

Timberville Electronics, Inc.
Profit and Loss
 July 1994 through June 1999

	Jul '94 - Jun '95	Jul '95 - Jun '96	Jul '96 - Jun '97	Jul '97 - Jun '98	Jul '98 - Jun '99	TOTAL
Ordinary Income/Expense						
Income						
Tax Discounts	0.00	358.08	461.17	405.32	0.00	1,224.57
Commissions Income	5,568.90	28,314.18	23,693.64	103,985.12	293,017.45	454,579.29
Sales	1,526,899.16	791,780.43	757,951.83	816,882.44	848,658.44	4,742,172.30
Sales Discounts	-3,736.19	-7,454.54	-3,107.58	-13,344.24	-18,000.71	-45,643.26
Sales Returns	-2,331.24	-104.49	0.00	-280.10	-455.85	-3,171.68
Total Income	1,526,400.63	812,893.66	778,999.06	907,648.54	1,123,219.33	5,149,161.22
Cost of Goods Sold						
Cost of Goods Sold	695,518.87	322,611.64	260,582.46	402,833.87	532,747.07	2,214,293.91
Total COGS	695,518.87	322,611.64	260,582.46	402,833.87	532,747.07	2,214,293.91
Gross Profit	830,881.76	490,282.02	518,416.60	504,814.67	590,472.26	2,934,867.31
Expense						
Internet	0.00	0.00	288.82	325.20	1,135.03	1,749.05
Uniforms VK	0.00	1,267.11	1,351.18	667.92	263.02	3,549.23
Medical Company	0.00	120.00	0.00	0.00	0.00	120.00
Payroll Expenses	271,018.55	250,950.96	245,041.23	249,414.47	282,856.70	1,299,281.91
Bad Debts Expense	0.00	15,246.46	2,931.57	2,742.93	168.90	21,089.86
Discrepancies	823.39	-32.30	-1,857.20	1,375.54	-1,070.12	-760.69
Concessions Expense	2,587.47	1,252.86	1,509.26	2,556.80	2,798.86	10,705.25
Advertising	73,536.23	26,541.41	22,751.47	19,434.97	15,072.25	157,336.33
Bank Charges	3,731.00	2,176.93	3,233.05	8,036.14	12,241.78	29,418.90
Cash Discounts	420.47	8,467.58	1,798.78	19,967.56	16,501.29	47,155.68
Commissions	4,681.22	0.00	650.00	-1,728.90	0.00	3,602.32
Depreciation Expense	31,201.94	61,334.51	71,356.65	70,559.16	84,716.24	319,168.50
Donations	1,342.00	200.00	120.00	248.72	0.00	1,910.72
Dues and Subscriptions	1,200.00	250.75	731.34	1,414.01	2,739.74	6,335.84
Fixed Assets	0.00	0.00	0.00	515.82	3,202.70	3,718.52
Freight Expense	1,493.37	1,454.65	2,413.61	6,519.15	16,504.37	28,385.15
Insurance	32,005.19	16,101.75	13,407.53	13,662.92	10,104.18	85,281.57
Interest Expense	17,701.32	18,889.46	8,330.77	37,600.28	10,751.39	93,273.22
Licenses and Permits	390.00	393.00	206.50	214.50	252.00	1,456.00
Membership Fees	79.95	0.00	60.00	30.00	0.00	169.95
Miscellaneous	0.00	0.00	1,227.08	0.00	1,175.26	2,402.34
Office	40,292.14	14,153.68	12,281.57	12,459.17	15,934.66	95,121.22
Payroll Taxes	90,202.27	13,979.64	23,058.62	24,583.27	28,408.22	180,232.02
Petty Cash	0.00	0.00	2,115.61	3,982.95	384.32	6,482.88
Professional Fees	8,025.25	4,749.58	3,610.90	2,340.45	8,837.24	27,563.42
Refund	8,444.63	287.46	-2,827.00	0.00	0.00	5,905.09
Rent	19,478.07	21,486.59	21,162.24	21,499.88	28,688.29	112,315.07
Rental Equip.	341.62	269.95	0.00	0.00	0.00	611.57

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Repairs	10,343.13	7,275.07	5,906.78	2,904.87	4,028.62	30,458.47
Taxes	1,888.62	3,482.31	2,792.46	4,530.20	2,385.85	15,079.44
Telephone	34,509.19	13,801.68	15,289.25	10,327.45	11,416.57	85,344.14
Transportation	20,611.90	20,055.14	13,839.00	5,809.81	7,238.69	67,554.54
Utility	12,101.79	10,272.32	9,059.79	8,547.78	7,663.04	47,644.72
Total Expense	688,450.71	514,428.55	481,840.86	530,543.02	574,399.09	2,789,662.23
Net Ordinary Income	142,431.05	-24,146.53	36,575.74	-25,728.35	16,073.17	145,205.08
Other Income/Expense						
Other Income						
DEPOSIT	0.00	0.00	0.00	0.00	36.50	36.50
MARGIN INTEREST	0.00	0.00	0.00	-4,425.43	-111.22	-4,536.65
Rebates, Warr. & Other	0.00	5,214.38	219.00	1,125.45	80.00	6,638.83
Finance Charges & Collect. F...	1,302.01	7,686.28	4,762.59	3,944.81	6,005.74	23,701.43
Interest Income	0.00	714.66	191.25	299.15	1,488.77	2,693.83
Check Return Charge	25.00	175.00	98.00	1,300.42	2,248.51	3,846.93
Capital Gain (Loss)	0.00	0.00	0.00	6,223.69	-5,513.90	709.79
DIVIDEND	0.00	0.00	0.00	1.95	38.54	40.49
CREDIT INTEREST	0.00	0.00	0.00	4,171.44	1,109.82	5,281.26
Total Other Income	1,327.01	13,790.32	5,270.84	12,641.48	5,382.76	38,412.41
Other Expense						
VOID	192,851.26	0.00	0.00	0.00	0.00	192,851.26
Total Other Expense	192,851.26	0.00	0.00	0.00	0.00	192,851.26
Net Other Income	-191,524.25	13,790.32	5,270.84	12,641.48	5,382.76	-154,438.85
Net Income	-49,093.20	-10,356.21	41,846.58	-13,086.87	21,455.93	-9,233.77