



# **SANIX INCORPORATED**

## Consolidated Financial Summary

For the first quarter ended June 30, 2010

The financial figures in this document are based on Japanese Accounting Standards and accompanying laws. This document is an English translation of the Japanese-language original.

**Consolidated Financial Statements**

For the first quarter ended June 30, 2010

**SANIX INCORPORATED**

Stock Listed: Tokyo Stock Exchange First Section, Osaka Stock Exchange First Section,  
Fukuoka Stock Exchange

Code No.: 4651

URL: <http://sanix.jp>

President and CEO: Shin-ichi Munemasa

Contact: Masahiro Shimojo, Managing Director, Management and Planning Division

**1. Consolidated Financial Highlights for the first quarter ended June 30, 2010****(1) Consolidated Operating Results**

(Millions of Yen)

	First quarter			
	from April 1 to June 30			
	FY2010	% change	FY2009	% change
Net Sales. . . . .	7,274	15.7	6,288	(4.5)
Operating Income. . . . .	611	816.6	66	-
Ordinary Income. . . . .	593	657.5	78	-
Net Income. . . . .	440	422.8	84	-
Net Income per Share(¥). . . . .	¥9.23	-	¥1.77	-
Net Income per Share, Diluted(¥). . . . .	-	-	-	-

Note: Percentages indicate the increase and decrease compared with the previous first quarter.

**(2) Consolidated Financial Position**

(Millions of Yen)

	As of June 30	As of March 31
	FY2010	FY2009
	Total Assets. . . . .	20,088
Net Assets. . . . .	7,482	7,054
Shareholders' Equity Ratio (%). . . . .	37.1%	35.1%
Net Assets per Share (¥). . . . .	¥156.21	¥147.24

Reference:

Shareholders' equity as of June 30, 2010	7,452 million yen
Shareholders' equity as of March 31, 2010	7,024 million yen

**2. Dividends**

(Yen)

	At the end of				
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
(Dividends per Share)					
FY2009 ended March 31, 2010. . . . .	-	0.00	-	0.00	0.00
FY2010 ending March 31, 2011 (Forecast). . . . .	-	0.00	-	0.00	0.00

### 3. Forecasts for Consolidated Business Results for the Fiscal Year ending March 31, 2011

(Millions of Yen)

	FY2010			
	First Half as of September 30	% Change	Full Year as of March 31	% Change
Net Sales. . . . .	14,400	19.4	27,500	12.1
Operating Income. . . . .	1,060	473.0	1,240	217.7
Ordinary Income. . . . .	1,016	659.7	1,150	411.4
Net Income. . . . .	820	-	900	-
Net Income per Share(¥). . . . .	¥17.19	-	¥18.86	-

There is no change from initial projections for semi-annual and annual operational results publicly announced on May 12, 2010.

#### 4. Other (Note) For details, refer to "2. Other Information" in Page 4

##### (1) Changes in significant subsidiaries during the period: No

(Note) Indicates changes in specified subsidiaries resulting in the change in consolidation scope during the first quarter ended June 30, 2010

##### (2) Adoption of simplified accounting treatment and special accounting treatments: No

(Note) Indicates adoption of simplified accounting treatment and special accounting treatments for quarterly consolidated financial statements

##### (3) Changes in accounting principles, procedures, and the presentation

1) Changes due to revisions of accounting standards etc: Adopted

2) Changes other than 1): No

(Note) Indicates changes in accounting principles, procedures, and the presentation for quarterly consolidated financial statements (matters to be included in the section, Changes in Basic Important Matters for Preparation of Quarterly Consolidated Financial Statements).

##### (4) Number of Shares Issued and Outstanding

(Shares)

	First Quarter ended June 30, 2010	Full Year ended March 31, 2010
Number of shares issued and outstanding at period end. . . . .	48,919,396	48,919,396
Number of treasury stocks at period end. . . . .	1,209,971	1,209,971
Average number of shares issued and outstanding during the fiscal term. . .	47,709,425	47,709,713 (1Q)

#### \*Implementation status about the quarterly review:

This summary of financial statements is exempt from quarterly review procedure required by Financial Instruments and Exchange Act. A part of quarterly review for securities report based on Financial Instruments and Exchange Act have not finished at the time of disclosure of this summary of financial statements.

#### \*Note to ensure appropriate use of forecasts:

Forecasts in this document are based on assumptions, prospects and plans as of the date of this document. Actual results may differ significantly from these forecasts, due to various factors affecting the Company's business performance, such as change in economical conditions.

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# 1. Qualitative Information for the first quarter ended June 30, 2010

## (1) Qualitative Information of Consolidated Operating Results

In the first quarter of the fiscal year ending March 31, 2011 (April 1, 2010 to June 30, 2010), there were visible signs that the Japanese economy was hitting a bottom, with improvement of corporate earnings and recovery of consumer spending. However, the business environment remained difficult, with the yen appreciating against the U.S. dollar and euro due to financial uncertainty triggered by financial crises in European countries.

Under these circumstances, the SANIX Group reinforced legal compliance and customer-oriented marketing to recover customer confidence in the Company. At the same time, SANIX focused on improving productivity, reducing costs and implementing other streamlining measures to improve profitability.

On April 22, 2010, in the first quarter of the fiscal year ending March 31, 2011, the Group laid out "Spring Plan 2012," its medium-term management plan for fiscal years 2010 to 2012. In the fiscal year ended March 31, 2010, the Group began marketing a new product, Solar Photovoltaic Power Generation System, and acquired a landfill site in Hokkaido. Before moving into a new business phase, management reviewed the direction of the Group's business strategy and decided to get the Group back on track for a full-fledged growth by formulating a highly feasible medium-term management plan. Meanwhile, the Environment Resources Development Division is expecting its profitability to improve because the Sanix Energy's Tomakomai Power Plant (Tomakomai City, Hokkaido Prefecture) terminated a wholesale contract with an existing purchaser and signed a new contract with another purchaser under better conditions to supply electricity from June 1, 2010.

In the first quarter of the fiscal year ending March 31, 2011, the Sanix Group saw sales in the Home Sanitation Division (HS Division), the Establishment Sanitation Division (ES Division), and the Environmental Resources Development Division (ERD Division) grow from the same period last year. The Group's total sales amounted to 7,274 million (15.7% increase year-on-year). Regarding incomes, the Group saw profitability improve, since it implemented streamlining measures to reduce fixed costs. The Group recorded a reversal of provision for bonuses of 64 million yen as an extraordinary income, and posted an extraordinary loss of 114 million yen, because "Accounting Standards for Asset Retirement Obligations" (ASBJ Statement No. 18) and "Guidance on Accounting Standards for Asset Retirement Obligations" (ASBJ Guidance No. 21) shall be applied from fiscal years beginning on or after April 1, 2010.

As a result, the Sanix Group reported operating income of 611 million yen (operating income of 66 million yen for the same period last year), ordinary income of 593 million yen (ordinary income of 78 million yen for the same period last year) and net income of 440 million yen (net income of 84 million yen for the same period last year).

Earnings of individual divisions during the first quarter were as follows:

### **Earnings of individual divisions:**

#### **Home Sanitation Division**

In the HS Division, sales in Termite Eradication Services declined by 9.0% from the same period last year amid sluggish consumer spending, and sales in Foundation Repair Treatment and Reinforcement Services plunged by 18.0% from the same period last year, since the first-round effects of the sales campaign has ended. Meanwhile, sales in Under-Roof/Floor Ventilation Systems steadily increased by 13.3% (year-on-year). And Solar Photovoltaic Power Generation System, which the Group began marketing from October 2009, contributing to sales. Consequently, sales in the HS Division amounted to 4,403 million yen (up 12.2% from the same period last year).

Regarding operating margins, the Division promoted downsizing to reduce fixed costs, the Division's operating income increased by 3.2% year-on-year to 1,285 million yen, since the Division has begun marketing the "Solar Photovoltaic Power Generation System" with a thinner profit-margin than the existing products. The operating-income-to-sales ratio stands at 29.2% (31.7% in the same period last year).

### **Establishment Sanitation Division**

The ES Division concentrated its resources on marketing to corporate customers, such as building and condominium management companies in the Tokyo, Nagoya, and Fukuoka areas to improve business efficiency and recover profitability. Consequently, the ES Division posted an operating income of 55 million yen (up 26.4% from the same period last year) on net sales of 649 million yen (up 0.2% from the same period last year). This was because fixed costs decreased due to the Division's cost-reduction efforts.

### **Environmental Resources Development Division**

Sales in Waste Plastic Processing increased by 32.1% (year-on-year), due to increases in the number of customers and volume of plastic brought in, though the processing unit price was lowered to cope with customers' demands for reduced prices during the economic slump. Power Sales increased by 14.1% year-on-year because the Sanix Energy's Tomakomai Power Plant (Tomakomai City, Hokkaido Prefecture) reduced the regular maintenance period compared to the previous year and began supplying electricity to a new purchaser under better conditions from June 2010. Sales in Organic Liquid Waste Processing fell by 17.7% (year-on-year), since the volume of wastewater brought in from the restaurant industry and food processing factories decreased due to the slowing economy. The Group posted sales in Landfill Operations because it acquired a landfill site in the third quarter of the previous fiscal year. As a result, sales in the ERD Division amounted to 2,221 million yen (up 29.6% from the same period last year).

The Division saw operating loss decrease to 179 million yen (operating loss of 663 million yen for the same period last year) because its efforts to increase productivity and reduce costs paid off.

## **(2) Qualitative Information of Consolidated Financial Position**

### 1) Assets, Liabilities and Net Assets

Total assets amounted to 20,088 million yen as of the end of the first quarter of the current fiscal year, up 92 million yen from the end of the previous fiscal year. This was mainly due to an increase in inventories. Total liabilities were 12,605 million yen, down 335 million yen from the end of the previous fiscal year. This was attributable to a decrease in notes and accounts payable-trade and repayments of loans payable. Net assets totaled 7,482 million yen, up 428 million yen from the previous consolidated fiscal year end. This increase was primarily due to the net income of 440 million yen incurred during the quarter. Consequently, the ratio of owners' equity was 37.1%, compared to 35.1% for the previous consolidated fiscal year end.

### 2) Cash Flows

Cash and cash equivalents as of June 30, 2010 totaled 1,283 million yen, an increase of 28 million yen from as of March 31, 2010.

#### (Cash Flows from Operating Activities)

Net cash provided by operating activities totaled 261 million yen, a decrease of 418 million yen from the same period last year. This was mainly due to a decrease in accounts payable-trade of 365 million yen and an increase in inventories of 304 million yen, despite the recording of net income before income taxes of 551 million yen.

#### (Cash Flows from Investing Activities)

Net cash used for investing activities totaled 54 million yen, an increase of 37 million yen from the same period last year. This was mainly due to the payments for purchase of property, plant and equipment by 58 million yen.

#### (Cash Flows from Financing Activities)

Net cash used for financing activities totaled 178 million yen, an increase of 120 million yen from the same period last year. This was mainly due to the repayments of short-term loans payable.

### **(3) Qualitative information on the forecast of consolidated business results**

There is no change in the forecast of consolidated business results for the current fiscal year ending March 2011, the Sanix Group announced on May 12, 2010.

## **2. Other Information**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in consolidation scope): None

(2) Adoption of simplified accounting treatment and special accounting treatments: None

(3) Changes in accounting principles, procedures and presentation:

<Changes in accounting standards>

1) Adopting the "Accounting Standard for Asset Retirement Obligations"

Effective from the first quarter of the current fiscal year, the Company adopted new accounting standards, "Accounting Standard for Asset Retirement Obligations" (ASBJ statement No.18, March 31, 2008) and the "Guidance on Accounting Standard for Asset Retirement Obligations" (ASBJ Guidance No.21, March 31, 2008). In connection with the adoption of these Standards, operating income and ordinary income decreases in 2,091 thousand yen and income before income taxes and minority interests decreases in 116,630 thousand yen.

2) Adopting the "Accounting Standard for Business Combinations"

Effective from the first quarter of the current fiscal year, the Company adopted the "Accounting Standard for Business Combinations" (ASBJ statement No.21, December 26, 2008), "Accounting Standard for Consolidated Financial Statements" (ASBJ statement No.22, December 26, 2008), "Partial amendments to Accounting Standard for Research and Development Costs" (ASBJ statement No.23, December 26, 2008)," Accounting Standard for Business Divestitures" (ASBJ statement No.7, December 26, 2008), "Accounting Standard for Equity Method of Accounting for Inventories" (ASBJ statement No.16, December 26, 2008) and "Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures" (ASBJ Guidance No.10 December 26, 2008).

### 3. Consolidated Financial Statements for the first quarter ended June 30, 2010

#### (1) Consolidated Quarterly Balance Sheets

(Thousands of Yen)

	As of June 30	As of March 31
	FY2010	FY2009
<b>Assets:</b>		
Current Assets:		
Cash and deposits	1,283,635	1,254,960
Notes and accounts receivable-trade	2,050,023	2,055,714
Merchandise and finished goods	80,249	59,981
Raw materials and supplies	1,445,356	1,160,785
Other	715,341	731,319
Allowance for doubtful accounts	(102,456)	(109,694)
Total Current Assets:	<u>5,472,149</u>	<u>5,153,065</u>
Noncurrent Assets:		
Property, Plant and Equipment:		
Buildings and structures, net	2,454,367	2,248,637
Machinery, equipment and vehicles, net	162,804	162,775
Land	8,979,529	8,979,529
Other, net	221,557	437,373
Total Property, Plant and Equipment:	<u>11,818,259</u>	<u>11,828,315</u>
Intangible Fixed Assets:		
Goodwill	933,388	961,390
Other	61,323	61,884
Total Intangible Fixed Assets:	<u>994,712</u>	<u>1,023,275</u>
Investments and Other Assets:	<u>1,802,918</u>	<u>1,991,062</u>
Total Fixed Assets:	<u>14,615,890</u>	<u>14,842,653</u>
<b>Total Assets:</b>	<u>20,088,039</u>	<u>19,995,719</u>
<b>Liabilities:</b>		
Current Liabilities:		
Notes and accounts payable-trade	793,524	1,159,167
Short-term loans payable	5,187,500	5,345,000
Income taxes payable	80,506	161,477
Provision	27,763	90,019
Other	2,984,748	2,586,718
Total Current Liabilities:	<u>9,074,042</u>	<u>9,342,383</u>
Noncurrent Liabilities:		
Long-term loans payable	1,623,954	1,726,168
Provision for retirement benefits	1,250,804	1,212,181
Provision for directors' retirement benefits	210,270	209,895
Provision for disposal site closing expenses	268,821	258,722
Other	177,298	191,825
Total Noncurrent Liabilities:	<u>3,531,148</u>	<u>3,598,793</u>
<b>Total Liabilities:</b>	<u>12,605,191</u>	<u>12,941,176</u>



(Thousands of Yen)

	<u>As of June 30</u>	<u>As of March 31</u>
	<u>FY2010</u>	<u>FY2009</u>
<b>Net Assets:</b>		
Shareholders' Equity:		
Capital stock	14,041,834	14,041,834
Capital surplus	(5,000,418)	(5,540,972)
Treasury stock	(1,610,755)	(1,610,755)
Total Shareholders' Equity:	<u>7,430,661</u>	<u>6,990,107</u>
Valuation and translation adjustments:		
Valuation difference on available-for-sale securities	21,958	34,396
Total Valuation and translation adjustments:	<u>21,958</u>	<u>34,396</u>
Minority Interests:	<u>30,228</u>	<u>30,039</u>
<b>Total Net Assets:</b>	<u>7,482,848</u>	<u>7,054,542</u>
<b>Total Liabilities and Net Assets:</b>	<u>20,088,039</u>	<u>19,995,719</u>

**(2) Consolidated Quarterly Statement of Income**

(Thousands of Yen)

	First quarter	
	from April 1 to June 30	
	FY2009	FY2010
Net sales	6,288,550	<b>7,274,768</b>
Cost of sales	3,608,424	<b>4,157,279</b>
Gross profit	2,680,126	<b>3,117,489</b>
Selling, general and administrative expenses	2,613,400	<b>2,505,856</b>
Operating income	66,726	<b>611,632</b>
Non-operating income:		
Interest income	1,765	<b>1,501</b>
Dividends income	6,267	<b>6,033</b>
Land and house rent received	16,820	<b>16,819</b>
Other	17,088	<b>11,578</b>
Total non-operating income	41,942	<b>35,933</b>
Non-operating expenses:		
Interest expenses	29,718	<b>49,755</b>
Other	609	<b>4,355</b>
Total non-operating expenses	30,328	<b>54,110</b>
Ordinary income	78,339	<b>593,455</b>
Extraordinary income:		
Gain on sales of subsidiaries and affiliates' stocks	-	<b>5,000</b>
Reversal of allowance for doubtful accounts	-	<b>2,535</b>
Reversal of provision for bonuses	53,632	<b>64,788</b>
Total extraordinary income	53,632	<b>72,324</b>
Extraordinary loss:		
Loss on retirement of noncurrent assets	4,471	<b>184</b>
Loss on cancellation of lease contracts	642	<b>296</b>
Loss on adjustment for changes of accounting standard for asset retirement obligations	-	<b>114,268</b>
Total extraordinary loss	5,113	<b>114,749</b>
Income before income taxes	126,859	<b>551,029</b>
Income taxes-current	30,587	<b>62,351</b>
Income taxes-deferred	11,790	<b>47,610</b>
Total income taxes	42,378	<b>109,961</b>
Income before minority interests	-	<b>441,067</b>
Minority interests in income	210	<b>513</b>
Net income	84,270	<b>440,553</b>

**(3) Consolidated Quarterly Statement of Cash Flows**

(Thousands of yen)

	First Quarter	
	From April 1 to June 30	
	FY2009	FY2010
<b>Net Cash Provided by (Used in) Operating Activities:</b>		
Income before income taxes	126,859	551,029
Depreciation and amortization	128,679	100,062
Increase (Decrease) in provision for retirement benefits	32,583	38,623
Loss on adjustment for changes of accounting standard for asset retirement obligations	-	114,268
Amortization of goodwill	-	28,001
Increase (Decrease) in allowance for doubtful accounts	(5,837)	(2,754)
Interest and dividends income	(8,033)	(7,535)
Interest expenses	29,718	49,755
Decrease (Increase) in notes and accounts receivable-trade	(15,812)	5,691
Decrease (increase) in inventories	19,900	(304,839)
Increase (decrease) in notes and accounts payable-trade	55,790	(365,643)
Other, net	480,320	207,623
Subtotal	844,170	414,283
Interest and dividends income received	7,993	7,503
Interest expenses paid	(26,827)	(37,626)
Payments for loss on disaster	(37,398)	-
Income taxes paid	(107,138)	(122,173)
<b>Net cash provided by operating activities:</b>	680,799	261,986
<b>Net Cash Provided by (Used in) Investing Activities:</b>		
Payments into time deposits	(5,000)	-
Proceeds from withdrawal of time deposits	20,000	-
Purchase of property, plant and equipment	(58,931)	(58,573)
Other	27,346	4,017
<b>Net cash provided by investing activities:</b>	(16,585)	(54,555)
<b>Net Cash Provided by (Used in) Financing Activities:</b>		
Increase (decrease) in short-term loans payable	(37,500)	(157,500)
Repayment of long-term loans payable	(6,501)	(2,214)
Repayments of finance lease obligations	(14,389)	(18,716)
Other	(356)	(325)
<b>Net cash provided by financing activities:</b>	(58,746)	(178,755)
<b>Net increase (decrease) in cash and cash equivalents</b>	605,467	28,675
<b>Cash and cash equivalents at beginning of period</b>	1,049,885	1,254,960
<b>Cash and cash equivalents at the end of period</b>	1,655,353	1,283,635

#### (4) Note regarding assumption of a going concern

There is no events or situations that arouse serious doubt regarding the assumption of a going concern.

#### (5) Segment Information

Prior first quarter (From April 1, 2009 to June 30, 2009)

##### a. Segment Information by Type of Business

(Thousands of Yen)

Segments	HS	ES	ERD	Total	Elimination or Group	Consolidated
Net Sales:						
(1)Sales to customers . . . . .	3,925,991	648,538	1,714,020	6,288,550	-	6,288,550
(2)Internal sales among segments and transfer accounts. . . . .	-	-	-	-	-	-
Total . . . . .	3,925,991	648,538	1,714,020	6,288,550	-	6,288,550
Operating income (loss) . . . . .	1,246,296	44,219	(663,700)	626,815	(560,089)	66,726

(Notes)

1. Business divisions are those used for internal administrative purposes.

2. Principal services and products by business division

\*HS Division: Termite eradication service, Foundation repairing treatment, Under-roof/floor ventilation system and Home reinforcement system

\*ES Division: Anti-rust equipment installation, Repair of building water-works and Waterproofing of building

\*ERD Division: Waste plastic processing, Waste organic liquid processing and Power generation

##### b. Segment Information by Location

The Company does not report segment information by location because the Company does not have any consolidated subsidiaries or important offices located in countries or regions outside of Japan.

##### c. Foreign Sales

There is no foreign sales.

Current first quarter (From April 1, 2010 to June 30, 2010)

(Thousands of Yen)

Segments	HS	ES	ERD	Total	Elimination or Group	Consolidated
Net Sales:						
(1)Sales to customers . . . . .	4,403,845	649,607	2,221,315	7,274,768	-	7,274,768
(2)Internal sales among segments and transfer accounts. . . . .	-	-	-	-	-	-
Total . . . . .	4,403,845	649,607	2,221,315	7,274,768	-	7,274,768
Operating income (loss) . . . . .	1,285,839	55,897	(179,103)	1,162,633	(551,001)	611,632

(Additional Information)

Effective from the first quarter of the current fiscal year, the Company adopted new accounting standards, the "Accounting Standard for Disclosures about Segments of an Enterprise and Related information" (ASBJ statement No.17, March 27, 2009) and the "Guidance on the Accounting Standard for Disclosures about Segments of an Enterprise and Related information" (ASBJ Guidance No.20, March 21, 2008).

## (6) Note regarding significant changes in the amount of shareholders' equity

There is no significant change.

## 4. Supplement Information

### (1) Net Sales by Division

(Thousands of Yen)

	First quarter		Changes
	from April 1 to June 30		
	FY2009	FY2010	
Termite Eradication Service	1,524,044	<b>1,386,589</b>	(137,454)
Under-Roof/Floor Ventilation System	832,227	<b>942,839</b>	110,612
Foundation Repairing Treatment	827,857	<b>678,850</b>	(149,007)
Home Reinforcement System	112,831	<b>128,465</b>	15,633
Solar photovoltaic power generation system	—	<b>471,754</b>	471,754
Other	629,031	<b>795,346</b>	166,315
<b>Home Sanitation Division Total:</b>	<b>3,925,991</b>	<b>4,403,845</b>	477,853
Anti-rust equipment installation	190,016	<b>119,014</b>	(71,002)
Repair of building water-works	201,742	<b>202,284</b>	542
Waterproofing of building	51,370	<b>154,369</b>	102,999
Other	205,409	<b>173,938</b>	(31,471)
<b>Establishment Sanitation Division Total:</b>	<b>648,538</b>	<b>649,607</b>	1,068
Industrial Waste (Waste plastic processing)	944,519	<b>1,248,119</b>	303,599
Industrial waste (Organic Waste Water Recycle)	409,703	<b>337,009</b>	(72,694)
Generation of electricity	262,411	<b>299,518</b>	37,107
Final disposal	—	<b>233,168</b>	233,168
Other	97,386	<b>103,500</b>	6,114
<b>Environmental Resources Development Division Total:</b>	<b>1,714,020</b>	<b>2,221,315</b>	507,295
<b>Total Net Sales:</b>	<b>6,288,550</b>	<b>7,274,768</b>	986,217