AIES-L4L
(05-06-2024)

UNITED STATES DEPARTMENT OF COMMERCE
U.S. Census Bureau
Washington, DC 20233-0001

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SEQT001-052972

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NOTICE OF FAILURE TO PROVIDE MANDATORY RESPONSE

Our records indicate that we have not received your **2023 Annual Integrated Economic Survey** response. If you have submitted your survey within the past few weeks, **thank you** for your participation. You may verify your filing status by logging into your account at **https://portal.census.gov.**

If you have not yet reported, we remind you that your response is **REQUIRED BY LAW.** Title 13, United States Code, Sections 131 and 182, authorizes this collection. Sections 224 and 225 require your response. Section 9 requires that we keep your answers **STRICTLY CONFIDENTIAL**

Although Title 13 (Section 224) and the Sentencing Reform Act of 1984 (18, U.S.C. 3559 and 3571) allow for possible prosecution of responsible officials and penalties up to $5,000 (and still require response), **the U.S. Census Bureau prefers to work cooperatively with businesses like yours to ensure we gather and distribute reliable statistics about the U.S. economy.** We ask for your help in meeting that goal, recognizing that we are relying on your valuable time and effort to comply with this request.

Online reporting is easy, with a secure account setup necessary to begin the reporting process. For assistance with completing this survey or for a list of the surveys that are covered under this new collection, please visit https://census.gov/aies/information or call our customer helpline at 1-800-681-3012, Monday through Friday, 8:00 a.m. to 8:00 p.m. Eastern time. For a preview of the questions in this survey, visit **https://census.gov/aies/questionspreview/.**

Authentication Code: 6JMX-7RH3-CH8K
Due Date: Past Due

Your timely response will save tax dollars by reducing the need for additional mailings and telephone calls. Please report within 10 days, following these steps:

1. **Register** OR **sign in** at **https://portal.census.gov**
2. **Enter** your authentication code OR **locate** this report under "My Surveys"
3. **Report** by clicking on "REPORT NOW"
4. **For assistance with reporting,** including "what are those additional rows in Step 3?", please review our **FAQs** at https://census.gov/aies/faqs as well as our **how-to-videos** at https://census.gov/aies/howtovideos.

After reporting, we invite you to review the useful data and analysis tools available to aid and inform businesses such as yours by visiting the Census Bureau's website at **https://census.gov/aies/information.**

Thank you in advance for your time and participation, and for helping the U.S. Census Bureau measure America's people and economy.

Sincerely,

Aps.123Marietta

Nick Orsini
Associate Director for Economic Programs
U.S. Census Bureau

The Office of Management and Budget (OMB) approval number for the Annual Integrated Economic Survey is 0607-1024.

United States® Census Bureau

census.gov

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AMERICAN PRODUCERS CONSOL
Branches: APS
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Account	ENDING BALANCE	BEGINNING BAL.	INCR/(DECR)
Petty Cash Fund	1,800.00	1,800.00	0.00
Petty Cash Fund- Bucyrus	0.00	0.00	0.00
Cash on Hand- Heiston	0.00	0.00	0.00
Cash Box	11,843.43	12,013.68	<170.25>
Cash in Bank- Chase Operating APS	57,814.09	95,773.25	<37,959.16>
Cash in Bank- CIBC Operating 2784	114,343.04	0.00	114,343.04
Cash in Bank - Savings	0.00	10,002.17	<10,002.17>
Total CASH	185,800.56	119,589.10	66,211.46
Accounts Receivable Trade	8,648,926.24	9,047,124.82	<398,198.58>
Allowance - Service Charges	<25,830.71>	<35,919.44>	10,088.73
Reserve for Bad Debt	<82,852.00>	0.00	<82,852.00>
Accounts Receivable- Ackerman AR disc	0.00	0.00	0.00
Accounts Receivable-Chris	<1,817.35>	39,642.44	<41,459.79>
Accounts Receivable- Heiston	0.00	0.00	0.00
Accounts Receivable Officers & Employees	0.00	0.00	0.00
Accounts Receivable - Other	158,645.53	89,338.50	69,307.03
Accounts Receivable - CO-OP	0.00	0.00	0.00
Accounts Receivable- 3M	0.00	0.00	0.00
Accounts Receivable Freight Claims	46.08	46.08	0.00
Accounts Receivable- Escrow	0.00	0.00	0.00
Notes Receivable - Officers	<1,116.70>	475,805.39	<476,922.09>
Rebate Receivable	851,597.66	979,743.19	<128,145.53>
Advances Officers & Employees	31,319.97	47,126.15	<15,806.18>
Conversion A/R	0.00	0.00	0.00
A/R Exchange	786.70	<4,000.00>	4,786.70
Unearned Revenue	<2,678.06>	<6,365.73>	3,687.67
Total Receivables	9,577,027.36	10,632,541.40	<1,055,514.04>
Inventory	13,248,232.83	15,444,133.58	<2,195,900.75>
Inventory- Heiston	0.00	0.00	0.00
Consignment Inventory	0.00	100.26	<100.26>
Work Order Processing Holdling	0.00	0.00	0.00
Inventory- 263 Adjustment	0.00	540,352.00	<540,352.00>
Inventory- Freight on Hand	46,000.00	0.00	46,000.00
Expected Return Inventory	107,000.00	0.00	107,000.00
Inventory- Reserve	<850,000.00>	0.00	<850,000.00>
Deferred Rebates/Discounts Inventory	<463,130.00>	0.00	<463,130.00>
Total INVENTORY	12,088,102.83	15,984,585.84	<3,896,483.01>
Transfer Exchange	6,941.82	132.26	6,809.56
Exchange Account	<894.91>	<894.91>	0.00
Unrealized Currency Exchange	0.00	0.00	0.00
Total TRANSFER EXCHANGE	6,046.91	<762.65>	6,809.56
Refundable Taxes	0.00	0.00	0.00
Accrued Interest Receivable	0.00	0.00	0.00
Prepaid Insurance	9,255.83	8,212.63	1,043.20
Prepaid Expenses - Other	70,975.63	4,096.08	66,879.55
Cash Value Life Insurance	0.00	0.00	0.00
Investments	0.00	133,286.67	<133,286.67>
Total OTHER CURRENT ASSETS	80,231.46	145,595.38	<65,363.92>
TOTAL CURRENT ASSETS	21,937,209.12	26,881,549.07	<4,944,339.95>
Other Assets			
Notes Receivable - Other	0.00	0.00	0.00
Other Assets	0.00	0.00	0.00
Other Deposits	11,860.46	50,360.46	<38,500.00>
Workers Comp Deposit	636.68	636.68	0.00

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Account	ENDING BALANCE	BEGINNING BAL.	INCR/(DECR)
ROU(right of use) Asset- Operating	2,242,640.00	0.00	2,242,640.00
ROU Asset- Financing	535,802.00	0.00	535,802.00
Deferred Tax Asset	378,736.00	0.00	378,736.00
Total for Other Assets	3,169,675.14	50,997.14	3,118,678.00
Intangible Assets			
Goodwill	12,754,051.84	0.00	12,754,051.84
Goodwill Amortization Accum	<587,111.10>	0.00	<587,111.10>
Trade Name- Intangible	1,440,000.00	0.00	1,440,000.00
Trade Name Accumulated Amortization	<66,000.00>	0.00	<66,000.00>
Total for Intangible Assets	13,540,940.74	0.00	13,540,940.74
Land	0.00	0.00	0.00
Buildings	0.00	0.00	0.00
Accumulated Depreciation Buildings	0.00	0.00	0.00
Total BUILDINGS	0.00	0.00	0.00
Autos & Trucks	644,850.22	1,310,644.97	<665,794.75>
Accumulated Depreciation Autos & Trucks	<78,998.97>	<1,277,892.87>	1,198,893.90
Total AUTOS & TRUCKS	565,851.25	32,752.10	533,099.15
Office Equipment	0.00	135,303.73	<135,303.73>
Accumulated Depreciation Office Equip	0.00	<135,303.73>	135,303.73
Computer Equipment	119,948.57	773,961.82	<654,013.25>
Accumulated Depreciation - Computer	<9,378.62>	<773,961.73>	764,583.11
Store Fixtures & Equipment	259,099.31	1,398,049.45	<1,138,950.14>
Accumulated Depreciation Store Fix & Equ	<22,227.96>	<1,398,048.97>	1,375,821.01
Total EQUIPMENT & FIXTURES	347,441.30	0.57	347,440.73
Leasehold Improvements Rampp	86,468.00	59,017.00	27,451.00
Accumulated Depreciation Bldg Impr	0.00	0.00	0.00
Total BUILDING IMPROVEMENTS	86,468.00	59,017.00	27,451.00
Leasehold Improvements	22,821.00	459,981.47	<437,160.47>
Accumulated Depreciation-Leasehold Impr	<10,084.65>	<464,271.27>	454,186.62
Total LEASEHOLD IMPROVEMENTS	12,736.35	<4,289.80>	17,026.15
Assets Pending Capitalization	0.00	0.00	0.00
Total ASSETS PENDING CAPITALIZATION	0.00	0.00	0.00
Total FIXED ASSETS	1,012,496.90	87,479.87	925,017.03
TOTAL ASSETS	39,660,321.90	27,020,026.08	12,640,295.82
Accounts Payable Trade	4,756,985.22	6,454,213.83	<1,697,228.61>
Unbilled Accounts Payable	23,435.51	84,132.81	<60,697.30>
Accounts Payable- Heiston	0.00	0.00	0.00
Disputed Accounts Payable	0.00	0.00	0.00
Unapproved Accounts Payable	0.00	0.00	0.00
Unreceived Accounts Payable	0.00	0.00	0.00
Over & Short Accounts Payable	<23.84>	0.00	<23.84>
Conversion Accounts Payable	0.00	0.00	0.00
Conversion Unbilled Accounts Payable	0.00	0.00	0.00
Accounts Payable Exchange	<13,345.30>	<19,311.23>	5,965.93
Total TRADE PAYABLES	<4,767,051.59>	<6,519,035.41>	1,751,983.82
Credit Line - American Producers	0.00	0.00	0.00
CIBC REVOLVING LOC	4,756,567.11	1,413,690.00	3,342,877.11
Short Term Portion Long Term Debt	700,000.00	0.00	700,000.00
Total SHORT TERM DEBT	<5,456,567.11>	<1,413,690.00>	<4,042,877.11>
Accrued Salaries & Wages	500,308.18	581,733.26	<81,425.08>
Accrued Bonus	102,152.00	0.00	102,152.00
Accrued Retention Bonus	751,000.00	0.00	751,000.00
Accrued Workers Compensation Premium	3,416.08	0.00	3,416.08
Accrued Profit Sharing	0.13	0.00	0.13
Accrued 401K Employee Share	35,703.32	0.00	35,703.32
Accrued Vacation	408,124.00	0.00	408,124.00
Total ACCRUED PAYROLL	<1,800,703.71>	<581,733.26>	<1,218,970.45>

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Account	ENDING BALANCE	BEGINNING BAL.	INCR/(DECR)
Accrued Federal & State Income Tax	21,026.00	0.00	21,026.00
Accrued Cat tax- Ohio	20,676.00	21,208.00	<532.00>
Accrued Personal Property Tax	18,392.63	550.05	17,842.58
Accrued Sales Tax - Ohio	93,466.67	99,298.39	<5,831.72>
Accrued Sales Tax - West Virginia	18,008.16	19,478.89	<1,470.73>
Accrued Sales Tax - Kentucky	14,814.62	8,851.86	5,962.76
Accrued Sales Tax - Indiana	2,094.70	4,243.20	<2,148.50>
Accrued Sales Tax - Maryland	0.00	0.00	0.00
ACCRUED SALES TAX - MICHIGAN	16,399.53	11,764.06	4,635.47
Accrued Sales Tax- Nebraska	0.00	0.00	0.00
Accrued Sales Tax - Pennsylvania	11,091.37	11,038.32	53.05
Accrued Sales Tax - Out of State	18.06	217.99	<199.93>
Accrued Sales Tax- District of Columbia	0.00	0.00	0.00
Accrued Sales Tax- Alabama	102.78	0.00	102.78
Accrued Sales Tax- Arizona	32.21	28.44	3.77
Accrued Ohio Use Tax	0.00	0.00	0.00
Accrued Real Estate Tax	34,572.30	19,842.60	14,729.70
Accrued Other Taxes	49,567.08	0.00	49,567.08
Accrued Fica Tax - Employer	0.00	0.00	0.00
Accrued Medicare - Employer	0.00	0.00	0.00
Total TAXES PAYABLE	<300,262.11>	<196,521.80>	<103,740.31>
Accrued Liabilities Other	45,642.95	70,710.76	<25,067.81>
Accrued Interest Payable	60,868.69	0.00	60,868.69
Customer Deposits	45,695.05	28,723.00	16,972.05
Customer Return Liability	148,000.00	0.00	148,000.00
ROU Liability- ST Operating	368,902.00	0.00	368,902.00
ROU Liability- ST Financing	203,681.00	0.00	203,681.00
Unclaimed Property- due customer	24,972.00	0.00	24,972.00
Contingency Reserve	0.00	0.00	0.00
Total OTHER CURRENT LIABILITES	<897,761.69>	<99,433.76>	<798,327.93>
Mortgage Payable	0.00	0.00	0.00
Notes Payable to Banks	3,208,333.35	440,796.51	2,767,536.84
Note Payable- Merit	13,500,000.00	0.00	13,500,000.00
Notes Payable to Officers	0.00	0.00	0.00
Notes Payable Other	0.00	0.00	0.00
ROU Liability- Long term Operating	1,886,213.00	0.00	1,886,213.00
ROU Liability- LT Financing	340,953.00	0.00	340,953.00
Deferred Finance Costs	<656,192.69>	0.00	<656,192.69>
Current Portion L/T Debt (contra)	<700,000.00>	0.00	<700,000.00>
0	<17,579,306.66>	<440,796.51>	<17,138,510.15>
Members Capital	9,996,089.00	0.00	9,996,089.00
Common Stock	0.00	19,686.00	<19,686.00>
Paid in Surplus	0.00	0.00	0.00
Preferred Stock	0.00	10,314.00	<10,314.00>
Treasury Stock	0.00	<3,470,538.00>	3,470,538.00
0	<9,996,089.00>	3,440,538.00	<13,436,627.00>
Retained Earnings	31,062,923.85	29,805,697.03	1,257,226.82
Add: Profit (or Loss) Y-T Date	0.00	0.00	0.00
Retained Earnings - Prior Year	<29,804,625.04>	4,797,018.96	<34,601,644.00>
Retained Earnings- Preclose NI 2023	<2,395,718.78>	0.00	<2,395,718.78>
Distributions	0.00	<13,393,362.65>	13,393,362.65
Total PROFIT/LOSS TO RETAINED EARNINGS	<1,137,419.97>	21,209,353.34	<22,346,773.31>
Total EQUITY	8,858,669.03	17,768,815.34	<8,910,146.31>
°TOTAL LIABILITIES & EQUITY	39,660,321.90	27,020,026.08	12,640,295.82

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Operating Statement
AMERICAN PRODUCERS CONSOL
Branches: APS
As of Date: 12/31/2023

Account	Current Month	Current Mnth PY	Curr Mnth $Var	CM % Var	CM % Sls	CMPY % Sls	2024 YTD	2023 PYTD	CY/PY $Var	CY/PY %Var	YTD %Sales	PYTD %Sales
ALL SALES	<5,642,686>	<6,253,322>	610,636	<10>	<100>	<100>	<83,143,616>	<77,603,960>	<5,539,656>	7	<100>	<100>
Cost of Goods	<26,611>	<802,531>	775,920	<97>	<0>	<13>	<360,642>	<1,067,797>	707,155	<66>	<0>	<1>
Total COST OF GOODS COUNTER SA	149,582	303,076	<153,494>	<51>	3	5	2,534,457	3,515,237	<980,781>	<28>	3	5
Total COST OF GOODS INSIDE SAL	3,397,207	3,501,593	<104,385>	<3>	60	56	46,212,785	44,116,386	2,096,399	5	56	57
Total COST OF GOODS DIRECT SAL	221,256	314,162	<92,906>	<30>	4	5	5,162,592	3,110,336	2,052,256	66	6	4
Total COST OF GOODS REMOTE SAL	589,856	567,523	22,333	4	10	9	7,999,719	6,541,954	1,457,765	22	10	8
Inv Cost Adj	59,144	<343>	59,488	<17,324>	1	<0>	172,153	<40,739>	212,891	<523>	0	<0>
TOTAL COGS REDUCTION	<68,264>	<181,120>	112,856	<62>	<1>	<3>	<2,263,219>	<2,242,926>	<20,294>	1	<3>	<3>
TOTAL COGS FREIGHT	3,763	24,044	<20,281>	<84>	0	0	171,112	258,572	<87,461>	<34>	0	0
COGSOTHR	<37,884>	<55,873>	17,989	<32>	<1>	<1>	<493,558>	<440,763>	<52,795>	12	<1>	<1>
TOTAL COGS	4,245,528	3,782,963	462,565	12	75	60	59,778,209	54,713,266	5,064,943	9	72	71
Purch Misc Oth	3,717,425	4,111,708	<394,283>	<10>	66	66	50,139,868	48,951,383	1,188,485	2	60	63
Purch Tools	314,541	1,353,923	<1,039,382>	<77>	6	22	9,323,565	10,841,266	<1,517,701>	<14>	11	14
Clear Purch Inv	<4,031,966>	<5,465,631>	1,433,665	<26>	<71>	<87>	<59,463,433>	<59,792,648>	329,216	<1>	<72>	<77>
Clear Fght Invt	0	0	0	0	0	0	0	25	<25>	<100>	0	0
Total PURCHASES	0	0	0	0	0	0	0	25	<25>	<100>	0	0
Total GROSS PROFIT	1,397,158	2,470,359	<1,073,201>	<43>	25	40	23,365,408	22,890,669	474,739	2	28	29
Officers Salary	39,753	184,962	<145,210>	<79>	1	3	517,185	735,166	<217,980>	<30>	1	1
Office Wages	71,744	90,220	<18,476>	<20>	1	1	865,379	833,842	31,537	4	1	1
Purchasing Wage	31,316	27,896	3,420	12	1	0	320,165	280,830	39,334	14	0	0
Inside Sales	582,791	555,730	27,061	5	10	9	7,165,734	6,347,749	817,985	13	9	8
Counter Sales	7,853	10,742	<2,889>	<27>	0	0	116,642	126,066	<9,423>	<7>	0	0
Repair Wages	23,538	21,013	2,525	12	0	0	257,555	235,345	22,210	9	0	0
Warehouse Wages	77,323	71,113	6,210	9	1	1	930,128	796,028	134,100	17	1	1
Shipping Wages	20,640	22,565	<1,925>	<9>	0	0	234,986	227,520	7,466	3	0	0
Outside Salarie	35,126	64,454	<29,328>	<46>	1	1	567,708	579,336	<11,628>	<2>	1	1
Commissions	0	0	0	0	0	0	0	0	0	0	0	0
Bonus salary	0	0	0	0	0	0	0	0	0	0	0	0
Vacation Sal Ex	<10,704>	0	<10,704>	0	<0>	0	<53,520>	0	<53,520>	0	<0>	0
Profit Sharing	0	0	0	0	0	0	0	0	0	0	0	0
Casual Labor	<3,547>	16,866	<20,413>	<121>	<0>	0	37,899	98,459	<60,560>	<62>	0	0
Total WAGES	875,833	1,065,561	<189,728>	<18>	16	17	10,959,861	10,260,341	699,521	7	13	13
Insurance-Offic	<7,034>	<5,004>	<2,030>	41	<0>	<0>	<45,908>	<43,926>	<1,982>	5	<0>	<0>
Insuran Inside	111,021	107,011	4,010	4	2	2	1,463,460	1,379,245	84,214	6	2	2
Ins Counter	<1,343>	<1,341>	<2>	0	<0>	<0>	<12,347>	<11,622>	<725>	6	<0>	<0>
Insur Repair	<1,246>	<869>	<377>	43	<0>	<0>	<9,452>	<6,320>	<3,132>	50	<0>	<0>
Insuran Wrhse	<5,078>	<2,890>	<2,188>	76	<0>	<0>	<28,162>	<31,350>	3,188	<10>	<0>	<0>
Insuran Shippin	<613>	<237>	<376>	159	<0>	<0>	<2,363>	<2,054>	<309>	15	<0>	<0>
Insuran Outside	<1,872>	<1,662>	<210>	13	<0>	<0>	<15,944>	<14,404>	<1,540>	11	<0>	<0>
Insuran Purchas	<3,081>	<1,728>	<1,353>	78	<0>	<0>	<19,006>	<15,093>	<3,913>	26	<0>	<0>
Total INSURANCE GROUP	90,754	93,280	<2,526>	<3>	2	1	1,330,278	1,254,476	75,801	6	2	2
Uniform Wrhse	911	887	24	3	0	0	11,599	11,375	223	2	0	0
Total UNIFORM/JACKET EXPENSE	911	887	24	3	0	0	11,599	11,375	223	2	0	0
Employee Benef	9,066	8,858	207	2	0	0	75,645	63,256	12,389	20	0	0
401K Mtch- Offr	843	2,530	<1,688>	<67>	0	0	23,185	25,916	<2,731>	<11>	0	0
401K Mtch Offc	3,337	3,957	<621>	<16>	0	0	27,375	25,887	1,488	6	0	0
401K Counter Sa	419	574	<155>	<27>	0	0	4,666	5,043	<377>	<7>	0	0
401K Match	25,828	25,149	678	3	0	0	220,024	152,896	67,128	44	0	0
401K Repair	1,324	964	360	37	0	0	9,998	6,949	3,049	44	0	0

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Branches: APS
As of Date: 12/31/2023

Account	Current Month	Current Mnth PY	Curr Mnth $Var	CM % Var	CM % Sls	CMPY % Sls	2024 YTD	2023 PYTD	CY/PY $Var	CY/PY %Var	YTD %Sales	PYTD %Sales
401K Warehouse	2,750	2,626	124	5	0	0	25,228	17,471	7,757	44	0	0
401K Shipping	843	802	41	5	0	0	6,258	3,838	2,421	63	0	0
401K O/S Mkting	2,689	2,665	24	1	0	0	20,483	18,639	1,843	10	0	0
401K Purch	933	919	14	2	0	0	7,705	7,129	576	8	0	0
Total 401K Match	38,966	40,188	<1,222>	<3>	1	1	344,923	263,768	81,155	31	0	0
Total EMPLOYEE BENEFITS	139,696	143,212	<3,517>	<2>	2	2	1,762,443	1,592,876	169,568	11	2	2
Advertising	<31,397>	<35,242>	3,845	<11>	<1>	<1>	12,121	26,399	<14,278>	<54>	0	0
Auto & Trk Sale	1,172	986	186	19	0	0	18,314	13,029	5,285	41	0	0
Auto & Trck Del	5,906	9,180	<3,273>	<36>	0	0	133,248	122,943	10,305	8	0	0
Total AUTO & TRUCK EXPENSE	7,078	10,165	<3,087>	<30>	0	0	151,562	135,973	15,589	11	0	0
Gas & Oil Sales	16,994	19,441	<2,447>	<13>	0	0	245,190	260,502	<15,312>	<6>	0	0
Gas & Oil Deliv	30,745	39,851	<9,106>	<23>	1	1	455,728	535,803	<80,075>	<15>	1	1
Total GAS & OIL	47,739	59,292	<11,553>	<19>	1	1	700,918	796,305	<95,387>	<12>	1	1
Auto&Trk Ls Sls	18,379	19,607	<1,228>	<6>	0	0	223,266	258,338	<35,072>	<14>	0	0
Auto&Trk Ls Del	11,087	36,197	<25,110>	<69>	0	1	286,265	414,637	<128,372>	<31>	0	1
Total AUTO & TRUCK LEASING	29,466	55,804	<26,338>	<47>	1	1	509,531	672,975	<163,444>	<24>	1	1
Contigency Exp	<29,325>	<118,600>	89,275	<75>	<1>	<2>	0	0	0	0	0	0
Contributions	754	3,027	<2,273>	<75>	0	0	15,092	25,518	<10,427>	<41>	0	0
Selling Exp Sal	14,306	0	14,306	0	0	0	14,306	0	14,306	0	0	0
Outbound Frght	11,343	11,338	5	0	0	0	137,526	118,865	18,661	16	0	0
O/B Amazon fght	10,162	15,348	<5,186>	<34>	0	0	124,981	135,611	<10,630>	<8>	0	0
Depreciation	70,094	280,037	<209,943>	<75>	1	4	572,631	444,466	128,165	29	1	1
Dues & Subscrip	1,402	921	481	52	0	0	10,952	18,403	<7,451>	<40>	0	0
Equip Rental	0	2,960	<2,960>	<100>	0	0	10,331	33,005	<22,674>	<69>	0	0
Ins F&G Wrhse	1,102	0	1,102	0	0	0	13,226	13,226	0	0	0	0
Ins F&G Office	18,240	19,662	<1,422>	<7>	0	0	236,176	245,944	<9,768>	<4>	0	0
Total INSURANCE FIRE & GENERAL	19,342	19,662	<320>	<2>	0	0	249,402	259,170	<9,768>	<4>	0	0
Data Processing	21,653	24,994	<3,341>	<13>	0	0	233,795	229,766	4,029	2	0	0
Ins-Life Officr	0	1,488	<1,488>	<100>	0	0	10,418	17,860	<7,442>	<42>	0	0
Ins Work Comp	11,812	2,203	9,609	436	0	0	97,612	86,235	11,377	13	0	0
L&P Accounting	0	2,286	<2,286>	<100>	0	0	47,529	24,993	22,536	90	0	0
L&P Legal	0	0	0	0	0	0	891	5,850	<4,960>	<85>	0	0
L&P Payroll	3,516	1,028	2,487	242	0	0	25,498	10,211	15,286	150	0	0
L&P Credit Card	2,097	21,017	<18,920>	<90>	0	0	104,826	175,307	<70,481>	<40>	0	0
L&P Bank Srv Ch	2,432	1,540	891	58	0	0	22,519	18,617	3,902	21	0	0
L&P Collection	0	0	0	0	0	0	1,500	1,485	15	1	0	0
Leg Prof Other	1,311	2,828	<1,517>	<54>	0	0	43,091	34,284	8,807	26	0	0
Total LEGAL & PROFESSIONAL FEE	9,356	28,700	<19,344>	<67>	0	0	245,854	270,748	<24,894>	<9>	0	0
Equip Maint/Rep	4,064	6,971	<2,907>	<42>	0	0	69,127	56,198	12,928	23	0	0
License/Permits	237	483	<246>	<51>	0	0	7,418	8,119	<701>	<9>	0	0
Postage	8,193	10,466	<2,273>	<22>	0	0	100,214	112,172	<11,958>	<11>	0	0
Rent	72,747	67,113	5,634	8	1	1	841,143	821,900	19,243	2	1	1
Bldg Rep & Main	3,902	10,325	<6,423>	<62>	0	0	79,680	188,633	<108,953>	<58>	0	0
Sanitation	4,784	2,996	1,788	60	0	0	42,740	38,559	4,181	11	0	0
SUPPLIES - WARE	4,723	6,918	<2,195>	<32>	0	0	77,117	80,989	<3,872>	<5>	0	0
Supplies-Gen	133	<175>	308	<176>	0	<0>	3,221	550	2,670	485	0	0
Supplies/Market	1,020	0	1,020	0	0	0	1,385	212	1,174	554	0	0
Supplies Sls	288	1,211	<923>	<76>	0	0	9,919	17,373	<7,454>	<43>	0	0
Total SUPPLIES - OTHER	6,163	7,954	<1,791>	<23>	0	0	91,641	99,124	<7,482>	<8>	0	0
Supplies/Data P	0	0	0	0	0	0	45	0	45	0	0	0
Supplies Paper	237	276	<39>	<14>	0	0	3,884	2,270	1,614	71	0	0

Operating Statement
AMERICAN PRODUCERS CONSOL
Branches: APS
As of Date: 12/31/2023

Account	Current Month	Current Mnth PY	Curr Mnth $Var	CM % Var	CM % Sls	CMPY % Sls	2024 YTD	2023 PYTD	CY/PY $Var	CY/PY %Var	YTD %Sales	PYTD %Sales
Supplies/Office	942	1,192	<250>	<21>	0	0	13,903	21,546	<7,643>	<35>	0	0
Total SUPPLIES - OFFICE	1,179	1,468	<289>	<20>	0	0	17,832	23,816	<5,984>	<25>	0	0
Taxes OH CAT	6,064	6,793	<729>	<11>	0	0	86,643	85,584	1,059	1	0	0
Taxes - Payroll	102,649	99,330	3,319	3	2	2	845,571	775,112	70,458	9	1	1
Taxes/Pers Prop	21,468	3,678	17,790	484	0	0	56,383	28,712	27,671	96	0	0
Taxes/Real Est	13,299	29,744	<16,446>	<55>	0	0	76,928	108,602	<31,674>	<29>	0	0
Taxes - Other	16,324	3,157	13,167	417	0	0	161,933	53,346	108,587	204	0	0
Total TAXES	159,803	142,702	17,101	12	3	2	1,227,457	1,051,356	176,100	17	1	1
Telephone	18,187	18,349	<162>	<1>	0	0	187,772	188,278	<507>	<0>	0	0
Meals & Enter	<4,256>	7,766	<12,023>	<155>	<0>	0	53,173	68,752	<15,578>	<23>	0	0
Travel/Lodging	3,351	4,723	<1,372>	<29>	0	0	94,271	82,078	12,193	15	0	0
Emp Train/Devel	0	20	<20>	<100>	0	0	19,926	23,709	<3,783>	<16>	0	0
Water-Off/Purch	820	856	<36>	<4>	0	0	19,565	19,255	310	2	0	0
Total WATER	820	856	<36>	<4>	0	0	19,565	19,255	310	2	0	0
Gas- Off/Purch	243	1,144	<902>	<79>	0	0	3,366	4,754	<1,388>	<29>	0	0
Gas- Warehouse	3,921	8,677	<4,757>	<55>	0	0	55,027	71,770	<16,743>	<23>	0	0
Total GAS	4,163	9,822	<5,658>	<58>	0	0	58,393	76,524	<18,131>	<24>	0	0
Elect Off/Purch	991	758	233	31	0	0	10,261	9,508	753	8	0	0
Elect Wrhse	7,770	7,422	347	5	0	0	95,398	95,832	<434>	<0>	0	0
Total ELECTRIC	8,760	8,180	580	7	0	0	105,659	105,340	319	0	0	0
Total UTILITIES	13,744	18,858	<5,114>	<27>	0	0	183,616	201,119	<17,503>	<9>	0	0
Misc Op Exp	9,161	13,671	<4,510>	<33>	0	0	76,988	73,914	3,074	4	0	0
Cntra Oper-COGS	0	<4,376>	4,376	<100>	0	<0>	0	<50,747>	50,747	<100>	0	<0>
Total EXPENSES & OPERATIONS	1,510,572	1,880,361	<369,789>	<20>	27	30	18,912,334	18,111,499	800,835	4	23	23
APS show	2,333	0	2,333	0	0	0	<1,304>	<11>	<1,293>	11,793	<0>	0
Frght/Added Chg	7,423	3,656	3,767	103	0	0	83,160	71,192	11,968	17	0	0
Bad Debt Rec	0	0	0	0	0	0	0	1,403	<1,403>	<100>	0	0
Interest Earned	831	1,211	<380>	<31>	0	0	28,516	16,475	12,041	73	0	0
Invstmnt Income	0	3,261	<3,261>	<100>	0	0	6,213	9,986	<3,773>	<38>	0	0
Disc Earned	913	751	162	22	0	0	10,193	8,181	2,012	25	0	0
Rental Income	0	750	<750>	<100>	0	0	0	6,750	<6,750>	<100>	0	0
Gain/Loss Sale	7,617	0	7,617	0	0	0	17,655	2,000	15,655	783	0	0
Cash Ovr/Shrt	<111>	155	<266>	<172>	<0>	0	73	<87>	161	<184>	0	<0>
Misc Income	1,226	29,876	<28,649>	<96>	0	0	46,072	122,964	<76,892>	<63>	0	0
Total OTHER INCOME	20,232	39,660	<19,428>	<49>	0	1	190,579	238,852	<48,274>	<20>	0	0
Bad Debts	35,928	<137,988>	173,916	<126>	1	<2>	142,055	42,939	99,117	231	0	0
Discounts Allow	1	<330>	331	<100>	0	<0>	428	<5>	433	<9,468>	0	0
Interest Paid	254,166	6,096	248,070	4,070	5	0	1,340,693	87,856	1,252,837	1,426	2	0
Misc Expense	683	1,843	<1,160>	<63>	0	0	1,294	3,175	<1,881>	<59>	0	0
Goodwill Expens	587,111	0	587,111	0	10	0	587,111	0	587,111	0	1	0
Trade Name amor	66,000	0	66,000	0	1	0	66,000	0	66,000	0	0	0
Transact Cost	93,349	0	93,349	0	2	0	1,295,155	0	1,295,155	0	2	0
Pre-Close Cost	0	0	0	0	0	0	105,754	0	105,754	0	0	0
Total OTHER EXPENSES	1,037,237	<130,379>	1,167,616	<896>	18	<2>	3,538,491	133,965	3,404,525	2,541	4	0
Total PRE-TAX PROFIT/LOSS	<1,130,419>	760,037	<1,890,456>	<249>	<20>	12	1,105,162	4,884,058	<3,778,896>	<77>	1	6
Prov Income Tax	<152,065>	0	<152,065>	0	<3>	0	<152,065>	0	<152,065>	0	<0>	0
Total PROFIT/LOSS TO RETAINED	<978,354>	760,037	<1,738,391>	<229>	<17>	12	1,257,227	4,884,058	<3,626,831>	<74>	2	6