

BIG MOO DISTRIBUTORS
Preliminary Analytical Procedure Data
Comparative, Commonsize Financial Statement

	1996		Unaudited 1997	
	Balance	Common Size	Balance	Common Size
ASSETS				
Cash	\$ 181,987	6.23%	\$ 129,658	3.07%
Accounts receivable	\$ 250,000	8.55%	\$ 196,329	4.65%
Allowance doubtful accounts	\$ (5,000)	-0.17%	\$ (4,000)	-0.09%
Inventory	\$ 831,380	28.44%	\$ 1,362,276	32.30%
Prepaid expenses	\$ 8,620	0.29%	\$ 17,720	0.42%
Total Current Assets	\$ 1,266,987	43.35%	\$ 1,701,983	40.35%
Land	\$ 200,000	6.84%	\$ 200,000	4.74%
Fixed assets	\$ 1,600,000	54.74%	\$ 2,550,000	60.46%
Accum depreciation	\$ (144,000)	-4.93%	\$ (234,069)	-5.55%
TOTAL ASSETS	\$ 2,922,987	100.00%	\$ 4,217,914	100.00%
LIABILITIES AND EQUITY				
Accounts payable	\$ 202,987	6.94%	\$ 415,707	9.86%
Bank loans, 11%	\$ -	0.00%	\$ 750,000	17.78%
Accrued interest	\$ 54,000	1.85%	\$ 40,000	0.95%
Accruals and other	\$ 45,000	1.54%	\$ 10,000	0.24%
Total Current Liabilities	\$ 301,987	10.33%	\$ 1,215,707	28.82%
Long-term debt, 10%	\$ 540,000	18.47%	\$ 400,000	9.48%
TOTAL LIABILITIES	\$ 841,987	28.81%	\$ 1,615,707	38.31%
Capital stock	\$ 1,900,000	65.00%	\$ 1,900,000	45.05%
Retained earnings	\$ 181,000	6.19%	\$ 702,207	16.65%
TOTAL LIABILITIES AND EQUITY	\$ 2,922,987	100.00%	\$ 4,217,914	100.00%
Sales (net)	\$ 8,100,000	100.00%	\$ 8,300,000	100.00%
Cost of goods sold	\$ 5,666,400	69.96%	\$ 5,465,000	65.84%
Gross Margin	\$ 2,433,600	30.04%	\$ 2,835,000	34.16%
General expense	\$ (1,839,600)	-22.71%	\$ (1,830,452)	-22.05%
Depreciation	\$ (87,200)	-1.08%	\$ (95,869)	-1.16%
Operating Income	\$ 506,800	6.26%	\$ 908,679	10.95%
Interest expense	\$ (54,000)	-0.67%	\$ (40,000)	-0.48%
Income taxes(40%)	\$ (181,120)	-2.24%	\$ (347,472)	-4.19%
Net Income	\$ 271,680	3.35%	\$ 521,207	6.28%