

H. O. 340-12-24

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING

AUGUST 31st., 1935

BRANCH GREENSBORO

OPERATING EXPENSES		OPERATING EXPENSES		OPERATING EXPENSES	
NAME	THIS YEAR	LAST YEAR	NAME	THIS YEAR	LAST YEAR
OFFICE AND WAREHOUSE SERVICE			TOTALS FORWARD		
Office Salaries			STATIONERY		
Warehouse Salaries					
General Administration			STAMPS		
Branch Factory Debit					
TOTAL					
DETROIT DIRECT CHARGES			CARTAGE EXPENSE		
Office Managers' Salaries			Cartage Outside Service		
Branch Sales Managers' Salaries			Cartage Distribution Account		
Dist. Sales Managers' Salaries	4.4	3,300.00	Cartage Salaries		
Dist. Sales Managers' Expense	7.4	1,030.30	Depreciation		
TOTAL	5.8	4,330.30	Repairs Cartage Equipment		
TRAVELING EXPENSE AND SERVICE			Cartage Miscellaneous		
Salesmen's Expenses					
Salesmen's Salaries	7.6	5,803.81	TOTAL		
TOTAL	7.6	5,803.81	MERCHANDISE CASH DISCOUNT		
Advertising Materials Used	0.4	31.44	Cash Discount Allowed		
ADVERTISING National					
Advertising Regular	1.8	1,281.84			
TOTAL	2.2	1,595.96	SUSPENSE		
GENERAL EXPENSES			Bad and Doubtful Debts		
Branch Auditing	0.1	100.11			
Charities and Donations		5.00	INTEREST ON PAST DUE ACCOUNTS		
Commercial Agencies	0.1	74.70	Interest Miscellaneous		
Employee Welfare					
Heat, Light and Power	0.3	198.69	SALES PROPORTION OF ADMIN.		
Insurance	0.2	134.00	Administration Dr. to Branches		
Janitors' Supplies	0.1	43.11	Administration Distribution		
Parcel Post	0.1	60.55	Administration Dist. Miscellaneous		
Rent	2.7	2,054.81	Cleveland Directs		
Repairs N. O. S.	0.1	64.12	Branch Directs		
Salesmen's Outfits			Branch Directs Distribution		
Store and Warehouse Supplies	0.1	55.21	TOTAL		
Sundry Expenses	0.1	64.03	TRANSPORTATION		
Taxes Local	1.5	1,080.64			
Telegrams	0.1	44.47			
Telephone Long Distance	0.2	144.10			
Telephone Regular	0.1	88.27			
Warehouse Expense					
TOTAL	5.8	4,211.81			
COLLECTIONS AND ALLOWANCES					
Legal Expense Collections		15.35			
Policy Allowance		82.65			
Sample and Gratis		1.50			
TOTAL	0.1	99.50			

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MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

GREENSBORO

532

MONTH ENDING		APRIL 1915		MAY 1915		JUNE 1915		JULY 1915		AUGUST 1915		SEPT. 1915		OCT. 1915		NOV. 1915		DEC. 1915		TOTAL																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																						
NO.	SALESMEN	TERM.	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SALESMEN	SALES	BONUS	SALARY	EXPENSE	%	TOTAL 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MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

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MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATION

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D. T. UNIVERSITY

E. P. WILDING

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MONTH ENDING	August 31st	CLASSIFICATION	NAME	NO.	TOTAL		CASH		CHARGE		D. T. UNIVERSITY		E. P. WILDING	
1935	1935				THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
Glass	10				512	495			366	326	53	103	347	10
Fabric	11				38,944	39,027			24,934	18,388	8,556	1,556	1,614	11
Brass	16				1,951	1,105			1,329	548	497	306	102	16
Lead, Col. Tapes (Not Our Mfg.)	17				9,361	5,486			6,441	2,378	1,802	3,108	1,315	17
Misc. Fabrics, Goods (R. O. S.)	18				2,643	2,342			2,065	1,147	1,059	1,173	115	18
Metalware	21				8,944	4,986			6,705	3,182	2,022	1,034	136	21
Art	31				1,156	1,156			617	361	11	75	11	31
C. T. U. S. A. and L.	31				50	19			50	18				31
Cash Sales					14,196	11,556	14,196	11,556						
GROSS SALES					77,483	65,449	77,483	65,449	42,567	26,608	13,283	27,046	7,366	
Freight	40				140	12			142	79	109	67	8	40
Merchandise Returned	41				2,608	2,040			1,795	1,290	160	376	123	41
Invoice Corrections	42				748	679			349	158	133	573	65	42
TOTAL DEDUCTIONS					3,116	2,707	3,116	2,707	2,002	1,169	612	952	160	
TOTAL NET SALES					74,097	62,742	74,097	62,742	40,565	25,279	12,671	26,094	7,206	