

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

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

03/02 MAR PERCENT 04/02 APR PERCENT 05/02 MAY PERCENT 06/02 JUN PERCENT 07/02 JUL PERCENT 08/02 AUG PERCENT

Revenues

Sales	60907	44.6 %	71197	44.9 %	78644	47.7 %	84275	49.0 %	72082	47.3 %	91207	56.9 %
Sales	17724	13.0 %	21157	13.4 %	22885	13.9 %	24524	14.3 %	20976	13.8 %	23498	14.7 %
Sales	35837	26.3 %	34503	21.8 %	37682	22.9 %	36403	21.2 %	36027	23.6 %	35713	22.3 %
Sales	6558	4.8 %	6061	3.8 %	6896	4.2 %	6662	3.9 %	6593	4.3 %	6703	4.2 %
Miscellaneous Inc	60	0.0 %	30	0.0 %	68	0.0 %	71	0.0 %	62	0.0 %	68	0.0 %
Miscellaneous Inc	19	0.0 %	9	0.0 %	21	0.0 %	23	0.0 %	25	0.0 %	24	0.0 %
Miscellaneous Inc	38	0.0 %	19	0.0 %	43	0.0 %	45	0.0 %	39	0.0 %	42	0.0 %
Miscellaneous Inc	12	0.0 %	6	0.0 %	14	0.0 %	14	0.0 %	13	0.0 %	15	0.0 %
Consulting & Desi	9717	7.1 %	16244	10.3 %	11941	7.3 %	12799	7.5 %	10647	7.0 %	136	0.1 %
Consulting & Desi	3779	2.8 %	6317	4.0 %	4644	2.8 %	4977	2.9 %	4140	2.7 %	0	0.0 %
Finance Charges	319	0.2 %	329	0.2 %	362	0.2 %	366	0.2 %	381	0.3 %	389	0.2 %
Finance Charges	93	0.1 %	96	0.1 %	105	0.1 %	107	0.1 %	111	0.1 %	110	0.1 %
Finance Charges	144	0.1 %	157	0.1 %	155	0.1 %	157	0.1 %	158	0.1 %	157	0.1 %
Finance Charges	26	0.0 %	29	0.0 %	28	0.0 %	29	0.0 %	29	0.0 %	30	0.0 %
Interest Income	202	0.2 %	195	0.1 %	203	0.1 %	208	0.1 %	200	0.1 %	201	0.1 %
Interest Income	47	0.0 %	47	0.0 %	48	0.0 %	48	0.0 %	49	0.0 %	51	0.0 %
Discounts Taken	441	0.3 %	1118	0.7 %	570	0.4 %	611	0.4 %	522	0.3 %	1005	0.6 %
Discounts Taken	128	0.1 %	325	0.2 %	166	0.1 %	178	0.1 %	152	0.1 %	293	0.2 %
Discounts Taken	373	0.3 %	545	0.3 %	264	0.2 %	297	0.2 %	276	0.2 %	531	0.3 %
Discounts Taken	68	0.1 %	100	0.1 %	48	0.0 %	54	0.0 %	51	0.0 %	96	0.1 %

Total Revenues	136492	100.0 %	158481	100.0 %	164787	100.0 %	171846	100.0 %	152532	100.0 %	160269	100.0 %
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Cost of Sales

Cost of Goods Sol	42589	31.2 %	49568	31.3 %	54777	33.2 %	58904	34.3 %	49674	32.6 %	55234	34.5 %
Cost of Goods Sol	10772	7.9 %	12975	8.2 %	13978	8.5 %	15018	8.7 %	12827	8.4 %	14977	9.3 %
Cost of Goods Sol	25117	18.4 %	24163	15.3 %	26243	15.9 %	25354	14.8 %	25237	16.6 %	25140	15.7 %
Cost of Goods Sol	3938	2.9 %	3663	2.3 %	4156	2.5 %	4023	2.3 %	3982	2.6 %	4136	2.6 %
Freight	348	0.3 %	242	0.2 %	258	0.2 %	278	0.2 %	268	0.2 %	367	0.2 %
Freight	101	0.1 %	71	0.0 %	75	0.1 %	81	0.1 %	78	0.1 %	116	0.1 %
Freight	103	0.1 %	231	0.2 %	123	0.1 %	124	0.1 %	130	0.1 %	312	0.2 %
Freight	19	0.0 %	42	0.0 %	22	0.0 %	23	0.0 %	24	0.0 %	59	0.0 %

Total Cost of Sal	82987	60.8 %	90955	57.4 %	99632	60.5 %	103805	60.4 %	92219	60.5 %	100341	62.6 %
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Gross Profit	53506	39.2 %	67526	42.6 %	65155	39.5 %	68041	39.6 %	60312	39.5 %	59929	37.4 %
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General & Administrative Expenses

Purchases - Misc	492	0.4 %	618	0.4 %	237	0.1 %	268	0.2 %	156	0.1 %	273	0.2 %
Purchases - Misc	143	0.1 %	180	0.1 %	69	0.0 %	78	0.1 %	45	0.0 %	79	0.1 %
Purchases - Misc	72	0.1 %	124	0.1 %	159	0.1 %	164	0.1 %	151	0.1 %	159	0.1 %

	03/02 MAR	PERCENT	04/02 APR	PERCENT	05/02 MAY	PERCENT	06/02 JUN	PERCENT	07/02 JUL	PERCENT	08/02 AUG	PERCENT
Purchases - Misc	13	0.0 %	23	0.0 %	29	0.0 %	30	0.0 %	28	0.0 %	30	0.0 %
Inventory Adjustm	353	0.3 %	894	0.6 %	456	0.3 %	488	0.3 %	418	0.3 %	442	0.3 %
Inventory Adjustm	103	0.1 %	260	0.2 %	133	0.1 %	142	0.1 %	122	0.1 %	130	0.1 %
Inventory Adjustm	117	0.1 %	295	0.2 %	150	0.1 %	161	0.1 %	138	0.1 %	145	0.1 %
Inventory Adjustm	38	0.0 %	97	0.1 %	50	0.0 %	53	0.0 %	46	0.0 %	46	0.0 %
Sales Tax	733	0.5 %	819	0.5 %	997	0.6 %	979	0.6 %	1036	0.7 %	1335	0.8 %
Sales Tax	213	0.2 %	238	0.2 %	290	0.2 %	285	0.2 %	301	0.2 %	297	0.2 %
Sales Tax	325	0.2 %	264	0.2 %	474	0.3 %	489	0.3 %	498	0.3 %	494	0.3 %
Sales Tax	59	0.0 %	48	0.0 %	87	0.1 %	89	0.1 %	91	0.1 %	111	0.1 %
Salaries	11462	8.4 %	12779	8.1 %	13219	8.0 %	13258	7.7 %	13531	8.9 %	14026	8.8 %
Salaries	3108	2.3 %	3491	2.2 %	3619	2.2 %	3630	2.1 %	3710	2.4 %	4245	2.7 %
Salaries	4425	3.2 %	7054	4.5 %	3129	1.9 %	2958	1.7 %	2467	1.6 %	3500	2.2 %
Salaries	1359	1.0 %	1840	1.2 %	1122	0.7 %	1090	0.6 %	1000	0.7 %	1125	0.7 %
Payroll Taxes	3245	2.4 %	3177	2.0 %	3373	2.1 %	3395	2.0 %	3266	2.1 %	2040	1.3 %
Payroll Taxes	944	0.7 %	924	0.6 %	982	0.6 %	988	0.6 %	950	0.6 %	326	0.2 %
Payroll Taxes	1615	1.2 %	1478	0.9 %	1697	1.0 %	1711	1.0 %	1680	1.1 %	279	0.2 %
Payroll Taxes	295	0.2 %	270	0.2 %	311	0.2 %	313	0.2 %	307	0.2 %	86	0.1 %
401(k) Employer E	25	0.0 %	25	0.0 %	25	0.0 %	25	0.0 %	25	0.0 %	192	0.1 %
401(k) Employer E	10	0.0 %	10	0.0 %	10	0.0 %	10	0.0 %	10	0.0 %	37	0.0 %
Employee Expenses	156	0.1 %	375	0.2 %	250	0.2 %	295	0.2 %	109	0.1 %	212	0.1 %
Employee Expenses	46	0.0 %	109	0.1 %	73	0.0 %	86	0.1 %	32	0.0 %	62	0.0 %
Employee Expenses	73	0.1 %	64	0.0 %	89	0.1 %	84	0.1 %	86	0.1 %	77	0.1 %
Employee Expenses	13	0.0 %	12	0.0 %	16	0.0 %	15	0.0 %	16	0.0 %	15	0.0 %
Entertainment	110	0.1 %	999	0.6 %	1276	0.8 %	103	0.1 %	98	0.1 %	652	0.4 %
Entertainment	29	0.0 %	288	0.2 %	369	0.2 %	27	0.0 %	26	0.0 %	336	0.2 %
Entertainment	85	0.1 %	594	0.4 %	106	0.1 %	577	0.3 %	70	0.1 %	96	0.1 %
Entertainment	16	0.0 %	109	0.1 %	19	0.0 %	106	0.1 %	13	0.0 %	22	0.0 %
Travel	314	0.2 %	1879	1.2 %	297	0.2 %	1284	0.8 %	248	0.2 %	400	0.3 %
Travel	43	0.0 %	499	0.3 %	38	0.0 %	326	0.2 %	24	0.0 %	56	0.0 %
Travel	565	0.4 %	1047	0.7 %	478	0.3 %	1353	0.8 %	508	0.3 %	645	0.4 %
Travel	27	0.0 %	115	0.1 %	11	0.0 %	171	0.1 %	17	0.0 %	11	0.0 %
Depreciation Expe	1059	0.8 %	1177	0.7 %	1151	0.7 %	1322	0.8 %	1089	0.7 %	1168	0.7 %
Depreciation Expe	308	0.2 %	342	0.2 %	335	0.2 %	385	0.2 %	317	0.2 %	349	0.2 %
Depreciation Expe	130	0.1 %	379	0.2 %	316	0.2 %	323	0.2 %	310	0.2 %	778	0.5 %
Depreciation Expe	24	0.0 %	69	0.0 %	58	0.0 %	59	0.0 %	57	0.0 %	127	0.1 %
Office Expense	216	0.2 %	143	0.1 %	293	0.2 %	213	0.1 %	98	0.1 %	112	0.1 %
Office Expense	63	0.1 %	42	0.0 %	85	0.1 %	62	0.0 %	29	0.0 %	34	0.0 %
Office Expense	213	0.2 %	155	0.1 %	113	0.1 %	131	0.1 %	147	0.1 %	167	0.1 %
Office Expense	39	0.0 %	28	0.0 %	21	0.0 %	24	0.0 %	27	0.0 %	27	0.0 %
Auto & Truck Expe	76	0.1 %	214	0.1 %	60	0.0 %	71	0.0 %	77	0.1 %	196	0.1 %
Auto & Truck Expe	22	0.0 %	62	0.0 %	18	0.0 %	21	0.0 %	22	0.0 %	54	0.0 %
Auto & Truck Expe	54	0.0 %	128	0.1 %	37	0.0 %	64	0.0 %	79	0.1 %	201	0.1 %
Auto & Truck Expe	10	0.0 %	23	0.0 %	7	0.0 %	12	0.0 %	14	0.0 %	39	0.0 %
Miscellaneous Exp	43	0.0 %	25	0.0 %	131	0.1 %	21	0.0 %	52	0.0 %	129	0.1 %
Miscellaneous Exp	13	0.0 %	7	0.0 %	38	0.0 %	6	0.0 %	15	0.0 %	27	0.0 %
Miscellaneous Exp	51	0.0 %	49	0.0 %	51	0.0 %	30	0.0 %	52	0.0 %	89	0.1 %
Miscellaneous Exp	9	0.0 %	9	0.0 %	9	0.0 %	6	0.0 %	9	0.0 %	16	0.0 %
Bank Charges	18	0.0 %	24	0.0 %	32	0.0 %	32	0.0 %	19	0.0 %	26	0.0 %
Bank Charges	5	0.0 %	7	0.0 %	9	0.0 %	9	0.0 %	6	0.0 %	8	0.0 %
Bank Charges	20	0.0 %	20	0.0 %	15	0.0 %	16	0.0 %	15	0.0 %	21	0.0 %
Bank Charges	4	0.0 %	4	0.0 %	3	0.0 %	3	0.0 %	3	0.0 %	4	0.0 %
Discounts Given	500	0.4 %	1266	0.8 %	646	0.4 %	692	0.4 %	592	0.4 %	1033	0.6 %

	03/02 MAR	PERCENT	04/02 APR	PERCENT	05/02 MAY	PERCENT	06/02 JUN	PERCENT	07/02 JUL	PERCENT	08/02 AUG	PERCENT
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Discounts Given	146	0.1 %	369	0.2 %	188	0.1 %	201	0.1 %	172	0.1 %	234	0.2 %
Advertising	495	0.4 %	974	0.6 %	490	0.3 %	439	0.3 %	534	0.4 %	1043	0.7 %
Advertising	144	0.1 %	283	0.2 %	143	0.1 %	128	0.1 %	155	0.1 %	298	0.2 %
Advertising	183	0.1 %	391	0.3 %	240	0.2 %	265	0.2 %	230	0.2 %	447	0.3 %
Advertising	33	0.0 %	72	0.1 %	44	0.0 %	49	0.0 %	42	0.0 %	74	0.1 %
Printing	227	0.2 %	66	0.0 %	95	0.1 %	103	0.1 %	180	0.1 %	228	0.1 %
Printing	66	0.1 %	19	0.0 %	28	0.0 %	30	0.0 %	52	0.0 %	67	0.0 %
Printing	114	0.1 %	58	0.0 %	57	0.0 %	93	0.1 %	28	0.0 %	35	0.0 %
Printing	21	0.0 %	11	0.0 %	10	0.0 %	17	0.0 %	5	0.0 %	5	0.0 %
Dues & Subscripti	214	0.2 %	214	0.1 %	115	0.1 %	115	0.1 %	115	0.1 %	245	0.2 %
Dues & Subscripti	62	0.1 %	62	0.0 %	33	0.0 %	33	0.0 %	33	0.0 %	46	0.0 %
Dues & Subscripti	129	0.1 %	129	0.1 %	57	0.0 %	57	0.0 %	57	0.0 %	104	0.1 %
Dues & Subscripti	24	0.0 %	24	0.0 %	10	0.0 %	10	0.0 %	10	0.0 %	15	0.0 %
Postal Expense	70	0.1 %	226	0.1 %	119	0.1 %	121	0.1 %	114	0.1 %	150	0.1 %
Postal Expense	20	0.0 %	66	0.0 %	35	0.0 %	35	0.0 %	33	0.0 %	43	0.0 %
Postal Expense	77	0.1 %	62	0.0 %	67	0.0 %	84	0.1 %	62	0.0 %	81	0.1 %
Postal Expense	14	0.0 %	11	0.0 %	12	0.0 %	15	0.0 %	11	0.0 %	14	0.0 %
Telephone	151	0.1 %	133	0.1 %	167	0.1 %	187	0.1 %	193	0.1 %	187	0.1 %
Telephone	44	0.0 %	39	0.0 %	49	0.0 %	54	0.0 %	56	0.0 %	52	0.0 %
Telephone	64	0.1 %	68	0.0 %	68	0.0 %	76	0.0 %	78	0.1 %	75	0.1 %
Telephone	12	0.0 %	12	0.0 %	12	0.0 %	14	0.0 %	14	0.0 %	13	0.0 %
Taxes & Licenses	1963	1.4 %	1963	1.2 %	2182	1.3 %	2145	1.3 %	2145	1.4 %	2251	1.4 %
Taxes & Licenses	571	0.4 %	571	0.4 %	553	0.3 %	624	0.4 %	624	0.4 %	700	0.4 %
Taxes & Licenses	804	0.6 %	804	0.5 %	807	0.5 %	831	0.5 %	831	0.6 %	900	0.6 %
Taxes & Licenses	147	0.1 %	147	0.1 %	155	0.1 %	152	0.1 %	152	0.1 %	176	0.1 %
Insurance Expense	687	0.5 %	687	0.4 %	664	0.4 %	751	0.4 %	751	0.5 %	704	0.4 %
Insurance Expense	281	0.2 %	281	0.2 %	280	0.2 %	291	0.2 %	291	0.2 %	150	0.1 %
Rental Expense	165	0.1 %	165	0.1 %	165	0.1 %	165	0.1 %	165	0.1 %	165	0.1 %
Rental Expense	351	0.3 %	351	0.2 %	351	0.2 %	351	0.2 %	351	0.2 %	351	0.2 %
Legal & Professio	562	0.4 %	1054	0.7 %	1001	0.6 %	878	0.5 %	621	0.4 %	986	0.6 %
Legal & Professio	164	0.1 %	307	0.2 %	291	0.2 %	256	0.2 %	181	0.1 %	203	0.1 %
Legal & Professio	155	0.1 %	233	0.2 %	210	0.1 %	217	0.1 %	249	0.2 %	256	0.2 %
Legal & Professio	28	0.0 %	43	0.0 %	38	0.0 %	40	0.0 %	46	0.0 %	51	0.0 %
Utilities	930	0.7 %	875	0.6 %	901	0.6 %	931	0.5 %	705	0.5 %	744	0.5 %
Utilities	271	0.2 %	255	0.2 %	262	0.2 %	271	0.2 %	205	0.1 %	210	0.1 %
Utilities	675	0.5 %	416	0.3 %	563	0.3 %	631	0.4 %	758	0.5 %	801	0.5 %
Utilities	124	0.1 %	76	0.1 %	103	0.1 %	115	0.1 %	139	0.1 %	153	0.1 %

Total General & A Expense	43692	32.0 %	56687	35.8 %	47635	28.9 %	49312	28.7 %	44640	29.3 %	48842	30.5 %
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Net Profit or Los	9813	7.2 %	10840	6.8 %	17520	10.6 %	18729	10.9 %	15672	10.3 %	11087	6.9 %
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