H. O. 308—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 1935 BRANCH CHARLOTTE

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	1.3	780.00	0.7	308.00
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	1.3	780.00	0.7	308.00
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries	2.8	1,658.25		
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL	2.8	1,658.25		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	1.0	623.90	1.7	782.33
Salesmen's Salaries	4.6	[illegible]	15.2	6,953.94
TOTAL	5.6	[illegible]	16.9	7,736.27
Advertising Materials Used	0.2	127.44		
ADVERTISING National			1.5	693.05
Advertising Regular	2.5	1,468.83		
TOTAL	2.7	1,596.27		
GENERAL EXPENSES				
Branch Auditing	0.2	134.12	0.2	100.05
Charities and Donations		12.16		2.55
Commercial Agencies	0.2	134.70	0.3	152.50
Employees Welfare				
Heat, Light and Power	0.5	278.52	0.4	195.87
Insurance	0.2	129.12	0.1	67.48
Janitors' Supplies	0.1	56.45	0.1	37.95
Parcel Post		.31		
Rent	3.4	2,076.61	2.8	1,349.76
Repairs N. O. S.	0.2	124.85	0.1	36.81
Salesmen's Outfits				
Store and Warehouse Supplies		8.53	0.1	23.11
Sundry Expenses	0.1	67.75	0.2	94.46
Taxes Local	0.9	553.20	0.4	174.07
Telegrams	0.1	37.77	0.1	23.12
Telephone Long Distance	0.2	93.40	0.1	65.10
Telephone Regular	0.3	174.83	0.4	168.00
Warehouse Expense				
TOTAL	6.4	3,882.32	5.3	2,490.83
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		10.05		13.40
Policy Allowance			0.2	53.70
Sample and Gratis		8.25		6.62
TOTAL		18.30	0.2	73.72
TOTALS FORWARD				

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.6	341.02	0.5	21
STAMPS	0.3	207.75	0.5	24
CARTAGE EXPENSE				
Cartage Outside Service		12.55	0.1	2
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	152.33	0.2	10
Repairs Cartage Equipment	0.2	137.50	0.2	9
Cartage Miscellaneous	0.8	461.51	0.8	36
TOTAL	1.3	763.89	1.3	60
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.6	345.13	0.5	24
SUSPENSE				
Bad and Doubtful Debts	0.3	152.95	1.4	62
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		.57		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	5.0	2,992.16	1.7	78
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution			2.3	1,05
TOTAL	5.0	2,992.16	0.6	26
TRANSPORTATION				
GRAND TOTAL EXPENSES	26.9	16,184.99	28.3	12,96

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FORM H. O. 514 B-H

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATION

MONTH ENDING August 31st 19 35 BRANCH CHARLOTT

NAME Charlotte

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CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	B THI
Glass	10	1,776	2,135			1,776	2,135	
Paint	13	26,542	21,051			25,688	21,051	
Brushes	16	1,042	686			1,017	686	
Lead, Oil, Turps. (Not Our Mfg.)	17	6,046	3,852			5,855	3,852	
Misc. Jobbing Goods (N. O. S.)	18	2,045	1,582			1,994	1,582	
Wallpaper	21	6,509	5,031			6,505	5,031	
Art	25	287	218			287	218	
Contract Labor	30	22	9			22	9	
Contract P. And L.	31							
Cash Sales		17,632	12,778	17,632	12,778			
GROSS SALES		61,900	47,342	17,632	12,778	43,144	34,564	
Freight	60	13	21		1	13	20	
Merchandise Returned	61	1,560	1,430	460	256	1,077	1,174	
Invoice Corrections	62	255	165	15	46	213	118	
TOTAL DEDUCTIONS		1,828	1,616	475	303	1,303	1,312	
TOTAL—NET SALES		60,072	45,726	17,157	12,475	41,841	33,252	

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