



Monthly Profit & Loss Detail

June 15, 2000
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Quality Hardware (New Demo Data)

June					Year to Date				
	2000	% Sale	1999	Change		2000	% Sale	1999	Change

Operating Revenue

51000-010 Retail Sales-Hardware & Access	32,970.30	46.4	9,250.00	256.4	68,144.07	46.2	66,503.60	2.5
51000-020 Retail Sales-Paint	2,527.05	3.6	1,597.50	58.2	11,333.30	7.7	8,081.51	40.2
52000-010 Wholesale Sales-Hardware & Acc	34,453.04	48.5	3,041.25	1032.9	65,882.87	44.6	172,504.73	-61.8
52000-020 Wholesale Sales-Paint	1,735.75	2.4	310.00	459.9	2,920.55	2.0	80,013.79	-96.3
53000-000 Service Income	-	-	-	-	-	-	30.00	-100.0
54000-000 Building Sales	-	-	-	-	-	-	-	-
59200-000 Customer Discounts	(643.90)	-0.9	(7.19)	8855.5	(676.26)	-0.5	(8,194.78)	-91.7
59500-000 Delivery Charge Income	-	-	-	-	-	-	200.00	-100.0
Total Operating Revenue	71,042.24	100.0	14,191.56	400.6	147,604.53	100.0	319,138.85	-53.7

Cost of Sales

Cost of Goods Sold

Purchases

60000-000 Materials Purchased	5,330.00	7.5	-	-	5,330.00	3.6	-	-
60000-010 Purchases-Hardware & Accessori	57,553.55	81.0	1,440.00	3896.8	107,820.55	73.0	191,895.71	-43.8
60000-020 Purchases-Paint	7,319.95	10.3	-	-	8,756.05	5.9	60,579.55	-85.5
60000-100 Purchases-Manufacturing	-	-	-	-	-	-	-	-
Total Purchases	70,203.50	98.8	1,440.00	4775.2	121,906.60	82.6	252,475.26	-51.7

Inventory Variance

65000-010 Inventory Variance-Hardware & .	(19,106.05)	-26.9	7,044.50	-	(21,396.28)	-14.5	(14,992.55)	42.7
65000-020 Inventory Variance-Paint	(4,510.85)	-6.3	1,209.50	-	419.56	0.3	761.79	-44.9
65000-100 Inventory Variance-Manufacturin	-	-	-	-	-	-	-	-
65500-000 Materials used within a Job	787.82	1.1	-	-	6,522.82	4.4	-	-
65700-100 Increased value of Manufactured	-	-	-	-	-	-	-	-
65900-000 Work In Process Variance	6,212.85	8.7	-	-	(2,561.24)	-1.7	(698.00)	266.9
Total Inventory Variance	(16,616.23)	-23.4	8,254.00	-	(17,015.14)	-11.5	(14,928.76)	14.0
Total Cost of Goods Sold	53,587.27	75.4	9,694.00	452.8	104,891.46	71.1	237,546.50	-55.8

Labor

66100-000 Wages	595.46	0.8	4,032.51	-85.2	11,221.87	7.6	11,647.76	-3.7
66100-010 Wages-Hardware & Accessories	257.20	0.4	2,463.30	-89.6	12,786.35	8.7	12,235.45	4.5
66100-020 Wages-Paint	383.64	0.5	3,220.80	-88.1	16,859.22	11.4	15,533.64	8.5
66100-100 Wages-Manufacturing	-	-	-	-	-	-	-	-
67000-000 Subcontract Labor	-	-	-	-	-	-	-	-
Total Labor	1,236.30	1.7	9,716.61	-87.3	40,867.44	27.7	39,416.85	3.7

Other Cost of Sales

69200-000 Vendor Discounts	(631.50)	-0.9	-	-	(874.20)	-0.6	(6,592.75)	-86.7
69500-000 Freight Charges	-	-	-	-	-	-	45.00	-100.0
Total Other Cost of Sales	(631.50)	-0.9	-	-	(874.20)	-0.6	(6,547.75)	-86.6
Total Cost of Sales	54,192.07	76.3	19,410.61	179.2	144,884.70	98.2	270,415.60	-46.4
Income/(Loss):	16,850.17	23.7	(5,219.05)	-	2,719.83	1.8	48,723.25	-94.4

Operating Expenses

General

70100-000 Interest paid	-	-	-	-	100.00	0.1	906.31	-89.0
70110-000 Bank Charges	-	-	-	-	-	-	1,027.94	-100.0
70300-000 Vendor Finance Charges	-	-	-	-	-	-	-	-
70400-000 Advertising	-	-	-	-	600.00	0.4	693.00	-13.4



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70600-000 Legal & Accounting	-	-	-	-	2,500.00	1.7	2,800.00	-10.7
70610-000 Dues & Subscriptions	-	-	-	-	-	-	129.00	-100.0
Total General	-	-	-	-	3,200.00	2.2	5,556.25	-42.4
Supplies								
71000-000 Store Supplies - General	-	-	-	-	-	-	238.03	-100.0
71000-010 Store Supplies-Hardware & Acce	-	-	-	-	100.00	0.1	244.76	-59.1
71000-020 Store Supplies-Paint	-	-	-	-	-	-	186.23	-100.0
71000-100 Supplies-Manufacturing	-	-	-	-	-	-	-	-
71100-000 Office Supplies	-	-	-	-	25.00	-	468.34	-94.7
Total Supplies	-	-	-	-	125.00	0.1	1,137.36	-89.0
Utilities								
72100-000 Telephone	-	-	-	-	25.00	-	414.77	-94.0
72200-000 Electricity	-	-	-	-	-	-	455.05	-100.0
72300-000 Heating	-	-	-	-	74.95	0.1	330.00	-77.3
Total Utilities	-	-	-	-	99.95	0.1	1,199.82	-91.7
Maintenance								
73100-000 Building Maintenance	-	-	-	-	-	-	228.00	-100.0
73300-000 Equipment Maintenance	-	-	-	-	-	-	350.00	-100.0
73400-000 Vehicle Maintenance	-	-	-	-	-	-	919.00	-100.0
Total Maintenance	-	-	-	-	-	-	1,497.00	-100.0
Wages								
74100-000 Office Wages	(225.00)	-0.3	-	-	9,767.62	6.6	6,746.38	44.8
74700-000 Employee Medical Insurance	(30.00)	-	(60.00)	-50.0	(360.00)	-0.2	840.00	-
74800-000 Employee Benefits	-	-	-	-	-	-	276.81	-100.0
74810-000 Other General Wages	710.52	1.0	-	-	710.52	0.5	-	-
Total Wages	455.52	0.6	(60.00)	-	10,118.14	6.9	7,863.19	28.7
Rentals								
75300-000 Equipment Rental	-	-	-	-	-	-	800.00	-100.0
Total Rentals	-	-	-	-	-	-	800.00	-100.0
Insurance								
77110-000 General Liability - Building	-	-	-	-	-	-	250.00	-100.0
77140-000 Vehicle Liability	-	-	-	-	-	-	400.00	-100.0
77240-000 Vehicle Collision	-	-	-	-	-	-	600.00	-100.0
77300-000 Workman's Compensation	-	-	-	-	-	-	430.00	-100.0
Total Insurance	-	-	-	-	-	-	1,680.00	-100.0
Taxes								
78200-000 Payroll Tax - Social Security	142.30	0.2	228.72	-37.8	1,388.60	0.9	1,103.71	25.8
78200-010 Payroll Tax - Social Security-Har	69.95	0.1	139.90	-50.0	827.75	0.6	749.25	10.5
78200-020 Payroll Tax - Social Security-Pair	90.65	0.1	180.94	-49.9	1,069.22	0.7	913.27	17.1
78220-000 Payroll Tax - Medicare	33.27	-	53.48	-37.8	324.69	0.2	258.11	25.8
78220-010 Payroll Tax - Medicare-Hardware	16.36	-	32.72	-50.0	193.59	0.1	175.24	10.5
78220-020 Payroll Tax - Medicare-Paint	21.20	-	42.32	-49.9	250.05	0.2	213.59	17.1
78310-000 Payroll Tax - Federal Unemployn	-	-	13.46	-100.0	112.03	0.1	110.02	1.8
78310-010 Payroll Tax - Federal Unemployn	-	-	-	-	56.02	-	56.00	-
78310-020 Payroll Tax - Federal Unemployn	-	-	-	-	56.01	-	56.00	-
78320-000 Payroll Tax - State Unemploymer	-	-	90.80	-100.0	863.97	0.6	796.53	8.5
78320-010 Payroll Tax - State Unemploymer	-	-	-	-	431.98	0.3	431.99	-
78320-020 Payroll Tax - State Unemploymer	-	-	-	-	431.99	0.3	432.00	-



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	June				Year to Date			
	2000	% Sale	1999	Change	2000	% Sale	1999	Change
78400-000 Sales Tax Paid	-	-	-	-	-	-	-	-
78500-000 Real Estate Tax	-	-	-	-	-	-	4,500.00	-100.0
Total Taxes	373.73	0.5	782.34	-52.2	6,005.90	4.1	9,795.71	-38.7
Depreciation								
79100-000 Depreciation - Buildings	-	-	285.00	-100.0	1,155.00	0.8	1,755.00	-34.2
79200-000 Depreciation - Office Equip./Fixt	-	-	588.01	-100.0	1,614.04	1.1	2,514.03	-35.8
79300-000 Depreciation - Machinery & Equi	-	-	-	-	-	-	225.00	-100.0
79300-010 Depreciation - Machinery & Equi	-	-	360.52	-100.0	1,479.28	1.0	1,381.56	7.1
79300-020 Depreciation - Machinery & Equi	-	-	-	-	-	-	600.00	-100.0
79300-100 Depreciation - Machinery & Equi	-	-	-	-	-	-	-	-
79400-000 Depreciation - Vehicles	-	-	911.55	-100.0	2,872.84	1.9	3,934.65	-27.0
Total Depreciation	-	-	2,145.08	-100.0	7,121.16	4.8	10,410.24	-31.6
Total Operating Expenses	829.25	1.2	2,867.42	-71.1	26,670.15	18.1	39,939.57	-33.2
Income/(Loss):	16,020.92	22.6	(8,086.47)	-	(23,950.32)	-16.2	8,783.68	-
Non-operating Items								
Miscellaneous Income								
80100-000 Interest Earned	-	-	-	-	-	-	113.90	-100.0
80200-000 Discounts Earned - Misc	-	-	-	-	-	-	29.45	-100.0
80300-000 Customer Finance Charge Income	-	-	-	-	-	-	9.50	-100.0
80900-000 Sale of Assets	-	-	-	-	-	-	-	-
Total Miscellaneous Income	-	-	-	-	-	-	152.85	-100.0
Other Expenses								
85100-000 Bad Debt	-	-	-	-	-	-	-	-
86200-000 Asset Disposal	-	-	-	-	-	-	-	-
86300-000 Depreciation Disposal	-	-	-	-	-	-	-	-
99999-000 Miscellaneous Adjustments	-	-	-	-	-	-	-	-
Total Other Expenses	-	-	-	-	-	-	-	-
Total Non-operating Items	-	-	-	-	-	-	152.85	-100.0
Income/(Loss):	16,020.92	22.6	(8,086.47)	-	(23,950.32)	-16.2	8,936.53	-