

4/2/58

Sumitomo Bank--net balance after L/C's due deducted \$1,842.61
 Bank of America 2,349.74

Letter of Credit Balance as of 3/31/58 \$12,747.68

Trust Receipt balance as of 3/31/58 17,478.14

NET RECEIPTS IN:

January \$22,359.83
 February 20,310.62
 March 27,572.89
 TOTAL \$70,243.34

TRUST RECEIPTS DUE BALANCE APRIL--4/2/58
 on documents received only

\$13,017.74

ACCOUNTS PAYABLES 4/2/58

ACCOUNTS RECEIVABLES 3/31/58 \$29,267.74

wholesale \$ 1,040.91
 retail 113.08

SHIPMENTS(wholesale)

January \$17,891.78
 February 21,870.99
 March 28,902.97
 Total \$68,665.74

RETAIL RECEIPTS (gross)

January \$ 3,211.38
 February 4,353.91
 March 3,149.92
 Total \$10,715.21

SHIPMENTS (3/1-24/58)

\$23,117.31
 3/25/58 826.10 (18 orders)
 3/26/58 852.86 (14 orders)
 3/27/58 1,576.55 (17 orders)
 3/28/58 703.33 (22 orders)
 3/31/58 1,828.82 (28 orders)

TOTAL SALES MARCH \$28,902.97

4/1/58 Shipment \$ 2,282.78 (29 orders)

SALES DETAIL:

| | January | February | March | TOTAL |
|-------------------|-------------|-------------|-------------|-------------|
| Southern Calif. | 4,328.77 | 1,900.26 | 3,781.73 | 10,010.76 |
| Jack Merkel | 5,002.99 | 4,344.01 | 6,037.70 | 15,384.70 |
| Northern Calif. | 1,169.05 | 1,061.13 | 1,456.65 | 3,686.83 |
| North West | 571.90 | 865.95 | 602.96 | 2,040.81 |
| Rocky Mountain | 337.80 | 430.60 | 489.22 | 1,257.62 |
| South West | 909.31 | 2,060.97 | 2,008.23 | 4,978.51 |
| Mid West | 1,148.78 | 7,489.08 | 5,974.17 | 14,612.03 |
| Singer/Soderstrom | 75.00 | 312.00 | 581.60 | 968.60 |
| South East | 298.60 | 470.20 | 190.40 | 959.20 |
| Jan Howell | 4,049.58 | 2,936.79 | 7,780.31 | 14,766.68 |
| TOTAL | \$17,891.78 | \$21,870.99 | \$28,902.97 | \$68,665.74 |

Proverb - The man lives longest who mends his own business.

4/2/88

Sanitono Bank - net balance after 1/0's due deducted

It is far more sensible to look at the future ~~to~~ with the help of experience than through one-eyed glasses,

| NET RECEIPTS IN: | | ACCOUNTS RECEIVABLES 3/31/88 | |
|------------------|-------------|------------------------------|------------|
| January | \$22,259.83 | Wholesale | \$1,040.91 |
| February | 20,210.82 | Retail | 118.08 |
| March | 27,572.89 | | |
| TOTAL | \$70,043.54 | | |

| SHIPMENTS (Wholesale) | | RETAIL RECEIPTS (Gross) | |
|-----------------------|-------------|-------------------------|-------------|
| January | \$17,891.78 | January | \$3,211.38 |
| February | 21,870.99 | February | 4,323.91 |
| March | 28,902.97 | March | 3,142.92 |
| TOTAL | \$68,665.74 | TOTAL | \$10,678.21 |

| SHIPMENTS (2/1-24/88) | | TOTAL SALES MARCH | |
|-----------------------|----------------------|----------------------|----------------------|
| 2/28/88 | 828.10 (18 orders) | 1,828.82 (28 orders) | \$23,117.31 |
| 2/29/88 | 828.88 (14 orders) | 1,702.22 (22 orders) | 828.10 (18 orders) |
| 2/27/88 | 1,276.22 (17 orders) | 1,702.22 (22 orders) | 828.88 (14 orders) |
| 2/28/88 | 702.22 (22 orders) | 1,828.82 (28 orders) | 1,276.22 (17 orders) |
| 2/31/88 | 1,828.82 (28 orders) | | 702.22 (22 orders) |

TOTAL SALES MARCH \$23,117.31
 4/1/88 shipment \$2,322.78 (29 orders)

| SALES DETAIL: | | January | February | March | TOTAL |
|-------------------|-------------|-------------|-------------|-------------|-------|
| Southern Calif. | 4,328.77 | 1,800.28 | 2,781.72 | 10,010.78 | |
| Jack Market | 2,002.92 | 4,244.01 | 6,027.70 | 12,284.70 | |
| Northern Calif. | 1,122.02 | 1,061.12 | 1,422.82 | 3,606.82 | |
| North West | 271.90 | 822.22 | 602.22 | 2,040.81 | |
| Roady Mountain | 227.80 | 420.80 | 422.22 | 1,287.62 | |
| South West | 202.21 | 2,020.27 | 2,002.22 | 4,207.61 | |
| Mid West | 1,122.78 | 7,422.02 | 2,274.17 | 14,812.02 | |
| Singer/Soderstrom | 72.00 | 212.00 | 221.60 | 905.60 | |
| South East | 222.80 | 470.20 | 120.40 | 999.20 | |
| Ian Howell | 4,042.22 | 2,222.72 | 7,702.21 | 14,767.62 | |
| TOTAL | \$17,891.78 | \$21,870.99 | \$28,902.97 | \$68,665.74 | |