

THE MARTIN-SENOUR COMPANY OF NEBRASKA.

Trading Statement

Sept 1, 1919 to Aug. 31, 1920

Sept. 1, 1918 to Aug 31, 1919

GROSS SALES	473,570.50 ✓		328,438.41 ✓	
Less Allow. Prt. and Returns	<u>25,574.88</u>		<u>15,884.10</u>	
Net Sales		450,195.62 ✓		514,554.31 ✓
Less Cost of Sales Mfd. Mase.				
Factory Output	266,675.15		191,268.31	
Less Mfg. Surplus	<u>19,515.55</u>		<u>21,787.31</u>	
	247,159.60		169,481.00	
Aug. 1919 Inventory	54,557.49	Inv. 1918	40,543.51	
Lead Purchases	1,355.24		2,471.82	
Oil	6,917.95		9,587.37	
Unmfg. Sundries	61,811.12		43,086.47	
Insecticides	4,511.05		7,209.00	
Brush Purchases	3,833.45		—	*
	<u>380,777.87</u>		<u>272,179.17</u>	
Less Inv. Sales Mase.	<u>70,777.07</u>		<u>54,557.49</u>	
Cost of Sales		310,000.80		217,621.68
Gross Trading Profit		140,194.82 ✓		96,932.63 ✓
Profit Percentage		31.14% ✓		30.82%
SALES EXPENSE				
Advertising	16,859.25 ✓		6,944.56	
Less Inventory	—		<u>1,003.06</u>	5,941.51
Office & Store Service	11,779.57 ✓		<u>10,822.48</u>	
Less E E Martin's Commission	—			
(Transfd. to P & L Statement)	—		<u>1,612.92</u>	9,209.51
Travelling Serv. & Expense	31,699.58 ✓			20,264.69
General Expense	5,068.25		4,276.27	
Less Inv.	<u>30.47</u>		<u>47.08</u>	4,229.19
Stamp Expense	—	5,037.78 ✓		654.23
Collection & Allowance	884.59 ✓			455.06
Stationery & Printing	1586.42		1,164.07	
Less Inventory	<u>497.23</u>	899.19 ✓	<u>310.72</u>	853.35
Insurance	—	1,199.57 ✓	<u>1,437.73</u>	
Less Inventory	—		<u>573.40</u>	864.33
Taxes	622.64 ✓		<u>368.98</u>	
Less Inventory	—		<u>25.00</u>	343.99
Cartage	967.45 ✓			725.97
Mase. Disc. Allowed	6,135.67 ✓			4,487.55
Suspense, Bad Debts	1,132.76 ✓			373.44
Sales Exp. Bad Debts	2.12 ✓			
Promotion Service (Chicago)	<u>1,276.95</u> ✓			
Selling Expense		78,862.96		48,392.52 ✓
Percentage		17.51% ✓		15.30%
Gross Trading Profit		.61,331.86 ✓		48,540.51 ✓
Percentage		13.63% ✓		15.43%

* Brush Purchases included with Unmfg. Sundries last year.

380,777.87
54,557.49
326,220.38

THE MARTIN-SENGOUR COMPANY OF NEBRASKA.

Comparative Profit & Loss Account.

Sept 1, 1919 to Aug 31, 1920

Sept 1, 1918 to Aug 31, 1920

PROFITS & LOSS ACCOUNT.

Net Trading Profit	51,351.86	48,540.31
Discount - Accounts Payable	1,338.59	2,024.98
Interest on Plant	835.72	317.48
	<u>53,065.97</u>	<u>50,882.49</u>
Deduct:		
Interest, Bills Payable	1,208.82	358.00
Depreciation of Plant Acct.	936.05	1,520.72
Direct charges Cleveland and		
Chicago	2,496.67	1,274.79
Admin. chg. M. S. Co of Ill.	<u>15,000.00</u>	<u>3,133.51</u>
	<u>43,412.43</u>	<u>47,748.98</u>

Add:		
Tax Exempt Income		
Federal Tax Reserve Surplus 1917-18		2,743.91
Interest on Liberty Bonds	188.54	71.47
Accrued Interest on Liberty Bonds	81.86	91.63
	<u>43,682.83</u>	<u>2,907.01</u>
		<u>50,655.99</u>

BALANCE AFTER CLOSING.

ASSETS.

*Plant Account	5,395.54	
*Inventory Stock	124,040.80	
Cash	4,318.72	
Liberty Bonds	6,000.00	
Bills Receivable	772.44	
Accounts Receivable	<u>89,376.30</u>	<u>229,897.92</u>

Liabilities

Capital Stock	60,000.00	
Loss & Gain Account	74,767.27	
Reserve Personal Taxes	346.11	
Accounts Payable	51,101.71	
Gain 1919-1920	<u>45,682.83</u>	<u>229,897.92</u>

***DISTRIBUTION OF INVENTORY.**

Raw Material	45,812.01	
Misc Packages	3,817.82	
Packing Materials	893.13	
Labels	<u>2,442.45</u>	
Factory Expense	144.84	
Coal	19.00	
Finished Goods	70,777.07	
Warehouse Expense	50.47	
Stationery & Printing	497.23	
Accrued Interest	81.84	
Unexpired Taxes	25.00	
Plant Account	<u>5,395.54</u>	<u>129,436.44</u>

THE MARTIN-SKOUR COMPANY OF NEBRASKA.

Factory Loss and Gain Account.

August 31, 1928.

		Debit	Credit
Raw Materials	249,190.81 <u>45,812.61</u>	Inv. 203,378.00	
Packages	21,686.95 <u>3,817.82</u>	Inv. 17,869.13	
Packing Materials	8,589.70 <u>323.12</u>	Inv. 7,996.57	
Labels	3,093.61 <u>2,442.43</u>	Inv. 651.18	
Service		13,064.96	
Expense General	3,871.89 <u>163.86</u>	Inv. 3,708.03	
Storage Expense		469.90	
Factory Output			266,675.13
Surplus from Operation		<u>19,516.56</u>	
		266,675.13	266,675.13

Factory Cost Accounting Statement.

		Over	Short	Surplus
Prod. Service	Cost 4,681.70 Used 4,681.70			
Mill hour Cost	Cost 583.68 Used 252.22	376.04		3,76.04
General Burden	Cost 9,654.41 Used 14,829.28	5,165.87		5,165.87
Package Additions				
Labelling Service	1,168.23			
Packing Service	1,154.67	2,342.90		
Labels Purchased	3,093.61			
Packages Purchased	21,686.95			
Packing Materials	8,589.70			
	TOTAL 33,170.26			
Inv. Labels	2,442.43			
Inv. Packages	3,817.82			
Inv. Packing Matls.	323.12			
	TOTAL 6,583.37			
	Used	26,516.89		
		28,859.78		
Package Cost Total		22,440.34		9,700.80
Analysis & Formula				4,124.07
Raw Material Surplus				
		TOTAL	19,516.56	