

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

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

|  | QUARTER<br>ENDING 08/02 | PERCENT        | QUARTER<br>ENDING 08/01 | PERCENT        | VARIANCE<br>AMOUNT | PERCENT       |
|--|-------------------------|----------------|-------------------------|----------------|--------------------|---------------|
| <b>Revenues</b>                              |                         |                |                         |                |                    |               |
| Sales  | 247,563.06              | 51.1 %         | 213,000.30              | 49.5 %         | 34,562.76          | 16.2 %        |
| Sales  | 68,997.12               | 14.2 %         | 61,983.08               | 14.4 %         | 7,014.04           | 11.3 %        |
| Sales  | 108,143.73              | 22.3 %         | 97,297.20               | 22.6 %         | 10,846.53          | 11.2 %        |
| Sales  | 19,957.41               | 4.1 %          | 17,805.39               | 4.1 %          | 2,152.02           | 12.1 %        |
| Miscellaneous Income                         | 201.21                  | 0.0 %          | 189.73                  | 0.0 %          | 11.48              | 6.1 %         |
| Miscellaneous Income                         | 71.57                   | 0.0 %          | 58.73                   | 0.0 %          | 12.84              | 21.9 %        |
| Miscellaneous Income                         | 126.18                  | 0.0 %          | 119.50                  | 0.0 %          | 6.68               | 5.6 %         |
| Miscellaneous Income                         | 41.69                   | 0.0 %          | 38.27                   | 0.0 %          | 3.42               | 8.9 %         |
| Consulting & Design                          | 23,582.03               | 4.9 %          | 24,864.58               | 5.8 %          | (1,282.55)         | (5.2)%        |
| Consulting & Design                          | 9,117.79                | 1.9 %          | 9,669.56                | 2.3 %          | (551.77)           | (5.7)%        |
| Finance Charges                              | 1,136.63                | 0.2 %          | 935.76                  | 0.2 %          | 200.87             | 21.5 %        |
| Finance Charges                              | 327.86                  | 0.1 %          | 272.31                  | 0.1 %          | 55.55              | 20.4 %        |
| Finance Charges                              | 471.26                  | 0.1 %          | 446.41                  | 0.1 %          | 24.85              | 5.6 %         |
| Finance Charges                              | 87.45                   | 0.0 %          | 81.70                   | 0.0 %          | 5.75               | 7.0 %         |
| Interest Income                              | 609.16                  | 0.1 %          | 611.62                  | 0.1 %          | (2.46)             | (0.4)%        |
| Interest Income                              | 147.75                  | 0.0 %          | 144.39                  | 0.0 %          | 3.36               | 2.3 %         |
| Discounts Taken                              | 2,137.79                | 0.4 %          | 1,589.54                | 0.4 %          | 548.25             | 34.5 %        |
| Discounts Taken                              | 622.27                  | 0.1 %          | 462.54                  | 0.1 %          | 159.73             | 34.5 %        |
| Discounts Taken                              | 1,104.30                | 0.2 %          | 575.58                  | 0.1 %          | 528.72             | 91.9 %        |
| Discounts Taken                              | 201.13                  | 0.0 %          | 105.34                  | 0.0 %          | 95.79              | 90.9 %        |
| <b>Total Revenues</b>                        | <b>484,647.39</b>       | <b>100.0 %</b> | <b>430,251.53</b>       | <b>100.0 %</b> | <b>54,395.86</b>   | <b>12.6 %</b> |
| <b>Cost of Sales</b>                         |                         |                |                         |                |                    |               |
| Cost of Goods Sold                           | 163,811.64              | 33.8 %         | 146,878.60              | 34.1 %         | 16,933.04          | 11.5 %        |
| Cost of Goods Sold                           | 42,822.24               | 8.8 %          | 37,991.67               | 8.8 %          | 4,830.57           | 12.7 %        |
| Cost of Goods Sold                           | 75,730.85               | 15.6 %         | 68,360.86               | 15.9 %         | 7,369.99           | 10.8 %        |
| Cost of Goods Sold                           | 12,140.27               | 2.5 %          | 10,731.87               | 2.5 %          | 1,408.40           | 13.1 %        |
| Freight                                      | 912.66                  | 0.2 %          | 701.41                  | 0.2 %          | 211.25             | 30.1 %        |
| Freight                                      | 275.14                  | 0.1 %          | 204.12                  | 0.1 %          | 71.02              | 34.8 %        |
| Freight                                      | 566.09                  | 0.1 %          | 300.54                  | 0.1 %          | 265.55             | 88.4 %        |
| Freight                                      | 105.93                  | 0.0 %          | 55.01                   | 0.0 %          | 50.92              | 92.6 %        |
| <b>Total Cost of Sales</b>                   | <b>296,364.82</b>       | <b>61.2 %</b>  | <b>265,224.08</b>       | <b>61.6 %</b>  | <b>31,140.74</b>   | <b>11.7 %</b> |
| <b>Gross Profit</b>                          | <b>188,282.57</b>       | <b>38.9 %</b>  | <b>165,027.45</b>       | <b>38.4 %</b>  | <b>23,255.12</b>   | <b>14.1 %</b> |
| <b>General &amp; Administrative Expenses</b> |                         |                |                         |                |                    |               |
| Purchases - Miscellaneous                    | 697.40                  | 0.1 %          | 431.69                  | 0.1 %          | 265.71             | 61.6 %        |
| Purchases - Miscellaneous                    | 202.31                  | 0.0 %          | 125.64                  | 0.0 %          | 76.67              | 61.0 %        |
| Purchases - Miscellaneous                    | 474.49                  | 0.1 %          | 554.01                  | 0.1 %          | (79.52)            | (14.4)%       |

|                           | QUARTER      |         | QUARTER      |         | VARIANCE   |         |
|---------------------------|--------------|---------|--------------|---------|------------|---------|
|                           | ENDING 08/02 | PERCENT | ENDING 08/01 | PERCENT | AMOUNT     | PERCENT |
| Purchases - Miscellaneous | 87.35        | 0.0 %   | 101.38       | 0.0 %   | (14.03)    | (13.8)% |
| Inventory Adjustments     | 1,348.60     | 0.3 %   | 1,271.64     | 0.3 %   | 76.96      | 6.1 %   |
| Inventory Adjustments     | 393.37       | 0.1 %   | 370.04       | 0.1 %   | 23.33      | 6.3 %   |
| Inventory Adjustments     | 443.97       | 0.1 %   | 419.64       | 0.1 %   | 24.33      | 5.8 %   |
| Inventory Adjustments     | 144.45       | 0.0 %   | 138.48       | 0.0 %   | 5.97       | 4.3 %   |
| Sales Tax                 | 3,349.86     | 0.7 %   | 2,842.16     | 0.7 %   | 507.70     | 17.9 %  |
| Sales Tax                 | 883.81       | 0.2 %   | 827.07       | 0.2 %   | 56.74      | 6.9 %   |
| Sales Tax                 | 1,480.79     | 0.3 %   | 1,274.16     | 0.3 %   | 206.63     | 16.2 %  |
| Sales Tax                 | 291.28       | 0.1 %   | 233.18       | 0.1 %   | 58.10      | 24.9 %  |
| Salaries                  | 40,814.77    | 8.4 %   | 31,090.76    | 7.2 %   | 9,724.01   | 31.3 %  |
| Salaries                  | 11,585.41    | 2.4 %   | 9,047.42     | 2.1 %   | 2,537.99   | 28.1 %  |
| Salaries                  | 8,924.56     | 1.8 %   | 16,964.10    | 3.9 %   | (8,039.54) | (47.4)% |
| Salaries                  | 3,215.71     | 0.7 %   | 3,104.45     | 0.7 %   | 111.26     | 3.6 %   |
| Payroll Taxes             | 8,700.79     | 1.8 %   | 9,893.94     | 2.3 %   | (1,193.15) | (12.1)% |
| Payroll Taxes             | 2,263.85     | 0.5 %   | 2,879.12     | 0.7 %   | (615.27)   | (21.4)% |
| Payroll Taxes             | 3,669.99     | 0.8 %   | 4,834.18     | 1.1 %   | (1,164.19) | (24.1)% |
| Payroll Taxes             | 706.55       | 0.2 %   | 884.67       | 0.2 %   | (178.12)   | (20.1)% |
| 401(k) Employer Expense   | 242.02       | 0.1 %   | 0.00         | 0.0 %   | 242.02     | 999.9 % |
| 401(k) Employer Expense   | 56.57        | 0.0 %   | 0.00         | 0.0 %   | 56.57      | 999.9 % |
| Employee Expenses         | 617.22       | 0.1 %   | 543.49       | 0.1 %   | 73.73      | 13.6 %  |
| Employee Expenses         | 180.06       | 0.0 %   | 158.17       | 0.0 %   | 21.89      | 13.8 %  |
| Employee Expenses         | 247.21       | 0.1 %   | 239.15       | 0.1 %   | 8.06       | 3.4 %   |
| Employee Expenses         | 45.81        | 0.0 %   | 43.78        | 0.0 %   | 2.03       | 4.6 %   |
| Entertainment             | 852.58       | 0.2 %   | 347.22       | 0.1 %   | 505.36     | 145.5 % |
| Entertainment             | 388.93       | 0.1 %   | 101.04       | 0.0 %   | 287.89     | 284.9 % |
| Entertainment             | 743.58       | 0.2 %   | 546.64       | 0.1 %   | 196.94     | 36.0 %  |
| Entertainment             | 140.51       | 0.0 %   | 100.04       | 0.0 %   | 40.47      | 40.5 %  |
| Travel                    | 1,932.69     | 0.4 %   | 1,719.89     | 0.4 %   | 212.80     | 12.4 %  |
| Travel                    | 405.48       | 0.1 %   | 356.38       | 0.1 %   | 49.10      | 13.8 %  |
| Travel                    | 2,505.72     | 0.5 %   | 2,188.04     | 0.5 %   | 317.68     | 14.5 %  |
| Travel                    | 198.93       | 0.0 %   | 171.25       | 0.0 %   | 27.68      | 16.2 %  |
| Depreciation Expense      | 3,579.22     | 0.7 %   | 3,630.42     | 0.8 %   | (51.20)    | (1.4)%  |
| Depreciation Expense      | 1,050.55     | 0.2 %   | 1,056.46     | 0.3 %   | (5.91)     | (0.6)%  |
| Depreciation Expense      | 1,410.82     | 0.3 %   | 960.73       | 0.2 %   | 450.09     | 46.9 %  |
| Depreciation Expense      | 242.46       | 0.1 %   | 175.81       | 0.0 %   | 66.65      | 37.9 %  |
| Office Expense            | 423.86       | 0.1 %   | 635.22       | 0.2 %   | (211.36)   | (33.3)% |
| Office Expense            | 124.69       | 0.0 %   | 184.85       | 0.0 %   | (60.16)    | (32.6)% |
| Office Expense            | 444.05       | 0.1 %   | 373.87       | 0.1 %   | 70.18      | 18.8 %  |
| Office Expense            | 77.96        | 0.0 %   | 68.41        | 0.0 %   | 9.55       | 14.0 %  |
| Auto & Truck Expense      | 344.16       | 0.1 %   | 176.24       | 0.0 %   | 167.92     | 95.3 %  |
| Auto & Truck Expense      | 97.01        | 0.0 %   | 51.28        | 0.0 %   | 45.73      | 89.2 %  |
| Auto & Truck Expense      | 344.86       | 0.1 %   | 118.44       | 0.0 %   | 226.42     | 191.2 % |
| Auto & Truck Expense      | 65.55        | 0.0 %   | 21.65        | 0.0 %   | 43.90      | 202.8 % |
| Miscellaneous Expense     | 202.11       | 0.0 %   | 224.94       | 0.1 %   | (22.83)    | (10.2)% |
| Miscellaneous Expense     | 48.00        | 0.0 %   | 65.45        | 0.0 %   | (17.45)    | (26.7)% |
| Miscellaneous Expense     | 171.54       | 0.0 %   | 174.90       | 0.0 %   | (3.36)     | (1.9)%  |
| Miscellaneous Expense     | 30.67        | 0.0 %   | 31.99        | 0.0 %   | (1.32)     | (4.1)%  |
| Bank Charges              | 77.01        | 0.0 %   | 65.38        | 0.0 %   | 11.63      | 17.8 %  |
| Bank Charges              | 23.12        | 0.0 %   | 19.03        | 0.0 %   | 4.09       | 21.5 %  |
| Bank Charges              | 51.09        | 0.0 %   | 38.18        | 0.0 %   | 12.91      | 33.8 %  |
| Bank Charges              | 9.71         | 0.0 %   | 6.97         | 0.0 %   | 2.74       | 39.3 %  |
| Discounts Given           | 2,316.72     | 0.5 %   | 1,801.49     | 0.4 %   | 515.23     | 28.6 %  |

|   | QUARTER           |               | QUARTER           |               | VARIANCE         |               |
|---|-------------------|---------------|-------------------|---------------|------------------|---------------|
|   | ENDING 08/02      | PERCENT       | ENDING 08/01      | PERCENT       | AMOUNT           | PERCENT       |
| Discounts Given                                   | 607.45            | 0.1 %         | 524.22            | 0.1 %         | 83.23            | 15.9 %        |
| Advertising                                       | 2,015.30          | 0.4 %         | 1,528.00          | 0.4 %         | 487.30           | 31.9 %        |
| Advertising                                       | 580.96            | 0.1 %         | 444.65            | 0.1 %         | 136.31           | 30.7 %        |
| Advertising                                       | 941.83            | 0.2 %         | 1,033.12          | 0.2 %         | (91.29)          | (8.8)%        |
| Advertising                                       | 165.06            | 0.0 %         | 189.05            | 0.0 %         | (23.99)          | (12.7)%       |
| Printing  | 510.48            | 0.1 %         | 331.63            | 0.1 %         | 178.85           | 53.9 %        |
| Printing  | 149.25            | 0.0 %         | 96.51             | 0.0 %         | 52.74            | 54.7 %        |
| Printing  | 156.41            | 0.0 %         | 171.21            | 0.0 %         | (14.80)          | (8.6)%        |
| Printing  | 27.21             | 0.0 %         | 31.32             | 0.0 %         | (4.11)           | (13.1)%       |
| Dues & Subscriptions                              | 473.80            | 0.1 %         | 313.72            | 0.1 %         | 160.08           | 51.0 %        |
| Dues & Subscriptions                              | 112.55            | 0.0 %         | 91.30             | 0.0 %         | 21.25            | 23.3 %        |
| Dues & Subscriptions                              | 218.15            | 0.1 %         | 171.90            | 0.0 %         | 46.25            | 26.9 %        |
| Dues & Subscriptions                              | 35.97             | 0.0 %         | 31.45             | 0.0 %         | 4.52             | 14.4 %        |
| Postal Expense                                    | 385.10            | 0.1 %         | 352.91            | 0.1 %         | 32.19            | 9.1 %         |
| Postal Expense                                    | 111.68            | 0.0 %         | 102.70            | 0.0 %         | 8.98             | 8.7 %         |
| Postal Expense                                    | 227.53            | 0.1 %         | 191.00            | 0.0 %         | 36.53            | 19.1 %        |
| Postal Expense                                    | 41.28             | 0.0 %         | 34.96             | 0.0 %         | 6.32             | 18.1 %        |
| Telephone   | 566.58            | 0.1 %         | 605.41            | 0.1 %         | (38.83)          | (6.4)%        |
| Telephone   | 162.95            | 0.0 %         | 176.16            | 0.0 %         | (13.21)          | (7.5)%        |
| Telephone   | 229.60            | 0.1 %         | 180.32            | 0.0 %         | 49.28            | 27.3 %        |
| Telephone   | 41.34             | 0.0 %         | 33.00             | 0.0 %         | 8.34             | 25.3 %        |
| Taxes & Licenses                                  | 6,540.49          | 1.4 %         | 5,887.57          | 1.4 %         | 652.92           | 11.1 %        |
| Taxes & Licenses                                  | 1,948.35          | 0.4 %         | 1,713.29          | 0.4 %         | 235.06           | 13.7 %        |
| Taxes & Licenses                                  | 2,562.79          | 0.5 %         | 2,412.33          | 0.6 %         | 150.46           | 6.2 %         |
| Taxes & Licenses                                  | 479.86            | 0.1 %         | 441.44            | 0.1 %         | 38.42            | 8.7 %         |
| Insurance Expense                                 | 2,205.03          | 0.5 %         | 2,060.65          | 0.5 %         | 144.38           | 7.0 %         |
| Insurance Expense                                 | 731.93            | 0.2 %         | 844.31            | 0.2 %         | (112.38)         | (13.3)%       |
| Rental Expense                                    | 495.12            | 0.1 %         | 495.00            | 0.1 %         | 0.12             | 0.0 %         |
| Rental Expense                                    | 1,052.88          | 0.2 %         | 1,053.00          | 0.2 %         | (0.12)           | 0.0 %         |
| Legal & Professional                              | 2,485.53          | 0.5 %         | 2,407.74          | 0.6 %         | 77.79            | 3.2 %         |
| Legal & Professional                              | 639.44            | 0.1 %         | 700.63            | 0.2 %         | (61.19)          | (8.7)%        |
| Legal & Professional                              | 721.73            | 0.2 %         | 577.85            | 0.1 %         | 143.88           | 24.9 %        |
| Legal & Professional                              | 136.16            | 0.0 %         | 105.77            | 0.0 %         | 30.39            | 28.7 %        |
| Utilities   | 2,380.05          | 0.5 %         | 2,626.28          | 0.6 %         | (246.23)         | (9.4)%        |
| Utilities   | 685.92            | 0.1 %         | 764.25            | 0.2 %         | (78.33)          | (10.3)%       |
| Utilities   | 2,189.71          | 0.5 %         | 1,832.46          | 0.4 %         | 357.25           | 19.5 %        |
| Utilities   | 406.68            | 0.1 %         | 335.33            | 0.1 %         | 71.35            | 21.3 %        |
| <b>Total General &amp; Administrative Expense</b> | <b>142,793.93</b> | <b>29.5 %</b> | <b>134,576.97</b> | <b>31.3 %</b> | <b>8,216.96</b>  | <b>6.1 %</b>  |
| <b>Net Profit or Loss</b>                         | <b>45,488.64</b>  | <b>9.4 %</b>  | <b>30,450.48</b>  | <b>7.1 %</b>  | <b>15,038.16</b> | <b>49.4 %</b> |