

MONTHLY REPORT OF OPERATING EXPENSES
 MONTH ENDING AUGUST 31st., 1935 BRANCH HURKINSON

NAME		OPERATING EXPENSES		THIS YEAR		LAST YEAR		NAME		OPERATING EXPENSES		THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE								TOTALS FORWARD							
Office Salaries	0.5		214.07	0.2		56.50		STATIONERY		0.4		196.82	0.6		
Warehouse Salaries															
General Administration															
Branch Factory Debit								STAMPS		0.3		150.34	0.4		
TOTAL	0.5		214.07	0.2		56.50									
DETROIT DIRECT CHARGES								CARTAGE EXPENSE							
Office Managers' Salaries								Cartage Outside Service							
Branch Sales Managers' Salaries								Cartage Distribution Account		0.2		94.93	0.2		
Dist. Sales Managers' Salaries								Cartage Salaries							
Dist. Sales Managers' Expense								Depreciation		0.3		101.66	0.5		
TOTAL								Repairs Cartage Equipment		0.1		45.31	0.2		
TRAVELING EXPENSE AND SERVICE	0.1					40.41		Cartage Miscellaneous		0.4		104.65	0.6		
Saleman's Expenses								TOTAL		1.0		433.57	1.5		
Saleman's Salaries	0.8					3,723.15		MERCHANDISE CASH DISCOUNT							
TOTAL	0.9					3,763.56		Cash Discount Allowed		0.1		36.48			
Advertising Materials Used	0.2														
ADVERTISING NATIONAL	0.9					424.99		SUSPENSE							
Advertising Regular	1.8							Bad and Doubtful Debts		0.2		24.36	0.5		
TOTAL	2.9														
GENERAL EXPENSES								INTEREST ON PAST DUE ACCOUNTS							
Branch Auditing	0.1		44.35					Interest Miscellaneous							
Charities and Donations	0.1		29.00	0.1		23.00									
Commercial Agencies	0.1		40.00	0.1		39.00		SALES PROPORTION OF ADMIN.							
Employee Welfare								Administration Dr. to Branches							
Heat, Light and Power	0.5		233.23	0.6		182.23		Administration Distribution		6.2		2,823.85	3.0		
Insurance	0.1		122.49	0.1		87.00		Administration Dis. Miscellaneous							
Janitors' Supplies	0.1		46.87	0.1		21.95		Cleveland Directs							
Parcel Post	2.2		1,038.69	1.1		516.35		Branch Directs							
Rent	0.2		106.33	0.3		80.28		Branch Directs Distribution							
Repairs N. O. S.								TOTAL		6.2		2,823.85	5.1		
Saleman's Outfits								TRANSPORTATION							
Short and Warehouse Supplies			20.88	0.1		31.42									
Stundry Expenses	0.1		23.52	0.1		43.12									
Taxes Local	0.4		183.88	0.8		223.49									
Telegrams			15.25			7.99									
Telephone Long Distance			19.15	0.1		17.95									
Telephone Regular	0.2		73.90	0.2		67.80									
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 Gratts						5.35									
TOTAL															
TOTALS FORWARD			13.44	0.1		27.72		GRAND TOTAL EXPENSES		25.8		11,868.24	28.8		

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

BRANCH
HUTCHINSON

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[illegible]

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

[illegible]

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st

19 35

BRANCH HUTCHINSON

CLASSIFICATION	NAME TERR.	NO.	TOTAL		CASH		CHARGE		THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	NO.
			THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR					
Glass		10	6,552	3,434			6,552	3,434					10
Paint		15	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. & 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	1,660	1,114	252	133	1,407	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					