MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

ACCOUNT ENDING [illegible] 31st, 19 35 BRANCH BEATRICE

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries				
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL				
DETROIT DIRECT CHARGES				
Office Managers' Salaries				
Branch Sales Managers' Salaries				
Dist. Sales Managers' Salaries				
Dist. Sales Managers' Expense				
TOTAL				
TRAVELING EXPENSE AND SERVICE				
Salesmen's Expenses	0.8	214.50	0.9	218.85
Salesmen's Salaries	12.4	3,[illegible]	14.8	3,474.70
TOTAL	13.2	3,693.55	15.7	3,693.55
Advertising Materials Used	0.1	24.27		
ADVERTISING National			1.2	281.35
Advertising Regular	1.6	448.18		
	1.5	423.91		
GENERAL EXPENSES				
Branch Auditing	0.2	43.45		
Charities and Donations	0.1	30.00	0.1	25.50
Commercial Agencies		.37		
Employees Welfare				
Heat, Light and Power	0.4	105.80	0.4	103.86
Insurance	0.6	158.37	0.6	151.29
Janitors' Supplies		8.31		11.18
Parcel Post				
Rent	3.5	960.00	5.2	1,179.40
Repairs N. O. S.	0.1	39.01	0.2	37.52
Salesmen's Outfits				
Store and Warehouse Supplies	0.1	31.17	0.2	42.45
Sundry Expenses	0.1	23.37	0.3	64.29
Taxes Local	0.6	155.74	0.4	97.63
Telegrams		4.75		1.84
Telephone Long Distance	0.1	17.25	0.1	35.30
Telephone Regular	0.2	60.50	0.3	63.00
Warehouse Expense				
TOTAL	6.0	1,638.09	7.8	1,813.26
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections				
Policy Allowance				
Sample and Gratis				
TOTAL				
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LA
TOTALS FORWARD			
STATIONERY	0.4	118.11	0.4
STAMPS	0.4	107.25	0.4
CARTAGE EXPENSE			
Cartage Outside Service		.11	
Cartage Distribution Account			
Cartage Salaries			
Depreciation	0.5	152.10	0.5
Repairs Cartage Equipment	0.1	22.74	0.1
Cartage Miscellaneous	0.9	242.20	1.0
TOTAL	1.5	416.93	1.6
MERCHANDISE CASH DISCOUNT			
Cash Discount Allowed	0.2	43.72	
SUSPENSE			
Bad and Doubtful Debts	0.1	22.78	0.1
INTEREST ON PAST DUE ACCOUNTS			
Interest Miscellaneous			
SALES PROPORTION OF ADMIN.			
Administration Dr. to Branches	6.1	1,705.71	3.9
Administration Distribution			
Administration Dist. Miscellaneous			
Cleveland Directs			
Branch Directs			1.8
Branch Directs Distribution			
TOTAL	6.1	1,705.71	4.8
TRANSPORTATION			
GRAND TOTAL EXPENSES	29.4	8,150.95	32.0

H. O. 343—3-35

MONTHLY REPORT OF SALESMEN'S SALES BONUS SALARY AND EXPENSE

SHEET NO.

MONTH ENDING AUGUST 31st. 1935 BRANCH BEATRICE

NO.	SALESMEN	TERR.	THIS YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	LAST YEAR SALES	BONUS	SALARY	EXPENSE	%	TOTAL SAL. & EXP.	NO.
1	Cash Sales		6,682						6,353						1
2	Chge Sales		21,073						17,123						2
3	Geo. F. Fulton	L 3A			2,292	214		2,506 20			1,939	219		2,157 85	3
4	H.A. McCoy	L 3B			1,032			1,032 00			980			980 00	4
5	Extra Labor				136			136 25			79			79 40	5
6	Geo. F. Fulton	L 3C									476			476 30	6
7															7
8															8
9															9
10															10
11															11
12															12
13															13
14															14
15															15
16															16
17															17
18															18
19															19
20															20
21															21
22															22
23															23
24															24
25															25
26															26
27															27
28															28
29															29
30															30
31	TOTAL		27,755		3,460	214	13.2	3,674 45	23,476		3,474	219	15.7	3,693 55	31

MONTHLY REPORT OF OFFICE AND WAREHOUSE SALARIES

OFFICE SALARIES NAME	THIS YEAR	LAST YEAR		WAREHOUSE SALARIES NAME	THIS YEAR	LAST YEAR	
TOTAL				TOTAL			

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FORM H. O. 514 P-H

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

SHEET NO.

MONTH ENDING August 31st 19 35 BRANCH BEATRICE

NAME Beatrice
TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR					NO.
Glass	10	1,841	2,151			1,841	2,151					10
Paint	13	7,867	8,173			7,867	8,173					13
Brushes	16	282	284			282	284					16
Lead, Oil, Turps (Not Our Mfg.)	17	923	795			923	795					17
Misc. Jobbing Goods (N. O. S.)	18	3,957	1,373			3,957	1,373					18
Wallpaper	21	1,885	1,730			1,885	1,730					21
Art	25	127	90			127	90					25
Contract Sales	30	4,601	2,924			4,601	2,924					30
Contract Freight	31	108	78			108	78					31
Cash Sales		6,766	6,462	6,766	6,462							
GROSS SALES		28,357	24,060	6,766	6,462	21,591	17,598					
Freight	60	4	18			4	18					60
Merchandise Returned	61	548	524	84	109	463	415					61
Invoice Corrections	62	58	42			59	42					62
TOTAL DEDUCTIONS		602	584	84	109	518	475					
TOTAL - NET SALES		27,755	23,476	6,682	6,353	21,073	17,123					

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