

# Financial Statement

▲ Group	Prior	%	Current	%	% Diff	\$ Chg.	% Chg.
☐ Sales							
Gross Sales	695,885	99.8%	779,395	100.8%	1.0%	83,510	12.0%
Point of Sale Discount	-30,243	-4.3%	-31,755	-4.1%	0.2%	-1,512	-5.0%
Manufacturer Rebate	31,975	4.6%	25,641	3.3%	-1.3%	-6,334	-19.8%
Total	697,617	100.0%	773,281	100.0%	0.0%	75,664	10.8%
☐ Cost of Goods							
Prompt Pay	6,206	0.9%	6,330	0.8%	-0.1%	124	2.0%
Volume Purch Discount	72,855	10.4%	81,486	10.5%	0.1%	8,631	11.8%
Postage-in	-5,976	-0.9%	-10,866	-1.4%	-0.5%	-4,890	-81.8%
Cost of Goods	-452,325	-64.8%	-522,195	-67.5%	-2.7%		
Total	-379,241	45.6%	-445,244	42.4%	-3.2%	-66,004	-17.4%
☐ Payroll							
Salary & Wages	-52,650	-7.5%	-59,495	-7.7%	-0.1%	-6,844	-13.0%
Paid Time-Off	-2,633	-0.4%	-2,975	-0.4%	-0.0%	-342	-13.0%
Payroll Taxes	-5,265	-0.8%	-5,949	-0.8%	-0.0%	-684	-13.0%
Workers Comp & Insur.	-7,898	-1.1%	-13,388	-1.7%	-0.6%	-5,490	-69.5%
Total	-68,445	35.8%	-81,806	31.8%	-4.0%	-13,361	-19.5%
☐ Selling							
Travel & Entertainment	-44,326	-6.4%	-57,071	-7.4%	-1.0%	-12,745	-28.8%
Co. Auto & Mileage	-9,753	-1.4%	-10,533	-1.4%	0.0%	-780	-8.0%
Adverting	-8,010	-1.1%	-8,411	-1.1%	0.1%	-401	-5.0%
Promotion	-6,221	-0.9%	-4,977	-0.6%	0.2%	1,244	20.0%
Customer Invest	-18,170	-2.6%	-7,216	-0.9%	1.7%	10,953	60.3%
Total	-86,480	23.4%	-88,208	20.4%	-3.0%	-1,728	-2.0%