

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

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

	PERIOD AUG ENDING 08/02	PERCENT	PERIOD AUG ENDING 08/01	PERCENT	VARIANCE AMOUNT	PERCENT
Revenues						
Sales	91,206.94	56.9 %	68,332.72	48.4 %	22,874.22	33.5 %
Sales	23,497.50	14.7 %	19,884.81	14.1 %	3,612.69	18.2 %
Sales	35,713.10	22.3 %	33,890.85	24.0 %	1,822.25	5.4 %
Sales	6,702.61	4.2 %	6,202.03	4.4 %	500.58	8.1 %
Miscellaneous Income	68.22	0.0 %	66.84	0.1 %	1.38	2.1 %
Miscellaneous Income	24.18	0.0 %	20.32	0.0 %	3.86	19.0 %
Miscellaneous Income	42.43	0.0 %	42.10	0.0 %	0.33	0.8 %
Miscellaneous Income	14.86	0.0 %	13.48	0.0 %	1.38	10.2 %
Consulting & Design	136.28	0.1 %	8,043.79	5.7 %	(7,907.51)	(98.3)%
Consulting & Design	0.00	0.0 %	3,128.15	2.2 %	(3,128.15)	(100.0)%
Finance Charges	389.49	0.2 %	308.96	0.2 %	80.53	26.1 %
Finance Charges	110.45	0.1 %	89.90	0.1 %	20.55	22.9 %
Finance Charges	156.66	0.1 %	144.36	0.1 %	12.30	8.5 %
Finance Charges	29.87	0.0 %	26.42	0.0 %	3.45	13.1 %
Interest Income	200.75	0.1 %	203.01	0.1 %	(2.26)	(1.1)%
Interest Income	50.97	0.0 %	49.03	0.0 %	1.94	4.0 %
Discounts Taken	1,004.93	0.6 %	509.93	0.4 %	495.00	97.1 %
Discounts Taken	292.62	0.2 %	148.39	0.1 %	144.23	97.2 %
Discounts Taken	531.34	0.3 %	70.39	0.1 %	460.95	654.9 %
Discounts Taken	96.27	0.1 %	12.89	0.0 %	83.38	646.9 %
Total Revenues	160,269.47	100.0 %	141,188.37	100.0 %	19,081.10	13.5 %
Cost of Sales						
Cost of Goods Sold	55,233.64	34.5 %	46,914.67	33.2 %	8,318.97	17.7 %
Cost of Goods Sold	14,976.76	9.3 %	12,252.56	8.7 %	2,724.20	22.2 %
Cost of Goods Sold	25,139.96	15.7 %	23,721.01	16.8 %	1,418.95	6.0 %
Cost of Goods Sold	4,135.64	2.6 %	3,735.76	2.7 %	399.88	10.7 %
Freight	367.13	0.2 %	221.71	0.2 %	145.42	65.6 %
Freight	116.38	0.1 %	64.52	0.1 %	51.86	80.4 %
Freight	311.64	0.2 %	85.63	0.1 %	226.01	263.9 %
Freight	59.36	0.0 %	15.68	0.0 %	43.68	278.6 %
Total Cost of Sales	100,340.51	62.6 %	87,011.54	61.6 %	13,328.97	15.3 %
Gross Profit	59,928.96	37.4 %	54,176.83	38.4 %	5,752.13	10.6 %
General & Administrative Expenses						
Purchases - Miscellaneous	273.25	0.2 %	145.19	0.1 %	128.06	88.2 %
Purchases - Miscellaneous	78.87	0.1 %	42.27	0.0 %	36.60	86.6 %

	PERIOD AUG		PERIOD AUG		VARIANCE	
	ENDING 08/02	PERCENT	ENDING 08/01	PERCENT	AMOUNT	PERCENT
Purchases - Miscellaneous	159.00	0.1 %	227.29	0.2 %	(68.29)	(30.1)%
Purchases - Miscellaneous	29.61	0.0 %	41.58	0.0 %	(11.97)	(28.8)%
Inventory Adjustments	442.30	0.3 %	407.93	0.3 %	34.37	8.4 %
Inventory Adjustments	129.64	0.1 %	118.70	0.1 %	10.94	9.2 %
Inventory Adjustments	144.89	0.1 %	134.61	0.1 %	10.28	7.6 %
Inventory Adjustments	45.75	0.0 %	44.42	0.0 %	1.33	3.0 %
Sales Tax	1,334.70	0.8 %	885.78	0.6 %	448.92	50.7 %
Sales Tax	297.38	0.2 %	257.77	0.2 %	39.61	15.4 %
Sales Tax	494.22	0.3 %	425.91	0.3 %	68.31	16.0 %
Sales Tax	110.75	0.1 %	77.93	0.1 %	32.82	42.1 %
Salaries	14,026.37	8.8 %	10,176.89	7.2 %	3,849.48	37.8 %
Salaries	4,245.00	2.7 %	2,961.48	2.1 %	1,283.52	43.3 %
Salaries	3,500.00	2.2 %	5,716.38	4.1 %	(2,216.38)	(38.8)%
Salaries	1,125.00	0.7 %	1,046.11	0.7 %	78.89	7.5 %
Payroll Taxes	2,039.75	1.3 %	3,337.11	2.4 %	(1,297.36)	(38.9)%
Payroll Taxes	325.51	0.2 %	971.10	0.7 %	(645.59)	(66.5)%
Payroll Taxes	279.25	0.2 %	1,613.18	1.1 %	(1,333.93)	(82.7)%
Payroll Taxes	86.05	0.1 %	295.22	0.2 %	(209.17)	(70.9)%
401(k) Employer Expense	192.02	0.1 %	0.00	0.0 %	192.02	999.9 %
401(k) Employer Expense	36.57	0.0 %	0.00	0.0 %	36.57	999.9 %
Employee Expenses	212.47	0.1 %	82.13	0.1 %	130.34	158.7 %
Employee Expenses	62.27	0.0 %	23.92	0.0 %	38.35	160.3 %
Employee Expenses	76.93	0.1 %	84.70	0.1 %	(7.77)	(9.2)%
Employee Expenses	14.65	0.0 %	15.51	0.0 %	(0.86)	(5.5)%
Entertainment	651.76	0.4 %	87.44	0.1 %	564.32	645.4 %
Entertainment	335.93	0.2 %	25.44	0.0 %	310.49	999.9 %
Entertainment	95.98	0.1 %	85.51	0.1 %	10.47	12.2 %
Entertainment	21.99	0.0 %	15.66	0.0 %	6.33	40.4 %
Travel	400.12	0.3 %	264.33	0.2 %	135.79	51.4 %
Travel	55.57	0.0 %	28.88	0.0 %	26.69	92.4 %
Travel	644.64	0.4 %	488.37	0.4 %	156.27	32.0 %
Travel	11.12	0.0 %	12.99	0.0 %	(1.87)	(14.4)%
Depreciation Expense	1,168.26	0.7 %	1,184.39	0.8 %	(16.13)	(1.4)%
Depreciation Expense	348.96	0.2 %	344.66	0.2 %	4.30	1.3 %
Depreciation Expense	777.95	0.5 %	329.59	0.2 %	448.36	136.0 %
Depreciation Expense	126.64	0.1 %	60.31	0.0 %	66.33	110.0 %
Office Expense	112.45	0.1 %	219.25	0.2 %	(106.80)	(48.7)%
Office Expense	34.08	0.0 %	63.79	0.1 %	(29.71)	(46.6)%
Office Expense	166.97	0.1 %	146.56	0.1 %	20.41	13.9 %
Office Expense	27.25	0.0 %	26.81	0.0 %	0.44	1.6 %
Auto & Truck Expense	196.33	0.1 %	61.03	0.0 %	135.30	221.7 %
Auto & Truck Expense	53.99	0.0 %	17.76	0.0 %	36.23	204.0 %
Auto & Truck Expense	201.24	0.1 %	18.05	0.0 %	183.19	999.9 %
Auto & Truck Expense	39.27	0.0 %	3.30	0.0 %	35.97	999.9 %
Miscellaneous Expense	129.42	0.1 %	110.55	0.1 %	18.87	17.1 %
Miscellaneous Expense	26.84	0.0 %	32.16	0.0 %	(5.32)	(16.5)%
Miscellaneous Expense	89.47	0.1 %	100.56	0.1 %	(11.09)	(11.0)%
Miscellaneous Expense	15.66	0.0 %	18.39	0.0 %	(2.73)	(14.9)%
Bank Charges	25.96	0.0 %	32.83	0.0 %	(6.87)	(20.9)%
Bank Charges	8.26	0.0 %	9.55	0.0 %	(1.29)	(13.5)%
Bank Charges	20.65	0.0 %	14.85	0.0 %	5.80	39.1 %

	PERIOD AUG ENDING 08/02	PERCENT	PERIOD AUG ENDING 08/01	PERCENT	VARIANCE AMOUNT	PERCENT
Bank Charges	4.13	0.0 %	2.71	0.0 %	1.42	52.4 %
Discounts Given	1,032.84	0.6 %	577.93	0.4 %	454.91	78.7 %
Discounts Given	233.83	0.2 %	168.18	0.1 %	65.65	39.0 %
Advertising	1,042.83	0.7 %	788.70	0.6 %	254.13	32.2 %
Advertising	297.95	0.2 %	229.52	0.2 %	68.43	29.8 %
Advertising	446.93	0.3 %	524.93	0.4 %	(78.00)	(14.9)%
Advertising	74.48	0.1 %	96.05	0.1 %	(21.57)	(22.5)%
Printing	227.80	0.1 %	56.34	0.0 %	171.46	304.3 %
Printing	67.00	0.0 %	16.39	0.0 %	50.61	308.8 %
Printing	35.18	0.0 %	41.39	0.0 %	(6.21)	(15.0)%
Printing	5.02	0.0 %	7.56	0.0 %	(2.54)	(33.6)%
Dues & Subscriptions	244.60	0.2 %	104.58	0.1 %	140.02	133.9 %
Dues & Subscriptions	45.85	0.0 %	30.43	0.0 %	15.42	50.7 %
Dues & Subscriptions	103.55	0.1 %	57.30	0.0 %	46.25	80.7 %
Dues & Subscriptions	15.00	0.0 %	10.48	0.0 %	4.52	43.1 %
Postal Expense	150.17	0.1 %	136.37	0.1 %	13.80	10.1 %
Postal Expense	43.32	0.0 %	39.69	0.0 %	3.63	9.2 %
Postal Expense	80.86	0.1 %	67.80	0.1 %	13.06	19.3 %
Postal Expense	14.44	0.0 %	12.40	0.0 %	2.04	16.5 %
Telephone	186.88	0.1 %	127.83	0.1 %	59.05	46.2 %
Telephone	52.46	0.0 %	37.19	0.0 %	15.27	41.1 %
Telephone	75.41	0.1 %	57.28	0.0 %	18.13	31.7 %
Telephone	13.11	0.0 %	10.48	0.0 %	2.63	25.1 %
Taxes & Licenses	2,250.63	1.4 %	1,962.52	1.4 %	288.11	14.7 %
Taxes & Licenses	700.00	0.4 %	571.11	0.4 %	128.89	22.6 %
Taxes & Licenses	900.14	0.6 %	804.11	0.6 %	96.03	11.9 %
Taxes & Licenses	175.60	0.1 %	147.14	0.1 %	28.46	19.3 %
Insurance Expense	703.58	0.4 %	686.88	0.5 %	16.70	2.4 %
Insurance Expense	150.00	0.1 %	281.43	0.2 %	(131.43)	(46.7)%
Rental Expense	165.12	0.1 %	165.00	0.1 %	0.12	0.1 %
Rental Expense	350.88	0.2 %	351.00	0.3 %	(0.12)	0.0 %
Legal & Professional	985.69	0.6 %	706.50	0.5 %	279.19	39.5 %
Legal & Professional	203.00	0.1 %	205.59	0.2 %	(2.59)	(1.3)%
Legal & Professional	255.85	0.2 %	190.76	0.1 %	65.09	34.1 %
Legal & Professional	50.90	0.0 %	34.92	0.0 %	15.98	45.8 %
Utilities	743.94	0.5 %	880.00	0.6 %	(136.06)	(15.5)%
Utilities	209.83	0.1 %	256.10	0.2 %	(46.27)	(18.1)%
Utilities	801.17	0.5 %	656.84	0.5 %	144.33	22.0 %
Utilities	152.60	0.1 %	120.22	0.1 %	32.38	26.9 %
Total General & Administrative Expense	48,841.53	30.5 %	44,157.77	31.3 %	4,683.76	10.6 %
Net Profit or Loss	11,087.43	6.9 %	10,019.06	7.1 %	1,068.37	10.7 %