

→ Total Cost of Sales	-	-	-	-	-	-	-	-	-	-	-	-
> Standard Cost of Sales	-	-	-	-	-	-	-	-	-	-	-	-
> Variances	- [-	-	-	-	-	-	-	-	-	-	-
 Operating Expenses 	-	-	-	-	-	-	-	-	-	-	-	-
∨ Labor Expenses	-	-	-	-	-	-	-	-	-	-	-	-
> Salaries	-	-	-	-	-	-	-	-	-	-	-	-
> Payroll Taxes	-	-	-	-	-	-	-	-	-	-	-	-
> Employee Benefits	-	-	-	-	-	-	-	-	-	-	-	-
> Commissions	-	-	-	-	-	-	-	-	-	-	-	-
→ Travel Expenses	-	-	-	-	-	-	-	-	-	-	-	-
> Travel Transportation	-	-	-	-	-	-	-	-	-	-	-	-
> Travel Lodging	- [-	-	-	-	-	-	-	-	-	-	-
> Meals	-	-	-	-	-	-	-	-	-	-	-	-
> Entertainment	-	-	-	-	-	-	-	-	-	-	-	-
> Other Travel Related	-	-	-	-	-	-	-	-	-	-	-	-
→ Marketing	-	-	-	-	-	-	-	-	-	-	-	-
> Conferences	-	-	-	-	-	-	-	-	-	-	-	-
> Marketing Collateral	-	-	-	-	-	-	-	-	-	-	-	-
> Office Supplies	-	-	-	-	-	-	-	-	-	-	-	-
> Professional Services	-	-	-	-	-	-	-	-	-	-	-	-
 Telephone and Utilities 	-	-	-	-	-	-	-	-	-	-	-	-
> Telephone	-	-	-	-	-	-	-	-	-	-	-	-

> Utilities	-	-	-	-	-	-	-	-	-	-	_	-	
> Other Expenses	-	-	-	-	-	-	-	-	-	-	-	-	
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-	
> Building Leasehold	-	-	-	-	-	-	-	-	-	-	-	-	
> Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	
> Equipment	-	-	-	-	-	-	-	-	-	-	-	-	
> Furniture and Fixtures	-	-	-	-	-	-	- 1	-	-	-	-	-	
> Expenditure Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	
> Amortization of Goodwill	-	-	-	-	-	-	-	-	-	-	-	-	
> Rent	-	-	-	-	-	-	-	-	-	-	-	-	
→ Other Income and Expense	-	-	-	-	-	-	-	-	-	-	-	-	
> Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	
> Interest Expense	-	-	-	-	-	-	-	-	-	-	_	-	
> Gain/Loss on Sales of Asset	-	-	-	-	-	-	-	-	-	-	-	-	
> Other Income	-	-	-	-	-	-	-	-	-	-	-	-	
> Curr Xchg Gain/(Loss)	-	-	-	-	-	-	-	-	-	-	-	-	
> Taxes	-	-	-	-	-	-	-]	-	-	-	-	-	