

**Gross Earnings Endorsement Form (note 1)**  
**(Manufacturing)**

		\$
Total Sales		x
Plus Finished Stock Inventory at Sales Price, end of year		x
Less Finished Stock Inventory at Sales Price, beginning of year		<u>(x)</u>
(i) Total net sales value of production		xx
(ii) Total net sales of "merchandise"		x
(iii) Other Earnings of the Business		<u>x</u>
Total Revenues		xxx
<b>Less the cost of:</b>		
Inventory of raw stock at beginning of year	x	
Purchased raw stock	x	
Less: Inventory of raw stock at end of year	<u>(x)</u>	
(iv) Raw stock from which such production is derived	xx	
(v) Factory supplies consumed in production	x	
(vi) Merchandise sold but not manufactured by you	x	
(vii) Services purchased from outsiders for resale which do not continue under contract	<u>x</u>	
		<u>xx</u>
Defined Gross Earnings		<u><u>xxxx</u></u>

**Notes**

(1) Assumes Ordinary Payroll Exclusion not taken (see Key Terms).