THE MARTIN-SENOUR COMPANY OF NEBRASKA

TRADING STATEMENT

August 31, 1919

Gross Sales			328,438.41		
Less Allow. Returns & Frt.			13,884.10		
Net Sales				314,554.31	
Mfgd. Mdse.					
Factory Output	191,268.31				
Less Mfg. Surplus	21,787.31	169,481.00			
Aug. 1918 Inventory		40,343.51			
Lead Purchases		2,471.82			
Oil "		9,587.37			
Unmfgd. Sundries		43,086.47			
Insecticides		7,209.00	272,179.17		
Less Inventory Sales Mdse.			54,557.49		
Cost of Sales				217,621.68	
Gross Trading Profit					96,932.63
Percent of Net Sales					30.8%
SALES EXPENSE					
Advertising	6,944.56				
	1,003.05 Inv		5,941.51		
Office & Store Service			10,822.48		
Traveling Service & Exp.			20,264.09		
General Exp.	4,276.27				
	47.08 Inv		4,229.19		
Stamps			634.28		
Collection & Allowance			465.06		
Stationery & Printing	1,164.07				
	310.72 Inv		853.35		
Insurance	1,437.73				
	573.40 Inv		864.33		
Taxes	368.99				
	25.00 Inv		343.99		
Cartage			725.97		
Mdse. Discounts Allowed			4,487.55		
Suspense Bad Debts			373.44		
Selling Expense					50,005.24
Percent of Net Sales					15.9%
Net Profit from Operation					46,927.39
Percent of Net Sales					14.9%
PROFIT & LOSS ACCOUNT					
Net Trading Profit			46,927.39		
Cash Discounts taken		2,024.78			
Interest on Plant		317.40			
1918 Fedl. Tax Reserve Surplus		2,743.91			
Interest on Liberty Bonds		71.47			
" " " " Accrued		91.63	5,249.19	52,176.58	
Less Interest Bills Payable	338.00				
Less Dept. Plant Acct.	1,520.72 ✓				
Less Direct Chg. Cleveland Interest on Surplus	941.38				
Less additional Com. Mr. C.E. Martin	129.92				
Less Federal Taxes	19,723.37			22,653.39	9.38%
Final Net Profit				$29,523.19	

THE MARTIN-SENOUR COMPANY OF NEBRASKA

BALANCE SHEET

After Closing August 31, 1919

ASSETS			
Plant Account	5,562.57 ✓		
Inv. Raw & Finished Stock	98,391.56 ✓	103,954.13	
Cash		388.65	
Liberty Bonds		6,000.00	
Outstanding Accts. Rec.		67,812.36	178,155.14
LIABILITIES			
Capital Stock	60,000.00 ✓		
Loss & Gain Acct.	45,244.08	105,244.08	
Bills Payable		10,000.00 ✓	
Reserve Personal Taxes		286.15 ✓	
Accounts Payable		11,181.08	
Commission due Salesmen		454.43	
Commission due Z. E. Martin		1,612.92	
Gain		49,376.48	178,155.14

THE MARTIN-SENOUR CO. OF NEBRASKA

TRADING STATEMENT

Aug. 31, 1918

Gross Sales		276,133.36			
Less Returns, Allow. & Frt.		12,755.47			
Net Sales			263,377.89		
Mfgd. Mdse.					
Factory Output	142,176.39				
Mfg. Deficit	2,037.57				
Aug. 1917 Inventory	23,743.33				
Lead	3,308.47				
Oil	14,678.24				
Unmfgd. Sundries	37,713.68	223,857.68			
Less Inventory Sales Mdse.		40,343.51			
Cost of Sales			183,514.17		
Gross Trading Profit				79,863.72	
Percent of Net Sales					30.3%

SALES EXPENSE

Advertising	4,136.12				
	570.69	Inv-3,565.43			
Office & Store Service		9,581.52			
Traveling Ser. & Exp.		18,913.41			
General Expense	4,503.91				
	55.50	Inv-4,448.41			
Collection & Allowance		------			
Stationery & Printing	801.27				
	272.69	-Inv- 528.58			
Stamps		548.89			
Cartage		821.45			
Mdse. Discount		4,361.49			
		43,401.29			
Less Cr. Suspense Bad Debts		26.41			
Selling Expense				43,374.88	
Percent of Net Sales					16.5%
Net Profit from Operation				36,488.84	
Percent of Net Sales					13.8%

Profit & Loss Account

Net Trading Profit		36,488.84		
Cash Discount taken	2,365.19			
Interest on Plant	345.21	2,710.40	39,199.24	
Less Int. on Bills Payable		327.19		
Less Depreciation Mchy & Equip.		1,148.90		
Less " " Mdse.		2,182.15	3,658.24	
			35,541.00	13.5%
			10,000.00	
Less Administrative Exp.			25,541.00	
Final Net Profit			15,000.00	
			10,541.00	

Depreciation 10% Mchy.
" " 25% Fixtures & Furn.
" " 35% Elevator, Fire Doors & Furnace

THE MARTIN-SENOUR CO. OF NEBRASKA

BALANCE SHEET- AFTER CLOSING AUG. 31, 1918.

ASSETS

Mchy. & Equip.	6,457.20		
Inv. Stock, Raw & Finished	65,675.12	72,132.32	
Cash		25,795.22	
Bond - U.S. 3rd Liberty		1,000.00	
Outstanding		33,565.22	132,492.76

LIABILITIES

Capital Stock	60,000.00		
Loss & Gain	34,703.08	94,703.08	
Reserve Personal Taxes		337.31	
" Federal "		10,000.00	
Commission due Salesmen		200.00	
Martin Varnish Co.		1,493.86	
M-S Co. of Chicago			
Admin. Chg.		15,000.00	
Z. E. Martin, Commission		217.51	
Gain		10,541.00	132,492.76

OCT 28 1918

RETURN TO
R. W. L.

August 31, 1918.

TRADING STATEMENT.

Gross Sales		276133.36			
Less Returns, Allowances & Frt.		12755.47			
Net Sales			263377.89		
Mfgd. Mdse.					
Factory Output	142176.39				
Factory Deficit	1755.86				
Aug.1917 Inv.	23743.33				
Lead	3308.47				
Oil	14878 .24				
Unmfgd.Sundries	37713.68	223575.97			
Less Inventory Sales Mdse.		40343.51			
Cost of Sales			183232.46		
Gross Trading Profit				80145.43	
~~Percent of Net Sales~~			4503.91		30.4%
SALES EXPENSE					
Advertising	4136.12				
	570.69 Inv.	3565.43			
Office & Store Service		9364.01			
Traveling Ser. & Exp.		18913.41			
General Expense	5191.00				
	460.88 Inv.	4730.12			
Collection & Allowance		632.11			
Stationery & Printing	801.27				
	272.69 Inv.	528.58			
Stamps		548.89			
Cartage		821.45			
Mdse. Discount		4361.49			
		43465.49			
Less Cr. Suspense Bad Debts		26.41			
Selling Expense				43439.08	
Percent of Net Sales					16.5%
Net Profit from Operation				36706.35	
Percent of Net Sales					14 %

Profit & Loss Account

375^{00}

Net Trading Profit		36706.35			
Cash Discounts Taken	2365.19				
Interest on Plant	345.21	2710.40	39416.75		
Less Interest on Bills Payable		327.19			
Less Depreciation Mchy & Equip		1148.90	1476.09		
			37940.66	14.4%	37,940.66

Depreciation 10% Mchy.

Depreciation 25% Fixtures & Furniture

Depreciation 35% Elevator, Fire Doors & Furnace

Less Depreciation of Mdse. 2.182.15

Profit for Lincoln to 8/31/18.	37940.66	35,758.51
Reserve for War Tax	10000.00	10.000.00
	27940.66	25.758.51
J.E.M. Com 5% —	1397.03	1,287.93.
	26543.63	24,470.58
Less administration Charge from Chic.	15000.00	15.000.00
	#11543.63	9.470.58
Add War Tax	10,000	[illegible]
	21,543.63	

Net Profit

BALANCE SHEET - AFTER CLOSING AUCUST 31, 1918.

?

33365.22

ASSETS

Mchy. & Equip	6457.20		
Inv.Stock Raw & Finished	~~67857.87~~ 65,675.72	74314.47	
Cash		25795.22	
Bond - U.S. 3d Liberty		1000.00	
Outstanding		33565.22	~~134674.91~~ 132,492.76

LIABILITIES

Capital Stock	60000.00		
Loss & Gain	34703.08	94703.08	
Less Reserve Personal Taxes		337.31	
Gain	35,758.51	~~57940.66~~	
Commission due Salesmen		200.00	
Martin Varnish Company		1493 .86	~~134674.91~~ 132,492.76

337.31
11377.03
[illegible] 11[illegible]

10 000.—

15000 [illegible]
1493 86
16493.86
200 00
16693.86

FACTORY LOSS & GAIN ACCOUNT

August 31, 1918

		Dr.	Cr.
Raw Material	141103.46 21296.01 Inv.	119807.45	
Packages	12917.78 2231.67 Inv.	10686.11	
Packing Materials	3995.64 998.88 Inv.	2996.76	
Labels	1359.13 1273.27 Inv.	85.86	
*Suspense Factory Service		3546.99	
Productive Service		973.35	
Non-Productive Service		2873.91	
Labeling Service		182.40	
Packing Service		251.50	
Watching Service		16.25	
EXPENSE			
Light		53.88	
Power		306.07	
Heat	206.77 87.50 Inv.	119.27	
Rent		600.00	
Repairs		267.95	
Water Rent		6.00	
Insurance	431.13 281.71 Inv.	149.42	
Taxes		454.53	
Interest on Plant		345.21	
Sundries	249.80 40.46 Inv.	209.34	
Factory Output			142176.39
To Mfgd. Mdse.			1755.86
		143932.25	143932.25

*Suspense Factory Service represents first six months' service undistributed.

Refer to Stanton