

Builders Supply
G/L INCOME STATEMENT WITH LAST YEAR COMPARISON
FOR THE PERIODS ENDED SEP 30, 2000

Acnt#	Description	Current Period				Year - to - Date			
		This Year	%	Last Year	%	This Year	%	Last Year	%
REVENUE									
4010	RETAIL SALES	320610.08	33.43	299856.32	27.73	2553174.02	31.91	2400554.79	30.59
4020	INC. FROM COMPLETED CONTRACTS	648524.29	67.63	789815.90	73.05	5513488.71	68.92	5513488.71	70.26
4040	DISCOUNTS ALLOWED	10191.34 -	1.06 -	8431.99 -	.78 -	66681.24 -	.83 -	66681.24 -	.85 -
TOTAL REVENUE		958943.03	100.00	1081240.23	100.00	7999981.49	100.00	7847362.26	100.00
COST OF GOODS SOLD									
5010	COST OF GOODS SOLD - RETAIL	148377.59	15.47	134820.04	12.47	1190132.91	14.88	1215285.10	15.49
5020	COST OF GOODS SOLD - CONTRACT	353440.02	36.86	442005.82	40.88	2934939.75	36.69	2934939.75	37.40
5030	FREIGHT IN	32841.16	3.42	31768.02	2.94	260004.12	3.25	260004.12	3.31
TOTAL COST OF GOODS SOLD		534658.77	55.76	608593.88	56.29	4385076.78	54.81	4410228.97	56.20
GROSS PROFIT		424284.26	44.24	472646.35	43.71	3614904.71	45.19	3437133.29	43.80
EXPENSES									
SELLING EXPENSES									
5100	SALARIES EXPENSE	60862.48	6.35	58305.89	5.39	513779.38	6.42	513779.38	6.55
5110	TRAVEL AND ENTERTAINMENT EXP	199.23	.02	251.58	.02	2111.30	.03	2111.30	.03
5120	AUTO EXPENSE	1978.55	.21	2365.72	.22	136314.46	1.70	20255.61	.26
5130	ADVERTISING EXPENSE	1846.90	.19	2784.32	.26	178452.14	2.23	21662.71	.28
TOTAL SELLING EXPENSES		64887.16	6.77	63707.51	5.89	830657.28	10.38	557809.00	7.11
MANUFACTURING EXPENSES									
5200	PAYROLL EXPENSE	110774.81	11.55	106121.60	9.81	935121.52	11.69	935121.52	11.92
5210	DEPRECIATION EXPENSE	20090.34	2.10	20090.34	1.86	173608.89	2.17	173608.89	2.21
5220	MAINTENANCE EXPENSE	1129.98	.12	1221.86	.11	10502.03	.13	10502.03	.13
5230	APPLIED OVERHEAD	5093.08	.53	4879.14	.45	43618.58	.55	43618.58	.56
TOTAL MANUFACTURING EXP.		137088.21	14.30	132312.94	12.24	1162851.02	14.54	1162851.02	14.82

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GENL & ADMIN EXPENSES									
5300	SALARIES EXPENSE	83017.45	8.66	79530.22	7.36	700803.70	8.76	700803.70	8.93
5310	AMORTIZATION EXPENSE	5.58	.00	5.58	.00	50.22	.00	50.22	.00
5320	PROFESSIONAL SERVICES	20814.76	2.17	35163.45	3.25	192386.37	2.40	192386.37	2.45
5330	TELEPHONE EXPENSE	4296.04	.45	4281.84	.40	38192.50	.48	38192.50	.49
5340	UTILITIES EXPENSE	2296.21	.24	2035.32	.19	107971.04	1.35	20454.61	.26
5350	INSURANCE EXPENSE	5155.31	.54	5155.31	.48	70787.07	.88	46397.79	.59
TOTAL GENL & ADMIN EXPENSES		115585.35	12.05	126171.72	11.67	1110190.90	13.88	998285.19	12.72
TOTAL EXPENSES		317560.72	33.12	322192.17	29.80	3103699.20	38.80	2718945.21	34.65
OTHER INCOME AND EXPENSES									
8010	OTHER INCOME	75.00	.01	63.41	.01	22087.24	.28	22087.24	.28
8050	INTEREST EXPENSE	13883.23 -	1.45 -	13883.23 -	1.28 -	124949.07 -	1.56 -	124949.07 -	1.59 -
8060	OTHER EXPENSES	1264.43 -	.13 -	1210.67 -	.11 -	13344.54 -	.17 -	13344.54 -	.17 -
TOTAL OTHER INC. & EXP.		15072.66 -	1.57 -	15030.49 -	1.39 -	116206.37 -	1.45 -	116206.37 -	1.48 -
PROFIT BEFORE TAXES		91650.88	9.56	135423.69	12.52	394999.14	4.94	601981.71	7.67
NET PROFIT		91650.88	9.56	135423.69	12.52	394999.14	4.94	601981.71	7.67

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