

MONTH ENDING AUGUST 31st. 19 35 MONTHLY REPORT OF OPERATING EXPENSES
 BRANCH MANUFACTURER

OPERATING EXPENSES		LAST YEAR		THIS YEAR		OPERATING EXPENSES		LAST YEAR		THIS YEAR	
NAME	THIS YEAR			NAME	THIS YEAR			NAME	THIS YEAR		
OFFICE AND WAREHOUSE SERVICE				TOTALS FORWARD				TOTALS FORWARD			
Office Salaries				STATIONERY				STATIONERY	0.5	186.61	0.4
Warehouse Salaries											
General Administration				STAMPS				STAMPS	0.4	132.15	0.4
Branch Factory Debit											
TOTAL											
DETROIT DIRECT CHARGES				CARTAGE EXPENSE				CARTAGE EXPENSE			
Office Managers' Salaries				Cartage Outside Service				Cartage Outside Service	0.1	96.90	0.2
Branch Sales Managers' Salaries				Cartage Distribution Account				Cartage Distribution Account			
Dist. Sales Managers' Salaries				Cartage Salaries				Cartage Salaries	0.0		
Dist. Sales Managers' Expense				Depreciation				Depreciation	0.1	143.75	0.4
TOTAL				Repairs Cartage Equipment				Repairs Cartage Equipment	0.1	59.29	0.1
TRAVELING EXPENSE AND SERVICE				Cartage Miscellaneous				Cartage Miscellaneous	0.6	213.14	0.7
Salvage's Expenses	0.2			TOTAL				TOTAL	1.2	453.08	1.4
Salvage's Salaries	14.2			MERCHANDISE CASH DISCOUNT				MERCHANDISE CASH DISCOUNT			
TOTAL	14.4			Cash Discount Allowed				Cash Discount Allowed		1.89	
Advertising Materials Used											
ADVERTISING NATIONAL	1.4			SUSPENSE				SUSPENSE			
Advertising Regular	1.4			Bad and Doubtful Debts				Bad and Doubtful Debts	0.2	57.74	0.6
TOTAL	2.8										
GENERAL EXPENSES				INTEREST ON PAST DUE ACCOUNTS				INTEREST ON PAST DUE ACCOUNTS			
Branch Auditing	0.1			Interest Miscellaneous				Interest Miscellaneous			
Charities and Donations	0.1										
Commercial Agencies	0.1			SALES PROPORTION OF ADMIN.				SALES PROPORTION OF ADMIN.			
Employee Welfare	0.4			Administration Dr. to Branches				Administration Dr. to Branches	6.3	2,309.01	3.0
Heat, Light and Power	0.3			Administration Distribution				Administration Distribution			
Insurance	0.3			Administration Dist. Miscellaneous				Administration Dist. Miscellaneous			
Janitors' Supplies	0.1			Cleveland Drivers				Cleveland Drivers			
Parcel Post	0.1			Branch Directs				Branch Directs			
Rent	3.2			Branch Directs Distribution				Branch Directs Distribution			
Repairs N. O. S.	0.3			TOTAL				TOTAL	6.3	2,309.01	5.2
Salvage's Office	0.1			TRANSPORTATION				TRANSPORTATION			
Store and Warehouse Supplies	0.1										
Sundry Expenses	0.1										
Taxes Local	0.5										
Telegrams	0.1										
Telephone Long Distance	0.1										
Telephone Regular	0.1										
Warehouse Expense											
TOTAL	5.4										
COLLECTIONS AND ALLOWANCES											
Legal Expense Collections											
Policy Allowance											
Sample and Grants											
TOTAL											
TOTALS FORWARD				GRAND TOTAL EXPENSES				GRAND TOTAL EXPENSES	29.3	10,991.03	30.0

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

AUGUST 31 et. 35

BRANCH
KARLETTAN

MONTH ENDING		JULY 31, 1922		BRANCH		THIS YEAR				LAST YEAR				TOTAL	
NO.	SALESMEN	TEHR.	SALES	BONUS	SALARY	%	TOTAL SAL. & EXP.	SALES	BONUS	SALARY	%	TOTAL SAL. & EXP.	NO.		
1	Cash Sales		9,064					8,222					1		
2	Charge Sales		27,506					24,038					2		
3	Charles Lamp	D 11A			2,400	75	2,474.53		200	2,160	76	2,435.25	3		
4	L. M. Dougherty	D 11B			1,185	2	1,187.95			1,080		1,080.00	4		
5	Lester Runtzinger	D 11C			163		162.50			429		428.52	5		
6	Del Carmichael	D 11D			1,185		1,185.00			1,080	49	1,129.40	6		
7	Extra Labor				340		309.86			12		18.00	7		
8													8		
9													9		
10													10		
11													11		
12													12		
13													13		
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26													26		
27													27		
28													28		
29													29		
30													30		
31	TOTAL		36,870		5,243	77	5,318.94		200	4,167	125	5,091.87	31		

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

[illegible]

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

BRANCH

MANHATTAN

19 35

FORM NO. 511-A

MONTH ENDING August 31st

CLASSIFICATION	NAME TEHR.	TOTAL		CASE		CHARGE		LAST YEAR	LAST YEAR
		THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR		
Glass		5,035	3,156			5,035	3,156		
Paint		12,802	11,731			12,802	11,732		
Brushes		604	497			604	497		
Lead, Oil, Turps (Not for Mfg.)		1,518	1,376			1,518	1,376		
Misc. Jobbing Goods (N. O. S.)		2,994	2,576			2,994	2,576		
Washers		4,776	4,234			4,776	4,234		
Art		261	300			261	300		
Contract Labor		874	997			874	997		
Contract Paint									
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		1	2			1	2		
Merchandise Returned		1,098	966	101	91	997	815		
Invoice Corrections		54	13			54	13		
TOTAL DEDUCTIONS		1,159	981	101	91	1,051	830		
TOTAL - NET SALES		36,870	32,299	9,064	8,222	27,806	24,018		