31, 1920

Manufactured Merchandise:

Balance as per preliminary balance sheet	1,143,381.76	
Add S-W Co. Manufactured Mdse.	157,532.44	
Add Springfield Duster Mdse.	4,258.50	
		1,305,172.70
Less Drum Adjustment	4,207.47	
Abluent Royalty Adjustment	43.22	4,250.69
Total Manufactured Mdse.		1,300,922.01
Less Inventory August 31, 1920		274,729.64
Cost of Manufactured Sales		1,026,192.37

Unmanufactured Merchandise:

Balance as per preliminary Balance Sheet	195,072.83	
Less Inventory at August 31, 1920	8,584.80	
Cost of Unmanufactured Sales		186,488.03

Insecticides:

Balance as per preliminary balance sheet	179,310.99	
Less Inventory at August 31, 1920	17,205.79	
Cost of Insecticide Sales		162,105.20

O.D.P. Merchandise:

Balance as per preliminary balance sheet	89,016.99	
Less Inventory at August 31, 1920	27,992.45	
Cost of O.D.P. Sales		61,024.54

Linseed Oil Merchandise:

Balance as per preliminary balance sheet	223,482.66	
Less Inventory August 31, 1920	721.22	
Cost of Linseed Oil Sales		222,761.44

Special Insecticide Mdse. Account:

Balance as per preliminary balance sheet	66,585.78	
Less Inventory August 31, 1920		
Cost of Special Insecticide Mdse.		66,585.78

TOTAL COST OF MERCHANDISE SALES

1,725,157.36

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