



Account...	Department	2018/19												-
		Year -	Jan -	Feb -	Mar -	Apr -	May -	Jun -	Jul -	Aug -	Sep -	Oct -	Nov -	Dec -
▼ Balance Sheet	▼ Corporate	10,972,513	486,679	5,085,959	5,574,534	51,800	5,520	(11,998)	(222,202)	1	0	0	(0)	2,220
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,503,515	57,068	94,899	164,141	105,401	101,590	202,245	49,322	140,392	236,824	47,370	107,529	196,734
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-
	Manufacturing	3,216,331	40	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-
	Sales and Marketing	2,711,260	20	1,406,522	1,551,399	(257)	(12,202)	(12,020)	(222,202)	-	-	-	-	-
	Research and Development1	(1,606,685)	(236,735)	(72,677)	(163,921)	(53,566)	(101,590)	(202,245)	(49,322)	(140,392)	(236,824)	(47,370)	(107,529)	(194,514)
▼ Assets	▼ Corporate	29,553,329	1,722,161	6,251,541	7,347,894	1,156,151	1,495,581	2,048,252	611,161	1,550,590	2,374,328	1,355,071	1,745,287	1,895,313
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,503,515	57,068	94,899	164,141	105,401	101,590	202,245	49,322	140,392	236,824	47,370	107,529	196,734
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-
	Manufacturing	3,216,331	40	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-
	Sales and Marketing	2,973,011	220	1,415,622	1,557,169	-	-	-	-	-	-	-	-	-
	Research and Development1	16,712,380	998,547	1,083,805	1,603,669	1,050,528	1,376,269	1,845,984	561,838	1,410,197	2,137,504	1,307,701	1,637,759	1,698,579
▼ Current Assets	▼ Corporate	28,109,737	1,588,217	6,134,696	7,235,482	1,035,151	1,365,919	1,918,217	499,126	1,422,662	2,246,560	1,249,769	1,635,066	1,778,871
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,503,515	57,068	94,899	164,141	105,401	101,590	202,245	49,322	140,392	236,824	47,370	107,529	196,734
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-
	Manufacturing	3,216,331	40	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-
	Sales and Marketing	2,973,011	220	1,415,622	1,557,169	-	-	-	-	-	-	-	-	-
	Research and Development1	15,268,788	864,604	966,960	1,491,257	929,528	1,246,607	1,715,949	449,804	1,282,269	2,009,736	1,202,399	1,527,538	1,582,137
Cash	▼ Corporate	16,492,065	666,066	5,324,670	6,283,207	204,268	462,543	746,499	82,117	514,071	896,423	132,273	449,662	730,264
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	76,497	-	22,222	220	51,835	-	-	-	-	-	-	-	2,220
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	3,216,291	-	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-
	Sales and Marketing	2,972,714	-	1,415,578	1,557,136	-	-	-	-	-	-	-	-	-
	Research and Development1	5,097,100	-	229,877	703,158	152,433	462,543	746,499	82,117	514,071	896,423	132,273	449,662	728,044
▼ Receivables	▼ Corporate	6,971,240	597,599	503,594	534,426	528,270	553,606	655,920	254,407	522,812	757,764	738,633	741,268	582,943
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and	-	-	-	-	-	-	-	-	-	-	-	-	-

Work in Process	Corporate													
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
	Corporate	1,427,018	57,068	72,677	163,921	53,566	101,590	202,245	49,322	140,392	236,824	47,370	107,529	194,514
Finished Goods	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,427,018	57,068	72,677	163,921	53,566	101,590	202,245	49,322	140,392	236,824	47,370	107,529	194,514
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
	Corporate	1,021,379	92,256	78,081	82,397	73,639	82,381	98,363	36,608	77,730	115,581	96,448	105,956	81,938
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
Deferred Taxes	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	1,021,379	92,256	78,081	82,397	73,639	82,381	98,363	36,608	77,730	115,581	96,448	105,956	81,938
	Corporate	680,579	56,861	44,756	54,412	53,696	47,666	70,031	23,422	55,885	72,650	69,298	77,844	54,060
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
Prepaid Expenses	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	680,579	56,861	44,756	54,412	53,696	47,666	70,031	23,422	55,885	72,650	69,298	77,844	54,060
Intercompany Receivables	Corporate	1,382,689	106,762	101,187	106,753	111,483	107,770	132,423	48,319	101,610	152,640	151,459	138,392	123,891
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	1,382,689	106,762	101,187	106,753	111,483	107,770	132,423	48,319	101,610	152,640	151,459	138,392	123,891
	Corporate	1,324,421	124,566	106,957	101,505	110,804	119,569	119,535	102,554	118,142	118,390	95,106	100,945	106,349
Property, Plant, Equipment	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-

Accounts Payable	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	5,550	-	-	5,550	-	-	-	-	-	-	-	-	-
	Research and Development1	107,360	8,113	9,720	8,739	9,362	9,720	8,382	9,540	8,650	8,739	9,185	8,828	8,382
	Corporate	928,942	85,094	79,619	73,380	80,411	71,032	83,524	72,602	71,032	78,063	78,841	74,158	81,189
Accounts Payable	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	928,942	85,094	79,619	73,380	80,411	71,032	83,524	72,602	71,032	78,063	78,841	74,158	81,189
	Corporate	1,100,712	93,873	98,824	78,628	89,384	101,388	95,268	83,827	105,477	96,373	80,344	80,692	96,635
Accrued Expenses	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	1,100,712	93,873	98,824	78,628	89,384	101,388	95,268	83,827	105,477	96,373	80,344	80,692	96,635
	Corporate	817,843	68,688	74,313	55,678	64,768	79,030	71,644	60,620	81,926	73,121	56,815	56,246	74,995
Salary & Other Comp	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	817,843	68,688	74,313	55,678	64,768	79,030	71,644	60,620	81,926	73,121	56,815	56,246	74,995
	Corporate	153,675	14,054	13,272	11,711	13,922	12,102	11,840	12,623	13,404	12,232	13,272	13,533	11,711
Insurance	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	153,675	14,054	13,272	11,711	13,922	12,102	11,840	12,623	13,404	12,232	13,272	13,533	11,711
	Corporate	129,194	11,130	11,240	11,240	10,694	10,257	11,783	10,584	10,147	11,021	10,257	10,912	9,929
Warranties	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	129,194	11,130	11,240	11,240	10,694	10,257	11,783	10,584	10,147	11,021	10,257	10,912	9,929
Intercompany Payables	▼ Corporate	460,083	39,395	36,437	39,538	32,219	39,893	40,999	17,258	32,364	48,285	45,507	49,950	38,237
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	460,083	39,395	36,437	39,538	32,219	39,893	40,999	17,258	32,364	48,285	45,507	49,950	38,237
Other Current Liabilities	▼ Corporate	675,321	31,001	54,123	53,855	36,690	57,926	68,440	53,225	76,827	73,560	41,375	66,786	61,514
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	675,321	31,001	54,123	53,855	36,690	57,926	68,440	53,225	76,827	73,560	41,375	66,786	61,514
▼ Long Term Liabilities	▼ Corporate	1,939,333	122,908	136,770	131,756	132,610	157,825	157,841	349,367	172,711	168,061	126,069	135,129	148,285
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	230,596	200	3,550	220	202	2,202	2,020	222,202	-	-	-	-	-
	Research and Development1	1,708,737	122,708	133,220	131,536	132,408	155,623	155,821	127,165	172,711	168,061	126,069	135,129	148,285
Long Term Obligations	▼ Corporate	819,666	29,727	40,516	43,752	36,851	55,980	54,009	263,715	68,424	73,869	41,375	57,816	53,632
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	227,266	200	220	220	202	2,202	2,020	222,202	-	-	-	-	-
	Research and Development1	592,400	29,527	40,296	43,532	36,649	53,778	51,989	41,513	68,424	73,869	41,375	57,816	53,632
Pension Liability	▼ Corporate	165,593	13,258	13,258	13,811	13,397	15,192	14,225	14,778	14,917	12,707	14,086	13,121	12,844
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	165,593	13,258	13,258	13,811	13,397	15,192	14,225	14,778	14,917	12,707	14,086	13,121	12,844
Other Retirement Benefits	▼ Corporate	790,689	67,951	66,133	60,790	68,178	73,121	76,074	58,121	76,358	67,951	56,815	51,700	67,496
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	790,689	67,951	66,133	60,790	68,178	73,121	76,074	58,121	76,358	67,951	56,815	51,700	67,496
Other Long Term Liabilities	▼ Corporate	163,385	11,972	16,863	13,404	14,184	13,533	13,533	12,753	13,012	13,533	13,793	12,491	14,314
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	3,330	-	3,330	-	-	-	-	-	-	-	-	-	-
	Research and Development1	160,055	11,972	13,533	13,404	14,184	13,533	13,533	12,753	13,012	13,533	13,793	12,491	14,314
▼ Owners Equity	▼ Corporate	13,228,231	846,894	735,265	1,372,729	713,901	1,033,003	1,586,522	238,805	1,074,610	1,891,974	964,301	1,321,185	1,449,042
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	13,228,231	846,894	735,265	1,372,729	713,901	1,033,003	1,586,522	238,805	1,074,610	1,891,974	964,301	1,321,185	1,449,042
Partner Capital	▼ Corporate	291,810	-	-	-	-	-	291,810	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	291,810	-	-	-	-	-	291,810	-	-	-	-	-	-
Additional Paid In Capital	▼ Corporate	13,258,042	854,033	820,070	1,280,860	731,657	1,014,729	1,128,146	488,375	1,302,325	1,886,906	1,044,599	1,342,537	1,363,804
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	13,258,042	854,033	820,070	1,280,860	731,657	1,014,729	1,128,146	488,375	1,302,325	1,886,906	1,044,599	1,342,537	1,363,804
▼ Retained Earnings	▼ Corporate	(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
Prior Year Retained Earnings	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Current Retained Earnings	▼ Corporate	(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
▼ Net Income	▼ Corporate	(285,024)	(11,629)	(8,340)	(6,601)	(6,409)	(21,408)	(7,004)	(56,956)	(37,522)	(59,701)	(10,682)	(23,281)	(35,489)
	NA	(3,790)	(65)	(3,365)	(33)	(33)	(65)	(33)	(33)	(33)	-	-	(65)	(65)
	Executive General and Administration	(61,918)	(3,429)	(3,048)	(4,066)	(4,761)	(19,529)	(4,406)	(3,472)	(4,206)	(4,859)	(3,602)	(3,010)	(3,531)
	Inventory Management	(13,252)	(1,123)	(1,123)	(1,123)	(1,123)	(1,123)	(1,091)	(1,091)	(1,091)	(1,058)	(1,058)	(1,123)	(1,123)
	Manufacturing	(1,192)	(121)	(121)	(121)	(121)	(121)	(89)	(89)	(56)	(56)	(56)	(121)	(121)
	Quality Assurance	593	31	31	31	31	31	63	63	63	96	96	31	31
	Sales and Marketing	(201,114)	(3,557)	(681)	(1,223)	(368)	(535)	(788)	(52,334)	(32,199)	(53,825)	(6,062)	(18,928)	(30,614)
	Research and Development1	(4,351)	(3,365)	(33)	(65)	(33)	(65)	(659)	-	-	-	-	(65)	(65)
▼ Operating Profit	▼ Corporate	(284,452)	(11,697)	(8,396)	(6,660)	(6,470)	(21,482)	(5,712)	(57,026)	(37,605)	(59,769)	(10,744)	(23,336)	(35,556)
	NA	(3,790)	(65)	(3,365)	(33)	(33)	(65)	(33)	(33)	(33)	-	-	(65)	(65)
	Executive General and Administration	(62,333)	(3,455)	(3,079)	(4,096)	(4,795)	(19,556)	(4,449)	(3,513)	(4,247)	(4,898)	(3,635)	(3,037)	(3,571)
	Inventory Management	(13,252)	(1,123)	(1,123)	(1,123)	(1,123)	(1,123)	(1,091)	(1,091)	(1,091)	(1,058)	(1,058)	(1,123)	(1,123)
	Manufacturing	(1,192)	(121)	(121)	(121)	(121)	(121)	(89)	(89)	(56)	(56)	(56)	(121)	(121)
	Quality Assurance	593	31	31	31	31	31	63	63	63	96	96	31	31
	Sales and Marketing	(201,501)	(3,598)	(705)	(1,252)	(395)	(582)	(826)	(52,363)	(32,241)	(53,852)	(6,090)	(18,955)	(30,641)
	Research and Development1	(2,978)	(3,365)	(33)	(65)	(33)	(65)	713	-	-	-	-	(65)	(65)
▼ Gross Margin	▼ Corporate	(224,708)	(1,689)	(1,689)	(1,689)	(1,689)	(17,340)	(1,689)	(52,847)	(32,992)	(54,759)	(7,221)	(19,667)	(31,438)
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	(23,697)	(670)	(670)	(670)	(670)	(16,322)	(670)	(670)	(670)	(670)	(670)	(670)	(670)
	Inventory Management	(12,697)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)
	Manufacturing	(670)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)
	Quality Assurance	1,148	96	96	96	96	96	96	96	96	96	96	96	96
	Sales and Marketing	(188,792)	-	-	-	-	-	-	(51,158)	(31,303)	(53,071)	(5,532)	(17,979)	(29,750)
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Net Sales	▼ Corporate	(167,620)	-	-	-	-	-	-	(48,348)	(25,671)	(48,932)	(5,136)	(14,418)	(25,115)
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	(167,620)	-	-	-	-	-	-	(48,348)	(25,671)	(48,932)	(5,136)	(14,418)	(25,115)
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Gross Sales	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Inventory Management	9,225	769	769	769	769	769	769	769	769	769	769	769	769
	Manufacturing	487	41	41	41	41	41	41	41	41	41	41	41	41
	Quality Assurance	(834)	(69)	(69)	(69)	(69)	(69)	(69)	(69)	(69)	(69)	(69)	(69)	(69)
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Variances	▼ Corporate	42,365	462	462	462	462	16,113	462	3,272	6,094	4,600	858	4,022	5,097
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	17,851	183	183	183	183	15,835	183	183	183	183	183	183	183
	Inventory Management	3,472	289	289	289	289	289	289	289	289	289	289	289	289
	Manufacturing	183	15	15	15	15	15	15	15	15	15	15	15	15
	Quality Assurance	(314)	(26)	(26)	(26)	(26)	(26)	(26)	(26)	(26)	(26)	(26)	(26)	(26)
	Sales and Marketing	21,172	-	-	-	-	-	-	2,810	5,632	4,138	396	3,560	4,635
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Operating Expenses	▼ Corporate	59,744	10,008	6,707	4,971	4,781	4,141	4,023	4,180	4,614	5,010	3,523	3,669	4,117
	NA	3,790	65	3,365	33	33	65	33	33	33	-	-	65	65
	Executive General and Administration	38,636	2,785	2,409	3,426	4,124	3,234	3,779	2,843	3,577	4,228	2,965	2,367	2,901
	Inventory Management	555	65	65	65	65	65	33	33	33	-	-	65	65
	Manufacturing	522	65	65	65	65	65	33	33	-	-	-	65	65
	Quality Assurance	555	65	65	65	65	65	33	33	33	-	-	65	65
	Sales and Marketing	12,709	3,598	705	1,252	395	582	826	1,205	938	782	558	977	891
	Research and Development1	2,978	3,365	33	65	33	65	(713)	-	-	-	-	65	65
▼ Labor Expenses	▼ Corporate	2,524	99	57	116	1,199	121	146	142	173	176	119	86	90
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,346	99	57	116	1,199	121	124	107	139	163	93	59	69
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	178	-	-	-	-	-	22	35	33	13	27	27	21
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Salaries	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Payroll Taxes	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Employee Benefits	▼ Corporate	2,524	99	57	116	1,199	121	146	142	173	176	119	86	90
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,346	99	57	116	1,199	121	124	107	139	163	93	59	69
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Sales and Marketing	1,915	888	22	66	20	44	55	660	77	77	-	3	2
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Services	▼ Corporate	13,933	1,518	781	1,959	1,051	1,235	1,217	764	975	1,278	1,062	1,074	1,019
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	12,385	1,185	759	1,293	1,051	1,235	1,217	764	975	1,278	1,062	764	802
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	1,548	333	22	666	-	-	-	-	-	-	-	310	217
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Telephone and Utilities	▼ Corporate	7,563	521	477	716	490	587	790	519	788	926	485	552	712
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	4,380	336	291	348	323	342	420	360	465	513	323	291	368
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	3,183	185	185	368	167	245	370	159	323	414	162	260	344
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone	▼ Corporate	4,073	236	238	439	229	300	463	237	415	552	224	311	428
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,566	120	104	125	116	122	150	129	166	183	116	104	131
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,507	116	134	314	113	178	313	108	249	369	108	207	297
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Utilities	▼ Corporate	3,490	285	239	277	261	287	327	282	373	374	261	241	283
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,814	215	187	224	208	219	270	231	299	329	208	187	236
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	676	69	51	53	53	68	57	51	74	45	53	53	47
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Expenses	▼ Corporate	1,570	402	100	94	99	93	120	115	129	120	99	88	112
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,022	69	78	76	82	66	98	97	104	103	82	71	96
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	548	333	22	18	17	27	22	18	25	17	17	17	16
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Depreciation	▼ Corporate	9,818	773	759	765	804	769	327	988	1,112	1,024	808	731	957
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	8,618	574	638	630	673	552	850	842	893	884	668	589	826
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	671	43	50	49	54	41	67	66	69	68	53	45	66
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	86	-	-	-	-	-	15	11	17	11	11	11	10
	Research and Development1	(713)	-	-	-	-	-	(713)	-	-	-	-	-	-
Rent	▼ Corporate	3,658	1,767	440	107	107	107	165	159	198	185	132	132	159
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,467	107	107	107	107	107	133	133	160	160	107	107	133
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,190	1,660	333	-	-	-	32	25	38	25	25	25	25
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Other Income and Expense	▼ Corporate	(572)	68	55	59	61	74	(1,292)	70	83	67	61	55	66
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	415	26	31	30	34	26	44	41	41	40	34	28	40
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	387	41	24	29	28	47	37	29	42	28	28	28	26
	Research and Development1	(1,373)	-	-	-	-	-	(1,373)	-	-	-	-	-	-
Interest Income	▼ Corporate	2,698	228	184	200	206	247	274	239	285	228	205	184	220
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,392	87	104	102	113	82	144	142	140	137	113	91	137
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	1,306	141	80	98	93	165	130	97	145	91	92	93	82
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Expense	▼ Corporate	4,138	351	282	306	315	377	420	367	437	350	314	282	335
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,134	134	160	156	173	124	220	219	215	211	173	139	211
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,004	217	123	150	142	253	200	149	222	139	141	144	124
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Gain/Loss on Sales of Asset	▼ Corporate	(3,274)	(278)	(222)	(242)	(249)	(298)	(333)	(291)	(346)	(278)	(248)	(223)	(265)
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	(1,688)	(105)	(126)	(123)	(137)	(98)	(174)	(174)	(170)	(168)	(137)	(110)	(168)
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Sales and Marketing	(1,585)	(173)	(96)	(118)	(112)	(201)	(159)	(117)	(176)	(110)	(111)	(114)	(98)
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	Corporate	17,870	468	376	407	420	502	12,916	489	582	467	419	377	447
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,845	178	212	208	231	166	294	291	286	281	231	185	281
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,669	290	163	199	189	337	267	198	296	185	188	192	166
	Research and Development1	12,356	-	-	-	-	-	12,356	-	-	-	-	-	-
Curr Xchg Gain/(Loss)	Corporate	(13,729)	-	-	-	-	-	(13,729)	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	(13,729)	-	-	-	-	-	(13,729)	-	-	-	-	-	-
Taxes	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Statistical Accounts	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Headcount	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Units	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-

Custom Header	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Average Unit Price	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Square Footage	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-