

10/12/79

Mrs. Takahashi,

Your copy of the September,
1979 financial report and
Sales Analysis.

Thanks,

Cesar

For _____

Date _____ Time _____

while you were away

M _____

of _____

Phone No. _____

Please Call

Came In

Will Call Again

Wants to See You

Returned Your Call

Urgent

Message _____

By _____



-a company on the move...

TAKAHASHI IMPORTS
STATEMENT OF FINANCIAL CONDITION
AS OF SEPTEMBER 30 , 1979

A S S E T S

CURRENT ASSETS

	<u>1 9 7 9</u>	<u>1 9 7 8</u>
Cash on hand and in banks		
Petty cash and change fund	3,090	4,790
Cash in bank - Checking Account	66,106	51,542
- Savings Account	26,086	32,441
- Time Certificate Deposit	150,000	100,000
Total on hand and in banks	<u>245,282</u>	<u>188,773</u>
Accounts receivable - Trade	<u>1,428</u>	<u>844</u>
Inventory - Estimated	<u>254,355</u>	<u>221,354</u>
Prepaid Expenses:		
Insurance	6,142	-
Taxes - Others	6,827	3,287
Taxes - Federal	-	-
Taxes - Franchise	-	-
Total Prepaid Expenses	<u>12,969</u>	<u>3,287</u>
Advances to Affiliates	<u>-</u>	<u>50,000</u>
Other Current Assets	<u>-</u>	<u>2,000</u>
TOTAL CURRENT ASSETS	<u>514,034</u>	<u>466,258</u>

FIXED ASSETS

Furnitures and Equipment	40,418	29,755
Less: Allowance for Depreciation	27,822	26,037
Net Amount for Furnitures and Equipment	<u>12,596</u>	<u>3,718</u>
Leasehold Improvements	118,878	118,878
Less: Allowance for Depreciation	96,438	92,548
Net Amount for Leasehold Improvements	<u>22,440</u>	<u>26,330</u>
TOTAL FIXED ASSETS - NET	<u>35,036</u>	<u>30,048</u>

OTHER ASSETS

Investments	-	-
Deposits	2,489	2,439
TOTAL OTHER ASSETS	<u>2,489</u>	<u>2,439</u>

TOTAL ASSETS

551,559	498,745
=====	=====

TAKAHASHI IMPORTS
STATEMENT OF FINANCIAL CONDITION
AS OF SEPTEMBER 30, 1979

LIABILITIES, CAPITAL STOCK & RETAINED EARNINGS

CURRENT LIABILITIES

	<u>1 9 7 9</u>	<u>1 9 7 8</u>
Accounts Payable - Trade	19,535	9,191
Accrued Expenses Payable	19,653	10,835
Accrued Taxes - Payroll/Others	7,052	6,445
Accrued Taxes - Federal Income	22,291	14,986
Less: Depository	20,203	10,398
Balance Owing	2,088	4,588
Accrued Taxes - California Franchise	4,712	3,483
Less: Depository	4,568	4,867
Balance Owing	144	(1,384)
Accrued Profit Sharing Plan	8,721	5,510
Accrued Bonus Payable - Officers	-	-
Due from Affiliates	5,339	3,186
 TOTAL CURRENT LIABILITIES	 62,532	 38,371

CAPITAL STOCK AND RETAINED EARNINGS

CAPITAL STOCK

Issued - 140 Shares, no par, stated value \$50.00	7,000	7,000
Paid-in Capital in Excess of Stated Value	7,000	7,000
Total Paid-In Capital	14,000	14,000

RETAINED EARNINGS

Balance January 1, 19 <u>79</u>	460,478	437,821
Add: Net Profit (Loss) Current Year	22,249	12,753
Total	482,727	450,574
Less: Dividends Paid	7,700	4,200
Total Retained Earnings - Net	475,027	446,374
 TOTAL CAPITAL STOCK AND RETAINED EARNINGS	 489,027	 460,374

TOTAL LIABILITIES, CAPITAL STOCK AND RETAINED EARNINGS	551,559	498,745
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TAKAHASHI IMPORTS
STATEMENT OF OPERATIONS
FOR 9TH MONTH ENDED SEPTEMBER 30, 1979

	<u>GHIR. SQ. GRANT, AND SAUSALITO STORES</u>		<u>GHIR. SQ. GRANT, AND SAUSALITO STORES</u>	
	CURRENT YEAR 1979 \$ AMOUNT	PER CENT	PRIOR YEAR 1978 \$ AMOUNT	PER CENT
Sales:	608,614	100.00%	543,928	100.00%
Cost Of Sales:	278,377	45.74	252,782	46.47
Gross Profit From Sales	330,237	54.26	291,146	53.53
Expenses:				
Selling Expenses- Direct	83,522	13.72	73,154	13.45
Selling Expenses- Indirect	39,846	6.55	32,529	5.98
Warehouse Expenses	22,532	3.70	19,494	3.58
General Occupancy	56,348	9.26	61,531	11.31
General Ex- occupancy	82,948	13.63	83,756	15.41
Total Expenses	285,196	46.86	270,464	49.73
Net profit or Loss from operations	45,041	7.40	20,682	3.80
Other Income & Charges	12,932	2.13	16,049	2.95
Net Profit After Other Income	57,973	9.53	36,731	6.75
Profit Sharing Plan Contribution	8,721	1.43	5,510	1.01
Net Profit After Profit Sharing Contribution	49,252	8.10	31,221	5.74
Corporate Federal Income Tax	27,003	4.44	18,469	3.40
Net Profit After Corporate Income Tax	22,249	3.66	12,752	2.34
	<u>DISTRIBUTION OF EXPENSES</u>			
<u>Selling Expenses:</u>				
Salaries of Employees- Direct	83,522	13.72	73,154	13.45
Others prorated by sales % Indirect	39,846	6.55	32,529	5.98
TOTAL SELLING EXPENSES	123,368	20.27	105,683	19.43
Warehouse Expenses(prorated by sales %)	22,532	3.70	19,494	3.58
General Expenses:				
Occupancy- Rent	46,251	7.60	43,721	8.04
Other Taxes & Real Estate Taxes	7,183	1.18	13,460	2.47
Leasehold Improvements	2,914	.48	4,350	.80
TOTAL OCCUPANCY EXPENSES	56,348	9.26	61,531	11.31
Others prorated by sales percentage	82,948	13.63	83,576	15.41
TOTAL	139,296	22.89	145,287	26.72
\$ AMOUNT OF INCREASE OR DECREASE IN SALES	\$ 64,686	11.89 %	24,513	4.51%

TAKAHASHI IMPORTS
STATEMENT OF OPERATIONS
FOR THE 9TH MONTH ENDED SEPTEMBER 30, 1979

	GHIR. SQ.	GRANT AVE.	SAUSALITO	TOTAL	PER CENT
SALES:	259,525	186,404	162,685	608,614	100.00
COST OF SALES:	118,658	85,435	74,284	278,377	45.74
GROSS PROFIT FROM SALES	140,867	100,969	88,401	330,237	54.26
EXPENSES:					
Selling Expenses- Direct	33,258	27,197	23,067	83,522	13.72
Selling Expenses- Indirect	16,949	12,266	10,631	39,846	6.55
Warehouse Expenses	9,608	6,901	6,023	22,532	3.70
General Occupancy	21,041	24,818	10,849	56,348	9.26
General Ex- Occupancy	32,899	27,537	22,512	82,948	13.63
TOTAL EXPENSES	113,755	98,719	72,722	285,196	46.86
GROSS PROFIT FROM OPERATIONS	27,112	2,250	15,679	45,041	7.40
OTHER INCOME & CHARGES	5,514	3,916	3,457	12,932	2.13
NET PROFIT AFTER OTHER INCOME	32,626	6,211	19,136	57,973	9.53
PROFIT SHARING CONTRIBUTION	3,719	2,671	2,331	8,721	1.43
NET PROFIT BEFORE FEDERAL TAXES	28,907	3,540	16,805	49,252	8.10
FEDERAL INCOME TAXES	15,848	1,942	9,213	27,003	4.44
NET PROFIT OR LOSS AFTER TAXES	13,059	1,598	7,592	22,249	3.66

EXPENSE DISTRIBUTION BY STORE LOCATION

SELLING EXPENSES:					
Employee Salaries- Direct	33,258	27,197	23,067	83,522	13.72
Others- Prorated by sales %	16,949	12,266	10,631	39,846	6.55
TOTAL SELLING EXPENSES	50,207	39,463	33,698	123,368	20.27
WAREHOUSE EXPENSES (by sales %)	9,608	6,901	6,023	22,532	3.70
GENERAL EXPENSES:					
Occupancy- Rent	20,093	18,000	8,158	46,251	7.60
Occupancy- Other Taxes	948	4,125	2,110	7,183	1.18
Occupancy- Lshld. Improvement	-	2,693	221	2,914	.48
TOTAL OCCUPANCY EXPENSES	21,041	24,818	10,489	56,348	9.26
OTHER EXPENSES PRORATED BY SALES%	32,899	27,537	22,512	82,948	13.63
TOTAL GENERAL EXPENSES	53,940	52,355	33,001	139,296	22.89
EACH STORE SALES PERCENTAGE	42.64%	30.63%	26.73%	100.00%	
PAYROLL % TO EACH STORE'S SALES	12.81%	14.59%	14.18%		

TAKAHASHI IMPORTS
COMPARATIVE STATEMENT OF OPERATION
FOR THE 9TH MONTH ENDED SEPTEMBER 30, 1979

	GHIRARDELLI SQ.		GRANT AVENUE		SAUSALITO STORES	
	1979	1978	1979	1978	1979	1978
SALES: TT/CP	115,981	77,701	62,561	44,620	76,967	45,013
Outside Vendor	135,508	170,229	107,213	88,854	79,868	85,517
TI Own Import	8,036	5,363	13,084	13,659	5,850	5,145
Antiques	-	-	3,546	7,827	-	-
TOTAL SALES	<u>259,525</u>	<u>253,293</u>	<u>186,404</u>	<u>154,960</u>	<u>162,685</u>	<u>135,675</u>
COST OF SALES:						
TT/CP	52,191	35,020	28,153	20,110	34,635	20,287
Outside Vendor	63,052	80,944	49,886	42,250	37,163	40,663
TI Own Import	3,415	2,129	5,661	5,423	2,486	2,042
Antiques	-	-	1,735	3,914	-	-
TOTAL COST OF SALES	<u>118,658</u>	<u>118,093</u>	<u>85,435</u>	<u>71,697</u>	<u>74,284</u>	<u>62,992</u>
GROSS PROFIT FROM SALES	<u>140,867</u>	<u>135,200</u>	<u>100,969</u>	<u>83,263</u>	<u>88,401</u>	<u>72,683</u>
EXPENSES:						
Selling-Direct Salaries	33,258	29,897	27,197	22,589	23,067	20,668
Selling-Indirect Salaries	13,327	11,465	9,574	7,014	8,355	6,140
Selling-Indirect Others	3,622	3,343	2,692	2,271	2,276	2,296
Warehouse- Wages	9,608	9,078	6,901	5,554	6,023	4,862
General Occupancy- Rent	20,093	18,902	18,000	18,000	8,158	6,819
General Occupancy- Taxes	948	1,899	6,818	11,684	2,331	4,227
Non-Occupancy- Salaries	7,978	9,011	5,731	5,513	5,000	4,826
Non-Occupancy- Payroll Taxes	5,410	5,480	3,887	3,352	3,392	2,935
Non-Occupancy- State Taxes	1,487	915	1,068	560	932	490
Non-Occupancy- Repairs	3,481	3,685	3,120	3,093	3,729	1,437
Non-Occupancy- Employee Ins.	2,665	2,518	1,914	1,540	1,670	1,348
Non-Occupancy- Telephone	397	557	974	1,009	256	236
Non-Occupancy- Utility	1,821	2,367	2,877	3,966	1,407	1,747
Non-Occupancy- Others	9,660	11,905	7,966	8,476	6,126	6,790
TOTAL EXPENSES	<u>113,755</u>	<u>111,022</u>	<u>98,719</u>	<u>94,621</u>	<u>72,722</u>	<u>64,821</u>
GROSS PROFIT FROM OPERATIONS	<u>27,112</u>	<u>24,178</u>	<u>2,250</u>	<u>(11,358)</u>	<u>15,679</u>	<u>7,862</u>
OTHER INCOME & CHARGES	<u>5,514</u>	<u>7,474</u>	<u>3,961</u>	<u>4,572</u>	<u>3,457</u>	<u>4,003</u>
PROFIT AFTER OTHER INCOME	<u>32,626</u>	<u>31,652</u>	<u>6,211</u>	<u>(6,786)</u>	<u>19,136</u>	<u>11,865</u>
PROFIT SHARING CONTRIBUTION	<u>3,719</u>	<u>2,566</u>	<u>2,671</u>	<u>1,570</u>	<u>2,331</u>	<u>1,374</u>
GROSS PROFIT BEFORE TAXES	<u>28,907</u>	<u>29,086</u>	<u>3,540</u>	<u>(8,356)</u>	<u>16,805</u>	<u>10,491</u>
FEDERAL INCOME TAX	<u>15,848</u>	<u>12,005</u>	<u>1,942</u>	<u>-</u>	<u>9,213</u>	<u>6,464</u>
NET PROFIT OR LOSS	<u>13,059</u>	<u>17,081</u>	<u>1,598</u>	<u>(8,356)</u>	<u>7,592</u>	<u>4,027</u>

TAKAHASHI IMPORTS
STATEMENT OF OPERATIONS
FOR THE MONTH OF SEPTEMBER 30, 1949

	GHIR. SQ.	GRANT AVE.	SAUSALITO	TOTAL	PER CENT
SALES:	37,956	21,979	21,667	81,602	100.00
COST OF SALES:	17,265	10,106	9,849	37,220	45.61
GROSS PROFIT FROM SALES	20,691	11,873	11,818	44,382	54.39
EXPENSES:					
Selling Expenses- Direct	4,330	3,121	2,918	10,369	12.71
Selling Expenses- Indirect	1,259	621	644	2,524	3.09
Warehouse Expenses	1,075	568	591	2,234	2.74
General Occupancy	2,750	2,689	1,317	6,756	8.28
General Ex- Occupancy	4,516	3,059	2,562	10,137	12.42
TOTAL EXPENSES	13,930	10,058	8,032	32,020	39.24
GROSS PROFIT FROM OPERATIONS	6,761	1,815	3,786	12,362	15.15
OTHER INCOME & CHARGES	433	191	223	847	1.04
NET PROFIT AFTER OTHER INCOME	7,194	2,006	4,009	13,209	16.19
PROFIT SHARING CONTRIBUTION	-	-	-	-	-
NET PROFIT BEFORE FEDERAL TAXES	7,194	2,006	4,009	13,209	16.19
FEDERAL INCOME TAXES	3,517	981	1,960	6,458	7.92
NET PROFIT OR LOSS AFTER TAXES	3,677	1,025	2,049	6,751	8.27

EXPENSE DISTRIBUTION BY STORE LOCATION

SELLING EXPENSES:					
Employee Salaries- Direct	4,330	3,121	2,918	10,369	12.71
Others- Prorated by sales %	1,259	621	644	2,524	3.09
TOTAL SELLING EXPENSES	5,589	3,742	3,562	12,893	15.80
WAREHOUSE EXPENSES (by sales %)	1,075	568	591	2,234	2.74
GENERAL EXPENSES:					
Occupancy- Rent	2,660	2,000	1,084	5,744	7.04
Occupancy- Other Taxes	90	389	214	693	.85
Occupancy- Lshld. Improvement	-	300	19	319	.39
TOTAL OCCUPANCY EXPENSES	2,750	2,689	1,317	6,756	8.28
OTHER EXPENSES PRORATED BY SALES%	4,516	3,059	2,562	10,137	12.42
TOTAL GENERAL EXPENSES	7,266	5,748	3,879	16,893	20.70
EACH STORE SALES PERCENTAGE	46.51%	26.94%	26.55%	100.00%	
PAYROLL % TO EACH STORE'S SALES	11.41%	14.20%	13.47%		

TAKAHASHI IMPORTS
SALES ANALYSIS

STORES:
(X) 59 GRANT AVE
(X) GHIRARDELLI SQ
(X) SAUSALITO

FROM/TO: 9/01 to 9/30/79
() DAILY SALES
(X) WEEKLY/MONTHLY/
YEAR TO DATE

SALES FROM/TO	GROSS SALES	NET SALES	SALES TAX	TT/CP SALES	OUTSIDE SALES	TT IMPORTS	ANTIQUA SALES	OVER/SHORT
9/01	4,225	3,972	253	1,791	1,991	190	-	- 1
9/02 - 9/08	18,642	17,546	1,096	8,628	8,218	690	10	- 3
9/09 - 9/15	18,559	17,485	1,074	8,661	7,929	882	13	+32
9/16 - 9/22	21,529	20,269	1,260	9,319	10,025	903	22	+ 2
9/23 - 9/29	21,991	20,688	1,303	10,043	9,076	1,409	160	- 3
9/30	1,822	1,714	108	1,009	653	52	-	- 5
Sub-total	86,768	81,674	5,094	39,451	37,892	4,126	205	+22
Adjustment	(77)	(72)	(5)	-	(72)	-	-	-
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9/01 - 9/30	86,691	81,602 100%	5,089	39,451 48.4%	37,820 46.4%	4,126 5.0%	205 0.2%	+22
1/02 - 8/31	559,636	527,012 100%	32,624	216,058 41.0%	284,769 54.0%	22,844 4.4%	3,341 0.6%	-328
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1/02 - 9/30	646,327	608,614 100%	37,713	255,509 42.0%	322,589 53.0%	26,970 4.4%	3,546 0.6%	-306
1978	577,949	543,928 100%	34,021	167,334 30.8%	344,600 63.3%	24,167 4.4%	7,827 1.5%	-207

TAKAHASHI IMPORTS
SALES ANALYSIS

STORES:
 59 GRANT AVE
 GHIRARDELLI SQ
 SAUSALITO

FROM/TO: 9/01 to 9/30/79
 DAILY SALES
 WEEKLY/MONTHLY/
 YEAR TO DATE

SALES FROM/TO	GROSS SALES	NET SALES	SALES TAX	TT/CP SALES	OUTSIDE SALES	TT IMPORTS	ANTIQUA SALES	OVER/SHORT
9/01	1,212	1,139	73	375	669	95	-	-
9/02 - 9/08	4,418	4,154	264	1,477	2,412	255	10	-
9/09 - 9/15	4,740	4,458	282	1,633	2,579	233	13	-
9/16 - 9/22	6,378	6,011	367	1,776	3,676	537	22	-
9/23 - 9/29	6,620	6,231	389	2,203	2,887	981	160	+ 5
9/30	-	-	-	-	-	-	-	-
Sub-total	23,368	21,993	1,375	7,464	12,223	2,101	205	+ 5
Adjustment	(15)	(14)	(1)	-	(14)	-	-	-
9/01 - 9/30	23,353	21,979 100%	1,374	7,464 34.0%	12,209 55.5%	2,101 9.6%	205 0.9%	+ 5
1/02 - 8/31	174,598	164,425 100%	10,173	55,097 33.5%	95,004 57.8%	10,983 6.7%	3,341 2.0%	-20
1/02 - 9/30	197,951	186,404 100%	11,547	62,561 33.6%	107,213 57.5%	13,084 7.0%	3,546 1.9%	-15
1978	164,503	154,960 100%	9,543	44,620 28.8%	88,854 57.3%	13,659 8.9%	7,827 5.0%	-25

TAKAHASHI IMPORTS
SALES ANALYSIS

STORES:

- () 59 GRANT AVE
- (X) GHIRARDELLI SQ
- () SAUSALITO

FROM/TO: 9/01 to 9/30/79
 () DAILY SALES
 (X) WEEKLY/MONTHLY/
 YEAR TO DATE

SALES FROM/TO:	GROSS SALES	NET SALES	SALES TAX	TT/CP SALES	OUTSIDE SALES	TT IMPORTS	ANTIQUE SALES	OVER/SHORT
9/01	1,992	1,870	122	990	833	47	-	-1
9/02 - 9/08	9,216	8,657	559	4,618	3,789	250	-	-3
9/09 - 9/15	9,069	8,532	537	4,601	3,492	439	-	+32
9/16 - 9/22	9,362	8,796	566	4,517	4,034	245	-	+2
9/23 - 9/29	9,980	9,372	608	5,030	4,064	278	-	+1
9/30	826	775	51	404	349	22	-	-
Sub-total	40,445	38,002	2,443	20,160	16,561	1,281	-	+31
Adjustment	(49)	(46)	(3)	-	(46)	-	-	-
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9/01 - 9/30	40,396	37,956 100%	2,440	20,160 53.1%	16,515 43.5%	1,281 3.4%	-	+31
1/02 - 8/31	235,779	221,569 100%	14,210	95,821 43.3%	118,993 53.7%	6,755 3.0%	-	-295
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1/02 - 9/30	276,175	259,525 100%	16,650	115,981 44.7%	135,508 52.2%	8,036 3.1%	-	-264
1978	269,671	253,293 100%	16,378	77,701 30.7%	170,229 67.2%	5,363 2.1%	-	-125

TAKAHASHI IMPORTS
SALES ANALYSIS

STORES:
 59 GRANT AVE
 GHIRARDELLI SQ
 SAUSALITO

FROM/TO: 9/01 to 9/30/79
 DAILY SALES
 WEEKLY/MONTHLY/
 YEAR TO DATE

SALES FROM/TO:	GROSS SALES	NET SALES	SALES TAX	TT/CP SALES	OUTSIDE SALES	TT IMPORTS	ANTIQUE SALES	OVER/SHORT
9/01	1,021	963	58	426	489	48	-	-
9/02 - 9/08	5,008	4,735	273	2,533	2,017	185	-	-
9/09 - 9/15	4,750	4,495	255	2,427	1,858	210	-	-
9/16 - 9/22	5,789	5,462	327	3,026	2,315	121	-	-
9/23 - 9/29	5,391	5,085	306	2,810	2,125	150	-	- 9
9/30	996	939	57	605	304	30	-	- 5
Sub-total	22,955	21,679	1,276	11,827	9,108	744	-	- 14
Adjustment	(13)	(12)	(1)	-	(12)	-	-	-
<hr/>								
9/01 - 9/30	22,942	21,667 100%	1,275	11,827 54.6%	9,096 42.0%	744 3.4%	-	- 14
1/02 - 8/31	149,259	141,018 100%	8,241	65,140 46.2%	70,772 50.2%	5,106 3.6%	-	- 13
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1/02 - 9/30	172,201	162,685 100%	9,516	76,967 47.3%	79,868 49.1%	5,850 3.6%	-	- 27
1978	143,775	135,675 100%	8,100	45,013 33.2%	85,517 63.0%	5,145 3.8%	-	+57