

COMPONENT MFG, INC.
Monthly Cost, Resale, Gross Profit By Distributor - November, 1999

DISTRIBUTOR		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
CRAMER ELECTRONICS	Res	\$490	\$1,121	\$1,156	\$987	\$1,705	\$3,012	\$295		\$1,732	\$19,885	\$26,632		\$57,014
	Cost	\$294	\$673	\$693	\$592	\$1,023	\$1,807	\$177		\$1,039	\$11,931	\$15,979		\$34,209
	GP%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%		40.00%	40.00%	40.00%	
DEMAMBROW ELECTRONICS	Res										\$81	\$103		\$184
	Cost										\$49	\$62		\$110
	GP%										40.00%	40.00%		40.00%
ELMAR ELECTRONICS	Res										\$21,562	\$75,727		\$97,289
	Cost										\$12,937	\$42,907		\$55,845
	GP%										40.00%	43.34%		42.60%
FT. WAYNE ELEC. SUPPLY	Res										\$6,206	\$21,522		\$27,727
	Cost										\$3,723	\$12,913		\$16,636
	GP%										40.00%	40.00%		40.00%
GREENSHAW ELECTRONICS	Res										\$671	\$3,511		\$4,182
	Cost										\$402	\$2,107		\$2,509
	GP%										40.00%	40.00%		40.00%
HARVEY ELECTRONICS	Res										\$1,333	\$2,849		\$4,182
	Cost										\$800	\$1,709		\$2,509
	GP%										40.00%	40.00%		40.00%
HOLLYWOOD ELECTRONICS	Res										\$4,963	\$7,403		\$12,366
	Cost										\$2,978	\$4,442		\$7,420
	GP%										40.00%	40.00%		40.00%
INTERFACE ELECTRONICS	Res										\$947	\$3,895		\$4,842
	Cost										\$568	\$2,337		\$2,905
	GP%										40.00%	40.00%		40.00%
MILO ELECTRONICS	Res										\$5,569	\$3,296		\$8,865
	Cost										\$3,342	\$1,977		\$5,319
	GP%										40.00%	40.00%		40.00%
OLIVE ELECTRONICS	Res										\$473	\$9,118		\$9,591
	Cost										\$284	\$5,471		\$5,755
	GP%										40.00%	40.00%		40.00%
QAR ELECTRONICS	Res										\$1,946	\$2,237		\$4,182
	Cost										\$1,167	\$1,342		\$2,509
	GP%										40.00%	40.00%		40.00%
R.V.WEATHERFORD CO.	Res										\$1,793	\$5,785		\$7,578
	Cost										\$1,076	\$3,471		\$4,547
	GP%										40.00%	40.00%		40.00%

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ROME ELECTRONICS	Res										\$7,949	\$15,118		\$23,067
	Cost										\$4,769	\$9,071		\$13,840
	GP%										40.00%	40.00%		40.00%
SHELLY ELECTRONICS	Res										\$573	\$1,747		\$2,320
	Cost										\$344	\$1,048		\$1,392
	GP%										40.00%	40.00%		40.00%
STOTTS FRIEDMAN CO.	Res										\$420	\$2,227		\$2,647
	Cost										\$252	\$1,336		\$1,588
	GP%										40.00%	40.00%		40.00%
SWITCHES, INC.	Res										\$4,080	\$12,176		\$16,256
	Cost										\$2,448	\$7,306		\$9,754
	GP%										40.00%	40.00%		40.00%
TAYLOR ELECTRONICS	Res											\$2,225		\$2,225
	Cost											\$1,335		\$1,335
	GP%											40.00%		40.00%
TERMINAL HUDSON	Res										\$1,329	\$11,215		\$12,545
	Cost										\$798	\$6,729		\$7,527
	GP%										40.00%	40.00%		40.00%
Monthly Total Resale		\$490	\$1,121	\$1,156	\$987	\$1,705	\$3,012	\$295			\$1,732	\$79,780	\$206,786	\$297,064
Monthly Total Cost		\$294	\$673	\$693	\$592	\$1,023	\$1,807	\$177			\$1,039	\$47,868	\$121,543	\$175,709
Overall Gross Profit %		40.00%	40.00%	40.00%	40.0%	40.00%	40.00%	40.00%			40.00%	40.00%	41.22%	40.85%

NOTE: Margins of 40.00% indicate Cost or Resale was calculated by BMS, Inc.