

**STATEMENT OF
REVENUES & EXPENDITURES
All Profit & Loss Accounts**

Company
All Branches and Departments
AS OF 08/31/02

09/01 SEP	10/01 OCT	11/01 NOV	12/01 DEC	01/02 JAN	02/02 FEB	03/02 MAR	04/02 APR	05/02 MAY	06/02 JUN	07/02 JUL	08/02 AUG
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Revenues

Sales	70915	79665	71322	68389	65472	68630	60907	71197	78644	84275	72082	91207
Sales	20636	18856	22359	22623	19050	19971	17724	21157	22885	24524	20976	23498
Sales	32233	27759	33118	36133	33945	36493	35837	34503	37682	36403	36027	35713
Sales	5899	5782	5358	6612	6209	6678	6558	6061	6896	6662	6593	6703
Miscellaneous Income	62	84	55	59	63	68	60	30	68	71	62	68
Miscellaneous Income	19	26	17	19	20	20	19	9	21	23	25	24
Miscellaneous Income	39	53	35	37	40	43	38	19	43	45	39	42
Miscellaneous Income	13	17	11	12	13	14	12	6	14	14	13	15
Consulting & Design	7946	4610	15345	12366	9965	10091	9717	16244	11941	12799	10647	136
Consulting & Design	3090	1793	5968	4809	3875	3924	3779	6317	4644	4977	4140	0
Finance Charges	322	302	313	323	323	337	319	329	362	366	381	389
Finance Charges	94	88	91	94	94	98	93	96	105	107	111	110
Finance Charges	150	152	144	156	153	154	144	157	155	157	158	157
Finance Charges	27	28	26	29	28	28	26	29	28	29	29	30
Interest Income	186	227	201	150	208	209	202	195	203	208	200	201
Interest Income	46	49	47	48	48	46	47	47	48	48	49	51
Discounts Taken	529	680	475	482	474	497	441	1118	570	611	522	1005
Discounts Taken	154	198	138	140	138	145	128	325	166	178	152	293
Discounts Taken	241	245	257	254	328	342	373	545	264	297	276	531
Discounts Taken	44	45	47	46	60	63	68	100	48	54	51	96
Total Revenues	142645	140659	155329	152782	140507	147853	136492	158481	164787	171846	152532	160269

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Cost of Sales

Cost of Goods Sold											
48631	55751	49604	47764	45545	47555	42589	49568	54777	58904	49674	55234
Cost of Goods Sold											
12523	11602	13658	13830	11642	12203	10772	12975	13978	15018	12827	14977
Cost of Goods Sold											
22675	19400	23155	25175	23828	25462	25117	24163	26243	25354	25237	25140
Cost of Goods Sold											
3560	3443	3266	3998	3738	4027	3938	3663	4156	4023	3982	4136
Freight											
211	213	284	324	254	263	348	242	258	278	268	367
Freight											
61	62	83	94	74	77	101	71	75	81	78	116
Freight											
103	112	94	117	156	121	103	231	123	124	130	312
Freight											
19	21	17	21	29	22	19	42	22	23	24	59
Total Cost of Sales											
87783	90602	90161	91324	85265	89730	82987	90955	99632	103805	92219	100341

Gross Profit											
54862	50057	65168	61458	55242	58123	53506	67526	65155	68041	60312	59929

General & Administrative Expenses

Purchases - Miscellaneous											
435	394	282	403	402	272	492	618	237	268	156	273
Purchases - Miscellaneous											
127	115	82	117	117	79	143	180	69	78	45	79
Purchases - Miscellaneous											
186	76	147	103	99	149	72	124	159	164	151	159
Purchases - Miscellaneous											
34	14	27	19	18	27	13	23	29	30	28	30
Inventory Adjustments											
423	544	380	385	380	398	353	894	456	488	418	442
Inventory Adjustments											
123	158	111	112	110	116	103	260	133	142	122	130
Inventory Adjustments											
140	180	125	127	125	131	117	295	150	161	138	145
Inventory Adjustments											
46	59	41	42	41	43	38	97	50	53	46	46
Sales Tax											
926	989	920	924	1020	719	733	819	997	979	1036	1335
Sales Tax											
269	288	268	269	297	209	213	238	290	285	301	297
Sales Tax											
338	424	229	340	346	441	325	264	474	489	498	494

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Sales Tax	62	78	42	62	63	81	59	48	87	89	91	111
Salaries	9687	10868	13965	12311	12058	13915	11462	12779	13219	13258	13531	14026
Salaries	2819	3163	4064	3582	3282	3360	3108	3491	3619	3630	3710	4245
Salaries	7698	5959	7665	4490	2913	3989	4425	7054	3129	2958	2467	3500
Salaries	1409	1091	1403	822	1083	1279	1359	1840	1122	1090	1000	1125
Payroll Taxes	3213	3206	3257	3225	3075	3550	3245	3177	3373	3395	3266	2040
Payroll Taxes	935	933	948	938	898	1033	944	924	982	988	950	326
Payroll Taxes	1660	1629	1687	1679	1690	1526	1615	1478	1697	1711	1680	279
Payroll Taxes	304	298	309	307	313	279	295	270	311	313	307	86
401(k) Employer Expense	0	0	0	0	760	25	25	25	25	25	25	192
401(k) Employer Expense	0	0	0	0	141	10	10	10	10	10	10	37
Employee Expenses	201	268	192	177	285	173	156	375	250	295	109	212
Employee Expenses	58	78	56	52	83	50	46	109	73	86	32	62
Employee Expenses	87	86	73	67	94	95	73	64	89	84	86	77
Employee Expenses	16	16	13	12	17	17	13	12	16	15	16	15
Entertainment	144	1019	215	185	193	112	110	999	1276	103	98	652
Entertainment	42	296	63	54	53	30	29	288	369	27	26	336
Entertainment	120	49	92	89	113	64	85	594	106	577	70	96
Entertainment	22	9	17	16	21	12	16	109	19	106	13	22
Travel	284	259	262	337	699	296	314	1879	297	1284	248	400
Travel	35	27	28	50	29	38	43	499	38	326	24	56
Travel	497	486	476	500	466	496	565	1047	478	1353	508	645
Travel	15	13	11	15	9	14	27	115	11	171	17	11
Depreciation Expense	1166	1339	1150	1133	1197	1158	1059	1177	1151	1322	1089	1168
Depreciation Expense	339	390	335	330	348	337	308	342	335	385	317	349
Depreciation Expense	281	323	137	234	336	408	130	379	316	323	310	778

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Depreciation Expense												
51	59	25	43	61	75	24	69	58	59	57	127	
Office Expense												
243	177	262	1570	226	191	216	143	293	213	98	112	
Office Expense												
71	51	76	457	66	56	63	42	85	62	29	34	
Office Expense												
116	308	196	174	162	148	213	155	113	131	147	167	
Office Expense												
21	56	36	32	30	27	39	28	21	24	27	27	
Auto & Truck Expense												
80	696	67	57	950	290	76	214	60	71	77	196	
Auto & Truck Expense												
23	202	20	16	276	85	22	62	18	21	22	54	
Auto & Truck Expense												
782	69	52	80	56	75	54	128	37	64	79	201	
Auto & Truck Expense												
143	13	10	15	10	14	10	23	7	12	14	39	
Miscellaneous Expense												
128	15	68	64	128	256	43	25	131	21	52	129	
Miscellaneous Expense												
37	4	20	19	37	75	13	7	38	6	15	27	
Miscellaneous Expense												
44	35	57	56	46	54	51	49	51	30	52	89	
Miscellaneous Expense												
8	6	10	10	8	10	9	9	9	6	9	16	
Bank Charges												
10	29	33	21	23	20	18	24	32	32	19	26	
Bank Charges												
3	8	10	6	7	6	5	7	9	9	6	8	
Bank Charges												
12	12	15	15	13	15	20	20	15	16	15	21	
Bank Charges												
2	2	3	3	2	3	4	4	3	3	3	4	
Discounts Given												
600	771	538	546	538	564	500	1266	646	692	592	1033	
Discounts Given												
175	224	157	159	156	164	146	369	188	201	172	234	
Advertising												
670	915	367	434	409	361	495	974	490	439	534	1043	
Advertising												
195	266	107	126	119	105	144	283	143	128	155	298	
Advertising												
213	209	157	232	184	239	183	391	240	265	230	447	
Advertising												
39	38	29	42	34	44	33	72	44	49	42	74	
Printing												
94	66	96	68	79	114	227	66	95	103	180	228	
Printing												
27	19	28	20	23	33	66	19	28	30	52	67	
Printing												
50	78	259	82	40	69	114	58	57	93	28	35	

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Printing												
9	14	47	15	7	13	21	11	10	17	5	5	
Dues & Subscriptions												
105	63	167	167	167	47	214	214	115	115	115	245	
Dues & Subscriptions												
30	18	49	49	49	14	62	62	33	33	33	46	
Dues & Subscriptions												
57	43	100	100	100	29	129	129	57	57	57	104	
Dues & Subscriptions												
10	8	18	18	18	5	24	24	10	10	10	15	
Postal Expense												
92	125	88	135	100	107	70	226	119	121	114	150	
Postal Expense												
27	36	26	39	29	31	20	66	35	35	33	43	
Postal Expense												
61	34	34	78	56	92	77	62	67	84	62	81	
Postal Expense												
11	6	6	14	10	17	14	11	12	15	11	14	
Telephone												
159	150	163	88	134	153	151	133	167	187	193	187	
Telephone												
46	44	47	25	39	45	44	39	49	54	56	52	
Telephone												
77	45	109	82	101	86	64	68	68	76	78	75	
Telephone												
14	8	20	15	18	16	12	12	12	14	14	13	
Taxes & Licenses												
1963	1963	1963	1963	1963	1963	1963	1963	2182	2145	2145	2251	
Taxes & Licenses												
571	571	571	571	571	571	571	571	553	624	624	700	
Taxes & Licenses												
804	804	804	804	804	804	804	804	807	831	831	900	
Taxes & Licenses												
147	147	147	147	147	147	147	147	155	152	152	176	
Insurance Expense												
687	687	687	687	687	687	687	687	664	751	751	704	
Insurance Expense												
281	281	281	281	281	281	281	281	280	291	291	150	
Rental Expense												
165	165	165	165	165	165	165	165	165	165	165	165	
Rental Expense												
351	351	351	351	351	351	351	351	351	351	351	351	
Legal & Professional												
789	859	1006	551	793	1051	562	1054	1001	878	621	986	
Legal & Professional												
230	250	293	160	231	306	164	307	291	256	181	203	
Legal & Professional												
274	151	218	132	306	127	155	233	210	217	249	256	
Legal & Professional												
50	28	40	24	56	23	28	43	38	40	46	51	
Utilities												
867	661	956	742	610	893	930	875	901	931	705	744	

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Utilities	252	192	278	216	178	260	271	255	262	271	205	210
Utilities	145	645	641	356	600	452	675	416	563	631	758	801
Utilities	26	118	117	65	110	83	124	76	103	115	139	153
Total General & Administrative Expense	46279	47923	51162	45896	45542	46840	43692	56687	47635	49312	44640	48842
Net Profit or Loss	8583	2134	14006	15563	9700	11283	9813	10840	17520	18729	15672	11087