

0. 70-10-24

SHEET NO.

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

NAME	OPERATING EXPENSES		LAST YEAR		NAME	OPERATING EXPENSES		LAST YEAR
	THIS YEAR		THIS YEAR			THIS YEAR		
OFFICE AND WAREHOUSE SERVICE					TOTALS FORWARD			
Office Salaries	1.1	790.00	2.1	708.00	STATIONERY	0.5	272.87	0.4
Warehouse Salaries								
General Administration					STAMPS	0.1	251.68	0.5
Branch Factory Debt								
TOTAL	1.1	790.00	2.1	708.00	CARTAGE EXPENSE			
DETROIT DIRECT CHARGES					Cartage Outside Service		31.57	0.1
Office Managers' Salaries					Cartage Distribution Account			
Branch Sales Managers' Salaries					Cartage Salaries			
Dist. Sales Managers' Salaries					Depreciation	0.2	141.04	0.1
Dist. Sales Managers' Expense					Repairs Cartage Equipment	0.1	37.46	0.2
TOTAL					Cartage Miscellaneous	0.6	337.12	0.5
TRAVELING EXPENSE AND SERVICE					TOTAL	0.9	547.19	1.2
Salesmen's Expenses	0.7	62.34	0.2	62.34	MERCHANDISE CASH DISCOUNT			
Salesmen's Salaries	10.1	3,670.58	1.1	3,670.58	Cash Discount Allowed	0.1	260.38	0.2
TOTAL	11.0	3,732.92	1.3	3,732.92	EXPENSE			
Advertising Materials Used	0.1	470.30	1.1	470.30	Bad and Doubtful Debts	0.9	545.21	0.1
ADVERTISING NATIONAL	1.2	651.31			INTEREST ON PAST DUE ACCOUNTS			
ADVERTISING REGULAR	1.1	771.16			Interest Miscellaneous	0.1	36.01	
TOTAL	2.3	1,222.47			SALES PROPORTION OF ADMIN.			
GENERAL EXPENSES					Administration Dr. to Branches	6.2	3,666.80	3.0
Branch Auditing	0.1	44.35			Administration Distribution			
Charity and Donations	0.2	111.53	0.2	77.60	Administration Dist. Miscellaneous			
Commercial Agencies					Cleveland District			
Employee Welfare					Branch Direct			
Heat, Light and Power	0.3	196.85	0.5	162.08	Branch Direct Distribution			
Insurance	0.6	358.22	0.3	103.38	TOTAL	6.2	3,666.80	5.7
Janitors' Supplies	0.1	29.25	0.1	35.61	TRANSPORTATION			
Parcel Post	0.1	31.89						
Rent	2.2	1,240.00	1.0	1,300.00				
Repairs N.O.S.	0.1	32.14						
Salesmen's Outfits								
Store and Warehouse Supplies		17.65		10.82				
Stocky Expenses		18.63	0.1	37.85				
Texas Local	0.1	202.72	0.4	142.64				
Telephone		12.57		14.38				
Telephone Long Distance	0.1	42.20	0.1	33.30				
Telephone Regular	0.1	72.00	0.2	72.00				
Warehouse Expense								
TOTAL	4.2	2,425.00	5.9	2,010.82				
COLLECTIONS AND ALLOWANCES								
Legal Expense Collections		29.21		10.70				
Policy Allowance		8.94		4.00				
Sample and Gifts				.30				
TOTAL		20.27		15.20	GRAND TOTAL EXPENSES	25.2	14,924.35	28.2
TOTALS FORWARD					GRAND TOTAL			28.2

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

MONTH ENDING AUGUST 31st.

BRANCH WICHITA

MONTH ENDING AUGUST 1st.			19 35		THIS YEAR				LAST YEAR				BRANCH WICHITA		
NO.	SALESMEN	TERR.	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		7,701						6,297						1
2	Charge Sales		42,174						25,715						2
3	Leila Hollingsworth	D 16 A			2,100	133		2,233 13		130	1,380	75		2,045 61	3
4	G. A. Johnson	D 16 B			1,515	96		1,610 82			1,500	27		1,926 98	4
5	Glean A Finney	D 16 C			780			780 00							5
6	W. F. Ware	D 16 D			1,360	55		1,415 17			160			1,63 53	6
7	F. H. Christensen	D 16 E			136	55		190 62							7
8	G. C. Gavin, Dist. a/c	D 16 F			121	91		211 48			2,340				8
9	Extra Labor				19			19 13							9
10															10
11															11
12															12
13															13
14															14
15															15
16															16
17															17
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26															26
27															27
28															28
29															29
30															30
31	TOTAL		59,260		6,111	470	11.0	6,580 76	34,352	170	1,500	62	10.9	1,712 92	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

	NAME	OFFICE SALARIES		NAME	WAREHOUSE SALARIES	
		THIS YEAR	LAST YEAR		THIS YEAR	LAST YEAR
	Hazel Pitts	790	706			
TOTAL		1.3	2.1	TOTAL		

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS
 MONTH ENDING August 31st 19 35
 BRANCH WICHITA

CLASSIFICATION	NAME TERR.	TOTAL		CHARGE		G. Q. GAVIN		LAST YEAR	NO
		THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR		
Glass		751	495	677	368	73	124		10
Paint		18,855	13,698	16,996	12,718	1,859	930		13
Brushes		927	468	812	491	115	38		16
Lead, Oil, Turps. (Not Our Mfg.)		3,287	1,578	2,806	1,457	482	121		17
Misc. Jobbing Goods (N. O. S.)		2,370	1,621	2,218	1,529	152	51		18
Wallpaper		17,257	6,409	10,307	6,308	6,950	512		21
Air		342	205	235	227	107	17		25
Contract Labor		8,382	27	8,381	1,163	1	134		30
Contract P. And L.		1,291	563	1,291	440		123		31
Cash Sales		7,906	6,456	7,906	6,456				
GROSS SALES		61,168	35,510	49,723	26,641	9,739	2,013		
Freight		30	8	6	4	23	6		60
Merchandise Returned		1,867	1,007	1,513	576	150	21		61
Invoice Corrections		261	149	42	54	237	86		62
TOTAL DEDUCTIONS		2,118	1,158	1,549	926	364	103		
TOTAL - NET SALES		59,050	34,352	48,174	25,715	9,375	2,110		