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 12/15/07
 Accrual Basis

Larry's Landscaping & Garden Supply
Sales by Item Summary
 October through December 2003

	Oct - Dec 03							
	Qty	Amount	% of Sales	Avg Price	COGS	Avg COGS	Gross Margin	Gross Margin %
Inventory								
Irrigation Hose								
1/2" Line	582	87.30	0.1%	0.15	69.84	0.12	17.46	20.0%
3/4" Line	200	54.00	0.1%	0.27	36.00	0.18	18.00	33.3%
Total Irrigation Hose		141.30	0.2%		105.84		35.46	25.1%
Lighting	21	2,398.95	3.6%	114.24	311.00	14.81	2,087.95	87.0%
Pump	10	775.00	1.2%	77.50	536.35	53.64	238.65	30.8%
Soil	60	413.25	0.6%	6.89	318.00	5.30	95.25	23.0%
Sprinkler Hds	45	395.50	0.6%	8.79	263.16	5.85	132.34	33.5%
Sprkl pipes	1,279	3,517.25	5.3%	2.75	2,685.90	2.10	831.35	23.6%
Total Inventory		7,641.25	11.5%		4,220.25		3,421.00	44.8%
Parts								
Concrete	4	96.00	0.1%	24.00				
Deck Lumber	45	202.50	0.3%	4.50				
Fertilizer								
Lawn & Garden	108	206.87	0.3%	1.92				
Plants & Trees	118	176.16	0.3%	1.49				
Total Fertilizer		383.03	0.6%					
Foliage Tags/Markers	75	842.00	1.3%	11.23				
Fountain	6	2,335.50	3.5%	389.25				
Plants/Trees								
Citrus Trees	18	1,200.00	1.8%	66.67				
Fruit Trees	5	275.00	0.4%	55.00				
Hedges & Shrubs	39	1,320.00	2.0%	33.85				
Misc Plants & Flowers	69	2,256.95	3.4%	32.71				
Ornamental	2	145.00	0.2%	72.50				
Total Plants/Trees		5,196.95	7.8%					
Ponds	3	1,197.95	1.8%	399.32				
Rocks	15	153.00	0.2%	10.20				
Total Parts		10,406.93	15.7%					
Service								
Design	11	13,510.00	20.4%	1,228.18				
Gardening	93	7,089.00	10.7%	76.23				
Installation	454	17,318.00	26.1%	38.15				
Pest Control	20	1,225.50	1.9%	61.28				
Tree Removal	43	6,610.00	10.0%	153.72				
Trimming	64	2,339.00	3.5%	36.55				
Total Service		48,091.50	72.6%					
Other Charges								
Fin Chg	9	91.11	0.1%	10.12				
Total Other Charges		91.11	0.1%					
TOTAL		66,230.79	100.0%					