

Lamperd Less Lethal

Profit & Loss

January through December 2012

	Jan - Dec 12
Ordinary Income/Expense	
Income	
Ammunition	2,825.17
Defense arms, holsters, vests	86,777.01
Delivery	123.77
Installation	137.50
Safety & Self-protection	8,480.00
Training Materials, suits	6,862.07
U.S. Ammo sales	750.95
U.S. Delivery charges	52.23
U.S. Safety sales	81.93
U.S. Training Material sales	1,435.42
Wipes, gloves, etc.	1,852.16
Total Income	109,378.21
Cost of Goods Sold	
Defense arms, holsters, belts	2,072.54
Delivery Charges	1,332.11
Mfg. Materials	14,188.35
Sewing supplies, embroidery	2,569.90
Sudecon wipes, gloves	1,124.34
Total COGS	21,287.24
Gross Profit	88,090.97
Expense	
Advertising & Promotion	494.55
Automobile Expense	2,626.54
Bank Service Charges	
Merchant Service Fees	1,427.55
Bank Service Charges - Other	1,644.25
Total Bank Service Charges	3,071.80
Insurance Expense	2,354.32
Interest Expense	229.35
Late Fees	83.70
Licenses & Permits	128.00
Meals & Entertainment	562.70
Membership Fees	336.09
Office Supplies	1,075.25
Postage	186.24
Professional fees	1,450.00
Rent Expense	81,400.00
Repairs & Maintenance	390.23
Security Services	450.00
Shop Supplies	2,457.03
Small Equip & tools	679.69
Sub-Contractors	16,414.50
Telephone & Internet	2,526.50
Travel Expenses	6,644.81
Utilities	14,697.65
Total Expense	138,258.95
Net Ordinary Income	-50,167.98
Other Income/Expense	
Other Expense	
Exchange Gain or Loss	92.55
Total Other Expense	92.55
Net Other Income	-92.55
Net Income	-50,260.53