

Figures do not include expenses

ANALYSIS OF SALES OF SERVICE - CALENDAR YEAR 1934

	<u>INDUSTRIAL UNDER-COVER</u>	<u>INDUSTRIAL GUARDS</u>
Atlanta	36.00	
Baltimore		
Boston		
Buffalo	440.00	128.00
Chicago	500.00	
Cincinnati		
Cleveland	1975.00	5617.50
Dallas		
Denver		
Detroit	170.00	
Houston	385.00	
Kansas City		
London		
Los Angeles	410.00	7208.50
Memphis		
Miami	120.00	
Minneapolis	1196.50	172.00
New Orleans	1143.00	
Philadelphia	3853.00	
Pittsburgh	337.33	
Portland	264.57	28.00
Richmond		
Salt Lake		
San Francisco	1690.00	
Seattle	1110.00	
Spokane		
St. Louis	1789.00	549.50
Washington		12506.00
New York	18285.55	49928.18
TOTALS	33704.95	76137.68

CALENDAR YEAR - 1934

	<u>INDUSTRIAL</u> <u>UNDER COVER</u>	<u>INDUSTRIAL</u> <u>GUARDS</u>
Income from Agency services	33704.95	76137.68
<u>EXPENSES</u>	<u>TOTAL</u>	
Salaries of operatives	233315.08	
Salaries of officials and clerks	137760.79	
Salaries of executives	15000.00	
Agency office expense	5289.86	
Canvassing expense	3139.23	
Rent	32390.58	
Licenses and taxes	5028.05	
Depreciation on furniture and fixtures	2437.37	
Insurance	4618.15	
Legal Expense	11963.64	
Stationery and Printing	5770.05	
Advertising	1276.72	
Postage	6792.05	
Total expense	464781.57	31140.37
		70414.41
Accrued Agency profit for year	2564.58	5723.27

This is true and correct

W. J. Burns