F. L. KNAPP

RETAIL STATISTICS
AUGUST 1935.

N10803

0007-SWP-000013431A

RETAIL COMPARATIVE STATEMENT OF EXPENSES

MONTH ENDING AUGUST 31st., 19 35 BRANCH

OFFICE AND WAREHOUSE SERVICE
Office Salaries

DEPARTMENTS	This Year		Last Year	
Atchison				
Dayton				
Fort Wayne	2.0	870.00	2.0	841.50
Hutchinson	0.5	214.07	0.2	56.50
Jackson	5.3	1,792.50	5.7	1,740.00
Kalamazoo				
Riverside				
Topeka	1.1	718.20	1.4	708.83
Retail Clearing Division		1,932.39		
Hamilton				
Syracuse	5.2	700.00		
Muskogee	0.1	12.00		
Saginaw	0.7	30.00		
Richmond				
Total Acme	2.0	6,269.16	1.6	3,346.83
Abilene				
Charlotte	1.3	780.00	0.7	308.00
Dodge City	0.1	23.85	0.9	266.10
Gastonia				
Greensboro				
Manhattan				
Salina	2.8	3,075.30	5.6	4,892.51
Tarlton				
Wichita	1.3	780.00	2.1	708.00
Winston Salem	0.3	90.00		
Durham				
Total D.W.I.W.	1.1	4,759.15	2.1	6,174.61
Beatrice				
San Angelo				
Wichita Falls				
Total Lincoln				
Grand Total All Companies	1.4	11,028.31	1.7	9,521.44

0007-SWP-000013432

RETAIL COMPARATIVE STATEMENT OF EXPENSES SHEET NO. 2

MONTH ENDING AUGUST 31st., 1935 BRANCH

DEPARTMENTS	NO.	DETROIT DIRECT CHARGES: Office Managers Salaries		Br. Sales Mgrs. Salaries		Dist. Sales Mgrs. Salaries		Dist. Sales Mgrs. Expenses		Total: This Year		Total: Last Year		NO.
	1													1
	2													2
	3													3
	4													4
	5													5
	6													6
	7													7
	8													8
Retail Clearing Division	9		2,492.30				11,992.92		4,487.69		18,972.91			9
Hamilton	10													10
Syracuse	11													11
Muskegon	12													12
Saginaw	13													13
Richmond	14													14
	15													15
	16													16
Retail Acme	17	0.8	2,492.30			3.9	11,992.92	1.5	4,487.69	6.2	18,972.91			17
	18													18
	19													19
	20			2.8	1,658.25					2.8	1,658.25			20
	21													21
	22													22
	23					4.4	3,300.00	1.4	1,030.30	5.8	4,330.30			23
	24													24
	25	1.9	2,052.00			4.4	4,770.00	1.3	1,474.61	7.6	8,296.61			25
	26													26
	27													27
Winston Salem	28													28
Durham	29													29
	30													30
	31													31
	32													32
	33													33
	34													34
	35													35
	36													36
	37	0.5	2,052.00	0.4	1,658.25	1.9	8,070.00	0.6	2,504.91	3.4	14,285.16			37
	38													38
	39													39
	40													40
	41													41
	42													42
	43													43
	44													44
	45													45
	46													46
	47													47
	48													48
	49													49
	50													50
Grand Total All Companies	51	0.6	4,544.30	0.2	1,658.25	2.4	20,062.92	0.9	6,992.60	4.1	33,258.07			51

0007-SWP-000013433

H. O. 344A—8-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 5

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	TRAVELING EXPENSES AND SERVICE												
		Salesmen's Expenses		Salesmen's Salaries				Total This Year			Total Last Year			
Atchison	1			13.5	2,740.61			13.5	2,740.61		14.6	2,831.55		
Dayton	2													
Fort Wayne	3	0.6	285.15	13.0	5,738.92			13.6	6,024.07		14.1	6,098.58		
Hutchinson	4	0.1	56.31	9.8	4,475.27			9.9	4,531.58		13.0	3,763.56		
Jackson	5	1.2	416.21	8.8	2,981.50			10.0	3,397.71		10.5	3,192.80		
Kalamazoo	6	0.5	173.82	12.2	4,152.50			12.7	4,326.32		12.9	4,095.62		
Riverside	7													
Topeka	8	0.6	432.55	9.3	6,236.55			9.9	6,669.10		13.2	6,678.15		
Retail Clearing Division	9													
Hamilton	10	0.9	115.48	17.9	2,293.75			18.8	2,409.23					
Syracuse	11	2.2	295.87	15.5	2,116.54			17.7	2,412.41					
Muskogee	12	1.6	219.70	15.6	2,056.20			17.2	2,275.90					
Saginaw	13	2.1	88.22	34.6	1,440.52			36.7	1,528.74					
Richmond	14	0.8	154.01	14.6	2,691.24			15.4	2,845.25					
	15													
	16													
Total Acme	17	0.7	2,237.32	12.0	36,923.60			12.7	39,160.92		13.1	26,660.26		
	18													
Abilene	19										15.1	933.21		
Charlotte	20	1.0	623.90	4.6	2,822.48			5.6	3,446.38		16.9	7,736.27		
Dodge City	21	0.7	240.79	12.4	4,066.72			13.1	4,307.51		12.1	3,545.65		
Gastonia	22													
Greensboro	23			7.6	5,620.75			7.6	5,620.75		11.2	7,031.54		
Manhattan	24	0.2	76.58	14.2	5,242.36			14.4	5,318.94		15.8	5,091.87		
Salina	25	1.2	1,330.49	7.5	8,182.40			8.7	9,512.89		10.1	8,718.37		
Utica	26													
Wichita	27	0.7	429.42	10.3	6,111.34			11.0	6,540.76		10.9	3,732.92		
Winston Salem	28	0.1	44.84	12.1	3,947.48			12.2	3,992.32					
Durham	29	0.2	39.10	12.0	1,742.14			12.2	1,777.24					
	30													
	31													
	32													
	33													
	34													
	35													
	36													
Total D W L W	37	0.7	2,781.12	8.9	37,735.67			9.6	40,516.79		12.4	36,789.83		
	38													
Beatrice	39	0.8	214.20	12.4	3,460.25			13.2	3,674.45		15.7	3,693.55		
San Angelo	40	1.4	395.71	13.3	3,850.46			14.7	4,246.17		16.8	4,268.09		
Wichita Falls	41			15.5	2,810.98			15.5	2,810.98		18.8	2,616.22		
	42													
	43													
	44													
	45													
	46													
	47													
	48													
Total Lincoln	49	0.8	609.91	13.6	10,121.69			14.4	10,731.60		16.8	10,577.86		
	50													
Grand Total All Companies	51	0.7	5,628.35	10.6	84,780.96			11.3	90,409.31		13.1	74,027.95		

0007-SWP-000013434

R. D. 344 - M.

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 4

MONTH ENDING AUGUST 31st., to 35 BRANCH

DEPARTMENTS	NO.	Advertising Materials Used		Advertising National		ADVERTISING Advertising Regular		Total This Year		Total Last Year		NO.
[illegible]	1	0.1	28.17	0.7	133.66	1.6	329.14	2.4	490.97	1.0	198.77	1
[illegible]	2											2
[illegible]	3	0.3	137.78	1.2	517.79	2.3	1,019.78	3.8	1,675.35	2.3	979.51	3
[illegible]	4	0.2	97.10	0.9	396.31	1.8	865.29	2.9	1,358.70	1.5	424.99	4
[illegible]	5	0.4	124.93	1.7	582.07	3.1	1,065.59	5.2	1,772.59	2.1	656.46	5
[illegible]	6	0.3	99.37	1.4	479.23	2.8	967.04	4.5	1,545.64	2.7	845.61	6
[illegible]	7											7
[illegible]	8	0.1	67.04	1.0	654.94	1.1	751.59	2.0	1,339.49	0.5	268.13	8
Retail Clearing Division	9		452.09				589.75		1,041.84		35.15	9
Hamilton	10	2.3	294.80			8.2	1,047.70	10.5	1,342.50			10
Syracuse	11	1.1	146.12			7.6	1,039.22	8.7	1,185.34			11
Muskogee	12	0.2	20.38			2.6	346.73	2.8	367.11			12
Saginaw	13	6.9	288.12			18.0	748.18	24.9	1,036.30			13
Richmond	14	0.6	103.53			5.3	987.36	5.9	1,090.89			14
	15											15
	16											16
Local Acme	17	0.6	1,725.35	0.9	2,764.00	3.1	9,757.37	4.6	14,246.72	1.7	3,408.62	17
	18											18
Abilene	19									1.0	62.82	19
Charlotte	20	0.2	127.44			2.5	1,468.83	2.7	1,596.27	1.5	693.05	20
[illegible] City	21	1.0	314.04			1.6	508.54	0.6	194.50	0.9	287.86	21
Gastonia	22											22
Greensboro	23	0.4	314.12			1.8	1,281.84	2.2	1,595.96	1.9	1,167.38	23
Manhattan	24		11.37			1.4	489.34	1.4	500.71	1.1	342.12	24
Salina	25		25.20			0.6	705.35	0.6	680.09	0.8	669.07	25
Utica	26											26
Wichita	27	0.1	80.05			1.2	691.11	1.3	771.16	1.4	470.30	27
Winston Salem	28	0.9	305.90			3.1	992.77	4.0	1,298.67			28
Durham	29	1.0	144.32			6.7	985.36	7.7	1,129.68			29
	30											30
	31											31
	32											32
	33											33
	34											34
	35											35
	36											36
Total D W L W	37	0.2	643.90			1.6	7,123.14	1.8	7,767.04	1.2	3,692.60	37
	38											38
Beatrice	39	0.1	24.27			1.6	448.18	1.5	423.91	1.2	281.35	39
San Angelo	40	0.3	96.26			1.9	552.72	1.6	456.46	2.1	531.76	40
Wichita Falls	41	0.3	62.45			1.7	308.28	2.0	370.73	1.2	164.42	41
	42											42
	43											43
	44											44
	45											45
	46											46
	47											47
	48											48
Total Lincoln	49	0.1	53.08			1.8	1,309.18	1.7	1,251.10	1.6	977.53	49
	50											50
Grand Total All Companies	51	0.3	2,311.17	0.3	2,764.00	2.3	18,189.69	2.9	23,264.86	1.4	8,078.75	51

0007-SWP-000013435

H. O. 344A -3/34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 5

MONTH ENDING AUGUST 31st., 19 35

BRANCH

DEPARTMENTS	NO.	GENERAL EXPENSES												
		Branch Auditing		Charities & Donations		Commercial Agencies		Heat Light & Power		Insurance		Janitors Supplies		
Atchison	1	0.2	43.45		7.50	0.1	24.88	0.9	179.15	0.5	89.25	0.1	18.87	1
Dayton	2													2
Fort Wayne	3	0.2	84.52			0.1	58.63	0.9	381.87	0.2	105.36	0.1	61.08	3
Hutchinson	4	0.1	44.35	0.1	29.00	0.1	40.00	0.5	234.23	0.3	122.49	0.1	46.87	4
Jackson	5	0.2	60.37		14.50	0.1	38.30	0.9	312.34	0.2	52.32	0.1	38.88	5
Kalamazoo	6	0.1	30.00		10.00	0.2	56.00	1.9	648.85	0.2	59.30	0.1	29.13	6
Riverside	7													7
Topeka	8	0.1	50.17		5.00	0.1	35.50	0.6	387.16	0.2	110.90		32.93	8
Retail Clearing Division	9										112.53			9
Hamilton	10	0.2	30.00	0.1	10.00	0.3	42.50	1.3	167.43	0.3	33.84	0.6	77.13	10
Syracuse	11	0.1	11.21		6.00	0.4	50.40	0.7	90.16	0.2	31.70	0.1	15.49	11
Muskogee	12	0.3	44.09	0.1	15.00	0.1	12.50	0.4	53.85	0.4	58.20	1.6	208.31	12
Saginaw	13					0.4	18.50	2.4	98.29	0.1	4.54	1.4	57.21	13
Richmond	14					0.2	39.31	0.4	66.49	0.2	43.13	0.2	30.69	14
	15													15
	16													16
Total Acme	17	0.1	398.16		97.00	0.1	416.52	0.9	2,618.80	0.3	823.56	0.2	616.59	17
	18													18
Abilene	19													19
Charlotte	20	0.2	134.12		12.16	0.2	134.70	0.5	278.52	0.2	129.12	0.1	56.45	20
Dodge City	21	0.1	44.35			0.1	36.38	1.0	324.57	0.4	141.62	0.1	39.99	21
Gastonia	22													22
Greensboro	23	0.1	100.11		5.00	0.1	74.20	0.3	198.69	0.2	134.00	0.1	43.11	23
Manhattan	24	0.1	50.17		25.00	0.1	52.72	0.4	159.46	0.3	107.53	0.1	22.20	24
Salina	25	0.4	398.90		31.00	0.3	350.88	0.4	427.28	0.4	412.48	0.1	72.99	25
Utica	26													26
Wichita	27	0.1	44.35		5.00	0.2	111.53	0.3	196.85	0.6	358.22	0.1	39.25	27
Winston Salem	28	0.2	49.93			0.1	41.35	1.0	327.96	0.2	50.68	0.3	90.31	28
Durham	29	0.3	46.72			0.1	19.60	0.6	89.68	0.2	32.94	0.7	86.30	29
	30													30
	31													31
	32													32
	33													33
	34													34
	35													35
	36													36
Total D-W L W	37	0.2	868.65		78.16	0.2	821.86	0.5	2,003.01	0.3	1,366.59	0.1	450.60	37
	38													38
Beatrice	39	0.2	43.45	0.1	30.00		.37	0.4	105.80	0.6	158.37		8.31	39
San Angelo	40	0.2	43.34		12.00	0.1	38.62	0.3	100.83	0.9	227.09	0.3	85.05	40
Wichita Falls	41	0.2	42.57			0.2	32.62	0.5	88.04	0.3	59.52	0.2	33.07	41
	42													42
	43													43
	44													44
	45													45
	46													46
	47													47
	48													48
Total Lincoln	49	0.2	129.36	0.1	42.00	0.1	71.61	0.4	294.67	0.6	444.98	0.2	126.43	49
	50													50
Grand Total All Companies	51	0.2	1,396.17		217.16	0.2	1,309.99	0.6	4,916.48	0.3	2,635.13	0.2	1,193.62	51

0007-SWP-000013436

H. C. 2436-3-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 6

MONTH ENDING AUGUST 31st., 35 BRANCH

DEPARTMENTS	NO.	Parcel Post		Rent		GENERAL EXPENSES Repairs N. O. S.		Store & Wise Supplies		Sundry Expense		Taxes Local		NO.
Ardmore	1			8.8	1,774.92	0.1	18.15		7.61	0.1	16.20	0.9	175.76	1
Denton	2													2
Fort Wayne	3	0.1	54.27	4.0	1,720.00	0.3	130.05	0.2	80.33	0.1	32.33	0.8	362.07	3
Huntington	4		1.49	2.2	1,038.69	0.2	106.33		20.88	0.1	23.52	0.4	183.88	4
Jackson	5	0.1	20.62	4.4	1,489.34	0.1	43.30	0.1	21.92	0.1	40.98	0.5	165.44	5
Kalamazoo	6		12.20	7.7	3,611.03	0.3	97.69	0.1	45.38	0.1	25.63	0.6	208.34	6
Riverside	7													7
Topeka	8		22.26	3.2	2,201.39	0.1	66.09		19.05	0.1	42.21	0.5	350.02	8
Retail Clearing Division	9										1,587.28			9
Hamilton	10		.54	12.3	1,566.28	0.4	54.60	0.3	37.41	0.6	69.62			10
Syracuse	11		.84	18.6	2,434.39	0.4	60.25	0.3	39.60	0.5	67.50			11
Muskogee	12			4.6	603.14	0.1	10.21		2.08	1.1	148.12	0.8	100.81	12
Saginaw	13		.65	11.4	475.30	1.2	48.01	1.2	50.74	0.7	29.31			13
Richmond	14			4.0	717.27	0.3	53.72		2.35	0.7	129.57	0.6	112.39	14
	15													15
	16													16
Total Acme	17		112.87	5.5	16,631.75	0.2	688.40	0.1	247.83	0.7	2,212.27	0.5	1,658.71	17
	18													18
Abilene	19													19
Charlotte	20		.31	3.4	2,076.61	0.2	124.85		8.53	0.1	67.75	0.9	553.20	20
Dodge City	21		15.22	2.5	782.50	0.5	155.12		15.66	0.1	23.98	0.7	184.48	21
Greenville	22													22
Greensboro	23	0.1	60.55	2.7	2,054.81	0.1	64.12	0.1	55.21	0.1	64.03	1.5	1,080.64	23
Manhattan	24		9.14	3.2	1,200.00	0.3	98.60	0.1	19.71	0.1	27.08	0.5	181.38	24
Salina	25	0.1	157.25	1.9	2,156.64	0.2	194.18		30.66	0.1	61.86	1.2	1,334.84	25
Utica	26													26
Wichita	27	0.1	31.89	2.2	1,240.00	0.1	32.14		17.65		18.63	0.3	202.72	27
Winston Salem	28		4.83	5.1	1,681.67	0.2	77.19	0.1	18.97	0.3	89.29	0.8	137.50	28
Durham	29			8.9	1,288.89	0.5	64.40		6.40	0.3	50.11	0.5	77.50	29
	30													30
	31													31
	32													32
	33													33
	34													34
	35													35
	36													36
Total B W L W	37	0.1	279.19	3.1	12,481.12	0.2	810.60		173.59	0.1	402.73	1.0	3,752.26	37
	38													38
Beatrice	39			3.5	960.00	0.1	39.01	0.1	31.17	0.1	23.37	0.6	155.74	39
San Angelo	40		1.50	5.1	1,433.52	0.1	37.76	0.2	48.59		13.77	0.3	96.07	40
Wichita Falls	41			6.4	1,140.82	0.1	14.49		4.40	0.5	90.24	1.4	246.30	41
	42													42
	43													43
	44													44
	45													45
	46													46
	47													47
	48													48
Total Lincoln	49		1.50	4.6	3,534.34	0.1	91.26	0.1	84.16	0.2	127.38	0.6	498.11	49
	50													50
Grand Total All Companies	51		393.56	4.2	32,647.21	0.2	1,590.26	0.1	504.78	0.3	2,742.38	0.8	5,909.08	51

0007-SWP-000013437

H. O. 344A—3-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 7

MONTH ENDING AUGUST 31st., 1935 BRANCH

DEPARTMENTS	NO.	GENERAL EXPENSES Telegrams		Telephone L. D.		Telephone Regular		Salesmen's Outfits		Total This Year		Total Last Year		NO.
Atchison	1		2.44	0.1	24.70	0.4	71.50			12.2	2,454.36	12.3	2,388.91	1
Dayton	2													2
Fort Wayne	3		19.09	0.1	61.90	0.2	87.00			7.3	3,238.50	7.7	3,346.93	3
Hutchinson	4		15.25		19.15	0.2	73.90			4.3	1,999.03	5.9	1,745.11	4
Jackson	5		6.24	0.2	70.90	0.3	84.91			7.3	2,460.36	7.8	2,385.38	5
Kalamazoo	6		10.04	0.1	30.10	0.2	80.12			11.6	3,953.81	11.1	3,526.78	6
Riverside	7													7
Topeka	8		19.61	0.1	56.80	0.1	89.27			5.1	3,488.36	8.0	4,040.72	8
Retail Clearing Division	9								18.00		1,717.81		2,455.28	9
Hamilton	10	0.1	7.79	0.4	56.20	0.5	63.42			16.8	2,141.94			10
Syracuse	11		5.47		1.45	0.5	74.17			21.2	2,888.63			11
Muskogee	12	0.1	9.42		6.37	0.3	37.87			9.9	1,309.97			12
Saginaw	13	0.1	2.60	0.9	37.70	0.6	26.25			20.4	849.10			13
Richmond	14		3.64	0.6	103.24	0.2	40.00			7.4	1,337.10			14
	15													15
	16													16
Total Acme	17		101.59	0.2	468.51	0.2	728.41		18.00	9.0	27,838.97	9.7	19,889.11	17
	18													18
Abilene	19											11.2	687.01	19
Charlotte	20	0.1	37.77	0.2	93.40	0.3	174.83			6.4	3,882.32	5.3	2,490.83	20
Dodge City	21		8.41	0.1	40.55	0.1	48.00			5.7	1,860.83	6.1	1,780.02	21
Gastonia	22													22
Greensboro	23	0.1	44.47	0.2	144.10	0.1	88.27			5.8	4,211.81	3.3	2,103.33	23
Manhattan	24		.76	0.1	19.88	0.1	55.00			5.4	2,028.63	6.2	2,046.65	24
Salina	25	0.1	72.83	0.1	132.14	0.3	371.61			5.6	6,205.54	5.8	4,922.63	25
Utica	26													26
Wichita	27		12.57	0.1	42.20	0.1	72.00			4.2	2,425.00	5.9	2,010.82	27
Winston Salem	28		7.34	0.3	82.95	0.3	95.87			8.5	2,755.84			28
Durham	29		6.86	0.3	40.15	0.3	47.62			12.7	1,857.17			29
	30													30
	31													31
	32													32
	33													33
	34													34
	35													35
	36													36
Total D W L W	37		191.01	0.1	595.37	0.2	953.20			6.1	25,227.14	5.4	16,041.29	37
	38													38
Beatrice	39		4.75	0.1	17.25	0.2	60.50			6.0	1,638.09	7.8	1,813.26	39
San Angelo	40	0.1	37.25	0.1	14.50	0.3	87.00			8.0	2,276.89	8.6	2,156.32	40
Wichita Falls	41	0.1	12.79		8.25	0.5	87.62			10.4	1,860.73	9.7	1,351.92	41
	42													42
	43													43
	44													44
	45													
	46													
	47													
	48													
Total Lincoln	49	0.1	54.79	0.1	40.00	0.3	235.12			7.7	5,775.71	8.4	5,321.50	49
	50													50
Grand Total All Companies	51		347.39	0.1	1,103.88	0.2	1,916.73		18.00	7.4	58,841.82	7.3	41,251.90	51

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R. O. 344 --3-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 8

MONTH ENDING AUGUST 31st., 1935 BRANCH

DEPARTMENTS	NO.	COLLECTIONS AND ALLOWANCES: Legal Expense Collections	Policy Allowance	Sample & Gratis		Total This Year		Total Last Year		NO.
Atchison	1	1.35					1.35		1.00	1
Dayton	2									2
Fort Wayne	3	.40					.40	0.1	59.27	3
Hutchinson	4	13.44					13.44	0.1	27.72	4
Jackson	5		2.70				2.70		4.76	5
Kalamazoo	6		17.71	3.15		0.1	20.86	0.2	50.77	6
Riverside	7									7
Topeka	8	1.16	5.44	.18			6.78		11.56	8
Retail Clearing Division	9									9
Hamilton	10			3.58			3.58			10
Syracuse	11		6.40	3.56		0.1	9.96			11
Muskogee	12									12
Saginaw	13									13
Richmond	14									14
	15									15
	16									16
Total Acme	17	16.35	32.25	10.47			59.07	0.1	155.08	17
	18									18
Abilene	19								1.36	19
Charlotte	20	10.05		8.25			18.30	0.2	73.72	20
Dodge City	21	.87	3.57	1.18			5.62	0.1	22.82	21
Gastonia	22									22
Greensboro	23	15.35	82.65	1.50		0.1	99.50		5.37	23
Manhattan	24		2.14	.14			2.28	0.1	25.00	24
Salina	25	33.23	10.43				43.66	0.1	85.90	25
Utica	26									26
Wichita	27	29.21		8.94			20.27		15.20	27
Winston Salem	28			3.49			3.49			28
Durham	29									29
	30									30
	31									31
	32									32
	33									33
	34									34
	35									35
	36									36
Total D W L W	37	30.29	98.79	23.50			152.58	0.1	229.37	37
	38									38
Beatrice	39									39
San Angelo	40	5.90					5.90	0.1	22.50	40
Wichita Falls	41	13.69				0.1	13.69	0.2	31.82	41
	42									42
	43									43
	44									44
	45									45
	46									46
	47									47
	48									48
Total Lincoln	49	19.59					19.59	0.1	54.32	49
	50									50
Grand Total All Companies	51	66.23	131.04	33.97			231.24	0.1	438.77	51

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H. O. 344A—3-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 9

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	STATIONERY This Year		STATIONERY Last Year		STAMPS This Year		STAMPS Last Year		NO
Atchison	1	0.4	86.95	0.4	69.17	0.4	81.67	0.3	65.55	1
Dayton	2									2
Fort Wayne	3	0.5	223.88	0.3	128.11	0.4	193.65	0.4	161.05	3
Hutchinson	4	0.4	196.82	0.6	160.18	0.3	158.34	0.4	111.31	4
Jackson	5	0.6	199.98	0.6	192.34	0.4	142.35	0.5	144.52	5
Kalamazoo	6	0.5	154.33	0.7	206.17	0.4	128.49	0.4	112.74	6
Riverside	7									7
Topeka	8	0.5	344.04	0.3	176.58	0.5	337.07	0.5	270.47	8
Retail Clearing Division	9		87.02		3.56					9
Hamilton	10	1.6	208.86			1.5	188.51			10
Syracuse	11	2.1	283.06			0.4	53.10			11
Bushnell	12	1.4	179.00			0.7	85.86			12
Spalding	13	3.2	133.02			2.2	93.63			13
Richmond	14	1.4	264.24			0.5	91.52			14
	15									15
	16									16
Total Acme	17	0.8	2,361.20	0.5	936.11	0.5	1,554.19	0.4	865.64	17
	18									18
Abilene	19			1.6	98.49			0.4	25.24	19
Charlotte	20	0.6	341.02	0.5	214.08	0.3	207.75	0.5	244.71	20
Dodge City	21	0.5	166.08	0.4	124.84	0.3	113.54	0.3	97.23	21
Gastonia	22									22
Greensboro	23	0.5	379.15	0.4	262.09	0.5	378.84	0.4	282.02	23
Manhattan	24	0.5	186.61	0.4	134.57	0.4	132.15	0.4	129.76	24
Salina	25	0.9	972.42	0.9	778.09	0.7	738.64	0.6	554.96	25
Utica	26									26
Wichita	27	0.5	272.87	0.4	153.21	0.4	251.68	0.5	163.08	27
Winston Salem	28	1.1	369.24			0.4	129.17			28
Durham	29	1.8	267.44			0.4	57.13			29
	30									30
	31									31
	32									32
	33									33
	34									34
	35									35
	36									36
Total D W L W	37	0.7	2,954.83	0.6	1,765.37	0.5	2,008.90	0.5	1,497.00	37
	38									38
Beatrice	39	0.4	118.11	0.4	92.30	0.4	107.25	0.4	93.17	39
San Angelo	40	1.0	294.20	0.4	98.34	0.6	169.23	0.5	136.04	40
Wichita Falls	41	0.8	151.36	0.2	32.28	0.6	105.24	0.6	77.31	41
	42									42
	43									43
	44									44
	45									45
	46									46
	47									47
	48									48
Total Lincoln	49	0.8	563.67	0.4	222.92	0.5	381.72	0.5	306.52	49
	50									
Grand Total All Companies	51	0.7	5,879.70	0.5	2,924.40	0.5	3,944.81	0.5	2,669.16	

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B. O. 344—3-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 10

MONTH ENDING AUGUST 31st., 1935 BRANCH

DEPARTMENTS	NO.	CARTAGE EXPENSE: Cartage Miscellaneous		Cartage Outside Service		Depreciation		Repairs Ctge Equipment		Total This Year		Total Last Year		NO
Atchison	1	0.5	101.59	0.4	84.66	0.6	123.75		1.00	1.5	311.00	1.6	310.95	1
Dayton	2													2
Fort Wayne	3	0.8	354.19	0.1	32.22	0.3	167.75	0.3	115.98	1.5	670.14	1.3	541.63	3
Hutchinson	4	0.4	194.65	0.2	94.95	0.3	103.66	0.1	46.31	1.0	439.57	1.5	426.97	4
Jackson	5			0.8	265.29					0.8	265.29	0.8	245.65	5
Kalamazoo	6			0.9	315.97					0.9	315.97	1.0	299.91	6
Riverside	7													7
Topeka	8	0.4	258.32	0.1	45.99	0.2	129.02	0.1	96.39	0.8	529.72	1.0	490.49	8
Retail Clearing Division	9													9
Hamilton	10			0.6	76.88					0.6	76.88			10
Syracuse	11			1.4	186.98					1.4	186.98			11
Muskogee	12	0.4	50.81	0.3	40.24	0.1	17.27	0.1	7.00	0.9	115.32			12
Saginaw	13			0.9	37.80					0.9	37.80			13
Richmond	14			2.2	409.02					2.2	409.02			14
	15													15
	16													16
Total Acme	17	0.3	959.56	0.5	1,590.00	0.2	541.45	0.1	266.68	1.1	3,357.69	1.1	2,315.60	17
	18													18
Abilene	19											2.3	139.88	19
Charlotte	20	0.8	461.51		12.55	0.3	152.33	0.2	137.50	1.3	763.89	1.3	600.51	20
Dodge City	21	0.5	162.08		10.55	0.4	145.00	0.2	50.45	1.1	368.08	0.8	240.57	21
Gastonia	22													22
Greensboro	23	0.5	355.64		23.47	0.3	198.25	0.2	173.96	1.0	751.32	0.9	580.62	23
Manhattan	24	0.6	213.14	0.1	36.90	0.4	143.75	0.1	59.29	1.2	453.08	1.4	439.53	24
Salina	25	0.1	150.51		13.85			0.1	94.74	0.2	231.40	0.2	165.70	25
Utica	26													26
Wichita	27	0.6	337.12		31.57	0.2	141.04	0.1	37.46	0.9	547.19	1.2	409.44	27
Winston Salem	28	0.5	174.63	0.6	188.35	0.2	72.90	0.1	30.04	1.4	465.92			28
Durham	29		3.49	2.1	297.69					2.1	301.18			29
	30													30
	31													31
	32													32
	33													33
	34													34
	35													35
	36													36
Total O W L W	37	0.5	1,858.12	0.1	587.23	0.2	853.27	0.1	583.44	0.9	3,882.06	0.9	2,576.25	37
	38													38
Beatrice	39	0.9	242.20		.11	0.5	152.10	0.1	22.74	1.5	416.93	1.6	381.07	39
San Angelo	40	0.7	203.01	0.1	21.45			0.3	95.84	1.1	320.30	1.4	358.07	40
Wichita Falls	41	1.1	191.85	0.1	15.78	0.4	85.61	0.2	31.15	1.8	324.39	3.2	446.34	41
	42													42
	43													43
	44													44
	45													45
	46													46
	47													47
	48													48
Total Lincoln	49	0.9	637.06		37.12	0.3	237.71	0.2	149.73	1.4	1,061.62	1.9	1,185.48	49
	50													50
Grand Total All Companies	51	0.4	3,454.74	0.3	2,214.35	0.2	1,632.43	0.1	999.85	1.0	8,301.37	1.1	6,077.33	51

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R. O. 344A—5-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 11

MONTH ENDING AUGUST 31st, , 19 35 BRANCH

DEPARTMENTS	NO.	MERCHANDISE CASH DISCOUNT Cash Discount Allowed This Year		MERCHANDISE CASH DISCOUNT Cash Discount Allowed Last Year		SUSPENSE Bad and Doubtful Debts This Year		SUSPENSE Bad and Doubtful Debts Last Year	
Atchison	1	0.2	47.12	0.2	42.36	0.1	18.26	0.6	123.30
Dayton	2								
Fort Wayne	3	0.5	211.68	0.5	196.23	0.3	128.66	0.3	140.26
Hutchinson	4	0.1	38.48		10.30	0.2	94.36	0.5	130.56
Jackson	5	0.4	141.84	0.5	141.91	0.2	71.70	0.4	133.40
Kalamazoo	6	0.7	246.78	0.6	183.59	0.3	97.23	1.9	611.09
Riverside	7								
Topeka	8	0.3	179.56	0.3	137.54	0.1	88.86	0.1	48.51
Retail Clearing Division	9								
Hamilton	10	0.4	53.87						
Syracuse	11	0.6	75.92			0.2	24.51		
Muskogee	12	0.3	39.72						
Saginaw	13	0.1	5.41						
Richmond	14	0.1	10.24			0.8	153.16		
	15								
	16								
Total Acme	17	0.3	1,030.14	0.3	711.93	0.2	462.50	0.3	679.40
	18								
Abilene	19			0.5	30.99			0.7	42.74
Charlotte	20	0.6	345.13	0.5	243.83	0.3	152.95	1.4	625.58
Dodge City	21	0.1	30.01	0.1	22.47	0.5	172.68	0.7	201.76
Gastonia	22								
Greensboro	23	0.4	325.04	0.7	431.61	0.5	382.46	0.3	173.12
Manhattan	24		1.88		.15	0.2	57.74	0.6	206.85
Salina	25	0.4	394.72	0.3	223.88	0.5	564.99	1.5	1,289.44
Utica	26								
Wichita	27	0.4	260.38	0.2	91.65	0.9	545.21	0.1	31.42
Winston Salem	28	0.6	192.36						
Durham	29	0.1	9.15			1.7	247.97		
	30								
	31								
	32								
	33								
	34								
	35								
	36								
Total D W L W	37	0.4	1,558.67	0.4	1,044.28	0.1	441.76	0.5	1,605.37
	38								
Beatrice	39	0.2	43.72		4.66	0.1	22.78	0.1	24.41
San Angelo	40	0.3	96.01	0.1	32.70	0.6	186.00	0.2	41.97
Wichita Falls	41	0.4	77.55		4.53		3.57	0.1	18.19
	42								
	43								
	44								
	45								
	46								
	47								
	48								
Total Lincoln	49	0.3	217.28	0.1	41.89	0.3	212.35	0.1	84.57
	50								
Grand Total All Companies	51	0.3	2,806.09	0.3	1,798.10		233.09	0.2	1,010.54

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RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 12

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	INTEREST ON PAST DUE ACCOUNTS — Interest Miscellaneous — This Year		Last Year		SALES PROPORTION OF ADMINISTRATION — Administration		Admin. Dist. Acct.		Adm. Dist. Misc.	NO.
Atchison	1					6.0	1,211.99				1
Dayton	2										2
Fort Wayne	3		2.63			3.6	1,592.37				3
Hutchinson	4					6.2	2,823.85				4
Jackson	5		1.39			0.6	199.11				5
Kalamazoo	6					6.3	2,141.61				6
Riverside	7										7
Topeka	8		4.98		5.84	5.9	3,989.60				8
Retail Clearing Division	9		9.62		2.69				29,192.35	5,450.00	9
Hamilton	10					3.6	459.38				10
Syracuse	11					3.6	487.60				11
Muskogee	12					4.8	624.30				12
Saginaw	13					6.0	249.36				13
Richmond	14										14
	15										15
	16										16
Total Arma	17		10.58		8.53	4.5	13,779.17	9.5	29,192.35	1.8 5,450.00	17
	18										18
Abilene	19			0.1	4.26						19
Charlotte	20		.57			5.0	2,992.16				20
Dodge City	21				.60	6.2	2,052.04				21
Gastonia	22										22
Greensboro	23		2.69			2.1	1,566.47				23
Manhattan	24					6.3	2,309.01				24
Salina	25		1.85		11.44			3.0	3,279.72		25
Utica	26										26
Wichita	27	0.1	36.01		1.50	6.2	3,666.80				27
Winston Salem	28					4.4	1,448.05				28
Durham	29					3.5	515.07				29
	30										30
	31										31
	32										32
	33										33
	34										34
	35										35
	36										36
Total D.W.L.W.	37		30.90		17.80	3.5	14,549.60	0.8	3,279.72		37
	38										38
Beatrice	39					6.1	1,705.71				39
San Angelo	40		2.40			5.1	1,477.78				40
Wichita Falls	41					5.3	959.86				41
	42										42
	43										43
	44										44
	45										45
	46										46
	47										47
	48										48
Total Lincoln	49		2.40			5.5	4,143.37				49
	50										50
Grand Total All Companies	51		43.88		26.33	4.0	32,472.14	4.0	32,472.14	0.7 5,450.00	51

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H. O. 344 A—3-34

RETAIL COMPARATIVE STATEMENT OF EXPENSES

SHEET NO. 13

MONTH ENDING AUGUST 31st., 1935 BRANCH

DEPARTMENTS	NO.	SALES PROPORTION OF ADMINISTRATION TOTAL This Year		Last Year						GRAND TOTAL EXPENSES This Year		Last Year	
Atchison	1	6.0	1,211.99	5.3	1,022.23					36.5	7,407.76	36.3	7,053.7[illegible]
Dayton	2												
Fort Wayne	3	3.6	1,592.37	1.7	722.01					33.5	14,831.33	30.1	12,934.56
Hutchinson	4	6.2	2,823.85	5.1	1,484.07					25.8	11,868.24	28.8	8,341.27
Jackson	5	0.6	199.11	1.3	[illegible]					30.8	10,447.52	26.8	8,183.62
Kalamazoo	6	6.3	2,141.51	4.6	1,430.79					38.0	12,931.04	32.3	10,140.[illegible]
Riverside	7												
Topeka	8	5.9	3,989.60	5.2	2,648.62					26.0	17,508.08	30.3	15,375.74
Retail Clearing Division	9		[illegible]		[illegible]								
Hamilton	10	3.6	459.38							53.8	6,884.75		
Syracuse	11	3.6	487.60							61.2	8,307.51		
Muskogee	12	4.8	624.30							38.1	5,009.18		
Saginaw	13	6.0	249.36							95.1	3,963.36		
Richmond	14									33.5	6,190.94		
	15												
	16												
Total Acme	17	3.2	9,963.18	2.2	4,429.62					34.2	105,339.71	30.4	62,030.87
Abilene	19			3.9	237.58							35.2	2,169.5[illegible]
Charlotte	20	5.0	2,992.16	0.6	[illegible]					26.9	16,184.99	28.3	12,960.7[illegible]
Dodge City	21	6.2	2,052.04	6.3	1,840.36					27.2	8,949.38	27.3	8,025.5[illegible]
Gastonia	22												
Greensboro	23	2.1	1,566.47	3.4	2,113.89					26.5	19,644.29	22.5	14,150.97
Manhattan	24	6.3	2,309.01	5.2	1,677.29					29.8	10,991.03	30.0	9,679.79
Salina	25	3.0	[illegible]	1.2	1,61[illegible]				26,308.34	24.0	26,380.34	24.7	21,276.33
Utica	26												
Wichita	27	6.2	3,666.80	5.7	1,969.72					25.2	14,924.35	28.2	9,691.42
Winston Salem	28	4.4	1,448.05							32.9	10,745.06		
Durham	29	3.5	515.07							42.2	6,162.03		
	30												
	31												
	32												
	33												
	34												
	35												
	36												
Total D.W.L.W.	37	2.7	11,269.81	2.2	6,556.24				113,909.47	27.1	113,981.47	26.3	77,954.41
	38												
Beatrice	39	6.1	1,705.71	4.8	1,137.47					29.4	8,150.95	32.0	7,521.24
San Angelo	40	5.1	1,477.78	4.6	1,161.59					33.0	9,526.54	34.8	8,807.36
Wichita Falls	41	5.3	959.88	4.7	659.64					36.9	6,678.12	38.7	5,402.67
	42												
	43												
	44												
	45												
	46												
	47												
	48												
Total Lincoln	49	5.5	4,143.37	4.7	2,958.70					32.6	24,355.61	34.6	21,731.29
	50												
Grand Total All Companies	51	0.7	5,450.00	2.5	13,944.56					30.3	243,604.79	28.7	161,716.57

0007-SWP-000013444

R. O. 944A—3-34

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS.

SHEET NO. 1

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	GROSS SALES This Year	GROSS SALES Last Year	DEDUCTIONS FROM SALES Freight Outgoing	DEDUCTIONS FROM SALES Merchandise Returned	DEDUCTIONS FROM SALES Invoice Corrections
Atchison	1	20,962.38	20,002.94	1.09	608.83	59.59
Dayton	2					
Fort Wayne	3	46,551.76	45,033.93	12.66	1,891.95	333.49
Hutchinson	4	47,675.22	30,284.38	9.25	1,669.13	96.09
Jackson	5	35,018.18	31,181.67	11.54	885.63	222.59
Kalamazoo	6	35,312.01	32,376.04	3.94	1,082.85	205.54
Riverside	7					
Topeka	8	69,266.71	52,268.35	41.54	1,542.75	229.35
Retail Clearing Division	9					
Hamilton	10	13,439.95		2.15	537.68	95.26
Syracuse	11	13,943.41			295.11	84.09
Muskogee	12	13,573.41		2.38	410.65	22.65
Saginaw	13	4,304.62			131.65	7.20
Richmond	14	18,485.92		.1	32.83	12.28
	15					
	16					
Total Acme	17	318,533.57	211,147.31	55.30	9,089.06	1,368.13
	18					
Abilene	19		6,246.66			
Charlotte	20	61,899.79	47,341.80	13.03	1,559.61	254.76
Dodge City	21	33,633.72	30,052.51	1.99	685.18	28.58
Gastonia	22					
Greensboro	23	77,412.84	65,449.38	40.34	2,608.44	748.13
Manhattan	24	38,028.81	33,180.25	3.23	1,098.08	57.98
Salina	25	112,273.66	88,188.72	53.50	1,920.91	614.67
Utica	26					
Wichita	27	61,367.52	35,510.14	29.65	1,866.91	280.33
Winston Salem	28	34,399.77		1.56	1,374.93	319.12
Durham	29	15,102.12		4.26	395.13	107.12
	30					
	31					
	32					
	33					
	34					
	35					
	36					
Total O W L W	37	434,118.23	305,969.46	3.60	11,509.19	2,410.69
	38					
Beatrice	39	28,357.43	24,059.52	4.32	547.93	58.68
San Angelo	40	30,515.13	26,334.43	15.05	1,310.64	309.49
Wichita Falls	41	19,136.16	14,622.51	1.80	973.83	47.80
	42					
	43					
	44					
	45					
	46					
	47					
	48					
Total Lincoln	49	78,008.72	65,016.46	12.53	2,832.40	415.97
	50					
Grand Total All Companies	51	830,660.52	582,133.23	71.43	23,430.65	4,194.79

0007-SWP-000013445

H. O. 344 7-35

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS

SHEET NO. 2

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	DEDUCTIONS FROM SALES Total This Year	DEDUCTIONS FROM SALES Total Last Year	NET SALES This Year	NET SALES Last Year	NO.
Atchison	1	667.33	567.55	20,295.05	19,435.39	1
Dayton	2					2
Fort Wayne	3	2,238.10	2,078.05	44,313.66	42,955.88	3
Hutchinson	4	1,755.29	1,272.30	45,919.93	29,012.08	4
Jackson	5	1,119.76	649.15	33,898.42	30,532.52	5
Kalamazoo	6	1,284.45	962.85	34,027.56	31,413.19	6
Riverside	7					7
Topeka	8	1,813.64	1,546.46	67,453.07	50,721.89	8
Retail Clearing Division	9					9
Hamilton	10	635.09		12,804.86		10
Syracuse	11	379.20		13,564.21		11
Muskogee	12	435.68		13,137.73		12
Saginaw	13	138.85		4,165.77		13
Richmond	14	45.10		18,440.82		14
	15					15
	16					16
Total Acme	17	10,512.49	7,076.36	308,021.06	204,070.95	17
	18					18
Abilene	19		74.71		6,171.95	19
Charlotte	20	1,827.40	1,615.36	60,072.39	45,726.44	20
Dodge City	21	711.77	637.46	32,921.95	29,415.05	21
Gastonia	22					22
Greensboro	23	3,316.23	2,707.46	74,096.61	62,741.92	23
Manhattan	24	1,159.29	920.84	36,869.52	32,259.41	24
Salina	25	2,589.08	2,240.52	109,684.58	85,948.20	25
Utica	26					26
Wichita	27	2,117.59	1,158.09	59,249.93	34,352.05	27
Winston Salem	28	1,695.61		32,704.16		28
Durham	29	506.51		14,595.61		29
	30					30
	31					31
	32					32
	33					33
	34					34
	35					35
	36					36
Total D W L W	37	13,923.48	9,354.44	420,194.75	296,615.02	37
	38					38
Beatrice	39	602.29	583.41	27,755.14	23,476.11	39
San Angelo	40	1,635.18	995.87	28,879.95	25,338.56	40
Wichita Falls	41	1,023.43	675.55	18,112.73	13,946.96	41
	42					42
	43					43
	44					44
	45					45
	46					46
	47					47
	48					48
Total Unveda	49	3,260.90	2,254.83	74,747.82	62,761.63	49
	50					50
Grand Total All Companies	51	27,696.87	18,685.63	802,963.65	563,447.60	51

0007-SWP-000013446

H. O. 3414—3-34

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS

SHEET NO. 3

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	Cost of Sales		GROSS PROFIT This Year		GROSS PROFIT Last Year		TOTAL EXPENSES This Year		TOTAL EXPENSES Last Year		NO.
Atchison	1	54.4	11,039.17	45.6	9,255.88	37.1	7,216.64	36.5	7,407.76	36.3	7,053.79	1
Dayton	2											2
Fort Wayne	3	58.1	25,735.20	41.9	18,578.46	33.8	14,539.50	33.5	14,831.33	30.1	12,934.56	3
Hutchinson	4	57.6	26,448.95	42.4	19,470.98	35.5	10,302.23	25.8	11,868.24	28.8	8,341.27	4
Jackson	5	54.1	18,344.12	45.9	15,554.30	32.4	9,896.64	30.8	10,447.52	26.8	8,183.62	5
Kalamazoo	6	56.3	19,147.29	43.7	14,880.27	38.2	12,000.14	38.0	12,931.04	32.3	10,140.89	6
Riverside	7											7
Topeka	8	60.3	40,646.70	39.7	26,806.37	30.9	15,691.80	26.0	17,506.08	30.3	15,376.74	8
Retail Clearing Division	9											9
Hamilton	10	57.7	7,383.17	42.3	5,421.69			53.8	6,884.75			10
Syracuse	11	61.7	8,372.38	38.3	5,191.83			61.2	8,307.51			11
Muskogee	12	56.6	7,417.57	43.4	5,720.16			38.1	5,009.18			12
Saginaw	13	71.6	2,983.03	28.4	1,182.74			99.1	3,963.36			13
Richmond	14	83.3	15,368.69	16.7	3,072.13			33.5	6,180.94			14
	15											15
	16											16
Total Acme	17	59.4	182,886.27	40.6	125,134.81	34.1	69,646.95	34.2	105,339.71	30.4	62,030.87	17
	18											18
Abilene	19					34.0	2,095.38			35.2	2,169.58	19
Charlotte	20	63.3	38,044.98	36.7	22,027.41	34.7	15,878.77	26.9	16,184.99	28.3	12,960.76	20
Dodge City	21	55.1	18,136.50	44.9	14,785.45	37.6	11,062.02	27.2	8,949.38	27.3	8,025.56	21
Gastonia	22											22
Greensboro	23	63.4	46,954.26	36.6	27,142.35	35.1	21,993.19	26.5	19,644.29	22.5	14,150.97	23
Manhattan	24	54.2	19,998.82	45.8	16,870.70	41.2	13,289.31	29.8	10,991.03	30.0	9,679.79	24
Salina	25	59.6	65,364.94	40.4	44,319.64	25.8	22,173.48	24.0	26,308.34	24.7	21,276.33	25
Utica	26											26
Wichita	27	64.0	37,897.97	36.0	21,351.96	34.4	11,828.89	25.2	14,924.35	28.2	9,691.42	27
Winston Salem	28	68.3	22,344.93	31.7	10,359.23			32.9	10,745.06			28
Durham	29	59.6	8,699.55	40.4	5,896.06			42.2	6,162.03			29
	30											30
	31											31
	32											32
	33											33
	34											34
	35											35
	36											36
Total D W E W	37	61.3	257,441.95	38.7	162,752.80	33.1	98,321.04	27.1	113,909.47	26.3	77,954.41	37
	38											38
Beeville	39	61.6	17,097.77	38.4	10,657.37	36.9	8,674.28	29.4	8,150.95	32.0	7,521.24	39
San Angelo	40	58.1	16,754.93	41.9	12,125.02	37.3	9,442.71	33.0	9,526.54	34.8	8,807.38	40
Wichita Falls	41	61.8	11,198.22	38.2	6,914.51	37.5	5,223.82	36.9	6,678.12	38.7	5,402.67	41
	42											42
	43											43
	44											44
	45											45
	46											46
	47											47
	48											48
Total Unlisted	49	60.3	45,050.92	39.7	29,696.90	37.8	23,340.81	32.6	24,355.61	34.6	21,731.29	49
	50											50
Grand Total All Companies	51	60.4	485,379.14	39.6	317,584.51	33.9	191,308.80	30.3	243,604.79	28.7	161,716.57	51

0007-SWP-000013447

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS

SHEET NO. 4

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	EARNINGS FROM OTHER SOURCES: Earnings from Operations		Profit & Loss	Cash Discount Taken	NET EARNINGS Total: This Year	Last Year
[illegible]	1	9.1	1,848.12	103.26	148.78	1,893.64	407.63
[illegible]	2						
[illegible]	3	8.4	3,747.13	386.28	324.55	3,685.40	2,736.47
[illegible]	4	16.6	7,602.74	480.60	336.06	7,458.20	2,474.99
[illegible]	5	15.1	5,106.78	544.95	248.15	4,809.98	2,639.98
[illegible]	6	5.7	1,949.23	428.11	249.30	1,770.42	2,351.03
[illegible]	7						
[illegible]	8	13.7	9,298.29	364.27	494.01	9,428.03	1,500.96
Retail Clearing Division	9						
Hamilton	10	11.5	1,463.06	150.61	93.63	1,520.04	
Syracuse	11	22.9	3,115.68	172.27	99.38	3,188.57	
Muskogee	12	5.3	710.98	205.64	96.50	601.84	
Saginaw	13	66.7	2,780.62	180.29	30.44	2,930.47	
Richmond	14	16.8	3,108.81	334.90		3,443.71	
	15						
	16						
Total Acme	17	6.4	19,795.10	3,351.18	2,120.80	18,564.72	12,111.06
	18						
Abilene	19						69.03
Charlotte	20	9.8	5,842.42	520.32	440.01	5,762.11	3,691.89
Dodge City	21	17.7	✓ 5,836.07	482.64	241.26	5,594.69 ✓	3,320.88
Gastonia	22						
Greensboro	23	10.1	7,498.06	74.40	542.84	7,966.50	7,680.81
Manhattan	24	16.0	✓ 5,879.67	343.84	269.98	5,805.81 ✓	4,080.71
Salina	25	16.4	18,011.30	1,598.39	801.90	17,214.81 ✓	1,454.91
Utica	26						
Wichita	27	10.8	✓ 6,427.61	427.92	433.69	6,433.38 ✓	2,569.93
Winston Salem	28	1.2	385.83	134.99	239.54	281.28	
Durham	29	1.8	265.97	150.21	106.84	309.34	
	30						
	31						
	32						
	33						
	34						
	35						
	36						
Total D W L W	37	11.6	48,843.33	3,732.71	3,076.06	48,186.68	22,868.16
	38						
Beatrice	39	9.0	2,506.42	229.83	203.35	2,479.94	1,569.61
San Angelo	40	8.9	2,598.48	248.57	211.39	2,561.30	834.13
Wichita Falls	41	1.3	236.39	48.24	132.69	417.32	70.73
	42						
	43						
	44						
	45						
	46						
	47						
	48						
Total Lincoln	49	7.1	5,341.29	430.16	547.43	5,458.56	2,333.01
	50						
Total All Companies	51	9.2	73,979.72	0.9 7,514.09	0.7 6,744.29	9.0 72,209.96	6.6 37,312.23

0007-SWP-000013448

R. O. 344A—3-34

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS

MONTH ENDING AUGUST 31st., 19 35 — BRANCH

ESTIMATED INVENTORY STATEMENT

DEPARTMENTS	NO.	Merchandise Inventory	Pur. Regular from Outside Sources	Dept Transfers Mdse. Cr.	Pur. Frt. on D.T.	Pur. Allied Co's Iron Drums	Total Invty. & Purchases	NO.
Atchison	1	7,652.26	11,053.78	803.87	391.27		19,901.18	1
Dayton	2							2
Fort Wayne	3	8,923.70	26,882.13	96.12	406.51		36,308.46	3
Hutchinson	4	7,741.97	19,942.48	7,792.72	1,483.09		36,960.26	4
Jackson	5	6,467.65	19,493.55	459.34	392.95		25,894.81	5
Kalamazoo	6	7,448.73	19,728.22	207.17	413.58		27,303.36	6
Riverside	7							7
Topeka	8	12,045.43	35,934.66	5,900.63	1,880.22		55,760.94	8
Retail Clearing Division	9							9
Hamilton	10		14,036.43	463.65	336.83		14,836.91	10
Syracuse	11		14,651.61	721.95	441.93		15,815.49	11
Muskegee	12	3,827.80	6,949.47	5,542.75	739.88		17,059.90	12
Saginaw	13		9,985.73	125.94	162.21		10,273.88	13
Richmond	14	2,886.70	26,335.28	820.75	718.89		30,761.62	14
	15							15
	16							16
Total Acme	17	56,994.24	204,993.34	21,521.87	7,367.36		290,876.81	17
	18							18
Abilene	19							19
Charlotte	20	11,542.34	37,588.02	3,531.75	2,228.13		54,890.24	20
Dodge City	21	7,801.14	12,357.24	6,985.40	901.59		28,045.37	21
Fostoria	22							22
Greensboro	23	16,029.38	47,892.15	1,595.03	2,328.51		67,845.07	23
Manhattan	24	10,701.01	14,889.04	5,418.63	898.88		31,907.56	24
Salina	25	34,790.86	101,904.32	33,151.96	2,625.05		106,168.27	25
Utica	26							26
Wichita	27	8,940.97	34,938.73	4,631.63	1,203.55	8.00	49,722.88	27
Winston Salem	28		40,326.14	5,951.74	1,838.28		36,212.68	28
Durham	29		16,248.71	1,688.25	923.01		18,859.97	29
	30							30
	31							31
	32							32
	33							33
	34							34
	35							35
	36							36
Total D W L W	37	89,805.70	306,144.35	15,253.01	12,947.00	8.00	393,652.04	37
	38							38
Beatrice	39	8,619.40	13,089.25	4,049.14	368.90		26,126.69	39
San Angelo	40	16,718.48	10,411.32	5,426.07	655.91		33,211.78	40
Wichita Falls	41	5,107.45	6,686.90	4,821.43	367.87		16,983.65	41
	42							42
	43							43
	44							44
	45							45
	46							46
	47							47
	48							48
Total Lincoln	49	30,445.33	30,187.47	14,296.64	1,392.68		76,322.12	49
	50							50
Grand Total All Companies	51	177,245.27	541,325.16	20,565.50	21,707.04	8.00	760,850.97	51

0007-SWP-000013449

H. O. 347 -3-34

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS

SHEET NO. 6

MONTH ENDING AUGUST 31st, 19 35 BRANCH

DEPARTMENTS	NO.	Cost of Sales			ESTIMATED INVENTORY STATEMENT On Hand Merchandise	On Hand Stationery	On Hand Expense Materials	Invty in Transit	Advtg. Invty. Aug. 31st.	
Atchison	1	64.4	11,039.17		8,862.01	63.40	4.26		32.24	1
Dayton	2									2
Fort Wayne	3	58.1	25,735.20		10,573.26	195.82	24.32		131.97	3
Hutchinson	4	57.6	26,448.95		10,511.31	64.65			10.10	4
Jackson	5	54.1	18,344.12		7,550.69	176.72	65.14		139.88	5
Kalamazoo	6	56.3	19,147.29		8,156.07	131.72	11.91		141.84	6
Riverside	7									7
Topeka	8	60.3	40,646.70		15,114.24	236.10	12.51		238.01	8
Retail Clearing Division	9							4,515.56		9
Hamilton	10	67.7	7,383.17		7,453.74	107.04	102.32		56.62	10
Syracuse	11	61.7	8,372.38		7,443.11	127.90			45.53	11
Muskogee	12	56.6	2,417.57		9,642.33	206.73	47.63		90.73	12
Saginaw	13	71.6	2,983.03		7,290.85	114.42			77.77	13
Richmond	14	63.3	15,368.69		15,392.93	130.43	36.44		107.26	14
	15									15
	16									16
Total Active	17	59.4	182,886.27		107,990.54	1,554.93	304.53	4,515.56	1,071.95	17
	18									18
Abilene	19									19
Charlotte	20	63.3	38,044.98		16,845.26	112.01	49.25		122.27	20
Dodge City	21	55.1	18,136.50	✓	9,908.87	144.78	1.50		✓ 372.81	21
Gastonia	22									22
Greensboro	23	63.4	46,954.26		20,890.81	146.88			65.63	23
Manhattan	24	54.2	19,998.82	✓	11,908.74	71.77	7.56		✓ 58.45	24
Salina	25	59.6	65,364.94	✓	40,803.33	566.62	22.55		✓ 155.23	25
Utica	26									26
Wichita	27	64.0	37,897.97	✓	11,824.91	164.11	15.29		✓ 72.02	27
Winston Salem	28	68.3	22,344.93		13,867.75	50.93	13.09		75.26	28
Durham	29	59.6	8,699.55		10,160.42	33.39	12.76		98.73	29
	30									30
	31									31
	32									32
	33									33
	34									34
	35									35
	36									36
Total D W L W	37	61.3	252,441.95		136,210.09	1,290.49	122.00		1,020.40	37
	38									38
Beatrice	39	61.6	17,097.77		9,028.92	146.11			40.09	39
San Angelo	40	58.1	16,754.93		16,456.85	27.69	12.80		189.40	40
Wichita Falls	41	61.8	11,198.22		5,785.43	16.99	5.93		12.98	41
	42									42
	43									43
	44									44
	45									45
	46									46
	47									47
	48									48
Total Lincoln	49	60.3	45,050.92		31,271.20	190.79	18.73		242.47	49
	50									50
Grand Total All Companies	51	60.4	485,379.14		275,471.83	3,036.21	445.26	4,515.56	2,334.82	51

0007-SWP-0000

RETAIL COMPARATIVE STATEMENT OF TRADING ACCOUNTS

SHEET NO. 7

MONTH ENDING AUGUST 31st., 19 35

BRANCH

DEPARTMENTS	NO	TOTAL INVENTORY STATEMENT This Year	TOTAL INVENTORY STATEMENT Last Year	CASH SALES This Year	CASH SALES Last Year	COLLECTIONS FROM CUSTOMERS This Year		COLLECTIONS FROM CUSTOMERS Last Year		NO
Atchison	1	8,961.91	9,376.21	4,536.23	4,666.57	102.	20,610.33	97.	18,866.27	1
Dayton	2									2
Fort Wayne	3	10,925.37	11,347.23	18,816.98	21,454.46	97.	42,992.08	100.	42,936.53	3
Hutchinson	4	10,586.06	9,317.36	14,015.65	8,807.23	97.	44,391.58	96.	27,840.51	4
Jackson	5	7,932.43	9,091.84	12,859.57	13,062.39	97.	33,001.95	103.	31,414.04	5
Kalamazoo	6	8,441.54	9,182.67	13,364.03	13,260.72	101.	34,366.23	99.	30,955.02	6
Riverside	7									7
Topeka	8	15,600.86	14,297.59	17,950.41	14,129.56	100.	67,169.15	96.	48,496.51	8
Retail Clearing Division	9	4,515.56	7,637.16							9
Hamilton	10	7,719.72		4,914.48		94.	12,033.14			10
Syracuse	11	7,616.54		6,324.88		88.	11,898.70			11
Waukegee	12	9,987.42		2,666.21		75.	9,809.92			12
Saginaw	13	7,483.04		2,135.96		83.	3,452.89			13
Richmond	14	15,667.06		1,203.42		43.	7,950.15			14
	15									15
	16									16
Total Acme	17	115,437.51	70,250.06	98,787.82	75,380.93	93.	287,676.12	98.	200,508.88	17
	18									18
Abilene	19				1,274.83			111.	6,832.84	19
Charlotte	20	17,128.79	14,828.10	17,157.37	12,474.76	94.	56,616.26	96.	43,717.18	20
Dodge City	21	✓ 10,427.96	10,266.43	10,384.34	10,386.11	92.	30,426.16	98.	28,898.11	21
Gastonia	22								148.15	22
Greensboro	23	21,103.32	20,607.52	13,653.96	11,169.34	95.	70,530.61	97.	60,859.68	23
Manhattan	24	✓ 12,046.52	13,040.83	9,063.70	8,222.01	100.	36,721.77	101.	32,510.06	24
Salina	25	✓ 41,547.73	38,025.41	15,149.06	13,692.88	95.	103,988.75	100.	86,028.70	25
Utica	26									26
Wichita	27	✓ 12,076.33	10,888.92	7,700.85	6,297.15	94.	55,927.97	102.	35,020.39	27
Winston Salem	28	14,007.03		7,036.81		89.	29,027.68			28
Durham	29	10,305.30		4,472.04		81.	11,788.11			29
	30									30
	31									31
	32									32
	33									33
	34									34
	35									35
	36									36
Total D W L W	37	138,642.98	107,657.21	84,619.13	63,517.08	94.	395,027.31	99.	294,015.11	37
	38									38
Beatrice	39	9,215.12	10,389.21	6,682.03	6,353.30	99.	27,432.40	100.	23,389.72	39
San Angelo	40	16,686.74	18,203.70	9,040.48	8,694.71	96.	27,747.54	98.	24,934.17	40
Wichita Falls	41	5,821.33	6,080.76	5,005.12	5,591.69	92.	16,581.29	101.	14,059.40	41
	42									42
	43									43
	44									44
	45									45
	46									46
	47									47
	48									48
Total Lincoln	49	31,723.19	34,673.67	20,727.63	20,639.70	96.	71,761.23	99.	62,383.29	49
	50									50
Grand Total All Companies	51	285,803.68	212,580.94	204,133.58	159,537.71	94.	754,464.66	99.	556,907.28	51

0007-SWP-000013451

H. O. 3444—3-34

RETAIL COMPARATIVE STATEMENT OF ASSETS AND LIABILITIES

SHEET NO. 1

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	FIXED ASSETS Equipment Cartage	Reserve for Depreciation	Equipment O. S. & W.	Reserve for Depreciation	Equipment Salesmen's Autos	Reserve for Depreciation	NO.
Atchison	1	495.00	495.00	1,715.97	883.02			1
Detroit	2							2
Fort Wayne	3	671.00	258.34	4,475.17	3,013.47			3
Hutchinson	4	536.40	536.40	791.72	181.83			4
Jackson	5			5,601.68	3,808.37			5
Kalamazoo	6			2,568.92	1,006.38			6
Riverside	7							7
Topeka	8	516.08	235.22	5,780.80	5,318.26	630.30	26.49	8
Retail Clearing Division	9							9
Hamilton	10			1,288.70	129.87			10
Syracuse	11			1,651.18	165.12	592.00	37.85	11
Muskogee	12	150.00	17.27	1,989.37	198.94	100.00	15.35	12
Saginaw	13			1,788.68	178.87			13
Richmond	14			1,622.04	162.20			14
	15							15
	16							16
Total Acme	17	2,368.48	1,542.73	29,274.23	15,045.33	1,322.30	79.69	17
	18							18
Abilene	19							19
Charlotte	20	633.90	141.13	3,592.84	1,480.22	771.00	59.16	20
Dodge City	21	580.00	145.00	1,225.03	587.79			21
Gastonia	22							22
Greensboro	23	793.00	316.61	2,008.49	1,067.74	713.43	37.15	23
Manhattan	24	575.00	311.94	1,121.58	546.08			24
Salina	25	1,593.32	888.05	8,500.74	3,920.26	795.00	193.87	25
Utica	26							26
Wichita	27	590.00	105.49	1,597.76	815.32	640.50	42.12	27
Winston Salem	28	691.00	72.90	1,162.73	116.27			28
Durham	29			1,425.19	142.52			29
	30							30
	31							31
	32							32
	33							33
	34							34
	35							35
	36							36
Total D W L W	37	5,456.22	1,981.12	20,634.36	8,676.20	2,919.93	332.30	37
	38							38
Beatrice	39	608.40	272.11	1,389.87	685.40	798.00		39
San Angelo	40	714.50	714.50	1,629.12	877.76	845.00	162.07	40
Wichita Falls	41	584.00	85.61	2,262.39	1,207.55			41
	42							42
	43							43
	44							44
	45							45
	46							46
	47							47
	48							48
Total Lincoln	49	1,906.90	1,072.22	5,281.38	2,770.71	1,643.00	162.07	49
	50							50
Grand Total All Companies	51	9,731.60	4,596.07	55,189.97	26,492.24	5,885.23	574.06	51

0007-SWP-000013452

B. O. 341-3-34

RETAIL COMPARATIVE STATEMENT OF ASSETS & LIABILITIES

SHEET NO. 2

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	FIXED ASSETS: Real Estate not Used in Business	Petty Cash	Cash in Banks	Reserve for Disc. & Allowances	Accounts Receivable Sales Ledger: This Year	Last Year	NO.
Atchison	1		200.00	3,191.43		2,289.83	2,554.76	1
Dayton	2							2
Fort Wayne	3		150.00	2,599.35		4,841.53	3,342.30	3
Hutchinson	4		500.00	3,570.08		4,599.18	2,936.38	4
Jackson	5		100.00	3,185.18	66.40	3,962.40	2,157.34	5
Kalamazoo	6		150.00	2,864.98		3,212.58	2,761.91	6
Riverside	7							7
Topeka	8		300.00	2,989.67		8,880.65	8,587.43	8
Retail Cleaning Division	9	200.00		6,219.90				9
Hamilton	10		150.00	2,685.08		1,281.51		10
Syracuse	11		150.00	3,249.66		1,893.25		11
Muskegee	12		800.00	2,811.64		4,589.93		12
Saginaw	13		150.00	2,603.77		867.34		13
Richmond	14		837.67	7,948.13		5,527.70		14
	15							15
	16							16
Total Acme	17	200.00	3,487.67	43,918.87	66.40	41,945.90	22,340.12	17
	18							18
Abilene	19							19
Charlotte	20		300.00	4,129.84	27.19	9,224.91	5,809.00	20
Dodge City	21		1,000.00	3,443.05		5,646.23	2,814.42	21
Gastonia	22							22
Greensboro	23		300.00	4,924.03	515.93	14,568.19	10,578.88	23
Manhattan	24		1,000.00	2,849.50		5,797.44	5,476.02	24
Salina	25		1,500.00	4,035.02		19,985.47	13,827.24	25
Utica	26							26
Wichita	27		1,500.00	2,918.13		6,817.41	2,802.04	27
Winston Salem	28		200.00	3,316.46	67.01	4,018.21		28
Durham	29		150.00	2,833.69		2,460.98		29
	30							30
	31							31
	32							32
	33							33
	34							34
	35							35
	36							36
Total D W L W	37		5,950.00	28,449.72	610.09	68,518.84	41,307.60	37
	38							38
Beatrice	39		500.00	3,316.08		2,907.30	2,556.61	39
San Angelo	40		500.00	2,430.98		3,434.47	2,197.28	40
Wichita Falls	41		300.00	2,613.15		2,637.90	1,042.31	41
	42							42
	43							43
	44							44
	45							45
	46							46
	47							47
	48							48
Total Lincoln	49		1,300.00	8,360.21		8,979.67	5,796.20	49
	50							50
Grand Total All Companies	51	200.00	10,737.67	80,728.80	676.57	119,444.41	69,443.92	51

0007-SWP-000013453

H. O. 3HA-3-34

RETAIL COMPARATIVE STATEMENT OF ASSETS & LIABILITIES

SHEET NO. 3

MONTH ENDING AUGUST 31st, 19 35 BRANCH

DEPARTMENTS	NO	ACCOUNTS RECEIVABLE: Reserve for Bad Debts	Miscellaneous	Personal	DEPARTMENT ACCOUNTS: Advances to Salesmen	Claim Account	Estimated Inventory	NO
Archbold	1						8,961.91	1
Dayton	2							2
Fort Wayne	3						10,925.37	3
Hutchinson	4		25.00				10,586.06	4
Jackson	5						7,932.43	5
Kalamazoo	6						8,441.54	6
Riverside	7							7
Topeka	8						15,600.86	8
Retail Clearing Division	9			3,037.82	945.00		4,515.56	9
Hamilton	10						7,719.72	10
Syracuse	11						7,616.54	11
Muskogee	12			226.10			9,987.42	12
Saginaw	13						7,483.04	13
Richmond	14		10.00				15,667.06	14
	15							15
	16							16
Total Acme	17		35.00	2,811.72	945.00		115,437.51	17
	18							18
Abilene	19							19
Charlotte	20						17,128.79	20
Dodge City	21		10.00				10,427.96	21
Gastonia	22							22
Greensboro	23		15.00				21,103.32	23
Manhattan	24						12,046.52	24
Salina	25						41,547.73	25
Utica	26							26
Wichita	27					17.76	12,076.33	27
Winston Salem	28		25.00				14,007.03	28
Durham	29		18.00				10,305.30	29
	30							30
	31							31
	32							32
	33							33
	34							34
	35							35
	36							36
Total D W L W	37		68.00			17.76	138,642.98	37
	38							38
Beatrice	39						9,215.12	39
San Angelo	40						16,686.74	40
Wichita Falls	41		12.50				5,821.33	41
	42							42
	43							43
	44							44
	45							45
	46							46
	47							47
	48							48
Total Lincoln	49		12.50				31,723.19	49
	50							50
Grand Total All Companies	51		115.50	2,811.72	945.00	17.76	285,803.68	51

0007-SWP-000013454

H. G. 314 [illegible]

RETAIL COMPARATIVE STATEMENT OF ASSETS AND LIABILITIES

SHEET NO. 4

MONTH ENDING AUGUST 31st, 19 35

BRANCH

DEPARTMENTS	NO.	Adjustment Account	Prepaid Insurance	Prepaid Rent	Miscellaneous	Prepaid Taxes	Notes Receivable	NO.
		DEFERRED CHARGES						
Atchison	1			125.00	137.63			1
Dayton	2							2
Fort Wayne	3			175.00				3
Hutchinson	4		33.55	100.00	74.68			4
Jackson	5		15.36	61.64	251.02			5
Kalamazoo	6		33.84	150.00	403.31			6
Riverside	7				762.26			7
Topeka	8		21.12	175.00	199.61			8
Retail Clearing Division	9							9
Hamilton	10			150.00				10
Syracuse	11		4.92	162.50	1,016.60			11
Muskogee	12		31.61	123.26	154.46			12
Saginaw	13		14.00	150.00	933.36			13
Richmond	14			175.00	1,090.27		100.00	14
	15							15
	16							16
Total Acme	17		154.40	1,247.40	5,023.20		100.00	17
	18							18
Abilene	19							19
Charlotte	20		48.11	87.50	1,447.99			20
Dodge City	21		✓ 8.80	100.00				21
Gastonia	22							22
Greensboro	23			735.91	106.10			23
Manhattan	24		✓ 14.00	100.00				24
Salina	25		✓ 15.76	281.25	455.83			25
Utica	26							26
Wichita	27		✓ 59.29	105.00				27
Winston Salem	28			83.50	528.57			28
Durham	29			165.00	1,047.73			29
	30							30
	31							31
	32							32
	33							33
	34							34
	35							35
	36							36
Total D W U W	37		145.96	186.34	3,586.22			37
	38							38
Beatrice	39		7.84	80.00				39
San Angelo	40		40.77	75.00	1,689.69			40
Wichita Falls	41		18.48	100.00	999.49			41
	42							42
	43							43
	44							44
	45							45
	46							46
	47							47
	48							48
Total Lincoln	49		67.09	255.00	2,689.18			49
	50							50
Grand Total All Companies	51		367.45	1,688.74	11,298.60		100.00	51

0007-SWP-000013455

B. O. 3444-3-34

RETAIL COMPARATIVE STATEMENT OF ASSETS AND LIABILITIES

SHEET NO. 5

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	TOTAL ASSETS This Year	TOTAL ASSETS Last Year	CAPITAL ACCOUNTS Subsidiary Co's	CURRENT LIABILITIES Accounts Payable Regular	
Atchison	1	15,738.75	16,084.22			1
Dayton	2					2
Fort Wayne	3	20,565.61	19,753.24			3
Hutchinson	4	20,098.44	16,911.52			4
Jackson	5	17,234.86	15,992.76			5
Kalamazoo	6	16,518.79	17,680.07			6
Riverside	7	762.26				7
Topeka	8	29,513.62	27,147.42			8
Retail Clearing Division	9	14,918.28	18,045.30		15,001.53	9
Hamilton	10	13,146.14				10
Syracuse	11	16,133.68				11
Muskegon	12	20,280.03				12
Saginaw	13	13,811.32				13
Richmond	14	32,815.67				14
	15					15
	16					16
Total Acme	17	231,537.45	131,614.53		15,001.53	17
	18					18
Abilene	19					19
Charlotte	20	35,657.22	25,708.16			20
Dodge City	21 ✓	21,708.28	16,401.13			21
Gastonia	22					22
Greensboro	23	41,858.22	35,380.78			23
Manhattan	24 ✓	22,646.02	23,245.37			24
Salina	25 ✓	73,707.94	64,329.64			25
Tifton	26					26
Wichita	27 ✓	25,359.25	18,028.28			27
Winston Salem	28	23,776.32				28
Durham	29	18,263.37				29
	30					30
	31					31
	32					32
	33					33
	34					34
	35					35
	36					36
Total D W L W	37	262,976.62	183,163.36			37
	38					38
Beatrice	39	17,865.10	18,203.57			39
San Angelo	40	26,291.94	26,947.42			40
Wichita Falls	41	14,056.08	11,354.40			41
	42					42
	43					43
	44					44
	45					45
	46					46
	47					47
	48					48
Total Lincoln	49	58,213.12	56,505.39			49
	50					50
Grand Total All Companies	51	552,727.19	371,283.28		15,001.53	51

0007-SWP-000013456

DETAIL COMPARATIVE STATEMENT OF ASSETS AND LIABILITIES

M[illegible] AUGUST 31st., 35 BRANCH

		Accrued Liabilities Taxes	Reserve for Less on Accts in Closed Banks	Home Office Accounts	Accrued Liabilities Salesmen's Salys	Department Control Account	Wholesale Control Account	
	1	87.88		13,757.23				1
	2							2
	3	374.87		16,505.34				3
	4	70.37		12,569.87				4
	5	61.34		12,363.54				5
	6	57.81		14,690.56				6
	7			762.26				7
	8	148.46		19,937.13				8
	9		1,200.00	204,754.99	5,072.65	18,315.70	216,705.29	9
Hamilton	10			14,666.18				10
Syracuse	11			19,322.25				11
Muskogee	12	33.64		19,644.55				12
Saginaw	13			16,741.79				13
Richmond	14			36,259.38				14
	15							15
	16							16
	17	834.37	1,200.00	7,534.01	5,072.65	18,315.70	216,705.29	17
	18							18
	19							19
	20	61.71		29,833.40				20
	21	✓ 89.25		16,024.34				21
[illegible]	22							22
[illegible]	23	222.07		33,669.65				23
[illegible]	24	✓ 87.78		16,752.43				24
[illegible]	25	✓ 606.49		55,886.64				25
[illegible]	26							26
[illegible]	27	✓ 97.59		18,828.28				27
Winston Salem	28			24,057.60				28
Durham	29			18,572.71				29
	30							30
	31							31
	32							32
	33							33
	34							34
	35							35
	36							36
[illegible]	37	1,164.89		213,625.05				37
	38							38
[illegible]	39	95.62		15,289.54				39
[illegible]	40	46.17		23,684.47				40
[illegible]	41	83.74		13,555.02				41
	42							42
	43							43
	44							44
	45							45
	46							46
	47							47
	48							48
Total Unwin	49	225.53		52,529.03				49
	50							50
Grand Total All Companies	51	2,224.79	1,200.00	258,619.17	5,072.65	18,315.70	216,705.29	51

0007-SWP-000013457

B. O. 343A—3-34

RETAIL COMPARATIVE STATEMENT OF ASSETS AND LIABILITIES

SHEET NO. 7

MONTH ENDING AUGUST 31st., 19 35 BRANCH

DEPARTMENTS	NO.	SURPLUS AND RESERVE ACCOUNTS: Surplus Earned to Aug. 31st.		Surplus Earned Since Aug. 31.		Accrued Liab. Salesmen's Exp.		TOTAL LIABILITIES: This Year	Last Year	
Atchison	1		1,893.64					15,738.75	16,084.22	1
Dayton	2									2
Fort Wayne	3		3,685.40					20,565.61	19,753.24	3
Hutchinson	4		7,458.20					20,098.44	16,911.52	4
Jackson	5		4,809.98					17,234.86	15,992.76	5
Kalamazoo	6		1,770.42					16,518.79	17,680.07	6
Riverside	7							762.26		7
Topeka	8		9,428.03					29,513.62	27,147.42	8
Retail Clearing Division	9						9.50	14,918.28	18,045.30	9
Hamilton	10		1,520.04					13,146.14		10
Syracuse	11		3,188.07					16,133.68		11
Muskegee	12		601.84					20,280.03		12
Saginaw	13		2,930.47					13,811.32		13
Richmond	14		3,443.71					32,815.67		14
	15									15
	16									16
Total Acme	17		18,564.72				9.50	231,537.45	131,614.53	17
	18									18
Abilene	19									19
Charlotte	20		5,762.11					35,657.22	25,708.16	20
Dodge City	21	✓	5,594.69					✓ 21,708.28	16,401.13	21
Gastonia	22									22
Greensboro	23		7,966.50					41,858.22	35,380.78	23
Manhattan	24	✓	5,805.81					✓ 22,646.02	23,245.37	24
Salina	25	✓	17,214.81					✓ 73,707.94	64,329.64	25
Utica	26									26
Wichita	27	✓	6,433.38					✓ 25,359.25	18,098.28	27
Winston Salem	28		281.28					23,776.32		28
Durham	29		309.34					18,263.37		29
	30									30
	31									31
	32									32
	33									33
	34									34
	35									35
	36									36
Total D W L W	37		48,186.68					262,976.62	183,163.36	37
	38									38
Beatrice	39		2,479.94					17,865.10	18,203.57	39
San Angelo	40		2,561.30					26,291.94	26,947.42	40
Wichita Falls	41		417.32					14,056.08	11,354.40	41
	42									42
	43									43
	44									44
	45									45
	46									46
	47									47
	48									48
Total Lincoln	49		5,458.56					58,213.12	56,505.39	49
	50									50
Grand Total All Companies	51		72,209.96				9.50	552,727.19	371,283.28	

0007-SWP-000013458

B. O. 240—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31, 1935 BRANCH RETAIL GRAND TOTAL ALL STORES

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	1.4	11,028.31	1.7	9,521.44
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	1.4	11,028.31	1.7	9,521.44
DETROIT DIRECT CHARGES				
Office Managers' Salaries	0.6	4,544.30		
Branch Sales Managers' Salaries	0.2	1,658.25		
Dist. Sales Managers' Salaries	2.4	20,062.92		
Dist. Sales Managers' Expense	0.9	6,992.60		
TOTAL	4.1	33,258.07		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.7	5,628.35	1.0	5,709.14
Salesmen's Salaries	10.6	84,780.96	12.1	68,318.81
TOTAL	11.3	90,409.31	13.1	74,027.95
Advertising Materials Used	0.3	2,311.17		
ADVERTISING National	0.3	2,764.00	1.4	8,078.75
Advertising Regular	2.3	18,189.69		
TOTAL	2.9	23,264.86		
GENERAL EXPENSES				
Branch Auditing	0.2	1,396.17	0.1	419.73
Charities and Donations		217.16		203.55
Commercial Agencies	0.2	1,309.99	0.2	971.55
Employees Welfare				
Heat, Light and Power	0.6	4,916.48	0.6	3,672.49
Insurance	0.3	2,635.13	0.3	1,825.51
Janitors' Supplies	0.2	1,193.62	0.1	589.02
Parcel Post		393.56	0.1	314.01
Rent	4.2	32,647.21	4.1	23,075.69
Repairs N. O. S.	0.2	1,590.26	0.2	1,102.77
Salesmen's Outfits		18.00		64.05
Store and Warehouse Supplies	0.1	504.78	0.1	428.91
Sundry Expenses	0.3	2,742.38	0.6	3,184.66
Taxes Local	0.5	5,909.08	0.5	2,890.68
Telegrams		347.39		250.10
Telephone Long Distance	0.1	1,103.88	0.1	767.06
Telephone Regular	0.2	1,916.73	0.3	1,492.12
Warehouse Expense				
TOTAL	7.4	58,841.82	7.3	41,251.90
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		66.23	0.1	273.01
Policy Allowance		131.04		101.37
Sample and Gratis		33.97		64.39
TOTAL		231.24	0.1	438.77
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.7	5,879.70	0.5	2,924.40
STAMPS	0.5	3,944.81	0.5	2,669.16
CARTAGE EXPENSE				
Cartage Outside Service	0.3	2,214.35	0.2	1,081.86
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.2	1,632.43	0.2	1,211.67
Repairs Cartage Equipment	0.1	999.85	0.2	837.63
Cartage Miscellaneous	0.4	3,454.74	0.5	2,946.17
TOTAL	1.0	8,301.37	1.1	6,077.33
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.3	2,806.09	0.3	1,798.10
SUSPENSE				
Bad and Doubtful Debts		233.09	0.2	1,010.54
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		43.88		26.33
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	4.0	32,472.14	2.9	16,435.86
Administration Distribution	4.0	32,472.14	2.9	16,660.28
Administration Dist. Miscellaneous	0.7	5,450.00	2.5	14,168.98
Cleveland Directs				
Branch Directs			1.4	7,865.27
Branch Directs Distribution			1.4	7,865.27
TOTAL	0.7	5,450.00	2.5	13,944.56
TRANSPORTATION				
GRAND TOTAL EXPENSES	30.3	243,604.79	28.7	161,716.57

0007-SWP-000013459

FORM H. O. 5118 B

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH ABILENE

Abilene NAME / TERR		TOTAL		CASH		CHARGE						
CLASSIFICATION	NO.	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO.
Glass	10		518				518					10
Paint	13		2,687				2,687					13
Brushes	16		103				103					16
Lead, Oil, Turp. (Not Our Mfg.)	[illegible]		169				169					[illegible]
Misc. Jobbing Goods (N. O. S.)	[illegible]		285				285					[illegible]
Wallpaper	21		481				481					21
Art	23		68				68					23
Contract Labor	[illegible]		606				606					30
Contract P. And L.	31		32				32					31
Cash Sales			1,297		1,297							
GROSS SALES			6,246		1,297		4,949					
Freight	60											60
Merchandise Returned	61		74		23		52					61
Invoice Corrections	62		1									62
TOTAL DEDUCTIONS			75		23		52					
TOTAL—NET SALES			6,171		1,274		4,897					

0007-SWP-000013460

R. O. 30—[illegible]

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st, 19 35 BRANCH ATCHISON

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses				
Salesmen's Salaries	13.5	2,740.61	14.6	2,831.55
TOTAL	13.5	2,740.61	14.6	2,831.55
Advertising Materials Used	0.1	28.17		
ADVERTISING National	0.7	133.66	1.0	198.77
Advertising Regular	1.6	329.14		
TOTAL	2.4	490.97		
GENERAL EXPENSES				
Branch Auditing	0.2	43.45	0.1	25.00
Charities and Donations		7.50	0.1	18.00
Commercial Agencies	0.1	24.88	0.2	45.10
Employees Welfare				
Heat, Light and Power	0.9	179.13	0.8	159.95
Insurance	0.5	89.25	0.3	58.07
Janitors' Supplies	0.1	18.87	0.1	25.13
Parcel Post				.27
Rent	8.8	1,774.92	9.3	1,774.92
Repairs N. O. S.	0.1	18.15		8.23
Salesmen's Outfits				
Store and Warehouse Supplies		7.61		6.29
Sundry Expenses	0.1	16.20	0.1	21.57
Taxes Local	0.9	175.76	0.9	160.93
Telegrams		2.44		1.90
Telephone Long Distance	0.1	24.70	0.1	17.55
Telephone Regular	0.4	71.50	0.3	66.00
Warehouse Expense				
TOTAL	12.2	2,454.36	12.3	2,388.91
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		1.35		
Policy Allowance				
Sample and Gratis				1.00
TOTAL		1.35		1.00
TOTALS FORWARD				

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.4	86.95	0.4	69.17
STAMPS	0.4	81.67	0.3	65.55
CARTAGE EXPENSE				
Cartage Outside Service	0.4	84.66	0.3	63.57
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.6	123.75	0.6	123.75
Repairs Cartage Equipment	[illegible]	1.00	0.1	18.71
Cartage Miscellaneous	0.5	101.59	0.6	104.92
TOTAL	1.5	311.00	1.6	310.95
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.2	47.12	0.2	42.36
SUSPENSE				
Bad and Doubtful Debts	0.1	18.26	0.6	123.30
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	6.0	1,211.99	3.0	586.32
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			2.3	435.91
Branch Directs Distribution				
TOTAL	6.0	1,211.99	5.3	1,022.23
TRANSPORTATION				
GRAND TOTAL EXPENSES	36.5	7,407.76	36.3	7,053.79

0007-SWP-000013461

B. O. 243—2-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET No.

MONTH ENDING AUGUST 31st, 19 35 BRANCH ATCHISON

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		4,536						4,667						1
2	Chas. Sales		15,758						14,769						2
3	Chas. Higdon	A 2 A			1,524			1,524 00		72	1,524			1,595 75	3
4	Grant L. Jones	A 2 B			900			900 00			900			900 00	4
5	Extra Labor				17			16 61			36			35 80	5
6															6
7															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		20,295		2,741		13.5	2,740 61	19,436	72	2,760		14.6	2,631 55	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES				WAREHOUSE SALARIES			
NAME	THIS YEAR	LAST YEAR		NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

0007-SWP-000013462

FORM H. O. 514 R P

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH ATCHISON

Atchison NAME / TERR		TOTAL		CASH		CHARGE						
CLASSIFICATION	NO.	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO.
Glass	10	5,087	4,502			5,087	4,502					10
Paint	11	6,744	6,485			6,744	6,485					11
Brushes	12	244	243			244	243					12
Lead, Oil, Turps. (Not Mfg.)	13	626	672			626	672					13
Misc. Jobbing Goods (N. O. S.)	14	494	664			494	664					14
Wallpaper	23	2,706	2,232			2,706	2,232					23
Art	25	107	140			107	140					25
Contract Labor	40	352	330			352	330					40
Contract P. And L.	41	10	22			10	22					41
Cash Sales		4,592	4,713	4,592	4,713							
GROSS SALES		20,962	20,003	4,592	4,713	16,370	15,290					
Freight	70	1				1						70
Merchandise Returned	61	609	516	54	45	555	471					61
Invoice Corrections	62	59	52	2	1	58	50					62
TOTAL DEDUCTIONS		667	568	56	46	612	521					
TOTAL NET SALES		20,295	19,435	4,536	4,667	15,758	14,769					

0007-SWP-000013463

R. Q. [illegible]

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

[illegible] 31st., 19 35 BRANCH BEATRICE

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.8	214.20	0.9	218.85
Salesmen's Salaries	12.4	3,460.25	14.8	3,474.70
TOTAL	13.2	3,674.45	15.7	3,693.55
Advertising Materials Used	0.1	24.27		
ADVERTISING National			1.2	281.35
Advertising Regular	1.6	448.18		
	1.5	423.91		
GENERAL EXPENSES				
Branch Auditing	0.2	43.45		
Charities and Donations	0.1	30.00	0.1	25.50
Commercial Agencies		.37		
Employees Welfare				
Heat, Light and Power	0.4	105.80	0.4	103.86
Insurance	0.6	158.37	0.6	151.29
Janitors' Supplies		8.31		11.18
Parcel Post				
Rent	3.5	960.00	5.2	1,179.40
Repairs N. O. S.	0.1	39.01	0.2	37.52
Salesmen's Outfits				
Store and Warehouse Supplies	0.1	31.17	0.2	42.45
Sundry Expenses	0.1	23.37	0.3	64.29
Taxes Local	0.6	155.74	0.4	97.63
Telegrams		4.75		1.84
Telephone Long Distance	0.1	17.25	0.1	35.30
Telephone Regular	0.2	60.50	0.3	63.00
Warehouse Expense				
TOTAL	6.0	1,638.09	7.8	1,813.26
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance				
Sample and Gratis				
TOTAL				
TOTALS FORWARD				

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.4	118.11	0.4	92.30
STAMPS	0.4	107.25	0.4	93.17
CARTAGE EXPENSE				
Cartage Outside Service		.11		.82
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.5	152.10	0.5	120.01
Repairs Cartage Equipment	0.1	22.74	0.1	23.06
Cartage Miscellaneous	0.9	242.20	1.0	237.18
TOTAL	1.5	416.93	1.6	381.07
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.2	43.72		4.66
SUSPENSE				
Bad and Doubtful Debts	0.1	22.78	0.1	24.41
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	6.1	1,705.71	3.0	707.54
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.8	429.93
Branch Directs Distribution				
TOTAL	6.1	1,705.71	4.8	1,137.47
TRANSPORTATION				
GRAND TOTAL EXPENSES	29.4	8,150.95	32.0	7,521.24

0007-SWP-000013464

H. O. 515—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st. 1935 BRANCH BEATRICE

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		6,652						6,353						1
2	Chge Sales		21,073						17,123						2
3	Geo. F. Fulton	L 3A			2,292	214		2,506 20			1,939	219		2,157 85	3
4	H.A. McCoy	L 3B			1,032			1,032 00			980			980 00	4
5	Extra Labor				136			136 25			79			79 40	5
6	Geo. F. Fulton	L 3C									476			476 30	6
7															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		27,755		3,460	214	15.2	3,674 45	23,476		3,474	219	16.7	3,693 55	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR		LAST YEAR		
TOTAL					

WAREHOUSE SALARIES NAME	THIS YEAR		LAST YEAR		
TOTAL					

0007-SWP-000013465

FORM H. O. 514 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH BEATRICE

NAME Beatrice

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO.
Glass	10	1,841	2,151			1,841	2,151					10
Paint	15	7,867	8,173			7,867	8,173					15
Brushes	16	282	284			282	284					16
Lead, Oil, Turps. (Not Our Mfg.)	17	923	795			923	795					17
Misc. Jobbing Goods (N. O. S.)	18	3,957	1,373			3,957	1,373					18
Wallpaper	21	1,885	1,730			1,885	1,730					21
Art	25	127	90			127	90					25
Contract Labor	40	4,601	2,924			4,601	2,924					40
Contract P. And L.	41	108	78			108	78					41
Cash Sales	—	6,766	6,462	6,766	6,462							
GROSS SALES		28,357	24,060	6,766	6,462	21,591	17,598					
Freight	60	4	18			4	18					60
Merchandise Returned	61	548	524	84	109	463	415					61
Invoice Corrections	62	58	42			59	42					62
TOTAL DEDUCTIONS		602	584	84	109	518	475					
TOTAL—NET SALES		27,755	23,476	6,682	6,353	21,073	17,123					

0007-SWP-000013466

F. O. 203—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st., 19 35 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	2.5	1,658.25		
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL	2.5	1,658.25		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	1.0	623.90	1.7	782.33
Salesmen's Salaries	4.6	2,822.48	15.2	6,953.94
TOTAL	5.6	3,446.38	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	214.08
STAMPS	0.3	207.75	0.5	244.71
CARTAGE EXPENSE				
Cartage Outside Service		12.55	0.1	27.50
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	152.33	0.2	109.78
Repairs Cartage Equipment	0.2	137.50	0.2	98.75
Cartage Miscellaneous	0.8	461.51	0.8	364.48
TOTAL	1.3	763.89	1.3	600.51
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.6	345.13	0.5	243.83
SUSPENSE				
Bad and Doubtful Debts	0.3	152.95	1.4	625.58
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		.57		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	5.0	2,992.16	1.7	780.56
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution			2.3	1,050.38
TOTAL	5.0	2,992.16	0.6	269.82
TRANSPORTATION				
GRAND TOTAL EXPENSES	26.9	16,184.99	28.3	12,960.76

0007-SWP-000013467

H. O. 244--2-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET No.

MONTH ENDING AUGUST 31st, 1935 BRANCH CHARLOTTE

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		17,157						12,475						1
2	Chge Sales		41,841						33,252						2
3	J.C. Ramsey	D 4A				624		623 90		750	3,000	758		4,508 32	3
4	J W. Henderson	D 4B			1,005			1,005 00			855	4		858 91	4
5	Clarence Deese	D 4C			849			849 00			684			684 00	5
6		D 4E									1,345	14		1,358 50	6
7	Nathan Shotwell	D 40									247	6		253 35	7
8	Extra Labor				236			235 90			73			73 19	8
9	E. Ross Cathey	D 4D			605			605 00							9
10	R.D. Golding	D 4E	1,074		128			127 58							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		60,072		2,823	624	5.6	3,446 38	45,727	750	6,204	782	16.9	7,736 27	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR		LAST YEAR		WAREHOUSE SALARIES NAME	THIS YEAR		LAST YEAR	
Lena Morris		780		288					
Extra Help				20					
TOTAL	1.3	780	0.7	308	TOTAL				

0007-SWP-000013468

FORM H. O. 514 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 1935 BRANCH CHARLOTTE

Charlotte NAME R. D. GOLDING
TERR. H

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	R. D. GOLDING H THIS YEAR	R. D. GOLDING H LAST YEAR			NO.
Glass	10	1.776	2.135			1.776	2.135					10
Paint	13	26.542	21.051			25.688	21.051	852				13
Brushes	16	1.042	686			1.017	686	25				16
Lead, Oil, Turps. (Not Our Mfg.)	17	6.045	3.852			5.855	3.852	190				17
Misc. Jobbing Goods (N. O. S.)	18	2.045	1.582			1.994	1.582	51				18
Wallpaper	21	6.509	5.031			6.505	5.031	5				21
Art	25	287	218			287	218					25
Contract Labor	30	22	9			22	9					30
Contract P. And L.	31											31
Cash Sales		17.632	12.778	17.632	12.778							
GROSS SALES		61.900	47.342	17.632	12.778	43.148	34.564	1.123				
Freight	60	13	21		1	13	20					60
Merchandise Returned	61	1.560	1.430	460	256	1.077	1.174	22				61
Invoice Corrections	62	255	165	15	46	213	118	27				62
TOTAL DEDUCTIONS		1.828	1.616	475	303	1.303	1.312	49				
TOTAL—NET SALES		60.072	45.726	17.157	12.475	41.841	33.252	1.074				

0007-SWP-000013469

R. O. 502—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st, 19 35 BRANCH DOVIE CITY

NAME	OPERATING EXPENSES THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	0.1	23.85	0.9	266.10
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	0.1	23.85	0.9	266.10
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.7	240.79	0.5	134.82
Salesmen's Salaries	12.4	4,066.72	11.6	3,410.83
TOTAL	13.1	4,307.51	12.1	3,545.65
Advertising Materials Used	1.0	314.04		
ADVERTISING National			0.9	287.86
Advertising Regular	1.6	508.54		
TOTAL	0.6	194.50		
GENERAL EXPENSES				
Branch Auditing	0.1	44.35		
Charities and Donations				7.50
Commercial Agencies	0.1	36.38	0.1	36.00
Employees Welfare				
Heat, Light and Power	1.0	324.57	1.2	344.16
Insurance	0.4	141.62	0.3	100.30
Janitors' Supplies	0.1	39.99	0.2	50.03
Parcel Post		15.22	0.1	16.98
Rent	2.5	782.50	3.0	841.50
Repairs N. O. S.	0.5	155.12	0.2	65.12
Salesmen's Outfits				
Store and Warehouse Supplies		15.66		12.00
Sundry Expenses	0.1	23.98	0.1	37.64
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				

NAME	OPERATING EXPENSES THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	166.08	0.4	124.84
STAMPS	0.3	113.54	0.3	97.23
CARTAGE EXPENSE				
Cartage Outside Service		10.55		3.60
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.4	145.00		
Repairs Cartage Equipment	0.2	50.45	0.3	87.40
Cartage Miscellaneous	0.5	162.08	0.5	149.57
TOTAL	1.1	368.08	0.8	240.57
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.1	30.01	0.1	22.43
SUSPENSE				
Bad and Doubtful Debts	0.5	172.68	0.7	201.76
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				.60
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	6.2	2,052.04	3.0	873.17
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			3.3	967.19
Branch Directs Distribution				
TOTAL	6.2	2,052.04	6.3	1,840.36
TRANSPORTATION				
GRAND TOTAL EXPENSES	27.2	8,949.38	27.3	8,029.56

0007-SWP-000013470

R. D. 943—9-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st, 1935 BRANCH DODGE CITY

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		10,358						10,386						1
2	Chge Sales		18,852						14,703						2
3	Fred Swart	D 5A			2,100	155		2,255 39		346	1,824	131		2,320 73	3
4	Milo Barnes	D 5B			1,119			1,118 70			1,210	4		1,214 12	4
5	C.C. Cavin Dist A/C	D 5H	3,686		126	85		211 55	4,325						5
6	Andy Maiman	D 5C			549			549 37							6
7	Extra Labor				173			172 50			31			30 80	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		32,924		4,067	240	13.1	4,307 51	29,414	343	3,065	135	12.1	3,545 65	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES

NAME	THIS YEAR		LAST YEAR		
Extra Help		24		266	
TOTAL	0.1	24	0.9	266	

WAREHOUSE SALARIES

NAME	THIS YEAR		LAST YEAR		
TOTAL					

0007-SWP-000013471

FORM H. O. 911 S-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH DODGE CITY

Dodge City NAME / TERR.		TOTAL		CASH		CHARGE		C. C. CAVIN H				
CLASSIFICATION	NO.	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO.
Glass	10	3,968	4,593			2,501	3,127	1,467	1,466			10
Paint	13	7,974	6,891			6,660	5,086	1,314	1,803			13
Brushes	16	442	333			409	286	33	47			16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,027	967			805	709	222	258			17
Misc. Jobbing Goods (N. O. S.)	18	1,483	891			1,271	690	212	201			18
Wallpaper	21	2,998	2,171			2,486	1,688	512	483			21
Art	23	364	277			338	261	26	17			23
Contract Labor	30	4,702	3,203			4,641	3,083	61	121			30
Contract P. And L.	31	139	197			139	200		4			31
Cash Sales		10,537	10,530	10,537	10,530							
GROSS SALES		33,634	30,053	10,537	10,530	19,250	15,130	3,847	4,392			
Freight	60	2	13			1	1	1	14			60
Merchandise Returned	61	685	633	150	143	383	416	153	74			61
Invoice Corrections	62	29	18	3	1	16	12	9	7			62
TOTAL DEDUCTIONS		712	638	153	144	398	427	161	67			
TOTAL—NET SALES		32,922	29,415	10,384	10,386	18,852	14,703	3,686	4,325			

0007-SWP-000013472

H. O. 240—13-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st 19 35 BRANCH DURHAM

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.2	35.10		
Salesmen's Salaries	12.0	1,742.14		
TOTAL	12.2	1,777.24		
Advertising Materials Used	1.0	144.32		
ADVERTISING National				
Advertising Regular	6.7	985.36		
TOTAL	7.7	1,129.68		
GENERAL EXPENSES				
Branch Auditing	0.3	46.72		
Charities and Donations				
Commercial Agencies	0.1	19.60		
Employees Welfare				
Heat, Light and Power	0.6	89.68		
Insurance	0.2	32.94		
Janitors' Supplies	0.7	86.30		
Parcel Post				
Rent	8.9	1,288.89		
Repairs N. O. S.	0.5	64.40		
Salesmen's Outfits				
Store and Warehouse Supplies		6.40		
Sundry Expenses	0.3	50.11		
Taxes Local	0.5	77.50		
Telegrams		6.86		
Telephone Long Distance	0.3	40.15		
Telephone Regular	0.3	47.62		
Warehouse Expense				
TOTAL	12.7	1,857.17		
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance				
Sample and Gratis				
TOTAL				
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	1.8	267.44		
STAMPS	0.4	57.13		
CARTAGE EXPENSE				
Cartage Outside Service	2.1	297.69		
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment				
Cartage Miscellaneous		3.49		
TOTAL	2.1	301.18		
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.1	9.15		
SUSPENSE				
Bad and Doubtful Debts	1.7	247.97		
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.5	515.07		
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution				
TOTAL	3.5	515.07		
TRANSPORTATION				
GRAND TOTAL EXPENSES	42.2	6,162.03		

0007-SWP-000013473

H. O. 848-3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st, 19 35 BRANCH DURHAM

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		4,472												1
2	Chge. Sales		10,123												2
3	Ma C. Bousard	D1A			926	23		948 46							3
4	Extra Labor				67			67 40							4
5	Wm. J. Berry Jr.	D1B			300			300 00							5
6	G. H. Mitchell	D1C			449	12		461 38							6
7															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		14,595		1,742	35	12.8	1,777 24							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR	WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
			TOTAL		

0007-SWP-000013474

FORM H. O. 514 G-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH DURHAM

NAME Durham

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass #21	10	4				4						10
Paint	13	5,407				5,407						13
Brushes	16	258				258						16
Lead, Oil, Turps. (Not Our Mfg.)	17	2,104				2,104						17
Misc. Jobbing Goods (N. O. S.)	18	768				768						18
Wallpaper	21	1,597				1,597						21
Art	25	363				363						25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		4,601		4,601								
GROSS SALES		15,102		4,601		10,501						
Freight	60	4				4						60
Merchandise Returned	61	395		116		280						61
Invoice Corrections	62	107		13		94						62
TOTAL DEDUCTIONS		506		129		378						
TOTAL—NET SALES		14,596		4,472		10,123						

0007-SWP-000013475

H. O. 960—43-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH FORT WAYNE

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	2.0	870.00	2.0	841.50
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	2.0	870.00	2.0	841.50
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.6	285.15	1.3	578.29
Salesmen's Salaries	13.0	5,738.92	12.8	5,520.29
TOTAL	13.6	6,024.07	14.1	6,098.58
Advertising Materials Used	0.3	137.78		
ADVERTISING National	1.2	517.79	2.3	979.51
Advertising Regular	2.3	1,019.78		
TOTAL	3.5	1,675.35		
GENERAL EXPENSES				
Branch Auditing	0.2	84.52	0.1	62.96
Charities and Donations				15.00
Commercial Agencies	0.1	58.63	0.1	53.85
Employees Welfare				
Heat, Light and Power	0.9	381.87	0.7	283.57
Insurance	0.2	105.36	0.2	94.36
Janitor Supplies	0.1	61.08	0.1	48.66
Parcel Post	0.1	54.27	0.1	30.22
Rent	4.0	1,720.00	4.5	1,890.00
Repairs N. O. S.	0.3	130.05	0.3	145.16
Salesmen's Outfits				21.35
Store and Warehouse Supplies	0.2	80.33	0.1	53.19
Sundry Expenses	0.1	32.33	0.2	89.45
Taxes Local	0.8	362.07	0.7	297.93
Telegrams		19.09		21.16
Telephone Long Distance	0.1	61.90	0.1	153.15
Telephone Regular	0.2	87.00	0.2	86.92
Warehouse Expense				
TOTAL	7.7	3,238.50	7.7	3,346.93
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		.40	0.1	58.22
Policy Allowance				
Sample and Gratis				1.05
TOTAL		.40	0.1	59.27
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	223.88	0.4	128.11
STAMPS	0.4	193.65	0.4	161.05
CARTAGE EXPENSE				
Cartage Outside Service	0.1	32.22	0.5	211.76
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	167.75	0.2	90.59
Repairs Cartage Equipment	0.3	115.98	0.2	73.80
Cartage Miscellaneous	0.8	354.19	0.4	165.48
TOTAL	1.5	670.14	1.3	541.63
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.5	211.68	0.5	196.23
SUSPENSE				
Bad and Doubtful Debts	0.3	128.66	0.3	140.26
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		2.63		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.6	1,592.37	1.7	722.01
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Director				
Branch Direct				
Branch Direct Distribution				
TOTAL	3.6	1,592.37	1.7	722.01
TRANSPORTATION				
GRAND TOTAL EXPENSES	33.5	14,871.35	30.1	12,934.56

0007-SWP-000013475A

H. O. 845—8-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH FORT WAYNE

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		18,817						21,455						1
2	Chge Sales		25,497						21,501						2
3	Townsend Hay	A 6 A			1,750	255		2,005 05		442	2,100	578		3,120 29	3
4	Townsend Hay	A 6 B			250	4		253 50			921			921 40	4
5	E. L. Foncher	A 6 C			856			856 00			315			315 09	5
6	Glenn Morris	A 6 D			1,943	24		1,966 93			1,503			1,503 04	6
7	Extra Labor				22			22 55			39			38 76	7
8	Edwin Meisner	A 6 E			613			612 80			200			200 00	8
9	W. H. Stephens	A 6 AD													9
10	J. W. Reidt	A 6 F			305	2		307 24							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		44,314		5,739	285	13.6	6,024 07	42,956	442	5,078	578	14.1	6,098 58	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES

NAME	THIS YEAR		LAST YEAR	
Josephine Myers		870		840
Ruth Walsh				2
TOTAL	2,0	870	2,0	842

WAREHOUSE SALARIES

NAME	THIS YEAR		LAST YEAR	
TOTAL				

0007-SWP-000013476

FORM H. O. 614 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH FORT WAYNE

NAME Fort Wayne
TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	207	387			207	387					10
Paint	13	15,303	14,849			15,303	14,849					13
Brushes	16	547	410			547	410					16
Lead, Oil, Turps. (Not Our Mfg.)	17	2,435	1,948			2,435	1,948					17
Misc. Jobbing Goods (N. O. S.)	18	1,213	1,067			1,213	1,067					18
Wallpaper	21	5,862	3,337			5,862	3,337					21
Art	25	1,508	933			1,508	933					25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		19,477	22,103	19,477	22,103							
GROSS SALES		46,552	45,034	19,477	22,103	27,075	22,931					
Freight	60	13	13			13	13					60
Merchandise Returned	61	1,892	1,736	613	545	1,279	1,191					61
Invoice Corrections	62	333	329	47	103	286	226					62
TOTAL DEDUCTIONS		2,238	2,078	660	648	1,578	1,430					
TOTAL—NET SALES		44,314	42,956	18,817	21,455	25,497	21,501					

0007-SWP-000013477

B. O. 240—12-34

SHEET NO.

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING AUGUST 31st., 1935 BRANCH GREENSBORO

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries	4.4	3,300.00		
Dist. Sales Managers' Expense	1.4	1,030.30		
TOTAL	5.8	4,330.30		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses			1.3	803.81
Salesmen's Salaries	7.6	5,620.75	9.9	6,227.73
TOTAL	7.6	5,620.75	11.2	7,031.54
Advertising Materials Used	0.4	314.12		
ADVERTISING National			1.9	1,167.38
Advertising Regular	1.8	1,281.84		
TOTAL	2.2	1,595.96		
GENERAL EXPENSES				
Branch Auditing	0.1	100.11		19.60
Charities and Donations		5.00		5.00
Commercial Agencies	0.1	74.70	0.1	59.20
Employees Welfare				
Heat, Light and Power	0.3	198.69	0.3	170.84
Insurance	0.2	134.00	0.1	83.95
Janitors' Supplies	0.1	43.11		28.12
Parcel Post	0.1	60.55	0.1	51.00
Rent	2.7	2,054.81	1.8	1,200.00
Repairs N. O. S.	0.1	64.12	0.1	49.10
Salesmen's Outfits				
Store and Warehouse Supplies	0.1	55.21		.69
Sundry Expenses	0.1	64.03	0.1	39.69
Taxes Local	1.5	1,080.64	0.3	181.45
Telegrams	0.1	44.47	0.1	45.84
Telephone Long Distance	0.2	144.10	0.2	101.35
Telephone Regular	0.3	88.27	0.3	67.50
Warehouse Expense				
TOTAL	5.8	4,211.81	3.3	2,103.33
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		15.35		4.40
Policy Allowance		82.65		.50
Sample and Gratis		1.50		.47
TOTAL	0.1	99.50		5.37
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	379.15	0.4	262.09
STAMPS	0.5	378.84	0.4	282.02
CARTAGE EXPENSE				
Cartage Outside Service		23.47		
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	198.25	0.2	178.36
Repairs Cartage Equipment	0.2	173.96	0.1	94.14
Cartage Miscellaneous	0.5	355.64	0.6	368.12
TOTAL	1.0	751.32	0.9	580.62
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.4	325.04	0.7	431.61
SUSPENSE				
Bad and Doubtful Debts	0.5	382.46	0.3	173.12
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		2.69		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	2.1	1,566.47	1.7	1,063.51
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.7	1,050.38
Branch Directs Distribution				
TOTAL	2.1	1,566.47	3.4	2,113.89
TRANSPORTATION				
GRAND TOTAL EXPENSES	26.5	19,644.29	22.5	14,150.97

0007-SWP-000013478

H. O. 218—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st, 1935 BRANCH GREENSBORO

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		13,654						11,170						1
2	Charge Sales		40,565						25,279						2
3	R. T. Trivette	D S A	12,676						26,293	680	2,100	804		3,583 81	3
4	L. G. Hodgin	D S B			1,313			1,312 50			1,200			1,200 00	4
5	Harry Mitchell	D S C			1,027			1,027 20			860			860 20	5
6	Mrs. Trivette	D S D			778			777 99			619			618 80	6
7	Norman Thomas	D S E			625			624 79			221			221 46	7
8	Extra Labor				124			123 95			527			527 27	8
9	R. D. Golding	D S H	7,201		1,449			1,449 09							9
10	S. C. Jordan	D S F			224			223 60							10
11	P. C. Walters	D S G			63			63 29							11
12	Mrs. J. E. Tillman	D S J			18			18 34							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		74,097		5,621		7.6	5,620 75	62,742	680	5,547	804	11.2	7,031 54	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES				WAREHOUSE SALARIES			
NAME	THIS YEAR	LAST YEAR		NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

0007-SWP-000013479

FORM H. O. 914 B.R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH GREENSBORO

NAME Greensboro TERR.		TOTAL		CASH		CHARGE		D. T. TRIVETTE A		R. D. GOLDING H	
CLASSIFICATION	NO.	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
Glass	10	572	495			366	326	59	169	147	
Paint	13	38,944	39,027			24,930	18,388	8,396	20,638	5,614	
Brushes	16	1,951	1,105			1,329	548	499	558	123	
Lead, Oil, Turps. (Not Our Mfg.)	17	9,361	5,486			6,441	2,378	1,802	3,108	1,118	
Misc. Jobbing Goods (N. O. S.)	18	2,643	2,342			2,065	1,147	459	1,195	119	
Wallpaper	21	8,944	4,986			6,705	3,482	2,002	1,504	236	
Art	25	752	433			677	361	71	73	4	
Contract Labor	30	50	19			50	18				
Contract P. And L.	31										
Cash Sales		14,196	11,556	14,196	11,556						
GROSS SALES		77,413	65,449	14,196	11,556	42,567	26,648	13,288	27,245	7,361	
Freight	60	40	12			142	79	109	67	8	
Merchandise Returned	61	2,608	2,040	530	378	1,795	1,290	160	376	123	
Invoice Corrections	62	748	679	12	12	349	158	343	509	45	
TOTAL DEDUCTIONS		3,316	2,707	542	386	2,002	1,369	612	952	160	
TOTAL—NET SALES		74,097	62,742	13,654	11,170	40,565	25,279	12,676	26,293	7,201	

0007-SWP-000013480

R. O. 242—12-28

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING August 31st, 1935 BRANCH HAMILTON

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.9	115.48		
Salesmen's Salaries	17.9	2,293.75		
TOTAL	18.8	2,409.23		
Advertising Materials Used	2.3	294.80		
ADVERTISING National				
Advertising Regular	8.2	1,047.70		
TOTAL	10.5	1,342.50		
GENERAL EXPENSES				
Branch Auditing	0.2	30.00		
Charities and Donations	0.1	10.00		
Commercial Agencies	0.3	42.50		
Employees Welfare				
Heat, Light and Power	1.3	167.43		
Insurance	0.3	33.84		
Janitors' Supplies	0.6	77.13		
Parcel Post		.54		
Rent	12.3	1,566.28		
Repairs N. O. S.	0.4	54.60		
Salesmen's Outfits				
Store and Warehouse Supplies	0.3	37.41		
Sundry Expenses	0.6	69.62		
Taxes Local				
Telegrams	0.1	7.79		
Telephone Long Distance	0.4	56.20		
Telephone Regular	0.5	63.42		
Warehouse Expense				
TOTAL	16.8	2,141.94		
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance				
Sample and Gratis		3.58		
TOTAL		3.58		
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	1.6	208.86		
STAMPS	1.5	188.51		
CARTAGE EXPENSE				
Cartage Outside Service	0.6	76.88		
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment				
Cartage Miscellaneous				
TOTAL	0.6	76.88		
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.4	53.87		
SUSPENSE				
Bad and Doubtful Debts				
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.6	459.38		
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution				
TOTAL	3.6	459.38		
TRANSPORTATION				
GRAND TOTAL EXPENSES	53.8	6,884.75		

0007-SWP-000013481

H. O. 243—8-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st, 19 35 BRANCH HAMILTON

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		4,915												1
2	Charge Sales		7,890												2
3	E. A. Kraus	A 12A			1,325	115		1,440 48							3
4	Wm. Halpert	A 12B			766			766 37							4
5	Extra Labor				26			26 38							5
6	Paul Fishwick	A 12C			176			176 00							6
7															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		12,805		2,293	115	18.6	2,409 23							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES				WAREHOUSE SALARIES			
NAME	THIS YEAR	LAST YEAR		NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

0007-SWP-000013482

FORM H, O. 814 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH HAMILTON

Hamilton NAME / TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO.
Glass	10	61				61						10
Paint	11	5,422				5,422						11
Brushes	16	189				189						16
Lead, Oil, Turps. (Not Our Mfg.)	17	791				791						17
Misc. Jobbing Goods (N. O. S.)	18	546				546						18
Wallpaper	21	1,244				1,244						21
Art	25	95				95						25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		5,092		5,092								
GROSS SALES		13,439		5,092		8,348						
Freight	60	2				2						60
Merchandise Returned	61	538		173		364						61
Invoice Corrections	62	95		4		92						62
TOTAL DEDUCTIONS		635		177		458						
TOTAL—NET SALES		12,805		4,915		7,890						

0007-SWP-000013483

MONTHLY REPORT OF OPERATING EXPENSES AND EXPENSE

SHEET NO.

MONTH ENDING August 31st., 19 35 BRANCH BRANCH Hutchinson

OPERATING EXPENSES						OPERATING EXPENSES				
NAME		THIS YEAR		LAST YEAR		NAME		THIS YEAR		LAST YEAR
OFFICE AND WAREHOUSE SERVICE						TOTALS FORWARD				
Office Salaries	0.5	214.07	0.2	56.50						
Warehouse Salaries						STATIONERY	0.4	196.82	0.6	160.18
General Administration										
Branch Factory Debit										
						STAMPS	0.3	158.34	0.4	111.31
TOTAL	0.5	214.07	0.2	56.50						
DETROIT DIRECT CHARGES										
Office Managers' Salaries						CARTAGE EXPENSE				
Branch Sales Managers' Salaries						Cartage Outside Service	0.2	94.95	0.2	49.25
Dist. Sales Managers' Salaries						Cartage Distribution Account				
Dist. Sales Managers' Expense						Cartage Salaries				
						Depreciation	0.3	103.66	0.5	134.10
TOTAL						Repairs Cartage Equipment	0.1	46.31	0.2	60.62
TRAVELING EXPENSE AND SERVICE						Cartage Miscellaneous	0.4	194.65	0.6	183.00
Salesmen's Expenses	0.1	56.31	0.1	40.41						
Salesmen's Salaries	9.8	4,475.27	12.9	3,723.15		TOTAL	1.0	439.57	1.5	426.97
TOTAL	9.9	4531.58	13.0	3,763.56		MERCHANDISE CASH DISCOUNT				
Advertising Materials Used	0.2	97.10				Cash Discount Allowed	0.1	38.48		10.30
ADVERTISING National	0.9	396.31	1.5	424.99						
Advertising Regular	1.8	865.29								
TOTAL	2.9	1,358.70				SUSPENSE				
GENERAL EXPENSES						Bad and Doubtful Debts	0.2	94.36	0.5	130.56
Branch Auditing	0.1	44.35								
Charities and Donations	0.1	29.00	0.1	23.00						
Commercial Agencies	0.1	40.00	0.1	39.00		INTEREST ON PAST DUE ACCOUNTS				
Employees Welfare						Interest Miscellaneous				
Heat, Light and Power	0.5	233.23	0.6	182.73						
Insurance	0.3	122.49	0.3	87.00						
Janitors' Supplies	0.1	46.87	0.1	21.95		SALES PROPORTION OF ADMIN.				
Parcel Post		1.49		3.03		Administration Dr. to Branches	6.2	2,823.85	3.0	867.98
Rent	2.2	1,038.69		910.35		Administration Distribution				
Repairs N. O. S.	0.2	106.33	0.3	80.28		Administration Dist. Miscellaneous				
Salesmen's Outfits						Cleveland Directs				
Store and Warehouse Supplies		20.88	0.1	31.42		Branch Directs			2.1	616.09
Boundry Expenses	0.1	23.52	0.1	43.12		Branch Directs Distribution				
Taxes Local	0.4	183.88	0.5	223.49						
Telegrams		15.25		2.99		TOTAL	6.2	2,823.85	5.1	1,484.07
Telephone Long Distance		19.15	0.1	17.95						
Telephone Regular	0.2	73.90	0.2	67.80		TRANSPORTATION				
Warehouse Expense										
TOTAL	4.3	1,999.03	5.9	1,745.11						
COLLECTIONS AND ALLOWANCES										
Legal Expense Collections		13.44	0.1	22.37						
Policy Allowance										
Sample and Gratis				5.35						
TOTAL		13.44	0.1	27.72						
TOTALS FORWARD						GRAND TOTAL EXPENSES	25.8	11,868.24	25.8	8,341.27

0007-SWP-000013484

H. O. 543—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH HUTCHINSON

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		14,016						8,807						1
2	Charge Sales		31,904						20,205						2
3	G. E. Livingston	A 20A			2,100	56		2,156 31		228	1,890	40		2,158 01	3
4	Edward L. Ward	A 20B			1,058			1,057 50			806			805 97	4
5	Lee D. Wilcoxen	A 20C			813			812 50			393			393 16	5
6	Extra Labor				147			147 27			91			90 97	6
7	Glenn H. Stitt	A 20D			358			358 00			315			315 45	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		45,920		4,476	56	9.9	4,531 58	29,012	228	3,495	40	13.0	3,763 55	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR
Extra Help	214	57
TOTAL	214	57

WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
TOTAL		

0007-SWP-000013484A

FORM H. O. 814 B-P

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH HUTCHINSON

NAME Hutchinson
TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	6,852	3,434			6,852	3,434					10
Paint	13	13,131	9,533			13,131	9,533					13
Brushes	16	728	459			728	459					16
Lead, Oil, Turps. (Not Our Mfg.)	17	2,128	1,333			2,128	1,333					17
Misc. Jobbing Goods (N. O. S.)	18	1,920	1,413			1,920	1,413					18
Wallpaper	21	7,396	4,084			7,396	4,084					21
Art	25	426	313			426	313					25
Contract Labor	30	823	774			823	774					30
Contract P. And L.	31	1				1						31
Cash Sales		14,270	8,941	14,270	8,941							
GROSS SALES		47,675	30,284	14,270	8,941	33,405	21,343					
Freight	60	10	1			10	1					60
Merchandise Returned	61	1,669	1,114	252	133	1,417	981					61
Invoice Corrections	62	96	159	2	1	94	158					62
TOTAL DEDUCTIONS		1,755	1,272	254	134	1,501	1,138					
TOTAL—NET SALES		45,920	29,012	14,016	8,807	31,904	20,205					

0007-SWP-000013484B

B. O. 340-12-34

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING AUGUST 31st., 19 35 BRANCH JACKSON

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	5.3	1,792.50	5.7	1,740.00
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	5.3	1,792.50	5.7	1,740.00
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	1.2	416.21	1.4	413.00
Salesmen's Salaries	8.8	2,981.50	9.1	2,779.80
TOTAL	10.0	3,397.71	10.5	3192.80
Advertising Materials Used	0.4	124.93		
ADVERTISING National	1.7	582.07	2.1	656.46
Advertising Regular	3.1	1,065.59		
TOTAL	5.2	1,772.59		
GENERAL EXPENSES				
Branch Auditing	0.2	60.37	0.2	64.56
Charities and Donations		14.50		2.50
Commercial Agencies	0.1	38.30	0.2	48.30
Employees Welfare				
Heat, Light and Power	0.9	312.34	1.1	332.91
Insurance	0.2	52.32	0.2	46.10
Janitors' Supplies	0.1	38.88	0.1	43.91
Parcel Post	0.1	20.62	0.1	23.74
Rent	4.4	1,489.34	3.8	1,200.00
Repairs N. O. S.	0.1	43.30	0.6	187.00
Salesmen's Outfits			0.1	21.55
Store and Warehouse Supplies	0.1	21.92	0.1	28.51
Sundry Expenses	0.1	40.98	0.2	66.54
Taxes Local	0.5	165.44	0.6	181.10
Telegrams		6.24		8.09
Telephone Long Distance	0.2	70.90	0.2	53.35
Telephone Regular	0.3	84.91	0.3	77.62
Warehouse Expense				
TOTAL	7.3	2,460.36	7.8	2,385.38
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance		2.70		3.69
Sample and Gratis				1.07
TOTAL		2.70		4.76
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.6	199.98	0.6	192.34
STAMPS	0.4	142.35	0.5	144.52
CARTAGE EXPENSE				
Cartage Outside Service	0.8	265.29	0.8	245.65
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment				
Cartage Miscellaneous				
TOTAL	0.8	265.29	0.8	245.65
MERCHANDISE CASH DISCOUNT				
Cash Discounts Allowed	0.4	141.84	0.5	141.91
SUSPENSE				
Bad and Doubtful Debts	0.2	71.70	0.4	133.40
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		1.39		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	0.6	199.11	1.7	517.12
Administration Distribution				
Administration Dist. Miscellaneous				
Canada Direct				
British Direct				
British Direct Distribution			3.0	903.92
TOTAL	0.6	199.11	1.3	386.80
TRANSPORTATION				
GRAND TOTAL EXPENSES	30.8	10,447.52	26.5	8,183.62

0007-SWP-000013485

H. O. 343—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET No.

MONTH ENDING AUGUST 31st., 19 35 BRANCH JACKSON

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		12,860						13,062						1
2	Charge Sales		21,039						17,470						2
3	J. W. Oberst	A 9 A			2,100	416		2,516 21		400	2,000	413		2,812 92	3
4	B. F. Urban	A 9 B			882			881 50			350			350 28.	4
5	Extra Labor										30			29 60	5
6															6
7															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		33,898		2,982	416	10.0	3,397 71	30,532	400	2,380	413	10.5	3,192 80	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR		LAST YEAR		WAREHOUSE SALARIES NAME	THIS YEAR		LAST YEAR	
A. J. Scholz		1,793		1,740					
TOTAL	5.3	1,793	5.7	1,740	TOTAL				

0007-SWP-000013486

FORM H. O. 218 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH JACKSON

NAME Jackson

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	120	282			120	282					10
Paint	13	17,085	13,826			17,086	13,825					13
Brushes	16	477	316			477	316					16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,160	837			1,160	837					17
Misc. Jobbing Goods (N. O. S.)	18	869	555			869	555					18
Wallpaper	21	1,680	1,548			1,680	1,548					21
Art	25	596	560			596	560					25
Contract Labor	30	1	28			1	28					30
Contract P. And L.	31											31
Cash Sales		13,030	13,230	13,030	13,230							
GROSS SALES		35,018	31,182	13,030	13,230	21,988	17,951					
Freight	60	12		10		1						60
Merchandise Returned	61	586	435	147	153	739	282					61
Invoice Corrections	62	222	214	13	15	210	199					62
TOTAL DEDUCTIONS		1,120	649	170	168	950	481					
TOTAL--NET SALES		33,898	30,533	12,860	13,062	21,039	17,470					

0007-SWP-000013487

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING AUGUST 31st, 19 35 BRANCH KALAMAZOO SHEET NO.

OPERATING EXPENSES				
NO.	NAME	THIS YEAR		LAST YEAR
	OFFICE AND WAREHOUSE SERVICE			
1	Office Salaries			
2	Warehouse Salaries			
3	General Administration			
4	Branch Factory Debit			
5				
6	TOTAL			
	DETROIT DIRECT CHARGES			
7	Office Managers' Salaries			
8	Branch Sales Managers' Salaries			
9	Dist. Sales Managers' Salaries			
10	Dist. Sales Managers' Expense			
11				
12	TOTAL			
	TRAVELING EXPENSE AND SERVICE			
13	Salesmen's Expense	0.5	173.82	0.4 116.96
14	Salesmen's Salaries	12.2	4,152.50	12.5 3,978.66
15				
16	TOTAL	12.7	4,326.32	12.9 4,095.62
17	Advertising Materials Used	0.3	99.37	
18	ADVERTISING National	1.8	479.23	2.7 845.61
19	Advertising Regular	2.5	967.04	
20	TOTAL	4.5	1,545.64	
	GENERAL EXPENSES			
21	Branch Auditing	0.1	30.00	7.44
22	Charities and Donations		10.00	5.50
23	Commercial Agencies	0.2	56.00	0.1 42.45
24	Employees Welfare			
25	Heat, Light and Power	1.9	648.85	1.8 585.60
26	Insurance	0.2	59.30	0.1 44.90
27	Janitors' Supplies	0.1	29.13	0.1 33.47
28	Parcel Post		12.20	0.1 22.04
29	Rent	7.7	2,611.03	8.9 2,900.48
30	Repairs N. C. R.	0.3	97.69	0.2 47.83
31	Salesmen's Outfits			0.1 21.35
32	Store and Warehouse Supplies	0.1	45.38	0.1 32.99
33	Sundry Expenses	0.1	25.63	0.8 249.28
34	Taxes Local	0.6	208.34	0.3 109.37
35	Telegrams		10.04	0.1 17.53
36	Telephone Long Distance	0.1	30.10	0.1 36.30
37	Telephone Regular	0.2	80.12	0.3 80.25
38	Warehouse Expense			
39				
40	TOTAL	11.6	3,953.81	11.1 3,526.78
	COLLECTIONS AND ALLOWANCES			
41	Legal Expense Collections			
42	Policy Allowance		17.71	10.27
43	Sample and Drafts		3.15	0.2 40.50
44				
45	TOTAL	0.1	20.86	0.2 50.77
46	TOTALS FORWARD			

OPERATING EXPENSES				
NO.	NAME	THIS YEAR		LAST YEAR
	TOTALS FORWARD			
47	STATIONERY	0.5	154.33	0.7 206.17
48				
49	STAMPS	0.4	128.49	0.4 112.74
50				
	CARTAGE EXPENSE			
51	Cartage Outside Service	0.9	315.97	1.0 299.91
52	Cartage Distribution Account			
53	Cartage Salaries			
54	Depreciation			
55	Repairs Cartage Equipment			
56	Cartage Miscellaneous			
57				
58	TOTAL	0.9	315.97	1.0 299.91
	MERCHANDISE CASH DISCOUNT			
59	Cash Discount Allowed	0.7	246.78	0.6 183.69
60				
61	SUSPENSE			
62	Bad and Doubtful Debts	0.3	97.23	1.9 611.09
63				
64	INTEREST ON PAST DUE ACCOUNTS			
65	Interest Miscellaneous			
66				
67	SALES PROPORTION OF ADMIN.			
68	Administration Dr. to Branches	6.3	2,141.61	1.5 526.87
69	Administration Distribution			
70	Administration Dist. Miscellaneous			
71	Cleveland Directs			
72	Branch Directs			2.9 903.92
73	Branch Directs Distribution			
74	TOTAL	6.3	2,141.61	4.6 1,430.79
75				
76	TRANSPORTATION			
77				
78				
79				
80				
81	GRAND TOTAL EXPENSES	30.0	12,931.04	32.4 10,140.89

0007-SWP-000013488

MONTHLY REPORT OF SALESMEN'S SALES, BONUS, SALARY AND EXPENSE

MONTH ENDING AUGUST 31 st, 19 35 BRANCH KALAMAZOO SHEET NO.

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		13,364						13,261						1
2	Charge Sales		20,664						15,152						2
3	R. L. Shenefield	A 10 A			275 00	174		2,273 82		350	1,755	117		2,221 81	3
4	Roger H. Van Zoik	A 10 B			1,124			1,124 45			1,050			1,050 00	4
5	R. J. Hine	A 10 C			869			869 00			704			704 15	5
6	Extra Labor				9	31		9 40			5			5 00	6
7	Lawrence Hines	A 10 D			50			49 65			75			74 66	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
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21															21
22															22
23															23
24															24
25															25
26															26
27															27
28															28
29															29
30															30
31	TOTAL		34,028		1,043 52	174	12.7	4,328 32	28,413	350	3,629	117	12.9	4,095 62	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR
TOTAL		

WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
TOTAL		

0007-SWP-000013489

FORM H. O. 814 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH KALAMAZOO

NAME Kalamazoo

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO.
Glass	10	232	644			232	644					10
Paint	13	13.725	11.525			13.725	11.525					13
Brushes	16	572	440			572	440					16
Lead, Oil, Turps. (Not Our Mfg.)	17	1.209	1.045			1.209	1.045					17
Misc. Jobbing Goods (N. O. S.)	18	1.365	1.529			1.365	1.529					18
Wallpaper	21	3.758	2.945			3.758	2.945					21
Art	25	813	723			813	723					25
Contract Labor	30	13	17			13	17					30
Contract P. And L.	31											31
Cash Sales		13.625	13.508	13.625	13.508							
GROSS SALES		35.312	32.376	13.625	13.508	21.687	18.868					
Freight	60	4	4			4	4					60
Merchandise Returned	61	1.083	801	251	282	832	558					61
Invoice Corrections	62	205	166	10	5	195	162					62
TOTAL DEDUCTIONS		1.284	963	261	287	1.023	716					
TOTAL—NET SALES		34.028	31.413	13.364	13.221	20.664	18.152					

0007-SWP-000013490

R. O. 240—12-36

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st., 1935 BRANCH MANHATTAN

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.2	76.58	0.4	125.25
Salesmen's Salaries	14.2	5,242.36	15.4	4,966.62
TOTAL	14.4	5,318.94	15.8	5,091.87
Advertising Materials Used		11.37		
ADVERTISING National			1.1	342.12
Advertising Regular	1.4	489.34		
TOTAL	1.4	500.71		
GENERAL EXPENSES				
Branch Auditing	0.1	50.17	0.1	25.00
Charities and Donations		25.00	0.1	18.50
Commercial Agencies	0.1	52.72	0.2	49.00
Employees Welfare				
Heat, Light and Power	0.4	159.46	0.5	154.68
Insurance	0.3	107.53	0.3	96.40
Janitors' Supplies	0.1	22.20	0.1	16.52
Parcel Post		9.14		10.41
Rent	3.2	1,200.00	3.6	1,280.00
Repairs N. O. S.	0.3	98.60	0.2	64.12
Salesmen's Outfits				
Store and Warehouse Supplies	0.1	19.71	0.1	17.34
Sundry Expenses	0.1	27.08	0.2	59.40
Taxes Local	0.5	181.38	0.5	159.08
Telegrams		.76		1.20
Telephone Long Distance	0.1	19.88	0.1	35.00
Telephone Regular	0.1	55.00	0.2	60.00
Warehouse Expense				
TOTAL	5.4	2,028.63	6.2	2,046.65
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections			0.1	25.00
Policy Allowance		2.14		
Sample and Gratis		.14		
TOTAL		2.28	0.1	25.00
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	186.61	0.4	134.57
STAMPS	0.4	132.15	0.4	129.76
CARTAGE EXPENSE				
Cartage Outside Service	0.1	36.90	0.2	65.10
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.4	143.75	0.4	143.75
Repairs Cartage Equipment	0.1	59.29	0.1	19.90
Cartage Miscellaneous	0.6	213.14	0.7	210.78
TOTAL	1.2	453.08	1.4	439.53
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed		1.88		.15
SUSPENSE				
Bad and Doubtful Debts	0.2	57.74	0.6	206.85
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	6.3	2,309.01	3.0	969.07
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs			2.2	708.22
Branch Directs				
Branch Directs Distribution				
TOTAL	6.3	2,309.01	5.2	1,677.29
TRANSPORTATION				
GRAND TOTAL EXPENSES	29.8	10,991.03	30.0	9,679.79

0007-SWP-000013491

H. O. 343—9-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH MANHATTAN

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		9,064						8,222						1
2	Charge Sales		27,806						24,038						2
3	Charles Kemp	D 11A			2,400	75		2,474 53		200	2,160	76		2,435 85	3
4	L. M. Dougherty	D 11B			1,185	2		1,187 05			1,080			1,080 00	4
5	Lester Huntsinger	D 11C			163			162 50			429			428 62	5
6	Del Carmichael	D 11D			1,185			1,185 00			1,080	49		1,129 40	6
7	Extra Labor				310			309 86			18			18 00	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		36,870		5,243	77	14.4	5,318 94	32,260	200	4,767	125	15.8	5,091 87	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES					WAREHOUSE SALARIES				
NAME	THIS YEAR		LAST YEAR		NAME	THIS YEAR		LAST YEAR	
TOTAL					TOTAL				

0007-SWP-000013492

FORM H. O. 514 D-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH MANHATTAN

NAME Manhattan
TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	5,035	3,156			5,035	3,156					10
Paint	13	12,802	11,731			12,802	11,732					13
Brushes	16	604	497			604	497					16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,518	1,376			1,518	1,376					17
Misc. Jobbing Goods (N. O. S.)	18	2,994	2,576			2,994	2,576					18
Wallpaper	21	4,776	4,234			4,776	4,234					21
Art	25	261	300			261	300					25
Contract Labor	30	874	997			874	997					30
Contract P. And L.	31											31
Cash Sales		9,165	8,313	9,165	8,313							
GROSS SALES		36,029	33,180	9,165	8,313	28,864	24,868					
Freight	60	3	2			3	2					60
Merchandise Returned	61	1,098	906	101	91	997	815					61
Invoice Corrections	62	58	13			58	13					62
TOTAL DEDUCTIONS		1,159	921	101	91	1,058	830					
TOTAL—NET SALES		34,870	32,259	9,064	8,222	27,806	24,038					

0007-SWP-000013493

R. O. 205—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 1935 BRANCH MUSKOGEE

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR
OFFICE AND WAREHOUSE SERVICE			
Office Salaries	0.1	12.00	
Warehouse Salaries			
General Administration			
Branch Factory Debit			
TOTAL	0.1	12.00	
DETROIT DIRECT CHARGES			
Office Managers' Salaries			
Branch Sales Managers' Salaries			
Dist. Sales Managers' Salaries			
Dist. Sales Managers' Expense			
TOTAL			
TRAVELING EXPENSE AND SERVICE			
Salesmen's Expenses	1.6	219.70	
Salesmen's Salaries	15.6	2056.20	
TOTAL	17.2	2275.90	
Advertising Materials Used	0.2	20.38	
ADVERTISING National			
Advertising Regular	2.6	346.73	
TOTAL	2.8	367.11	
GENERAL EXPENSES			
Branch Auditing	0.3	44.09	
Charities and Donations	0.1	15.00	
Commercial Agencies	0.1	12.50	
Employees Welfare			
Heat, Light and Power	0.4	53.85	
Insurance	0.4	58.20	
Janitors' Supplies	1.6	208.31	
Parcel Post			
Rent	4.6	603.14	
Repairs N. O. S.	0.1	10.21	
Salesmen's Outfits			
Store and Warehouse Supplies		12.08	
Sundry Expenses	1.1	148.12	
Taxes Local	0.8	100.81	
Telegrams	0.1	9.42	
Telephone Long Distance		6.37	
Telephone Regular	0.3	37.87	
Warehouse Expense			
TOTAL	8.9	1,309.97	
COLLECTIONS AND ALLOWANCES			
Legal Expense Collections			
Policy Allowance			
Sample and Gratis			
TOTAL			
TOTALS FORWARD			

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR
TOTALS FORWARD			
STATIONERY	1.4	179.00	
STAMPS	0.3	85.86	
CARTAGE EXPENSE			
Cartage Outside Service	0.3	40.24	
Cartage Distribution Account			
Cartage Salaries			
Depreciation	0.1	17.27	
Repairs Cartage Equipment	0.1	7.00	
Cartage Miscellaneous	0.4	50.81	
TOTAL	0.9	115.32	
MERCHANDISE CASH DISCOUNT			
Cash Discount Allowed	0.3	39.72	
SUSPENSE			
Bad and Doubtful Debts			
INTEREST ON PAST DUE ACCOUNTS			
Interest Miscellaneous			
SALES PROPORTION OF ADMIN.			
Administration Dr. to Branches	4.8	624.30	
Administration Distribution			
Administration Dist. Miscellaneous			
Cleveland Directs			
Branch Directs			
Branch Directs Distribution			
TOTAL	4.8	624.30	
TRANSPORTATION			
GRAND TOTAL EXPENSES	38.1	5,009.18	

0007-SWP-000013494

H. O. 263—9-34

MONTHLY REPORT OF SALESMEN'S SALES-BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH MUSKOGEE

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		2,666												1
2	Charge Sales		10,472												2
3	L. A. Wright	A 22 A			836	152		988 23							3
4	D. A. Norris	A 22 B			743	67		809 97							4
5	C. W. Lightle	A 22 C			468			467 50							5
6	Extra Labor				10			10 20							6
7															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		13,137		2,057	219	17.2	2,275 90							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR	WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
Extra Help	12				
TOTAL	0.1 12		TOTAL		

0007-SWP-000013495

FORM H. O. 314 S-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No. 8

MONTH ENDING August 31st 19 35 BRANCH MUSKOGEE

NAME Muskogee TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	2,245				2,245						10
Paint	13	4,627				4,627						13
Brushes	16	341				341						16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,046				1,046						17
Misc. Jobbing Goods (N. O. S.)	18	678				678						18
Wallpaper	21	1,306				1,306						21
Art	25	257				257						25
Contract Labor	30	358				358						30
Contract P. And L.	31											31
Cash Sales		2,715		2,715								
GROSS SALES		13,573		2,715		10,858						
Freight	60	2				2						60
Merchandise Returned	61	411		43		367						61
Invoice Corrections	62	23		6		17						62
TOTAL DEDUCTIONS		436		49		386						
TOTAL—NET SALES		13,137		2,666		10,472						

0007-SWP-000013496

L. O. 368—13-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st., 1935 BRANCH RICHMOND

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DIRECT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.8	154.01		
Salesmen's Salaries	14.6	2,691.24		
TOTAL	15.4	2,845.25		
Advertising Materials Used	0.6	103.53		
ADVERTISING National				
Advertising Regular	5.3	987.36		
TOTAL	5.9	1,090.89		
GENERAL EXPENSES				
Branch Auditing				
Charities and Donations				
Commercial Agencies	0.2	39.31		
Employees Welfare				
Heat, Light and Power	0.4	66.49		
Insurance	0.2	43.13		
Janitors' Supplies	0.2	30.69		
Parcel Post				
Rent	4.0	717.27		
Repairs N. O. S.	0.3	53.72		
Salesmen's Outfits				
Store and Warehouse Supplies		2.35		
Sundry Expenses	0.7	129.57		
Taxes Local	0.6	112.39		
Telegrams		3.64		
Telephone Long Distance	0.6	103.24		
Telephone Regular	0.2	40.00		
Warehouse Expense				
TOTAL	7.4	1,337.10		
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance				
Sample and Gratis				
TOTAL				
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	1.4	264.24		
STAMPS	0.5	91.52		
CARTAGE EXPENSE				
Cartage Outside Service	2.2	409.02		
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment				
Cartage Miscellaneous				
TOTAL	2.2	409.02		
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.1	10.24		
SUSPENSE				
Bad and Doubtful Debts	0.8	153.16		
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches				
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution				
TOTAL				
TRANSPORTATION				
GRAND TOTAL EXPENSES	33.5	6,180.94		

0007-SWP-000013497

H.O. 340—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET No.

MONTH ENDING August 31st., 19 35 BRANCH RICHMOND - RETAIL

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	F. A. Purdy	A 24 A			1,460	139		1,599 01							1
2	R. E. Warren	A 24 B			988	15		1,002 50							2
3	Harold Morris	A 24 C			125			124 99							3
4	Extra Labor				119			118 75							4
5															5
6															6
7															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				2,692	154	15.4	2,844 25							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES					WAREHOUSE SALARIES				
NAME	THIS YEAR		LAST YEAR		NAME	THIS YEAR		LAST YEAR	
TOTAL					TOTAL				

0007-SWP-000013498

FORM H. O. 614 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

MONTH ENDING August 31st 19 35 BRANCH RICHMOND

NAME Richmond

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	233				233						10
Paint	13	13,569				13,569						13
Brushes	16	554				554						16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,373				1,373						17
Misc. Jobbing Goods (N. O. S.)	18	1,386				1,386						18
Wallpaper	21	81				81						21
Art	25	76				76						25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		1,214		1,214								
GROSS SALES		18,486		1,214		17,272						
Freight	60											60
Merchandise Returned	61	33		10		23						61
Invoice Corrections	62	12				12						62
TOTAL DEDUCTIONS		45		10		35						
TOTAL—NET SALES		18,441		1,204		17,237						

0007-SWP-000013499

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING August 31st., 1935 BRANCH SAGINAW

OPERATING EXPENSES		THIS YEAR		LAST YEAR	
GENERAL AND MANAGEMENT SERVICE					
Office Salaries		0.7	30.00		
Miscellaneous Salaries					
General Administration					
Branch Factory Debit					
TOTAL		0.7	30.00		
DEPARTMENT DIRECT CHARGES					
Office Managers' Salaries					
Branch Sales Managers' Salaries					
Dist. Sales Managers' Salaries					
Dist. Sales Managers' Expense					
TOTAL					
TRAVELING EXPENSE AND SERVICE					
Salesmen's Expenses		2.1	88.22		
Salesmen's Salaries		34.6	1,440.52		
TOTAL		36.7	1,528.74		
Advertising Materials Used		6.9	288.12		
ADVERTISING National					
Advertising Regular		16.0	748.18		
		24.9	1,036.30		
GENERAL EXPENSES					
Branch Auditing					
Charities and Donations					
Commercial Agencies		0.4	18.50		
Employees Welfare					
Heat, Light and Power		2.4	98.29		
Insurance		0.1	4.54		
Janitors' Supplies		1.4	57.21		
Parcel Post			.65		
Rent		11.4	475.30		
Repairs M. O. E.		1.2	48.01		
Salesmen's Outfits					
Store and Warehouse Supplies		1.2	50.74		
Sundry Expenses		0.7	29.31		
Taxes Local					
Telegrams		0.1	2.60		
Telephone Long Distance		0.9	37.70		
Telephone Regular		0.6	26.25		
Warehouse Expense					
TOTAL		20.4	849.10		
COLLECTIONS AND ALLOWANCES					
Legal Expense Collections					
Policy Allowance					
Samples and Gratis					
TOTAL					
TOTALS FORWARD					

OPERATING EXPENSES		THIS YEAR		LAST YEAR	
TOTALS FORWARD					
STATIONERY		3.2	133.02		
STAMPS		2.2	93.63		
CARTAGE EXPENSE					
Cartage Outside Service		0.9	37.80		
Cartage Distribution Account					
Cartage Salaries					
Depreciation					
Repairs Cartage Equipment					
Cartage Miscellaneous					
TOTAL		0.9	37.80		
MERCHANDISE CASH DISCOUNT					
Cash Discount Allowed		0.1	5.41		
SUSPENSE					
Bad and Doubtful Debts					
INTEREST ON PAST DUE ACCOUNTS					
Interest Miscellaneous					
SALES PROPORTION OF ADMIN.					
Administration Dr. to Branches		6.0	249.36		
Administration Distribution					
Administration Dist. Miscellaneous					
Cleveland Director					
Branch Directs					
Branch Directs Distribution					
TOTAL		6.0	249.36		
TRANSPORTATION					
GRAND TOTAL EXPENSES		95.1	3,963.36		

0007-SWP-000013500

H. O. 242—2-36

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st, 19 35 BRANCH SAGINAW

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		2 136												1
2	Chge. Sales		2 030												2
3	Chas Salisbury	A23A			542	88		630 16							3
4	L. S. Collison	A23B			303			303 23							4
5	M. L. Mc Inerney	A23C			238			238 26							5
6	W. H. Friere	A23D			174			174 20							6
7	Norman Graf	A23E			172			171 95							7
8	Extra Labor				17			16 94							8
9															9
10															10
11															11
12															12
13															13
14															14
15															15
16															16
17															17
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20															20
21															21
22															22
23															23
24															24
25															25
26															26
27															27
28															28
29															29
30															30
31	TOTAL		4 166		1 440	88	36.7	1 528 79							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR
Mrs. Gladys Graf	30	
TOTAL	0.7 30	

WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
TOTAL		

0007-SWP-000013501

FORM H. O. 814 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH SAGINAW

NAME Saginaw

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO
Glass	10											10
Paint	13	1,435				1,435						13
Brushes	16	28				28						16
Lead, Oil, Turps. (Not Our Mfg.)	17	144				144						17
Misc. Jobbing Goods (N. O. S.)	18	197				197						18
Wallpaper	21	289				289						21
Art	25	14				14						25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		2,198		2,198								
GROSS SALES		4,305		2,198		2,107						
Freight	60											60
Merchandise Returned	61	132		56		76						61
Invoice Corrections	62	7		6		1						62
TOTAL DEDUCTIONS		139		62		77						
TOTAL—NET SALES		4,166		2,136		2,030						

0007-SWP-000013502

E. G. 80—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET No.

MONTH ENDING AUGUST 31st, 19 35 BRANCH SALINA

OPERATING EXPENSES — NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	2.8	3,075.30	5.6	4,892.51
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	2.8	3,075.30	5.6	4,892.51
DETROIT DIRECT CHARGES				
Office Managers' Salaries	1.9	2,052.00		
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries	4.4	4,770.00		
Dist. Sales Managers' Expense	1.3	1,474.61		
TOTAL	7.6	8,296.61		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	1.2	1,330.49	1.7	1,473.13
Salesmen's Salaries	7.5	8,182.40	8.4	7,245.24
TOTAL	8.7	9,512.89	10.1	8,718.37
Advertising Materials Used		25.26		
ADVERTISING National			0.8	669.07
Advertising Regular	0.6	705.35		
TOTAL	0.6	680.09		
GENERAL EXPENSES				
Branch Auditing	0.4	398.90		25.00
Charities and Donations		31.00	0.1	55.00
Commercial Agencies	0.3	350.88	0.3	256.00
Employees Welfare				
Heat, Light and Power	0.4	427.28	0.5	446.26
Insurance	0.4	412.48	0.4	336.62
Janitors' Supplies	0.1	72.99	0.1	59.15
Parcel Post	0.1	157.25	0.1	122.86
Rent	1.9	2,156.64	2.6	2,190.39
Repairs N. O. S.	0.2	194.18	0.2	192.74
Salesmen's Outfits				
Store and Warehouse Supplies		30.66	0.1	56.03
Sundry Expenses	0.1	61.86	0.1	93.63
Taxes Local	1.2	1,334.84	0.7	568.78
Telegrams	0.1	72.83	0.1	56.42
Telephone Long Distance	0.1	132.14	0.1	108.21
Telephone Regular	0.3	371.61	0.4	355.56
Warehouse Expense				
TOTAL	5.6	6,205.54	5.8	4,922.65
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		33.23	0.1	80.05
Policy Allowance		10.43		5.35
Sample and Outfits				.50
TOTAL		43.66	0.1	85.90
TOTALS FORWARD				

OPERATING EXPENSES — NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.9	972.42	0.9	778.09
STAMPS	0.7	738.64	0.6	554.96
CARTAGE EXPENSE				
Cartage Outside Service		13.85	0.1	55.33
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment	0.1	94.74	0.1	55.73
Cartage Miscellaneous	0.1	150.51	0.2	165.30
TOTAL	0.2	231.40	0.2	165.70
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.4	394.72	0.3	223.88
SUSPENSE				
Bad and Doubtful Debts	0.5	564.99	1.5	1,289.44
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		1.85		11.44
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.0	3,279.79	5.7	4,898.19
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution			6.9	5,910.97
TOTAL	3.0	3,279.79	1.2	1,012.78
TRANSPORTATION				
GRAND TOTAL EXPENSES	24.0	26,308.34	24.7	21,276.33

0007-SWP-000013503

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st. BRANCH SALINA

NO.	SALESMEN	THIS YEAR TOTAL	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		35,789						13,693						1
2	Charge Sales		73,433						74,253						2
3	Art Harris	M15A			2,700	351		2,850 85			2,700	41		2,741 31	3
4	F. J. Smith	M15B			1,980			1,980 00			1,946			1,946 25	4
5	R. L. Mc Dowell	M15C			667			667 33							5
6	Glen R. Dopp	M15F			935			935 00			896			896 69	6
7	C. C. Cavin	M15H	42,110		1,943	1,250		2,793 74	38,033		1,890	1,432		3,322 68	7
8	Extra Labor				857			856 97			413			413 80	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		109,085	NO BONUS	8,182	1,331	5.7	9,512 89	85,946		7,345	1,473	10.1	8,818	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR
Grace Dopp	870	840
Helen Johnson	990	960
Byrl Truitt	810	780
Extra Help	405	96
Lee J. Diehl		2,052
Arlene Heller		164
TOTAL	3,075	5,064

WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
TOTAL		

0007-SWP-000013504

FORM H. O. 514 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st 19 35 BRANCH SALINA

NAME Salina

TERR.

C. C. CAVIN

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	H THIS YEAR	H LAST YEAR			NO.
Glass	10	23,680	19,656			9,731	6,351	13,949	13,305			10
Paint	13	32,547	24,203			16,564	10,485	15,981	13,719			13
Brushes	16	1,469	1,048			814	429	655	619			16
Lead, Oil, Turps. (Not Our Mfg.)	17	4,262	3,381			2,569	1,340	1,693	2,040			17
Misc. Jobbing Goods (N. O. S.)	18	4,907	3,590			3,552	2,204	1,356	1,386			18
Wallpaper	21	14,703	11,289			6,368	4,658	8,335	6,571			21
Art	25	714	504			424	315	290	189			25
Contract Labor	30	13,374	9,956			12,580	8,818	794	1,138			30
Contract P. And L.	31	1,181	677			1,180	659	1	18			31
Cash Sales		15,437	13,945	15,437	13,945							
GROSS SALES		112,274	88,189	15,437	13,945	53,782	35,259	43,054	38,985			
Freight	60	54	17			24	3	30	20			60
Merchandise Returned	61	1,921	1,672	286	244	1,086	984	548	643			61
Invoice Corrections	62	614	352	2	8	247	56	366	289			62
TOTAL DEDUCTIONS		2,589	2,241	288	252	1,357	1,037	944	952			
TOTAL—NET SALES		109,685	85,948	15,149	13,693	52,425	34,222	42,110	38,033			

0007-SWP-000013505

F. O. 209—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING August 31st., 19 35 BRANCH SAN ANGELO

OPERATING EXPENSES — DESCRIPTION	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELLING EXPENSE AND SERVICE				
Salesmen's Expenses	1.4	395.71	1.4	375.58
Salesmen's Salaries	13.3	3,850.46	15.4	3,892.51
TOTAL	14.7	4,246.17	16.8	4,268.09
Advertising Materials Used	0.3	96.26		
ADVERTISING National			2.1	531.76
Advertising Regular	1.9	552.72		
TOTAL	1.6	456.46		
GENERAL EXPENSES				
Branch Auditing	0.2	43.34	0.1	25.00
Charities and Donations		12.00		12.00
Commercial Agencies	0.1	38.62	0.1	37.25
Employees Welfare				
Heat, Light and Power	0.3	100.83	0.4	102.00
Insurance	0.9	227.09	0.8	210.15
Janitors' Supplies	0.3	85.05	0.4	97.12
Parcel Post		1.50		.99
Rent	5.1	1,433.52	5.6	1,344.09
Repairs M. O. E.	0.1	37.76	0.2	48.50
Salesmen's Outfits				
Store and Warehouse Supplies	0.2	48.59	0.1	34.20
Sundry Expenses		13.77	0.2	43.63
Taxes Local	0.3	96.07	0.3	83.31
Telegrams	0.1	37.25	0.1	21.43
Telephone Long Distance	0.1	14.50		9.65
Telephone Regular	0.3	87.00	0.3	87.00
Warehouse Expense				
TOTAL	8.0	2,276.89	8.6	2,156.32
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		5.90		
Policy Allowance			0.1	22.50
Sample and Gratis				
TOTAL		5.90	0.1	22.50
TOTALS FORWARD				

OPERATING EXPENSES — NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	1.0	294.20	0.4	98.34
STAMPS	0.6	169.23	0.5	136.04
CARTAGE EXPENSE				
Cartage Outside Service	0.1	21.45	0.1	28.24
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment	0.3	95.84	0.4	90.92
Cartage Miscellaneous	0.7	203.01	0.9	238.91
TOTAL	1.1	320.30	1.4	358.07
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.3	96.01	0.1	32.70
SUSPENSE				
Bad and Doubtful Debts	0.6	186.00	0.2	41.97
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		2.40		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	5.1	1,477.78	3.0	761.38
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.6	400.21
Branch Directs Distribution				
TOTAL	5.1	1,477.78	4.6	1,161.59
TRANSPORTATION				
GRAND TOTAL EXPENSES	33.0	9,526.54	34.8	8,807.38

0007-SWP-000013506

H. O. 543—8-48

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH SAN ANGELO

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		9.040						8.695						1
2	Charge Sales		19.839						16.644						2
3	J. A. Caldwell	L16A			1.824	396		2.219 71			1.824	376		2.199 58	3
4	P. J. Head	L16B			1.320			1.320 00			1.320			1.320 00	4
5	J. A. Caldwell Jr.	L16C			676			675 96			676			675 96	5
6	Extra Labor				31			30 50			72			72 55	6
7															7
8															8
9															9
10															10
11															11
12															12
13															13
14															14
15															15
16															16
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27															27
28															28
29															29
30															30
31	TOTAL		28.880		3.851	396	14.7	4.249 17	25.339		3.892	376	16.8	4.268 09	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES					WAREHOUSE SALARIES				
NAME	THIS YEAR		LAST YEAR		NAME	THIS YEAR		LAST YEAR	
TOTAL					TOTAL				

0007-SWP-000013507

FORM C, 514 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH SAN ANGELO

NAME San Angelo

TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	10	5,478	5,202			5,478	5,202					10
Paint	13	7,140	5,930			7,140	5,931					13
Brushes	16	362	299			362	299					16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,401	1,275			1,401	1,275					17
Misc. Jobbing Goods (N. O. S.)	18	1,861	1,442			1,861	1,442					18
Wallpaper	21	3,602	2,257			3,602	2,257					21
Art	25	737	657			737	657					25
Contract Labor	30	691	406			691	406					30
Contract P. And L.	31											31
Cash Sales		9,243	8,866	9,243	8,866							
GROSS SALES		30,515	26,334	9,243	8,866	21,272	17,468					
Freight	60	15	13			15	13					60
Merchandise Returned	61	1,311	833	201	165	1,109	668					61
Invoice Corrections	62	309	149	2	6	309	144					62
TOTAL DEDUCTIONS		1,635	995	203	171	1,435	825					
TOTAL—NET SALES		28,880	25,339	9,040	8,695	19,839	16,644					

0007-SWP-000013508

T. O. 248—10-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH SYRACUSE

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	5.2	700.00		
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	5.2	700.00		
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	2.2	295.87		
Salesmen's Salaries	15.5	2,116.54		
TOTAL	17.7	2,412.41		
Advertising Materials Used	1.1	146.12		
ADVERTISING National				
Advertising Regular	7.6	1,039.22		
TOTAL	8.7	1,185.34		
GENERAL EXPENSES				
Branch Auditing	0.1	11.21		
Charities and Donations		6.00		
Commercial Agencies	0.4	50.40		
Employees Welfare				
Heat, Light and Power	0.7	90.16		
Insurance	0.2	31.70		
Janitors' Supplies	0.1	15.49		
Parcel Post		.84		
Rent	18.0	2,434.39		
Repairs N. O. S.	0.4	60.25		
Salesmen's Outfits				
Store and Warehouse Supplies	0.3	39.60		
Sundry Expenses	0.5	67.50		
Taxes Local				
Telegrams		5.47		
Telephone Long Distance		1.45		
Telephone Regular	0.5	74.17		
Warehouse Expense				
TOTAL	21.2	2,888.63		
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance		6.40		
Sample and Gratis		3.56		
TOTAL	0.1	9.96		
TOTALS FORWARD				

OPERATING EXPENSES				
NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	2.1	283.06		
STAMPS	0.4	53.10		
CARTAGE EXPENSE				
Cartage Outside Service	1.4	186.98		
Cartage Distribution Account				
Cartage Salaries				
Depreciation				
Repairs Cartage Equipment				
Cartage Miscellaneous				
TOTAL	1.4	186.98		
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.6	75.92		
SUSPENSE				
Bad and Doubtful Debts	0.2	24.51		
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.6	487.60		
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution				
TOTAL	3.6	487.60		
TRANSPORTATION				
GRAND TOTAL EXPENSES	61.2	8,307.51		

0007-SWP-000013509

H. O. 249—8-33

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 1935 BRANCH SYRACUSE

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		6.325												1
2	Charge Sales		7,239												2
3	N. S. Runyan	A21A			1.313	295		1.607 57							3
4	A. D. Robinson	A21B			458			487 50							4
5	Robert E. Davis	A21C			205	1		206 16							5
6	Mike Prasky	A21D			3			3 23							6
7	Extra Labor				108			107 95							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		13,584		2.317	296	17.7	2.412 41							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR	NO.
Clarence Stites	250		
Erwin Parmalee	450		
TOTAL	700		

WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR	NO.
TOTAL			

0007-SWP-000013510

FORM H. O. 814 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH SYRACUSE

Syracuse NAME / TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO
Glass	10	12				12						10
Paint	13	5.972				5.972						13
Brushes	16	103				103						16
Lead, Oil, Turps. (Not Our Mfg.)	17	438				438						17
Misc. Jobbing Goods (N. O. S.)	18	534				534						18
Wallpaper	21	401				401						21
Art	25	37				37						25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		6,446		6,446								
GROSS SALES		13,943		6,446		7,497						
Freight	60											60
Merchandise Returned	61	295		80		215						61
Invoice Corrections	62	84		41		43						62
TOTAL DEDUCTIONS		379		121		258						
TOTAL—NET SALES		13,564		6,325		7,239						

0007-SWP-000013511

F. O. 305—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH TOPEKA

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	1.1	718.20	1.4	708.83
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	1.1	718.20	1.4	708.83
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.6	432.55	0.9	470.21
Salesmen's Salaries	9.3	6,236.55	12.1	6,130.74
TOTAL	9.9	6,669.10	13.0	6,600.95
Advertising Materials Used	0.1	67.04		
ADVERTISING National	1.0	654.94	0.5	268.13
Advertising Regular	1.1	751.59		
TOTAL	2.0	1,339.49		
GENERAL EXPENSES				
Branch Auditing	0.1	50.17		25.00
Charities and Donations		5.00		5.00
Commercial Agencies	0.1	35.50		21.00
Employees Welfare				
Heat, Light and Power	0.6	387.16	0.6	327.58
Insurance	0.2	110.90	0.2	89.74
Janitors' Supplies		32.93	0.1	39.77
Postal Fees		22.26		22.77
Rent	3.2	2,201.39	6.1	3,000.00
Repairs N. C. R.	0.1	66.09	0.1	63.48
Salesmen's Outfits				
Store and Warehouse Supplies		19.05	0.1	36.66
Sundry Expenses	0.1	42.21		20.67
Taxes Local	0.5	350.02	0.5	271.10
Telegrams		19.61		16.89
Telephone Long Distance	0.1	56.80	0.1	53.60
Telephone Regular	0.1	89.27	0.2	88.80
Warehouse Expense				
TOTAL	5.1	3,488.36	8.0	4,040.72
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		1.16		7.50
Policy Allowance		5.44		
Sample and Gratis		.18		4.06
TOTAL		6.78		11.56
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	344.04	0.3	176.58
STAMPS	0.5	337.07	0.5	270.47
CARTAGE EXPENSE				
Cartage Outside Service	0.1	45.99	0.2	85.98
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.2	129.02	0.2	106.70
Repairs Cartage Equipment	0.1	96.39	0.1	35.17
Cartage Miscellaneous	0.4	258.32	0.5	262.64
TOTAL	0.8	529.72	1.0	490.49
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.3	179.56	0.3	137.54
SUSPENSE				
Bad and Doubtful Debts	0.1	88.86	0.1	48.51
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		4.98		5.84
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	5.9	3,989.60	3.0	1,522.73
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			2.2	1,125.89
Branch Directs Distribution				
TOTAL	5.9	3,989.60	5.2	2,648.62
TRANSPORTATION				
GRAND TOTAL EXPENSES	26.0	17,508.08	30.2	15,299.54

0007-SWP-000013512

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING August 31st, 19 35 BRANCH TOPEKA

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		17 950						14 130						1
2	Charge Sales		49,503						36,593						2
3	H. F. Boxarth	A17A			2,230	144		2,374 23		300	1,463	91		1,874 42	3
4	Hubert Gamble	A17B			330			332 90							4
5	J. B. Forney	A17C			231			231 23			333			333 63	5
6	Edwin A Ammon	A17E			1,125	285		1,413 24			1,560	282		1,841 59	6
7	M. H. Rathburn	A17K			1,200			1,200 00			1,200			1,200 00	7
8	Mrs. Gladys Chamberlin	A17L													8
9	Leonard Kelsey	A17M									212			212 31	9
10	Chas. Elkins	A17N			1,103			1,102 50			881	97		978 73	10
11	Extra Labor				15			15 00			160			160 27	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		67,453		6,231	432	9.9	6,669 80	50,723	300	5,830	470	13.0	6,600 91	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES

NAME	THIS YEAR	LAST YEAR
Mrs. Gladys Chamberlin	718	697
Extra Help		12
TOTAL	718	709

WAREHOUSE SALARIES

NAME	THIS YEAR	LAST YEAR
TOTAL		

0007-SWP-000013513

FORM H. O. 514 E-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

MONTH ENDING August 31st 19 35 BRANCH TOPEKA

NAME Topeka TERR.

CLASSIFICATION		NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO
Glass	421	10	3,291	1,929			3,291	1,929					10
Paint	422	13	27,728	22,865			27,728	22,864					13
Brushes	423	16	1,081	726			1,081	726					16
Lead, Oil, Turps. (Not Our Mfg.)	423	17	4,453	4,056			4,453	4,056					17
Misc. Jobbing Goods (N. O. S.)	423	18	2,530	1,586			2,530	1,586					18
Wallpaper	520	21	10,716	6,177			10,716	6,177					21
Art		25	1,106	458			1,106	458					25
Contract Labor	423	30	70	22			70	23					30
Contract P. And L.	423	31	3				3						31
			50,978		11,290								
Cash Sales			18,289	14,449	18,289	14,449							
			5 a4 978										
GROSS SALES 420 - less W.P			69,267	52,268	18,289	14,449	50,978	37,819					
Freight		60	42	90			42	90					60
Merchandise Returned		61	1,543	1,291	310	298	1,233	994					61
Invoice Corrections		62	229	165	29	21	200	142					62
TOTAL DEDUCTIONS			1,814	1,546	339	319	1,475	1,226					
TOTAL—NET SALES			67,453	50,722	17,950	14,130	49,503	36,593					

0007-SWP-000013514

O. 340—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING August 31st., 19 35 BRANCH WICHITA

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR		OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE					TOTALS FORWARD				
Office Salaries	1.3	790.00	2.1	708.00					
Warehouse Salaries					STATIONERY	0.5	272.87	0.4	153.21
General Administration									
Branch Factory Debit					STAMPS	0.4	251.68	0.5	163.08
TOTAL	1.3	790.00	2.1	708.00					
DETROIT DIRECT CHARGES									
Office Managers' Salaries					CARTAGE EXPENSE				
Branch Sales Managers' Salaries					Cartage Outside Service		31.57	0.1	29.36
Dist. Sales Managers' Salaries					Cartage Distribution Account				
Dist. Sales Managers' Expense					Cartage Salaries				
					Depreciation	0.2	141.04	0.4	124.75
TOTAL					Repairs Cartage Equipment	0.1	37.46	0.2	80.39
TRAVELING EXPENSE AND SERVICE					Cartage Miscellaneous	0.6	337.12	0.5	174.94
Salesmen's Expenses	0.7	429.42	0.2	62.34					
Salesmen's Salaries	10.3	6,111.34	10.7	3,670.58	TOTAL	0.9	547.19	1.2	409.44
TOTAL	11.0	6,540.76	10.9	3,732.92	MERCHANDISE CASH DISCOUNT				
Advertising Materials Used	0.1	80.05			Cash Discount Allowed	0.4	260.38	0.2	91.65
ADVERTISING National			1.4	470.30					
Advertising Regular	1.2	691.11							
TOTAL	1.3	771.16			SUSPENSE				
GENERAL EXPENSES					Bad and Doubtful Debts	0.9	545.21	0.1	31.42
Branch Auditing	0.1	44.35							
Charities and Donations		5.00		2.50					
Commercial Agencies	0.2	111.53	0.2	77.60	INTEREST ON PAST DUE ACCOUNTS				
Employees Welfare					Interest Miscellaneous	0.1	36.01		1.50
Heat, Light and Power	0.3	196.85	0.5	162.08					
Insurance	0.6	358.22	0.3	103.38					
Janitors' Supplies	0.1	39.25	0.1	35.61	SALES PROPORTION OF ADMIN.				
Parcel Post	0.1	31.89		8.87	Administration Dr. to Branches	6.2	3,666.80	3.0	1,035.08
Rent	2.2	1,240.00	4.0	1,300.00	Administration Distribution				
Repairs N. O. S.	0.1	32.14		9.79	Administration Dist. Miscellaneous				
Salesmen's Outfits					Cleveland Directs				
Store and Warehouse Supplies		17.65		10.82	Branch Directs			2.7	934.64
Sundry Expenses		18.63	0.1	37.85	Branch Directs Distribution				
Town Local	0.3	202.72	0.4	142.64					
Telegrams		12.57		14.38	TOTAL	6.2	3,666.80	5.7	1,959.72
Telephone Long Distance	0.1	42.20	0.1	33.30					
Telephone Regular	0.1	72.00	0.2	72.00					
Warehouse Expense					TRANSPORTATION				
TOTAL	4.2	2,425.00	5.9	2,010.82					
COLLECTIONS AND ALLOWANCES									
Legal Expense Collections		29.21		10.70					
Policy Allowance				4.00					
Sample and Gratis		8.94		.50					
TOTAL		20.27		15.20					
TOTALS FORWARD					GRAND TOTAL EXPENSES	25.2	14,924.35	28.2	9,691.42

0007-SWP-000013515

H. O. 343—8-33

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET No.

MONTH ENDING AUGUST 31st.

BRANCH WICHITA

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		7,701						6,297						1
2	Charge Sales		42,174						25,715						2
3	Lyle Hollingsworth	D 18 A			2,100	133		2,233 18		130	1,880	35		2,045 61	3
4	G. A. Debusman	D 18 B			1,575	96		1,670 82			1,500	27		1,526 98	4
5	Glenn A Pinney	D 18 C			780			780 00			160			160 33	5
6	W. F. Ware	D 18 D			1,380	55		1,435 17							6
7	F. H. Christensen	D 18 E			136	55		190 62							7
8	C. C. Cavin. Dist. a/c	D 18 H	9,375		121	91		211 84	2,340						8
9	Extra Labor				19			19 13							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		59,250		6,111	430	11.0	6,540 76	34,352	130	3,540	62	10.9	3,732 92	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR		LAST YEAR			WAREHOUSE SALARIES NAME	THIS YEAR		LAST YEAR		
Hazel Pitts		790		708							
TOTAL	1.3	790	2.1	708		TOTAL					

0007-SWP-000013515A

FORM H. O. 814 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH WICHITA

Wichita NAME / TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	O. O. GAVIN THIS YEAR	O. O. GAVIN LAST YEAR			NO.
Glass	10	751	495			677	368	73	127			10
Paint	13	18,855	13,698			16,996	12,718	1,859	980			13
Brushes	16	927	468			812	431	115	38			16
Lead, Oil, Turps. (Not Our Mfg.)	17	3,287	1,578			2,806	1,457	482	121			17
Misc. Jobbing Goods (N. O. S.)	18	2,370	1,621			2,218	1,529	152	91			18
Wallpaper	21	17,257	6,819			10,307	6,308	6,950	512			21
Art	25	342	245			235	227	107	17			25
Contract Labor	30	8,382	3,597			8,381	3,163	1	434			30
Contract P. And L.	31	1,291	563			1,291	440		123			31
Cash Sales		7,906	6,426	7,906	6,426							
GROSS SALES		61,368	35,510	7,906	6,426	43,725	26,641	9,739	2,443			
Freight	60	30	8			6	4	23	6			60
Merchandise Returned	61	1,867	1,007	204	119	1,513	876	150	11			61
Invoice Corrections	62	281	149	1	10	42	54	237	86			62
TOTAL DEDUCTIONS		2,118	1,158	205	129	1,549	926	364	103			
TOTAL--NET SALES		59,250	34,352	7,701	6,297	42,174	25,715	9,375	2,340			

0007-SWP-000013515B

240—12-36

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH WICHITA FALLS

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses				
Salesmen's Salaries	15.5	2,810.98	18.8	2,616.22
TOTAL	15.5	2,810.98	18.8	2,616.22
Advertising Materials Used	0.3	62.45		
ADVERTISING National			1.2	164.42
Advertising Regular	1.7	308.28		
TOTAL	2.0	370.73		
GENERAL EXPENSES				
Branch Auditing	0.2	42.57	0.1	15.12
Charities and Donations				1.00
Commercial Agencies	0.2	32.62	0.2	28.30
Employees Welfare				
Heat, Light and Power	0.5	88.04	0.5	69.04
Insurance	0.3	59.52	0.2	28.96
Janitors' Supplies	0.2	33.07	0.3	35.30
Parcel Post				.83
Rent	6.4	1,140.82	6.7	923.70
Repairs N. O. S.	0.1	14.49	0.4	58.08
Salesmen's Outfits				
Store and Warehouse Supplies		4.40	0.3	38.18
Sundry Expenses	0.6	90.24	0.1	17.01
Taxes Local	1.6	246.30	0.3	45.21
Telegrams	0.1	12.79		3.89
Telephone Long Distance		6.25		3.30
Telephone Regular	0.5	87.62	0.6	84.00
Warehouse Expense				
TOTAL	10.4	1,860.73	9.7	1,351.92
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		13.69	0.2	31.82
Policy Allowance				
Sample and Gratis				
TOTAL	0.1	13.69	0.2	31.82
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.8	151.36	0.2	32.28
STAMPS	0.6	105.24	0.6	77.31
CARTAGE EXPENSE				
Cartage Outside Service	0.1	15.78	0.1	17.75
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.8	85.61	1.0	133.64
Repairs Cartage Equipment	0.2	31.15	0.6	87.79
Cartage Miscellaneous	1.1	191.85	1.5	207.16
TOTAL	1.8	324.39	3.2	446.34
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.4	77.55		4.53
SUSPENSE				
Bad and Doubtful Debts		3.57	0.1	18.19
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous				
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	5.3	959.88	3.0	416.41
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.7	243.23
Branch Directs Distribution				
TOTAL	5.3	959.88	4.7	659.64
TRANSPORTATION				
GRAND TOTAL EXPENSES	36.9	6,678.12	38.7	5,402.67

0007-SWP-000013516

H. O. 245—8-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET No.

MONTH ENDING August 31st., 19 35 BRANCH WICHITA FALLS

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		5,005						5,592						1
2	Charge Sales		13,108						8,355						2
3	W. W. Homer	L 19 A			1,210			1,209 75			1,026			1,026 00	3
4	Homer Martin	L 19 B									840			840 00	4
5	R. R. Frizzell	L 19 C			735			735 00			750			750 22	5
6	O. G. Leach	L 19 D			832			832 50							6
7	Extra Labor				34			33 73							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		18,113		2,811		15.5	2,810 98	13,947		2,616		18.8	2,616 22	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES				WAREHOUSE SALARIES			
NAME	THIS YEAR	LAST YEAR		NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

0007-SWP-000013517

FORM H. O. 514 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH WICHITA FALLS

Wichita Falls NAME / TERR.		TOTAL		CASH		CHARGE						
CLASSIFICATION	NO.	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO
Glass	10	259	228			259	228					10
Paint	13	7,479	4,241			7,479	4,241					13
Brushes	16	335	237			335	237					16
Lead, Oil, Turps. (Not Our Mfg.)	17	1,155	665			1,155	665					17
Misc. Jobbing Goods (N. O. S.)	18	620	253			620	253					18
Wallpaper	21	3,704	3,090			3,704	3,090					21
Art	25	426	177			426	177					25
Contract Labor	30	18	9			18	9					30
Contract P. And L.	31											31
Cash Sales		5,140	5,723	5,140	5,723							
GROSS SALES		19,136	14,623	5,140	5,723	13,996	8,900					
Freight	60	2	1			2	1					60
Merchandise Returned	61	974	593	129	127	845	466					61
Invoice Corrections	62	47	82	6	4	41	80					62
TOTAL DEDUCTIONS		1,023	676	135	131	888	545					
TOTAL—NET SALES		18,113	13,947	5,005	5,592	13,108	8,355					

0007-SWP-000013518

R. G. 500—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 1935 BRANCH WINSTON SALEM

NAME	OPERATING EXPENSES THIS YEAR		LAST YEAR	NAME	OPERATING EXPENSES THIS YEAR		LAST YEAR
OFFICE AND WAREHOUSE SERVICE				TOTALS FORWARD			
Office Salaries	0.3	90.00					
Warehouse Salaries				STATIONERY	1.1	369.24	
General Administration							
Branch Factory Debit				STAMPS	0.4	129.17	
TOTAL	0.3	90.00					
DETROIT DIRECT CHARGES							
Office Managers' Salaries				CARTAGE EXPENSE			
Branch Sales Managers' Salaries				Cartage Outside Service	0.6	188.35	
Dist. Sales Managers' Salaries				Cartage Distribution Account			
Dist. Sales Managers' Expense				Cartage Salaries			
				Depreciation	0.2	72.90	
TOTAL				Repairs Cartage Equipment	0.1	30.04	
TRAVELING EXPENSE AND SERVICE				Cartage Miscellaneous	0.5	174.63	
Salesmen's Expenses	0.1	44.84					
Salesmen's Salaries	12.1	3,947.48		TOTAL	1.4	465.92	
TOTAL	12.2	3,992.32		MERCHANDISE CASH DISCOUNT			
Advertising Materials Used	0.9	305.90		Cash Discount Allowed	0.6	192.36	
ADVERTISING National							
Advertising Regular	3.1	992.77					
TOTAL	4.0	1,298.67		SUSPENSE			
GENERAL EXPENSES				Bad and Doubtful Debts			
Branch Auditing	0.2	49.93					
Charities and Donations							
Commercial Agencies	0.1	41.35		INTEREST ON PAST DUE ACCOUNTS			
Employees Welfare				Interest Miscellaneous			
Heat, Light and Power	1.0	327.96					
Insurance	0.2	50.68					
Janitors' Supplies	0.3	90.31		SALES PROPORTION OF ADMIN.			
Parcel Post		4.83		Administration Dr. to Branches	4.4	1,448.05	
Rent	5.1	1,681.67		Administration Distribution			
Repairs N. O. S.	0.2	77.19		Administration Dist. Miscellaneous			
Salesmen's Outfits				Cleveland Directs			
Store and Warehouse Supplies	0.1	18.97		Branch Directs			
Sundry Expenses	0.3	89.29		Branch Directs Distribution			
Taxes Local	0.4	137.50					
Telegrams		7.34		TOTAL	4.4	1,448.05	
Telephone Long Distance	0.3	82.95					
Telephone Regular	0.3	95.87					
Warehouse Expense				TRANSPORTATION			
TOTAL	8.5	2,755.84					
COLLECTIONS AND ALLOWANCES							
Legal Expense Collections							
Policy Allowance							
Sample and Gratis		3.49					
TOTAL		3.49					
TOTALS FORWARD				GRAND TOTAL EXPENSES	32.9	10,745.06	

0007-SWP-000013519

H. O. 549—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH WINSTON SALEM

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		7,037												1
2	Charge Sales		21,852												2
3	George Howell	D 7 A			1,605	44		1,649 04							3
4	H. C. Watson	D 7 B			792	1		792 44							4
5	W. E. Edwards	D 7 C			555			555 00							5
6	W. B. Merritt	D 7 D			527			526 83							6
7	R. D. Golding Dist. A/C	D 7 H	3,815		436			435 83							7
8	Extra Labor				33			33 18							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		32,704		3,948	45	12.2	3,992 32							31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR	WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR
Extra Help	90				
TOTAL	0.3 90		TOTAL		

0007-SWP-000013520

FORM H. O. 514 D-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET No.

MONTH ENDING August 31st to 35 BRANCH WINSTON-SALEM

NAME R. D. GOLDING

Winston-Salem TERR. E

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO
Glass	10	57				57						10
Paint	13	17,485				14,265		3,219				13
Brushes	16	446				403		42				16
Lead, Oil, Turps. (Not Our Mfg.)	17	6,095				5,448		647				17
Misc. Jobbing Goods (N. O. S.)	18	658				639		19				18
Wallpaper	21	2,265				2,206		60				21
Art	25	131				130		1				25
Contract Labor	30											30
Contract P. And L.	31											31
Cash Sales		7,263		7,263								
GROSS SALES		34,400		7,263		23,148		3,988				
Freight	60	2				2						
Merchandise Returned	61	1,375		216		1,063		97				
Invoice Corrections	62	319		10		231		76				2
TOTAL DEDUCTIONS		1,696		226		1,296		173				
TOTAL—NET SALES		32,704		7,037		21,852		3,815				

0007-SWP-000013521

R. O. 203—12-34.

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 19 35 BRANCH RETAIL TOTAL LINCOLN STORES

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.8	609.91	0.9	594.43
Salesmen's Salaries	13.6	10,121.69	15.9	9,983.43
TOTAL	14.4	10,731.60	16.8	10,577.86
Advertising Materials Used	0.1	58.08		
ADVERTISING National			1.6	977.53
Advertising Regular	1.6	1,309.18		
TOTAL	1.7	1,251.10		
GENERAL EXPENSES				
Branch Auditing	0.2	129.36	0.1	40.12
Charities and Donations	0.1	42.00	0.1	38.50
Commercial Agencies	0.1	71.61	0.1	65.55
Employees' Welfare				
Heat, Light and Power	0.4	294.67	0.4	274.90
Insurance	0.6	444.98	0.6	390.40
Janitors' Supplies	0.2	126.43	0.2	143.60
Parcel Post		1.50		1.82
Rent	4.6	3,534.34	5.4	3,447.19
Repairs N. O. S.	0.1	91.26	0.2	144.10
Salesmen's Outfits				
Store and Warehouse Supplies	0.1	84.16	0.2	114.83
Sundry Expenses	0.2	127.38	0.2	124.93
Taxes Local	0.6	498.11	0.4	226.15
Telegrams	0.1	54.79		27.16
Telephone Long Distance	0.1	40.00	0.1	48.25
Telephone Regular	0.3	235.12	0.4	234.00
Warehouse Expense				
TOTAL	7.1	5,775.71	8.4	5,321.50
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		19.59	0.1	31.82
Policy Allowance				22.50
Sample and Gratis				
TOTAL		19.59	0.1	54.32
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.8	563.67	0.4	222.92
STAMPS	0.5	381.72	0.5	306.52
CARTAGE EXPENSE				
Cartage Outside Service		37.12	0.1	46.81
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	237.71	0.4	253.65
Repairs Cartage Equipment	0.2	149.73	0.3	201.77
Cartage Miscellaneous	0.9	637.06	1.1	683.25
TOTAL	1.4	1,061.62	1.9	1,185.48
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.3	217.28	0.1	41.89
SUSPENSE				
Bad and Doubtful Debts	0.3	212.35	0.1	84.57
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		2.40		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	5.5	4,143.37	3.0	1,885.33
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.7	1,073.37
Branch Directs Distribution				
TOTAL	5.5	4,143.37	4.7	2,958.70
TRANSPORTATION				
GRAND TOTAL EXPENSES	32.6	24,355.61	34.6	21,731.29

0007-SWP-000013522

F. O. 542—12-34

SHEET No.

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING AUGUST 31st., 19 35 BRANCH TOTAL DETROIT WHITE LEAD STORES

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	1.1	4,759.15	2.1	6,174.61
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	1.1	4,759.15	2.1	6,174.61
DETROIT DIRECT CHARGES				
Office Managers' Salaries	0.5	2,052.00		
Branch Sales Managers' Salaries	0.4	1,658.25		
Dist. Sales Managers' Salaries	1.9	8,070.00		
Dist. Sales Managers' Expense	0.6	2,504.91		
TOTAL	3.4	14,285.16		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.7	2,781.12	1.2	3,416.64
Salesmen's Salaries	8.9	37,735.67	11.2	33,371.19
TOTAL	9.6	40,516.79	12.4	36,789.83
Advertising Materials Used	0.2	643.90		
ADVERTISING National			1.2	3,692.60
Advertising Regular	1.6	7,123.14		
TOTAL	1.8	7,767.04		
GENERAL EXPENSES				
Branch Auditing	0.2	868.65	0.1	194.65
Charities and Donations		78.16		96.05
Commercial Agencies	0.2	821.86	0.2	648.30
Employees Welfare				
Heat, Light and Power	0.5	2,003.01	0.5	1,525.25
Insurance	0.3	1,366.59	0.3	804.36
Janitors' Supplies	0.1	450.60	0.1	232.53
Parcel Post	0.1	279.19	0.1	210.12
Rent	3.1	12,481.12	2.9	8,656.75
Repairs N. O. S.	0.2	810.60	0.1	426.69
Salesmen's Outfits				
Store and Warehouse Supplies		172.69		125.02
Sundry Expenses	0.1	402.73	0.1	373.94
Taxes Local	1.0	3,752.26	0.5	1,420.61
Telegrams		191.01	0.1	149.38
Telephone Long Distance	0.1	595.37	0.1	386.91
Telephone Regular	0.2	953.20	0.3	790.73
Warehouse Expense				
TOTAL	6.1	25,227.14	5.4	16,041.29
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		30.29	0.1	153.10
Policy Allowance		98.79		64.91
Sample and Gratis		23.50		11.36
TOTAL		152.58	0.1	229.37
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.7	2,954.83	0.6	1,765.37
STAMPS	0.5	2,008.90	0.5	1,497.00
CARTAGE EXPENSE				
Cartage Outside Service	0.1	587.23		78.93
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.2	853.27	0.2	502.88
Repairs Cartage Equipment	0.1	583.44	0.2	447.56
Cartage Miscellaneous	0.5	1,858.12	0.5	1,546.88
TOTAL	0.9	3,882.06	0.9	2,576.25
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.4	1,558.67	0.4	1,044.28
SUSPENSE				
Bad and Doubtful Debts	0.1	441.76	0.5	1,605.37
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		30.90		17.80
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.5	14,549.60	3.3	9,807.50
Administration Distribution	0.8	3,279.79		
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs			1.3	3,710.09
Branch Directs Distribution			2.4	6,961.35
TOTAL	2.7	11,269.81	2.2	6,556.24
TRANSPORTATION				
GRAND TOTAL EXPENSES	27.1	113,909.47	26.3	77,954.41

0007-SWP-000013522A

H. O. 940—12-34

SHEET No.

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING AUGUST 31st., 19 35 BRANCH RETAIL TOTAL ACME STORES

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	2.0	6,269.16	1.6	3,346.83
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	2.0	6,269.16	1.6	3,346.83
DETROIT DIRECT CHARGES				
Office Managers' Salaries	0.8	2,492.30		
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries	3.9	11,992.92		
Dist. Sales Managers' Expense	1.5	4,487.69		
TOTAL	6.2	18,972.91		
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.7	2,237.32	0.9	1,696.07
Salesmen's Salaries	12.0	36,923.60	12.2	24,964.19
TOTAL	12.7	39,160.92	13.1	26,660.26
Advertising Materials Used	0.6	1,725.35		
ADVERTISING National	0.9	2,764.00	1.7	3,408.62
Advertising Regular	3.1	9,757.37		
TOTAL	4.6	14,246.72		
GENERAL EXPENSES				
Branch Auditing	0.1	398.16	0.1	184.96
Charities and Donations		97.00		69.00
Commercial Agencies	0.1	416.52	0.1	257.70
Employees Welfare				
Heat, Light and Power	0.9	2,618.80	0.9	1,872.34
Insurance	0.3	823.56	0.3	630.75
Janitors' Supplies	0.2	616.59	0.1	212.89
Parcel Post		112.87		102.07
Rent	5.5	16,631.75	5.4	10,971.75
Repairs N. O. S.	0.2	688.40	0.4	531.98
Salesmen's Outfits		18.00		64.05
Store and Warehouse Supplies	0.1	247.83	0.1	189.06
Sundry Expenses	0.7	2,212.27	1.3	2,685.79
Taxes Local	0.5	1,658.71	0.6	1,243.92
Telegrams		101.59		73.56
Telephone Long Distance	0.2	468.51	0.2	331.90
Telephone Regular	0.2	728.41	0.2	467.39
Warehouse Expense				
TOTAL	9.0	27,838.97	9.7	19,889.11
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		16.35	0.1	88.09
Policy Allowance		32.25		13.96
Sample and Gratis		10.47		53.03
TOTAL		59.07	0.1	155.08
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.8	2,361.20	0.5	936.11
STAMPS	0.5	1,554.19	0.4	865.64
CARTAGE EXPENSE				
Cartage Outside Service	0.5	1,590.00	0.4	956.12
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.2	541.45	0.2	455.14
Repairs Cartage Equipment	0.1	266.68	0.1	188.30
Cartage Miscellaneous	0.3	959.56	0.4	716.04
TOTAL	1.1	3,357.69	1.1	2,315.60
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.3	1,030.14	0.3	711.93
SUSPENSE				
Bad and Doubtful Debts	0.2	462.50	0.3	679.40
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		10.58		8.53
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	4.5	13,779.17	2.3	4,743.03
Administration Distribution	9.5	29,192.35	8.1	16,660.28
Administration Dist. Miscellaneous	1.8	5,450.00	6.9	14,168.98
Cleveland Directs				
Branch Directs			1.5	3,081.81
Branch Directs Distribution			0.4	903.92
TOTAL	3.2	9,963.18	2.2	4,429.62
TRANSPORTATION				
GRAND TOTAL EXPENSES	41.2	105,339.71	30.4	62,030.87

0007-SWP-000013523

H. O. 240—12-34

SHEET NO.

MONTHLY REPORT OF OPERATING EXPENSES

MONTH ENDING AUGUST 31st., 19 35

BRANCH RETAIL CLEARING DIVISION

OPERATING EXPENSES NAME	THIS YEAR	LAST YEAR
OFFICE AND WAREHOUSE SERVICE		
Office Salaries	1,932.39	
Warehouse Salaries		
General Administration		
Branch Factory Debit		
TOTAL	1,932.39	
DETROIT DIRECT CHARGES		
Office Managers' Salaries	2,492.30	
Branch Sales Managers' Salaries		
Dist. Sales Managers' Salaries	11,992.92	
Dist. Sales Managers' Expense	4,487.69	
TOTAL	18,972.91	
TRAVELING EXPENSE AND SERVICE		
Salesmen's Expenses		
Salesmen's Salaries		
TOTAL		
ADVERTISING Advertising Materials Used	452.09	
ADVERTISING National		35.15
Advertising Regular	589.75	
TOTAL	1,041.84	
GENERAL EXPENSES		
Branch Auditing		
Charities and Donations		
Commercial Agencies		8.00
Employees Welfare		
Heat, Light and Power		
Insurance	112.53	210.58
Janitors' Supplies		
Parcel Post		
Rent		
Repairs N. O. S.		
Salesmen's Outfits	18.00	
Store and Warehouse Supplies		
Sundry Expenses	1,587.28	2,236.70
Taxes Local		
Telegrams		
Telephone Long Distance		
Telephone Regular		
Warehouse Expense		
TOTAL	1,717.81	2,455.28
COLLECTIONS AND ALLOWANCES		
Legal Expense Collections		
Policy Allowance		
Sample and Gratis		
TOTAL		
TOTALS FORWARD		

OPERATING EXPENSES NAME	THIS YEAR	LAST YEAR
TOTALS FORWARD		
STATIONERY	87.02	3.56
STAMPS		
CARTAGE EXPENSE		
Cartage Outside Service		
Cartage Distribution Account		
Cartage Salaries		
Depreciation		
Repairs Cartage Equipment		
Cartage Miscellaneous		
TOTAL		
MERCHANDISE CASH DISCOUNT		
Cash Discount Allowed		
SUSPENSE		
Bad and Doubtful Debts		
INTEREST ON PAST DUE ACCOUNTS		
Interest Miscellaneous	9.62	2.69
SALES PROPORTION OF ADMIN.		
Administration Dr. to Branches		
Administration Distribution	29,192.35	16,660.28
Administration Dist. Miscellaneous	5,450.00	14,168.98
Cleveland Directs		
Branch Directs		
Branch Directs Distribution		
TOTAL	23,742.35	2,491.30
TRANSPORTATION		
GRAND TOTAL EXPENSES	0	

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