

Year 2005

Speed Shop Collection

WHOLESALE

**Showroom in Fashion Show Mall Las Vegas,
Atlanta, NY, LA, Dallas, Philadelphia**

	January	February	March	April	May	June	July	August	September	October	November	December	Year Total
Printed lines (60%)	26.67%	26.67%	24.94%	24.94%	23.41%	1.43%	1.43%	0.97%	4.29%	4.29%	15.00%	40.00%	20.44%
without print (40%)	17.78%	17.78%	16.62%	16.62%	15.61%	0.95%	0.95%	0.65%	2.86%	2.86%	10.00%	26.67%	13.63%
Total Clothing Sales (units)	44.44%	44.44%	41.56%	41.56%	39.02%	2.38%	2.38%	1.61%	7.14%	7.14%	25.00%	66.67%	34.07%
Printed lines (60%)	33.33%	33.33%	31.17%	31.17%	29.27%	1.43%	1.43%	0.97%	4.29%	4.29%	15.00%	20.00%	23.79%
without print (40%)	22.22%	22.22%	20.78%	20.78%	19.51%	0.95%	0.95%	0.65%	2.86%	2.86%	10.00%	13.33%	15.86%
Revenue- Clothing	55.56%	55.56%	51.95%	51.95%	48.78%	2.38%	2.38%	1.61%	7.14%	7.14%	25.00%	33.33%	39.66%
Retail Sales Mark - down allowance	60.00%	60.00%	56.10%	56.10%	52.68%	2.86%	2.86%	1.94%	8.57%	8.57%	30.00%	60.00%	44.24%
Discounts & Buybacks	40.00%	40.00%	37.40%	37.40%	35.12%	1.90%	1.90%	1.29%	5.71%	5.71%	20.00%	40.00%	29.49%
Cost of Goods Sold-Clothing			6.49%	6.49%	12.20%	95.24%	95.24%	96.77%	85.71%	85.71%	50.00%	0.00%	26.27%
Online sales	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total cost of goods sold	60.00%	60.00%	57.99%	57.99%	56.10%	5.45%	5.45%	3.75%	15.00%	15.00%	40.00%	60.00%	50.93%
Gross Profit	40.00%	40.00%	38.66%	38.66%	37.40%	3.64%	3.64%	2.50%	10.00%	10.00%	26.67%	40.00%	33.95%
Expenses:			3.36%	3.36%	6.49%	90.91%	90.91%	93.75%	75.00%	75.00%	33.33%	0.00%	15.12%
Auto expense	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Commissions to Salesmen													
Customs, shipping and delivery	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	60.00%
Depreciation	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	12.00%
Maintenance	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	600.00%
Marketing (Advertising and Tradeshows)	7.80%	7.80%	7.54%	7.54%	7.29%	0.71%	0.71%	0.49%	1.95%	1.95%	5.20%	7.80%	56.78%
Merchant Services/ credit card clearing costs	63.80%	63.80%	63.54%	63.54%	63.29%	56.71%	56.71%	56.49%	57.95%	57.95%	61.20%	63.80%	728.78%
Rent- office													
Salaries	36.20%	36.20%	36.46%	36.46%	36.71%	43.29%	43.29%	43.51%	42.05%	42.05%	38.80%	36.20%	-628.78%
Payroll taxes													
Employee benefits	0.02%	0.02%	0.02%	0.02%	0.02%	0.14%	0.14%	0.09%	0.08%	0.08%	0.10%	0.05%	0.03%
Samples and prototype development	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Showroom expense	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Supplies	0.31%	0.31%	0.42%	0.21%	0.14%	0.57%	0.57%	0.39%	0.31%	0.31%	0.42%	0.21%	0.14%
Taxes, Licenses & Fees	0.04%	0.04%	0.04%	0.04%	0.04%	0.30%	0.30%	0.21%	0.17%	0.17%	0.22%	0.11%	0.08%
Telephone & broadband internet	0.01%	0.01%	0.01%	0.01%	0.01%	0.07%	0.07%	0.05%	0.04%	0.04%	0.05%	0.03%	0.02%
Travel	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Utilities	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%	0.09%
Total Expenses	0.01%	0.01%	0.02%	0.02%	0.02%	0.11%	0.11%	0.08%	0.06%	0.06%	0.08%	0.04%	0.03%
Net Income Before Taxes	0.03%	0.03%	0.03%	0.03%	0.03%	0.23%	0.23%	0.16%	0.13%	0.13%	0.17%	0.08%	0.06%
Estimated Income Taxes	0.17%	0.17%	0.21%	0.21%	0.20%	1.40%	1.40%	0.96%	0.77%	0.77%	1.01%	1.35%	0.38%
Net Income After Taxes	0.02%	0.02%	0.03%	0.03%	0.02%	0.17%	0.17%	0.12%	0.10%	0.10%	0.17%	0.08%	0.05%
Employee benefits	0.014%	0.014%	0.017%	0.017%	0.016%	0.112%	0.112%	0.077%	0.062%	0.062%	0.108%	0.054%	0.030%
Samples and prototype development	0.42%	0.00%	0.00%	0.00%	0.00%	5.68%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.19%
Showroom expense	0.05%	0.05%	0.06%	0.06%	0.06%	0.40%	0.40%	0.27%	0.22%	0.22%	0.29%	0.15%	0.10%
Supplies	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.02%	0.02%	0.01%	0.01%	0.02%	0.01%	0.01%
Taxes, Licenses & Fees	0.01%	0.01%	0.01%	0.01%	0.01%	0.05%	0.05%	0.03%	0.03%	0.03%	0.03%	0.02%	0.01%
Telephone & broadband internet	0.00%	0.00%	0.01%	0.01%	0.00%	0.03%	0.03%	0.02%	0.02%	0.02%	0.03%	0.01%	0.01%
Travel	0.14%	0.14%	0.17%	0.17%	0.16%	1.14%	1.14%	0.78%	0.63%	0.63%	0.83%	0.42%	0.28%
Utilities	0.00%	0.00%	0.01%	0.01%	0.00%	0.03%	0.03%	0.02%	0.02%	0.02%	0.03%	0.01%	0.01%
Total Expenses	19.33%	18.92%	19.13%	18.92%	18.83%	28.55%	22.86%	21.37%	20.72%	21.00%	21.98%	20.03%	19.50%
Net Income Before Taxes	16.87%	17.28%	17.33%	17.54%	17.87%	14.74%	20.43%	22.14%	21.33%	21.05%	16.82%	16.17%	18.78%
Estimated Income Taxes													6.39%
Net Income After Taxes	16.87%	17.28%	17.33%	17.54%	17.87%	14.74%	20.43%	22.14%	21.33%	21.05%	16.82%	16.17%	12.40%