

Realtime Software Corporation – Executive Information System (EIS)

Executive Information System

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A. Overview

The Executive Information System, or EIS, was developed as a way for executives and management level employees to take the pulse of their companies in a concise, customizable and user-friendly manner. This is done by providing access to financial information such as summarized general ledger balances, comparative operating results and ratios, and reconciling totals, both on-screen and via printed reports.

Features included:

- General ledger accounts can be grouped by pre-defined types for comparative reporting and calculating financial ratios.
- Operating activity can be reported as aged balances with record counts, comparative balances or both.
- General ledger balances can be compared to reconcile totals from applications to give instant visibility to out-of-balance conditions
- The system administrator can determine what data each user is allowed to see from the management system (i.e. sales manager might be blocked from cash and a/p) along with what order it displays.
- On-screen inquiries can start at the top level (account types) and drill down thru any user defined sub-levels (such as sites or departments), and ultimately to individual general ledger accounts and the supporting transaction documents, providing the user as much or as little detail as they desire.

In order to do this, data from each of the various functions will be stored allowing for comparative reporting. During batch (or during the day if you want) the system will break down A/R, A/P, etc into summarized files. The data is stored by default, in most instances, as system-wide (in total) and by general ledger account. Various additional breakdowns (by customer, by product-group, etc), are user-definable by function. Depending on the type of function, stored data may include aged trial balances, record counts, summarized financial totals, etc. The system will store the lump sum numbers for up to date current values along with values for each financial period. This will allow you to see what your balance was 4 months ago; along with how much was future, current, etc.

The system will automatically compare “reconcile totals” between the g/l and the detailed files (along with variances) for A/R, A/P, Inventory, Inventory Clearing, WIP Labor, and WIP non-stock parts. This allows users to immediately tell if the key balance sheet accounts on the g/l are in sync with the “transaction files”. Management, as well as accounting, will have visibility to these “reconciling variances” and should lead to much more accurate data and minimize huge journals at the year end since everybody will have visibility to any variances on a daily basis.

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Currently, EIS will calculate and store data for the following functions:

- Sales
- Accounts Receivable
- Accounts Payable
- Inventory
- Inventory Clearing
- Open Orders
- Quotations
- Purchase Orders
- WIP – Manufacturing, Labor and Non-Stock

Work on adding a variety of business ratios and more display / reporting options is currently underway. These features should be ready for release in the near future to further expand the usefulness of the EIS system.

One of the key features of the “dashboard” is to be able to provide a summary look at financial and operational data, while still being able to “drill down” to sub-levels and ultimately to account level details.

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B. Setup

To complete the necessary configuration for EIS to function, there are 3 setup steps.

1. Update new flags in Chart Of Accounts Background Table

In order to accomplish the drill down bucket classification process of EIS, it was necessary to add 3 new fields to the chart of accounts file. These new fields are: TYPE, CATEGORY and SUB-CATEGORY.

```
GL02A  IL THE TURF COMPANY                CHART OF ACCTS MAINTENANCE  25 May 04
ACCOUNT #  10400                          (ENTER RESPONSE OR ? FOR LOOKUP)
1. DESCRIPTION  ...PETTY CASH                2. INDENT SPACES
3. G/L  A  4. BBAL  Y  5. NORMAL C/D  D  6. CONSOL ACCT
7. TYPE 00 8. CATEGORY      9. SUB-CATEGORY
REPORT FLAGS:
FLAG DESC FA PC % ORDER  FLAG DESC FA PC % ORDER  FLAG DESC FA PC % ORDER
F01. PL                    F11. DPT1                    F21. CASH
F02. SS                    F12. DPT2                    F22.
F03. DPL                   F13. TST                     F23. NEW
F04.                      F14. TST1                    F24.
F05. BS    12              F15. TST2                    F25. NEW
F06. CF                      F16. TST3                    F26.
F07. SAF                    F17. TST4                    F27.
F08. TB    14              F18. TST5                    F28.
F09. SEQ1                   F19. KK                      F29.
F10. SEQ2                   F20. COA                     F30. FL30
ENTER N)EXT ACCOUNT, P)REVIOUS ACCOUNT, I)NDEX OF ACCOUNTS
ENTER LINE/FLAG=CHANGE, *=VOID, PA/PB=PAGE, D=DELETE, ^ OR RTN TO POST ...
```

TYPE – this 2-digit field is now required on all active and inactive general ledger accounts. It defines the account as being in one of several broad classifications, such as A/R, Inventory, Equity, Operating Expenses, etc. These classifications are chosen from a pre-determined list and ?-lookup is available when setting them up.

CATEGORY – this is an optional 3-digit field where account types can be further broken down for financial analysis by site, cost-center, etc. This field may be flagged as required is validated against the coa-category table, which is user-defined.

SUB-CATEGORY – this is an optional 3-digit field where account types can be further broken down for financial analysis by site, cost-center, etc. This field may be flagged as required is validated against the coa-subcategory table, which is user-defined.

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2. Create work files and buckets

Once all accounts have been assigned a type (and a category and/or subcategory, if desired) a utility program to build a cross-reference file of types and accounts must be run. This can be found on menu **SRE08 choice# 10 - Verify & Rebuild COA Summary Xrefs***. If any un-validated or missing types are found an error report will be generated. Blank category/sub-category accounts will be consolidated into one “un-classified” bucket for data analysis at that level.

* This rebuild can be run from your daily batch.

3. Load Initial Balance Data into Summary work files

Then, menu **SRE08 choice# 11 - Verify & Rebuild COA Summary Balances** should be run*. This is the program that will actually create or build summary totals for each type, category and sub-category, for each year for which data is present. This program will automatically re-calculate summary totals for the current year anytime a general ledger posting for current period or prior period journals is performed. If a prior-year journal is posted, then summary totals for both the prior and current years will be re-calculated. This will ensure that the summary information is as up-to-date as possible.

* This rebuild only needs to be run once. Thereafter normal journal posting will calculate and update the summary totals.

C. Viewing and working with EIS Information

Go to the **SEIS** menu. This is the simple but powerful EIS Control room. The two Inquiry options on this menu are very similar, but have some very significant distinctions.

SCREEN IL THE TURF COMPANY	Executive Information System	25 May 04
2 ILAWN		ME
SEIS	ENTER SELECTION NUMBER:	19:55:55
P1110		
FUNCTION	NMBR	DESCRIPTION
	0	Select Printer
	1	Company Processing
	2	EIS Rebuild / Re-Calculation Programs
	3	G/L Summary Display With Drill Down Options
	4	Daily Summary Report
	5	Daily Summary Inquiry / Drill Down

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Selection #3 takes users into a summary screen that allows for data to be drilled down to G/L Transaction Detail. This option is primarily used by accountants to locate out of balance issues.

Selection #5 is an onscreen display of the data generated on the EIS Summary Report. There are some drill down screens, but this screen is intended for executive use and the data speaks for itself.

Selection #4 is selected to generate the paper report of EIS data.

1. Inquiry Sample using option #2 - G/L Summary Display With Drill Down Options.

SQ	Type	Description	G/L \$ Total	Reconcile \$ Total	
1		CHANGE VIEW OF INDEX FROM RECONCILE VIEW			
2	00	CASH	561,549.49	0.00	
3	03	A/R-TRADE	172,997.55	193,410.72	-20,413.17
4	06	A/R-OTHER	81,007.09	0.00	
5	08	A/R RESERVES	-12,000.00	0.00	
6	10	INVENTORY	1,703,301.79	1,704,387.94	-1,086.15
7	13	INVENTORY RESERVES	-8,290.62	0.00	
8	16	PREPAID EXPENSES	131,310.36	0.00	

(C)HANGE, (P)AGE, (B)ACK, (I)NDEX, (T)OGGLE, (R)ETURN, * TO VOID, SEQ#
END OF SEARCH INDEX

Sequence 1 will take you to the following screen, where you can choose alternative display formats, provided that category and sub-category fields were designated during setup.

ES03	IL THE TURF COMPANY	EXEC INFO SUMMARY MAINTENANCE	25 May 04
VIEW INVENTORY DETAIL BY .			
1. BY CATEGORY (SITE = DEFAULT)			
2. BY SUBCATEGORY (DEPT = DEFAULT)			
3. ALL ACCOUNTS IN THIS CATEGORY			

Hitting the Enter key without making a selection at this point will take you back to the first screen showing summary account totals and reconciling amounts.

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You can then select a sequence number from the leftmost column to display the individual general ledger accounts making up the summary total and their related reconciling totals. Below is an example from choosing sequence 6 in the above list.

SQ	Account#	Description	Account Total	
1	15100	PARTS	257,348.03	258,434.16
2	15200	WHOLE GOODS	1,393,011.00	1,393,011.00
3	15300	RANDOM	44,119.70	44,119.70
4	15400	HOSE AND FITTING	3,395.05	3,395.07
5	15500	WHOLE GOODS USED	5,428.01	5,428.01
6	15600		0.00	
7	15800	FUEL INVENTORY	0.00	
8	15900		0.00	

(C)HANGE, (P)AGE, (B)ACK, (I)NDEX, (T)OGGLE, (R)ETURN, * TO VOID, SEQ#
END OF SEARCH INDEX

Hitting the Enter key without making a selection will again return you to the summary listing with summary account totals and reconciling amounts.

You may also select a sequence number for an account will take you to the Account Inquiry screens for general ledger, where you can drill down to registers, transactions and finally documents.

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2. Inquiry Sample using option #4 - Daily Summary Inquiry / Drill Down

ES05I IL THE TURF COMPANY				DAILY COMPANY STATUS INQUIRY 25 May 04			
SQ	ACCOUNT GROUP	DESC	TOTAL VALUE	SQ	ACCOUNT GROUP	DESC	TOTAL VALUE
1	SALES		0.00	20	OTHER LONG TERM LIABIL		-117,424.00
2	OPEN ORDER		-64,685.84	21	OWNERS EQUITY		12,850.00
3	A/R-TRADE		495,057.82	22	RETAINED EARNINGS		991,630.97
4	A/R-OTHER		77,188.57	23	CURRENT YEAR INCOME		-193,730.33
5	A/R RESERVE		-12,000.00	24	SALES		795,659.54
6	INVENTORY		2,292,029.71	25	COST OF GOODS SOLD		633,521.18
7	LABOR WIP		-8,656.12	26	OPERATING EXPENSES		196,895.64
8	PREPAID EXPENCES		131,610.36	27	SG&A EXPENSES		139,752.43
9	OTHER CURRENT ASSETS		13,756.00	28	NON-OPERATING INCOME/E		514.37
10	FIXED ASSETS		850,845.00	29	INTEREST EXPENSE		9,768.33
11	ACCUMULATED DEPRECIATI		-654,863.20	30	DEPRECIATION/AMORTIZAT		9,966.66
12	OTHER ASSETS		73,502.79	31	TAXES		0.00
13	ACCOUNTS PAYABLE		1,141,842.16	32	UNCLASSIFIED		0.00
14	FLOORPLAN		-23,548.00	33	CURRENT RATIO	1.210	
15	INVENTORY CLEARING		150,329.03	34	WORKING CAPTIAL RATIO	0.159	
16	LINE OF CREDIT		790,000.00				
17	SALES AND WITHHOLDING		54,770.02				
18	OTHER CURRENT LIABILIT		302,617.83				
19	NOTES PAYABLE		84,447.41				

Select # FOR DETAIL, P)AGE, **EIS**, **GL**, **RAT**)IOS, *=VOID, Enter or ^ to Exit ...

Note that these are each of the categories selected from during the Chart of Accounts Setup Step. Additionally there are also some EIS function categories, as well as EIS Ratio options.

The display above can be trimmed down by choosing one of the options at the bottom for **EIS**, **GL**, or **RAT**io display only. Similar to the G/L display, selecting a sequence will take you to a detail screen. What is displayed on the screen depends on which category the selection relates to.

PLEASE NOTE: If an EIS category or Accounting bucket is not set up, then the bucket will don't be included in this display.

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EIS Detail Display

ES05I	IL THE TURF COMPANY	DAILY COMPANY STATUS INQUIRY	25 May 04
EIS SALES INQUIRY			
		MONTH TO DATE	YEAR TO DATE
** SALES **		0.00	
COST GOODS SOLD		0.00	
GROSS PROFIT		0.00	0.00
GP PERCENT		0.00%	0.00%
ENTER ANY KEY TO RETURN TO SUMMARY LIST			

G/L Detail Display

ES05I	IL THE TURF COMPANY	DAILY COMPANY STATUS INQUIRY	25 May 04
GL INQUIRY - G/L ACCOUNTS PAYABLE			
*** BALANCE ***		1,141,842.16	
TRANSACTIONS		0.00	
G/L VARIANCE		1,141,842.16	
		BEGIN BALANCE	TOTAL CHANGE
MONTH/PERIOD		1,190,777.28	-48,935.12
YEAR		1,372,989.67	-231,147.51
ENTER ANY KEY TO RETURN TO SUMMARY LIST			

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Ratio Detail Display

RATIO	IL THE TURF COMPANY	DAILY COMPANY STATUS INQUIRY	25 May 04
	CURRENT RATIO INQUIRY = (CURRENT ASSETS / CURRENT LIABILITIES)		
	DATA FIELD NAME	CURRENT VALUE	
	CURRENT ASSETS	2,924,300.50	
	CURRENT LIABILITIES	2,416,011.04	
	RATIO VALUE	1.210	
ENTER ANY KEY TO RETURN TO SUMMARY LIST			

Expanding the drill down abilities as well as the content of these three detail display screens are priorities on the development currently in progress on this feature.

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D. Daily Updating and Processing

To keep this information up to date with the day’s transactions, a number of calculations need to be performed. Each of the subcategory buckets needs to be updated and cross referenced by the selected breakdowns. This process was designed to be simple from the end user point of view.

In most cases, the Calculation and reporting programs are simply added to the nightly batch by Realtime personnel when the EIS module is first installed and configured.

Users will need to make sure all daily processing has been completed before running EIS reports or viewing data on-screen. Failure to do so may result in inaccurate data, general ledger accounts not agreeing to reconcile totals, etc. Because transactions update data files such as inventory, A/R, etc. instantaneously, the general ledger is only updated once the daily transaction registers have been run and journal entries have been posted.

To ensure accurate results, users should check to see that all of the following processes have completed without errors:

- Daily batch (normally includes daily registers and g/l interface)
- G/L journal posting – check report for journal errors
- End-of-Day file checker – all “daily” files should have record counts of zero

E. Reporting

Following is a sample of a default EIS report. Users do have the ability to specify which functions are reported. The level of detail printed, transaction vs. general ledger, balances only or with record counts and additional data, is also definable. Most users choose to have Realtime configure the reports.

For informational purposes, the maintenance program screens are shown below.

Defining the Breakdown Buckets

```
BG02    IL THE TURF COMPANY          EIS BACKGROUND TABLES MAINTENANCE    25 May 04
        Display of the BACKGROUND-TABLES table, by DESCRIPTION
SQ      Table Description
1       COA CATEGORY
2       COA SUB-CATEGORY
3       COMPANY CONTROL RECORD - EIS
4       EIS BREAKDOWN SETTINGS
5       EIS DAILY SUMMARY PROFILES
6       EIS DATES MAINTENANCE TABLE
```

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Each Application has its own set of possibilities.

ES04	IL THE TURF COMPANY	EIS BREAKDOWN MAINT	25 May 04
	Display of special lookup table, by code		
SQ	Code	Description	
1	@WIP	NON-STOCK	
2	AP	ACCOUNTS PAYABLE	
3	AR	ACCOUNTS RECEIVABLE	
4	ICL	INVENTORY CLEARING	
5	INV	INVENTORY	
6	LWIP	LABOR	
7	OO	OPEN ORDERS	
8	OQ	OPEN QUOTES	
9	PO	OPEN P/O'S	
10	SLS	SALES	

Selecting **3** for **Accounts Receivable** you are taken to the following breakdown maintenance screen.

ES04-A	IL THE TURF COMPANY	EIS BREAKDOWNS - AR MAINTENANCE	25 May 04
1.	AGE AR BY INVOICE/DUE DATE (I/D)	D	
2.	# RECORDS TO STORE FOR OLDEST/LARGEST LIST	20	
3.	CURRENT AR BREAKDOWNS	DC	A]B]C
	A - SYSTEM WIDE - USED BY SYSTEM, ALWAYS BUILT		
	B - BY G/L ACCOUNT - USED BY SYSTEM, ALWAYS BUILT		
	C - BY SALESMAN		
	D - BY CUSTOMER-CLASS		
	E - BY CUSTOMER#		
	F - BY DEPT		
	G - BY ORDER-TYPE		
	H - BY SALESMAN 2		
Select #, A#, *=VOID, Enter or ^ to Post			...

Prompt 3 is how you can select new breakdown buckets. Option A is the default bucket automatically created when the EIS system is initiated. Option B is reserved for G/L breakdowns, and is also automatically created when the current Application relates to the G/L. All the other options are user definable, and may be selected individually, or in pairs. For example, it is possible to track A/R data **By Customer Class By Salesman**.

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Defining the Report Structure

BG02	IL THE TURF COMPANY	EIS BACKGROUND TABLES MAINTENANCE	25 May 04
Display of the BACKGROUND-TABLES table, by DESCRIPTION			
SQ	Table Description		
1	COA CATEGORY		
2	COA SUB-CATEGORY		
3	COMPANY CONTROL RECORD - EIS		
4	EIS BREAKDOWN SETTINGS		
5	EIS DAILY SUMMARY PROFILES		
6	EIS DATES MAINTENANCE TABLE		

ES05M	IL THE TURF COMPANY	EIS DAILY REPORT MAINT	25 May 04
Display of the EIS-REPORT-PARAMETERS table, by Key			
SQ	Profile	Description	
1	PFR	PAUL TEST PROFILE	
2	RT-DEF	REALTIME DEFAULT REPORT	

Similar to a Batch Record, the Report specifies an Application type and some formatting options. The Default format is to Group all the EIS Data on the first page, then the G/L buckets, and finally the Ratio Calculations.

If a company went with the example above and tracked data By Customer Class By Salesman, it would be useful to give each salesman a page with their own numbers. This Report could print directly to the sales department during the nightly batch. In this case, it is not desirable to have any of the EIS buckets or the ratio information to print. This is maintenance program would just create a new SALES profile according to these specifications. Then a new record would just have to be added to the Nightly Batch Record.

ES05M	IL THE TURF COMPANY	EIS DAILY REPORT MAINT	25 May 04
PROFILE NAM	RT-DEF	A. DESC	REALTIME DEFAULT REPORT
RUN REPORT	REPORT	ON	SHOW SP
SEQ CODE	DESCRIPTION	RPT HDR	CD
010 EIS-AP	EIS ACCOUNTS PAYABLE	Y	Y S1
020 EIS-AR	EIS ACCOUNTS RECEIVABLE	Y	S1
030 EIS-ICL	EIS INVENTORY CLEARING	Y	S1
040 EIS-PO	EIS PURCHASE ORDER	Y	S1
050 EIS-LWIP	EIS LABOR WIP	Y	S1
060 EIS-@WIP	EIS NON-STOCK WIP	Y	S1
080 EIS-OO	EIS OPEN ORDER	Y	S1
090 EIS-OQ	EIS OPEN QUOTE	Y	S1
095 EIS-INV	EIS INVENTORY	Y	Y S1
100 EIS-SLS	EIS SALES	Y	Y S1
110 GLG-00	G/L CASH	Y	Y P
120 GLG-03	G/L A/R-TRADE	Y	Y
ENTER#, DEL)ETE, IND(X, F)WD, R)EV, P)AGE, RESE(Q, *-VOID, ^ OR RTN-POST ...			

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The following pages are a sample EIS Report that follows a record very similar to the one seen above. Note the differences between the two pages as well as each of the Applications, and how it ties to the above record.

Page 1 of the report provides transactional data in an aged format for most functions.

Note the differing views chosen by the user – for Accounts Payable only balances and a record count were chosen, but for Accounts Receivable % of total information was also chosen to be printed. This is accomplished by the flag highlighted in the above Report Maintenance Screen.

Note the difference between the counts for Purchase Orders (75 in the “Totals” column vs. 51 in the “# Records” column). This is not an error, it is indicating that there are 75 detail line items on 51 purchase orders.

Also note the breakdowns for inventory and sales, which provide key information on these non-aged categories.

Page 2 of the report provides comparative financial information for the current and historical periods for each g/l account type. In addition it provides instant visibility to potential errors or out-of-balance situations by comparing the general ledger balances to the reconciling totals for each of the various functions.

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ES05 IL THE TURF COMPANY
PORT 5 ACCOUNT IL

DAILY COMPANY STATUS REPORT
PROFILE RT-DEF

18:12:39 25 May 2004 PAGE 1
USER: ME

	TOTALS	FUTURE	CURRENT	LATE 1-30	LATE 31-60	LATE 61-90	#RECORDS		
ACCOUNTS PAYABLE	\$879,229.01	76,139.04	10,836.37	35,486.38	6,425.06	750,342.16	600		
LINE ITEM COUNT	600	8	22	103	168	299			
ACCOUNTS RECEIVABLE	\$193,410.72		25,215.28	34,406.33	63,360.16	70,428.95	520		
% OF TOTAL DOLLARS		0.00%	13.04%	17.79%	32.76%	36.41%			
LINE ITEM COUNT	520		4	231	147	138			
% OF TOTAL LINE ITEMS		0.00%	0.77%	44.42%	28.27%	26.54%			
INVENTORY CLEARING	\$32,182.47		773.43	-2,435.76	5,684.71	28,160.09	316		
% OF TOTAL DOLLARS		0.00%	2.40%	-7.57%	17.66%	87.50%			
LINE ITEM COUNT	1,015		3	58	138	816			
% OF TOTAL LINE ITEMS		0.00%	0.30%	5.71%	13.60%	80.39%			
PURCHASE ORDERS	\$11,124.16		6,662.62		2,269.57	2,191.97	51		
% OF TOTAL DOLLARS		0.00%	59.89%	0.00%	20.40%	19.70%			
LINE ITEM COUNT	75		14		8	53			
% OF TOTAL LINE ITEMS		0.00%	18.67%	0.00%	10.67%	70.67%			
LABOR WIP									
% OF TOTAL DOLLARS		0.00%	0.00%	0.00%	0.00%	0.00%			
LINE ITEM COUNT									
% OF TOTAL LINE ITEMS		0.00%	0.00%	0.00%	0.00%	0.00%			
NON-STOCK WIP	\$350.00	350.00					1		
% OF TOTAL DOLLARS		100.00%	0.00%	0.00%	0.00%	0.00%			
LINE ITEM COUNT	1	1							
% OF TOTAL LINE ITEMS		100.00%	0.00%	0.00%	0.00%	0.00%			
OPEN ORDERS	\$664,510.31	583.45		28,249.95	633.93	635,042.98	97		
% OF TOTAL DOLLARS		0.09%	0.00%	4.25%	0.10%	95.57%			
LINE ITEM COUNT	174	1		8	5	160			
% OF TOTAL LINE ITEMS		0.57%	0.00%	4.60%	2.87%	91.95%			
OPEN QUOTES	11,972,634.56				76,622.38	11,896,012.18	797		
LINE ITEM COUNT	2,391				27	2,364			
% OF TOTAL LINE ITEMS		0.00%	0.00%	0.00%	1.13%	98.87%			
	VALUATION	ON HAND QTY	#PARTS	O/HAND	NEGATIVE VAL	#NEG ON HANDS			
INVENTORY	\$1,704,259.94	42,840,987		4,473	-62.00	1			
	SALES MTD	CGS MTD		GP MTD	GP%	SALES YTD	CGS YTD	GP YTD	GP
SALES	\$884.85	737.35		147.50	16.67%	1,675,124.19	1,352,422.35	322,701.84	19.26

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ES05 IL THE TURF COMPANY
PORT 5 ACCOUNT IL

DAILY COMPANY STATUS REPORT
PROFILE RT-DEF

18:12:39 25 May 2004 PAGE 2
USER: ME

	BALANCE	PRIOR MONTH	MONTH CHANGE	BEGIN YEAR	YEAR CHANGE	TRANSACTION	G/L VARIANCE
CASH	561,549.49	549,439.88	12,109.61	-28,787.36	590,336.85		
A/R-TRADE	172,997.55	184,122.10	-11,124.55	561,787.47	-388,789.92	193,410.72	-20,413.17
A/R-OTHER	81,007.09	81,007.09	0.00	83,229.77	-2,222.68		
A/R RESERVES	-12,000.00	-12,000.00	0.00	-12,000.00	0.00		
INVENTORY	1,703,301.79	1,702,890.71	411.08	2,680,466.64	-977,164.85	1,704,037.94	-736.15
INVENTORY RESERVES	-8,290.62	-8,290.62	0.00	-6,084.28	-2,206.34		
PREPAID EXPENSES	131,310.36	131,310.36	0.00	131,610.36	-300.00		
OTHER CURRENT ASSETS	13,756.00	13,756.00	0.00	13,756.00	0.00		
FIXED ASSETS	817,845.00	817,845.00	0.00	858,245.00	-40,400.00		
ACCUMULATED DEPRECIATION	-675,109.52	-670,047.94	-5,061.58	-644,740.04	-30,369.48		
OTHER ASSETS	73,502.79	73,502.79	0.00	73,502.79	0.00		
A/P	879,229.01	879,229.01	0.00	1,372,989.67	-493,760.66	879,229.01	0.00
FLOORPLAN	0.00	0.00	0.00	0.00	0.00		
INVENTORY CLEARING ACCOUNTS	34,776.08	34,002.65	773.43	273,475.72	-238,699.64	32,182.47	2,593.61
LINE OF CREDIT	845,000.00	845,000.00	0.00	745,000.00	100,000.00		
SALES & WITHHOLDING TAXES	108,542.03	103,466.82	5,075.21	54,650.63	53,891.40		
OTHER CURRENT LIABILITIES	314,547.07	312,047.07	2,500.00	287,285.75	27,261.32		
NOTES PAYABLE	79,217.58	79,217.58	0.00	90,527.61	-11,310.03		
OTHER LONG-TERM LIABILITIES	-117,424.00	-117,424.00	0.00	-117,424.00	0.00		
OWNERS EQUITY	12,850.00	12,850.00	0.00	12,850.00	0.00		
RETAINED EARNINGS	991,630.97	991,630.97	0.00	991,630.97	0.00		
CURRENT YEAR INCOME	-288,498.81	-276,484.73	-12,014.08	0.00	-288,498.81		
SALES	1,646,849.50	1,645,964.65	884.85	0.00	1,646,849.50		
COGS	1,314,260.62	1,313,898.27	362.35	0.00	1,314,260.62		
OPERATING EXPENSES	309,628.13	308,703.13	925.00	0.00	309,628.13		
SG&A EXPENSES	273,854.24	267,225.99	6,628.25	0.00	273,854.24		
NON-OPERATING INCOME/EXPENSE	4,864.44	4,864.44	0.00	0.00	4,864.44		
INTEREST EXPENSE	12,569.78	12,569.78	0.00	0.00	12,569.78		
DEPRECIATION/AMORTIZATION	29,899.98	24,916.65	4,983.33	0.00	29,899.98		
TAXES	0.00	0.00	0.00	0.00	0.00		
UNCLASSIFIED	0.00	0.00	0.00	0.00	0.00		