



A-1 Low-Voltage Co.

Service Invoice Profitability

10/24/06

Service Invoice Profitability

by Client/Loc/Salesprsn

Date 01/01/2005 to 12/31/2005

WO# / DATE	EMPLOYEE HOURS					TOTAL BILLED	G P	O/H	PROFIT
INV # / DATE	% HRS OVER/UNDER		MATERIAL	LABOR	OTHER				

Client: 10888 Waste Management

Location:

Salesperson: 56 BOOKMAN, RICHARD

Job: 10150 1200 W. City Ranch Rd.(M)

WO# 18101	HOURS:	COST >	\$1,510.00	\$88.01	\$0.00	\$1,598.01			
12/17/05	SCHEDULED: 1.00	BILLED >	\$1,118.78	\$792.00	\$0.00	\$2,388.48	\$790.47	\$169.00	\$621.47
INV# 18101	ACTUAL: 6.50	% MARGIN >	-34.97%	88.89%	0.00%	33.10%			
12/17/05	650.00%	% of TOTAL INV >	63.22%	3.68%	0.00%	66.90%	33.10%	7.08%	26.02%

Location: 10150 1200 W. City Ranch Rd. (M)

Salesperson: 56 BOOKMAN, RICHARD

Job: 10150 1200 W. City Ranch Rd.(M)

WO# 18098	HOURS:	COST >	\$0.00	\$51.60	\$0.00	\$51.60			
11/22/05	SCHEDULED: 1.00	BILLED >	\$286.24	\$148.50	\$0.00	\$434.74	\$383.14	\$33.02	\$350.12
INV# 18098	ACTUAL: 1.27	% MARGIN >	100.00%	65.25%	0.00%	88.13%			
12/16/05	127.00%	% of TOTAL INV >	0.00%	11.87%	0.00%	11.87%	88.13%	7.60%	80.54%

Salesperson: 56 BOOKMAN, RICHARD

Job: 10150 1200 W. City Ranch Rd.(M)

WO# 18100	HOURS:	COST >	\$0.00	\$51.59	\$0.00	\$51.59			
11/23/05	SCHEDULED: 1.00	BILLED >	\$754.57	\$792.00	\$0.00	\$1,933.21	\$1,881.62	\$33.02	\$1,848.60
INV# 18100	ACTUAL: 1.27	% MARGIN >	100.00%	93.49%	0.00%	97.33%			
12/17/05	127.00%	% of TOTAL INV >	0.00%	2.67%	0.00%	2.67%	97.33%	1.71%	95.62%

Service Invoice Profitability

10/24/06

Continued...

WO# / DATE	EMPLOYEE	HOURS		MATERIAL	LABOR	OTHER	TOTAL BILLED	G P	O/H	PROFIT
INV # / DATE	% HRS	OVER/UNDER								
Salesperson: <u>56 BOOKMAN, RICHARD</u>			Job: <u>1 Service Job</u>							
WO# 18103		HOURS:	COST >	\$1,010.00	\$34.39	\$0.00	\$1,044.39			
12/17/05	SCHEDULED:	1.00	BILLED >	\$754.57	\$792.00	\$0.00	\$1,933.21	\$888.82	\$33.02	\$855.80
INV# 18103	ACTUAL:	1.27	% MARGIN >	-33.85%	95.66%	0.00%	45.98%			
12/17/05	127.00%		% of TOTAL INV >	52.24%	1.78%	0.00%	54.02%	45.98%	1.71%	44.27%
Salesperson: <u>56 BOOKMAN, RICHARD</u>			Job: <u>1 Service Job</u>							
WO# 18103A		HOURS:	COST >	\$1,260.00	\$211.44	\$0.00	\$1,471.44			
12/17/05	SCHEDULED:	3.00	BILLED >	\$1,275.20	\$792.00	\$0.00	\$2,584.00	\$1,112.56	\$99.06	\$1,013.50
INV# 18103A	ACTUAL:	3.81	% MARGIN >	1.19%	73.30%	0.00%	43.06%			
12/17/05	127.00%		% of TOTAL INV >	48.76%	8.18%	0.00%	56.94%	43.06%	3.83%	39.22%
			Client Totals:		COST >	\$4,217.03				
					BILLED >	\$9,273.64	\$5,056.61	\$367.12	\$4,689.49	

Client: 20850 Allstates World Cargo

Location: 10322 12621 Cerise Avenuen(M)

Salesperson: <u>53 CARTER, KEVIN M</u>			Job: <u>1 Service Job</u>							
WO# 18104		HOURS:	COST >	\$0.00	\$18.01	\$0.00	\$18.01			
12/18/05	SCHEDULED:	2.33	BILLED >	\$0.00	\$375.00	\$0.00	\$375.00	\$356.99	\$34.58	\$322.41
INV# 18104	ACTUAL:	1.33	% MARGIN >	0.00%	95.20%	0.00%	95.20%			
	57.08%		% of TOTAL INV >	0.00%	4.80%	0.00%	4.80%	95.20%	9.22%	85.98%
Salesperson: <u>53 CARTER, KEVIN M</u>			Job: <u>1 Service Job</u>							
WO# 18105		HOURS:	COST >	\$0.00	\$18.01	\$0.00	\$18.01			
12/18/05	SCHEDULED:	0.00	BILLED >	\$0.00	\$375.00	\$0.00	\$375.00	\$356.99	\$34.58	\$322.41
INV# 18105	ACTUAL:	1.33	% MARGIN >	0.00%	95.20%	0.00%	95.20%			
12/18/05	0.00%		% of TOTAL INV >	0.00%	4.80%	0.00%	4.80%	95.20%	9.22%	85.98%
			Client Totals:		COST >	\$36.02				
					BILLED >	\$750.00	\$713.98	\$69.16	\$644.82	

Service Invoice Profitability
Continued...

10/24/06

WO# / DATE	EMPLOYEE HOURS				TOTAL			
INV # / DATE	% HRS OVER/UNDER	MATERIAL	LABOR	OTHER	BILLED	G P	O/H	PROFIT
OH RATE > 26				COST >	\$4,253.05			
			Grand Totals:	BILLED >	\$10,023.64	\$5,770.59	\$436.28	\$5,334.31