R. G. 240—13-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH SAN ANGELO

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	1.4	195.71	1.4	375.58
Salesmen's Salaries	13.3	[illegible]	10.4	3,892.51
TOTAL	14.7	[illegible]	11.8	4,268.09
Advertising Materials Used	0.3	[illegible]		
ADVERTISING National			2.1	531.76
Advertising Regular	1.9	252.72		
TOTAL	1.6	456.46		
GENERAL EXPENSES				
Branch Auditing	0.2	43.34	0.1	25.00
Charities and Donations		12.00		12.00
Commercial Agencies	0.1	38.62	0.1	37.25
Employees Welfare				
Heat, Light and Power	0.3	100.83	0.4	102.00
Insurance	0.9	227.09	0.8	210.15
Janitors' Supplies	0.3	85.05	0.4	97.12
Parcel Post		1.50		.99
Rent	5.1	1,433.52	5.6	1,344.09
Repairs N. C. S.	0.1	37.76	0.2	48.50
Salesmen's Outfits				
Store and Warehouse Supplies	0.2	48.59	0.1	34.20
Sundry Expenses		13.77	0.2	43.63
Taxes Local	0.3	96.07	0.3	83.31
Telegrams	0.1	37.25	0.1	21.43
Telephone Long Distance	0.1	14.50		9.65
Telephone Regular	0.3	87.00	0.3	87.00
Warehouse Expense				
TOTAL	8.0	2,276.89	8.6	2,156.32
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		5.90		
Policy Allowance			0.1	22.50
Sample and Gratis				
TOTAL		5.90	0.1	22.50
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST
TOTALS FORWARD			
STATIONERY	1.0	294.20	0.4
STAMPS	0.6	169.23	0.5
CARTAGE EXPENSE			
Cartage Outside Service	0.1	21.45	0.1
Cartage Distribution Account			
Cartage Salaries			
Depreciation			
Repairs Cartage Equipment	0.3	95.84	0.4
Cartage Miscellaneous	0.7	203.01	0.9
TOTAL	1.1	320.30	1.4
MERCHANDISE CASH DISCOUNT			
Cash Discount Allowed	0.3	96.01	0.1
SUSPENSE			
Bad and Doubtful Debts	0.6	186.00	0.2
INTEREST ON PAST DUE ACCOUNTS			
Interest Miscellaneous		2.40	
SALES PROPORTION OF ADMIN.			
Administration Dr. to Branches	5.1	1,477.78	3.0
Administration Distribution			
Administration Dist. Miscellaneous			
Cleveland Directs			
Branch Directs			1.6
Branch Directs Distribution			
TOTAL	5.1	1,477.78	4.6
TRANSPORTATION			
GRAND TOTAL EXPENSES	33.0	9,526.54	34.8

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S. O. 343—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH SAN ANGELO

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		9,040						8,695						1
2	Charge Sales		19,839						16,644						2
3	J. A. Caldwell	L16A			1,824	396		2,219 71			1,824	376		2,199 58	3
4	P. J. Head	L16B			1,320			1,320 00			1,320			1,320 00	4
5	J. A. Caldwell Jr.	L16C			676			675 96			676			675 96	5
6	Extra Labor				31			30 50			72			72 55	6
7															7
8															8
9															9
10															10
11															11
12															12
13															13
14															14
15															15
16															16
17															17
18															18
19															19
20															20
21															21
22															22
23															23
24															24
25															25
26															26
27															27
28															28
29															29
30															30
31	TOTAL		28,880		3,851	396	14.7	4,246 17	25,339		3,892	376	16.5	4,268 09	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR		WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

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FORM C. O. 514 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATI

MONTH ENDING August 31st 19 35 BRANCH SAN A

San Angelo NAME / TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	T
Glass	10	5,478	5,202			5,478	5,202	
Paint	13	7,140	5,930			7,140	5,931	
Brushes	16	362	299			362	299	
Lead, Oil, Turps. (Not Our Mfg.)	17	1,401	1,275			1,401	1,275	
Misc. Jobbing Goods (N. O. S.)	18	1,861	1,442			1,861	1,442	
Wallpaper	21	3,602	2,257			3,602	2,257	
Art	25	737	657			737	657	
Contract Labor	30	691	406			691	406	
Contract P. And L.	31							
Cash Sales		9,243	8,866	9,243	8,866			
GROSS SALES		30,515	26,334	9,243	8,866	21,272	17,469	
Freight	60	15	13			15	13	
Merchandise Returned	61	1,311	833	201	165	1,109	668	
Invoice Corrections	62	309	149	2	6	309	144	
TOTAL DEDUCTIONS		1,635	995	203	171	1,433	825	
TOTAL—NET SALES		28,880	25,339	9,040	8,695	19,839	16,644	

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