

MAR 23 1971

W. H. C. Co.

THE MARTIN-SINOUR COMPANY

LINCOLN BRANCH

COMPARATIVE TRADING AND PROFIT AND LOSS STATEMENT

As at August 31st, 1930.

	<u>This Year</u>	<u>Last Year</u>
Gross Sales to Trade	383,928.20	432,002.28
Less Freight, Returns and Overcharges	<u>37,181.20</u>	<u>43,546.50</u>
Net Sales to Trade	346,767.00	388,455.78
Cost of Sales	225,486.23	249,421.29
Per Cent to Net Sales	<u>65.02%</u>	<u>64.20%</u>
Gross Trading Profit	121,280.77	139,034.49
Per Cent to Net Sales	34.97%	35.79%
<u>Selling Expenses:</u>		
Office and Warehouse Service	10,773.35	11,235.37
Chicago Direct	7,800.00	7,350.00
Traveling Expense and Service	28,362.92	29,639.30
Advertising Used	14,494.72	14,856.53
General Expense	8,078.24	8,500.66
Collection and Allowance	880.21	708.41
Stationery Used	701.58	1,064.43
Stamps Used	388.33	454.71
Cartage	709.90	916.25
Misc. Discount	5,791.32	6,098.98
Suspense - Bad Debts	2,228.24	247.83
Transportation	2,183.35	3,009.52
Administration	<u>4,330.39</u>	<u>3,941.83</u>
Total Selling Expense	83,966.36	88,023.82
Per Cent to Net Sales	<u>24.21%</u>	<u>22.66%</u>
Net Operating Profit	37,314.71	51,010.67
Per Cent to Net Sales	10.76%	13.13%
<u>Other Income:</u>		
Interest Received	305.01	404.92
Cash Discount	608.66	1,031.83
Interest on Plant	<u>141.00</u>	<u>80.28</u>
	1,054.67	1,517.03
	38,369.38	52,527.70
<u>Other Expense:</u>		
Depreciation on Plant	<u>325.10</u>	<u>325.42</u>
Final Net Profit	37,974.28	52,132.28
Per Cent to Net Sales	10.95%	13.42%

THE MARTIN-SERVOUR COMPANY
STATEMENT OF INVENTORY
 As at August 31st, 1930.

LINCOLN BRANCH

	This Year	Last Year
Factory:		
Raw Material	12,007.58	14,395.40
Misc. Packages	3,465.06	4,049.77
Packing Materials	<u>1,124.31</u>	<u>1,562.02</u>
	16,606.95	20,007.19
Sales Department:		
Manufactured Misc.	28,478.44	31,254.88
Insecticides	23.25	34.70
C. D. P. Lead	294.42	217.61
Unmanufactured Misc.	<u>2,664.99</u>	<u>3,554.53</u>
	31,461.09	35,071.73
Advertising Stock	2,240.35	2,050.22
Stationery Stock	681.78	622.67
Crates	-	527.50
Drums	-	40.20
Transportation	<u>811.73</u>	<u>938.55</u>
	51,801.93	59,257.85

LOS ANGELES BRANCH

	This Year	Last Year
Factory:		
Raw Material	16.70	4,018.62
Misc. Packages	458.87	2,709.18
Packing Materials	<u>93.28</u>	<u>59.21</u>
	568.85	6,787.01
Sales Department:		
Manufactured Misc.	26,749.09	28,533.61
C. D. P. Lead	487.90	325.97
Linseed Oil	340.53	132.25
Unmanufactured Misc.	<u>1,384.35</u>	<u>1,553.79</u>
	28,961.87	30,545.63
Advertising Stock	2,183.29	1,785.66
Stationery Stock	329.77	520.56
Crates	-	4.30
Drums	16.00	23.50
Transportation	<u>1,148.33</u>	<u>1,194.81</u>
	33,208.76	40,841.46

SAN FRANCISCO BRANCH

	This Year	Last Year
Sales Department:		
Manufactured Misc.	27,499.18	41,048.90
C. D. P. Lead	688.33	1,893.20
Linseed Oil	578.44	389.87
Unmanufactured Misc.	<u>1,460.05</u>	<u>1,498.75</u>
	30,226.00	44,830.72
Packing Materials	-	29.62
Advertising Stock	1,996.53	1,048.94
Stationery Stock	296.07	523.64
Transportation	<u>3,916.29</u>	<u>5,393.07</u>
	36,434.89	51,822.99

L. Reese
OCT 1 1930

L. Reese
OCT 2 1930

THE MARTIN-BENCO COMPANY
LINCOLN BRANCH
COMPARATIVE BALANCE SHEET
As at August 31, 1930

	<u>This Year</u>		<u>Last Year</u>	
<u>Assets</u>				
Cash on hand and in bank	1,615.48 ✓		7,611.11	
In Transit			75.00	
Advanced to Representatives	655.00 ✓	2,270.48	644.80	8,330.91
Accounts Receivable:				
Customers		65,581.38 ✓		92,845.68
Bills Receivable Customers		702.88 ✓		
Loan to M-S Co., Chicago		200,000.00 ✓		135,000.00
Inventory:				
Raw Material	16,606.95			
Manufactured Misc. 78796 "	14,878.45 ✓		20,007.19 ✓	
Unmanufactured Misc.	28,478.44 ✓		31,254.88	
Advertising & Stationery	2,022.14 ✓		5,616.84	
Drums & Crates		51,801.96	2,872.88 ✓	
Transportation	811.78 ✓	51,874.84	267.70 ✓	
			922.55 ✓	59,257.85
Plant Depreciated		2,416.03 ✓		2,611.13
Deferred Charges		789.69 { 7268 -		344.58
		323,182.36		288,610.28
<u>LIABILITIES</u>				
Accounts Payable:				
Outside Creditors				
M-S Co., Chicago 349360	3,205.95 ✓		6,644.65	
M. V. Co.	775.78 ✓		929.75	
S-W Co. 44479	1,005.53 ✓		11,307.58	
Acme Co. & R P & C Co.	842.04 ✓	5,227.12	525.76	19,267.75
Reserves:				
Taxes		404.45 ✓		204.05
Surplus Aug. 31, 1929		275,954.55 ✓	226,324.25	
Net earnings for year 1929/1930		37,974.28	52,152.28	278,956.53
		323,182.36		288,610.28

THE MARTIN-SCHOOR COMPANY

LINCOLN BRANCH

COMPARATIVE TRADING AND PROFIT AND LOSS STATEMENT

As at August 31, 1930

	<u>This Year</u>	<u>Last Year</u>
Gross Sales to Trade	385,002.80 ✓	432,002.80
Less Freight, Returns and Overcharges	<u>37,181.82</u> ✓	<u>45,544.50</u>
Net Sales to Trade	348,767.00 ✓	386,458.30
Cost of Sales	225,426.23 ✓	249,421.20
Percent to Net Sales	<u>65.00%</u>	<u>64.55%</u>
Gross Trading Profit	121,220.77	137,037.10
Percent to Net Sales	34.97%	35.70%
<u>Selling Expenses:</u>		
Branch Management	7,600.00 ✓	7,350.00
Office & Warehouse Service	10,775.35 ✓	11,235.37
Cleveland Direct	941.00 ✓	894.96
Traveling Service & Expense	23,543.82 ✓	23,839.30
Advertising Used ^{14606.74}	14,494.72 ✓	14,857.03
General Expense ^{2478.25}	8,078.24 ✓	8,800.88
Collection & Allowance	600.21 ✓	708.41
Stationery	701.22 ✓	1,064.45
Stamps	322.33 ✓	454.71
Cartage	708.90 ✓	916.25
Misc. Discount	5,791.22 ✓	6,092.28
Suspense - Bad Debts ^{4330.39}	122.25 ✓	247.83
Administration ^{4310.79}	3,220.79 ✓	3,054.37
Transportation ^{269.27}	2,122.25 ✓	3,009.52
Total Selling Expense	83,955.06	88,023.82
Percent to Net Sales	<u>24.21%</u>	<u>22.80%</u>
Net Operating Profit	37,314.71	51,010.67
Percent to Net Sales	10.70%	13.13%
<u>Other Income:</u>		
Interest Received	305.61 ✓	404.62
Cash Discount	608.66 ✓	1,031.83
Interest on Plant	141.00 ✓	80.25
	<u>35,455.27</u>	<u>1,517.05</u>
<u>Other Expenses:</u>		
Depreciation on Plant	325.10 ✓	325.42
Final Net Profit	<u>37,074.23</u>	<u>52,152.23</u>
Percent to Net Sales	10.65%	13.42%

SCHEDULE "A"

COST OF SALES

August 31, 1930

	<u>This Year</u>	<u>Last Year</u>
<u>Inventory Beginning of Year</u>		
Factory Raw Material	20,574.00 ✓	16,885.00
Manufactured Misc:		
M-S Co.	21,126.35 ✓	20,947.00
S-W Co.	4,399.78 ✓	2,649.00
M. V. Co.	5,728.55 ✓	7,112.14
Unmanufactured Misc.	3,544.33 ✓	3,171.28
Insecticides	34.70 ✓	122.37
O. D. P. Lead	217.61 ✓	253.20
Linseed Oil	<u>55,446.61</u>	<u>4.00</u>
		51,186.88
<u>Purchases During Year:</u>		
Factory Raw Material	131,281.23 ✓	167,026.21
Manufactured Misc:		
M-S Co.	23,414.26 ✓	15,173.00
S-W Co.	9,739.44 ✓	11,379.74
M. V. Co.	21,289.41 ✓	25,044.21
Unmanufactured Misc. 8568.50	8,568.57 X	10,002.57
Insecticides	350.77	350.77
O. D. P. Lead	2,440.73 ✓	1,454.39
Linseed Oil	6,052.72 ✓	7,759.16
	<u>202,802.66</u>	<u>228,210.94</u>
	258,458.27	259,397.82
Less:		
<u>Inventory End of Year:</u>		
Factory Raw Material	16,006.95 ✓	20,574.00
Manufactured Misc:		
M-S Co.	18,515.94 ✓	21,126.35
S-W Co.	4,125.12 ✓	4,399.78
M. V. Co.	6,037.52 ✓	5,728.55
Unmanufactured Misc.	2,644.98 ✓	3,544.33
Insecticides	22.25 ✓	34.70
O. D. P. Lead	294.42 ✓	217.61
Linseed Oil	<u>-X-</u>	<u>- -</u>
	48,632.94	55,446.61
	<u>210,225.23</u>	<u>228,781.21</u>
Manufacturing Service & Expense	X <u>15,222.00</u> X ✓	<u>15,670.08</u>
	225,447.23	244,451.29

2702.12 ✓
241.31 ✓
463.43 ✓

9748.90
9759.42

10 34 1930 Aug 31 1930

THE MARTIN-BERNOUR COMPANY

STATEMENT OF INVENTORY

As at August 31, 1930

LINCOLN BRUSH

	This Year	Last Year
Factory:		
Raw Material	12,007.38 ✓	14,305.40 +
Misc. Packages	1,617.15 ✓	2,277.12
Packing Material	1,134.51 ✓	1,842.02
Labels	1,847.87 ✓	1,772.29
	16,606.91 ✓	20,007.19
Sales Department:		
Manufactured Misc.	22,478.44	31,254.20
Unmanufactured Misc.	2,864.95	2,864.83
Insecticides	22.25	34.70
O. D. P. Lead	224.42	217.61
Linseed Oil		
Advertising Stock	51,421.00	55,071.72
Stationery	2,240.36 ✓	2,050.22
Drums & Crates	621.78 ✓	422.47
Transportation	211.72 ✓	367.70
	51,801.96 ✓	58,257.85
Total Inventory		

OUTLINE OF PLANT ACCOUNT

	Bal. 8/31/29	Add. during Year	Dep. during Year	Net Bal. 8/31/30	Rate of Dep.	Amt. of Dep.	Final Dep. Bal.
Machinery & Fixtures	224.76	-	-	224.76	5%	229.45	745.21
Underground Tanks	110.00	-	-	110.00	5%	27.75	82.25
Outside Tanks	1254.66	-	-	1254.66	5%	62.02	1182.64
Office Fixtures	422.72	-	-	422.72	5%	61.80	360.92
	2011.13			2011.13 ✓		380.10	2415.05

R. E. L. Brushes

Purchases	Sales	Inventory
400.00	205.50	114.50

39510
6190
33320

LINCOLN

Raw Material		
Inv. 8/31/29 and Purchases	129,371.54 ✓	
Less Inv. 8/31/30	<u>12,007.52</u> ✓	117,363.96
Misc. Packages		
Inv. 8/31/29 and Purchases	14,322.07 ✓	
Less Inv. 8/31/30	<u>1,617.18</u> ✓	12,704.89
Packing Material		
Inv. 8/31/29 and Purchases	5,372.06 ✓	
Less Inv. 8/31/30	<u>1,124.31</u> ✓	4,247.75
Labeling		
Inv. 8/31/29 and Purchases	2,790.43 ✓	
Less Inv. 8/31/30	<u>1,847.87</u> ✓	942.56
Total General & Department Burden		<u>15,098.00</u> ✓
		\$180,347.17 ✓

Inventory Raw Material	20,874.00	✓
Purchase of all Raw Material	181,888.18	✓
	<u>181,888.18</u>	
Manufacturing Service & Expense	15,000.00	
	<u>15,000.00</u>	
	166,888.18	
Less Inventory All Raw Material	16,500.00	✓
	<u>16,500.00</u>	

1000758

150,347.17
16,606.95
166,954.12
167,076.80
167,076.80

THE MARTIN-SENCOUR COMPANY

LINCOLN

MAINTENANCE AND REPAIR

as at August 31, 1930

Factory:

Repairs to Building	28.95
Repairs to Machinery & Fixtures	84.54
Total Factory	<u>113.49</u>

Sales Department:

Repairs to Building	22.65
" " Warehouse Equipment	
" " Cartage	
" " Salesmen's Autos	
Total Sales Dept.	<u>22.65</u>

103.51
22.65
126.16

THE MARTIN GENOUR COMPANY

LINCOLN BRANCH

TRADING STATEMENT OF ROGERS BRUSHING LACQUER

As at August 31, 1930

	<u>This Year</u>		<u>Last Year</u>
Gross Sales to Trade	8,097.88		12,862.08
Less Frt. Returns & Allowances	<u>972.10</u>		<u>2,106.41</u>
Net Sales	7,124.88		9,855.65
Cost of Sales			
Inv. Aug. 31, 1929	1,078.01		1,579.84
Purchases during Year	<u>2,412.25</u>		<u>5,190.80</u>
	3,490.26		6,770.64
Less Inv. Aug. 31, 1930	<u>742.22</u>	2,748.14	<u>1,078.01</u>
			5,692.63
Gross Trading Profit	4,376.38		6,164.52
% Gross Profit to Net Sales	61.4%		62.5%

TRADING STATEMENT PROXID

Gross Sales to Trade	9,032.28		9,032.28
Less Frt. Returns & Allowances	<u>699.84</u>		<u>1,010.28</u>
Net Sales	8,401.05		8,022.00
Cost of Sales			
Inv. Aug. 31, 1929	1,535.15		1,535.15
Purchases during Year	<u>4,922.45</u>		<u>4,787.45</u>
	6,457.60		6,322.60
Less Inv. Aug. 31, 1930	<u>1,725.22</u>	4,441.68	<u>1,535.15</u>
			4,787.45
Gross Trading Profit	3,959.37		4,039.45
% Gross Profit to Net Sales	47.1%		50.5%