

Figures do not include expenses

ANALYSIS OF SALES OF SERVICE - CALENDAR YEAR - 1936 (1st 6 months)

	<u>INDUSTRIAL UNDER-COVER</u>	<u>INDUSTRIAL GUARDS LABOR-GROUBLE</u>
Atlanta		
Baltimore		
Boston		
Buffalo	257.50	
Chicago	1362.74	
Cincinnati		
Cleveland	2153.00	
Dallas		
Denver		
Detroit		
Houston	296.00	
Kansas City		
Los Angeles		
Memphis		
Miami		
Minneapolis		
New Orleans		
Philadelphia	2147.00	8267.60
Pittsburgh	855.00	
Portland	116.00	
Richmond		
Salt Lake City	5.00	
San Francisco	3227.00	
Seattle	10.50	
Spokane	5.00	
St. Louis	1377.00	
Washington	541.00	
New York	3884.00	104690.30
	<u>16236.74</u>	<u>112957.90</u>

CALENDAR YEAR - 1936 (1st 6 months)

	<u>INDUSTRIAL UNDERCOVER</u>	<u>INDUSTRIAL GUARDS</u>
Income from Agency Service	16236.74	112957.90
<u>EXPENSES</u>		
Salaries of operatives	160102.76	
Salaries of officials and clerks	74164.97	
Salaries of executives	10000.00	
Agency Office Expense	6529.68	
Canvassing Expense	4882.91	
Rent	16029.71	
Licenses and Taxes	6546.88	
Depreciation on Furniture and Fixtures	1300.39	
Insurance	3759.68	
Legal Expense	1110.42	
Stationery and Printing	6192.90	
Advertising	955.55	
Postage	3282.51	
Bad Debts and Allowances	28063.38	
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Total Expenses	322921.74	15177.32
		108178.78
Accrued Agency Profit For Industrial Work		
for 6 months ending June 30, 1936	1059.42	4779.12

This is true and correct
J. B. Dow