

	Total Company	%
Sales	\$1,481,028	100.00%
Cost of Sales		
Labor	\$252,354	17.04%
Materials/Parts	\$229,254	15.48%
Equipment	\$463,098	31.27%
Other Direct Cost	\$9,312	0.63%
Fringe Benefits - Direc	\$36,146	2.44%
Payroll Taxes and Ins.	\$15,616	1.05%
Total Costs	\$1,005,780	67.91%
Gross Margin	\$475,248	32.09%
Overhead Expenses		
Compensation		
Salaries - Officers	\$87,100	5.88%
Salaries - Office	\$38,500	2.60%
Fringe Benefits	\$7,406	0.50%
Vacation and Holidays	\$8,036	0.54%
Payroll Taxes and Insu	\$10,282	0.69%
Unapplied Labor	\$22,544	1.52%
Operation Expenses		
Tools and Supplies	\$4,896	0.33%
Office Supplies	\$10,934	0.74%
Vehicle Expenses	\$22,860	1.54%
Bad Debts	\$4,294	0.29%
Interest	\$6,234	0.42%
Charge Card Fees	\$494	0.03%
Advertising	\$28,276	1.91%
Travel and Entertainme	\$1,030	0.07%
Training	\$1,500	0.10%
Freight	\$1,290	0.09%
Dues and Subscription	\$6,522	0.44%
Contributions	\$420	0.03%
Legal and Professional	\$9,030	0.61%
Telephone	\$7,558	0.51%
Utilities	\$5,692	0.38%
Insurance - General	\$79,658	5.38%
Taxes and Licences	\$32,704	2.21%
Uniform Expenses	\$3,734	0.25%
Fixed Expenses		
Depreciation	\$17,442	1.18%
Rent - Building	\$19,200	1.30%
Bldg. Maint. And Repa	\$2,116	0.14%
Total Overhead	\$439,752	29.69%
Operation Profit	\$35,496	2.40%
Other Income	\$2,916	0.20%
Net Profit Before Taxes	\$38,412	2.59%

