

Income Statement Demonstration Supply, Inc

Balances as of 1/08

	<i>Mtd</i>	<i>Prior Yr Mtd</i>	<i>Mtd Budge</i>	<i>Ytd</i>	<i>Prior Ytd</i>	<i>Ytd Budget</i>
SALES						
3001 SALES	260,704.05	308,317.65	372,500.00	260,704.05	308,317.65	372,500.00
Total Sales	260,704.05	308,317.65	372,500.00	260,704.05	308,317.65	372,500.00
DISCOUNTS						
3003 SALES DISCOUNTS & ALLOWAN	352.02	678.55	916.67	352.02	678.55	916.67
Total Discounts	352.02	678.55	916.67	352.02	678.55	916.67
Net Sales	260,352.03	307,639.10	371,583.33	260,352.03	307,639.10	371,583.33
COST OF GOODS SOLD						
4001 COST OF SALES	210,541.20	274,036.99	308,333.33	210,541.20	274,036.99	308,333.33
4002 CASH DISCOUNTS ON PURCHAS	2,623.58 -	2,671.84 -	3,333.33 -	2,623.58 -	2,671.84 -	3,333.33 -
4005 Rebate Cost Adjustment	5,624.00 -	38,243.00 -	25,000.00 -	5,624.00 -	38,243.00 -	25,000.00 -
4101 C.O.G.S. W/INCORRECT AVG	407.34	68.60	0.00	407.34	68.60	0.00
4201 ADJUSTMENT TO VENDOR INV	386.89 -	0.00	0.00	386.89 -	0.00	0.00
4202 INVENTORY ADJ CYCLE COUNT	3,451.80 -	6.73	833.33	3,451.80 -	6.73	833.33
4203 INVENTORY ADJUSTMENTS	11.64 -	29.47	0.00	11.64 -	29.47	0.00
Total Cogs	198,850.63	233,226.95	280,833.33	198,850.63	233,226.95	280,833.33
Gross Margin	61,501.40	74,412.15	90,750.00	61,501.40	74,412.15	90,750.00
OPERATING EXPENSES						
7501 WAGES & SALARIES & COMMIS	20,967.27	20,596.00	20,833.33	20,967.27	20,596.00	20,833.33
7506 WAGES & SALARIES - BONUSE	0.00	0.00	416.67	0.00	0.00	416.67
7507 WAGES & SAL.-UNUSED SICK	0.00	140.00	41.67	0.00	140.00	41.67
7514 Federal Income Tax	0.00	15,933.00	8,333.33	0.00	15,933.00	8,333.33
Total Salaries & Wages	20,967.27	36,669.00	29,625.00	20,967.27	36,669.00	29,625.00
7301 AD VALOREM (PROPERTY) TA	921.09	2,571.27	666.67	921.09	2,571.27	666.67
7303 PAYROLL TAXES	1,480.02	1,321.10	1,750.00	1,480.02	1,321.10	1,750.00
7601 EMPLOYEE BENEFITS-OTHER	59.99	0.00	16.67	59.99	0.00	16.67
7603 EMP BENEFIT-HEALTH & DENT	1,680.18	1,656.96	1,666.67	1,680.18	1,656.96	1,666.67
7605 DEPENDENT HEALTH & DENTAL	31.92	31.92	0.00	31.92	31.92	0.00
7607 AFLAC INS. EMPLOYEE PAID-	74.10	74.10	0.00	74.10	74.10	0.00
7609 EMPLOYEE MEALS	0.00	0.00	33.33	0.00	0.00	33.33
7611 401-K EMPLOYER CONTRIBUTI	0.00	0.00	58.33	0.00	0.00	58.33
7612 401-K EMPLOYER CON-END OF	0.00	0.00	58.33	0.00	0.00	58.33
7426 Drug Screening	0.00	0.00	2.50	0.00	0.00	2.50
Total Employee Benefits	4,247.30	5,655.35	4,252.50	4,247.30	5,655.35	4,252.50
7902 INSURANCE-AUTO LIABILITY	0.00	0.00	125.00	0.00	0.00	125.00
7903 INSURANCE-MULTI-PERILUMBR	0.00	444.70	41.67	0.00	444.70	41.67
7906 INSURANCE-PROPERTY & BOIL	0.00	0.00	100.00	0.00	0.00	100.00
7910 INSURANCE - GENERAL LIABI	0.00	0.00	100.00	0.00	0.00	100.00
7911 INSURANCE-WORKMAN'S COMP.	0.00	0.00	125.00	0.00	0.00	125.00
Total Insurance	0.00	444.70	491.67	0.00	444.70	491.67

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7412	LEGAL FEES	0.00	0.00	83.33	0.00	0.00	83.33
7425	LICENSES & PERMITS	30.00	0.00	16.67	30.00	0.00	16.67
Total Professional Serv		30.00	0.00	100.00	30.00	0.00	100.00
7850	COMPUTER EXPENSE	0.00	0.00	41.67	0.00	0.00	41.67
7870	LOCAL PHONE SERVICE	919.24	816.33	916.67	919.24	816.33	916.67
7871	LONG DISTANCE PHONE SERVI	82.64	103.18	125.00	82.64	103.18	125.00
7873	SECURITY SYSTEM	50.82	50.87	50.00	50.82	50.87	50.00
7874	CELL PHONES	0.00	373.75	0.00	0.00	373.75	0.00
7405	DEPRECIATION & AMORTIZATI	843.67	1,128.27	833.33	843.67	1,128.27	833.33
7430	OFFICE EXPENSE	70.14	9.55	291.67	70.14	9.55	291.67
Total Office Expense		1,966.51	2,481.95	2,258.34	1,966.51	2,481.95	2,258.34
7703	TRAINING - LODGING	0.00	0.00	41.67	0.00	0.00	41.67
7704	TRAVEL - TRAINING - MISC	0.00	0.00	8.33	0.00	0.00	8.33
7705	TRAINING - MEALS	36.96	0.00	41.67	36.96	0.00	41.67
7751	TRAVEL - MGMT - LODGING	0.00	68.43	83.33	0.00	68.43	83.33
7752	TRAVEL - MGMT - AIRFARE	0.00	0.00	41.67	0.00	0.00	41.67
7753	TRAVEL - MGMT - MEALS	0.00	67.86	41.67	0.00	67.86	41.67
7757	TRAVEL - MGT - FUEL	0.00	87.50	166.67	0.00	87.50	166.67
7802	TRAVEL - SALES - MILAGE	795.61	0.00	833.33	795.61	0.00	833.33
7803	TRAVEL- SALES - LODGING	0.00	0.00	41.67	0.00	0.00	41.67
7101	TRAVEL - SALES - MEALS	0.00	0.00	16.67	0.00	0.00	16.67
7104	DELIVERY TRUCK REPAIRS	267.32	0.00	0.00	267.32	0.00	0.00
7425	LICENSES & PERMITS	30.00	0.00	16.67	30.00	0.00	16.67
Total Travel & Auto Exp		1,129.89	223.79	1,333.35	1,129.89	223.79	1,333.35
7201	MARKETING - MISC	0.00	0.00	41.67	0.00	0.00	41.67
7205	MARKETING - AUTOMATION FA	0.00	0.00	41.67	0.00	0.00	41.67
7253	MARKETING - PRINT MEDIA	0.00	0.00	8.33	0.00	0.00	8.33
7254	MARKETING - YELLOW PAGES	0.00	0.00	66.67	0.00	0.00	66.67
Total Advertising Expen		0.00	0.00	158.34	0.00	0.00	158.34
7457	UTILITIES-ELECTRIC	395.45	757.31	416.67	395.45	757.31	416.67
7458	UTILITIES-WATER	203.14	141.06	108.33	203.14	141.06	108.33
Total Utilities		598.59	898.37	525.00	598.59	898.37	525.00
7121	GARBAGE SERVICE	0.00	0.00	8.33	0.00	0.00	8.33
7122	WAREHOUSE EXPENSE	16.74	0.00	62.50	16.74	0.00	62.50
7406	DONATIONS	0.00	0.00	41.67	0.00	0.00	41.67
7407	DUES & SUBSCRIPTIONS	0.00	0.00	20.83	0.00	0.00	20.83
7409	FREIGHT	1,710.84	981.55	2,083.33	1,710.84	981.55	2,083.33
7415	BAD DEBT EXPENSE	0.00	0.00	166.67	0.00	0.00	166.67
7419	FACILITIES - REPAIRS & M	21.50	251.14	150.00	21.50	251.14	150.00
7420	ENTERTAINMENT & MEALS	31.28	156.89	125.00	31.28	156.89	125.00
7431	RENT - BUILDING	5,182.26	4,846.91	5,166.67	5,182.26	4,846.91	5,166.67
7427	FUEL SURCHARGE	1.04	0.00	0.00	1.04	0.00	0.00
7513	Restocking Fee	0.00	940.69	125.00	0.00	940.69	125.00
7417	freight-administrative	0.00	11.92	0.00	0.00	11.92	0.00
7999	XXXXXX-CORPORATE EXPENSES	15,207.53	17,540.86	16,666.67	15,207.53	17,540.86	16,666.67

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Total Miscellaneous Exp	22,171.19	24,706.12	24,616.67	22,171.19	24,706.12	24,616.67
Total Operating Expense	51,110.75	71,079.28	63,360.87	51,110.75	71,079.28	63,360.87
Operating Income	10,390.65	3,332.87	27,389.13	10,390.65	3,332.87	27,389.13
OTHER INCOME						
5001 NON xxxxx REBATE INCOME	0.00	1,104.47	0.00	0.00	1,104.47	0.00
5002 XXXXX INCOME	2,137.92	3,517.94	1,250.00	2,137.92	3,517.94	1,250.00
5009 SERVICE CHARGE INCOME	6.60 -	0.00	0.00	6.60 -	0.00	0.00
Total Other Income	2,131.32	4,622.41	1,250.00	2,131.32	4,622.41	1,250.00
Net Income	12,521.97	7,955.28	28,639.13	12,521.97	7,955.28	28,639.13