

Builders Supply

INCOME STATEMENT WITH LAST YEAR COMPARISON

FOR THE PERIODS ENDED JAN 31, 2006

Acct No	Description	*** CURRENT PERIOD ***		*** YEAR - TO - DATE ***	
		This Year	%	Last Year	%
REVENUE					
4010	RETAIL SALES	271941.57	39.15	256417.85	28.29
4020	INC. FROM COMPLETED CONTRACTS	429473.62	61.84	656133.38	72.38
4022	UNCOLLECTABLE ACCOUNTS	.00	.00	.00	.00
4030	RETURNS & ALLOWANCES	.00	.00	.00	.00
4040	DISCOUNTS ALLOWED	6882.73-	.99-	6061.33-	.67-
4050	FREIGHT OUT	.00	.00	.00	.00
TOTAL REVENUE		694532.46	100.00	906489.90	100.00
COST OF GOODS SOLD					
5010	COST OF GOODS SOLD - RETAIL	135739.90	19.54	138612.20	15.29
5020	COST OF GOODS SOLD - CONTRACT	232344.55	33.45	363495.10	40.10
5030	FREIGHT IN	25987.46	3.74	29817.66	3.29
5040	INVENTORY VARIANCE	.00	.00	.00	.00
TOTAL COST OF GOODS SOLD		394071.91	56.74	531924.96	58.68
GROSS PROFIT		300460.55	43.26	374564.94	41.32
EXPENSES					
SELLING EXPENSES					
5100	SALARIES EXPENSE	.00	.00	.00	.00
5100	SALARIES EXPENSE - MPLS	39605.06	5.70	42979.07	4.74
5100	SALARIES EXPENSE - DALL	5280.68	.76	5730.54	.63
5100	SALARIES EXPENSE - OAKL	7921.01	1.14	8595.82	.95
5110	TRAVEL AND ENTERTAINMENT EXP	.00	.00	.00	.00
5110	TRAVEL AND ENTERTAINMENT-MPLS	169.59	.02	189.08	.02
5110	TRAVEL AND ENTERTAINMENT-DALL	22.61	.00	25.21	.00
5110	TRAVEL AND ENTERTAINMENT-OAKL	33.92	.00	37.82	.00
5120	AUTO EXPENSE	.00	.00	.00	.00
5120	AUTO EXPENSE - MPLS	1255.48	.18	1513.25	.17
5120	AUTO EXPENSE - DALL	167.40	.02	201.77	.02
5120	AUTO EXPENSE - OAKL	251.09	.04	302.64	.03
5130	ADVERTISING EXPENSE	.00	.00	.00	.00
5130	ADVERTISING EXPENSE - MPLS	1001.87	.14	852.85	.09
5130	ADVERTISING EXPENSE - DALL	1001.87	.14	852.85	.09
5130	ADVERTISING EXPENSE - OAKL	1001.86	.14	852.86	.09
TOTAL SELLING EXPENSES		57712.44	8.31	62133.76	6.85

MANUFACTURING EXPENSES

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5200	PAYROLL EXPENSE	96112.71	13.84	104300.69	11.51	96112.71	13.84	104300.69	11.51
5210	DEPRECIATION EXPENSE	18368.65	2.64	20090.34	2.22	18368.65	2.64	20090.34	2.22
5220	MAINTENANCE EXPENSE	1110.74	.16	1226.38	.14	1110.74	.16	1226.38	.14
5230	APPLIED OVERHEAD	4418.97	.64	4795.42	.53	4418.97	.64	4795.42	.53
TOTAL MANUFACTURING EXP.		120011.07	17.28	130412.83	14.39	120011.07	17.28	130412.83	14.39

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GENL & ADMIN EXPENSES					
5300	SALARIES EXPENSE	.00	.00	.00	.00
5300	SALARIES EXPENSE - MPLS	54021.98	7.78	58624.18	6.47
5300	SALARIES EXPENSE - DALL	7202.93	1.04	7816.56	.86
5300	SALARIES EXPENSE - OAKL	10804.39	1.56	11724.83	1.29
5310	AMORTIZATION EXPENSE	.00	.00	.00	.00
5310	AMORTIZATION EXPENSE - MPLS	4.46	.00	4.46	.00
5310	AMORTIZATION EXPENSE - DALL	.56	.00	.56	.00
5310	AMORTIZATION EXPENSE - OAKL	.56	.00	.56	.00
5320	PROFESSIONAL SERVICES	.00	.00	.00	.00
5320	PROFESSIONAL SERVICES - MPLS	3939.25	.57	8132.06	.90
5320	PROFESSIONAL SERVICES - DALL	3939.26	.57	8132.07	.90
5320	PROFESSIONAL SERVICES - OAKL	3939.26	.57	8132.07	.90
5330	TELEPHONE EXPENSE	.00	.00	.00	.00
5330	TELEPHONE EXPENSE - MPLS	2623.78	.38	2255.96	.25
5330	TELEPHONE EXPENSE - DALL	874.60	.13	751.99	.08
5330	TELEPHONE EXPENSE - OAKL	874.60	.13	751.99	.08
5340	UTILITIES EXPENSE	.00	.00	.00	.00
5340	UTILITIES EXPENSE - MPLS	1470.99	.21	1493.12	.16
5340	UTILITIES EXPENSE - DALL	245.17	.04	248.85	.03
5340	UTILITIES EXPENSE - OAKL	735.49	.11	746.57	.08
5350	INSURANCE EXPENSE	.00	.00	.00	.00
5350	INSURANCE EXPENSE - MPLS	4124.25	.59	4124.25	.45
5350	INSURANCE EXPENSE - DALL	515.53	.07	515.53	.06
5350	INSURANCE EXPENSE - OAKL	515.53	.07	515.53	.06
TOTAL GENL & ADMIN EXPENSES		95832.59	13.80	113971.14	12.57
TOTAL EXPENSES		273556.10	39.39	306517.73	33.81
OTHER INCOME AND EXPENSES					
8010	OTHER INCOME	203.98	.03	104.44	.01
8020	FINANCE CHARGES ASSESSED	.00	.00	.00	.00
8040	DISCOUNTS TAKEN	.00	.00	.00	.00
8050	INTEREST EXPENSE	13883.23-	2.00-	13883.23-	1.53-
8060	OTHER EXPENSES	1301.43-	.19-	1842.10-	.20-
TOTAL OTHER INC. & EXP.		14980.68-	2.16-	15620.89-	1.72-
PROFIT BEFORE TAXES		11923.77	1.72	52426.32	5.78
8510	FEDERAL INCOME TAX EXPENSE	.00	.00	.00	.00

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	<i>This Year</i>	<i>%</i>	<i>Last Year</i>	<i>%</i>	<i>This Year</i>	<i>%</i>	<i>Last Year</i>	<i>%</i>
8520 STATE INCOME TAX EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
NET PROFIT	11923.77	1.72	52426.32	5.78	11923.77	1.72	52426.32	5.78

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