

MONTH ENDING AUGUST 31st., 1935 MONTHLY REPORT OF OPERATING EXPENSES
BRANCH JACKSON

SHEET NO.

NAME	OPERATING EXPENSES		LAST YEAR		NAME	OPERATING EXPENSES		LAST YEAR
	THIS YEAR		THIS YEAR			THIS YEAR		
OFFICE AND WAREHOUSE SERVICE	5.3	1,792.50	5.7	1,740.00	TOTALS FORWARD			
Office Salaries					STATIONERY	0.6	199.98	0.6
Warehouse Salaries								
General Administration					STAMPS	0.4	142.35	0.5
Branch Factory Debt								
TOTAL	5.3	1,792.50	5.7	1,740.00	CARTAGE EXPENSE			
DETROIT DIRECT CHARGES					Cartage Outside Service	0.8	269.22	0.8
Office Managers' Salaries					Cartage Distribution Account			
Branch Sales Managers' Salaries					Cartage Salaries			
Dist. Sales Managers' Salaries					Depreciation			
Dist. Sales Managers' Expense					Repairs Cartage Equipment			
TOTAL					Cartage Miscellaneous			
TRAVELING EXPENSE AND SERVICE	1.2			413.00	TOTAL	0.8	269.22	0.8
Salesmen's Expenses	5.6			2,779.80				
Salesmen's Salaries					MERCHANDISE CASH DISCOUNT			
TOTAL	10.0			3,192.80	Cash Discount Allowed	0.4	141.84	0.5
ADVERTISING Materials Used	0.4			656.46				
ADVERTISING National	1.7	563.97	2.1		SURPRISE			
ADVERTISING REGULAR	3.1	1,063.59			Bad and Doubtful Debt	0.2	71.70	0.4
TOTAL	5.2	1,772.59						
GENERAL EXPENSES	0.2	60.37	0.2	64.56	INTEREST ON PAST DUE ACCOUNTS			
Branch Auditing				2.50	Interest Miscellaneous		1.39	
Charities and Donations		14.50						
Commercial Agencies	0.1	38.30	0.2	48.30	SALES PROPORTION OF ADMIN.			
Employees Welfare					Administration Dr. to Branches	0.6	199.11	1.7
Heat, Light and Power	0.9	312.54	1.1	352.91	Administration Distribution			
Insurance	0.2	52.52	0.2	46.10	Administration Dist. Miscellaneous			
Janitors' Supplies	0.1	38.88	0.1	43.91	Cleveland Directs			
Parcel Post	0.1	20.62	0.1	23.74	Branch Directs			
Rent	4.4	1,489.34	3.8	1,200.00	Branch Directs Distribution			
Repairs N. O. S.	0.1	43.30	0.6	187.00	TOTAL	0.6	199.11	1.3
Salesmen's Outfits			0.1	21.35	TRANSPORTATION			
Store and Warehouse Supplies	0.1	21.92	0.1	28.51				
Sundry Expenses	0.1	40.98	0.2	66.34				
Taxes Local	0.5	163.44	0.6	181.10				
Telegrams		6.24		8.09				
Telephone Long Distance	0.2	70.90	0.2	53.35				
Telephone Regular	0.3	84.91	0.3	77.62				
Warehouse Expense								
TOTAL	7.3	2,460.36	7.8	2,385.38				
COLLECTIONS AND ALLOWANCES								
Legal Expense Collections				3.69				
Policy Allowance		2.70		1.07				
Sample and Gifts								
TOTAL		2.70		4.76	GRAND TOTAL EXPENSES	30.8	10,447.52	26.8
TOTALS FORWARD								6.1

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

JACKSON
BRANCH

MONTH ENDING			AUGUST 1935			BRANCH			AUBURN				
			THIS YEAR			LAST YEAR							
NO.	SALESMEN	TERM.	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	SALES	BONUS	SALARY	EXPENSE	TOTAL SAL. & EXP.
1	Cash Sales		12,850						11,062				
2	Charles Solar		21,039						17,470				
3	J. W. Oberst	A 9 A			2,100	416		2,516 21		400	2,000	413	2,812 92
4	E. J. Urban	A 9 B			862			861 50			350		350 26
5	Extra Labor										30		30 00
6													
7													
8													
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30													
31	TOTAL		33,889		2,962	416	10.0	3,397 71	30,492	400	2,350	413	2,752 80

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

[illegible]

FORM 14, U. S. D. R.

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

MONTH ENDING August 31st

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BRANCH JACKSON

CLASSIFICATION	NAME TERR.	NO.	TOTAL		CASH		CHARGE		1930
			THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	
Jackson									
Glass		10	120	282			120	282	
Paint		11	17,085	13,826			17,086	13,825	
Brushes		16	477	316			477	316	
Lead, Oil, Turps. (Not Out Mfg.)		17	1,160	837			1,160	837	
Misc. Jobbing Goods (N. O. S.)		18	869	555			869	555	
Wallpaper		21	1,680	1,548			1,680	1,548	
Art		25	596	560			596	560	
Contract Labor		30	1	28			1	28	
Contract P. and L.		31							
Cash Sales			13,030	13,230	13,030	13,230			
GROSS SALES			35,018	31,182	13,030	13,230	21,989	17,951	
Freight		60	12		10		1		
Merchandise Returned		61	586	435	147	153	739	282	
Invoice Corrections		62	222	214	13	15	210	199	
TOTAL DEDUCTIONS			1,120	649	170	168	950	481	
TOTAL—NET SALES			33,898	30,533	12,860	13,062	21,039	17,470	

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