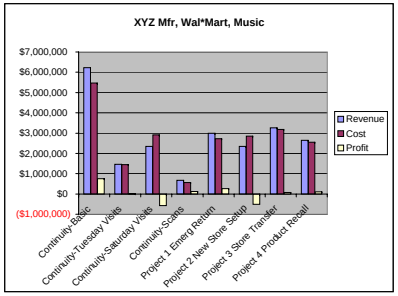
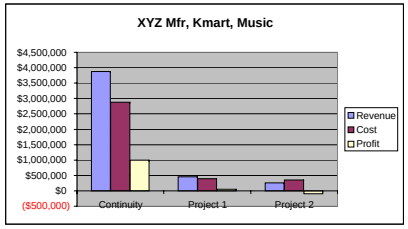
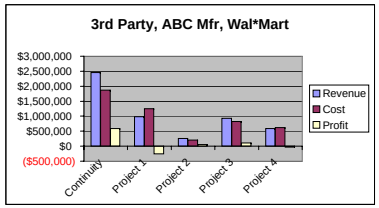
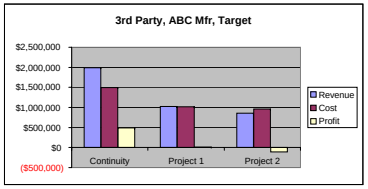
AFTER: ACTIVITY BASED COSTING REPORT JAN '06 - DEC '06









			Revenue	Cost	Profit	Activites Performed for the Service	Comments	% of Profit	Jan 06	Feb 06	Mar 06	Apr 06	May 06	Jun 06	Jul 06	Aug 06	Sep 06	Oct 06	6-Nov	6-Dec
	Profit by Customer, By Activity																			
Project Code	**100 XYZ Mfr**		**$31,235,741**	**$28,823,152**	**$2,412,589**															
	Wal*Mart		**$26,649,945**	**$25,137,935**	**$1,512,010**															
	Music		**Revenue**	**Cost**	**Profit**															
1000-01-1-01-181		Continuity-Basic	$6,223,455	$5,467,465	$755,990	On rack, presentable, ALPHABETIZED, rotated, SCAN and PROCESS RETURNS, tag right,secondary displays, New Product Cut In, Surveys Up to 5 Questions?, POP Placement, CUSTOM ORDERING / REPLENISHMENT SYSTEM, RESET TO PLANOGRAMS			$314,342	$89,568	$88,254	$96,854	$97,257	$98,889	$78,258	$76,285	$98,258	$162,875	$188,257	$198,587
1000-01-1-02-181		Continuity-Tuesday Visits	$1,455,666	$1,453,221	$2,445															
1000-01-1-03-181		Continuity-Saturday Visits	$2,344,677	$2,911,466	($566,789)															
1000-01-1-04-181		Continuity-Scans	$678,223	$554,880	$123,343															
1000-01-2-01-111		Project 1 Emerg Return	$2,987,542	$2,731,753	$255,789	Emergency Return			$24,821	$18,257	$20,856	$26,876	$16,258	$15,876	$14,885	$18,986	$21,856	$28,685	$25,865	$22,568
1000-01-2-01-170		Project 2 New Store Setup	$2,348,945	$2,856,791	($507,846)	New Store Opening			($34,834)	($87,985)	($78,258)	($66,875)	($48,682)	($39,258)	($34,788)	($29,864)	($26,876)	($21,586)	($20,584)	($18,256)
1000-01-2-01-179		Project 3 Store Transfer	$3,258,456	$3,180,198	$78,258	Store Transfer			$2,807	$5,868	$6,585	$2,585	$9,858	$8,568	$5,586	$4,585	$8,848	$6,858	$7,985	$8,125
1000-01-2-01-185		Project 4 Product Recall	$2,642,434	$2,544,309	$98,125	Product Recall / Replacement			$9,125	$9,985	$7,927	$6,785	$6,985	$7,851	$8,025	$8,985	$9,025	$9,145	$7,412	$6,875
	Kmart		**$4,585,796**	**$3,685,217**	**$900,579**															
	Music		**Revenue**	**Cost**	**Profit**															
		Continuity	$3,875,942	$2,879,426	$996,516	On rack, presentable, ALPHABETIZED, rotated, SCAN and PROCESS RETURNS, tag right,secondary displays, New Product Cut In, Surveys Up to 5 Questions?, POP Placement, CUSTOM ORDERING / REPLENISHMENT SYSTEM, RESET TO PLANOGRAMS	Latin DVD		$89,976	$85,985	$98,584	$69,258	$78,236	$90,251	$91,251	$87,258	$67,251	$72,958	$81,254	$84,254
		Project 1	$451,398	$396,300	$55,098	Department Reset			($198)	($385)	($349)	($507)	$1	$125	$387	$658	$758	$585	$689	$784
		Project 2	$258,456	$356,941	($98,485)	Product Recall / Replacement			($12,186)	($39,845)	($25,486)	($12,859)	($6,895)	($2,085)	($658)	($107)	$32	$221	$625	$758
	200 3RD PARTY SERVICES		**$18,256,741**	**$16,817,589**	**$1,439,152**															
	ABC Mfr		**$11,145,879**	**$10,262,754**	**$883,125**															
	Wal*Mart		**Revenue**	**Cost**	**Profit**															
		Continuity	$2,458,798	$1,869,013	**$589,785**	On shelf, presentable, rotated, returns, tag right,secondary displays, New Product Cut In, Surveys Up to 5 Questions, POP Placement, Out o Stocks???,	**Duracell**		$64,636	$56,285	$60,879	$67,856	$46,895	$39,254	$33,854	$29,854	$40,895	$49,854	$48,125	$51,398
		Project 1	$987,854	$1,246,648	($258,794)	**Reset**	**Gillette**		($9,952)	($30,584)	($43,894)	($51,894)	($20,395)	($21,895)	($18,254)	($6,845)	($5,486)	($7,845)	($19,875)	($21,875)
		Project 2	$258,468	$203,623	**$54,845**	**Zndary Display Blitz**	**Gillette**		$4,349	$3,987	$3,184	$3,912	$4,812	$4,985	$4,117	$4,298	$4,879	$5,036	$5,412	$5,874
		Project 3	$925,876	$819,998	**$105,878**	**Rapid Response - Restickering**			$29,289	$27,894	$16,983	$15,789	$10,874	$5,879	$1,089	$34	($1,089)	($724)	($398)	$258
		Project 4	$589,785	$615,569	($25,784)	**ASK Jane**			$9,929	$13,412	($256)	($15,895)	($32,784)	($20,987)	$1,086	$2,089	$3,148	$3,987	$4,089	$6,398
			Revenue	**Cost**	**Profit**															
	Target	Continuity	$1,987,515	$1,498,390	**$489,125**	On shelf, presentable, rotated, returns, tag right,secondary displays, New Product Cut In, Surveys Up to 5 Questions, POP Placement, Out o Stocks???,			$10,511	$14,876	$12,398	$23,874	$30,128	$35,645	$37,246	$41,879	$52,135	$68,125	$74,856	$87,452
		Project 1	$1,025,889	$1,014,492	**$11,397**	Reset			($2,050)	($1,589)	($986)	($25)	$198	$1,285	$1,789	$2,298	$3,098	$2,936	$1,845	$2,598
		Project 2	$856,845	$962,724	($105,879)	Zndary Display Blitz			($26,398)	($21,987)	($15,143)	($13,983)	($12,987)	($10,246)	($5,987)	($1,089)	($589)	$256	$987	$1,287
			Revenue	**Cost**	**Profit**															
	Kmart	Continuity	$879,858	$902,729	($22,871)	On shelf, presentable, rotated, returns, tag right,secondary displays, New Product Cut In, Surveys Up to 5 Questions, POP Placement, Out o Stocks???,			$11,494	$13,987	$15,715	$10,986	$796	$879	$1,236	($31,897)	($25,987)	($18,795)	($698)	($587)
		Project 1	$296,533	$269,657	**$26,876**	Reset			$2,290	$2,289	$2,189	$2,289	$2,936	$2,613	$2,219	$2,187	$1,986	$1,696	$1,784	$2,398
			Revenue	**Cost**	**Profit**															
	Other		$878,458	$859,911	**$18,547**				$3,143	($531)	$1,248	$81	$981	$4,186	$3,689	$2,384	$2,541	$3,098	($1,289)	($984)
	LMN Mfr.		**$1,518,794**	**$1,398,916**	**$119,878**															
			Revenue	**Cost**	**Profit**															
	Retailer	Continuity	$1,518,794	$1,398,916	**$119,878**	On shelf, presentable, rotated, returns, tag right,secondary displays, New Product Cut In, Surveys Up to 5 Questions, POP Placement, Out o Stocks???, CUSTOM ORDERING / REPLENISHMENT SYSTEM			$4,256	$3,298	$10,989	$5,987	$10,348	$14,986	$16,981	$15,348	$9,248	$6,721	$10,398	$11,318
	All Other		**$576,178**	**$536,302**	**$39,876**				$3,425	$3,489	$5,098	$6,908	$2,513	$1,531	$998	$1,687	$5,078	$6,039	$2,012	$1,098
			Revenue	**Cost**	**Profit**															
		DEF Mfr, Continuity	$307,895	$265,617	**$42,278**	On shelf, presentable, rotated, returns, tag right, secondary displays, New Product Cut In, Surveys Up to 5 Questions, POP Placement,	**Includes all Retailers Serviced**		$3,216	$2,512	$2,213	$2,498	$4,036	$4,189	$5,487	$5,984	$4,509	$3,514	$2,184	$1,936
		Other, Project	$268,283	$270,685	($2,402)	**(Trying to cut down on one-off projects)**			($76)	($249)	($794)	($1,287)	$2,096	($1,934)	($891)	($257)	$485	$139	$48	$318
	New Accounts		**$5,015,890**	**$4,619,617**	**$396,273**				$24,057	$31,284	$29,137	$38,139	$58,954	$51,236	$60,318	$24,941	$22,139	$19,318	$16,875	$19,875
		Continuity 1	$804,597	$754,339	**$50,258**				$4,805	$4,387	$5,848	$5,031	$4,618	$4,012	$3,987	$3,185	$2,934	$3,186	$3,987	$4,278
		Continuity 2	$1,102,876	$977,701	**$125,175**				$10,657	$15,879	$16,987	$19,879	$21,398	$19,851	$15,123	$24,139	($10,987)	($12,136)	$1,287	$3,098
		Continuity 3	$203,789	$239,663	($35,874)				($9,764)	($9,139)	($9,987)	($7,139)	($9,374)	($1,286)	($987)	$1,023	$1,289	$1,589	$3,004	$4,897
		Continuity 4	$307,890	$416,877	($108,987)				$248	$987	$1,987	$3,498	$5,976	$10,398	($52,398)	($32,987)	($15,498)	($14,398)	($6,987)	($9,813)
		Project 1	$825,497	$516,519	**$308,978**				$34,632	$35,987	$50,987	$48,125	$25,748	$22,369	$21,398	$18,123	$17,986	$12,489	$11,258	$9,876
		Project 2	$75,125	$65,300	**$9,825**				($1,286)	($800)	($254)	$879	$842	$369	$2,689	$2,713	$2,987	$498	$789	$399
		Project 3	$215,887	$169,866	**$46,021**				$2,503	$3,725	$3,812	$3,736	$4,014	$4,186	$5,036	$4,112	$4,426	$4,159	$3,325	$2,987
		Project 4	$179,257	$238,051	($58,794)				($34,719)	($37,879)	($29,987)	($25,398)	($18,974)	($548)	$874	$10,980	$11,987	$20,398	$18,974	$25,498
		Project 5	$82,367	$56,746	**$25,621**				$1,320	$1,987	$2,189	$2,578	$1,978	$998	$1,387	$1,987	$1,798	$2,987	$3,025	$3,387
		Project 6	$515,394	$705,179	($189,785)				($28,740)	($69,798)	($121,875)	($72,398)	($5,987)	$1,896	$2,897	$10,987	$15,139	$21,873	$25,934	$30,287
		Project 7	$131,058	$74,161	**$56,897**				$5,062	$4,865	$5,039	$4,625	$3,987	$3,598	$3,412	$4,198	$4,398	$5,987	$5,639	$6,087
		Project 8	$289,784	$183,905	**$105,879**				$8,192	$9,037	$9,128	$9,534	$9,987	$10,415	$8,974	$8,614	$8,531	$8,017	$7,931	$7,519
		Project 9	$78,794	$87,592	($8,798)				($498)	($687)	($873)	($1,087)	($871)	($734)	($687)	($624)	($587)	($628)	($719)	($803)
		Project 10	$203,575	$133,718	**$69,857**				$7,262	$9,278	$8,793	$4,198	$2,687	$2,436	$3,187	$4,397	$6,178	$6,397	$6,947	$8,097

BEFORE	TOTAL	% of Rev	Jan 06	Feb 06	Mar 06	Apr 06	May 06	Jun 06	Jul 06	Aug 06	Sep 06	Oct 06	RunRate/Oct
Ordinary Income/Expense													
Income													
5010 · XYZ Service (Retailer 1)	2	[redacted]											
5009 · XYZ Service (Non-Retailer 1)	[redacted]												
5030 · Training Support	[redacted]												
5028 · Remerch Store Set	[redacted]												
5027 · New Store Set	[redacted]												
5006 · Refund	[redacted]												
5045 · Shipping	[redacted]												
5004 · Interest	[redacted]												
5005 · Misc.	[redacted]												
5035 · Dividend	[redacted]												
5050 · Manufacturer Rebates	[redacted]												
Total Income	2	[redacted]											
Gross Profit	2	[redacted]											
% of TTL	[redacted]												
Expense	[redacted]												
7500 · Payroll	1	[redacted]											
7100 · Insurance - Medical	[redacted]												
8700 · Travel & Ent	[redacted]												
7000 · Insurance - Corporate	[redacted]												
6800 · Freight	[redacted]												
6300 · Communications	[redacted]												
8500 · Temporary Staff	[redacted]												
6250 · Commissions Expense	[redacted]												
7950 · Rent	[redacted]												
8300 · Supplies	[redacted]												
8000 · Repairs/Maintenance	[redacted]												
6500 · Consulting	[redacted]												
6400 · Computer	[redacted]												
7800 · Recruitment Costs	[redacted]												
7700 · Professional Fees	[redacted]												
6700 · Equipment	[redacted]												
8400 · Taxes	[redacted]												
6705 · Equipment Rental	[redacted]												
8850 · Uniforms	[redacted]												
8650 · Training	[redacted]												
7300 · Lease Hold Improvements	[redacted]												
7350 · Licenses and Permits	[redacted]												
8900 · Utilities	[redacted]												
7650 · Printing & Reproduction	[redacted]												
7600 · Postage	[redacted]												
6100 · Automobile Expense	[redacted]												
6850 · Furniture	[redacted]												
7900 · Relocation	[redacted]												
6200 · Charitable Contribution	[redacted]												
6650 · Dues and Subscriptions	[redacted]												
7400 · Miscellaneous	[redacted]												
6150 · Bank Service Charges	[redacted]												
7200 · Interest Expense	[redacted]												
6900 · Gift	[redacted]												
8100 · Storage	[redacted]												
8600 · Trade Show	[redacted]												
8050 · Security	[redacted]												
8200 · Store Costs	[redacted]												
6750 · Fees	[redacted]												
6999 · Uncategorized Expenses	[redacted]												
Total Expense	2	[redacted]											
Net Ordinary Income	[redacted]												
Other Income/Expense	[redacted]												
Other Income	[redacted]												
5125 · Donations - Employee Fund	[redacted]												
Total Other Income	[redacted]												
Net Other Income	[redacted]												
Net Income	[redacted]												
NOI % of Revenue	[redacted]												
Exp's % of Revenue	9	[redacted]											
Payroll % of Revenue	6	[redacted]											