

CLASS		MONTH		YEAR TO DATE		PER CENTAGE TO SALES	
		This Year	Last Year	This Year	Last Year	This Yr.	Last Yr.
CLASSIFICATION							
A	Multigraph Letters	294	02		4560 06	2540 49	.19 .15
B	Mailing Cards				115 43	386 60	.01 .02
C	Booklets					598 10	.03 .03
D	Catalogues and Price Lists	99	83		2378 63	1268 17	.09 .07
E	Folders and Enclosing Slips	144	81		3495 50	1 29	.14 .07
F	Stamps	76	64	455 78	7508 13	4565 21	.31 .26
Total Direct Mailing Advertising		615	30	455 78	18057 75	9359 86	.74 .53
G	Glass and Wood Samples	557	20		10292 61	2189 77	.42 .12
H	Specialty Color Cards						
J	Miscellaneous				5 25	1008 69	.06 .06
Sales Campaign		589	18		589 18	902 98	.03 .05
Total Special Advertising		1126	38		10887 02	4101 44	.45 .23
J	Color Cards	1085	22	4000 00	23996 44	10730 46	.99 .61
K	Show Cards and Window Displays	192	38	4000 00	6160 03	5497 22	.25 .32
L	Special Store Advertising	139	50		2132 45	2864 78	.09 .16
M	Outside Advertising	328	68		2794 24	3907 43	.11 .22
N	Booklets and Circulars	46	25	2000 00	2741 62	5158 50	.11 .29
O	Miscellaneous	200	80	219 32	6569 78	3602 82	.27 .21
Total Dis'd Through Agents and Dealers		1992	83	10219 32	44394 56	31761 21	1.82 1.81
P	Bill Posting, Sign and Newspaper Adv.	24	00		1177 73	3 00	.05 .05
Q	Express and Freight	280	45		3373 09	1313 80	.14 .08
R	Insulating	82	63		3692 27	2591 74	.15 .15
S	Fielding Cases Sales Promotion	246	95		19618 66	2078 90	.81 .12
T	Commissions				177 51		
U	Destruction Stock	400	00		1174 33	307 75	.05 .02
National Advg.		802	11	33 00	3646 04	2021 16	.15 .11
Total Sundries		1836	14	33 00	32859 63	8316 35	1.35 .48
Grand Total		5570	65	9730 54	106198 96	53538 86	4.36 3.05
CLASSIFICATION							
Monarch Paint 100% Pure CSR 6		691	34	2000 00	15188 03	7377 94	.63 .42
Pullman, Everett and Home CSR 6A-11		42	03		1036 01	816 25	.04 .05
Sensour's Floor Paint CSR 8		341	51	2000 00	7993 87	4765 82	.33 .27
Wood-Var Stain CSR 10		208	51	2000 00	7844 01	3961 26	.32 .23
School House Paints CSR 12		45	83		1619 71	2217 35	.07 .13
Non-Tone CSR 25		286	38		6205 20	2617 01	.26 .15
Martin's Enamels CSR 26		90	05		972 14	202 13	.04 .01
Motor Car Finishes CSR 31-43		66	05		1674 90	1325 56	.06 .08
Insecticides CSR 38A-38Z		129	25	2219 32	4390 37	6277 80	.18 .36
Coal Tar Products CSR 39A-39Z		12	00		639 87	341 12	.02 .02
M. S. D.—SR & M Campaign							
Other Paints Includes Sales/		1450	90		13707 03	9273 58	.56 .53
Total Sundries		2206	80	485 78	44927 82	14363 04	1.85 .80
Grand Total		5570	65	9730 54	106198 96	53538 86	4.36 3.05
Less Pro Rata Charge to Line		1013	86		15307 63		.63 .63
Ledger Inventory Last Month Total		4556	79		81777 75		3.36 3.36
Amount Purchased							
Ledger Inventory This Month							

MONTHLY STATIONERY REPORT

OF SUPPLIES USED

THE MARTIN-SENOUR CO. OF ILL.

SEPT. 1st 1919 TO Aug. 31st., 19 20

CLASSIFICATION		MONTH		Year to Date	
LETTER-HEADS	THIS YR.	97	65	766	32
	LAST YR.			609	30
BILL-HEADS, STATEMENTS	THIS YR.	10	93	274	52
	LAST YR.			629	90
ENVELOPES	THIS YR.	64	99	668	45
	LAST YR.			655	58
POSTALS, PTG. ONLY	THIS YR.		94	5	17
	LAST YR.			451	88
SALESMEN'S STATIONERY	THIS YR.	183	79	1190	41
	LAST YR.			552	82
DRAFTS, CHECKS, RECEIPTS, ETC.	THIS YR.	20	10	170	00
	LAST YR.			60	35
ORDER FORMS, DUMMY SLIPS	THIS YR.	186	62	2099	00
	LAST YR.			283	59
REPORT BLANKS, MISCL. FORMS	THIS YR.	73	03	840	32
	LAST YR.			711	99
BOUND BOOKS	THIS YR.	4	75	219	04
	LAST YR.			61	76
TAGS, STICKERS, SHIPPING RECEIPTS	THIS YR.	8	10	95	28
	LAST YR.			21	91
INDEX AND LEDGER-CARDS	THIS YR.	51	62	886	68
	LAST YR.			145	88
RUBBER STAMPS	THIS YR.		58	47	45
	LAST YR.			6	31
MISC. SUPPLIES	THIS YR.	103	97	1104	45
	LAST YR.			602	66
FREIGHT AND EXPRESS	THIS YR.				
	LAST YR.				
DESTROYED STOCK	THIS YR.	68	00	213	75
	LAST YR.				
TO ADJUST INVENTORY (For Use at End of Year)	THIS YR.				
	LAST YR.				
TOTAL	THIS YR.	875	07	8580	84
	LAST YR.			4793	98

G. S. M.
OCT 19 1920

0007 SWP 000032250

G.P. 971
Hope you are going into the heavy Raw material stocks + consume they are greatly reduced since this report was written
Note the auto market
(5716)

C.W.B.
 3 AUG 1920
L.K.
 JUL 13 1920

RAW MATERIAL STOCKS
 FACTORIES & AUXILIARIES
 MAY 31/1920/1919/

	<u>1920</u>	<u>1919</u>
Cleveland Factory	654,324 X	356,714
Chicago "	453,137 X	237,852
Newark "	384,626	312,472
Detroit	209,347	181,794
Chicago Dry Color Factory	152,989 ✓	249,568
" Insecticide	41,174	9,885
Detroit Insecticide	38,183	60,637
Newark Dry Color	123,763	90,271
Cleveland Linseed Oil	479,280	405,041
" Lime Sulphur	66,054	20,755
Cleveland Tin Can	215,579 X	59,729
Chicago " "	35,087	11,777
" White Lead	683,397	498,937
Chemical Products	359,146	404,053
Lithophone	80,278	82,123
Chrome	9,996	39,408
Acetic Acid	26,754	17,660
Coal Tar	53,000	55,152
Ozark	430,121 X	351,248
Hemingway	197,277	-
San Francisco	<u>153,351</u>	<u>-</u>
	4,846,863	3,435,076

M. Schröder

WEEKLY SALES REPORT

WEEKLY SALES REPORT

DYE, CHEMICAL AND COLOR DEPT.

GENL. ACCTG. DEPT.

AUG 16 1920

Consolidated

District

CHIEF CLERK, SALES COST

For Week Ending Friday

Aug. 13.

1920

Sales		TOTAL			PER CENT	TRADE			EXPORT			FACTORIES		
Dyes	This Year	8	273	05	246.0	8	223	05				50	00	
	Last Year	2	436	61		2	027	43	130	00		14	20	
Intermediates	This Year	21	814	74	6.5	20	979	49				874	25	
	Last Year	20	489	82		18	657	87				1	792	35
Dry Colors	This Year	14	078	75	246.6	9	049	02				5	229	73
	Last Year	4	060	95			326	70				3	733	58
Glacial Acetic Acid	This Year	14	857	88	298.5	10	285	92				4	572	36
	Last Year	4	132	88		2	113	18				1	929	50
Com. Acetic Acid	This Year	3	198	71	50.4	3	118	21				1	840	50
	Last Year	3	428	42		3	000	25					428	17
Chromé Liquor	This Year													
	Last Year													
Bichromate Soda	This Year													
	Last Year													
Blysol	This Year													
	Last Year													
Lithopone	This Year	2	800	00	321.8							2	800	00
	Last Year		663	75			663	75						
Dry White Lead	This Year	10	072	70	451.9							10	072	50
	Last Year	1	825	00								1	825	00
Ozlo	This Year	24	404	70	6.7	15	654	70				8	850	00
	Last Year	26	262	21		11	937	82				14	324	39
Unmanufactured	This Year													
	Last Year		963	25			963	25						
Pulp	This Year													
	Last Year		22	82			22	82						
Total	This Year	101	999	93	58.2	67	469	89				34	090	04
	Last Year	64	225	53		39	862	67	130	57		24	032	29
Previous Weeks Total	This Year	85	266	76	24.4	45	486	63	2	918	73	16	840	00
	Last Year	68	961	49		29	717	91	600	00		38	243	58
Year to Date Grand Total	This Year	5	945	999	14	22.5	3	115	028	60	111	543	43	2
	Last Year	4	524	790	32		2	615	145	71	276	689	20	1
Cleveland Total	This Year													
	Last Year		316	880	87	47.2								
Chicago Total	This Year	1	998	390	39	14.4								
	Last Year	1	486	968	15									
Newark Total	This Year	1	776	120	80	58.0								
	Last Year	1	123	847	39									
Boston Total	This Year		97	510	05	1.6								
	Last Year		105	509	16									
Coffeyville	This Year	1	157	871	78	12.3								
	Last Year	1	208	022	25									
Ozlo	This Year													
	Last Year													

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