

Customer Profitability and Payment History

Customer #	Company	Sales	Sales	Gross Profit	Gross Profit	Gross Margin	Gross Margin	Average
		Amount Current YTD	Amount Prior YTD	Current YTD	Prior YTD	Current YTD	Prior YTD	Days to Pay
ACC1	Access Communications, Inc	12,581.35	15,147.52	7,379.59	1,291.67	58.7 %	8.5 %	30
ADI3	ADI Auto Transport	0.00	13,859.85	0.00	6,565.35	0.0 %	47.4 %	22
AER1	Acme Emporium Retail	0.00	9,500.00	0.00	4,400.00	0.0 %	46.3 %	17
APO1	American Printing Organization	5,225.00	0.00	-1,298.08	0.00	-24.8 %	0.0 %	35
ARC1	Archer Kitchen & Cabinets	0.00	0.00	0.00	0.00	0.0 %	0.0 %	0
BAI1	Bailey Associates	0.00	3,425.00	0.00	2,133.00	0.0 %	62.3 %	34
BAT1	Bates Marketing	0.00	0.00	0.00	0.00	0.0 %	0.0 %	0
CAM1	Cambridge Computer Consultant	4,534.65	0.00	256.80	0.00	5.7 %	0.0 %	31
CAP8	Capital Couriers, Ltd	6,482.34	0.00	-599.66	0.00	-9.3 %	0.0 %	27
CAR1	Cargo Enterprises	925.00	0.00	202.92	0.00	21.9 %	0.0 %	49
		29,748.34	41,932.37	5,941.57	14,390.02			