

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

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

	YR TO DATE ENDING 08/02	PERCENT	YR TO DATE ENDING 08/01	PERCENT	VARIANCE AMOUNT	PERCENT
Revenues						
Sales	592,413.45	48.1 %	549,296.78	48.8 %	43,116.67	7.9 %
Sales	169,785.38	13.8 %	159,845.36	14.2 %	9,940.02	6.2 %
Sales	286,604.02	23.3 %	260,546.25	23.1 %	26,057.77	10.0 %
Sales	52,360.08	4.3 %	47,679.97	4.2 %	4,680.11	9.8 %
Miscellaneous Income	490.07	0.0 %	491.12	0.0 %	(1.05)	(0.2)%
Miscellaneous Income	161.02	0.0 %	151.78	0.0 %	9.24	6.1 %
Miscellaneous Income	308.12	0.0 %	309.33	0.0 %	(1.21)	(0.4)%
Miscellaneous Income	99.96	0.0 %	99.07	0.0 %	0.89	0.9 %
Consulting & Design	81,540.01	6.6 %	66,318.62	5.9 %	15,221.39	23.0 %
Consulting & Design	31,657.01	2.6 %	25,790.58	2.3 %	5,866.43	22.8 %
Finance Charges	2,806.12	0.2 %	2,390.38	0.2 %	415.74	17.4 %
Finance Charges	813.69	0.1 %	695.60	0.1 %	118.09	17.0 %
Finance Charges	1,233.73	0.1 %	1,142.83	0.1 %	90.90	8.0 %
Finance Charges	226.98	0.0 %	209.15	0.0 %	17.83	8.5 %
Interest Income	1,626.04	0.1 %	3,251.07	0.3 %	(1,625.03)	(50.0)%
Interest Income	384.17	0.0 %	376.86	0.0 %	7.31	1.9 %
Discounts Taken	5,238.01	0.4 %	4,099.22	0.4 %	1,138.79	27.8 %
Discounts Taken	1,524.44	0.1 %	1,192.87	0.1 %	331.57	27.8 %
Discounts Taken	2,955.55	0.2 %	2,145.24	0.2 %	810.31	37.8 %
Discounts Taken	539.91	0.0 %	392.58	0.0 %	147.33	37.5 %
Total Revenues	1,232,767.76	100.0 %	1,126,424.66	100.0 %	106,343.10	9.4 %
Cost of Sales						
Cost of Goods Sold	403,845.92	32.8 %	379,952.23	33.7 %	23,893.69	6.3 %
Cost of Goods Sold	104,392.32	8.5 %	97,606.15	8.7 %	6,786.17	7.0 %
Cost of Goods Sold	200,544.43	16.3 %	182,570.61	16.2 %	17,973.82	9.8 %
Cost of Goods Sold	31,661.33	2.6 %	28,816.01	2.6 %	2,845.32	9.9 %
Freight	2,277.32	0.2 %	1,745.36	0.2 %	531.96	30.5 %
Freight	672.25	0.1 %	507.91	0.1 %	164.34	32.4 %
Freight	1,299.97	0.1 %	868.65	0.1 %	431.32	49.7 %
Freight	240.22	0.0 %	158.97	0.0 %	81.25	51.1 %
Total Cost of Sales	744,933.76	60.4 %	692,225.89	61.5 %	52,707.87	7.6 %
Gross Profit	487,834.00	39.6 %	434,198.77	38.6 %	53,635.23	12.4 %
General & Administrative Expenses						
Purchases - Miscellaneous	2,717.57	0.2 %	2,219.11	0.2 %	498.46	22.5 %
Purchases - Miscellaneous	790.17	0.1 %	645.77	0.1 %	144.40	22.4 %

	YR TO DATE		YR TO DATE		VARIANCE	
	ENDING 08/02	PERCENT	ENDING 08/01	PERCENT	AMOUNT	PERCENT
Purchases - Miscellaneous	1,076.60	0.1 %	1,310.43	0.1 %	(233.83)	(17.8)%
Purchases - Miscellaneous	197.54	0.0 %	239.80	0.0 %	(42.26)	(17.6)%
Inventory Adjustments	3,828.77	0.3 %	3,279.37	0.3 %	549.40	16.8 %
Inventory Adjustments	1,115.10	0.1 %	954.29	0.1 %	160.81	16.9 %
Inventory Adjustments	1,262.43	0.1 %	1,082.19	0.1 %	180.24	16.7 %
Inventory Adjustments	414.54	0.0 %	357.12	0.0 %	57.42	16.1 %
Sales Tax	7,638.46	0.6 %	6,943.52	0.6 %	694.94	10.0 %
Sales Tax	2,131.78	0.2 %	2,020.57	0.2 %	111.21	5.5 %
Sales Tax	3,330.97	0.3 %	2,640.96	0.2 %	690.01	26.1 %
Sales Tax	629.87	0.1 %	483.29	0.0 %	146.58	30.3 %
Salaries	104,248.08	8.5 %	81,291.78	7.2 %	22,956.30	28.2 %
Salaries	28,446.32	2.3 %	23,655.92	2.1 %	4,790.40	20.3 %
Salaries	30,435.07	2.5 %	48,288.46	4.3 %	(17,853.39)	(37.0)%
Salaries	9,898.30	0.8 %	8,836.80	0.8 %	1,061.50	12.0 %
Payroll Taxes	25,120.33	2.0 %	25,736.34	2.3 %	(616.01)	(2.4)%
Payroll Taxes	7,045.09	0.6 %	7,489.25	0.7 %	(444.16)	(5.9)%
Payroll Taxes	11,675.82	1.0 %	12,896.08	1.1 %	(1,220.26)	(9.5)%
Payroll Taxes	2,175.21	0.2 %	2,360.00	0.2 %	(184.79)	(7.8)%
401(k) Employer Expense	1,102.02	0.1 %	0.00	0.0 %	1,102.02	999.9 %
401(k) Employer Expense	237.44	0.0 %	0.00	0.0 %	237.44	999.9 %
Employee Expenses	1,856.64	0.2 %	1,507.75	0.1 %	348.89	23.1 %
Employee Expenses	540.73	0.0 %	438.77	0.0 %	101.96	23.2 %
Employee Expenses	661.85	0.1 %	648.23	0.1 %	13.62	2.1 %
Employee Expenses	121.69	0.0 %	118.63	0.0 %	3.06	2.6 %
Entertainment	3,542.44	0.3 %	3,389.75	0.3 %	152.69	4.5 %
Entertainment	1,158.05	0.1 %	986.42	0.1 %	171.63	17.4 %
Entertainment	1,705.80	0.1 %	1,569.60	0.1 %	136.20	8.7 %
Entertainment	316.59	0.0 %	287.24	0.0 %	29.35	10.2 %
Travel	5,417.78	0.4 %	6,703.96	0.6 %	(1,286.18)	(19.2)%
Travel	1,053.49	0.1 %	1,566.56	0.1 %	(513.07)	(32.8)%
Travel	5,558.47	0.5 %	5,234.33	0.5 %	324.14	6.2 %
Travel	375.64	0.0 %	346.78	0.0 %	28.86	8.3 %
Depreciation Expense	9,320.58	0.8 %	9,496.18	0.8 %	(175.60)	(1.9)%
Depreciation Expense	2,721.28	0.2 %	2,763.39	0.3 %	(42.11)	(1.5)%
Depreciation Expense	2,980.31	0.2 %	2,345.56	0.2 %	634.75	27.1 %
Depreciation Expense	529.67	0.0 %	429.23	0.0 %	100.44	23.4 %
Office Expense	1,493.00	0.1 %	1,651.86	0.2 %	(158.86)	(9.6)%
Office Expense	435.81	0.0 %	480.69	0.0 %	(44.88)	(9.3)%
Office Expense	1,234.66	0.1 %	1,217.36	0.1 %	17.30	1.4 %
Office Expense	222.64	0.0 %	222.78	0.0 %	(0.14)	(0.1)%
Auto & Truck Expense	1,934.58	0.2 %	743.93	0.1 %	1,190.65	160.1 %
Auto & Truck Expense	559.82	0.1 %	216.48	0.0 %	343.34	158.6 %
Auto & Truck Expense	694.94	0.1 %	356.67	0.0 %	338.27	94.8 %
Auto & Truck Expense	129.61	0.0 %	65.26	0.0 %	64.35	98.6 %
Miscellaneous Expense	785.77	0.1 %	586.98	0.1 %	198.79	33.9 %
Miscellaneous Expense	217.84	0.0 %	170.81	0.0 %	47.03	27.5 %
Miscellaneous Expense	422.13	0.0 %	413.67	0.0 %	8.46	2.1 %
Miscellaneous Expense	76.53	0.0 %	75.69	0.0 %	0.84	1.1 %
Bank Charges	193.52	0.0 %	163.55	0.0 %	29.97	18.3 %
Bank Charges	57.02	0.0 %	47.60	0.0 %	9.42	19.8 %
Bank Charges	134.10	0.0 %	117.04	0.0 %	17.06	14.6 %

	YR TO DATE ENDING 08/02	PERCENT	YR TO DATE ENDING 08/01	PERCENT	VARIANCE AMOUNT	PERCENT
Bank Charges	24.89	0.0 %	21.41	0.0 %	3.48	16.3 %
Discounts Given	5,830.32	0.5 %	4,645.79	0.4 %	1,184.53	25.5 %
Discounts Given	1,629.91	0.1 %	1,351.92	0.1 %	277.99	20.6 %
Advertising	4,744.73	0.4 %	3,945.20	0.4 %	799.53	20.3 %
Advertising	1,375.21	0.1 %	1,148.06	0.1 %	227.15	19.8 %
Advertising	2,178.78	0.2 %	2,223.05	0.2 %	(44.27)	(2.0)%
Advertising	391.41	0.0 %	406.81	0.0 %	(15.40)	(3.8)%
Printing	1,091.65	0.1 %	1,581.69	0.1 %	(490.04)	(31.0)%
Printing	318.38	0.0 %	460.27	0.0 %	(141.89)	(30.8)%
Printing	494.10	0.0 %	653.60	0.1 %	(159.50)	(24.4)%
Printing	89.00	0.0 %	119.60	0.0 %	(30.60)	(25.6)%
Dues & Subscriptions	1,231.59	0.1 %	959.78	0.1 %	271.81	28.3 %
Dues & Subscriptions	333.06	0.0 %	279.30	0.0 %	53.76	19.3 %
Dues & Subscriptions	662.23	0.1 %	484.19	0.0 %	178.04	36.8 %
Dues & Subscriptions	117.24	0.0 %	88.60	0.0 %	28.64	32.3 %
Postal Expense	1,006.12	0.1 %	963.08	0.1 %	43.04	4.5 %
Postal Expense	292.40	0.0 %	280.25	0.0 %	12.15	4.3 %
Postal Expense	580.99	0.1 %	460.94	0.0 %	120.05	26.0 %
Postal Expense	105.97	0.0 %	84.35	0.0 %	21.62	25.6 %
Telephone	1,304.80	0.1 %	1,277.10	0.1 %	27.70	2.2 %
Telephone	377.77	0.0 %	371.63	0.0 %	6.14	1.7 %
Telephone	616.74	0.1 %	452.00	0.0 %	164.74	36.5 %
Telephone	112.18	0.0 %	82.72	0.0 %	29.46	35.6 %
Taxes & Licenses	16,573.00	1.3 %	13,208.05	1.2 %	3,364.95	25.5 %
Taxes & Licenses	4,785.81	0.4 %	3,843.55	0.3 %	942.26	24.5 %
Taxes & Licenses	6,586.45	0.5 %	5,225.21	0.5 %	1,361.24	26.1 %
Taxes & Licenses	1,223.45	0.1 %	956.20	0.1 %	267.25	28.0 %
Insurance Expense	5,616.41	0.5 %	4,622.82	0.4 %	993.59	21.5 %
Insurance Expense	2,137.21	0.2 %	1,828.82	0.2 %	308.39	16.9 %
Rental Expense	1,320.12	0.1 %	1,320.00	0.1 %	0.12	0.0 %
Rental Expense	2,807.88	0.2 %	2,808.00	0.3 %	(0.12)	0.0 %
Legal & Professional	6,946.69	0.6 %	6,521.93	0.6 %	424.76	6.5 %
Legal & Professional	1,937.64	0.2 %	1,897.88	0.2 %	39.76	2.1 %
Legal & Professional	1,752.35	0.1 %	1,743.29	0.2 %	9.06	0.5 %
Legal & Professional	324.76	0.0 %	319.03	0.0 %	5.73	1.8 %
Utilities	6,589.12	0.5 %	6,561.07	0.6 %	28.05	0.4 %
Utilities	1,910.77	0.2 %	1,909.28	0.2 %	1.49	0.1 %
Utilities	4,896.53	0.4 %	4,369.87	0.4 %	526.66	12.1 %
Utilities	902.05	0.1 %	799.68	0.1 %	102.37	12.8 %
Total General & Administrative Expense	383,190.17	31.1 %	357,369.82	31.7 %	25,820.35	7.2 %
Net Profit or Loss	104,643.83	8.5 %	76,828.95	6.8 %	27,814.88	36.2 %