



## Vendor Inventory Value

Vendor:	% of Total		# On Hand:	Avg Cost:	Avg Wholesale:	Avg Retail:	Net Cost OH:	Wholesale OH:	Retail OH:	Margin*:
	Cost	Retail								
Acme	10.2%	7.7%	20,516	\$3.42	\$2.71	\$4.72	\$70,240.00	\$55,690.00	\$96,836.40	27.5%
adidas	1.5%	1.7%	650	\$15.90	\$17.38	\$32.85	\$10,332.25	\$11,297.50	\$21,350.52	51.6%
Alpine International	0.0%	0.0%	10	\$0.00	\$0.00	\$10.00	\$0.00	\$0.00	\$100.00	100.0%
Arnette	0.1%	0.2%	27	\$36.02	\$36.20	\$71.67	\$972.50	\$977.50	\$1,935.00	49.7%
Atlas Snow-Shoe Co.	0.1%	0.1%	9	\$91.44	\$91.44	\$149.00	\$823.00	\$823.00	\$1,341.00	38.6%
Beaver Creek	0.7%	1.3%	759	\$6.19	\$6.59	\$21.18	\$4,701.90	\$5,004.90	\$16,078.15	70.8%
Black Diamond Sportswear US	0.5%	0.7%	172	\$20.76	\$26.42	\$47.77	\$3,570.55	\$4,544.61	\$8,217.15	56.5%
Blue Water	0.0%	0.0%	662	\$0.42	\$0.00	\$0.00	\$277.01	\$0.00	\$0.00	0.0%
Boot Glove Ltd	0.0%	0.0%	12	\$15.00	\$15.00	\$29.95	\$180.00	\$180.00	\$359.40	49.9%
Boreil\MPH	0.3%	0.3%	61	\$30.22	\$31.04	\$59.00	\$1,843.40	\$1,893.40	\$3,598.75	48.8%
Briko	0.9%	1.1%	138	\$45.72	\$55.05	\$98.47	\$6,309.08	\$7,596.55	\$13,589.00	53.6%
Brystie, Inc.	0.4%	0.5%	556	\$4.40	\$5.29	\$10.57	\$2,447.20	\$2,941.50	\$5,875.45	58.3%
Bula/Fuli Wear, Inc.	0.1%	0.1%	40	\$12.73	\$13.40	\$26.78	\$509.30	\$536.00	\$1,071.30	52.5%
Burton Snowboards	1.4%	1.6%	227	\$43.27	\$43.27	\$86.36	\$9,823.00	\$9,823.00	\$19,604.65	49.9%
Calvert Manufacturing	0.1%	0.0%	3	\$115.00	\$115.00	\$89.00	\$345.00	\$345.00	\$267.00	(29.2%)
Camelback	0.2%	0.2%	51	\$26.42	\$26.42	\$52.01	\$1,347.45	\$1,347.45	\$2,652.45	49.2%
Cannondale	1.8%	2.0%	16	\$788.13	\$812.50	\$1,576.25	\$12,610.00	\$13,000.00	\$25,220.00	50.0%
Carrera	0.4%	0.5%	88	\$29.55	\$47.55	\$76.91	\$2,600.80	\$4,184.40	\$6,768.50	61.6%
Cascade Designs	0.0%	0.0%	35	\$8.88	\$9.06	\$15.39	\$310.66	\$317.00	\$538.75	42.3%
Chapstick	0.0%	0.0%	313	\$0.33	\$0.00	\$0.00	\$103.29	\$0.00	\$0.00	0.0%
Cherry Tree	0.0%	0.0%	8	\$22.50	\$25.00	\$39.95	\$180.00	\$200.00	\$319.60	43.7%
Chilly's 'Authentic' Eyewear	0.1%	0.1%	78	\$7.70	\$7.70	\$15.64	\$600.50	\$600.50	\$1,219.62	50.8%
Columbia Sportswear Compan	6.4%	6.7%	1,165	\$37.38	\$40.45	\$72.30	\$43,543.20	\$47,128.50	\$84,230.43	48.3%
Conformable	0.3%	0.6%	112	\$18.00	\$35.96	\$71.92	\$2,016.00	\$4,027.50	\$8,055.00	75.0%
Conquest	0.0%	0.0%	3	\$35.00	\$35.00	\$59.95	\$105.00	\$105.00	\$179.85	41.6%
Couloir	0.8%	0.9%	67	\$83.67	\$83.67	\$164.15	\$5,606.00	\$5,606.00	\$10,998.00	49.0%
Dagger	0.3%	0.3%	5	\$352.80	\$360.00	\$705.60	\$1,764.00	\$1,800.00	\$3,528.00	50.0%
Dalbello	3.1%	3.6%	320	\$66.39	\$83.53	\$142.28	\$21,246.24	\$26,730.50	\$45,530.00	53.3%
Descente America, Inc.	1.2%	1.3%	82	\$98.77	\$98.77	\$197.55	\$8,099.50	\$8,099.50	\$16,199.00	50.0%
Duffel	0.5%	0.5%	65	\$49.12	\$49.12	\$94.69	\$3,193.00	\$3,193.00	\$6,154.60	48.1%
Elan Blanc	0.1%	0.2%	73	\$12.61	\$14.01	\$27.92	\$920.70	\$1,023.00	\$2,038.35	54.8%
Elan Monark	0.4%	0.3%	19	\$156.93	\$187.37	\$206.05	\$2,981.62	\$3,560.00	\$3,915.00	23.8%
Fessenden Shirt Company	0.1%	0.1%	47	\$13.23	\$13.50	\$27.00	\$621.81	\$634.50	\$1,269.00	51.0%
Fila	0.0%	0.0%	1	\$142.00	\$142.00	\$99.00	\$142.00	\$142.00	\$99.00	(43.4%)
Footjoy	0.2%	0.1%	14	\$90.00	\$90.00	\$110.00	\$1,260.00	\$1,260.00	\$1,540.00	18.2%
Gary Fisher	1.4%	1.5%	17	\$564.24	\$579.41	\$1,128.47	\$9,592.00	\$9,850.00	\$19,184.00	50.0%
Giro Helmets	0.2%	0.2%	22	\$54.66	\$54.66	\$108.13	\$1,202.50	\$1,202.50	\$2,378.90	49.5%
Gordini	0.5%	0.6%	266	\$11.67	\$17.41	\$26.88	\$3,104.42	\$4,629.75	\$7,150.80	56.6%
Grandoe Corporation	0.3%	0.3%	73	\$31.50	\$35.00	\$59.95	\$2,299.50	\$2,555.00	\$4,376.35	47.5%
Head	1.1%	1.4%	262	\$29.21	\$41.38	\$64.80	\$7,651.89	\$10,841.00	\$16,976.95	54.9%
Hot Chillys	1.0%	1.0%	299	\$22.40	\$22.40	\$43.38	\$6,699.00	\$6,699.00	\$12,971.40	48.4%
Hotronic USA, Inc.	0.2%	0.3%	62	\$25.92	\$29.71	\$52.16	\$1,607.10	\$1,842.00	\$3,234.00	50.3%
Icelandic Design	0.6%	0.7%	82	\$50.84	\$50.84	\$101.30	\$4,169.25	\$4,169.25	\$8,306.65	49.8%
ingauge	0.0%	0.0%	2	\$49.00	\$0.00	\$100.00	\$98.00	\$0.00	\$200.00	51.0%
Invicta	0.0%	0.0%	5	\$36.30	\$36.30	\$91.40	\$181.50	\$181.50	\$457.00	60.3%
K-2 Corporation	3.5%	3.3%	134	\$179.39	\$207.75	\$309.11	\$24,038.78	\$27,838.38	\$41,420.50	42.0%
Killy	0.1%	0.0%	4	\$148.25	\$148.25	\$91.50	\$593.00	\$593.00	\$366.00	(62.0%)
Leki	0.1%	0.1%	32	\$24.07	\$26.31	\$53.33	\$770.34	\$842.00	\$1,706.50	54.9%
Lotus Designs, Inc.	0.4%	0.4%	54	\$49.00	\$50.00	\$83.99	\$2,646.00	\$2,700.00	\$4,535.46	41.7%

Vendor:	% of Total		# On Hand:	Avg Cost:	Avg Wholesale:	Avg Retail:	Net Cost OH:	Wholesale OH:	Retail OH:	Margin*:
	Cost	Retail								
Louis Garneau	0.6%	0.6%	42	\$94.94	\$94.94	\$187.05	\$3,987.50	\$3,987.50	\$7,856.00	49.2%
Marker Ltd.	1.1%	1.2%	79	\$92.61	\$92.61	\$185.23	\$7,316.50	\$7,316.50	\$14,633.00	50.0%
Marker USA	2.9%	3.0%	406	\$49.47	\$67.42	\$91.20	\$20,085.53	\$27,374.50	\$37,027.00	45.8%
Marmot	1.5%	1.6%	84	\$121.20	\$121.20	\$241.94	\$10,180.50	\$10,180.50	\$20,323.00	49.9%
Maser	0.2%	0.2%	44	\$28.43	\$28.43	\$56.91	\$1,251.00	\$1,251.00	\$2,504.05	50.0%
Maxfli-Dunlop	0.0%	0.2%	1,149	\$0.00	\$1.75	\$2.50	\$0.00	\$2,010.75	\$2,872.50	100.0%
Mitchell Gold	0.6%	0.9%	15	\$256.50	\$285.00	\$712.95	\$3,847.50	\$4,275.00	\$10,694.25	64.0%
Miura	0.2%	0.2%	17	\$73.26	\$77.12	\$156.06	\$1,245.45	\$1,311.00	\$2,653.00	53.1%
Mobius	0.0%	0.0%	1	\$125.00	\$125.00	\$99.00	\$125.00	\$125.00	\$99.00	(26.3%)
Muller	0.0%	0.0%	85	\$0.05	\$0.00	\$0.10	\$4.25	\$0.00	\$8.50	50.0%
Murray Merkley of Vail Ltd.	0.1%	0.1%	74	\$11.78	\$12.40	\$23.52	\$871.69	\$917.50	\$1,740.30	49.9%
Neckworks	0.2%	0.2%	91	\$12.57	\$12.57	\$25.27	\$1,144.25	\$1,144.25	\$2,299.84	50.2%
New York Times	0.0%	0.0%	73	\$0.95	\$1.00	\$2.50	\$69.35	\$73.00	\$182.50	62.0%
Nokia	0.0%	0.0%	299	\$0.92	\$0.00	\$0.00	\$275.08	\$0.00	\$0.00	0.0%
Nomadic Traders	0.3%	0.4%	107	\$20.93	\$20.93	\$42.35	\$2,239.50	\$2,239.50	\$4,531.95	50.6%
Nordica	6.8%	6.7%	457	\$101.29	\$114.47	\$184.58	\$46,289.35	\$52,315.00	\$84,352.15	45.1%
Obermeyer	2.2%	2.4%	239	\$63.30	\$63.30	\$126.63	\$15,129.25	\$15,129.25	\$30,265.50	50.0%
Olin Ski Company	3.0%	2.5%	94	\$216.05	\$278.01	\$337.94	\$20,308.80	\$26,133.20	\$31,766.00	36.1%
Perception	0.6%	0.7%	12	\$363.75	\$375.00	\$727.50	\$4,365.00	\$4,500.00	\$8,730.00	50.0%
Phoenix Ski and Sport	1.5%	1.7%	78	\$131.87	\$137.08	\$274.17	\$10,285.86	\$10,692.50	\$21,385.00	51.9%
Point of Sale Technologies, I	0.0%	0.0%	20	\$0.00	\$0.00	\$20.00	\$0.00	\$0.00	\$400.00	100.0%
Postcard Printing Co.	0.0%	0.0%	45	\$0.00	\$0.23	\$0.75	\$0.00	\$10.35	\$33.75	100.0%
Prince	0.0%	0.0%	7	\$19.64	\$19.64	\$39.24	\$137.50	\$137.50	\$274.70	49.9%
Red Snowboards	0.2%	0.2%	20	\$64.02	\$66.00	\$109.95	\$1,280.40	\$1,320.00	\$2,199.00	41.8%
Reebok	0.1%	0.1%	23	\$19.52	\$19.52	\$31.21	\$449.00	\$449.00	\$717.90	37.5%
Reliable Racing Supply	0.2%	0.2%	39	\$32.28	\$39.15	\$77.29	\$1,259.10	\$1,527.00	\$3,014.25	58.2%
Reusch	0.4%	0.4%	80	\$32.16	\$33.88	\$60.18	\$2,572.92	\$2,710.00	\$4,814.15	46.6%
Rossignol	13.0%	12.0%	1,327	\$67.13	\$80.75	\$113.07	\$89,085.08	\$107,155.15	\$150,047.70	40.6%
Roxy	0.1%	0.1%	8	\$92.50	\$100.00	\$169.95	\$740.00	\$800.00	\$1,359.60	45.6%
Salomon/North America	14.4%	13.8%	872	\$113.50	\$134.76	\$197.94	\$98,971.71	\$117,511.58	\$172,603.45	42.7%
Scott USA	0.4%	0.4%	108	\$24.84	\$38.51	\$50.78	\$2,682.43	\$4,159.60	\$5,484.60	51.1%
Skane Ltd	0.0%	0.0%	4	\$80.00	\$80.00	\$79.00	\$320.00	\$320.00	\$316.00	(1.3%)
Ski Experience	0.0%	0.0%	35	\$8.13	\$8.13	\$16.46	\$284.50	\$284.50	\$576.00	50.6%
Smart Wool-Duke Designs	0.2%	0.3%	187	\$7.22	\$8.20	\$16.91	\$1,349.70	\$1,533.75	\$3,161.40	57.3%
Smith Sports Optics	0.2%	0.2%	63	\$23.01	\$33.10	\$48.11	\$1,449.78	\$2,085.20	\$3,030.85	52.2%
Sport Obermyer, Ltd	0.1%	0.1%	8	\$93.69	\$93.69	\$86.50	\$749.50	\$749.50	\$692.00	(8.3%)
Sports Specialist Ltd	0.1%	0.1%	55	\$6.65	\$6.65	\$16.53	\$365.50	\$365.50	\$909.25	59.8%
Surf More	0.0%	0.0%	1	\$0.00	\$0.00	\$49.95	\$0.00	\$0.00	\$49.95	100.0%
Swix	0.2%	0.2%	218	\$6.45	\$6.71	\$13.90	\$1,406.66	\$1,463.30	\$3,030.10	53.6%
TallySoft	0.0%	0.0%	2	\$0.00	\$0.00	\$90.00	\$0.00	\$0.00	\$180.00	100.0%
Tecnica	3.8%	3.5%	140	\$188.48	\$205.69	\$315.74	\$26,387.10	\$28,797.00	\$44,203.00	40.3%
Thule	0.9%	0.8%	181	\$32.85	\$32.85	\$52.58	\$5,946.00	\$5,946.00	\$9,516.45	37.5%
Timberland	0.0%	0.1%	44	\$0.00	\$14.32	\$24.55	\$0.00	\$630.00	\$1,080.00	100.0%
Torsan Trading Inc	0.0%	0.1%	47	\$6.75	\$9.00	\$24.95	\$317.25	\$423.00	\$1,172.65	72.9%
Twos Company	0.0%	0.0%	7	\$12.86	\$12.86	\$30.29	\$90.00	\$90.00	\$212.00	57.5%
USA Today	0.0%	0.0%	65	\$0.50	\$0.50	\$1.00	\$32.50	\$32.50	\$65.00	50.0%
Volkl Ski	1.7%	1.6%	41	\$289.07	\$319.96	\$476.56	\$11,851.86	\$13,118.50	\$19,539.00	39.3%
Wall Street Journal	0.0%	0.0%	91	\$0.71	\$0.75	\$1.50	\$64.61	\$68.25	\$136.50	52.7%
Wee Gear, Inc.	0.3%	0.3%	167	\$13.79	\$14.40	\$26.00	\$2,302.77	\$2,405.07	\$4,341.65	47.0%
<b>Report Totals</b>			<b>35,069</b>	<b>\$19.54</b>	<b>\$21.77</b>	<b>\$35.67</b>	<b>\$685,396.47</b>	<b>\$763,623.39</b>	<b>\$1,251,027.87</b>	<b>45.2%</b>