

BOOKING / SHIPMENTS / PROFIT REPORT

BOOKINGS PLAN VS. ACTUAL

MONTH	Q1			Q1 '08 Total	Q2			Q2 '08 Total	YTD Total	Q3			Q3 '08 Total
	Jan	Feb	Mar		Apr	May	Jun			Jul	Aug	Sep	
BOOKINGS PLAN	1,240,000	1,240,000	1,240,000	3,720,000	1,406,000	1,406,000	1,406,000	4,218,000	7,938,000	1,720,000	1,720,000	1,720,000	5,160,000
BOOKINGS ACTUAL	783,970	1,200,069	1,638,045	3,622,084	2,386,766	4,753,760	1,409,595	8,550,121	12,172,205				0
BALANCE NEEDED	456,030	39,931	-398,045	97,916	-980,766	-3,347,760	-3,595	-4,332,121	-4,234,205	1,720,000	1,720,000	1,720,000	5,160,000
MONTH	Q1			Q1 '08 Total	Q2			Q2 '08 Total	YTD Total	Q3			Q3 '08 Total
MONTH	Jan	Feb	Mar		Apr	May	Jun			Jul	Aug	Sep	
SHIPMENT PLAN (\$)	1,033,333	1,033,333	1,033,334	3,100,000	1,171,666	1,171,667	1,171,667	3,515,000	6,615,000	1,433,333	1,433,334	1,433,334	4,300,001
SHIPMENT ACTUAL	510,845	831,131	1,193,461	2,535,437	1,077,295	1,128,228	1,421,489	3,627,012	6,162,449				0
BALANCE NEEDED	522,488	202,202	-160,127	564,563	94,371	43,439	-249,822	-112,012	452,551	1,433,333	1,433,334	1,433,334	4,300,001
BOOK-TO-BILL RATIO	1.53	1.44	1.37	1.43	2.22	4.21	0.99	2.36	1.98	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
BEGINNING BACKLOG				4,117,334				4,319,809					9,242,918
BOOKINGS				3,622,084				8,550,121					0
SHIPMENTS				(2,535,437)				(3,627,012)					0
ENDING BACKLOG				4,319,809				9,242,918					9,242,918
PROFIT / (LOSS) PLAN VS ACTUAL													
MONTH	Q1			Q TOTAL	Q2			Q TOTAL	YTD TOTAL	Q3			Q TOTAL
MONTH	Jan	Feb	Mar		Apr	May	Jun			Jul	Aug	Sep	
FY PLAN	188,558	188,558	188,558	565,674	152,103	152,103	152,103	456,309	1,021,983	430,559	430,559	430,559	1,291,677
PROFIT /(LOSS) ACT	(58,316)	91,728	208,324	241,736	182,435	180,105	222,968	585,508	827,244				-
BALANCE NEEDED	130,242	96,830	(19,766)	323,938	(30,332)	(28,002)	(70,865)	(129,199)	194,739	430,559	430,559	430,559	1,291,677
MATERIAL COST	136,064	221,372	317,879	675,316	286,937	302,022	372,388	961,347	1,636,663				
										430,559			
Cash	88,626	6,235	124,261	124,261	7,130	-33,253	281,431	281,431	281,431				
Credit Line Balance	1,000,000	1,320,000	1,870,000	1,870,000	1,870,000	2,010,000	2,095,000	2,095,000	2,095,000				
Long Term Debt	4,416,001	4,407,217	4,404,266	4,404,266	4,400,852	4,397,884	4,394,754	4,394,754	4,394,754				
Capital Expenditures	80,819	57,917	8,629	147,365	152,559	33,087	30,261	215,907	363,272				
Raw on going balance	732,095	770,381	724,163	724,163	735,991	759,545	753,015	753,015	753,015				
WIP on going balance	2,949,343	3,068,797	2,884,690	2,884,690	2,730,935	2,892,278	2,867,415	2,867,415	2,867,415				
FG on going balance	2,160,170	2,399,947	2,255,967	2,255,967	2,381,247	2,323,282	2,303,310	2,303,310	2,303,310				
Accounts Receivable (net)	1,507,751	1,456,007	1,813,002	1,813,002	1,991,262	2,036,154	2,475,374	2,475,374	2,475,374				
Accounts Payable	835,214	711,108	465,081	465,081	530,191	464,516	735,498	735,498	735,498				
cash in	1,635,533	827,768	655,483	3,118,784	894,977	1,109,999	941,298	2,946,274	6,065,058				
cash-out	1,333,739	1,123,724	894,473	3,351,936	1,136,430	1,284,639	965,339	3,386,408	6,738,344				
EBITDA	19,992	173,849	296,134	489,975	270,794	277,088	317,216	865,098	1,355,073				

		Q4				
MONTH	YTD Total	Oct	Nov	Dec	Q4 '08 Total	FY Total
BOOKINGS PLAN	13,098,000	2,046,000	2,046,000	2,046,000	6,138,000	19,236,000
BOOKINGS ACTUAL	12,172,205				0	12,172,205
BALANCE NEEDED	925,795	2,046,000	2,046,000	2,046,000	6,138,000	7,063,795
		Q4				
MONTH	YTD Total	Oct	Nov	Dec	Q4 '08 Total	FY Total
SHIPMENT PLAN (\$)	10,915,001	1,705,000	1,705,000	1,705,000	5,115,000	16,030,001
SHIPMENT ACTUAL	6,162,449				0	6,162,449
BALANCE NEEDED	4,187,989	1,705,000	1,705,000	1,705,000	5,115,000	9,302,989
BOOK-TO-BILL RATIO	1.98	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	1.98
						Q4
BEGINNING BACKLOG					9,242,918	0
BOOKINGS					0	0
SHIPMENTS					0	0
ENDING BACKLOG					9,242,918	0
		Q4				
MONTH	YTD TOTAL	Oct	Nov	Dec	Q TOTAL	FY TOTAL
FY PLAN	2,313,660	698,142	698,142	698,142	2,094,426	4,408,086
PROFIT /(LOSS) ACT	827,244				-	827,244
BALANCE NEEDED	1,486,416	698,142	698,142	698,142	2,094,426	3,580,842
MATERIAL COST						
Cash						
Credit Line Balance						
Long Term Debt						
Capital Expenditures						
Raw on going balance						
WIP on going balance						
FG on going balance						
Accounts Receivable (net)						
Accounts Payable						
cash in						
cash-out						
EBITDA						