

**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											
620211	699876	771199	839588	65472	134103	195009	266206	344850	429125	501207	592413
Sales											
180482	199337	221697	244320	19050	39022	56746	77903	100788	125312	146288	169785
Sales											
292779	320538	353656	389788	33945	70438	106275	140778	178460	214864	250891	286604
Sales											
53579	59361	64719	71331	6209	12888	19446	25507	32403	39064	45657	52360
Miscellaneous Income											
553	638	693	751	63	131	191	221	289	360	422	490
Miscellaneous Income											
171	198	215	234	20	40	59	68	89	112	137	161
Miscellaneous Income											
348	402	436	473	40	83	120	139	182	227	266	308
Miscellaneous Income											
112	129	140	152	13	27	39	45	58	73	85	100
Consulting & Design											
74265	78875	94220	106587	9965	20056	29773	46017	57958	70757	81404	81540
Consulting & Design											
28881	30674	36641	41450	3875	7800	11578	17895	22539	27517	31657	31657
Finance Charges											
2712	3014	3327	3651	323	660	979	1307	1669	2036	2417	2806
Finance Charges											
789	877	968	1062	94	192	285	380	486	592	703	814
Finance Charges											
1293	1445	1589	1745	153	307	451	607	762	919	1077	1234
Finance Charges											
237	264	291	319	28	56	82	111	140	168	197	227
Interest Income											
3437	3664	3865	4015	208	417	620	814	1017	1225	1425	1626
Interest Income											
423	472	519	568	48	94	142	189	236	285	333	384
Discounts Taken											
4628	5309	5784	6266	474	972	1413	2530	3100	3711	4233	5238
Discounts Taken											
1347	1545	1683	1823	138	283	411	736	902	1080	1232	1524
Discounts Taken											
2387	2632	2889	3142	328	670	1043	1587	1851	2148	2424	2956
Discounts Taken											
437	482	529	575	60	123	191	290	339	393	444	540
Total Revenues											
1269070	1409729	1565059	1717841	140507	288360	424852	583333	748120	919967	1072498	1232768

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Cost of Sales

Cost of Goods Sold											
428583	484333	533938	581702	45545	93100	135689	185257	240034	298938	348612	403846
Cost of Goods Sold											
110129	121731	135389	149219	11642	23845	34617	47592	61570	76588	89416	104392
Cost of Goods Sold											
205246	224646	247801	272975	23828	49290	74408	98570	124814	150167	175404	200544
Cost of Goods Sold											
32376	35819	39085	43083	3738	7765	11703	15365	19521	23544	27526	31661
Freight											
1957	2170	2454	2778	254	517	864	1107	1365	1643	1910	2277
Freight											
569	631	714	808	74	150	252	322	397	478	556	672
Freight											
971	1083	1178	1295	156	277	380	611	734	858	988	1300
Freight											
178	198	216	237	29	51	70	112	134	157	181	240
Total Cost of Sales											
780009	870611	960773	1052097	85265	174995	257982	348937	448569	552374	644593	744934

Gross Profit											
489061	539118	604286	665744	55242	113365	166870	234396	299551	367593	427905	487834

General & Administrative Expenses

Purchases - Miscellaneous											
2654	3048	3330	3733	402	674	1165	1783	2020	2288	2444	2718
Purchases - Miscellaneous											
772	887	969	1086	117	196	339	519	588	666	711	790
Purchases - Miscellaneous											
1496	1572	1719	1823	99	248	320	443	602	766	918	1077
Purchases - Miscellaneous											
274	288	315	334	18	45	59	81	110	140	168	198
Inventory Adjustments											
3703	4247	4627	5012	380	777	1130	2024	2480	2969	3386	3829
Inventory Adjustments											
1078	1236	1346	1459	110	226	329	589	722	864	985	1115
Inventory Adjustments											
1222	1402	1527	1654	125	257	373	668	818	980	1118	1262
Inventory Adjustments											
403	463	504	546	41	85	123	220	270	323	369	415
Sales Tax											
7869	8858	9778	10702	1020	1740	2473	3292	4289	5268	6304	7638
Sales Tax											
2290	2578	2845	3114	297	506	720	958	1248	1533	1834	2132
Sales Tax											
2979	3403	3632	3972	346	787	1112	1376	1850	2339	2837	3331

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Sales Tax												
	545	623	665	727	63	144	204	252	339	428	519	630
Salaries												
	90979	101847	115812	128122	12058	25973	37435	50214	63433	76691	90222	104248
Salaries												
	26475	29637	33701	37284	3282	6642	9750	13242	16861	20491	24201	28446
Salaries												
	55986	61945	69610	74099	2913	6902	11327	18382	21511	24469	26935	30435
Salaries												
	10245	11336	12739	13560	1083	2362	3721	5561	6683	7773	8773	9898
Payroll Taxes												
	28950	32155	35413	38638	3075	6625	9870	13046	16420	19814	23081	25120
Payroll Taxes												
	8424	9357	10305	11244	898	1931	2875	3800	4781	5769	6720	7045
Payroll Taxes												
	14556	16185	17873	19552	1690	3216	4831	6309	8006	9716	11397	11676
Payroll Taxes												
	2664	2962	3271	3578	313	592	888	1158	1469	1782	2089	2175
401(k) Employer Expense												
	0	0	0	0	760	785	810	835	860	885	910	1102
401(k) Employer Expense												
	0	0	0	0	141	151	161	171	181	191	201	237
Employee Expenses												
	1709	1976	2168	2345	285	458	614	989	1239	1535	1644	1857
Employee Expenses												
	497	575	631	682	83	133	179	288	361	447	478	541
Employee Expenses												
	736	821	895	962	94	189	262	326	415	499	585	662
Employee Expenses												
	135	150	164	176	17	35	48	60	76	91	107	122
Entertainment												
	3534	4552	4768	4952	193	305	415	1414	2690	2793	2891	3542
Entertainment												
	1028	1325	1387	1441	53	83	112	400	769	796	822	1158
Entertainment												
	1690	1739	1831	1920	113	176	262	856	962	1540	1610	1706
Entertainment												
	309	318	335	351	21	32	48	157	176	282	295	317
Travel												
	6988	7247	7509	7846	699	995	1309	3188	3485	4769	5018	5418
Travel												
	1601	1629	1657	1707	29	68	111	610	648	974	998	1053
Travel												
	5732	6218	6694	7194	466	963	1528	2575	3053	4406	4914	5558
Travel												
	361	374	385	400	9	23	51	166	177	348	365	376
Depreciation Expense												
	10662	12001	13151	14285	1197	2355	3414	4591	5741	7064	8152	9321
Depreciation Expense												
	3103	3492	3827	4157	348	685	994	1336	1671	2056	2372	2721
Depreciation Expense												
	2627	2950	3087	3321	336	744	874	1254	1569	1893	2202	2980

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Depreciation Expense												
481	540	565	608	61	136	160	229	287	346	403	530	
Office Expense												
1895	2072	2334	3904	226	417	633	776	1069	1283	1381	1493	
Office Expense												
551	603	679	1136	66	121	184	226	311	373	402	436	
Office Expense												
1333	1641	1837	2011	162	310	523	677	791	921	1068	1235	
Office Expense												
244	300	336	368	30	57	96	124	145	169	195	223	
Auto & Truck Expense												
824	1520	1587	1643	950	1241	1316	1530	1590	1662	1738	1935	
Auto & Truck Expense												
240	442	462	478	276	361	383	445	463	484	506	560	
Auto & Truck Expense												
1139	1208	1260	1339	56	131	185	313	350	415	494	695	
Auto & Truck Expense												
208	221	231	245	10	24	34	57	64	76	90	130	
Miscellaneous Expense												
715	731	799	862	128	384	427	453	584	604	656	786	
Miscellaneous Expense												
208	213	232	251	37	112	124	132	170	176	191	218	
Miscellaneous Expense												
458	492	550	606	46	100	151	200	251	281	333	422	
Miscellaneous Expense												
84	90	101	111	8	18	28	37	46	51	61	77	
Bank Charges												
174	203	235	257	23	43	61	84	117	149	168	194	
Bank Charges												
51	59	69	75	7	12	18	25	34	43	49	57	
Bank Charges												
129	141	156	171	13	28	47	68	83	99	113	134	
Bank Charges												
24	26	29	31	2	5	9	12	15	18	21	25	
Discounts Given												
5246	6017	6555	7101	538	1101	1601	2868	3514	4206	4797	5830	
Discounts Given												
1526	1751	1908	2066	156	320	466	835	1022	1224	1396	1630	
Advertising												
4615	5530	5897	6332	409	771	1265	2239	2729	3168	3702	4745	
Advertising												
1343	1609	1716	1843	119	224	368	652	794	922	1077	1375	
Advertising												
2436	2645	2802	3034	184	423	605	997	1237	1502	1732	2179	
Advertising												
446	484	513	555	34	77	111	182	226	275	317	391	
Printing												
1675	1742	1838	1905	79	194	420	486	581	684	864	1092	
Printing												
488	507	535	554	23	56	122	142	169	199	251	318	
Printing												
703	782	1041	1122	40	110	223	281	338	431	459	494	

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Printing												
129	143	190	205	7	20	41	51	62	79	84	89	
Dues & Subscriptions												
1064	1127	1294	1461	167	214	429	643	758	872	987	1232	
Dues & Subscriptions												
310	328	377	425	49	62	125	187	221	254	287	333	
Dues & Subscriptions												
541	584	685	785	100	129	258	387	444	501	559	662	
Dues & Subscriptions												
99	107	125	144	18	24	47	71	81	92	102	117	
Postal Expense												
1055	1180	1268	1403	100	206	276	502	621	742	856	1006	
Postal Expense												
307	343	369	408	29	60	80	146	181	216	249	292	
Postal Expense												
522	556	590	668	56	148	224	286	353	438	500	581	
Postal Expense												
95	102	108	122	10	27	41	52	65	80	92	106	
Telephone												
1436	1586	1749	1836	134	287	438	571	738	925	1118	1305	
Telephone												
418	461	509	534	39	83	127	166	215	269	325	378	
Telephone												
529	574	684	766	101	187	251	319	387	463	541	617	
Telephone												
97	105	125	140	18	34	46	58	71	85	99	112	
Taxes & Licenses												
15171	17133	19096	21058	1963	3925	5888	7850	10033	12177	14322	16573	
Taxes & Licenses												
4415	4986	5557	6128	571	1142	1713	2284	2837	3462	4086	4786	
Taxes & Licenses												
6029	6833	7638	8442	804	1608	2412	3216	4024	4855	5686	6586	
Taxes & Licenses												
1103	1251	1398	1545	147	294	441	589	744	896	1048	1223	
Insurance Expense												
5310	5997	6683	7370	687	1374	2061	2748	3411	4162	4913	5616	
Insurance Expense												
2110	2392	2673	2955	281	563	844	1126	1405	1696	1987	2137	
Rental Expense												
1485	1650	1815	1980	165	330	495	660	825	990	1155	1320	
Rental Expense												
3159	3510	3861	4212	351	702	1053	1404	1755	2106	2457	2808	
Legal & Professional												
7311	8170	9176	9727	793	1844	2406	3460	4461	5340	5961	6947	
Legal & Professional												
2127	2377	2670	2830	231	537	700	1007	1298	1554	1735	1938	
Legal & Professional												
2017	2169	2386	2518	306	433	588	820	1031	1248	1497	1752	
Legal & Professional												
369	397	437	461	56	79	108	150	189	228	274	325	
Utilities												
7428	8089	9045	9787	610	1503	2433	3308	4209	5140	5845	6589	

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Utilities	2161	2354	2632	2848	178	437	708	963	1225	1496	1701	1911
Utilities	4515	5160	5801	6157	600	1052	1728	2144	2707	3338	4095	4897
Utilities	826	944	1062	1127	110	193	316	392	495	611	749	902
Total General & Administrative Expense	403649	451573	502734	548630	45542	92382	136075	192761	240396	289709	334349	383190
Net Profit or Loss	85412	87545	101551	117114	9700	20982	30795	41635	59155	77884	93556	104644