

Ac'ts	GRAND TOTAL			Los Angeles			San Francisco			Portland		
	Month	Year to Date		Month	Year to Date		Month	Year to Date		Month	Year to Date	
15	1937	50	327	50	5/50	327	50	630	00	3/60	310	47
16	14	50	22	56	7/44	208	03	107	05	3/49	47	
17	13	50	735	33	558	80	7/44	208	03	107	05	3/49
18	13	50	79	08	111	46	7/88	6	59	55	47	89
19	13	50	304	97	654	40	3/88	187	38	52	151	80
20	13	50	13	73	22	20	7/83	13	73	170	170	170
21	13	50	94	13	24	65	6/77	15	34	74	80	139
22	13	50	25	13	21	13	7/95	23	12	141	13	202
23	13	50	31	70	21	23	10	90	13	30	72	88
24	13	50	25	13	21	13	7/95	23	12	141	13	202
25	13	50	25	13	21	13	7/95	23	12	141	13	202
26	13	50	25	13	21	13	7/95	23	12	141	13	202
27	13	50	25	13	21	13	7/95	23	12	141	13	202
28	13	50	25	13	21	13	7/95	23	12	141	13	202
29	13	50	25	13	21	13	7/95	23	12	141	13	202
30	13	50	25	13	21	13	7/95	23	12	141	13	202
31	13	50	25	13	21	13	7/95	23	12	141	13	202
32	13	50	25	13	21	13	7/95	23	12	141	13	202
33	13	50	25	13	21	13	7/95	23	12	141	13	202
34	13	50	25	13	21	13	7/95	23	12	141	13	202
35	13	50	25	13	21	13	7/95	23	12	141	13	202
36	13	50	25	13	21	13	7/95	23	12	141	13	202
37	13	50	25	13	21	13	7/95	23	12	141	13	202
38	13	50	25	13	21	13	7/95	23	12	141	13	202
39	13	50	25	13	21	13	7/95	23	12	141	13	202
40	13	50	25	13	21	13	7/95	23	12	141	13	202
41	13	50	25	13	21	13	7/95	23	12	141	13	202
42	13	50	25	13	21	13	7/95	23	12	141	13	202
43	13	50	25	13	21	13	7/95	23	12	141	13	202
44	13	50	25	13	21	13	7/95	23	12	141	13	202
45	13	50	25	13	21	13	7/95	23	12	141	13	202
46	13	50	25	13	21	13	7/95	23	12	141	13	202
47	13	50	25	13	21	13	7/95	23	12	141	13	202
48	13	50	25	13	21	13	7/95	23	12	141	13	202
49												

25375

OFFICE AND WAREHOUSE OPERATING REPORT

O. & W. SERVICE

Sept. 1, 1931

CAPTIONS		GRAND TOTAL				Los Angeles				San Francisco			
		Month		Year to Date		Month		Year to Date		Month		Year to Date	
		This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
GENERAL	Regular				1,144.95				771.75				471.70
	Temporary												
	% to Sales												
	No. of Employees												
SALES	Regular	141.75	346.75	7,830.95	7,738.80	85.00	231.75	1,799.70	1,759.38	56.75	115.00	1,031.75	1,479.47
	Temporary			138.50				138.50					
	% to Sales												
	No. of Employees	17	7			1	1			1	1		
ENTERING AND BILLING	Regular	100.00	175.00	1,737.50	1,637.54	100.00	175.00	1,737.50	1,346.79				790.75
	Temporary												
	% to Sales												
	No. of Employees												
ACCOUNTING	Regular	112.50	706.75	1,115.67	3,031.68	112.50	706.75	1,115.67	7,579.80				501.88
	Temporary												
	% to Sales												
	No. of Employees												
SHIPPING AND STOCKKEEPING	Regular	199.63	1,309.77	3,341.50	4,754.87	75.05	833.00	1,583.83	7,144.74	104.58	456.77	1,506.67	7,414.43
	Temporary				647.73				607.85				39.38
	% to Sales												
	No. of Employees												
(ALICE CHARGE)													
(S.W. CHARGE)													
Factory Packing (1 Factory Locations Only)													
Sales Development													
ACCOUNTING CHARGE FRANCHISE													
Grand Total Service													
Per Cent to Sales		5.10	10.73	6.13	6.58								
Total Number of Employees		37	4			3	3			1	1		

GENERAL EXPENSE — SALES DIVISION

Commercial Agencies	1			100	69.50	113.51			100	69.50	204.75			41.24
*Local Expenses (Ex. Collections)	2													
*Special Fares	3			67.35	34.05	116.51			67.35	34.05	439.47			745.64
*Representatives Outfits—(Regular)	4	3.75	90.12	307.71	384.01	139	20.12	750.78	288.18			48.73	100.83	
*Representatives Outfits—(Brush)	5													
Periodicals and Directories	6	3.00		14.00	19.56	3.00		14.00	16.56					36.00
Leads and Repairs to Stock	7	66.54	177.30	743.55	119.96	59.99	11.30	746.75	84.56	6.55		6.75	30.65	65.60
*Conventions and Meetings (Our Own)	8		56.06	599.55	101.11		56.06	476.18	71.06			170.97	30.65	
*Conventions and Meetings (Others)	9	7.00	40.40	67.17	60.55	7.00	40.40	67.17	60.55					
*Association Dues	10	27.50	32.50	770.00	321.00	37.50	32.50	770.00	306.00					71.50
Painter Development	11		79.46		79.46							58.40		58.40
*Sundries	12	76.39	21.55	51.47	377.41	76.39	21.55	47.97	332.89			8.50	44.52	
Sales Control				708.05				75.00				13.05		
Price Money			205.05		239.44		205.05		205.35					34.39
Total Gen. Exp.—Sales Division		81.40	434.13	1716.05	2891.11	77.49	405.73	1571.40	1835.45	655	58.40	197.50	138.29	
Total Gen. Exp.—Warehouse		251.17	371.22	4093.37	9523.07	167.35	660.70	1477.35	6556.47	134.16	161.49	231.95	296.95	
Grand Total General Expense		127.87	309.35	5714.42	12414.18	52.3	8406.43	774.75	7391.92	140.71	219.89	429.45	606.24	
Per Cent to Sales		4.05	6.55	3.89	5.85									

All Captions marked * are to be detailed in their entirety on Form 27X46B and attached to this report.