



**Divisions (L2) - tes,OTH,OUT,BLD,BLD,OUT,SAL,Acc for Sep. 2016**

		Current Month			Year to date					Full Year			
		Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Remaining
<b>Income</b>													
4-1000	Sales	218,682	10,011	208,671	1,186,171	60,066	1,126,105		1,186,171	1,188,981	120,132	1,068,849	-1,068,849
4-2000	Returns and Allowan		-500	500		-3,000	3,000				-6,000	6,000	-6,000
4-5000	Freight Collected									26		26	-26
4-8000	Miscellaneous Incom									381		381	-381
4-9000	Rebates OUTD2		-1,000	1,000		-6,000	6,000				-12,000	12,000	-12,000
Total Income		218,682	8,511	210,171	1,186,171	51,066	1,135,105	0	1,186,171	1,189,388	102,132	1,087,256	-1,087,256
<b>Cost of Sales</b>													
5-1000	Purchases	109,139	2,330	106,809	619,641	13,980	605,661		619,641	621,038	27,960	593,078	-593,078
Total Cost of Sales		109,139	2,330	106,809	619,641	13,980	605,661	0	619,641	621,038	27,960	593,078	-593,078
Gross Margin		109,542	6,181	103,361	566,531	37,086	529,445	0	566,531	568,350	74,172	494,178	-494,178
<b>Expenses</b>													
6-1000	Administrative Expe	1,254	18	1,236	6,954	93	6,861		6,954	6,995	222	6,773	-6,773
6-2000	Operating Expenses	870		870	5,220		5,220		5,220	5,220		5,220	-5,220
6-3000	Personnel Expenses	713		713	3,163		3,163		3,163	3,163		3,163	-3,163
6-6000	Sales & Marketing E	1,728		1,728	10,769		10,769		10,769	10,769		10,769	-10,769

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Remaining
Total Expenses	4,565	18	4,547	26,106	93	26,013	0	26,106	26,147	222	25,925	-25,925
Gross Profit	104,978	6,163	98,815	540,425	36,993	503,432	0	540,425	542,203	73,950	468,253	-468,253
<b>Other Income</b>												
8-1112 ODBCx Insert				4,444		4,444		4,444	4,444		4,444	-4,444
Total Other Income	0	0	0	4,444	0	4,444	0	4,444	4,444	0	4,444	-4,444
Net Income	104,978	6,163	98,815	544,869	36,993	507,876	0	544,869	546,647	73,950	472,697	-472,697

Number of Rows: 11