



SEAWOLF ASSOCIATION

Office of the Treasurer



January 23, 1994

From: Dan Calvert, Treasurer

To: Tom Olby, President
Con Jaburg, Vice President
Don Thomson, Historian *De*
Rich Lambert, Scholarships

Subj: 1993 Financial Reports

Enclosed, please find the final reports for the 1993 calendar and fiscal year. As you can see, it has been a good one for the organization. With interest rates at an all-time low, and the economy in a slump, we are in a sound financial position.

There are some things that need to be discussed at the business meeting:

- Charitable contributions - organizations & amounts
- Strong cash position vs. a balanced cash/growth/equity
- Loans/grants to members & families
- Anything else that you might wish

I will have the complete detail of all transactions available for review at the reunion.

See 'ya all in Pensacola!

Prepared Without Audit

December 31, 1993

ASSETS:

Current Assets:

Checking Account	\$2,958.00
First Interstate Market Int.	10,009.03
Petty Cash	46.71
Accounts Receivable	5,136.50
Inventory	8,134.80
Purchases Variance	<212.85>

TOTAL Current Assets	\$26,072.19
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TOTAL ASSETS	\$26,072.19
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LIABILITIES:

Current Liabilities:

Trade Payables	<\$47.86>
INVENTORY PURC RECEIVING	679.39
Sales Tax Payable	28.00
Deposits	307.27

TOTAL Current Liabilities	\$966.80
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Other Liabilities:

Life Memberships	3,000.00
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TOTAL Other Liabilities	3,000.00
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TOTAL LIABILITIES	3,966.80
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FUND:

Fund Balance	13,150.40
Prior Years Fund Activity	<101.30>
Year-to-Date Activity	9,056.29

TOTAL FUND	22,105.39
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• TOTAL LIABILITIES & FUND	\$26,072.19
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Prepared Without Audit

	12 Months Ended December 31, 1993	
	=====	===%===
Income		
Dues	\$11,840	77.0%
Scholarship Fund Donations	115	0.7%
Donations	30	0.2%
Merchandise Sales	3,352	21.8%
Interest Income	106	0.7%

TOTAL Income	15,443	100.4%

Adjustments		
Income Adjustments	<57>	-0.4%

TOTAL Adjustments	<57>	-0.4%

NET INCOME	15,386	100.0%

Cost of Merchandise Sold		
Purchases	2,480	16.1%
Freight	129	0.8%
Inventory Adjustments	<6>	-0.0%

TOTAL Cost of Merchandise Sold	2,603	16.9%

GROSS INCOME	12,783	83.1%

Expenses		
Office Supplies	206	1.3%
News Letter Expense	1,161	7.5%
Printing & Reproduction	284	1.8%
Postage & Freight Expense	1,136	7.4%
Bank Charges	3	0.0%
Telephone	615	4.0%
Charitable Contributions	50	0.3%

TOTAL Expenses	3,455	22.5%

OPERATING PROFIT	9,327	60.6%

Other Income & Expenses		
Reunion		
Reunion Advertising Expense	<44>	-0.3%
Misc Expense	<70>	-0.5%

TOTAL Reunion	<114>	-0.7%

= 23.5% PROFIT
SHOULD BE 40%

Jan 23, 1994

Seawolf Association
Income Statement

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Prepared Without Audit

	12 Months Ended December 31, 1993	
	=====	===%===
Helo Refurb	<157>	-1.0%

TOTAL Other Income & Expenses	<271>	-1.8%

Profit Before Taxes	9,056	58.9%

INCREASE/DECREASE IN FUND	\$9,056	58.9%
	=====	

Balance Sheet Ratios

	Dec 31, 1991	Dec 31, 1992	Current
-----	-----	-----	-----
Quick Ratio	n/a	87.7	18.8
Current Ratio	n/a	115.6	27.0
Cash to Current Assets	100.00%	74.84%	49.91%
Cash to Total Assets	100.00%	74.84%	49.91%
A/R to Current Assets	0.00%	1.00%	19.70%
A/R to Total Assets	0.00%	1.00%	19.70%
Current Liab. to Net Worth	0.0	0.0	0.0
Total Liab. to Net Worth	0.0	0.2	0.2
Fixed Assets to Net Worth	0.0	0.0	0.0
Debt to Equity	0.0	0.0	0.0
Debt Ratio	0.0	0.1	0.2
Equity Ratio	1.0	1.0	1.0

Income Statement Ratios

	Last Year	Year to Date
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Gross Profit Ratio	91.69%	83.08%
Net Profit Margin	-2.16%	58.85%
Return on Assets	-0.76%	59.25%
Return on Equity	-0.80%	69.38%
Payables to Sales	0.0	0.0
Inventory Turnover	0.2	0.4
Average Days to Turnover	1725.8	814.1
Days' Sales in Inventory	3451.7	1110.6
Accounts Receivable Turnover	61.6	5.8
Average Age of Receivables	5.9	62.7
Days' Sales in Receivables	11.8	121.9
* Operating Cycle, in Days	3463.5	1232.5

10 YEARS SUPPLY!
(A LOT WILL BE SOLD)
(AT REUNION)

Seawolf Association
General Ledger Flash Report

Summary Balance Sheet History

Period	Current Assets	All Other Assets	Total Assets	Current Liability	All Other Liability	Equity
Dec 1991	13,323	0	13,323	0	600	12,723
Jan 1992	11,902	0	11,902	0	600	11,302
Feb 1992	11,850	0	11,850	0	600	11,250
Mar 1992	13,098	0	13,098	0	900	12,198
Apr 1992	12,871	0	12,871	0	900	11,971
May 1992	12,665	0	12,665	0	900	11,765
Jun 1992	13,398	<86>	13,312	<30>	900	12,442
Jul 1992	13,404	<105>	13,299	<30>	900	12,429
Aug 1992	13,652	<142>	13,511	5	900	12,606
Sep 1992	13,324	<148>	13,177	<5>	900	12,281
Oct 1992	13,900	<231>	13,669	362	900	12,407
Nov 1992	14,878	<272>	14,607	999	900	12,707
Dec 1992	15,281	0	15,281	132	2,100	13,049
Jan 1993	25,859	0	25,859	6	2,100	23,753
Feb 1993	26,450	0	26,450	<14>	2,700	23,764
Mar 1993	26,652	0	26,652	6	3,000	23,645
Apr 1993	26,074	0	26,074	<53>	3,000	23,127
May 1993	26,681	0	26,681	101	3,000	23,580
Jun 1993	26,622	0	26,622	255	3,000	23,367
Jul 1993	24,742	0	24,742	<1,499>	3,000	23,241
Aug 1993	25,625	0	25,625	875	3,000	21,750
Sep 1993	25,636	0	25,636	913	3,000	21,723
Oct 1993	26,473	0	26,473	1,374	3,000	22,099
Nov 1993	26,191	0	26,191	967	3,000	22,225
Dec 1993	26,070	0	26,070	967	3,000	22,103

Summary Income Statement History

Period	Net Income	Cost of Goods Sold	Gross Profit	Expenses	Operating Profit	Net Profit
Dec 1991	34	0	34	163	<130>	<130>
Tot	6,111	2,529	3,583	1,265	2,317	5,440
Jan 1992	322	16	306	1,727	<1,421>	<1,421>
Feb 1992	258	0	258	311	<53>	<53>
Mar 1992	1,161	0	1,161	162	1,000	949
Apr 1992	141	0	141	369	<228>	<228>
May 1992	280	0	280	486	<206>	<206>
Jun 1992	837	86	751	73	677	677
Jul 1992	86	19	67	80	<13>	<13>
Aug 1992	233	37	197	20	177	177
Sep 1992	117	6	111	435	<324>	<324>
Oct 1992	320	100	220	94	126	126
Nov 1992	844	121	724	424	300	300
Dec 1992	99	7	93	178	<85>	<85>
Tot 1992	4,699	390	4,309	4,359	<50>	<101>
Jan 1993	11,239	19	11,220	516	10,704	10,704
Feb 1993	538	239	299	289	10	10
Mar 1993	215	27	188	306	<118>	<118>
Apr 1993	80	15	66	584	<518>	<518>
May 1993	579	62	517	64	453	453
Jun 1993	183	54	129	342	<214>	<214>
Jul 1993	91	49	42	168	<126>	<126>
Aug 1993	670	1,288	<618>	715	<1,333>	<1,490>
Sep 1993	304	144	160	187	<27>	<27>
Oct 1993	860	355	505	129	376	376
Nov 1993	625	353	272	77	195	126
Dec 1993	0	0	0	78	<78>	<122>
Tot 1993	15,384	2,603	12,780	3,455	9,325	9,054

Source Figures for Ratios

Balance Sheet Items	Dec 31, 1991	Dec 31, 1992	Current
Cash	13,323	11,437	13,011
Accounts Receivable	0	153	5,137
Inventory	0	3,692	7,922
Current Assets	13,323	15,281	26,070
Fixed Assets	0	0	0
Total Assets	13,323	15,281	26,070
Accounts Payable	0	132	335
Shareholder Loans	600	2,100	3,000
Current Liabilities	0	132	967
Total Liabilities	600	2,232	3,967
Equity	12,723	13,049	22,103

Dec 31, 1993

Seawolf Association
General Ledger Flash Report

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Income Statement Items	Last Year	Year to Date
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Net Income	4,699	15,384
Cost of Goods Sold	390	2,603
Gross Profit	4,309	12,780

Year-to-Date Accounts Receivable Summary

Year-to-date sales.....	16,486.21
Current A/R balance.....	5,396.50
Current open credits.....	260.00
Current finance charges.....	0.00

Net A/R balance.....	5,136.50
Deposits held on account.....	343.06

Aging information:

Current.....	0.00	0.0%
1 - 90.....	146.00	2.7%
91 - 180.....	35.00	0.6%
181 - 270.....	224.00	4.2%
Over 270.....	4,991.50	92.5%

*MUST
REVIEW*

Month-to-Date Accounts Receivable Summary

Monthly beginning balance.....	5,276.50
Sales.....	0.00
+ Miscellaneous charges.....	0.00
- Discount.....	0.00
+ Freight charges.....	0.00

Invoice total.....	0.00
Credit total.....	0.00
Debit total.....	0.00
Payments received + prepaid invoices....	140.00
Early payment discounts.....	0.00
Finance charges.....	0.00
Cash refunds.....	0.00
Write offs.....	0.00
Voided invoices.....	0.00
Open credits applied.....	0.00
Deposits applied.....	0.00

Sales History

November 1993.....	653.93
October 1993.....	940.93
September 1993.....	324.00
August 1993.....	742.35
July 1993.....	105.00
June 1993.....	183.00
May 1993.....	564.00
April 1993.....	64.00
March 1993.....	522.00
February 1993.....	1,182.00
January 1993.....	11,205.00
December 1992.....	381.50

Quarter-to-Date Sales Tax Summary

ID	Description	Total Sales	Taxable	Collected
=====	=====	=====	=====	=====
CA	CALIF SALES TAX	299.71	264.00	19.15

Year-to-Date Sales Tax Summary

ID	Description	Total Sales	Taxable	Collected
=====	=====	=====	=====	=====
CA	CALIF SALES TAX	482.71	386.00	28.00

Customer highlight, based on Yearly Sales

ID	Customer name	Yearly Sales	% of Total	Net Balance
=====	=====	=====	=====	=====
CALVERT	<u>Dan Calvert</u>	<u>366.50</u>	2.2%	-2.00
SANZO	Joseph D. Sanzo III	320.00	1.9%	0.00
STEPHENSON	Thomas E. Stephenson	300.00	1.8%	0.00
KOLODGY	Dwight Kolodgy	250.00	1.5%	0.00
KING	Charles King	220.00	1.3%	0.00
OLBY	<u>Tom Olby</u>	<u>195.00</u>	1.2%	0.00
HUCKABAY	<u>Daniel R. Huckabay</u>	<u>138.35</u>	0.8%	0.00
GOODWIN	Sam Goodwin	120.00	0.7%	120.00
WEISMANTEL	<u>Henry Weismantel</u>	<u>108.50</u>	0.7%	0.00
LEWIS	Jeffery Lewis	107.00	0.6%	20.00
MOUNT	<u>Joe Mount</u>	<u>102.00</u>	0.6%	68.00
SKEEN	Jim Skeen	100.00	0.6%	0.00
BLIESNER	Bob Bliesner	98.00	0.6%	0.00
LA SOTA	<u>Ron La Sota</u>	<u>95.00</u>	0.6%	0.00
JOHNSON	Dan Johnson	92.00	0.6%	0.00
SCHRADER	<u>Norman Schrader</u>	<u>89.50</u>	0.5%	0.00
GEIST	<u>Norm Geist</u>	<u>82.00</u>	0.5%	-18.00
BELTZ	William R. Beltz	78.00	0.5%	0.00
RITTERLING	Bill Ritterling	78.00	0.5%	0.00
PEDERSON	Barry Pederson	77.63	0.5%	0.00

Customer highlight, based on Current Balance

ID	Customer name	Net Balance	Open Credits	Yearly Sales
=====	=====	=====	=====	=====
GOODWIN	Sam Goodwin	120.00	0.00	120.00
MOUNT	Joe Mount	68.00	0.00	102.00
SELLERS	Keith Sellers	55.00	0.00	55.00
HUK	James Huk	26.00	0.00	61.00
PETROVICH	<u>Jim Petrovich</u>	23.00	<u>20.00</u>	68.00
BOHN	Paul Bohn	20.00	0.00	20.00
BLAIR	Richard Blair	20.00	0.00	20.00
BLACK	H. D. Black	20.00	0.00	20.00
BLAKE	John Blake	20.00	0.00	20.00
BELL	Dwayne Bell	20.00	0.00	20.00
BEACH	Calvin Beach	20.00	0.00	20.00
BAUER	David J (Zeke) Bauer	20.00	0.00	20.00
BASSETT	Clynton Bassett	20.00	0.00	20.00
BARTIMEO	A. Bartimeo	20.00	0.00	20.00
BARNES, BUTCH	Bill Barnes	20.00	0.00	20.00
ARRINGTON	Paul Arrington	20.00	0.00	20.00
ANDERSON1	Harley Anderson	20.00	0.00	20.00
ANDERSON	Dennis Anderson	20.00	0.00	20.00
ALLEN	Clayton Allen	20.00	0.00	20.00
BROFER	Duane R. Brofer	20.00	0.00	20.00

Customer highlight, based on Account Delinquency

ID	Customer name	Avg Delinq	Net Balance	Yearly Sales
GOODWIN	Sam Goodwin	1,162.67	120.00	120.00
WECKWORTH	Tom Weckworth	284.67	17.50	20.00
SELLERS	Keith Sellers	223.83	55.00	55.00
BROFER	Duane R. Brofer	222.67	20.00	20.00
BOHN	Paul Bohn	222.67	20.00	20.00
BLAKE	John Blake	222.67	20.00	20.00
BLAIR	Richard Blair	222.67	20.00	20.00
BLACK	H. D. Black	222.67	20.00	20.00
BOWER	Dave Bower	222.67	20.00	20.00
BELL	Dwayne Bell	222.67	20.00	20.00
BEACH	Calvin Beach	222.67	20.00	20.00
BAUER	David J (Zeke) Bauer	222.67	20.00	20.00
BASSETT	Clynton Bassett	222.67	20.00	20.00
BARTIMEO	A. Bartimeo	222.67	20.00	20.00
BARNES,BUTCH	Bill Barnes	222.67	20.00	20.00
ARRINGTON	Paul Arrington	222.67	20.00	20.00
ANDERSON1	Harley Anderson	222.67	20.00	20.00
ANDERSON	Dennis Anderson	222.67	20.00	20.00
ALLEN	Clayton Allen	222.67	20.00	20.00
BROOKS	Mike Brooks	222.67	20.00	20.00

Customer highlight, based on Deposit Amounts

ID	Customer name	Deposits	Net Balance	Yearly Sales
OMOHUNDRO	Chuck Omohundro	80.00	0.00	51.00
GAWKOSKI	Eric Gawkoski	60.00	0.00	20.00
SELLERS	Keith Sellers	38.00	55.00	55.00
BOGUE	Phillip Bogue	32.00	0.00	20.00
FOSTER2	Frank Foster	29.00	0.00	49.00
SLUNAKER	Dennis Slunaker	25.00	0.00	20.00
YELTON	Charlie Yelton	20.00	0.00	32.00
SNYDER	Sherman R. Snyder	17.00	0.00	20.00
OLBY	<u>Tom Olby</u>	8.00	0.00	195.00
HUCKABAY	<u>Daniel R. Huckabay</u>	6.55	0.00	138.35
FARGHER	Mike Fargher	6.00	0.00	59.00
BLIESNER	Bob Bliesner	5.22	0.00	98.00
FOSTER1	Douglas K. Foster	4.00	0.00	77.00
KRAWCZYNSKI	Tom Krawczynski	2.00	0.00	53.00
MOUNT	<u>Joe Mount</u>	2.00	68.00	102.00
SADLIER	<u>Rick Sadlier</u>	1.29	0.00	50.89
MCCLUSKEY	Robert McCluskey	1.00	0.00	23.00
HAGLER	<u>R.R. "HAP" Hagler</u>	1.00	0.00	69.00
FRANDSEN *	<u>Curtis Frandsen</u> *	1.00	0.00	35.00
LAUSTEN	Eric Lausten	1.00	0.00	44.00

Order Entry Summary Information

Number of open sales orders.....	3
Number of sales orders on backorder.....	0
Number of open quotes.....	0
Number of expired quotes.....	0

Description	0-30 Days	31-60 Days	61-90 Days	90+ Days	Total
=====	=====	=====	=====	=====	=====
Open sales orders	235.00	0.00	0.00	0.00	235.00
Projected sales	0.00	0.00	0.00	0.00	0.00
=====	=====	=====	=====	=====	=====
Totals	235.00	0.00	0.00	0.00	235.00

Customer highlight, based on Cumulative Sales Orders

Customer ID	Customer name	#Orders	Amount
=====	=====	=====	=====
CALVERT	Dan Calvert	1	151.00
GAWKOSKI	Eric Gawkoski	1	56.00
BOGUE	Phillip Bogue	1	28.00

Sales order highlight, based on Largest Sales Order

Customer ID	Sales Representative	Order#	Description	Amount
=====	=====	=====	=====	=====
CALVERT		105	XMAS MDSE	151.00
GAWKOSKI		98	MDSE	56.00
BOGUE		104	MERCHANDISE	28.00

Inventory Summary:

On hand value at cost.....	8,153.21
On hand value at A prices.....	20,166.00
Average margin.....	59.57%
On hand value at B prices.....	20,166.00
Average margin.....	59.57%
On hand value at C prices.....	20,166.00
Average margin.....	59.57%
Year-to-date cost of goods sold.....	1,730.32
Year-to-date sales.....	3,339.50
Actual margin.....	48.19%
Approximate on order value.....	578.95
Inventory turns per year.....	0.29
Number of days per turn.....	1259

Month-to-date Inventory Summary:

Beginning on hand value.....	8,153.21
Receipts.....	0.00
Issues and Sales.....	0.00
Returns.....	0.00
Adjustments.....	0.00
Change in inventory.....	0.00
Ending on hand value.....	8,153.21
Month-to-date sales.....	0.00
Month-to-date Cost of Goods Sold.....	0.00
Actual margin.....	0.00%

Inventory Highlight, based on On hand value:

Part Number	Description	Unit Cost	Stock Value	Prod Line
=====	=====	=====	=====	=====
CC-1	SEAWOLF Challenge Coin	10.9546	2,158.06	MDSE
CM-1R	Coffee Mug - Right Handed	4.09	809.82	MDSE
PIN	Seawolf Cloisinet Pin	1.50	729.00	MDSE
APPLIQUE-EXT	Seawolf Applique, Exterior	0.94	461.54	MDSE
APPLIQUE-INT	Seawolf Applique, Interior	0.94	456.84	MDSE
BS-1	Locate a Lost Wolf Bmpr Stkr	2.50	305.00	MDSE
BS-2	Bumper Sticker, SW ASSN	2.50	285.00	MDSE
CM-1L	Coffee Mug - Left Handed	4.09	274.03	MDSE
TS-SD-XL	T-Shirt, SS, SD Reunion XL	6.00	258.00	MDSE

WHERE ARE LARGE SEAWOLF
PATCHES?

Inventory Highlight, based on Year-to-date cost of goods sold:

Part Number	Description		YTD Issues	Unit Cost	YTD COGS
CC-1	SEAWOLF Challenge Coin		35	10.9546	383.32
BC-1	Seawolf Ball Cap, Blu		29	6.50	188.50
CM-1R	Coffee Mug - Right Handed		37	4.09	151.33
WB-BLUE XL	Windbreaker, Blu U/L	XL	7	17.20	120.40
WB-BLUE L	Windbreaker, Blu U/L	L	5	17.20	86.00
PATCH-12	Seawolf Patch - 12"		10	5.00	50.00
GS-B-XL	Golf Shirt, Blu w/o Poc	XL	3	12.45	37.35
PATCH-4	Seawolf Patch - 4"		23	1.50	34.50
SS-CN-B-L	Crewneck Sweatshirt, Blu	L	3	11.40	34.20

Inventory Highlight, based on Year-to-date sales:

Part Number	Description		YTD Issues	Unit Cost	YTD Sales
CC-1	SEAWOLF Challenge Coin		35	10.9546	875.00
BC-1	Seawolf Ball Cap, Blu		29	6.50	435.00
CM-1R	Coffee Mug - Right Handed		37	4.09	280.00
WB-BLUE XL	Windbreaker, Blu U/L	XL	7	17.20	154.00
PATCH-12	Seawolf Patch - 12"		10	5.00	120.00
WB-BLUE L	Windbreaker, Blu U/L	L	5	17.20	110.00
PATCH-4	Seawolf Patch - 4"		23	1.50	92.00
PIN	Seawolf Cloisinet Pin		14	1.50	85.50
TS-SD-XL	T-Shirt, SS, SD Reunion	XL	5	6.00	75.00

Inventory Highlight, based on Highest margin:

Part Number	Description	Marg%	Unit Cost	Stock Value	ProdLine
WB-BLUE M	Windbreaker, Blu U/L	M100.0	0.00	0.00	MDSE
APPLIQUE-INT	Seawolf Applique, Interior	78.1	0.94	456.84	MDSE
APPLIQUE-EXT	Seawolf Applique, Exterior	77.1	0.94	461.54	MDSE
PIN	Seawolf Cloisinet Pin	75.4	1.50	729.00	MDSE
PATCH-4	Seawolf Patch - 4"	62.5	1.50	79.50	MDSE
TS-SD-L	T-Shirt, SS, SD Reunion	L 60.0	6.00	12.00	MDSE
TS-SD-M	T-Shirt, SS, SD Reunion	M 60.0	6.00	0.00	MDSE
TS-SD-S	T-Shirt, SS, SD Reunion	S 60.0	6.00	36.00	MDSE
TS-SD-XL	T-Shirt, SS, SD Reunion	XL 60.0	6.00	258.00	MDSE

Inventory Highlight, based on Lowest margin:

Part Number	Description	Marg%	Unit Cost	Stock Value	ProdLine
=====	=====	=====	=====	=====	=====
HIST	Seawolf History-JD Sprinkle	0.0	0.7112	80.37	MDSE
BS-2	Bumper Sticker, SW ASSN	19.1	2.50	285.00	MDSE
WB-BLUE	L Windbreaker, Blu U/L	L 21.8	17.20	68.80	MDSE
WB-BLUE	XL Windbreaker, Blu U/L	XL 21.8	17.20	34.40	MDSE
GSP-B-XXL	Golf Shirt, Blu, w/poc	XXL 22.2	14.00	14.00	MDSE
GSP-B-L	Golf Shirt, Blu, w/poc	L 23.5	13.00	52.00	MDSE
SS-H-B-M	Hooded Sweatshirt, Blu	M 24.1	16.70	16.70	MDSE
SS-H-B-S	Hooded Sweatshirt, Blu	S 24.1	16.70	0.00	MDSE
SS-H-BL-L	Hooded Sweatshirt, Blu	L 24.1	16.70	0.00	MDSE

Inventory Highlight, based on Approximate on order value:

Part Number	Description	On Order	Last Cost	Order Value
=====	=====	=====	=====	=====
SS-CN-B-XXL	Crewneck Sweatshirt, Blu XXL	5	14.40	72.00
WB-BLUE	M Windbreaker, Blu U/L	M	17.20	34.40
WB-BLUE	XL Windbreaker, Blu U/L	XL	17.20	34.40
SS-CN-B-XL	Crewneck Sweatshirt, Blu XL	3	11.40	34.20
SS-H-BL-L	Hooded Sweatshirt, Blu L	2	16.70	33.40
SS-H-W-XL	Hooded Sweatshirt, Wh XL	2	15.10	30.20
GSP-B-XXL	Golf Shirt, Blu, w/poc	XXL	14.00	28.00
GSP-B-S	Golf Shirt, Blu, w/poc	S	13.00	26.00
GS-B-S	Golf Shirt, Blu w/o Poc	S	12.45	24.90

Year-to-Date Accounts Payable Summary

Current balance.....	52.14	
Open credits.....	100.00	

Current net A/P balance.....	-47.86	
Y-T-D purchases.....	10,295.26	
Y-T-D payments.....	10,343.12	
Y-T-D discounts.....	0.00	
Y-T-D 1099 payments.....	250.07	
Aging information		
Current.....	0.00	0.0%
1 to 30.....	0.00	0.0%
31 to 60.....	0.00	0.0%
61 to 90.....	52.14	100.0%
Over 90.....	0.00	0.0%

Month-to-Date Accounts Payable Summary

Month beginning balance.....	52.14
Purchases.....	121.65
Credit memos.....	0.00
Debit memos.....	0.00
Prepaid invoices.....	121.65
Cash and/or check payments.....	121.65
Discounts taken.....	0.00

Purchases History

November 1993.....	1,162.27
October 1993.....	286.10
September 1993.....	197.14
August 1993.....	5,980.04
July 1993.....	182.30
June 1993.....	342.26
May 1993.....	324.36
April 1993.....	584.19
March 1993.....	305.96
February 1993.....	292.98
January 1993.....	516.01
December 1992.....	179.52

Vendor Highlight, based on Y-T-D Purchases

Vendor ID	Vendor Name	Yearly Purchases	Yearly Payments	Current Balance
SSS	SHASTA SILLY SHIRT	5,390.94	5,390.94	0.00
OLBY	TOM OLBY	1,699.57	1,699.57	0.00
POSTMASTER	Postmaster	954.51	954.51	0.00

Vendor Highlight, based on Current Balance

Vendor ID	Vendor Name	Current Balance	Open Credits	Yearly Purchases
ATT	AT&T	52.14	0.00	610.28

Vendor Highlight, based on Oldest Unpaid Invoice Date

Vendor ID	Vendor Name	Oldest Inv Date	Invoice Balance	Current Balance
ATT	AT&T	09/04/93	52.14	52.14