

Condensed Report On National Emblem Sales Division

Robert (Bob) K. Burke (MA)
Chairman

Mitchell E. Reed (IN)
Director

The American Legion emblem is the exclusive property of National Headquarters. The sale of the emblem, emblem pins, merchandise carrying the emblem and other items of organizational equipment is the responsibility of National Headquarters in Indianapolis. The following tables show gross sales, net earnings, etc., for the entire calendar year 2022 and the first six months of 2023.

Jan. 1 to Dec. 31, 2022
(12 months)

Gross Sales	\$ 14,466,090
Cost of Goods Sold	8,284,747
Overhead	3,759,186
Operating Profit	\$ 2,422,157

Total number of 2021 orders processed was 106,185.

Jan. 1 to June 30, 2023
(six months)

Gross Sales	\$ 9,055,018
Cost of Goods Sold	4,960,610
Overhead	2,035,905
Operating Profit	\$ 2,058,503

Total orders processed for the first six months of 2023 was 64,826.