# CONSOLIDATED EXPENSE REPORT

September 1, 193[illegible], to August 31, 193[illegible] — The Harding-Jensen Co. — ~~Division~~ Central District

| | MEMO SALES Total Sales Credit | Orig Red Lead, Litharge, and ODP Lead | Total Gross H-V Sales | ~~Trade~~ Dealer | ~~Manufacturer~~ | ~~Railway~~ Jobber | ~~Paint~~ | Insecticide | MEMO ONLY Net Sales Without Sales to Stores |
|---|---|---|---|---|---|---|---|---|---|
| MONTH | 76 351 52 | 198 68 | 76 552 84 | 37 835 85 | | 38 316 99 | | | |
| | 79 764 27 | 191 93 | 79 952 34 | 46 162 87 | | 33 409 47 | | | |
| YEAR To Date | 926 484 18 | 1433 43 | 955 050 75 | 476 955 63 | | 448 098 14 | | | |
| | 1398 890 11 | 2093 57 | 1395 896 14 | 736 270 09 | | 659 626 45 | | | |

| EXPENSES | Year | THIS MONTH | LAST MONTH | YEAR TO DATE | PER CENT TO TOTAL SALES CREDIT: Month | Year to Date | August 31st | Percent to Sales Without Sales to Stores Year to Date | BUDGET: Month | Year to Date |
|---|---|---|---|---|---|---|---|---|---|---|
| Office and Warehouse Service | T.Y. | 5 221 95 | 4 775 42 | 60 512 35 | 6.84 | 6.53 | 5.69 | | 4799 69 | 60 114 00 |
| | L.Y. | 6 078 60 | 5 788 80 | 72 882 26 | 7.62 | 5.71 | 4.93 | | | |
| ~~Cleveland~~ Direct | T.Y. | 895 83 | 895 83 | 9 868 04 | 1.17 | 1.06 | 1.49 | | 717 68 | 10 500 00 |
| Chicago Direct | L.Y. | 1 789 57 | 1 412 50 | 19 162 59 | 1.61 | 1.37 | 1.02 | | | |
| Traveling Expense | T.Y. | 4 086 13 | 4 053 52 | 56 883 08 | 5.35 | 6.14 | 6.83 | | 569 09 | 6834 00 |
| Cash Inventory | T.Y. / L.Y. | 4 213 75 | 4 194 25 | 87 460 35 | 5.28 | 6.75 | 6.72 | | | |
| Traveling Service | T.Y. | 6 271 22 | 5 773 15 | 81 371 54 | 8.21 | 8.78 | 8.87 | | 799 49 | 8526 00 |
| | L.Y. | 5 805 11 | 7 480 02 | 113 601 11 | 7.28 | 8.12 | 9.49 | | | |
| Advertising | T.Y. | 9 022 28 | 4 950 40 | 64 095 48 | 11.81 | 6.92 | 6.43 | | 6930 00 | 63000 00 |
| | L.Y. | 4 579 68 | 6 991 52 | 82 360 53 | 5.94 | 5.89 | 5.75 | | | |
| General Expense | T.Y. | 4 333 52 | 3 948 43 | 48 855 24 | 5.67 | 5.27 | 5.94 | | 4723 41 | 51 000 00 |
| | L.Y. | 6 690 97 | 6 084 59 | 73 561 01 | 8.39 | 5.96 | 4.13 | | | |
| Collection and Allowance | T.Y. | 992 02 | 1 649 40 | 19 041 89 | 1.30 | 2.05 | 1.34 | | 1167 73 | 18 000 00 |
| | L.Y. | 1 347 31 | 1 351 59 | 17 165 63 | 1.68 | 1.73 | .79 | | | |
| Stationery Used | T.Y. | cr 618 33 | 439 60 | 4 739 35 | cr .81 | .52 | .55 | | 364 83 | 4500 00 |
| Sta. Stock as shown by Gen. Ledger | T.Y. / L.Y. | 614 67 | 777 55 | 7 080 35 | .77 | .51 | .26 | | | |
| Stamps Used | T.Y. | 310 19 | 283 01 | 3 492 60 | .41 | .37 | .29 | | 237 68 | 3000 00 |
| | L.Y. | 254 62 | 188 44 | 3 702 44 | .32 | .26 | .19 | | | |
| Cartage | T.Y. | 433 45 | 547 53 | 5 565 55 | .57 | .60 | .69 | | 671 84 | 7500 00 |
| | L.Y. | 715 86 | 718 55 | 8 890 38 | .90 | .64 | .77 | | | |
| Merchandise Cash Discount | T.Y. | 844 13 | 1 180 28 | 12 992 54 | 1.10 | 1.40 | 1.58 | | 926 99 | 16 000 00 |
| | L.Y. | 1 136 61 | 2 230 20 | 20 270 30 | 1.43 | 1.44 | 1.90 | | | |
| | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| Total Direct Operating Expense | T.Y. | 31 792 39 | 28 454 57 | 367 363 66 | 41.62 | 39.64 | 39.50 | | | |
| | L.Y. | 32 719 69 | 37 313 11 | 506 069 52 | 41.04 | 36.18 | 35.95 | | | |
| Suspense Bad Debts | T.Y. | 6 342 17 | 234 97 | 15 379 22 | 8.30 | 1.66 | .78 | | 1988 74 | 8000 00 |
| | L.Y. | 2 735 34 | 114 97 | 10 038 61 | 3.43 | .71 | .84 | | | |
| Interest on Past Due Accounts | T.Y. | cr 32 99 | | cr 605 77 | cr .04 | cr .07 | 6x .05 | | | |
| | L.Y. | | | | | | 6x .05 | | | |
| Administration | T.Y. | 1 016 90 | 1 844 95 | 28 718 42 | 1.33 | 3.10 | 2.45 | | 1984 96 | 24 000 00 |
| | L.Y. | 1 564 33 | 3 256 95 | 31 324 13 | 1.96 | 2.44 | 1.12 | | | |
| Total | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| Transportation — Retail Store | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| Transportation — Warehouse | T.Y. | 631 31 | 773 84 | 8 066 78 | .83 | .87 | 1.71 | | 405 29 | 5000 00 |
| | L.Y. | 5 126 59 | 1 059 36 | 21 914 19 | 6.43 | 1.86 | 1.15 | | | |
| Transportation — Direct to Customer | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| Credit on Linseed Oil Profit | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| Net Total Expense | T.Y. | 39 749 78 | 30 786 37 | 418 922 31 | 52.04 | 45.20 | 44.39 | | 3791 16 | 44368 00 |
| | L.Y. | 41 998 92 | 41 378 71 | 568 663 66 | 52.66 | 40.65 | 39.07 | | | |
| DETAILS OF ADVERTISING | | | | | | | | | | |
| Local | T.Y. | | | | | | | | | |
| | L.Y. | | | | | | | | | |
| National | T.Y. | | | | | | | | | |