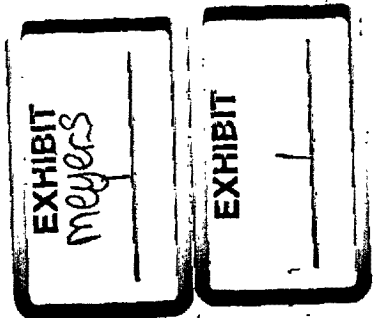


January 31, 1988

	FC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	14,620,232	1,750,639	610,252	49,265	111,524	89,493	38,505	254,625	275,316	28,458	0	17,828,309
Cost of Goods	3,349,087	342,055	838	15,389	3,516	24,684	7,176	42,342	1,406	0	0	3,786,493
Shipping	202,041	20,635	51	928	212	1,489	433	2,554	85	0	0	228,428
Gross Profit	11,069,105	1,387,949	608,364	32,948	107,796	63,320	30,896	209,728	273,825	28,458	0	13,813,388
Employees	559.0	17.0	40.5	17.5	23.0	11.5	1.3	45.0	47.0	6.5	15.0	783.3
Salary Expense	219,865	0	10,819	3,675	1,521	10,010	555	0	0	0	0	3,006,689
Marketing Regs	329,418	0	0	1,110	0	2,016	868	5,717	4,735	0	0	267,303
Advertising	25,538	3,929	837	161	354	193	64	870	258	0	0	339,149
Co-op Advertising	23,280	3,581	763	147	323	176	59	793	235	0	0	32,204
Direct Marketing	125,606	0	14,942	65	0	0	0	14,411	235	0	0	29,357
Promotional Items	37,474	9,550	3,398	0	1,525	0	0	9,416	309	0	0	155,024
Show Expense	64,624	38,813	23,482	9,703	18,824	5,046	9,703	9,703	9,703	212	0	61,882
Travel Expense	39,037	1,187	2,828	1,222	1,606	803	87	3,143	9,703	4,464	0	194,066
Documentation Sal	89,656	2,727	6,496	2,807	3,689	1,844	200	7,217	7,538	1,043	1,048	53,650
Insurance Expense	29,710	904	2,153	930	1,222	611	66	2,392	2,498	345	797	123,216
Supplies	179,263	5,452	12,988	5,612	1,224	612	67	2,396	2,502	346	799	40,831
Utilities Expense	29,760	905	2,156	932	1,224	612	67	2,396	2,502	346	799	40,831
Repairs & Maint.	115,283	3,506	8,352	3,609	7,376	3,688	401	14,431	15,072	2,084	4,810	246,367
Taxes	619,964	1,866	4,446	1,921	4,743	2,372	258	9,280	9,693	1,341	3,093	158,437
Rent Expense	1,713	102,474	124	54	70	35	4	4,940	5,160	714	1,647	642,936
Telephone Expense	4,056,844	426,566	269,572	87,995	126,205	72,716	14,383	300,890	282,193	50,832	123,146	5,811,341
Other Expenses	7,012,261	961,384	339,792	-55,047	-18,409	-9,397	16,533	-81,162	-8,368	-22,374	-123,146	8,002,047
Division Expenses												
Division Profit												
Overhead Expenses												
Net Income												1,119,178
Employee Detail												6,883,869
Development	59.5	4.0	22.0	7.0	10.5	6.5	0.0	28.0	25.5	4.0	15.0	182.0
Marketing	45.0	13.0	4.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	75.3
Support	399.5	0.0	6.5	4.5	3.0	2.0	1.0	6.5	5.0	0.0	0.0	428.0
Testing	55.0	0.0	8.0	5.0	5.5	2.0	0.0	7.5	13.5	1.5	0.0	98.0
Totals	559.0	17.0	40.5	17.5	23.0	11.5	1.3	45.0	47.0	6.5	15.0	783.3



Plaintiff's Exhibit  
**8055**  
 Comes V. Microsoft

CONFIDENTIAL

February 28, 1988

	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	MPCORP
Sales	14,677,358	1,028,542	341,153	39,254	136,697	41,803	16,469	183,369	310,579	21,413	0.0%	100.0%
Cost of Goods	3,055,324	330,257	73,674	13,927	35,218	10,299	4,202	53,044	97,238	3,676	0	16,796,636
Shipping	1,141,324	123,390	27,526	5,204	13,158	3,848	1,570	19,818	36,330	1,373	0	3,676,858
Gross Profit	10,480,510	574,895	239,953	20,123	88,321	27,557	10,697	110,506	177,012	16,364	0	11,746,038
Employees	578.0	17.0	46.5	17.0	22.5	11.5	1.3	43.5	52.0	4.0	16.0	809.3
Salary Expense												2,996,860
Marketing Reps												
Advertising	186,105	4,199	31,392	937	3,125	0	0	907	14,374	0	0	241,299
Co-op Advertising	424,627	0	0	1,136	0	1,209	476	5,305	0	0	0	432,754
Direct Marketing	240,930	37,066	7,899	1,519	3,342	1,823	608	8,203	2,431	0	0	303,821
Promotional Items	7,283	1,120	239	46	101	55	18	248	73	0	0	9,184
Show Expense	41,389	0	7,275	621	0	0	0	17,410	0	0	0	66,694
Travel Expense	23,929	42,620	15,503	300	0	0	0	20,849	542	840	0	106,378
Documentation Exp	66,876	40,166	24,300	10,041	19,480	5,222	10,041	10,041	2,096	4,619	0	200,828
Insurance Expense	23,298	685	1,874	685	907	464	50	1,753	2,096	161	545	31,974
Supplies	82,794	2,435	6,661	2,435	3,223	1,647	179	6,231	7,449	573	2,292	113,627
Utilities Expense	5,693	167	458	167	222	113	12	428	512	39	158	7,814
Repairs & Maint.	102,364	3,011	8,235	3,011	3,985	2,037	221	7,704	9,209	708	2,834	140,485
Taxes	209,806	6,171	16,879	6,171	8,167	4,174	454	15,790	18,875	1,452	5,808	287,938
Rent Expense	104,985	3,088	8,446	3,088	4,087	2,089	227	7,901	9,445	727	2,906	144,083
Telephone Expense	563,493	3,263	8,925	3,263	4,319	2,207	240	8,349	9,981	768	3,071	604,809
Other Expenses	3,437	34,330	277	101	134	68	7	259	309	24	95	39,945
Division Expenses	4,310,272	363,411	320,595	90,790	134,210	65,122	14,709	315,181	317,129	35,217	129,508	6,096,145
Division Profit	6,170,238	211,484	-80,641	-70,667	-45,889	-37,466	-4,012	-204,675	-140,118	-18,853	-129,508	5,649,893
Overhead Expenses												
Net Income												1,170,048
Employee Detail												4,479,844
Development	65.0	4.0	21.5	7.5	10.0	6.5	0.0	27.0	27.5	1.0	16.0	186.0
Marketing	44.0	13.0	5.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	75.3
Support	415.0	0.0	9.0	5.0	3.0	2.0	1.0	7.0	7.0	0.0	0.0	449.0
Testing	54.0	0.0	11.0	3.5	5.5	2.0	0.0	6.5	14.5	2.0	0.0	99.0
Totals	578.0	17.0	46.5	17.0	22.5	11.5	1.3	43.5	52.0	4.0	16.0	809.3

CONFIDENTIAL

YTD Division Report  
February 28, 1989

	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	29,297,591	2,779,181	951,405	88,519	248,221	131,296	54,974	437,993	585,895	49,871	0	34,624,946
Cost of Goods	6,404,411	672,312	74,512	29,316	38,734	34,987	11,378	95,387	98,644	3,676	0	7,463,351
Shipping	1,343,565	144,025	27,576	6,132	13,370	5,337	2,003	22,373	36,415	1,373	0	1,602,169
Gross Profit	21,549,615	1,962,844	849,317	53,071	196,117	90,976	41,593	320,234	450,837	44,822	0	25,559,426
Employees	578.0	17.0	46.5	17.0	22.5	11.5	1.3	43.5	52.0	4.0	16.0	809.3
Salary Expense												6,003,549
Marketing Repts												508,601
Advertising	405,970	4,199	42,210	4,612	4,647	10,010	815	17,031	19,108	0	0	771,903
Co-op Advertising	754,045	0	0	2,246	0	3,226	1,344	11,042	0	0	0	336,025
Direct Marketing	266,468	40,995	8,737	1,680	3,696	2,016	672	9,073	2,688	0	0	38,540
Promotional Items	30,562	4,702	1,002	193	424	231	77	1,041	308	0	0	221,718
Show Expense	166,995	0	22,217	686	0	0	0	31,820	0	0	0	168,261
Travel Expense	61,402	52,170	18,901	300	3,320	0	0	30,265	851	1,052	0	394,895
Documentation Sal	131,500	78,979	47,782	19,745	38,305	10,267	19,745	19,745	19,745	9,083	0	85,625
Insurance Expense	62,335	1,872	4,703	1,907	2,513	1,267	138	4,896	5,378	615	1,692	236,843
Supplies	172,450	5,162	13,156	5,242	6,912	3,492	380	13,448	14,987	1,615	4,698	49,645
Utilities Expense	35,403	1,071	2,611	1,098	1,444	724	79	2,820	3,010	385	955	181,386
Repairs & Maint.	132,125	3,916	10,391	3,942	5,209	2,649	288	20,100	11,711	1,054	3,632	534,305
Taxes	389,069	11,622	29,867	11,783	15,543	7,862	855	30,221	33,947	3,536	10,618	302,520
Rent Expense	220,269	6,594	16,798	6,697	8,830	4,460	485	17,182	19,138	2,067	6,000	1,247,745
Telephone Expense	1,183,457	5,129	13,371	5,184	6,844	3,470	377	13,290	15,141	1,481	4,718	143,721
Other Expenses	5,150	136,803	401	155	204	104	11	397	453	44	141	
Division Expenses	8,367,116	789,977	590,167	178,785	260,415	137,839	29,093	616,071	599,322	86,049	252,654	11,907,486
Division Profit	13,182,499	1,172,867	259,150	-125,714	-64,298	-46,862	12,501	-295,837	-148,485	-41,227	-252,654	13,651,940
Overhead Expenses												2,288,226
Net Income												11,363,714
Employees Detail												
Development	59.5	4.0	22.0	7.0	10.5	6.5	0.0	28.0	25.5	4.0	15.0	182.0
Marketing	45.0	13.0	4.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	75.3
Support	399.5	0.0	6.5	4.5	3.0	2.0	1.0	6.5	5.0	0.0	0.0	428.0
Testing	55.0	0.0	8.0	5.0	5.5	2.0	0.0	7.5	13.5	1.5	0.0	98.0
Totals	559.0	17.0	40.5	17.5	23.0	11.5	1.3	45.0	47.0	6.5	15.0	783.3

March 31, 1988	PC	MC1	Vax	Amiga	DC	Apple	Atari	Mac	MC	370	OS/2	WFOORP
	81.7%	11.4%	2.7%	0.2%	0.8%	0.3%	0.1%	1.1%	1.6%	0.1%	0.0%	100.0%
Sales	16,948,824	3,656,750	549,080	34,571	191,500	53,164	4,600	170,823	342,986	2,350	0	21,954,648
Cost of Goods	4,401,147	892,003	52,031	10,025	42,448	18,760	1,378	51,974	75,643	2,371	0	5,547,779
Shipping	579,284	117,406	6,848	1,319	5,587	2,469	181	6,841	9,956	312	0	730,206
Gross Profit	11,968,393	2,647,341	490,201	23,227	143,465	31,935	3,041	112,008	257,387	-334	0	15,676,663
Employees	592.0	17.0	46.0	16.0	23.0	11.5	1.3	46.5	52.0	3.5	16.0	824.8
Salary Expense												3,417,011
Marketing Repts												
Advertising	203,810	10,901	30,973	0	3,500	0	0	782	16,207	0	0	266,433
Co-op Advertising	353,914	0	0	722	0	1,110	96	3,567	0	0	0	359,409
Direct Marketing	386,054	53,726	12,526	1,028	3,671	1,540	497	5,082	7,754	436	0	472,313
Promotional Items	41,626	5,793	1,351	111	396	166	54	548	636	47	0	50,927
Show Expense	94,769	0	4,771	1,534	0	645	0	1,738	3,414	0	0	106,870
Travel Expense	69,950	47,152	4,817	4,874	8,090	0	0	3,516	9,354	0	0	147,753
Documentation Sal	171,945	23,929	5,579	458	1,635	686	221	2,264	3,454	194	0	210,364
Employee Benefits	85,914	2,467	6,676	2,322	3,338	1,669	181	6,748	7,547	508	2,322	117,370
Supplies	93,340	2,680	7,253	2,523	3,626	1,813	197	7,332	8,199	552	2,523	127,515
Utilities Expense	35,056	1,007	2,724	947	1,362	681	74	2,754	3,079	207	947	47,891
Repairs & Maint.	25,396	729	1,973	686	987	493	54	1,995	2,231	150	686	34,694
Taxes	207,673	5,964	16,137	5,613	8,068	4,034	438	16,312	18,242	1,228	5,613	283,709
Rent Expense	107,166	3,077	8,327	2,896	4,164	2,082	226	8,418	9,413	634	2,896	146,403
Telephone Expense	250,539	2,859	7,735	2,690	3,868	1,934	210	7,819	8,744	589	2,690	286,986
Other Expenses	3,333	111,644	259	90	129	65	7	262	293	20	90	116,101
Division Expenses	4,599,840	638,530	301,719	82,738	133,760	61,204	4,431	281,070	331,306	20,134	137,402	6,592,135
Division Profit	7,368,552	2,008,810	188,482	-59,511	9,704	-29,269	-1,390	-169,062	-73,919	-20,467	-137,402	9,084,529
Overhead Expenses												1,082,724
Net Income												8,001,805
Employee Detail												
Development	70.0	4.0	21.5	7.5	10.5	6.5	0.0	27.0	27.5	1.0	16.0	191.5
Marketing	50.0	13.0	4.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	80.3
Support	418.0	0.0	9.0	3.0	3.0	2.0	1.0	9.0	7.0	0.0	0.0	452.0
Testing	54.0	0.0	11.5	4.5	5.5	2.0	0.0	7.5	14.5	1.5	0.0	101.0
Totals	592.0	17.0	46.0	16.0	23.0	11.5	1.3	46.5	52.0	3.5	16.0	824.8

CONFIDENTIAL

YTD Division Report	FC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	OS/2	RECORP
March 31, 1989	81.7%	11.4%	2.7%	0.2%	0.8%	0.3%	0.1%	1.1%	1.6%	0.1%	100.0%
Sales	46,246,415	6,435,931	1,500,485	123,090	439,720	184,459	59,573	608,816	928,882	0	56,579,593
Cost of Goods	10,805,558	1,564,314	126,543	39,341	81,181	53,742	12,755	147,361	174,287	0	13,011,130
Shipping	1,922,850	261,432	34,425	7,451	18,957	7,806	2,184	29,214	46,371	0	2,332,375
Gross Profit	33,518,007	4,610,185	1,339,518	76,298	339,582	122,911	44,634	432,242	708,224	0	41,236,089
Employees	1,729.0	51.0	133.0	50.5	68.5	34.5	3.8	135.0	151.0	47.0	2,417.3
Salary Expense											9,420,560
Marketing Reps											
Advertising	609,780	15,100	73,183	4,612	8,147	10,010	1,075	17,813	35,315	0	775,034
Co-op Advertising	1,107,959	0	0	2,968	0	4,336	1,440	14,609	0	0	1,131,312
Direct Marketing	652,522	94,721	21,262	2,708	7,367	3,556	1,169	14,155	10,442	0	808,338
Promotional Items	72,188	10,495	2,353	303	820	397	131	1,589	1,144	0	89,467
Snow Expense	261,764	0	26,988	2,220	0	645	0	33,558	3,414	0	328,588
Travel Expense	131,352	99,322	23,718	5,174	11,410	0	0	33,781	10,205	0	316,014
Documentation Sal	303,445	102,908	53,361	20,202	39,940	10,953	19,966	22,008	23,198	0	605,259
Insurance Expense	148,250	4,340	11,378	4,229	5,851	2,936	319	11,644	12,925	0	202,995
Supplies	265,790	7,842	20,409	7,765	10,538	5,305	577	20,780	23,186	4,014	367,358
Utilities Expense	70,459	2,078	5,334	2,045	2,806	1,405	153	5,574	6,089	7,220	96,536
Repairs & Maint.	157,520	4,645	12,365	4,629	6,196	3,142	342	12,094	13,942	1,205	216,080
Taxes	596,742	17,586	46,003	17,396	23,611	11,896	1,293	46,533	52,189	4,319	818,014
Rent Expense	327,435	9,671	25,126	9,593	12,994	6,542	711	25,599	28,551	16,231	448,923
Telephone Expense	1,433,996	7,988	21,107	7,875	10,711	5,404	587	21,109	23,885	7,408	1,534,731
Other Expense	8,483	248,447	660	245	334	168	18	658	746	231	259,823
Division Expenses	12,966,956	1,428,508	891,886	261,522	394,175	199,043	33,523	897,141	930,629	390,055	18,499,621
Division Profit	20,551,051	3,181,678	447,632	-185,225	-54,593	-76,132	11,111	-464,899	-222,404	-390,055	22,736,468
Overhead Expenses											
Net Income											3,370,950
Employee Detail											19,365,518
Development	59.5	4.0	22.0	7.0	10.5	6.5	0.0	28.0	25.5	4.0	182.0
Marketing	45.0	13.0	4.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	75.1
Support	399.5	0.0	6.5	4.5	3.0	2.0	1.0	6.5	5.0	0.0	428.0
Testing	55.0	0.0	8.0	5.0	5.5	2.0	0.0	7.5	13.5	1.5	98.0
Totals	559.0	17.0	40.5	17.5	23.0	11.5	1.3	45.0	47.0	6.5	783.3

10/15/88

Year-to-date September 31, 1988	PC	Int'l	Vax	Amiga	DO	Apple	Atari	Mac	WC	370	OS/2	MPCORP
Employees	488	17										
Dev Salaries	78,78	12,91	2,64	0.51	1.14	0.61	0.24	2.81	0.71			100.01
Testing Salaries	94,532,782	15,451,625	3,104,700	595,839	1,372,056	766,696	207,121	3,325,809	781,290	0	0	120,137,919
Mar Salaries	29,452,694	1,526,989	408,218	132,555	233,624	283,783	64,910	1,332,209	72,898	0	0	33,507,880
Support Salaries	4,752,454	321,250	64,467	21,505	37,110	55,969	8,704	175,365	11,964	0	0	5,448,787
Marketing Reps	60,327,634	13,603,387	2,632,015	441,778	1,101,322	426,945	133,507	1,818,235	696,428	0	0	81,181,252
Advertising	1,045,668	58,118	171,303	31,685	14,470	22,626	13,751	180,483	25,492	0	0	1,583,596
Co-op Advertising	1,502,534	0	0	12,197	0	15,413	4,818	60,137	0	0	0	1,595,099
Direct Marketing	1,595,109	265,136	49,643	23,321	28,917	22,082	12,563	47,968	3,549	0	0	2,048,287
Promotional Items	277,783	45,700	9,602	4,314	5,188	4,079	2,367	8,223	502	0	0	356,757
Show Expense	792,680	98	36,866	7,361	20,282	29,628	2,077	63,508	14,070	0	0	956,570
Travel Expense	375,593	230,894	88,426	23,964	32,589	17,644	2,992	46,914	24,122	0	0	840,088
Documentation Sal	465,451	228,706	134,871	56,237	107,952	30,110	55,766	56,096	54,787	0	0	1,189,977
Insurance Expense	461,082	16,662	42,409	16,636	23,781	17,012	10,717	37,750	38,349	9,574	0	694,311
Supplies	1,148,351	40,309	106,179	47,056	62,350	47,398	28,604	93,174	98,751	23,850	13,149	1,636,022
Utilities Expense	88,481	3,106	8,262	3,696	4,866	3,686	2,250	7,033	7,458	1,854	986	130,612
Repairs & Maint.	312,837	10,849	29,031	12,749	16,957	13,030	7,785	25,484	26,302	6,517	3,406	463,540
Taxes	767,395	27,224	75,459	35,692	43,259	33,382	21,289	58,177	61,830	16,445	7,749	1,140,153
Rent Expense	309,069	10,968	30,083	14,146	17,244	13,544	8,451	24,354	25,389	6,524	3,277	459,772
Telephone Expense	2,481,524	14,362	40,926	20,495	23,878	19,471	11,982	32,441	34,872	8,875	4,130	2,688,825
Other Expenses	62,906	455,074	2,181	1,169	1,436	1,207	725	1,911	512	106	85	527,227
Division Expenses	25,077,050	2,970,249	2,045,283	762,231	989,025	820,216	401,059	1,631,796	1,698,595	450,244	424,166	37,149,627
Division Profit	35,250,584	10,633,138	586,732	-320,453	102,298	-393,272	-267,551	-13,562	-1,002,167	-450,244	-424,166	44,125,501
Overhead Expenses												6,687,758
Net Income												35,437,746

October 1988	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	15,127,965	1,453,545	527,775	27,194	185,585	89,192	14,415	351,150	258,528	0	0.08	100.01
Cost of Goods	4,332,691	152,965	72,195	12,227	17,836	41,662	5,647	129,731	47,904	0	0	18,035,348
Shipping	651,734	23,009	10,860	1,839	2,681	6,267	849	19,515	7,206	0	0	4,812,858
Gross Profit	10,143,541	1,277,571	444,720	13,127	165,066	41,263	7,918	201,904	203,418	0	0	723,962
Employees	525.0	17.0	38.5	14.5	21.5	12.5	1.3	42.5	46.0	9.5	15.0	12,498,528
Salary Expense												743.3
Marketing Reps												2,898,098
Advertising	168,347	0	18,299	987	0	0	0	0	0	0	0	217,512
Co-op Advertising	179,036	0	0	514	0	1,687	2,185	19,010	8,684	0	0	188,152
Direct Marketing	237,965	36,610	7,802	1,500	3,301	1,800	600	6,642	0	0	0	300,082
Promotional Items	1,466	225	48	9	20	11	4	50	15	0	0	1,848
Show Expense	59,513	1,497	6,499	-100	30	2,617	0	5,159	1,413	0	0	73,634
Travel Expense	60,143	39,881	1,234	1,497	0	4,974	0	1,135	499	0	0	109,362
Documentation Sal	61,423	34,507	20,877	8,627	16,736	4,485	8,627	8,627	8,627	0	0	172,535
Insurance Expense	168,866	5,468	12,384	4,664	6,915	4,021	402	13,670	14,796	3,056	4,825	234,241
Supplies	122,966	3,982	9,018	3,396	5,036	2,928	293	9,954	10,774	2,225	3,513	170,571
Utilities Expense	14,344	464	1,052	396	587	342	34	1,161	1,257	260	410	19,898
Repairs & Maint.	52,097	1,687	3,820	1,439	2,133	1,240	124	4,217	4,565	943	1,488	72,266
Taxes	79,184	2,564	5,807	2,187	3,243	1,885	189	6,410	6,938	1,433	2,262	109,839
Rent Expense	30,235	979	2,217	835	1,238	720	72	2,448	2,649	547	864	41,940
Telephone Expense	520,969	1,004	2,273	856	1,269	738	74	2,509	2,716	561	886	532,968
Other Expenses	4,800	10,377	352	133	197	114	11	389	421	87	137	15,880
Division Expenses	3,789,347	364,486	262,477	77,697	118,128	71,957	15,077	290,784	281,026	66,102	122,585	5,459,668
Division Profit	6,354,194	913,085	182,243	-64,570	46,938	-30,694	-7,159	-88,879	-77,608	-56,102	-122,585	7,038,860
Overhead Expenses												1,214,097
Net Incons												5,824,763
Employee Detail												
Development	57.5	4.0	20.0	7.0	10.5	6.5	0.0	26.0	24.0	7.0	15.0	177.5
Marketing	42.5	13.0	5.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	73.8
Support	379.0	0.0	8.5	3.0	2.0	3.0	1.0	5.5	4.0	0.0	0.0	407.0
Testing	46.0	0.0	5.0	3.5	5.0	2.0	0.0	7.0	15.0	1.5	0.0	85.0
Totals	525.0	17.0	38.5	14.5	21.5	12.5	1.3	42.5	46.0	9.5	15.0	743.3

**DO NOT  
REMOVE THIS**

Year-to-date	FC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WRCORP
October 31, 1988	79,34	12,24	2,68	0,58	1,14	0,64	0,24	2,78				100,04
Sales	109,660,747	16,905,170	3,632,475	623,032	1,557,641	855,888	221,536	3,676,960	1,039,818	0	0	138,173,267
Cost of Goods	33,785,385	1,679,953	480,413	144,782	251,460	325,444	70,557	1,461,940	120,802	0	0	38,320,738
Shipping	5,404,187	344,259	75,327	23,344	39,793	62,236	9,553	194,880	19,170	0	0	6,172,749
Gross Profit	70,471,175	14,880,958	3,076,735	454,905	1,266,388	468,207	141,426	2,020,139	899,846	0	0	93,679,780
Employees	525	17	39	15	22	13	1	43	46	10	15	743
Salary Expense												21,865,526
Marketing Reps												
Advertising	1,214,015	58,118	189,602	32,672	14,470	42,626	15,936	199,493	34,176	0	0	1,801,108
Co-op Advertising	1,681,570	0	0	12,711	0	17,100	5,091	66,779	0	0	0	1,783,251
Direct Marketing	1,833,074	301,746	57,445	24,821	32,218	23,882	13,163	56,070	5,949	0	0	2,348,368
Promotional Items	275,248	45,826	8,650	4,323	5,208	4,090	2,371	8,273	516	0	0	358,605
Show Expense	852,193	-1,399	43,365	7,261	20,312	32,245	2,077	68,667	15,483	0	0	1,040,204
Travel Expense	435,737	270,775	89,660	25,461	32,589	22,618	2,992	48,049	24,622	0	0	949,450
Documentation Sal	526,873	263,213	155,748	64,864	124,688	34,596	64,393	64,723	63,414	0	0	1,362,512
Insurance Expense	629,948	22,130	54,792	21,300	30,697	21,023	11,119	51,420	53,145	12,630	10,529	928,572
Supplies	1,271,316	44,291	115,196	50,452	67,386	50,328	28,897	103,129	109,526	26,075	16,662	1,866,594
Utilities Expense	102,745	3,570	9,314	4,093	5,453	4,028	2,284	8,194	8,715	2,113	1,396	150,509
Repairs & Maint.	364,933	12,536	32,851	14,188	19,091	14,270	7,909	29,701	30,666	7,459	4,895	533,806
Taxes	846,579	29,788	81,266	37,879	46,502	35,268	21,478	64,587	68,768	17,878	10,011	1,249,992
Rent Expense	339,304	11,948	32,300	14,981	18,482	14,264	8,523	26,802	28,038	7,071	4,141	501,713
Telephone Expense	3,002,493	15,365	43,199	21,351	25,147	20,209	12,056	34,950	37,588	9,436	5,015	3,221,794
Other Expenses	67,706	465,450	2,533	1,302	1,633	1,321	736	2,299	933	193	222	544,107
Division Expenses	28,866,398	3,334,735	2,307,761	839,928	1,117,153	892,173	416,136	2,122,580	1,979,621	516,346	546,751	42,609,290
Division Profit	41,604,777	11,546,223	768,975	-385,023	149,236	-423,966	-274,710	-102,441	-1,079,775	-516,346	-546,751	51,164,364
Overhead Expenses												9,901,855
Net Income												41,262,509

**DO NOT  
REMOVE THESE**



November 1988:	FC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
	79.3%	32.2%	2.6%	0.5%	1.1%	0.6%	0.2%	2.7%	0.8%	0.0%	0.0%	100.0%
Sales	10,217,921	3,803,970	452,191	43,065	148,948	83,573	6,626	356,808	153,327	0	0	15,266,428
Cost of Goods	4,118,570	196,909	43,823	33,705	29,577	41,566	2,989	83,901	47,288	4,613	0	4,602,940
Shipping	772,651	36,940	8,221	6,323	5,549	7,798	561	15,740	8,871	865	0	863,520
Gross Profit	5,326,699	3,570,121	400,147	3,037	113,822	34,210	3,076	257,167	97,167	-5,479	0	9,799,988
Employees	556.5	17.0	38.5	14.5	24.0	11.5	1.3	41.5	45.0	9.5	15.0	774.3
Salary Expense	175,693	0	21,841	487	3,125	2,086	260	19,010	4,735	0	0	227,237
Marketing Reps	112,112	0	0	473	0	917	73	3,915	0	0	0	117,490
Co-op Advertising	48,742	7,499	1,598	307	676	369	123	1,660	492	0	0	61,466
Direct Marketing	23,866	3,672	782	150	331	181	60	813	241	0	0	30,096
Promotional Items	168,769	0	6,402	671	0	337	0	10,368	6,791	0	0	193,337
Show Expense	51,142	15,698	3,660	1,155	1,848	914	0	1,968	3,111	0	0	79,497
Travel Expense	63,554	35,705	21,601	8,926	17,317	4,642	8,926	8,926	8,926	0	0	178,574
Documentation Sal	82,253	2,513	5,690	2,143	3,547	1,700	185	6,134	6,651	1,404	2,217	112,220
Insurance Expense	108,549	3,316	7,510	2,828	4,861	2,243	244	8,095	8,778	1,853	2,926	148,096
Supplies	3,845	117	266	100	166	79	9	287	311	66	104	5,246
Utilities Expense	75,576	2,309	5,229	1,969	3,259	1,562	170	5,636	6,111	1,290	2,037	103,110
Repairs & Maint.	59,740	1,825	4,133	1,557	2,576	1,235	134	4,455	4,831	1,020	1,610	81,506
Taxes	24,780	757	1,714	646	1,069	512	56	1,848	2,004	423	668	33,808
Rent Expense	613,794	4,435	10,043	3,782	6,261	3,000	326	10,826	11,738	2,478	3,913	666,683
Telephone Expense	1,186	78,658	96	36	60	29	3	103	112	24	37	80,547
Other Expenses	3,606,840	367,470	261,537	76,869	126,094	63,108	12,444	281,737	279,762	65,533	122,012	5,263,406
Division Expense	1,719,860	3,202,650	138,610	-73,832	-12,271	-28,899	-9,368	-24,570	-182,595	-71,011	-122,012	4,536,562
Division Profit												1,009,042
Overhead Expenses												3,527,519

Net Income	Employee Detail
57.5	Development
44.5	Marketing
403.5	Support
51.0	Testing
556.5	Totals
	Development
	Marketing
	Support
	Testing
	Totals

Year-to-date	FC	Int'l	Vax	Amiga	IG	Apple	Atari	Mac	WC	370	OS/2	MRCORP
November 30, 1988	79.3%	12.2%	2.6%	0.5%	1.1%	0.6%	0.2%	2.7%	0.8%	0.0%	0.0%	100.0%
Sales	118,808,086	20,709,140	4,084,666	666,097	1,706,589	939,461	228,161	4,033,767	1,193,145	0	0	153,369,113
Cost of Goods	37,903,955	1,876,862	524,236	178,487	281,037	367,011	73,546	1,545,841	168,091	4,613	0	42,923,678
Shipping	6,176,839	381,199	83,548	29,667	45,341	70,033	10,114	210,620	28,041	865	0	7,036,269
Gross Profit	74,727,292	18,451,079	3,476,882	457,942	1,380,211	502,417	144,502	2,277,306	997,014	-5,479	0	102,409,166
Employees	557	17	39	15	24	12	1	42	45	10	15	774
Salary Expense												24,707,101
Marketing Reps												
Advertising	1,389,708	58,118	211,442	33,159	17,595	44,712	15,196	218,504	38,910	0	0	2,028,344
Co-op Advertising	1,793,682	0	0	13,184	0	18,017	5,164	70,694	0	0	0	1,900,740
Direct Marketing	1,881,816	309,245	59,043	25,128	32,894	24,251	13,286	57,729	6,441	0	0	2,409,834
Promotional Items	303,114	49,597	9,433	4,474	5,539	4,271	2,431	9,085	757	0	0	388,701
Show Expense	1,020,961	-1,399	49,767	7,932	20,312	32,582	2,077	79,035	22,274	0	0	1,233,541
Travel Expense	486,879	286,473	93,320	26,616	34,437	23,533	2,992	50,018	27,733	0	0	1,028,947
Documentation Sal	590,428	298,918	177,350	73,790	142,005	39,238	73,319	73,649	72,340	0	0	1,541,036
Insurance Expense	712,201	24,643	60,483	23,443	34,244	22,732	11,304	57,554	59,796	14,034	12,746	1,040,792
Supplies	1,379,865	47,607	122,706	53,281	72,068	52,569	29,140	111,224	118,303	27,928	19,588	2,014,690
Utilities Expense	106,590	3,688	9,580	4,193	5,619	4,107	2,293	8,481	9,026	2,179	1,500	155,755
Repairs & Maint.	440,509	14,845	38,080	16,157	22,350	15,832	8,078	35,337	36,978	8,749	6,932	636,916
Taxes	906,320	31,613	85,399	39,436	49,078	36,502	21,612	69,042	73,598	18,898	11,621	1,331,498
Rent Expense	364,084	12,704	34,015	15,627	19,550	14,776	8,579	28,650	30,042	7,494	4,808	535,521
Telephone Expense	3,616,287	19,800	53,242	25,133	31,408	23,209	12,382	45,775	49,326	11,914	8,928	3,888,476
Other Expenses	62,093	544,148	2,629	1,338	1,693	1,350	739	2,403	1,045	217	260	624,652
Division Expenses	32,473,237	3,702,205	2,569,297	916,797	1,243,247	955,281	428,581	2,404,317	2,259,383	581,879	668,763	47,872,696
Division Profit	43,324,637	14,748,873	907,585	-458,855	136,964	-452,864	-284,079	-127,011	-1,262,370	-587,357	-668,763	54,630,344
Overhead Expenses												10,910,897
Net Income												43,719,447

WC Dec 27 373,916

December 31, 1988	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	CS/2	MFCORP
Sales (Co-op)	79.3%	12.2%	2.6%	0.5%	1.1%	0.6%	0.2%	2.7%	0.8%	0.0%	0.0%	100.0%
Cost of Goods	12,836,763	1,486,575	440,450	45,919	163,343	144,843	12,718	209,945	312,254	0	0	15,652,810
Shipping	2,347,719	374,936	115,345	31,989	16,321	23,605	8,992	34,874	64,435	5,034	0	3,023,849
Gross Profit	384,270	61,359	18,879	5,236	2,770	3,864	1,472	5,708	10,547	824	0	494,938
	10,104,775	1,050,271	306,226	8,693	143,651	117,375	2,254	169,362	237,272	-5,857	0	12,134,023
Employees	557.5	17.0	39.5	17.5	23.0	11.5	1.3	44.0	46.0	9.5	15.0	781.8
Salary Expense												4,512,126
Marketing Repts												145,936
Advertising	106,719	0	31,357	0	3,125	0	0	0	4,735	0	0	251,290
Co-op Advertising	243,450	0	0	871	0	2,747	241	3,982	0	0	0	118,049
Direct Marketing	93,613	14,402	3,069	590	1,299	708	236	3,187	944	0	0	19,802
Promotional Items	15,703	2,416	515	99	218	119	40	535	158	0	0	137,231
Show Expense	117,761	0	4,428	3,780	826	70	0	7,633	2,733	0	0	176,378
Travel Expense	91,209	62,554	6,587	1,581	1,734	1,206	227	3,300	7,981	0	0	263,815
Documentation Sal	93,918	52,763	31,922	13,191	25,590	6,859	13,191	13,191	13,191	0	0	2,080,628
Insurance Expense	1,512,814	46,131	107,186	47,487	62,412	31,206	3,392	119,397	124,824	25,779	40,704	-292,298
Supplies	-212,528	-6,481	-15,058	-6,671	-8,768	-4,384	-477	-16,774	-17,536	-3,622	-5,718	25,148
Utilities Expense	18,285	588	1,296	574	754	377	41	1,443	1,509	312	492	50,836
Repairs & Maint.	36,962	1,127	2,619	1,160	1,525	762	83	2,917	3,050	630	994	148,105
Taxes	107,686	3,284	7,630	3,380	4,443	2,221	241	8,499	8,885	1,835	2,897	672,591
Rent Expense	489,037	14,912	34,649	15,351	20,176	10,088	1,096	38,597	40,351	8,333	13,158	1,393,520
Telephone Expense	1,325,555	5,522	12,830	5,684	7,470	3,735	406	14,291	14,941	3,086	4,872	52,637
Other Expenses	464	52,013	33	15	19	10	1	37	38	8	12	
Division Expenses	7,506,396	751,253	472,158	170,065	242,060	115,262	22,904	481,760	506,251	115,063	204,111	10,587,282
Division Profit	2,598,379	289,017	-165,932	-161,371	-98,408	2,113	-20,650	-312,397	-268,978	-120,920	-204,111	1,546,741
Overhead Expenses												5,792,077
Net Income												-4,245,336
Employee Detail												
Development	58.5	4.0	19.5	7.0	10.5	6.5	0.0	26.0	25.0	7.0	15.0	179.0
Marketing	44.0	13.0	4.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	74.3
Support	400.0	0.0	8.5	5.0	3.0	2.0	1.0	7.5	4.0	0.0	0.0	431.0
Testing	55.0	0.0	7.5	4.5	5.5	2.0	0.0	7.5	14.0	1.5	0.0	97.5
Totals	557.5	17.0	39.5	17.5	23.0	11.5	1.3	44.0	46.0	9.5	15.0	781.8

2,674,266 = 12.2% of 21,876,166

Year-to-date December 31, 1988	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORR
	79.3%	12.2%	2.6%	0.5%	1.1%	0.6%	0.2%	2.7%	0.8%	0.0%	0.0%	100.0%
Sales	131,644,849	22,195,715	4,525,117	712,016	1,869,932	1,084,305	240,879	4,243,712	1,505,399	0	0	168,021,922
Cost of Goods	40,251,673	2,251,798	639,581	210,477	297,958	390,616	82,538	1,580,715	232,525	9,647	0	45,947,527
Shipping	6,561,109	442,568	102,428	34,303	48,111	73,897	11,585	216,328	38,587	1,689	0	7,531,206
Gross Profit	84,832,067	19,501,349	3,783,108	466,635	1,523,862	619,792	146,756	2,446,669	1,234,286	-11,336	0	114,543,189
Employees	558	17	40	18	23	12	1	44	46	10	15	782
Salary Expense												29,216,446
Marketing Reps												
Advertising	1,496,427	58,118	242,799	33,159	20,721	44,712	16,196	218,504	43,645	0	0	2,174,280
Co-op Advertising	2,037,132	0	0	14,054	0	20,764	5,405	74,675	0	0	0	2,152,031
Direct Marketing	1,975,429	323,647	62,112	25,719	34,193	24,959	13,522	60,917	7,386	0	0	2,527,883
Promotional Items	318,817	52,013	9,948	4,573	5,757	4,390	2,470	9,620	916	0	0	408,503
Show Expense	1,138,722	-1,399	54,195	11,712	21,139	32,652	2,077	86,668	25,007	0	0	1,370,772
Travel Expense	578,087	349,027	98,907	28,196	36,171	24,739	3,218	53,318	35,714	0	0	1,205,326
Documentation Sal	684,346	351,680	209,271	86,981	167,595	46,097	86,510	96,840	85,531	0	0	1,804,851
Insurance Expense	2,225,015	70,774	167,669	70,931	96,656	53,938	14,696	176,951	184,621	39,813	53,450	3,121,420
Supplies	1,167,337	41,126	107,648	46,610	63,300	48,185	28,664	94,450	100,767	24,307	13,870	1,722,392
Utilities Expense	124,875	4,245	10,875	4,767	6,374	4,484	2,334	9,924	10,535	2,490	1,992	180,903
Repairs & Maint.	477,471	15,972	40,699	17,317	23,875	16,594	8,161	38,255	40,027	9,379	7,926	687,751
Taxes	1,014,006	34,897	93,029	42,816	53,521	38,723	21,854	77,541	82,484	20,733	14,519	1,479,603
Rent Expense	853,121	27,617	68,664	30,978	39,726	24,864	9,675	67,246	70,393	15,827	17,966	1,208,112
Telephone Expense	4,941,842	25,322	66,072	30,817	38,878	26,944	12,788	60,067	64,267	15,000	13,800	5,281,997
Other Expenses	69,556	596,161	2,662	1,352	1,712	1,359	740	2,439	1,083	225	272	677,290
Division Expenses	39,979,633	4,453,459	3,041,455	1,086,862	1,485,306	1,070,544	451,485	2,886,077	2,765,634	696,941	872,875	58,459,977
Division Profit	45,923,016	15,047,890	741,653	-620,227	38,556	-450,752	-304,729	-439,408	-1,531,348	-708,277	-872,875	56,177,085
Overhead Expenses												16,702,974
Net Income												39,474,111

December 31, 1988	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	79,333	12,228	2,68	0.58	1.18	0.61	0.28	2.78	0.88	0.08	0.08	100.04
Cost of Goods	12,836,763	1,486,575	440,450	45,919	163,343	144,843	12,718	209,945	312,254	0	0	15,652,810
Shipping	2,347,719	374,936	115,345	31,989	16,921	23,605	8,992	34,874	64,435	5,034	0	3,023,849
Gross Profit	384,270	61,369	18,879	5,236	2,770	3,864	1,472	5,708	10,547	824	0	494,938
	10,104,775	1,050,271	306,226	8,693	143,651	117,375	2,254	169,362	237,272	-5,857	0	12,134,023
Employees	557.5	17.0	39.5	17.5	23.0	11.5	1.3	44.0	46.0	9.5	15.0	781.8
Salary Expense												4,512,126
Marketing Reps												
Advertising	106,719	0	31,357	0	3,125	0	0	0	4,735	0	0	145,936
Co-op Advertising	243,450	0	0	871	0	2,747	241	3,982	0	0	0	251,290
Direct Marketing	93,613	14,402	3,069	590	1,299	708	236	3,187	944	0	0	118,049
Promotional Items	15,703	2,416	515	99	218	119	40	535	158	0	0	19,802
Show Expenses	117,761	0	4,428	3,780	826	70	0	7,633	2,733	0	0	137,231
Travel Expense	91,209	62,554	6,587	1,581	1,734	1,206	227	3,300	7,981	0	0	176,378
Documentation Sal	93,918	52,763	31,922	13,191	25,590	6,859	13,191	13,191	13,191	0	0	263,815
Insurance Expense	1,512,814	46,131	107,186	47,487	62,412	31,206	3,392	119,397	124,824	25,779	40,704	2,080,628
Supplies	-212,528	-6,481	-15,058	-6,571	-8,768	-4,384	-477	-16,774	-17,536	-3,622	-5,718	-292,298
Utilities Expense	18,285	558	1,296	574	754	377	41	1,443	1,509	312	492	25,148
Repairs & Maint.	36,962	1,127	2,619	1,160	1,525	762	83	2,917	3,050	630	994	50,836
Taxes	107,686	3,284	7,630	3,380	4,443	2,221	241	8,499	8,885	1,835	2,897	148,105
Rent Expense	489,037	14,512	34,649	15,351	20,176	10,088	1,096	38,597	40,351	8,333	13,158	672,591
Telephone Expense	1,325,555	5,522	12,830	5,684	7,470	3,735	406	14,291	14,941	3,086	4,872	1,393,520
Other Expenses	464	52,013	33	15	19	10	1	37	38	8	12	52,637
Division Expenses	7,506,396	751,253	472,158	170,065	242,060	115,262	22,904	481,760	506,251	115,063	204,111	10,587,282
Division Profit	2,598,379	299,017	-165,932	-161,371	-98,408	2,113	-20,650	-312,397	-268,978	-120,920	-204,111	1,546,741
Overhead Expenses												5,792,077
Net Income												-4,245,336
Employee Detail												
Development	58.5	4.0	19.5	7.0	10.5	6.5	0.0	26.0	25.0	7.0	15.0	179.0
Marketing	44.0	13.0	4.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	0.0	74.3
Support	400.0	0.0	8.5	5.0	3.0	2.0	1.0	7.5	4.0	0.0	0.0	431.0
Testing	55.0	0.0	7.5	4.5	5.5	2.0	0.0	7.5	14.0	1.5	0.0	97.5
Totals	557.5	17.0	39.5	17.5	23.0	11.5	1.3	44.0	46.0	9.5	15.0	781.8

Year-to-Date	RC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
December 31, 1988	79.3%	12.2%	2.6%	0.5%	1.1%	0.6%	0.2%	2.7%	0.8%	0.0%	0.0%	100.0%
Sales	131,644,849	22,195,715	4,525,117	712,016	1,869,932	1,084,305	240,879	4,243,712	1,505,399	0	0	168,021,922
Cost of Goods	40,251,673	2,251,798	639,581	210,477	297,958	390,616	82,538	1,580,715	232,525	9,647	0	45,947,527
Shipping	6,551,109	442,568	102,428	34,903	48,111	73,897	11,585	216,328	38,587	1,689	0	7,531,206
Gross Profit	84,832,067	19,501,349	3,783,108	466,635	1,523,862	619,792	146,756	2,446,669	1,234,286	-11,336	0	114,543,189
Employees	558	17	40	18	23	12	1	44	46	10	15	782
Salary Expense												29,216,446
Marketing Reps												
Advertising	1,496,427	58,118	242,799	33,159	20,721	44,712	16,196	218,504	43,645	0	0	2,174,280
Co-op Advertising	2,037,132	0	0	14,054	0	20,764	5,405	74,675	0	0	0	2,152,031
Direct Marketing	1,975,429	323,647	62,112	25,719	34,193	24,959	13,522	60,917	7,386	0	0	2,527,883
Promotional Items	318,817	52,013	9,948	4,573	5,757	4,390	2,470	9,620	916	0	0	408,503
Show Expense	1,138,722	-1,399	54,195	11,712	21,139	32,652	2,077	86,668	25,007	0	0	1,370,772
Travel Expense	578,087	349,027	99,907	28,196	36,171	24,739	3,218	53,318	35,714	0	0	1,205,326
Documentation Sal	684,346	351,680	209,271	86,981	167,595	46,097	86,510	86,840	85,531	0	0	1,804,851
Insurance Expense	2,225,015	70,774	167,669	70,931	96,656	53,938	14,696	176,951	184,621	39,813	53,450	3,121,420
Supplies	1,167,337	41,126	107,648	46,610	63,300	48,185	28,664	94,450	100,767	24,307	13,870	1,722,392
Utilities Expense	124,875	4,245	10,875	4,767	6,374	4,484	2,334	9,924	10,535	2,490	1,992	180,903
Repairs & Maint.	477,471	15,972	40,699	17,317	23,875	16,594	8,161	38,255	40,027	9,379	7,926	687,751
Taxes	1,014,006	34,897	93,029	42,816	53,521	38,723	21,854	77,541	82,484	20,733	14,519	1,479,603
Rent Expense	853,121	27,617	68,664	30,978	39,726	24,864	9,675	67,246	70,393	15,827	17,966	1,208,112
Telephone Expense	4,941,842	25,322	66,072	30,817	38,878	26,944	12,788	60,067	64,267	15,000	13,800	5,281,997
Other Expenses	69,556	596,161	2,662	1,352	1,712	1,359	740	2,439	1,083	225	272	677,290
Division Expenses	39,979,633	4,453,459	3,041,455	1,086,862	1,485,306	1,070,544	451,485	2,886,077	2,765,634	696,941	872,875	58,459,977
Division Profit	45,923,016	15,047,890	741,653	-620,227	38,556	-450,752	-304,729	-439,408	-1,531,348	-708,277	-872,875	56,177,085
Overhead Expenses												16,702,974
Net Income												39,474,111

NWP00007086

April 30, 1969	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	MPCORP
Sales	81.7%	11.4%	2.7%	0.2%	0.8%	0.3%	0.1%	1.1%	1.6%	0.1%	0.0%	100.0%
Cost of Goods	14,918,436	2,663,272	420,409	8,866	234,926	53,949	4,411	242,432	328,498	99,202	0	18,974,420
Shipping	3,203,700	995,760	50,018	4,759	30,731	13,092	2,223	54,097	35,861	5,276	0	4,395,538
Gross Profit	748,194	232,555	11,681	1,112	7,177	3,057	519	12,634	8,375	1,232	0	1,026,536
	10,866,542	1,434,936	358,710	3,015	197,018	37,800	1,669	175,701	284,262	92,693	0	13,552,346
Employees	572.0	17.0	49.0	16.0	15.0	13.0	1.3	47.5	57.5	3.5	22.0	813.8
Salary Expense												3,331,527
Marketing Reps												
Advertising	149,048	542	37,549	1,112	1,275	0	260	0	7,094	0	0	196,879
Co-op Advertising	185,383	0	0	110	0	670	55	3,013	0	0	0	189,231
Direct Marketing	179,412	25,037	5,930	439	1,757	659	220	2,416	3,514	220	0	219,623
Promotional Items	19,838	2,768	656	49	194	73	24	267	389	24	0	24,281
Show Expense	59,830	0	3,681	3,499	0	1,401	0	11,549	3,321	0	0	83,281
Travel Expense	55,452	31,690	3,795	466	82	2,620	0	5,098	1,692	0	142	109,885
Documentation Sal	179,557	25,054	5,934	440	1,758	659	220	2,418	3,516	220	0	219,776
Insurance Expense	48,452	1,440	4,151	1,355	1,271	1,101	106	4,024	4,871	296	1,864	67,067
Supplies	82,450	2,450	7,063	2,306	2,162	1,974	180	6,847	8,288	503	3,171	114,126
Utilities Expense	3,045	90	261	85	80	69	7	353	306	19	117	4,214
Repairs & Maint.	24,623	732	2,109	689	646	560	54	2,045	2,475	151	947	34,082
Taxes	154,026	4,578	13,195	4,308	4,039	3,501	337	12,791	15,463	942	5,924	213,200
Rent Expense	100,887	2,998	8,542	2,822	2,646	2,293	220	8,378	10,142	617	3,880	139,646
Telephone Expense	193,363	1,858	5,355	1,749	1,639	1,421	137	5,191	6,284	383	2,404	217,380
Other Expenses	8,228	51,795	705	230	216	187	18	683	821	50	316	62,340
Division Expenses	3,848,306	414,350	295,534	77,513	92,092	67,654	4,519	290,152	331,816	21,279	150,819	5,594,035
Division Profit	7,118,235	1,020,586	63,176	-74,498	104,926	-29,855	-2,850	-114,451	-47,554	71,415	-150,819	7,958,211
Overhead Expenses												
Net Income												1,211,860
Employee Detail												6,746,451
Development	71.0	4.0	26.0	7.5	6.0	6.0	0.0	26.0	30.5	1.0	18.0	196.0
Marketing	49.0	13.0	6.0	1.0	4.0	1.0	0.3	4.0	3.0	1.0	0.0	82.3
Support	401.0	0.0	9.0	3.0	2.0	4.0	1.0	9.0	8.0	0.0	0.0	437.0
Testing	51.0	0.0	6.0	4.5	3.0	2.0	0.0	8.5	16.0	1.5	4.0	98.5
Totals	572.0	17.0	49.0	16.0	15.0	13.0	1.3	47.5	57.5	3.5	22.0	813.8

CONFIDENTIAL

May 31, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	17,077,124	2,613,193	642,230	26,959	168,206	50,010	8,637	393,088	299,836	54,246	24,889	21,359,418
Cost of Goods	3,101,156	1,320,777	37,682	10,716	10,550	13,347	4,418	65,417	69,862	2,004	8,917	4,645,842
Shipping	459,267	195,601	5,581	1,587	1,562	1,977	654	9,836	10,346	296	1,321	680,028
Gross Profit	13,516,702	1,096,815	598,967	14,656	156,094	34,687	3,565	316,834	219,628	51,949	16,552	16,024,549
Employees	603.0	29.0	51.5	12.0	15.0	13.0	2.3	47.8	55.5	3.5	27.0	859.3
Salary Expense												3,428,306
Marketing Repts												
Advertising	87,581	8,878	12,773	4,344	0	0	0	15,266	5,457	1,637	0	136,020
Co-op Advertising	248,502	0	0	392	0	728	126	5,720	0	0	362	255,830
Direct Marketing	342,368	51,251	11,216	695	3,688	1,262	318	5,445	6,814	900	109	424,066
Promotional Items	57,059	8,541	1,869	116	615	210	53	907	1,136	150	18	70,674
Show Expense	281,167	0	2,321	100	6,518	8,222	100	6,573	4,551	0	0	309,752
Travel Expense	75,577	28,306	4,915	878	7,562	1,333	0	11,351	3,375	0	6,570	139,868
Documentation Sal	179,978	26,942	5,896	1,939	1,939	663	167	2,862	3,582	473	57	222,975
Insurance Expense	61,451	2,955	3,248	1,223	1,529	1,325	229	4,841	5,656	357	2,752	87,365
Supplies & Equipment	622,176	29,922	53,138	12,382	15,477	13,413	2,322	49,011	57,265	3,611	27,659	886,376
Utilities Expense	22,407	1,078	1,914	446	557	483	84	1,765	2,062	130	1,003	31,929
Repairs & Maint.	40,224	1,834	3,435	800	1,001	867	150	3,169	3,702	233	1,801	57,917
Taxes	120,472	5,794	10,289	2,397	2,997	2,897	450	9,490	11,088	699	5,194	171,667
Rent Expense	24,891	1,197	2,126	495	619	537	93	1,961	2,291	144	1,115	39,468
Telephone Expense	424,141	2,229	3,958	922	1,153	999	173	3,651	4,266	269	2,075	443,836
Other Expenses	4,274	96,761	425	92	124	107	19	332	458	22	223	103,512
Division Expenses	5,082,342	598,182	311,832	53,150	122,946	83,691	12,832	371,093	380,628	26,105	205,608	7,248,999
Division Profit	8,434,359	498,632	287,136	-38,494	33,148	-49,004	-9,267	-54,249	-161,000	25,844	-191,156	8,775,950
Overhead Expenses												9,409
Net Income												8,766,541
Employee Detail												
Development	73.0	-4.0	27.0	3.0	6.0	6.0	1.0	29.0	30.5	1.0	22.0	202.5
Marketing	48.0	16.0	6.0	1.0	4.0	1.0	0.3	3.0	3.0	1.0	1.0	84.3
Support	425.0	9.0	9.0	3.0	2.0	4.0	1.0	7.0	7.0	0.0	0.0	487.0
Testing	57.0	0.0	9.5	5.0	3.0	2.0	0.0	8.5	15.0	1.5	4.0	105.5
Totals	603.0	29.0	51.5	12.0	15.0	13.0	2.3	47.5	55.5	3.5	27.0	859.3



Division YTD Income Stmt	PC	Int'l	Vax	Amiga	DO	Apple	Atari	Mac	"C"	370	OS/2	HPCORP
May 31, 1988	80,74	12,14	2,64	0,24	0,94	0,34	0,14	1,34	1,64	0,24	0,04	100,04
Sales	76,241,374	11,712,395	2,353,124	158,935	842,852	288,419	72,621	1,244,336	1,557,215	205,669	24,889	96,912,411
Cost of Goods	17,110,414	3,880,872	214,243	54,816	122,462	80,181	19,336	267,875	280,010	13,374	8,917	22,052,510
Shipping	3,130,309	689,587	51,686	10,149	27,697	12,840	3,357	51,684	65,092	3,214	1,321	4,046,935
Gross Profit	58,001,251	7,141,937	2,237,195	93,969	692,693	195,398	49,868	924,778	1,212,114	189,131	14,652	70,812,983
Employees	603	29	52	12	15	13	2	48	56	4	27	889
Salary Expense		0	0	0	0	0	0	0	0	0	0	16,180,394
Marketing Reps	846,409	24,520	123,505	10,067	9,422	10,095	1,335	33,079	47,866	1,637	0	1,107,934
Advertising	1,541,844	0	0	3,470	0	5,734	1,621	23,342	0	0	362	1,576,373
Co-op Advertising	1,174,322	171,009	36,408	3,843	12,812	5,477	1,706	22,015	20,770	1,556	109	1,452,028
Direct Marketing	149,085	21,804	4,878	468	1,829	680	208	2,763	2,666	221	18	184,424
Promotional Items	602,761	0	32,990	5,819	6,618	10,268	100	51,681	11,386	0	0	721,623
Show Expense	262,382	159,318	32,428	6,518	19,054	3,953	0	50,220	15,272	1,052	6,712	556,767
Travel Expense	662,979	154,904	65,191	21,008	43,637	12,276	20,353	27,289	30,297	9,969	57	1,047,960
Documentation Sal	258,153	8,735	20,778	6,808	8,650	5,362	654	20,508	23,482	1,776	8,630	357,826
Insurance Expense	970,416	40,214	80,510	22,433	28,177	20,592	3,078	76,638	88,739	6,283	38,250	1,365,059
Supplies	95,911	3,246	7,509	2,576	3,443	1,958	243	7,592	8,458	741	3,022	132,679
Utilities Expense	222,368	7,311	17,909	6,118	7,843	4,569	546	17,308	20,120	1,589	7,066	307,480
Repairs & Maint.	871,240	27,958	69,487	24,102	30,647	17,994	2,079	68,813	78,761	6,406	27,549	1,202,882
Taxes	453,213	13,866	35,894	12,910	16,259	9,372	1,024	35,938	40,984	3,463	13,890	624,037
Rent Expense	2,051,500	12,075	30,420	10,545	13,504	7,824	897	29,951	34,439	2,722	11,887	2,195,948
Telephone Expense	21,686	397,005	1,789	574	673	463	55	1,734	2,031	143	770	426,375
Other Expenses												
Division Expenses	21,897,605	2,441,041	1,499,253	392,185	609,244	350,390	50,872	1,959,377	1,643,074	153,568	746,681	31,342,259
Division Profit	36,103,647	4,700,896	797,942	-298,216	83,479	-154,992	-1,004	-633,599	-430,960	35,563	-732,029	39,470,727
Overhead Expenses												4,592,212
Net Income												34,878,500

May 31, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	17,077,124	12,114	2,614	26,959	168,206	50,010	8,637	391,088	299,886	54,246	24,889	21,358,416
Cost of Goods	3,101,156	613,193	642,230	10,716	10,350	13,347	4,418	66,417	69,862	2,001	8,917	4,645,842
Shipping	489,267	1,320,777	37,682	1,587	1,862	1,977	654	9,836	10,346	296	1,321	688,028
Gross Profit	13,516,702	1,096,815	598,967	14,656	156,094	34,687	3,565	316,834	219,628	51,949	14,652	16,024,549
Employees	603.0	29.0	51.5	12.0	15.0	13.0	2.3	47.5	55.5	3.5	27.0	859.3
Salary Expense												3,428,306
Marketing Expense												
Advertising	87,591	8,878	12,773	4,344	0	85	0	15,266	5,457	1,637	0	136,020
Co-op Advertising	248,502	0	0	392	0	728	126	5,720	0	0	362	255,830
Direct Marketing	342,368	51,255	11,216	695	3,688	1,262	318	5,445	6,814	900	109	424,066
Promotional Items	57,039	8,541	1,869	116	615	210	53	907	1,136	150	18	70,674
Show Expense	281,167	0	2,321	100	6,618	8,222	100	6,573	4,651	0	0	308,752
Travel Expense	75,577	28,308	4,915	878	7,562	1,333	0	11,351	3,375	0	6,570	139,868
Documentation Sal	179,978	25,842	5,696	366	1,939	663	167	2,862	3,582	473	57	222,925
Insurance Expense	61,451	2,935	5,248	1,223	1,529	1,325	229	4,841	5,656	357	2,752	87,565
Supplies & Equipment	622,176	29,922	53,138	12,392	15,477	13,413	2,322	49,011	57,265	3,611	27,859	886,576
Utilities Expense	22,407	1,078	1,914	446	557	483	84	1,765	2,062	130	1,003	31,929
Repairs & Maint.	40,224	1,934	3,435	800	1,001	867	150	3,169	3,702	233	1,801	57,317
Taxes	120,472	5,794	10,289	2,397	2,997	2,597	450	9,498	11,088	699	5,394	171,667
Rent Expense	24,891	1,197	2,126	495	619	537	93	1,961	2,291	144	1,115	35,468
Telephone Expense	424,141	2,229	3,958	922	1,153	999	173	3,651	4,266	269	2,075	445,836
Other Expenses	4,274	96,763	425	92	124	107	19	322	450	29	222	103,612
Division Expenses	5,082,342	598,182	311,832	53,150	122,946	83,691	12,832	371,083	380,628	26,105	205,808	7,248,599
Division Profit	8,434,359	490,632	287,136	-38,494	33,148	-49,004	-9,267	-54,249	-161,000	25,844	-191,156	8,775,950

9,409

8,766,541

-4.0  
16.0  
9.0  
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Net Income	73.0	27.0	3.0	6.0	6.0	6.0	1.0	29.0	30.5	1.0	22.0	202.5
Employees Detail	48.0	6.0	1.0	4.0	4.0	4.0	0.3	3.0	3.0	1.0	1.0	84.3
Marketing & Support	425.0	9.0	3.0	2.0	2.0	4.0	1.0	7.0	7.0	0.0	0.0	467.0
Testing	57.0	0.0	5.0	3.0	3.0	2.0	0.0	6.5	15.0	1.5	4.0	105.5
Totals	603.0	29.0	51.5	12.0	15.0	13.0	2.3	47.5	55.5	3.5	27.0	859.3

Order

Division YTD Income Stmt	PC	80.7%	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
MAY 31, 1989			12.1%	2.6%	0.2%	0.9%	0.3%	0.1%	1.3%	1.6%	0.2%	0.0%	100.0%
Sales	78,241,974	11,712,395	2,563,124	158,935	842,852	288,419	72,621	1,244,336	1,557,215	205,669	24,889	96,912,431	
Cost of Goods	17,110,414	3,880,872	214,243	54,816	122,462	80,191	19,396	267,875	280,010	13,324	8,917	22,052,510	
Shipping	3,130,309	689,387	51,686	10,149	27,697	12,840	3,357	51,684	55,092	3,214	1,321	4,046,935	
Gross Profit	58,001,251	7,141,937	2,297,195	93,969	592,693	195,398	49,868	924,778	1,212,114	189,131	14,652	70,812,985	
Employees	603	29	52	12	15	13	2	48	56	4	27	869	
Salary Expense													161,180,394
Marketing Reps													1,107,934
Advertising	846,409	24,320	123,503	10,067	9,422	10,093	1,335	33,079	47,666	1,637	0	0	1,576,373
Co-op Advertising	1,541,844	0	0	3,470	0	5,734	1,621	23,342	20,770	1,556	362	109	1,452,028
Direct Marketing	1,174,322	171,009	38,408	3,843	12,812	5,477	1,706	22,015	2,668	2,221	18	0	184,424
Promotional Items	149,085	21,804	4,878	468	1,629	680	208	2,763	11,386	0	0	0	721,623
Show Expense	602,761	0	32,930	5,819	6,618	10,268	100	51,661	15,272	1,052	6,712	0	556,767
Travel Expense	262,382	159,318	32,428	6,518	19,054	3,953	0	50,220	30,297	9,969	57	0	1,047,560
Documentation Sal	662,979	154,904	65,191	21,008	43,637	12,276	20,353	27,289	23,452	1,776	8,630	0	357,626
Insurance Expense	256,153	8,735	20,778	6,808	6,650	5,362	654	20,508	88,739	6,283	38,250	0	1,365,059
Supplies	970,416	40,214	80,610	22,453	28,177	20,592	3,078	76,638	8,458	741	3,022	0	132,679
Utilities Expense	95,911	3,246	7,509	2,576	3,443	1,958	243	7,592	20,120	1,589	7,066	0	307,480
Repairs & Maint.	222,368	7,311	17,909	6,118	7,843	4,569	546	17,308	78,761	6,406	27,549	0	1,202,882
Taxes	871,240	27,958	69,487	24,102	30,647	17,994	2,079	68,813	40,984	3,463	13,890	0	624,037
Rent Expense	483,213	13,866	35,894	12,910	16,259	9,372	1,024	35,938	34,435	2,722	11,867	0	2,195,948
Telephone Expense	2,051,500	12,075	30,420	10,545	13,504	7,824	897	29,951	1,734	143	770	0	426,375
Other Expenses	21,586	397,005	1,789	574	573	463	55	1,734	2,031	143	143	0	426,375
Division Expenses	21,897,605	2,441,041	1,499,253	392,185	609,214	350,390	50,872	1,558,377	1,643,074	153,568	746,681	31,342,259	
Division Profit	36,103,647	4,700,896	797,942	-298,216	81,479	-154,992	-1,004	-633,599	-430,960	35,563	-732,029	39,470,727	
Overhead Expenses													4,592,219
Net Income													34,878,508

June 30, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	80.3	12.3	2.7	0.1	0.9	0.3	0.1	1.3	1.6	0.2	0.1	100.0
Cost of Goods	17,270,790	2,972,672	692,253	12,506	234,156	45,738	3,942	282,827	397,852	49,085	36,022	27,007,943
Shipping	3,174,127	1,380,222	61,591	6,738	37,786	19,222	2,875	62,439	81,148	416	1,530	4,828,094
Gross Profit	520,369	226,275	10,097	1,105	6,195	3,151	471	10,236	13,303	58	251	791,521
	13,576,294	1,366,175	620,565	4,664	190,175	23,365	595	220,152	303,401	48,601	34,241	16,388,228
Employees	749.5	29.0	50.5	11.3	15.0	13.5	2.3	48.0	55.5	3.5	30.0	1,008.0
Salary Expense												4,108,218
Marketing Reps												
Advertising	149,294	474	0	4,722	0	4,463	0	7,497	6,095	5,457	0	178,002
Co-op Advertising	189,393	0	0	137	0	502	43	3,211	0	0	395	193,681
Direct Marketing	146,914	22,588	5,007	264	1,657	514	118	2,364	3,007	392	94	182,919
Promotional Items	5,452	838	186	10	61	19	4	88	112	15	3	5,788
Show Expense	137,188	0	9,944	0	0	3,947	0	15,515	90	0	689	167,372
Travel Expense	131,916	34,135	12,813	421	2,977	5,111	0	9,591	3,794	0	2,153	202,911
Documentation Sal	181,363	27,895	6,181	326	2,045	635	145	2,919	3,712	484	116	228,810
Insurance Expense	83,712	3,239	5,640	1,257	1,675	1,508	251	5,361	6,199	391	3,351	112,585
Supplies & Equipment	383,612	14,843	25,847	5,758	7,677	6,910	1,152	24,568	28,406	1,791	15,355	515,919
Utilities Expense	27,085	1,048	1,825	407	542	488	81	1,735	2,006	126	1,084	36,427
Repairs & Maint.	89,321	3,456	6,018	1,341	1,788	1,609	268	5,720	6,514	417	3,575	120,127
Taxes	196,654	7,609	13,250	2,952	3,936	3,542	590	12,594	14,562	918	7,871	264,479
Rent Expense	247,265	9,567	16,660	3,711	4,949	4,454	742	15,836	18,310	1,155	9,897	332,546
Telephone Expense	512,108	3,186	5,547	1,236	1,648	1,483	247	5,273	6,096	384	3,295	540,502
Other Expenses	6,358	111,805	604	134	179	161	27	574	663	42	359	123,505
Division Expenses	5,484,179	798,644	309,508	47,320	109,277	86,494	12,220	359,185	372,820	32,498	213,504	7,825,649
Division Profit	8,092,415	567,531	311,057	-42,656	80,898	-63,429	-11,625	-139,033	-69,420	16,103	-179,262	8,562,579
Overhead Expenses												
Net Income												947,794
Employee Detail												7,614,784
Development	72.5	4.0	26.5	3.0	6.0	6.0	1.0	31.0	29.0	1.0	22.0	202.0
Marketing	121.0	14.0	6.0	0.8	4.0	1.5	0.3	1.5	3.0	1.0	2.0	155.0
Support	422.5	2.0	9.0	3.0	2.0	4.0	1.0	6.0	7.0	0.0	1.0	457.5
Testing	55.5	9.0	9.0	4.5	3.0	2.0	0.0	9.5	16.5	1.5	5.0	115.5
Information Services	55.0											55.0
Customer Registration	15.0											15.0
Instructional Service	8.0											8.0
Sub Total	749.5	29.0	50.5	11.3	15.0	13.5	2.3	48.0	55.5	3.5	30.0	1,008.0
Administration	28.0											28.0
Orders	44.0											44.0
Publication	110.0											110.0
Engineering	37.0											37.0
Sub Total	219.0											219.0
Grand Total	968.5											1,227.0

June 30, 1989	FC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
YTD Div Profit Report	80.3%	12.3%	2.7%	0.1%	0.9%	0.3%	0.1%	1.3%	1.6%	0.2%	0.1%	100.0%
Sales	95,512,764	14,685,067	3,255,378	171,441	1,077,008	334,157	76,563	1,537,163	1,955,067	254,754	60,912	118,920,275
Cost of Goods	20,284,541	5,261,093	275,934	61,554	160,449	99,403	22,272	330,313	361,138	13,740	10,447	26,880,604
Shipping	3,650,678	915,862	61,783	11,254	33,891	15,991	3,829	61,920	78,395	3,282	1,571	4,838,457
Gross Profit	71,577,545	8,508,112	2,917,760	98,633	882,869	218,763	50,463	1,144,929	1,515,514	237,731	48,893	87,201,214
Employees	750	29	51	11	15	14	2	48	56	4	30	1,008
Salary Expense												20,285,612
Marketing Reps												
Advertising	995,703	24,994	123,505	14,789	9,422	14,558	1,335	40,576	53,961	7,094	0	1,285,936
Co-op Advertising	1,731,237	0	0	3,608	0	6,236	1,664	26,553	0	0	0	1,770,054
Direct Marketing	1,321,236	193,597	43,415	4,107	14,469	5,991	1,824	24,380	23,777	1,947	757	1,634,947
Promotional Items	154,537	22,643	5,064	478	1,690	699	213	2,851	2,780	236	22	191,217
Show Expense	739,949	0	42,934	5,819	6,618	14,214	100	67,196	11,475	0	689	888,999
Travel Expense	394,298	193,453	45,242	6,939	22,031	9,065	0	59,811	19,066	1,052	8,865	759,677
Documentation Sal	944,342	182,789	71,372	21,333	45,682	12,911	20,498	30,207	34,010	10,453	173	1,273,770
Insurance Expense	341,865	11,974	26,418	7,733	10,326	6,920	905	25,920	29,651	2,167	11,980	469,582
Supplies	1,354,028	55,057	106,457	24,857	35,854	28,018	4,230	101,721	117,145	8,075	53,605	1,878,657
Utilities Expense	122,996	4,294	9,334	2,861	3,985	2,454	324	9,345	10,463	867	4,106	169,022
Repairs & Maint.	311,688	10,767	23,927	7,242	9,630	6,211	814	23,062	26,734	2,006	10,542	427,457
Taxes	1,067,894	35,567	82,737	26,404	34,583	21,636	2,669	81,507	93,323	7,324	35,421	1,466,911
Rent Expense	700,478	23,433	52,554	16,488	21,208	13,845	1,766	51,794	59,293	4,618	23,788	956,490
Telephone Expense	2,563,608	13,261	35,967	11,531	15,152	9,345	1,144	35,262	40,531	3,105	15,183	2,736,277
Other Expenses	30,657	508,810	2,394	682	852	529	82	2,313	2,696	185	1,129	549,881
Division Expenses	27,381,797	3,236,685	1,808,762	431,383	718,492	437,666	63,092	1,921,385	2,015,895	186,066	960,185	39,161,408
Division Profit	44,195,748	5,271,427	1,108,998	-332,750	164,377	-210,902	-12,629	-776,455	-500,381	51,666	-911,292	48,039,805
Overhead Expenses												5,540,013
Net Income												42,499,792

June 30, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Hac	"C"	370	OS/2	WPCORP
Sales	80.3t	12.3t	2.7t	0.1t	0.9t	0.3t	0.1t	1.3t	1.6t	0.2t	0.1t	100.0t
Cost of Goods	17,270,790	2,972,672	692,253	12,506	234,156	45,738	3,942	292,827	397,852	49,085	36,022	22,007,843
Shipping	3,174,127	1,380,722	61,391	6,738	37,786	19,212	2,875	62,439	81,148	416	1,530	4,828,094
Gross Profit	50,369	226,275	10,097	1,105	6,195	3,151	471	10,236	13,303	68	251	791,521
	13,576,294	1,366,175	620,565	4,664	190,175	23,365	595	220,152	303,401	48,601	34,241	16,388,228
Employees	749.5	29.0	50.5	11.3	15.0	13.5	2.3	48.0	55.5	3.5	30.0	1,006.0
Salary Expense												4,108,218
Marketing Repts												
Advertising	149,294	474	0	4,722	0	4,463	0	7,497	6,095	5,457	0	178,002
Co-op Advertising	189,393	0	0	137	0	502	43	3,211	0	0	395	193,681
Direct Marketing	146,914	21,588	5,007	264	1,657	514	118	2,364	3,007	392	94	182,919
Promotional Items	5,452	838	186	10	61	19	4	88	112	15	3	6,788
Show Expense	137,188	0	9,944	0	0	3,947	0	15,515	90	0	689	167,372
Travel Expense	131,916	34,135	12,813	421	2,977	5,111	0	9,591	3,794	0	2,153	202,911
Documentation Sal	181,369	27,885	6,181	326	2,045	635	145	2,919	3,712	484	116	225,910
Insurance Expense	83,712	3,239	5,640	1,257	1,675	1,508	251	5,361	6,199	391	3,351	112,585
Supplies & Equipment	383,612	14,843	25,847	5,758	7,677	6,910	1,152	21,568	20,406	1,791	15,355	515,919
Utilities Expense	27,085	1,048	1,825	407	542	488	81	1,735	2,006	126	1,084	36,427
Repairs & Maint.	89,321	3,456	6,018	1,341	1,788	1,609	268	5,720	6,514	417	3,575	120,127
Faxes	196,654	7,609	13,250	2,932	3,936	3,942	390	12,594	14,562	918	7,871	264,479
Rent Expense	247,255	9,567	16,660	3,711	4,939	4,454	742	15,836	18,310	1,155	9,897	332,546
Telephone Expense	512,108	3,186	5,547	1,236	1,648	1,483	247	5,273	6,096	384	3,295	540,502
Other Expenses	8,958	111,805	604	134	172	181	27	574	563	42	359	123,505
Division Expenses	5,484,179	798,644	309,508	47,320	109,277	86,494	12,220	359,185	372,820	32,498	213,504	7,825,649
Division Profit	8,092,115	567,531	311,057	-42,656	80,898	-63,129	-11,625	-139,033	-69,420	16,103	-179,262	8,562,579
Overhead Expenses												
Net Income												947,794
Employee Detail												7,614,784
Development	72.5	4.0	26.5	3.0	6.0	6.0	1.0	31.0	29.0	1.0	22.0	202.0
Marketing	121.0	14.0	6.0	0.8	4.0	1.5	0.3	1.5	3.0	1.0	2.0	155.0
Support	422.5	2.0	9.0	3.0	2.0	4.0	1.0	6.0	7.0	0.0	1.0	457.5
Testing	55.5	9.0	9.0	4.5	3.0	2.0	0.0	9.5	16.5	1.5	5.0	113.5
Information Services	55.0											55.0
Customer Registration	15.0											15.0
Instructional Service	8.0											8.0
Sub Total	749.5	29.0	50.5	11.3	15.0	13.5	2.3	48.0	55.5	3.5	30.0	1,008.0
Administration	28.0											28.0
Orders	44.0											44.0
Publication	110.0											110.0
Engineering	37.0											37.0
Sub Total	219.0											219.0
Grand Total	968.5											1,227.0

June 30, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
YTD Div Profit Report	80.34	12.34	2.74	0.14	0.94	0.34	0.14	1.34	1.64	0.24	0.14	100.01
Sales	95,512,764	14,685,067	3,255,378	171,441	1,077,008	334,157	76,563	1,537,163	1,955,067	254,784	60,912	118,920,275
Cost of Goods	20,284,541	5,261,093	275,834	61,554	160,249	99,403	22,272	330,313	361,158	13,710	10,447	26,880,604
Shipping	3,650,678	915,862	61,783	11,254	33,891	15,991	3,829	61,920	78,395	3,282	1,571	4,838,457
Gross Profit	71,577,545	8,508,112	2,917,760	98,633	882,869	218,763	50,463	1,144,929	1,515,514	237,731	48,893	87,202,214
Employees	750	29	31	11	15	14	2	48	36	4	30	1,008
Salary Expense												20,285,612
Marketing Reps												
Advertising	995,703	24,994	123,595	14,789	9,422	14,538	1,338	40,576	53,961	7,094	0	1,285,936
Co-op Advertising	1,731,237	0	0	3,608	0	6,236	1,864	26,553	0	0	0	1,770,054
Direct Marketing	1,321,236	193,597	43,415	4,107	14,469	5,991	1,824	24,380	23,777	1,947	757	1,634,947
Promotional Items	154,537	22,643	5,064	478	1,690	699	213	2,851	2,780	236	22	191,212
Show Expense	739,949	0	42,934	5,819	6,618	14,214	100	67,196	11,473	0	689	888,666
Travel Expense	394,298	193,453	45,212	6,939	22,031	9,065	0	59,611	19,066	1,052	8,865	759,173
Documentation Sal	844,342	182,789	71,372	21,333	45,682	12,911	20,498	30,207	34,010	10,453	173	1,273,770
Insurance Expense	341,865	11,974	26,418	7,733	10,326	6,920	2,905	25,920	29,651	2,167	11,980	469,982
Supplies	1,334,028	55,057	106,457	24,857	35,854	28,018	4,230	101,721	117,143	8,075	59,605	1,878,057
Utilities Expense	122,996	4,294	9,374	2,861	3,985	2,464	324	9,345	10,463	867	4,106	169,022
Repairs & Maint.	311,688	10,767	23,927	7,242	9,630	6,211	814	23,062	26,734	2,006	10,642	427,457
Taxes	1,067,894	35,567	82,737	26,404	34,583	21,636	2,669	81,507	93,323	7,324	35,421	1,466,911
Rent Expense	700,478	23,433	52,554	16,488	21,208	13,646	1,766	51,794	59,293	4,618	23,788	956,490
Telephone Expense	2,563,608	15,261	35,967	11,531	15,452	9,345	1,144	35,262	40,531	3,106	15,183	2,736,277
Other Expenses	30,657	308,810	2,394	682	352	629	82	2,313	2,636	185	1,129	549,881
Division Expenses	27,381,797	3,236,685	1,808,762	431,383	718,492	437,666	53,092	1,921,385	2,015,895	186,066	960,185	39,161,408
Division Profit	44,195,748	5,271,427	1,108,998	-332,750	164,377	-218,902	-12,629	-776,455	-500,381	51,666	-911,292	48,039,805
Overhead Expenses												
Net Income												5,540,013
												42,499,792

July 31, 1989	PC	Int'l	Vax	Amiga	DC	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	16,712,234	4,626,233	617,183	17,035	149,250	28,388	9,025	197,827	460,884	12,953	49,862	22,880,974
Cost of Goods	3,539,941	1,065,662	63,329	8,133	32,666	12,612	1,529	42,947	82,099	11,043	70,549	4,930,510
Shipping	408,874	123,087	7,315	939	3,773	1,457	177	4,960	9,483	1,276	8,149	569,489
Gross Profit	12,763,419	3,437,484	546,539	7,962	112,811	14,320	7,319	149,920	369,302	634	-28,735	17,380,976
Employees	766.0	34.0	55.0	11.3	15.0	8.5	2.2	48.5	58.5	2.7	32.0	1,033.7
Salary Expense												4,136,280
Marketing Raps												450,301
Advertising	387,531	0	0	800	0	0	0	40,638	21,332	0	0	143,591
Co-op Advertising	141,040	0	0	144	0	240	76	1,670	0	0	422	143,623
Direct Marketing	113,667	19,959	3,922	191	1,242	367	87	1,757	2,447	271	112	47,018
Promotional Items	37,211	6,403	1,284	62	407	120	28	575	801	89	37	142,542
Show Expense	126,355	0	-447	170	0	144	0	10,077	5,611	-15	447	184,030
Travel Expense	82,247	63,537	5,260	1,995	2,406	-71	0	4,809	3,383	1,459	19,005	237,089
Documentation Sal	187,638	32,288	6,475	315	2,050	606	143	2,901	4,039	448	185	204,019
Insurance Expense	151,184	6,711	10,855	2,230	2,951	1,678	434	9,572	11,546	533	6,316	510,370
Supplies & Equipment	378,198	16,787	27,155	5,579	7,408	4,197	1,086	23,946	28,883	1,333	15,739	43,979
Utilities Expense	32,590	1,447	2,340	481	636	362	94	2,063	2,489	115	1,361	48,243
Repairs & Maint.	35,750	1,587	2,567	527	700	397	103	2,264	2,730	126	1,493	329,566
Taxes	244,217	10,840	17,535	3,603	4,782	2,710	701	15,463	18,651	861	10,202	402,072
Rent Expense	297,946	13,225	21,393	4,395	5,834	3,306	856	18,865	22,754	1,050	12,447	627,763
Telephone Expense	584,353	5,513	8,319	1,832	2,432	1,378	337	7,865	9,486	438	5,189	211,000
Other Expense	10,063	197,866	723	148	197	112	22	637	789	35	420	
Division Expenses	5,844,412	910,490	326,682	46,815	112,487	37,835	12,744	408,641	435,715	19,579	250,816	8,396,218
Division Profit	6,919,007	2,526,994	219,857	-38,854	325	-23,516	-5,425	-258,724	-56,412	-18,944	-279,551	8,984,758
Overhead Expenses												5,575,266
Net Income												3,409,492
Employee Detail												
Development	77.0	13.0	30.0	3.0	6.0	2.0	1.0	31.0	30.0	1.0	25.0	219.0
Marketing	119.5	10.0	6.0	0.8	4.0	1.5	0.2	1.5	4.0	0.2	2.0	149.7
Support	425.5	3.0	9.0	3.0	2.0	4.0	1.0	6.0	8.0	0.0	1.0	462.5
Testing	63.5	5.0	10.0	4.5	3.0	1.0	0.0	10.0	16.5	1.5	4.0	119.0
Information Services	57.5											57.5
Customer Registration	15.0											15.0
Instructional Service	766.0	31.0	55.0	11.3	15.0	8.5	2.2	48.5	-58.5	2.7	32.0	1,030.7
Sub Total	29.0	1										30.0
Administration	46.0	2										48.0
Orders	119.5											119.5
Publication	37.5											37.5
Engineering	232.0	3.0										235.0
Sub Total	998.0	34.0										1,265.7
Grand Total												



	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
July 31, 1989												
YTD Div Profit Report	79.1t	13.6t	2.7t	0.1t	0.9t	0.3t	0.1t	1.2t	1.7t	0.2t	0.1t	100.0t
Sales	112,224,998	19,311,300	3,872,561	188,476	1,226,259	362,545	85,588	1,734,990	2,415,951	267,707	110,874	141,801,249
Cost of Goods	23,824,482	6,326,755	339,164	69,688	192,914	112,015	21,801	373,260	443,256	24,783	80,995	31,811,114
Shipping	4,059,552	1,038,949	69,098	12,193	37,664	17,448	4,005	66,880	87,878	4,558	9,720	5,407,946
Gross Profit	84,340,964	11,945,596	3,464,299	106,595	995,680	233,083	57,782	1,294,849	1,884,816	238,366	20,158	104,582,189
Employees	766	34	55	11	15	9	2	49	59	3	32	1,034
Salary Expense												24,421,892
Marketing Repts												1,736,237
Advertising	1,383,234	24,994	123,506	15,589	9,422	14,558	1,335	81,214	75,293	7,094	0	1,913,645
Co-op Advertising	1,872,277	0	0	3,751	0	6,475	1,740	28,222	0	0	1,179	1,778,570
Direct Marketing	1,434,903	213,136	47,338	4,297	15,711	6,358	1,911	26,137	26,234	2,219	315	238,230
Promotional Items	191,748	29,046	6,348	540	2,097	820	241	3,426	3,881	325	58	1,031,537
Show Expense	866,504	0	42,487	5,989	6,618	14,388	100	77,273	17,086	-15	1,136	943,706
Travel Expense	476,544	256,990	50,501	8,934	24,437	8,994	0	64,620	22,450	2,510	17,869	1,510,859
Documentation Sal	1,031,980	215,077	77,847	21,619	47,732	13,517	20,641	33,108	38,049	10,901	358	674,001
Insurance Expense	493,049	18,684	37,273	9,963	13,286	8,598	1,339	35,493	41,197	2,700	18,726	2,389,027
Supplies	1,732,226	71,844	133,613	30,437	43,260	32,214	5,316	125,667	146,028	9,408	69,403	213,001
Utilities Expense	155,586	5,741	11,674	3,342	4,624	2,826	418	11,409	12,952	982	5,468	478,700
Repairs & Maint.	347,438	12,354	26,494	7,769	10,330	6,608	917	25,325	29,164	2,132	12,235	1,796,477
Taxes	1,312,112	46,407	100,273	30,007	39,365	24,346	3,370	96,970	111,374	8,185	45,623	1,358,562
Rent Expense	998,424	36,658	73,947	20,883	27,042	17,133	2,622	70,659	82,048	5,668	36,234	3,364,040
Telephone Expense	3,147,961	20,774	44,886	13,364	17,584	10,723	1,501	43,127	50,017	3,544	20,372	760,880
Other Expenses	40,120	706,877	3,117	830	1,049	740	111	2,850	3,164	220	1,550	
Division Expenses	33,226,209	4,147,475	2,135,444	478,198	830,979	475,501	75,836	2,330,029	2,441,610	205,645	1,211,001	47,557,626
Division Profit	51,114,755	7,798,421	1,328,855	-371,603	164,701	-242,418	-18,054	-1,035,180	-556,793	32,721	-1,190,843	57,024,563
Overhead Expenses												11,115,278
Net Income												45,909,284

August 31, 1988	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
Sales	15,975,061	5,885,959	466,254	22,749	226,295	22,727	5,024	270,285	539,597	59,290	28,900	23,300,140
Cost of Goods	3,256,993	928,295	37,429	7,415	23,255	14,164	1,691	40,128	60,444	660	8,645	4,379,119
Shipping	869,474	247,814	9,992	1,980	6,208	3,781	431	10,712	16,136	178	2,308	1,169,032
Gross Profit	11,848,594	4,509,850	418,833	13,353	196,832	4,782	2,892	219,444	463,018	58,453	16,948	17,761,989
Employees	788.5	36.0	58.5	10.3	15.0	7.5	2.2	49.0	59.5	2.5	33.5	1,061.5
Salary Expense												3,869,522
Marketing Reps												
Advertising	76,124	0	0	0	2,550	0	0	30,144	11,552	0	0	119,370
Co-op Advertising	282,902	0	0	374	0	374	83	4,448	0	0	443	268,624
Direct Marketing	96,333	18,784	3,260	159	1,091	290	68	1,507	2,221	246	104	124,062
Promotional Items	30,996	6,044	1,049	51	351	93	22	485	716	79	33	39,918
Show Expense	20,637	0	2,417	2,502	1,572	1,348	0	4,360	2,500	76	0	35,311
Travel Expense	21,183	11,010	1,318	1,562	5,179	0	0	13,713	316	46	1,530	64,866
Documentation Sal	198,021	38,611	6,702	325	2,244	595	140	3,097	4,565	505	213	255,019
Insurance Expense	165,794	6,916	11,669	2,035	2,964	1,482	435	9,682	11,756	494	6,619	209,734
Supplies & Equipment	257,166	11,415	19,080	3,359	4,892	2,445	718	15,981	19,406	815	10,928	346,204
Utilities Expense	60,120	2,869	4,460	785	1,144	572	168	3,738	4,637	191	2,554	80,936
Repairs & Maint.	43,008	1,909	3,191	562	818	409	120	2,673	3,246	136	1,827	57,899
Taxes	204,143	9,062	15,146	2,867	3,884	1,942	570	12,686	15,405	647	8,673	274,823
Rent Expense	161,929	6,744	11,272	1,985	2,890	1,445	424	9,441	11,465	482	6,455	204,531
Telephone Expense	420,331	3,465	5,792	1,020	1,485	743	218	4,851	5,881	248	3,317	447,366
Other Expenses	8,248	72,250	612	188	187	78	23	513	522	26	350	87,998
Division Expenses	4,860,138	542,844	317,279	40,923	111,786	30,240	12,462	388,785	385,191	16,898	226,170	6,951,713
Division Profit	6,968,455	3,987,006	101,554	-27,570	85,045	-25,458	-9,680	-169,341	77,827	42,558	-210,222	10,800,275
Overhead Expenses												481,155
Net Income												10,309,121

Employee Detail	Development	Marketing	Support	Testing	Information Services	Customer Registratio	Instructional Servio	Sub Total	Administration	Orders	Publication	Engineering	Sub Total	Grand Total
Development	77.0	14.0	14.0	3.0	6.0	2.0	1.0	32.0	30.0	1.0	27.0	224.0		
Marketing	122.5	10.0	4.0	0.8	4.0	1.6	0.2	1.5	4.0	0.0	1.5	150.0		
Support	444.5	3.0	10.0	3.0	2.0	3.0	1.0	6.0	9.0	0.0	1.0	482.5		
Testing	66.0	6.0	13.6	3.5	3.0	1.0	0.0	9.6	16.5	1.5	4.0	123.5		
Information Services	57.0											57.0		
Customer Registratio	13.0											13.0		
Instructional Servio	8.5											8.5		
Sub Total	788.5	32.0	58.5	10.3	15.0	7.6	2.2	49.0	59.5	2.5	33.5	1,058.5		
Administration	28.0	1										29.0		
Orders	47.0	2										49.0		
Publication	132.5											132.5		
Engineering	41.0											41.0		
Sub Total	248.5	3.0										261.5		
Grand Total	1,037.0	36.0										1,310.0		

August 31, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mao	"C"	370	OS/2	WPCORP
YTD Div Profit Rpt	77,65X	16,14X	2,63X	0,13X	0,88X	0,23X	0,06X	1,21X	1,79X	0,20X	0	100,00X
Sales	128,200,059	24,997,259	4,338,816	211,225	1,452,553	385,272	90,613	2,005,274	2,955,548	326,997	137,774	165,101,389
Cost of Goods	27,081,475	7,255,050	375,592	77,104	216,169	125,178	25,492	413,388	503,700	25,444	89,640	35,190,233
Shipping	4,929,026	1,285,763	79,090	14,173	43,872	21,229	4,457	77,593	104,014	4,734	12,028	6,575,978
Gross Profit	96,189,558	16,455,446	3,883,132	119,949	1,192,512	237,865	60,664	1,514,294	2,347,834	296,819	36,106	122,334,178
Salary Expense												28,291,414
Marketing Reps												
Advertising	1,458,358	24,994	123,605	16,589	11,972	14,558	1,335	111,358	86,846	7,094	0	1,855,607
Co-op Advertising	2,135,180	0	0	4,126	0	6,849	1,523	32,671	0	0	1,622	2,182,259
Direct Marketing	1,531,237	231,940	50,598	4,456	16,803	6,848	1,979	27,644	28,445	2,484	418	1,902,632
Promotional Items	222,744	35,090	7,397	592	2,448	913	263	3,911	4,296	404	92	278,148
Show Expense	887,041	0	44,904	8,492	8,190	16,706	100	81,633	19,686	60	1,136	1,066,848
Travel Expense	497,728	288,000	51,819	9,496	29,616	8,994	0	78,333	22,765	2,557	29,399	998,563
Insurance Expense	1,230,001	253,688	84,549	21,975	49,976	14,112	20,781	36,206	42,614	11,406	571	1,765,879
Supplies	648,843	26,600	46,832	11,998	16,260	10,080	1,774	46,174	52,953	3,194	24,915	883,735
Utilities Expense	1,989,392	83,259	152,692	33,796	48,153	34,660	6,034	141,648	165,434	10,223	80,330	2,735,230
Repairs & Maint.	215,706	8,409	15,134	4,128	5,767	3,398	586	15,146	17,489	1,173	8,022	293,937
Taxes	390,446	14,263	29,686	8,331	11,148	7,017	1,037	27,988	32,710	2,268	13,962	533,698
Rent Expense	1,516,255	55,468	115,418	32,573	42,248	26,288	3,940	109,666	127,379	8,833	54,296	2,071,300
Telephone Expense	1,150,353	43,402	85,218	22,867	26,932	18,598	3,046	80,100	93,512	6,149	42,689	1,563,092
Other Expenses	3,668,292	24,239	50,578	14,383	19,069	11,466	1,718	47,978	56,809	3,792	23,689	3,811,401
	48,958	778,937	3,728	938	1,208	819	134	3,462	4,087	246	1,900	842,878
Division Expenses	36,106,347	4,690,019	2,482,723	519,121	942,765	505,741	88,298	2,718,814	2,826,800	281,640	1,437,171	54,609,339
Division Profit	58,083,211	1,765,427	1,430,409	-399,173	249,747	-267,875	-27,634	-1,204,620	-478,956	75,279	-1,401,065	67,824,839
Overhead Expenses												
Net Income												11,606,435
												56,218,404

CONFIDENTIAL

September 30, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	WPCORP
	77,37X	15,51X	2,56X	0,12X	0,85X	0,25X	0,06X	1,26X	1,75X	0,18X		100,00X
Sales	16,257,140	3,960,296	432,572	13,557	132,137	86,524	13,463	350,516	308,298	13,316	36,437	21,603,255
Cost of Goods	3,533,508	741,479	39,396	7,990	22,283	11,710	6,614	66,823	102,017	1,087	13,696	4,946,284
Shipping	810,117	189,997	9,032	1,832	5,109	2,685	1,516	16,252	23,389	245	3,140	1,042,313
Gross Profit	11,913,515	3,048,820	384,144	3,735	104,745	71,129	5,332	268,741	182,892	12,004	19,502	16,014,668
Employees	847.5	39.0	56.6	11.3	15.0	9.6	2.2	49.0	58.6	2.5	36.0	1,125.0
Salary Expense												4,008,365
Marketing Reps												
Advertising	179,623	180	0	0	0	0	0	18,443	12,551	0	0	211,157
Co-op Advertising	188,999	0	0	158	0	994	157	4,075	0	0	0	194,806
Direct Marketing	100,368	20,119	3,315	158	1,101	327	72	1,637	2,288	236	424	129,721
Promotional Items	30,007	6,015	991	47	329	98	22	489	578	71	38	38,783
Show Expense	83,399	0	1,478	2,900	1,034	803	0	10,654	3,971	0	0	104,239
Travel Expense	89,991	28,067	17,286	1,187	1,739	459	0	1,393	5,228	2,323	3,404	151,059
Documentation Sal	213,547	42,807	7,053	332	2,343	696	154	3,482	4,825	503	258	276,000
Insurance Expense	288,346	10,508	15,223	3,045	4,042	2,290	593	13,202	15,762	674	9,700	303,384
Supplies & Equipment	281,513	12,966	18,768	3,754	4,983	2,823	731	16,276	19,432	830	11,958	374,022
Utilities Expense	28,271	1,301	1,885	377	500	284	73	1,635	1,951	83	1,201	83,557
Repairs & Maint.	182,384	7,473	10,826	2,165	2,874	1,629	422	9,389	11,209	479	6,998	215,745
Taxes	152,697	7,027	10,180	2,036	2,703	1,531	396	8,829	10,540	450	6,486	202,876
Rent Expense	194,221	8,938	12,948	2,590	3,438	1,948	504	11,229	13,406	573	8,250	258,045
Telephone Expense	489,022	5,824	8,437	1,687	2,240	1,269	329	7,317	8,736	373	5,376	530,611
Other Expenses	3,850	28,482	257	51	68	39	10	223	266	11	154	33,400
Division Expenses	5,452,481	651,779	329,360	46,465	104,713	35,365	10,862	380,297	404,011	18,314	243,189	7,577,806
Division Profit	6,461,034	2,497,041	54,793	-49,720	32	34,774	-5,530	-111,566	-221,120	-6,310	-223,587	8,436,852
Overhead Expenses												
Net Income												777,102
Employee Detail												7,659,750
Development	78.5	16.0	29.5	3.0	7.0	2.0	1.0	32.0	30.0	1.0	30.0	230.0
Marketing	127.5	14.0	6.0	0.8	3.0	1.6	0.2	2.5	3.0	0.0	1.5	169.0
Support	457.5	3.0	9.5	4.0	2.0	4.0	1.0	6.0	9.0	0.0	0.5	495.5
Testing	58.0	6.0	12.5	3.5	3.0	1.0	0.0	9.5	16.5	1.5	4.0	126.6
Information Services	56.0											56.0
Customer Reg	12.0											12.0
Orders	47.0											47.0
Sub Total	647.5	39.0	56.5	11.3	15.0	8.5	2.2	49.0	59.6	2.5	36.0	1,126.0
Administration	34.0											34.0
Instructional Svc	8.5											8.5
Publication	132.5											132.5
Engineering	45.0											45.0
Sub Total	220.0											220.0
Grand Total	1,067.5											1,346.0

CONFIDENTIAL

September 30, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	MPCORP
YTD Div Profit Rpt.	77.37%	16.51%	2.55%	0.12%	0.85%	0.25%	0.06%	1.26%	1.75%	0.18%	0	100.00%
Sales	144,457,199	28,967,655	4,771,386	224,783	1,664,690	470,795	104,076	2,355,790	3,263,846	340,313	174,211	186,704,644
Cost of Goods	30,614,884	7,988,530	416,988	85,094	238,452	137,889	32,107	479,911	606,717	26,511	103,336	40,136,517
Shipping	8,739,143	1,466,789	88,122	16,005	48,981	23,914	6,973	92,844	127,403	4,979	15,168	7,619,291
Gross Profit	108,103,073	19,504,266	4,267,276	123,684	1,297,257	308,993	65,998	1,783,035	2,530,726	308,823	55,708	138,348,836
Employees	847.5	39.0	56.5	11.3	15.0	8.6	2.2	49.0	58.5	2.5	38.0	1,128.0
Salary Expense												32,299,779
Marketing Repts												2,066,764
Advertising	1,637,981	25,174	123,605	15,589	12,332	14,556	1,335	129,801	99,397	7,094	0	2,377,076
Co-op Advertising	2,324,178	0	0	4,283	0	7,843	1,979	36,746	0	0	2,045	2,032,363
Direct Marketing	1,631,804	252,059	53,913	4,612	17,904	6,975	2,061	29,281	30,713	2,701	539	316,930
Promotional Items	252,761	41,105	8,388	638	2,777	1,011	285	4,400	4,974	474	128	1,171,087
Show Expense	970,440	0	46,382	11,392	9,224	16,508	100	92,287	23,558	60	1,136	1,149,622
Travel Expense	587,719	296,068	69,085	10,683	31,355	9,482	0	79,728	27,993	4,880	32,804	2,041,579
Documentation Sal	1,443,648	296,495	91,603	22,307	82,378	14,808	20,935	39,888	47,439	11,909	829	1,187,118
Insurance Expense	877,189	36,108	64,055	15,043	20,291	12,370	2,367	58,377	66,715	3,868	34,615	3,109,252
Supplies	2,270,905	96,214	171,450	37,549	83,135	37,494	6,784	157,925	184,868	11,054	92,289	749,344
Utilities Expense	243,878	8,710	18,019	4,504	6,288	3,681	659	18,779	19,440	1,256	9,223	377,495
Repairs & Maint.	552,930	21,735	40,511	10,496	14,022	8,645	1,458	37,386	43,918	2,747	20,860	2,274,176
Taxes	1,688,952	52,495	125,598	34,709	48,951	27,819	4,338	118,485	137,919	9,283	60,783	1,821,137
Rent Expense	1,344,574	52,340	98,167	25,457	33,370	20,546	3,550	91,330	106,919	6,722	50,939	4,342,013
Telephone Expense	4,057,315	30,063	59,115	16,071	21,309	12,736	2,047	55,295	64,844	4,165	29,065	877,278
Other Expenses	52,918	807,399	3,985	989	1,275	857	144	3,685	4,352	258	8,064	
Division Expenses	43,568,828	5,241,796	2,782,074	565,576	1,047,478	542,096	99,180	3,099,111	3,230,812	239,864	1,680,360	62,087,145
Division Profit	64,544,244	14,262,468	1,485,202	-441,892	249,780	-233,102	-33,163	-1,316,076	-700,086	68,969	-1,624,652	70,261,691
Overhead Expenses												12,383,535
Net Income												69,878,165

October 31, 1989	PC	Int'l	Vax	Asiga	DG	Apple	Atari	Mac	"C"	370	OS/2	NEXT	WPCORP
	77,02X	16.08X	2.47X	0.12X	0.80X	0.24X	0.05X	1.19X	1.75X	0.17X	0.00X	0.00X	100.00X
Sales	22,394,735	5,877,605	571,635	27,230	143,056	50,091	10,677	222,040	525,808	22,022	87,996	0	29,932,891
Cost of Goods	4,351,829	4,388,112	47,486	13,634	23,181	16,016	3,478	74,751	80,725	1,417	55,488	0	9,065,116
Shipping	389,356	391,701	4,239	1,217	2,069	1,430	310	6,873	7,206	127	4,953	0	809,279
Gross Profit	17,643,551	1,097,792	519,910	12,379	117,806	32,646	6,889	140,617	437,875	20,478	27,554	0	20,057,495
Employees	895.6	44.0	55.0	9.8	14.0	8.5	1.2	51.5	65.0	3.5	39.5	2.0	1,191
Salary Expense													4,214,375
Marketing Reps													
Advertising	115,801	0	28,887	4,898	0	0	0	8,088	16,011	0	0	0	175,593
Co-op Advertising	183,225	0	0	223	0	410	87	1,817	0	0	0	0	186,481
Direct Marketing	251,033	52,410	8,039	379	2,599	784	173	3,878	5,702	645	394	0	325,937
Promotional Items	50,033	10,446	1,802	76	618	155	34	773	1,136	109	79	0	54,962
Show Expense	120,633	0	4,835	718	2,126	5,419	0	10,285	1,037	0	0	0	145,047
Travel Expense	99,891	62,759	6,886	1,940	-1,313	1,292	0	10,205	3,357	0	813	0	185,898
Documentation Sel	215,222	44,934	6,882	326	2,229	672	148	3,325	4,888	467	338	0	279,440
Insurance Expense	385,833	19,007	24,191	4,212	6,048	3,672	518	22,247	28,510	1,512	17,053	864	514,676
Supplies & Equipment	378,793	18,612	23,688	4,124	5,922	3,595	508	21,764	27,918	1,480	16,708	846	503,979
Utilities Expense	72,473	3,651	4,532	789	1,133	688	97	4,168	5,341	283	3,197	162	96,425
Repairs & Maint.	88,958	4,371	5,563	969	1,391	844	119	6,116	6,556	348	3,924	159	118,357
Taxes	198,500	9,768	12,419	2,462	3,105	1,885	266	11,421	14,637	776	8,760	444	264,236
Rent Expense	212,265	10,429	13,273	2,311	3,318	2,015	284	12,207	15,644	830	9,362	474	282,402
Telephone Expense	816,514	9,246	10,495	1,827	2,624	1,593	225	9,652	12,369	656	7,403	375	870,978
Other Expenses	12,631	76,561	790	138	197	120	17	726	931	49	557	28	52,746
Division Expenses	6,340,742	733,341	386,460	50,907	73,863	44,628	12,296	418,773	461,248	21,153	273,557	36,191	8,826,566
Division Profit	11,302,809	364,450	123,450	-38,528	43,943	-11,980	-5,407	-278,156	-23,373	-675	-246,003	-36,191	11,230,530
Overhead Expenses													1,347,048
Net Income													9,883,482
Employee Detail													
Development	84.5	17.0	28.5	2.0	5.0	2.0	1.0	34.0	30.0	2.0	31.0	2	239
Marketing	138.0	15.0	7.0	0.8	3.0	1.5	0.2	5.6	3.0	0.0	1.6	0	173
Support	486.5	3.0	10.0	4.0	2.0	4.0	0.0	4.0	11.0	0.0	0.0	0	625
Testing	71.0	9.0	10.6	3.0	4.0	1.0	0.0	10.0	22.0	1.5	7.0	0	139
Information Services	59.5												60
Customer Reg	12.0												12
Orders	44.0												44
Sub Total	895.6	44.0	56.0	9.8	14.0	8.5	1.2	51.5	66.0	3.5	39.5	2.0	1,191
Administration	36.0												36
Instructional Svc	7.5												8
Publication	140.0												140
Engineering	48.5												48
Sub Total	232.0												232
Grand Total	1,127.5												1,128

CONFIDENTIAL

October 31, 1989	PC	Int'l	Vax	Amiga	DG	Apple	Atari	Mac	"C"	370	OS/2	NEXT	WPCORP
YTD Div Profit	77.02%	16.08%	2.47%	0.12%	0.80%	0.24%	0.05%	1.19%	1.75%	0.17%	0.00%	0.00%	100.00%
Sales	166,861,934	34,836,160	6,343,021	252,013	1,727,748	620,886	114,753	2,577,930	3,789,651	362,336	262,206	0	216,637,536
Cost of Goods	34,976,812	12,384,842	463,474	98,728	261,833	153,904	35,585	554,562	886,442	27,928	158,824	0	49,602,833
Shipping	6,128,488	1,846,461	92,361	17,222	61,050	25,343	6,284	99,517	134,609	5,105	20,121	0	8,428,570
Gross Profit	125,746,624	20,602,057	4,787,187	136,062	1,416,063	341,639	72,885	1,923,852	2,968,601	329,301	83,262	0	158,406,333
Employees	895.6	44.0	56.0	9.8	14.0	8.6	1.2	61.6	66.0	3.5	39.5	2.0	1,191.0
Salary Expense													36,514,155
Marketing Reps													
Advertising	1,753,782	25,174	152,392	20,476	12,332	14,558	3,354	137,889	115,407	7,094	0	0	2,242,458
Co-op Advertising	2,507,403	0	0	4,500	0	5,253	2,066	38,562	0	0	0	0	2,563,556
Direct Marketing	1,892,897	304,470	61,962	4,991	20,803	7,759	2,224	33,159	36,416	3,246	934	0	2,358,990
Promotional Items	302,784	51,551	9,990	714	3,295	1,167	319	5,173	5,110	583	207	0	381,992
Show Expense	1,091,073	0	51,217	12,110	11,350	21,922	100	102,572	24,595	60	1,136	0	1,316,134
Travel Expense	687,610	366,927	75,970	12,622	30,042	10,744	0	89,931	31,350	4,880	33,616	0	1,335,451
Documentation Sal	1,658,770	341,429	98,495	22,632	54,647	16,480	21,083	43,013	62,327	12,376	1,167	0	2,321,319
Insurance Expense	1,264,022	55,115	88,245	19,255	26,339	16,042	2,855	80,623	97,225	5,390	51,678	0	1,701,195
Supplies	2,649,698	114,826	195,147	41,674	59,057	41,079	7,272	179,709	212,784	12,534	108,997	848	3,613,231
Utilities Expense	318,451	13,271	22,551	5,294	7,401	4,369	766	20,947	24,782	1,539	12,420	162	473,919
Repairs & Maint.	641,787	26,106	46,074	11,464	15,413	9,490	1,577	42,502	60,475	3,095	24,784	199	867,701
Taxes	1,657,553	72,253	138,018	36,872	49,068	29,704	4,603	129,908	182,556	10,059	69,543	444	2,638,411
Rent Expense	1,556,829	62,769	111,440	27,768	36,688	22,560	3,835	103,536	122,562	7,552	60,302	474	2,103,540
Telephone Expense	4,872,829	381,500	69,610	17,888	23,933	14,328	2,272	64,947	77,013	4,821	36,467	375	5,212,990
Other Expenses	65,449	883,960	4,716	1,127	1,472	977	191	4,411	5,283	307	2,621	28	970,024
Division Expenses	49,999,670	5,975,139	3,178,534	616,493	1,121,341	686,721	111,455	3,517,684	3,692,060	261,007	1,963,916	39,191	70,914,111
Division Profit	75,847,054	14,626,918	1,608,653	-480,421	293,722	-245,082	-38,571	-1,594,232	-723,459	68,294	-1,870,655	-36,191	87,492,222
Overhead Expenses													13,790,585
Net Income													73,761,637

November 30, 1989		FC	Int'l	Ver	Amkr	DO	Apple	Acari	Mac	UNIX	370	OS/2	MSXT	WPCORP
Sales	77,976	15,326	2,288	0.11X	322,568	45,146	19,754	421,433	1,755	18,101	108,193	0	0	100,00X
Cost of Goods	30,290,146	3,905,305	411,197	33,972	12,168	15,448	4,032	130,496	646,794	18,101	108,193	0	0	36,221,607
Shipping	5,542,766	1,179,887	47,760	20,281	1,485	2,004	491	15,902	8,282	924	34,452	0	0	7,057,035
Gross Profit	24,071,940	2,581,638	357,617	11,220	308,936	26,692	15,231	275,034	659,732	17,064	69,642	0	0	859,968
Employee Salary Expense	922.5	44.0	58.0	8.8	16.0	7.5	1.2	62.5	66.0	3.5	41.5	3.0	1,224	4,637,346
Marketing Reps	198,026	0	26,771	0	0	0	0	0	7,094	0	0	0	0	264,327
Advertising	25,888	0	0	29	0	39	17	360	0	0	92	0	0	26,426
Co-op Advertising	76,907	15,113	2,246	112	800	221	52	1,170	1,730	148	144	0	0	98,643
Direct Marketing	41,171	8,091	1,202	60	428	118	28	626	926	79	77	0	0	62,807
Promotional Items	226,104	0	2,800	819	0	3,935	0	7,343	8,595	0	0	0	0	249,596
Show Expense	129,498	46,456	6,859	2,518	592	894	90	6,288	16,935	1,194	8,272	0	0	219,565
Travel Expense	232,833	43,769	6,504	323	2,318	640	152	3,390	6,013	430	419	0	0	288,811
Insurance Expense	264,367	12,132	16,993	2,413	4,912	2,068	331	14,476	18,199	965	11,443	827	0	337,636
Supplies & Equipment	277,433	13,233	17,443	2,631	4,812	2,256	361	15,789	19,849	1,053	12,481	902	0	368,242
Utilities Expense	26,321	1,255	1,666	230	467	214	34	1,499	1,883	100	1,184	86	0	34,937
Repairs & Maint.	62,584	2,608	3,306	498	912	429	68	2,993	3,762	200	2,366	171	0	69,795
Taxes	265,831	12,679	16,713	2,521	4,811	2,161	346	15,129	19,019	1,009	11,959	864	0	352,942
Rent Expense	184,983	8,822	11,498	1,774	3,208	1,504	241	10,628	13,232	702	8,330	601	0	245,591
Telephone Expense	373,687	4,974	6,577	989	1,809	848	136	5,935	7,461	395	4,691	399	0	407,821
Other Expenses	5,093	62,888	320	48	88	41	7	290	364	19	228	17	0	68,406
Division Expenses	5,791,353	749,810	367,148	39,266	79,942	35,166	9,663	411,234	447,502	23,633	278,566	39,808	8,272,889	
Division Profit	18,280,587	1,831,828	-9,532	-28,046	229,053	-8,473	5,668	-136,200	122,230	-8,469	-209,025	-39,808	20,031,715	
Overhead Expenses													364,089	
Net Income													19,687,626	

Employee Detail														
Development	87.5	17.0	28.5	2.0	7.0	1.0	1.0	34.0	30.0	2.0	32.0	3	245	
Marketing	139.5	16.0	8.0	0.8	3.0	1.5	0.2	3.5	3.0	0.0	1.5	0	177	
Support	495.0	3.0	11.0	4.0	2.0	4.0	0.0	4.0	13.0	0.0	0.0	0	536	
Testing	74.0	8.0	10.5	2.0	4.0	1.0	0.0	11.0	20.0	1.6	8.0	0	140	
Information Services	78.5												79	
Customer Rep	13.0												12	
Orders	36.0												38	
Sub Total	922.5	44.0	68.0	8.8	16.0	7.5	1.2	62.5	66.0	3.6	41.6	3.0	1,224	
Administration	41.0												41	
Instructional Svc	7.3												8	
Publication	140.5												141	
Engineering	68.5												69	
Sub Total	247.5												248	
Grand Total	1,170.0												1,472	

CONFIDENTIAL



November 30, 1989  
 YTD Div Profit 197,142,080  
 Sales 40,619,678  
 Cost of Goods 6,803,938  
 Shipping 149,818,564  
 Gross Profit 149,818,564

PC 15,322  
 Invt 38,140,465  
 % 13,664,529  
 1,992,241  
 23,183,685

Vax 2,288  
 5,754,218  
 511,234  
 98,181  
 5,144,803

Amiga 0,112  
 285,985  
 119,009  
 19,684  
 147,282

DG 0,612  
 2,050,315  
 213,821  
 52,535  
 1,723,958

Apple 0,222  
 866,031  
 170,822  
 27,348  
 368,331

Atari 0,052  
 134,507  
 39,617  
 6,775  
 88,116

Mac 1,192  
 2,999,263  
 686,168  
 115,419  
 2,198,586

UNIX 1,726  
 4,435,445  
 754,242  
 142,871  
 3,538,333

370 0,152  
 380,436  
 29,853  
 5,218  
 346,365

OS/2 0  
 370,398  
 193,276  
 24,319  
 152,803

NEXT 0  
 100,000  
 56,868  
 9,288  
 186,710

NWCORP 1,224,0  
 41,161,500  
 252,859  
 56,868  
 186,710

should have  
 not sold  
 etc.  
 11/15/89  
 = 40% of sales.

Employees	922.5	44,034	68.0	8.8	16.0	7.5	1.2	52.5	66.0	3.5	41.5	3.0	1,224.0
Salary Expense													41,161,500
Marketing Repts													2,508,786
Advertising	1,951,809	25,174	179,183	20,476	14,882	14,558	3,354	167,774	122,501	7,094	0	0	2,859,983
CO-OP Advertising	2,533,293	0	0	4,635	0	8,292	2,083	38,922	0	3,394	2,858	0	2,456,932
Direct Marketing	1,959,544	319,853	64,197	5,103	21,303	7,879	2,276	34,329	38,145	1,078	0	0	454,700
Promotional Items	343,955	68,641	11,192	774	3,724	1,286	347	5,800	7,038	652	284	0	1,556,730
Show Expense	1,317,177	0	54,017	12,928	11,360	26,857	100	109,916	33,190	33,190	1,136	0	1,555,046
Travel Expense	817,108	405,283	82,829	15,140	30,634	11,838	90	96,219	46,285	6,074	41,889	0	2,607,129
Documentation Sal	1,881,603	388,218	104,999	22,955	58,984	16,119	21,235	46,403	57,341	12,806	1,586	0	2,039,421
Insurance Expense	1,618,359	87,247	104,236	21,607	30,751	18,110	3,216	95,099	176,424	6,345	63,121	1,697	3,961,473
Supplies	2,927,132	129,058	212,590	44,305	83,869	43,335	7,633	195,498	232,633	13,587	121,478	1,748	508,856
Utilities Expense	342,772	14,627	24,206	6,343	7,657	4,683	780	22,445	28,665	1,839	13,604	247	937,496
Repairs & Maint.	684,371	28,614	49,380	11,963	16,325	9,917	1,646	45,495	64,237	3,294	27,149	370	2,891,253
Taxes	2,133,384	84,993	154,731	39,393	63,667	31,866	4,948	145,035	171,575	11,088	81,501	1,308	2,349,931
Rent Expense	1,741,782	71,590	123,089	29,622	39,986	24,064	4,075	114,062	138,795	8,284	68,622	1,076	6,620,812
Telephone Expense	5,246,516	43,263	76,167	18,687	25,742	16,176	2,407	70,982	84,474	5,217	41,159	714	1,039,430
Other Expenses	70,542	946,848	5,095	1,175	1,560	1,019	107	4,701	5,648	327	2,850	46	79,187,000
Division Expenses	65,690,923	6,724,949	3,545,682	656,749	1,201,183	821,887	121,118	3,929,118	4,139,581	284,640	2,232,483	75,999	107,523,936
Division Profit	94,127,640	10,466,746	1,699,121	-608,466	622,776	-253,566	-33,002	-1,730,432	-401,228	61,626	-2,079,679	-78,989	14,094,674
Overhead Expenses													93,428,263
Net Income													14,094,674

\* Includes SCE COS & SHIPPING  
 @ allocated as a % of COS  
 \* allocated as a % of sales  
 (28% after 24% off) → 37% of net sales  
 : exp = 45% of net sales

(What's in here?)  
 -COMP  
 -ACCTG  
 -personnel  
 -supp.  
 -MKTG