

YEAR

PROFIT & LOSS STATEMENT

INCOME	
GROSS SALES	
- LESS RETURNS	
- LESS DISCOUNTS	
- LESS BAD DEBTS	
INTEREST, RENT AND ROYALTIES	
TOTAL INCOME	
EXPENSES	
- COST OF GOODS SOLD	
- DIRECT PAYROLL	
- TAXES, OTHER THAN INCOME TAX	
- SALES EXPENSES	
- SHIPPING AND POSTAGE	
- ADVERTISING AND PROMOTION	
- OFFICE EXPENSES	
- TRAVEL AND ENTERTAINMENT	
- PHONE	
- OTHER UTILITIES	
- AUTOMOBILE	
- INSURANCE	
- PROFESSIONAL FEES	
- RENT	
- INTEREST ON LOANS	
- OTHER, MISC.	
TOTAL EXPENSES	
NET INCOME	
- LESS INCOME TAX	
NET INCOME AFTER TAX	