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02/26/13

Accrual Basis

**Stone Company**  
**Sales by Item Summary**  
 January through December 2012

	Jan - Dec 12						
Qty	Amount	% of Sales	Avg Price	COGS	Avg COGS	Gross Margin	Gross Margin %
<b>Inventory</b>							
1" clean stone	3,335.61	51,702.01	5.1%	15.50	0.00	51,702.01	100.0%
Asphalt	190.16	2,085.52	0.2%	10.97	1,426.24	659.28	31.6%
Black Dirt	35	2,800.00	0.3%	80.00	0.00	2,800.00	100.0%
Boulders	41.84	3,347.20	0.3%	80.00	142.76	3,204.44	95.7%
Buckshot	14.25	67.69	0.0%	4.75	0.00	67.69	100.0%
CA-16 (3/8" Round)	2,958.33	15,897.12	1.6%	5.37	10,093.78	5,803.34	36.5%
CA-6 Partial Crushed Type-B'	3,164.47	22,992.64	2.3%	7.27	10,797.18	12,195.46	53.0%
CA-6 white rock	716.33	7,860.65	0.8%	10.97	6,446.97	1,413.68	18.0%
CA-7 (B-Rock)	1,513.29	10,041.13	1.0%	6.64	5,163.36	4,877.77	48.6%
clay fill	187.17	2,998.33	0.3%	16.02	1,403.78	1,594.55	53.2%
Cobbles	47.63	1,343.34	0.1%	28.20	0.00	1,343.34	100.0%
Crushed Base Material	1,960.33	23,463.30	2.3%	11.97	6,688.68	16,774.62	71.5%
Cut Stone	0.62	82.44	0.0%	132.97	2.12	80.32	97.4%
FA-1 WASHED SAND	19,600	78,400.00	7.8%	4.00	66,875.20	11,524.80	14.7%
FA-2 sand	55,005.95	171,048.75	16.9%	3.11	0.00	171,048.75	100.0%
fill	1,826.03	7,304.12	0.7%	4.00	0.00	7,304.12	100.0%
Fill Dirt	13.76	61.92	0.0%	4.50	46.95	14.97	24.2%
Fill Sand	352.916	1,556.47	0.2%	4.41	1,204.17	352.30	22.6%
ice contol sand	203.41	1,220.46	0.1%	6.00	0.00	1,220.46	100.0%
Mason Sand	14.77	203.09	0.0%	13.75	0.00	203.09	100.0%
Overs1	26.5	178.89	0.0%	6.75	0.00	178.89	100.0%
Pavers	3.98	15.92	0.0%	4.00	0.00	15.92	100.0%
Pit Run	372.45	1,489.80	0.1%	4.00	0.00	1,489.80	100.0%
Rip Rap	4	90.00	0.0%	22.50	0.00	90.00	100.0%
<b>Total Inventory</b>	<b>91,588.80</b>	<b>406,250.79</b>	<b>40.3%</b>	<b>4.44</b>	<b>110,291.19</b>	<b>295,959.60</b>	<b>72.9%</b>
<b>Service</b>							
Ag Lime	28,547.875	356,451.47	35.3%	12.49			
Ashphalt dumping	107.69	215.38	0.0%	2.00			
Equipment moving	4	575.00	0.1%	143.75			
Excavation work	343.01	65,582.00	6.5%	191.20			
Labor	45.5	1,820.00	0.2%	40.00			
Labor and bulldozer	407.3	69,423.00	6.9%	170.45			
Load charge	1	20.00	0.0%	20.00			
tree removal	530	15,911.73	1.6%	30.02			
Trucking	9,971.418	81,346.54	8.1%	8.16			
<b>Total Service</b>	<b>39,957.80</b>	<b>591,345.12</b>	<b>58.6%</b>	<b>14.80</b>			
<b>Other Charges</b>							
credit	1	2,830.00	0.3%	2,830.00			
Culvert Pipe	2	2,096.27	0.2%	1,048.14			
Culvert Wings	2	1,200.00	0.1%	600.00			
Delivery charge	94.5	5,194.25	0.5%	54.97			
Fin Chg	44	257.47	0.0%	5.85			
<b>Total Other Charges</b>	<b>143.50</b>	<b>11,577.99</b>	<b>1.1%</b>	<b>80.68</b>			
<b>TOTAL</b>	<b>131,690.1</b>	<b>1,009,173.90</b>	<b>100.0%</b>	<b>7.66</b>		<b>0.84</b>	