



# Monthly Profit & Loss by Profit Center

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Quality Hardware  
Profit Center 010

|                                  |  | June |                    |              |                   | Year to Date  |                    |              |                    |              |
|----------------------------------|--|------|--------------------|--------------|-------------------|---------------|--------------------|--------------|--------------------|--------------|
| % Applied                        |  | 2000 | % Sale             | 1999         | Change            | 2000          | % Sale             | 1999         | Change             |              |
| <b>Operating Revenue</b>         |  |      |                    |              |                   |               |                    |              |                    |              |
| 51000-010                        | Retail Sales-Hardware & Accessories    | 100  | 81,239.33          | 70.9         | 9,250.00          | 778.3         | 298,603.10         | 82.2         | 66,503.60          | 349.0        |
| 52000-010                        | Wholesale Sales-Hardware & Accessories | 100  | 34,454.57          | 30.1         | 3,041.25          | 1032.9        | 65,890.40          | 18.1         | 172,504.73         | -61.8        |
| 59200-000                        | Customer Discounts                     | 70.0 | (1,103.17)         | -1.0         | (5.03)            | 21831.8       | (1,125.82)         | -0.3         | (5,736.35)         | -80.4        |
| 59500-000                        | Delivery Charge Income                 | 70.0 | -                  | -            | -                 | -             | -                  | -            | 140.00             | -100.0       |
| <b>Total Operating Revenue</b>   |  |      | <b>114,590.73</b>  | <b>100.0</b> | <b>12,286.22</b>  | <b>832.7</b>  | <b>363,367.68</b>  | <b>100.0</b> | <b>233,411.98</b>  | <b>55.7</b>  |
| <b>Cost of Sales</b>             |  |      |                    |              |                   |               |                    |              |                    |              |
| <b>Cost of Goods Sold</b>        |  |      |                    |              |                   |               |                    |              |                    |              |
| <b>Purchases</b>                 |  |      |                    |              |                   |               |                    |              |                    |              |
| 60000-010                        | Purchases-Hardware & Accessories       | 100  | 101,697.55         | 88.7         | 1,440.00          | 6962.3        | 325,567.73         | 89.6         | 191,895.71         | 69.7         |
| <b>Total Purchases</b>           |  |      | <b>101,697.55</b>  | <b>88.7</b>  | <b>1,440.00</b>   | <b>6962.3</b> | <b>325,567.73</b>  | <b>89.6</b>  | <b>191,895.71</b>  | <b>69.7</b>  |
| <b>Inventory Variance</b>        |  |      |                    |              |                   |               |                    |              |                    |              |
| 65000-010                        | Inventory Variance-Hardware &          | 100  | (34,928.26)        | -30.5        | 7,044.50          | -             | (96,398.37)        | -26.5        | (14,992.55)        | 543.0        |
| <b>Total Inventory Variance</b>  |  |      | <b>(34,928.26)</b> | <b>-30.5</b> | <b>7,044.50</b>   | <b>-</b>      | <b>(96,398.37)</b> | <b>-26.5</b> | <b>(14,992.55)</b> | <b>543.0</b> |
| <b>Total Cost of Goods Sold</b>  |  |      | <b>66,769.29</b>   | <b>58.3</b>  | <b>8,484.50</b>   | <b>687.0</b>  | <b>229,169.36</b>  | <b>63.1</b>  | <b>176,903.16</b>  | <b>29.5</b>  |
| <b>Labor</b>                     |  |      |                    |              |                   |               |                    |              |                    |              |
| 66100-000                        | Wages                                  | 70.0 | 610.40             | 0.5          | 2,822.76          | -78.4         | 8,048.89           | 2.2          | 8,153.43           | -1.3         |
| 66100-010                        | Wages-Hardware & Accessories           | 100  | 356.20             | 0.3          | 2,463.30          | -85.5         | 12,885.35          | 3.5          | 12,235.45          | 5.3          |
| <b>Total Labor</b>               |  |      | <b>966.60</b>      | <b>0.8</b>   | <b>5,286.06</b>   | <b>-81.7</b>  | <b>20,934.24</b>   | <b>5.8</b>   | <b>20,388.88</b>   | <b>2.7</b>   |
| <b>Other Cost of Sales</b>       |  |      |                    |              |                   |               |                    |              |                    |              |
| 68000-010                        | Commissions-Hardware & Access.         | 100  | 17.07              | -            | -                 | -             | 17.07              | -            | -                  | -            |
| 69200-000                        | Vendor Discounts                       | 70.0 | (442.05)           | -0.4         | -                 | -             | (611.94)           | -0.2         | (4,614.93)         | -86.7        |
| 69500-000                        | Freight Charges                        | 70.0 | -                  | -            | -                 | -             | -                  | -            | 31.50              | -100.0       |
| <b>Total Other Cost of Sales</b> |  |      | <b>(424.98)</b>    | <b>-0.4</b>  | <b>-</b>          | <b>-</b>      | <b>(594.87)</b>    | <b>-0.2</b>  | <b>(4,583.43)</b>  | <b>-87.0</b> |
| <b>Total Cost of Sales</b>       |  |      | <b>67,310.91</b>   | <b>58.7</b>  | <b>13,770.56</b>  | <b>388.8</b>  | <b>249,508.73</b>  | <b>68.7</b>  | <b>192,708.62</b>  | <b>29.5</b>  |
| <b>Income/(Loss):</b>            |  |      | <b>47,279.82</b>   | <b>41.3</b>  | <b>(1,484.34)</b> | <b>-</b>      | <b>113,858.95</b>  | <b>31.3</b>  | <b>40,703.37</b>   | <b>179.7</b> |
| <b>Operating Expenses</b>        |  |      |                    |              |                   |               |                    |              |                    |              |
| <b>General</b>                   |  |      |                    |              |                   |               |                    |              |                    |              |
| 70100-000                        | Interest Paid                          | 70.0 | -                  | -            | -                 | -             | 70.00              | -            | 634.42             | -89.0        |
| 70110-000                        | Bank Charges                           | 70.0 | -                  | -            | -                 | -             | -                  | -            | 719.56             | -100.0       |
| 70400-000                        | Advertising                            | 70.0 | -                  | -            | -                 | -             | 420.00             | 0.1          | 485.10             | -13.4        |
| 70600-000                        | Legal & Accounting                     | 70.0 | -                  | -            | -                 | -             | 1,750.00           | 0.5          | 1,960.00           | -10.7        |
| 70610-000                        | Dues & Subscriptions                   | 70.0 | -                  | -            | -                 | -             | -                  | -            | 90.30              | -100.0       |
| <b>Total General</b>             |  |      | <b>-</b>           | <b>-</b>     | <b>-</b>          | <b>-</b>      | <b>2,240.00</b>    | <b>0.6</b>   | <b>3,889.38</b>    | <b>-42.4</b> |
| <b>Supplies</b>                  |  |      |                    |              |                   |               |                    |              |                    |              |
| 71000-000                        | Store Supplies - General               | 70.0 | -                  | -            | -                 | -             | -                  | -            | 166.62             | -100.0       |
| 71000-010                        | Store Supplies-Hardware & Accessories  | 100  | -                  | -            | -                 | -             | 100.00             | -            | 244.76             | -59.1        |
| 71100-000                        | Office Supplies                        | 70.0 | -                  | -            | -                 | -             | 17.50              | -            | 327.84             | -94.7        |
| <b>Total Supplies</b>            |  |      | <b>-</b>           | <b>-</b>     | <b>-</b>          | <b>-</b>      | <b>117.50</b>      | <b>-</b>     | <b>739.22</b>      | <b>-84.1</b> |



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|   | % Applied | June            |            |                |              | Year to Date    |            |                 |               |
|---|-----------|-----------------|------------|----------------|--------------|-----------------|------------|-----------------|---------------|
|   |           | 2000            | % Sale     | 1999           | Change       | 2000            | % Sale     | 1999            | Change        |
| <b>Utilities</b>  |           |                 |            |                |              |                 |            |                 |               |
| 72100-000 Telephone                                       | 70.0      | -               | -          | -              | -            | 17.50           | -          | 290.34          | -94.0         |
| 72200-000 Electricity                                     | 70.0      | -               | -          | -              | -            | -               | -          | 318.54          | -100.0        |
| 72300-000 Heating   | 70.0      | -               | -          | -              | -            | 52.47           | -          | 231.00          | -77.3         |
| <b>Total Utilities</b>                                    |           | -               | -          | -              | -            | <b>69.97</b>    | -          | <b>839.87</b>   | <b>-91.7</b>  |
| <b>Maintenance</b>  |           |                 |            |                |              |                 |            |                 |               |
| 73100-000 Building Maintenance                            | 70.0      | -               | -          | -              | -            | -               | -          | 159.60          | -100.0        |
| 73300-000 Equipment Maintenance                           | 70.0      | 10.50           | -          | -              | -            | 10.50           | -          | 245.00          | -95.7         |
| 73400-000 Vehicle Maintenance                             | 70.0      | -               | -          | -              | -            | -               | -          | 643.30          | -100.0        |
| <b>Total Maintenance</b>                                  |           | <b>10.50</b>    | -          | -              | -            | <b>10.50</b>    | -          | <b>1,047.90</b> | <b>-99.0</b>  |
| <b>Wages</b>  |           |                 |            |                |              |                 |            |                 |               |
| 74100-000 Office Wages                                    | 70.0      | (137.90)        | -0.1       | -              | -            | 6,856.93        | 1.9        | 4,722.47        | 45.2          |
| 74700-000 Employee Medical Insurance                      | 70.0      | (21.00)         | -          | (42.00)        | -50.0        | (252.00)        | -0.1       | 588.00          | -             |
| 74800-000 Employee Benefits                               | 70.0      | -               | -          | -              | -            | -               | -          | 193.77          | -100.0        |
| 74900-000 Makeup Pay                                      | 70.0      | 1,291.89        | 1.1        | -              | -            | 1,291.89        | 0.4        | -               | -             |
| <b>Total Wages</b>  |           | <b>1,132.99</b> | <b>1.0</b> | <b>(42.00)</b> | -            | <b>7,896.83</b> | <b>2.2</b> | <b>5,504.23</b> | <b>43.5</b>   |
| <b>Rentals</b>  |           |                 |            |                |              |                 |            |                 |               |
| 75300-000 Equipment Rental                                | 70.0      | -               | -          | -              | -            | -               | -          | 560.00          | -100.0        |
| <b>Total Rentals</b>                                      |           | -               | -          | -              | -            | -               | -          | <b>560.00</b>   | <b>-100.0</b> |
| <b>Insurance</b>  |           |                 |            |                |              |                 |            |                 |               |
| 77110-000 General Liability - Building                    | 70.0      | -               | -          | -              | -            | -               | -          | 175.00          | -100.0        |
| 77140-000 Vehicle Liability                               | 70.0      | -               | -          | -              | -            | -               | -          | 280.00          | -100.0        |
| 77240-000 Vehicle Collision                               | 70.0      | -               | -          | -              | -            | -               | -          | 420.00          | -100.0        |
| 77300-000 Workman's Compensation                          | 70.0      | -               | -          | -              | -            | -               | -          | 301.00          | -100.0        |
| <b>Total Insurance</b>                                    |           | -               | -          | -              | -            | -               | -          | <b>1,176.00</b> | <b>-100.0</b> |
| <b>Taxes</b>  |           |                 |            |                |              |                 |            |                 |               |
| 78200-000 Payroll Tax - Social Security                   | 70.0      | 99.61           | 0.1        | 160.10         | -37.8        | 972.02          | 0.3        | 772.60          | 25.8          |
| 78200-010 Payroll Tax - Social Security-Hardware &        | 100       | 69.95           | 0.1        | 139.90         | -50.0        | 827.75          | 0.2        | 749.25          | 10.5          |
| 78220-000 Payroll Tax - Medicare                          | 70.0      | 23.29           | -          | 37.44          | -37.8        | 227.28          | 0.1        | 180.68          | 25.8          |
| 78220-010 Payroll Tax - Medicare-Hardware &               | 100       | 16.36           | -          | 32.72          | -50.0        | 193.59          | 0.1        | 175.24          | 10.5          |
| 78310-000 Payroll Tax - Federal Unemployment              | 70.0      | -               | -          | 9.42           | -100.0       | 78.42           | -          | 77.01           | 1.8           |
| 78310-010 Payroll Tax - Federal Unemployment-Hardware &   | 100       | -               | -          | -              | -            | 56.02           | -          | 56.00           | -             |
| 78320-000 Payroll Tax - State Unemployment                | 70.0      | -               | -          | 63.56          | -100.0       | 604.78          | 0.2        | 557.57          | 8.5           |
| 78320-010 Payroll Tax - State Unemployment-Hardware &     | 100       | -               | -          | -              | -            | 431.98          | 0.1        | 431.99          | -             |
| 78500-000 Real Estate Tax                                 | 70.0      | -               | -          | -              | -            | -               | -          | 3,150.00        | -100.0        |
| <b>Total Taxes</b>  |           | <b>209.21</b>   | <b>0.2</b> | <b>443.14</b>  | <b>-52.8</b> | <b>3,391.84</b> | <b>0.9</b> | <b>6,150.34</b> | <b>-44.9</b>  |
| <b>Depreciation</b>                                       |           |                 |            |                |              |                 |            |                 |               |
| 79100-000 Depreciation - Buildings                        | 70.0      | -               | -          | 199.50         | -100.0       | 808.50          | 0.2        | 1,228.50        | -34.2         |
| 79200-000 Depreciation - Building & Office Equip.         | 70.0      | (1,400.00)      | -1.2       | 411.61         | -            | (270.17)        | -0.1       | 1,759.82        | -             |
| 79300-000 Depreciation - Machinery & Equipment            | 70.0      | -               | -          | -              | -            | -               | -          | 157.50          | -100.0        |
| 79300-010 Depreciation - Machinery & Equipment-Hardware & | 100       | -               | -          | 360.52         | -100.0       | 1,479.28        | 0.4        | 1,381.56        | 7.1           |



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|   | % Applied | June              |             |                   |        | Year to Date     |             |                  |               |
|---|-----------|-------------------|-------------|-------------------|--------|------------------|-------------|------------------|---------------|
|   |           | 2000              | % Sale      | 1999              | Change | 2000             | % Sale      | 1999             | Change        |
| 79400-000 Depreciation - Vehicles           | 70.0      | -                 | -           | 638.09            | -100.0 | 2,010.99         | 0.6         | 2,754.26         | -27.0         |
| <b>Total Depreciation</b>                   |           | <b>(1,400.00)</b> | <b>-1.2</b> | <b>1,609.71</b>   | -      | <b>4,028.60</b>  | <b>1.1</b>  | <b>7,281.64</b>  | <b>-44.7</b>  |
| <b>Total Operating Expenses</b>             |           | <b>(47.30)</b>    | -           | <b>2,010.85</b>   | -      | <b>17,755.23</b> | <b>4.9</b>  | <b>27,188.58</b> | <b>-34.7</b>  |
| <b>Income/(Loss):</b>                       |           | <b>47,327.12</b>  | <b>41.3</b> | <b>(3,495.19)</b> | -      | <b>96,103.72</b> | <b>26.4</b> | <b>13,514.79</b> | <b>611.1</b>  |
| <b>Non-operating Items</b>                  |           |                   |             |                   |        |                  |             |                  |               |
| <b>Miscellaneous Income</b>                 |           |                   |             |                   |        |                  |             |                  |               |
| 80100-000 Interest Earned                   | 70.0      | -                 | -           | -                 | -      | -                | -           | 79.73            | -100.0        |
| 80200-000 Discounts Earned - Misc           | 70.0      | -                 | -           | -                 | -      | -                | -           | 20.62            | -100.0        |
| 80300-000 Customer Finance Charge<br>Income | 70.0      | -                 | -           | -                 | -      | -                | -           | 6.65             | -100.0        |
| <b>Total Miscellaneous Income</b>           |           | -                 | -           | -                 | -      | -                | -           | <b>107.00</b>    | <b>-100.0</b> |
| <b>Total Non-operating Items</b>            |           | -                 | -           | -                 | -      | -                | -           | <b>107.00</b>    | <b>-100.0</b> |
| <b>Unallocated</b>                          |           | -                 | -           | -                 | -      | -                | -           | -                | -             |
| <b>Income/(Loss):</b>                       |           | <b>47,327.12</b>  | <b>41.3</b> | <b>(3,495.19)</b> | -      | <b>96,103.72</b> | <b>26.4</b> | <b>13,621.79</b> | <b>605.5</b>  |