H. O. 240—12-34

MONTHLY REPORT OF OPERATING EXPENSES

SHEET NO.

MONTH ENDING AUGUST 31st., 1935 BRANCH FORT WAYNE

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
OFFICE AND WAREHOUSE SERVICE				
Office Salaries	2.0	870.00	2.0	841.50
Warehouse Salaries				
General Administration				
Branch Factory Debit				
TOTAL	2.0	870.00	2.0	841.50
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	0.6	283.15	1.3	578.29
Salesmen's Salaries	13.0	5,731.[illegible]	12.8	5,520.29
TOTAL	13.6	6,0[illegible]	14.1	6,098.58
Advertising Materials Used	0.3	[illegible]		
ADVERTISING National	1.2	517.79	2.3	979.51
Advertising Regular	2.3	1,019.78		
TOTAL	3.5	1,675.35		
GENERAL EXPENSES				
Branch Auditing	0.2	84.52	0.1	62.96
Charities and Donations				15.00
Commercial Agencies	0.1	58.63	0.1	53.85
Employees Welfare				
Heat, Light and Power	0.9	381.87	0.7	283.57
Insurance	0.2	105.36	0.2	94.36
Janitors' Supplies	0.1	61.08	0.1	48.66
Parcel Post	0.1	54.27	0.1	30.22
Rent	4.0	1,720.00	4.5	1,890.00
Repairs N. O. S.	0.3	130.05	0.3	145.16
Salesmen's Outfits				21.35
Store and Warehouse Supplies	0.2	80.33	0.1	53.19
Sundry Expenses	0.1	32.33	0.2	89.45
Taxes Local	0.8	362.07	0.7	297.93
Telegrams		19.09		21.16
Telephone Long Distance	0.1	61.90	0.4	153.15
Telephone Regular	0.2	87.00	0.2	86.92
Warehouse Expense				
TOTAL	7.3	3,238.50	7.7	3,346.93
COLLECTIONS AND ALLOWANCES				
Legal Expense Collections		.40	0.1	58.22
Policy Allowance				
Sample and Gratis				1.05
TOTAL		.40	0.1	59.27
TOTALS FORWARD				

OPERATING EXPENSES NAME	THIS YEAR		LAST YEAR	
TOTALS FORWARD				
STATIONERY	0.5	223.88	0.3	128.11
STAMPS	0.4	193.65	0.4	161.05
CARTAGE EXPENSE				
Cartage Outside Service	0.1	32.22	0.5	211.76
Cartage Distribution Account				
Cartage Salaries				
Depreciation	0.3	167.75	0.2	90.59
Repairs Cartage Equipment	0.3	115.98	0.2	73.80
Cartage Miscellaneous	0.8	354.19	0.4	165.48
TOTAL	1.5	670.14	1.3	541.63
MERCHANDISE CASH DISCOUNT				
Cash Discount Allowed	0.5	211.68	0.5	196.23
SUSPENSE				
Bad and Doubtful Debts	0.3	128.66	03	140.26
INTEREST ON PAST DUE ACCOUNTS				
Interest Miscellaneous		2.63		
SALES PROPORTION OF ADMIN.				
Administration Dr. to Branches	3.6	1,592.37	1.7	722.01
Administration Distribution				
Administration Dist. Miscellaneous				
Cleveland Directs				
Branch Directs				
Branch Directs Distribution				
TOTAL	3.6	1,592.37	1.7	722.01
TRANSPORTATION				
GRAND TOTAL EXPENSES	33.5	14,831.33	30.1	12,934.56

N14173

0007 SWP 000032340

FORM H. O. 513 B-R

MONTHLY REPORT OF ANALYSIS OF RETAIL TRADE SALES BY CLASSIFICATIONS

MONTH ENDING August 31st 19 35 BRANCH FORT WAYNE

NAME Fort Wayne
TERR.

CLASSIFICATION	NO.	TOTAL THIS YEAR	TOTAL LAST YEAR	CASH THIS YEAR	CASH LAST YEAR	CHARGE THIS YEAR	CHARGE LAST YEAR
Glass	10	207	387			207	387
Paint	13	15,303	14,849			15,303	14,849
Brushes	16	547	410			547	410
Lead, Oil, Turps (Ready Mixed)	17	2,435	1,948			2,435	1,948
Misc. Jobbing Goods (not O. S.)	18	1,213	1,067			1,213	1,067
Wallpaper	21	5,862	3,337			5,862	3,337
Art	25	1,508	933			1,508	933
	30						
	31						
Cash Sales		19,477	22,103	19,477	22,103		
GROSS SALES		46,552	45,034	19,477	22,103	27,075	22,931
Freight	60	13	13			13	13
Merchandise Returned	61	1,892	1,736	613	545	1,279	1,191
Invoice Corrections	62	333	329	47	103	286	226
TOTAL DEDUCTIONS		2,238	2,078	660	648	1,578	1,430
TOTAL NET SALES		44,314	42,956	18,817	21,455	25,497	21,501

0007 SWP 000032341