

## Builders Supply

### INCOME STATEMENT WITH LAST YEAR COMPARISON

FOR THE PERIODS ENDED JAN 31, 2006

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

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Acct Description No	*** CURRENT PERIOD ***				*** YEAR - TO - DATE ***			
	This Year	%	Last Year	%	This Year	%	Last Year	%
<b>5200</b> PAYROLL EXPENSE	<b>96112.71</b>	13.84	<b>104300.69</b>	11.51	<b>96112.71</b>	13.84	<b>104300.69</b>	11.51
<b>5210</b> DEPRECIATION EXPENSE	<b>18368.65</b>	2.64	<b>20090.34</b>	2.22	<b>18368.65</b>	2.64	<b>20090.34</b>	2.22
<b>5220</b> MAINTENANCE EXPENSE	<b>1110.74</b>	.16	<b>1226.38</b>	.14	<b>1110.74</b>	.16	<b>1226.38</b>	.14
<b>5230</b> APPLIED OVERHEAD	<b>4418.97</b>	.64	<b>4795.42</b>	.53	<b>4418.97</b>	.64	<b>4795.42</b>	.53
<b>TOTAL MANUFACTURING EXP.</b>	<b>120011.07</b>	17.28	<b>130412.83</b>	14.39	<b>120011.07</b>	17.28	<b>130412.83</b>	14.39

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

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8520 STATE INCOME TAX EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
<b>NET PROFIT</b>	<b>11923.77</b>	<b>1.72</b>	<b>52426.32</b>	<b>5.78</b>	<b>11923.77</b>	<b>1.72</b>	<b>52426.32</b>	<b>5.78</b>

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