

MONTHLY REPORT OF OPERATING EXPENSES
 MONTH ENDING AUGUST 31st, 1935
 BRANCH DOVER CITY

NAME		THIS YEAR		LAST YEAR		N A M E		OPERATING EXPENSES		THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE													
Office Salaries	0.1	23.85	0.9	266.10		STATIONERY		0.5	166.08	0.4	166.08	0.4	166.08
Warehouse Salaries													
General Administration													
Branch Factory Debit													
TOTAL	0.1	23.85	0.9	266.10		STAMPS		0.3	113.54	0.3	113.54	0.3	113.54
DETROIT DIRECT CHARGES													
Office Managers' Salaries						CARTAGE EXPENSE							
Branch Sales Managers' Salaries						Cartage Outside Service							
Dist. Sales Managers' Salaries						Cartage Distribution Account							
Dist. Sales Managers' Expense						Cartage Salaries							
TOTAL	0.1	23.85	0.9	266.10		Depreciation		0.4	143.00				
TRAVELING EXPENSE AND SERVICE													
Salesmen's Expense	0.7	240.76	0.5	134.82		Repairs Cartage Equipment		0.2	50.45	0.3	50.45	0.3	50.45
Salesmen's Salaries	12.1		11.6	3410.83		Cartage Miscellaneous		0.5	162.08	0.5	162.08	0.5	162.08
TOTAL	12.8		12.1	3545.65		TOTAL		1.1	368.08	0.8	368.08	0.8	368.08
ADVERTISING MATERIALS USED													
Advertising National	1.0		0.9	287.86		MERCHANDISE CASH DISCOUNT							
Advertising Regular	1.6	308.54				Cash Discount Allowed		0.1	30.01	0.1	30.01	0.1	30.01
TOTAL	2.6	308.54											
GENERAL EXPENSES													
Branch Auditing	0.1	44.35				SUPENSE							
Charities and Donations						Bad and Doubtful Debts		0.5	172.68	0.7	172.68	0.7	172.68
Commercial Agencies	0.1	36.38	0.1	36.00		INTEREST ON PAST DUE ACCOUNTS							
Employees Welfare						Interest Miscellaneous							
Heat, Light and Power	1.0	324.57	1.2	344.16		SALES PROPORTION OF ADMIN.							
Insurance	0.4	141.62	0.3	100.30		Administration Dr. to Branches							
Jailors' Supplies	0.1	39.99	0.2	50.03		Administration Distribution							
Parcel Post		15.22	0.1	16.28		Administration Dist. Miscellaneous							
Rent	2.5	782.50	3.0	841.50		Cleveland Directs		6.2	2,052.04	3.0	2,052.04	3.0	2,052.04
Repairs N. O. S.	0.5	155.12	0.2	65.12		Branch Directs							
Salesmen's Outfits		15.66		12.00		Branch Directs Distribution							
Store and Warehouse Supplies						TOTAL		6.2	2,052.04	6.3	2,052.04	6.3	2,052.04
Sundry Expenses	0.1	21.98	0.1	37.64		TRANSPORTATION							
Taxes Local	0.7	184.48	0.6	184.10									
Telegrams		8.41		7.09									
Telephone Long Distance	0.1	40.55	0.1	32.60									
Telephone Regular	0.1	48.00	0.2	45.00									
Warehouse Expense													
TOTAL	5.7	1,860.83	6.1	1,780.02									
COLLECTIONS AND ALLOWANCES													
Legal Expense Collections		87	0.1	19.55									
Policy Allowance		3.57											
Sample and Gratis		1.18		3.27									
TOTAL		5.62	0.1	22.82									
TOTALS FORWARD													
GRAND TOTAL EXPENSES													
27.2 8,949.38 27.3 8,071.21													

N14171

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

35

AUGUST 31st,

**DODGE CITY
BRANCH**

MONTH ENDING		AUGUST 1917		1917		THIS YEAR				LAST YEAR				20000 9211	
NO.	SALESMEN	TEHR.	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		10,384						10,384						1
2	Cash Sales		16,892						16,892						2
3	Prod Smart	D 51			2,100	155		2,255 39		146	1,824	131		2,000 71	3
4	Wilo. BARNES	D 52			1,119			1,119 70			1,210			1,210 12	4
5	G. G. Gavin Dist A/C	D 53			1,666	85		1,751 55	4,325						5
6	Audrey Mearns	D 50			549			549 37							6
7	Extra Labor				173			173 50			31			21 87	7
8															8
9															9
10															10
11															11
12															12
13															13
14															14
15															15
16															16
17															17
18															18
19															19
20															20
21															21
22															22
23															23
24															24
25															25
26															26
27															27
28															28
29															29
30															30
31	TOTAL		34,923		1,087	240	13.1	4,307 51	29,114	40 5	3,066	135	12.1	3,545 05	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

[illegible]

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

MONTH ENDING August 31st		19 55		BRANCH DOUGLASS CITY		C. C. CAVIN		LAST YEAR		NO	
CLASSIFICATION	NAME	NO.	THIS YEAR	LAST YEAR	TOTAL	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
DOUGLASS CITY											
Glass		10	3,368	4,593		2,501	3,127	1,467	1,467	10	
Paint		19	7,974	6,891		6,660	5,086	1,314	1,314	11	
Brushes		16	442	335		409	285	33	33	16	
Lead, Oil, Turps, Etc., See Misc.		17	1,087	967		805	709	232	232	17	
Misc. Jobbing Merch. (H. & S.)		18	1,403	891		1,271	690	279	279	18	
Wallpaper		21	2,998	2,171		2,486	1,688	512	512	21	
Art		25	364	277		338	261	26	26	25	
Carpeting		30	4,102	3,573		4,641	3,083	61	61	30	
Carpeting P. and L.		31	139	197		139	200			31	
Cash Sales			10,517	10,530	10,517	10,530					
GROSS SALES			31,614	30,053	10,517	10,530	19,250	15,130	3,847		
Freight		60	2	15		1	1	1	1	60	
Merchandise Returned		61	685	613		383	416	153	153	61	
Invoice Corrections		62	29	18		16	12	5	5	62	
TOTAL DEDUCTIONS			712	618	153	398	427	161	161		
TOTAL NET SALES			32,022	29,415	10,364	10,132	18,852	14,703	3,686		