

# Accounts Receivable

## Salesperson Commission Report For Invoice Dates: Thru 5/31/2003

Customer Number/ Invoice Number	Invoice Date	Split Commission	Commission Rate	Invoice Total	Sales Subject To Comm	Cost Subject To Comm	Gross Profit	Profit Percent	Commission Amount
Salesperson Number:	01-0100	Jim Kentley							
01-ABF	American Business Futures								
0000169-IN	5/29/2003	100.00%	10.00%	2,416.25	2,295.00	0.00	2,295.00	100.00%	229.50
0000190-IN	4/30/2003	100.00%	10.00%	85.00	85.00	0.00	85.00	100.00%	8.50
0000191-IN	5/31/2003	100.00%	10.00%	2,416.25	2,295.00	0.00	2,295.00	100.00%	229.50
0100009-IN	5/23/2003	100.00%	10.00%	2,032.54	1,979.99	1,086.55	893.44	45.12%	198.01
0100011-IN	5/28/2003	100.00%	10.00%	265.86	242.34	106.30	136.04	56.14%	24.23
0100012-IN	5/28/2003	100.00%	2.00%	666.53	610.56	298.61	311.95	51.09%	12.22
0100033-IN	5/15/2003	100.00%	10.00%	1,113.05	1,075.85	589.83	486.02	45.18%	105.44
		PS&A	6657-24-20-12		790.00	484.00	306.00		
		FD&A	2481-5-50		37.91	15.96	21.95		
		FD&A	2551-3-50		23.70	11.23	12.47		
		FD&A	8972		224.24	78.40	145.84		
0100034-IN	5/15/2003	91.00%	10.00%	2,467.61	2,350.10	145.75	2,204.35	93.80%	213.86
		DC	GB-MD791		1,995.00	0.00	1,995.00		
		WF&A	1001-HON-H252		319.20	136.24	182.96		
		C&A	GB-EL04MS-14		35.90	9.50	26.40		
0100039-CM	5/16/2003	100.00%	10.00%	-47.56	-44.66	-15.50	-29.16	65.29%	-4.47
		FD&A	8971		-44.66	-15.60	-29.06		
0100041-IN	5/31/2003	100.00%	0.00%	38.20	33.20	15.45	17.75	53.46%	3.32
		FD&A	2480-8-50		33.20	15.45	17.75		
0100042-IN	5/21/2003	100.00%	10.00%	864.25	826.25	387.50	438.75	53.10%	82.63
0100048-IN	5/30/2003	100.00%	0.00%	130.00	130.00	65.00	65.00	50.00%	13.00
		WF&A	D1000-BBW/LIGHT		130.00	65.00	65.00		
0200086-CM	5/31/2003	100.00%	10.00%	-179.30	-165.75	-82.50	-83.25	50.23%	-16.58
Customer 01-ABF Total:				12,268.68	11,712.88	2,596.99	9,115.89	77.83%	1,099.16
01-BRESLIN	Breslin Parts Supply								
0000171-IN	5/29/2003	100.00%	10.00%	1,250.00	1,250.00	0.00	1,250.00	100.00%	125.00
0000172-IN	5/29/2003	100.00%	10.00%	1,003.97	939.25	467.50	471.75	50.23%	93.93
0000193-IN	5/31/2003	100.00%	10.00%	1,250.00	1,250.00	0.00	1,250.00	100.00%	125.00
0000194-IN	5/31/2003	100.00%	10.00%	1,003.97	939.25	467.50	471.75	50.23%	93.93

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0100035-IN	5/15/2003	100.00%	10.00%	149.13	132.50	49.15	83.35	62.91%	13.25
		FD&A	8972		132.50	49.00	83.50		
0100040-IN	5/27/2003	100.00%	0.00%	9,596.76	9,130.25	4,558.64	4,571.61	50.07%	913.03
		FD&A	2480-8-50		9,130.25	4,558.64	4,571.62		
0100044-IN	5/21/2003	100.00%	10.00%	1,646.13	1,572.50	280.00	1,292.50	82.19%	157.25
Customer 01-BRESLIN Total:				15,899.96	15,213.75	5,822.79	9,390.96	61.73%	1,521.39
SalesPerson 01-0100 Total:				28,168.64	26,926.63	8,419.78	18,506.85	68.73%	2,620.55

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Salesperson Number: 01-0200 Shelly Westland									
01-ABF American Business Futures									
0100034-IN	5/15/2003	5.00%	10.00%	2,467.61	2,350.10	145.75	2,204.35	93.80%	11.75
		DC	GB-MD791		1,995.00	0.00	1,995.00		
		WF&A	1001-HON-H252		319.20	136.24	182.96		
		C&A	GB-EL04MS-14		35.90	9.50	26.40		
Customer 01-ABF Total:				2,467.61	2,350.10	145.75	2,204.35	93.80%	11.75
01-AVNET Avnet Processing Corp									
0000170-IN	5/29/2003	100.00%	8.00%	4,041.00	4,007.50	1,960.00	2,047.50	51.09%	320.60
0000192-IN	5/31/2003	100.00%	8.00%	606.00	572.50	280.00	292.50	51.09%	45.80
0100043-IN	5/21/2003	100.00%	8.00%	1,935.25	1,935.25	277.50	1,657.75	85.66%	154.82
Customer 01-AVNET Total:				6,582.25	6,515.25	2,517.50	3,997.75	61.36%	521.22
01-HILLSB Hillsboro Service Center									
0000164-IN	5/16/2003	100.00%	8.00%	1,275.00	1,275.00	0.00	1,275.00	100.00%	102.00
0000195-IN	5/31/2003	100.00%	8.00%	1,275.00	1,275.00	0.00	1,275.00	100.00%	102.00
0100007-IN	5/23/2003	100.00%	8.00%	321.92	273.60	115.99	157.61	57.61%	21.89
Customer 01-HILLSB Total:				2,871.92	2,823.60	115.99	2,707.61	95.89%	225.89
01-RSSUPPL R & S Supply Corp.									
0000166-IN	5/21/2003	100.00%	8.00%	1,314.75	1,145.00	560.00	585.00	51.09%	91.60
0000196-IN	5/31/2003	100.00%	8.00%	1,314.75	1,145.00	560.00	585.00	51.09%	91.60
Customer 01-RSSUPPL Total:				2,629.50	2,290.00	1,120.00	1,170.00	51.09%	183.20
01-SHEPARD Shepard Motorworks									
0000205-IN	4/30/2003	100.00%	8.00%	259,839.95	259,839.95	0.00	259,839.95	100.00%	20,787.20
0100045-IN	5/31/2003	100.00%	0.00%	283,500.00	283,500.00	157,500.00	126,000.00	44.44%	22,680.00
		WF&A	D1000		283,500.00	157,500.00	126,000.00		
Customer 01-SHEPARD Total:				543,339.95	543,339.95	157,500.00	385,839.95	71.01%	43,467.20
02-JELLCO Jellco Packing									
0100038-IN	5/16/2003	10.00%	7.20%	116.08	133.04	5.70	127.34	95.72%	0.81
		FD&A	8971		111.50	0.00	111.50		
		C&A	GB-EL04MS-14		21.54	5.70	15.84		
Customer 02-JELLCO Total:				116.08	133.04	5.70	127.34	95.72%	0.81

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## Salesperson Commission Report For Invoice Dates: Thru **5/31/2003**

Customer Number/ Invoice Number	Invoice Date	Split Commission	Commission Rate	Invoice Total	Sales Subject To Comm	Cost Subject To Comm	Gross Profit	Profit Percent	Commission Amount
SalesPerson 01-0200 Total:				558,007.31	557,451.94	161,404.94	396,047.00	71.05%	44,410.07

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Customer Number/ Invoice Number	Invoice Date	Split Commission	Commission Rate	Invoice Total	Sales Subject To Comm	Cost Subject To Comm	Gross Profit	Profit Percent	Commission Amount
Division: 01 Total:				586,175.95	584,378.57	169,824.72	414,553.85	70.94%	47,030.62

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Customer Number/ Invoice Number	Invoice Date	Split Commission	Commission Rate	Invoice Total	Sales Subject To Comm	Cost Subject To Comm	Gross Profit	Profit Percent	Commission Amount
Salesperson Number: 02-0400 Ginny Hernandez									
02-ALLENAP Allen's Appliance Repair									
0000161-IN	5/8/2003	100.00%	10.00%	290.58	256.25	0.00	256.25	100.00%	25.63
0000197-IN	5/31/2003	100.00%	10.00%	290.58	256.25	0.00	256.25	100.00%	25.63
0100005-IN	5/7/2003	100.00%	10.00%	401.59	398.80	217.86	180.94	45.37%	39.89
Customer 02-ALLENAP Total:				982.75	911.30	217.86	693.44	76.09%	91.15
02-AMERCO American Concrete Service									
0000167-IN	5/21/2003	100.00%	10.00%	1,335.98	1,316.25	0.00	1,316.25	100.00%	131.63
0000198-IN	5/31/2003	100.00%	10.00%	1,335.98	1,316.25	0.00	1,316.25	100.00%	131.63
0100010-IN	5/28/2003	100.00%	2.50%	9,953.88	10,433.83	6,165.59	4,268.24	40.91%	260.87
Customer 02-AMERCON Total:				12,625.84	13,066.33	6,165.59	6,900.74	52.81%	524.13
02-ATOZ A To Z Carpet Supply									
0000173-IN	5/29/2003	100.00%	10.00%	4,366.20	4,143.75	2,062.50	2,081.25	50.23%	414.38
0000199-IN	5/31/2003	100.00%	10.00%	4,366.20	4,143.75	2,062.50	2,081.25	50.23%	414.38
Customer 02-ATOZ Total:				8,732.40	8,287.50	4,125.00	4,162.50	50.23%	828.76
02-BAYPYR Bay Pyrotronics Corp.									
0000162-IN	5/8/2003	100.00%	10.00%	1,275.00	1,275.00	0.00	1,275.00	100.00%	127.50
0000163-IN	5/8/2003	100.00%	10.00%	3,989.83	3,435.00	1,680.00	1,755.00	51.09%	343.50
0000201-IN	5/31/2003	100.00%	10.00%	1,275.00	1,275.00	0.00	1,275.00	100.00%	127.50
0000202-IN	5/31/2003	100.00%	10.00%	3,989.83	3,435.00	1,680.00	1,755.00	51.09%	343.50
Customer 02-BAYPYRO Total:				10,529.66	9,420.00	3,360.00	6,060.00	64.33%	942.00
02-CAPRI Capri Sailing Ships									
0000174-IN	5/29/2003	100.00%	10.00%	10,474.73	9,668.75	4,812.50	4,856.25	50.23%	966.88
0000203-IN	5/31/2003	100.00%	10.00%	10,474.73	9,668.75	4,812.50	4,856.25	50.23%	966.88
0000206-IN	5/1/2003	100.00%	5.00%	37,467.95	35,347.12	0.00	35,347.12	100.00%	1,767.36

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0000207-CM	5/31/2003	100.00%	5.00%	-2,248.08	-2,120.83	0.00	-2,120.83	100.00%	-106.04
Customer 02-CAPRI Total:				56,169.33	52,563.79	9,625.00	42,938.79	81.69%	3,595.08
SalesPerson 02-0400 Total:				89,039.98	84,248.92	23,493.45	60,755.47	72.11%	5,981.12

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Salesperson Number: 02-0300 Harvey Earlwright									
01-ABF American Business Futures									
0100034-IN	5/15/2003	4.00%	10.00%	2,467.61	2,350.10	145.75	2,204.35	93.80%	9.40
		DC	GB-MD791		1,995.00	0.00	1,995.00		
		WF&A	1001-HON-H252		319.20	136.24	182.96		
		C&A	GB-EL04MS-14		35.90	9.50	26.40		
Customer 01-ABF Total:				2,467.61	2,350.10	145.75	2,204.35	93.80%	9.40
02-AUTOOCR Autocraft Accessories									
0000165-IN	5/16/2003	100.00%	11.50%	6,406.53	5,796.25	3,000.00	2,796.25	48.24%	666.57
0000200-IN	5/31/2003	100.00%	11.50%	6,406.53	5,796.25	3,000.00	2,796.25	48.24%	666.57
0000208-IN	5/31/2003	100.00%	11.50%	127.25	127.25	0.00	127.25	100.00%	14.63
Customer 02-AUTOOCR Total:				12,940.31	11,719.75	6,000.00	5,719.75	48.80%	1,347.77
02-CUSTOM Custom Craft Products									
0000168-IN	5/29/2003	100.00%	11.50%	4,337.98	3,987.50	1,955.00	2,032.50	50.97%	458.56
0000204-IN	5/31/2003	100.00%	11.50%	4,337.98	3,987.50	1,955.00	2,032.50	50.97%	458.56
0100006-IN	5/5/2003	100.00%	11.50%	1,281.28	1,292.90	506.12	786.78	60.85%	148.69
0100037-IN	5/15/2003	100.00%	11.50%	1,560.30	1,601.10	919.49	681.61	42.57%	165.71
		WF&A	ARS-9201		1,601.10	919.44	681.66		
Customer 02-CUSTOM Total:				11,517.54	10,869.00	5,335.61	5,533.39	50.91%	1,231.52
02-GREALA Greater Alarm Company									
0100046-IN	5/31/2003	100.00%	0.00%	825.50	778.77	410.31	368.46	47.31%	89.56
		WF&A	1001-HON-H252		781.20	342.50	438.70		
		PS&A	4886-18-14-3		135.00	67.81	67.19		
Customer 02-GREALAR Total:				825.50	778.77	410.31	368.46	47.31%	89.56
02-JELCO Jellco Packing									
0100004-IN	5/5/2003	100.00%	11.50%	2,766.22	3,223.79	1,756.04	1,467.75	45.53%	370.73
0100015-IN	5/28/2003	100.00%	7.20%	2,173.61	2,553.66	1,346.60	1,207.06	47.27%	183.87
0100038-IN	5/16/2003	90.00%	7.20%	116.08	133.04	5.70	127.34	95.72%	7.33
		FD&A	8971		111.50	0.00	111.50		
		C&A	GB-EL04MS-14		21.54	5.70	15.84		
Customer 02-JELCO Total:				5,055.91	5,910.49	3,108.34	2,802.15	47.41%	561.93
02-ORANGE Orange Door & Window Co.									
0100047-IN	5/31/2003	100.00%	0.00%	263.37	263.38	155.00	108.38	41.15%	30.29

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		WF&A	ARS-9101		179.90	89.75	90.15		
		WF&A	ARS-9401		129.95	65.25	64.70		
Customer 02-ORANGE Total:				263.37	263.38	155.00	108.38	41.15%	30.29
SalesPerson 02-0300 Total:				33,070.24	31,891.49	15,155.01	16,736.48	52.48%	3,270.47

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Salesperson Number:	02-0200	Jonathan Miller							
01-AVNET	Avnet Processing Corp								
0000170-IN	5/29/2003	100.00%	8.00%	4,041.00	4,007.50	1,960.00	2,047.50	51.09%	320.60
Customer 01-AVNET Total:				4,041.00	4,007.50	1,960.00	2,047.50	51.09%	320.60
SalesPerson 02-0200 Total:				4,041.00	4,007.50	1,960.00	2,047.50	51.09%	320.60

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Division: 02 Total:				126,151.22	120,147.91	40,608.46	79,539.45	66.20%	9,572.19

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Report Total:				712,327.17	704,526.48	210,433.18	494,093.30	70.13%	56,602.81