

MONTHLY REPORT OF OPERATING EXPENSES
MONTH ENDING AUGUST 31, 1935
BRANCH RETAIL BRAND TOTAL ALL STORES

NAME	OPERATING EXPENSES		LAST YEAR	OPERATING EXPENSES		LAST YEAR
	THIS YEAR			THIS YEAR		
OFFICE AND WAREHOUSE SERVICE						
Office Salaries	1.4	11,028.31	1.7	9,521.44		
Warehouse Salaries					0.7	5,879.70
General Administration						2,924.40
Branch Factory Debit						
TOTAL	1.4	11,028.31	1.7	9,521.44	0.5	2,669.16
DETROIT DIRECT CHARGES						
Office Managers' Salaries	0.6	4,544.30				
Branch Sales Managers' Salaries	0.2	1,658.25			0.3	2,214.35
Dist. Sales Managers' Salaries	2.3	20,062.92				1,081.86
Dist. Sales Managers' Expense	0.3	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						
ADVERTISING NATIONAL	0.3	2,311.17			0.3	2,806.09
ADVERTISING REGULAR	2.3	18,189.69	1.4	8,078.75		
TOTAL	2.6	20,500.86				
GENERAL EXPENSES						
Branch Auditing	0.2	1,396.17	0.1	419.72		
Charities and Donations		217.16		203.55		
Commercial Agencies	0.2	1,309.99	0.2	971.55		
Employee Welfare						
Heat, Light and Power	0.6	4,916.48	0.6	3,672.49		
Insurance	0.3	2,635.13	0.3	1,925.91		
Janitor's Supplies	0.2	1,193.62	0.1	589.02		
Postage	1.2	3,264.72	1.1	3,141.01		
Rent	0.2	1,590.26	0.2	1,402.77		
Repairs N. O. S.		18.00		64.05		
Salesmen's Outfits	0.1	504.78	0.1	428.91		
Store and Warehouse Supplies	0.3	2,742.38	0.6	3,184.66		
Stundry Expenses	0.9	5,909.08	0.5	2,890.68		
Taxes Local		347.39		250.10		
Telegrams	0.1	1,103.88	0.1	767.06		
Telephone Long Distance	0.2	1,916.73	0.3	1,492.12		
Telephone Regular						
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 Quota		33.97		64.39		
TOTAL		231.24	0.1	438.77		
TOTALS FORWARD					70.3	243,604.79
						161,716.57