Cintas Corporation Announces Fiscal 2014 Third Quarter Results

Cintas Corporation reports Double-Digit Increases in Net Income and Earnings Per Share

CINCINNATI, March 19, 2014 -- Cintas Corporation (Nasdaq: CTAS) today reported results for its third quarter ended February 28, 2014. Revenue for the third quarter was \$1.13 billion, representing a 5.1% increase compared to last year's third quarter. Adjusting for one more workday in this year's third quarter compared to last year's third quarter, revenue grew 3.5%. Organic growth, which adjusts for the impact of acquisitions and the one additional workday, was 3.1%. This organic growth rate reflects the impact of a weaker Canadian dollar relative to the U.S. dollar and the difficult year-over-year comparison due to our Uniform Direct Sales operating segment having the largest uniform program roll-out in the Company's history during last year's third quarter. These items negatively impacted organic growth by 0.5% and 1.7%, respectively.

The Company's operating income of \$150.2 million was a 12.9% increase as compared to \$133.0 million in last year's third quarter. Net income increased 13.2% to \$84.6 million as compared to \$74.7 million in last year's third quarter. Earnings per diluted share (EPS) for the third quarter were \$0.69, a 15.0% increase over the \$0.60 EPS in last year's third quarter.

Scott D. Farmer, Chief Executive Officer, stated, "Despite the impact of the severe winter weather which affected our customers and our operations, as well as the weaker Canadian dollar, we were able to grow earnings at a double-digit rate. We are pleased with our results for the quarter and our fiscal year to date achieved by the hard work and dedication of our employees, who we call partners."

Mr. Farmer concluded, "We are updating our fiscal 2014 guidance based on our third quarter results. We expect fiscal 2014 revenue in the range of \$4.550 billion to \$4.575 billion and EPS in the range of \$2.75 to \$2.79. This guidance assumes no deterioration in the U.S. economy and does not consider any additional share buybacks."

Earlier today, the Company announced an agreement with the shareholders of Shred-it International Inc. (Shred-it) to combine Cintas' Document Shredding business with Shred-it's Document Shredding business. Under the agreement, Cintas and Shred-it will each contribute its document shredding business to a newly formed partnership that will be owned 42% by Cintas and 58% by the shareholders of Shred-it. The combined entity will operate under the Shred-it brand and is expected to have annual revenue in excess

of \$600 million. In addition to its 42% ownership of the partnership, Cintas will receive approximately \$180 million in cash at the closing of the transaction which is expected to occur before May 31, 2014. The updated guidance above does not include any impact of this transaction.

About Cintas

Headquartered in Cincinnati, Cintas Corporation provides highly specialized services to businesses of all types primarily throughout North America. Cintas designs, manufactures and implements corporate identity uniform programs, and provides entrance mats, restroom supplies, first aid, safety, fire protection products and services and document management services for over one million businesses. Cintas is a publicly held company traded over the Nasdaq Global Select Market under the symbol CTAS and is a component of the Standard & Poor's 500 Index.

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS

The Private Securities Litigation Reform Act of 1995 provides a safe harbor from civil litigation for forward-looking statements. Forward-looking statements may be identified by words such as "estimates," "anticipates," "predicts," "projects," "plans," "expects," "intends," "target," "forecast," "believes," "seeks," "could," "should," "may" and "will" or the negative versions thereof and similar words, terms and expressions and by the context in which they are used. Such statements are based upon current expectations of Cintas and speak only as of the date made. You should not place undue reliance on any forward-looking statement. We cannot guarantee that any forward-looking statement will be realized. These statements are subject to various risks, uncertainties, potentially inaccurate assumptions and other factors that could cause actual results to differ from those set forth in or implied by this Press Release. Factors that might cause such a difference include, but are not limited to, the ability and timing to satisfy the closing conditions to consummate the transaction with Shred-it, including the receipt of government and other approvals; the Shred-it partnership's ability to promptly and effectively integrate the Cintas Document Shredding business with Shred-it's Document Shredding business; the Shred-it partnership's ability to realize any synergies from the combination of the Cintas Document Shredding business with Shred-it's Document Shredding business; the ability to successfully explore strategic opportunities for the Cintas Global Document Storage and Imaging business; the possibility of greater than anticipated operating costs including energy and fuel costs; lower sales volumes; loss of customers due to outsourcing trends; the performance and costs of integration of acquisitions; fluctuations in costs of materials and labor including increased medical costs; costs and possible effects of union organizing activities; failure to comply with government regulations concerning employment discrimination, employee pay and benefits and employee health and safety; uncertainties regarding any existing or newly-discovered expenses and liabilities related to environmental compliance and remediation; the cost, results and ongoing assessment of internal controls for financial reporting required by the Sarbanes-Oxley Act of 2002; disruptions caused by the inaccessibility of computer systems data; the initiation or outcome of litigation, investigations or other proceedings; higher assumed sourcing or distribution costs of products; the disruption of operations from catastrophic or extraordinary events; the amount and timing of repurchases of our common stock, if any; changes in federal and state tax and labor laws; the reactions of competitors in terms of price and service; the ultimate impact of the Affordable Care Act; and the finalization of our financial statements for the guarter ended February 28, 2014. Cintas undertakes no obligation to publicly release any revisions to any forward-looking statements or to otherwise update any forward-looking statements whether as a result of new information or to reflect events, circumstances or any other unanticipated developments arising after the date on which such statements are made. A further list and description of risks, uncertainties and other matters can be found in our Annual Report on Form 10-K for the year ended May 31, 2013 and in our reports on Forms 10-Q and 8-K. The risks and uncertainties described herein are not the only ones we may face. Additional risks and uncertainties presently not known to us or that we currently believe to be immaterial may also harm our business.

For additional information, contact:

William C. Gale, Sr. Vice President-Finance and Chief Financial Officer - 513-573-4211

J. Michael Hansen, Vice President and Treasurer – 513-701-2079

Cintas Corporation Consolidated Balance Sheets (In thousands except share data)

ASSETS	February 28, 2014	May 31, 2013
Current assets: Cash & cash equivalents Marketable securities Accounts receivable, net Inventories, net Uniforms and other rental items in service Income taxes, current Prepaid expenses Total current assets	(unaudited) \$ 348,859	\$ 352,273 5,680 496,049 240,440 496,752 9,102 24,530 1,624,826
Property and equipment, at cost, net Goodwill Service contracts, net Other assets, net	981,197 1,532,568 83,972 137,795 \$ 4,400,441	986,703 1,517,560 92,153 124,390 \$ 4,345,632
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities: Accounts payable Accrued compensation and related liabilities Accrued liabilities Income taxes, current Deferred tax liability Long-term debt due within one year Total current liabilities	\$ 117,336 80,109 259,310 9,018 86,396 633 552,802	\$ 121,029 78,050 271,821 - 77,169 8,187 556,256
Long-term liabilities: Long-term debt due after one year Deferred income taxes Accrued liabilities Total long-term liabilities	1,300,523 209,915 93,168 1,603,606	1,300,979 210,483 76,422 1,587,884
Shareholders' equity: Preferred stock, no par value: 100,000 shares authorized, none outstanding Common stock, no par value: 425,000,000 shares authorized FY14: 175,939,557 issued and 120,053,074 outstanding FY13: 174,786,010 issued and 122,281,507 outstanding	- 233,927	- 186,332
Paid-in capital Retained earnings Treasury stock: FY14: 55,886,483 shares FY13: 52,504,503 shares Other accumulated comprehensive income (loss):	117,897 3,871,675 (2,015,018)	109,822 3,717,771 (1,850,556)
Foreign currency translation Unrealized loss on derivatives Other Total shareholders' equity	47,585 (13,166) 1,133 2,244,033 \$ 4,400,441	51,312 (14,339) 1,150 2,201,492 \$ 4,345,632
	,,	. , = =,===

Cintas Corporation Consolidated Condensed Statements of Cash Flows (Unaudited) (In thousands)

	Nine Months Ended					
Cash flows from operating activities:	Fel	oruary 28, 2014	Fel	oruary 28, 2013		
Net income	\$	247,218	\$	229,465		
Adjustments to reconcile net income to net cash provided						
by operating activities:						
Depreciation		127,761		123,242		
Amortization of intangible assets		17,524		17,884		
Stock-based compensation		22,248		16,660		
Deferred income taxes		8,733		31,905		
Change in current assets and liabilities, net of acquisitions of businesses:						
Accounts receivable, net		(34,024)		(41,402)		
Inventories, net		(16,130)		4,437		
Uniforms and other rental items in service		(4,142)		(28,803)		
Prepaid expenses		(1,892)		` ['] 9 [']		
Accounts payable		(7,037)		13,475		
Accrued compensation and related liabilities		2,219		(680)		
Accrued liabilities		5,025		(3,788)		
Income taxes payable		18,270		5,939		
Net cash provided by operating activities		385,773		368,343		
Cash flows from investing activities:						
Capital expenditures		(113,615)		(151,799)		
Proceeds from redemption of marketable securities		49,635		97,651		
Purchase of marketable securities and investments		(63,335)		(135,398)		
Acquisitions of businesses, net of cash acquired		(32,965)		(64,625)		
Other, net		(868)		(662)		
Net cash used in investing activities		(161,148)		(254,833)		
Cash flows from financing activities:						
Proceeds from issuance of debt		_		250,000		
Repayment of debt		(8,010)		(225,472)		
Proceeds from exercise of stock-based compensation awards		29,286		7,156		
Dividends paid		(93,314)		(79,744)		
Repurchase of common stock		(164,462)		(187,076)		
Other, net		10,339		(1,385)		
Net cash used in financing activities		(226,161)		(236,521)		
Effect of exchange rate changes on cash and cash equivalents		(1,878)		656		
Net decrease in cash and cash equivalents		(3,414)		(122,355)		
Cash and cash equivalents at beginning of period		352,273		339,825		
Cash and cash equivalents at end of period	\$	348,859	\$	217,470		

Cintas Corporation Consolidated Condensed Statements of Income (Unaudited)

(In thousands except per share data)

	Three Months Ended						
	Fe	ebruary 28, 2014	Febr	uary 28, 2013	% Change		
Revenue:	•	224 = 22	_	- 40.00-	_,		
Rental uniforms and ancillary products Other services	\$	801,702 328,535	\$	748,887 326,787	7.1 0.5		
Total revenue	\$	1,130,237	\$	1,075,674	5.1		
Costs and expenses: Cost of rental uniforms and ancillary products	\$	450,086	\$	434,809	3.5		
Cost of rental dillionns and ancillary products Cost of other services	Ψ	201,026	Ψ	198,924	1.1		
Selling and administrative expenses		328,963		308,918	6.5		
Coming and daminionality expenses		020,000		000,010	0.0		
Operating income	\$	150,162	\$	133,023	12.9		
Interest income	\$	(44)	\$	(132)	(66.7)		
Interest expense		16,418		16,302	0.7		
Income before income taxes	\$	133,788	\$	116,853	14.5		
Income taxes	•	49,186	Ψ	42,148	16.7		
Net income	\$	84,602	\$	74,705	13.2		
5 1 1/							
Per share data: Basic earnings per share	œ	0.70	œ	0.60	16.7		
9 .	\$	0.70	\$	0.60	15.0		
Diluted earnings per share	<u> </u>	0.09	Ф	0.60	15.0		
Weighted average number of shares outstanding		119,913		123,120			
Diluted average number of shares outstanding		121,280		123,757			
			Nine	Months Ended			
	Fe	ebruary 28,	Eobr	uany 28 2012	% Change		
	Fe	ebruary 28, 2014	Febr	uary 28, 2013	% Change		
Revenue:		2014		-			
Rental uniforms and ancillary products	F €	2,398,884	Febr	2,259,569	6.2		
Rental uniforms and ancillary products Other services	\$	2,398,884 995,449	\$	2,259,569 927,816	6.2 7.3		
Rental uniforms and ancillary products		2,398,884		2,259,569	6.2		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses:	\$	2,398,884 995,449 3,394,333	\$	2,259,569 927,816 3,187,385	6.2 7.3 6.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products	\$	2,398,884 995,449 3,394,333	\$	2,259,569 927,816 3,187,385 1,301,859	6.2 7.3 6.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services	\$	2,398,884 995,449 3,394,333 1,363,929 608,380	\$	2,259,569 927,816 3,187,385 1,301,859 565,674	6.2 7.3 6.5 4.8 7.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products	\$	2,398,884 995,449 3,394,333	\$	2,259,569 927,816 3,187,385 1,301,859	6.2 7.3 6.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services	\$	2,398,884 995,449 3,394,333 1,363,929 608,380	\$	2,259,569 927,816 3,187,385 1,301,859 565,674	6.2 7.3 6.5 4.8 7.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses	\$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820	\$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512	6.2 7.3 6.5 4.8 7.5 7.7		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income	\$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204	\$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340	6.2 7.3 6.5 4.8 7.5 7.7		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense	\$ \$ \$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426	\$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income	\$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196)	\$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194 362,504	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3)		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense Income before income taxes	\$ \$ \$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426 393,974	\$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense Income before income taxes Income taxes	\$ \$ \$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426 393,974 146,756	\$ \$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194 362,504 133,039	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5 8.7 10.3		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense Income before income taxes Income taxes Net income	\$ \$ \$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426 393,974 146,756	\$ \$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194 362,504 133,039	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5 8.7 10.3		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense Income before income taxes Income taxes Net income Per share data:	\$ \$ \$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426 393,974 146,756 247,218	\$ \$ \$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194 362,504 133,039 229,465	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5 8.7 10.3 7.7		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense Income before income taxes Income taxes Net income Per share data: Basic earnings per share Diluted earnings per share	\$ \$ \$ \$	2014 2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426 393,974 146,756 247,218 2.04 2.02	\$ \$ \$ \$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194 362,504 133,039 229,465	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5 8.7 10.3 7.7		
Rental uniforms and ancillary products Other services Total revenue Costs and expenses: Cost of rental uniforms and ancillary products Cost of other services Selling and administrative expenses Operating income Interest income Interest expense Income before income taxes Income taxes Net income Per share data: Basic earnings per share	\$ \$ \$ \$	2,398,884 995,449 3,394,333 1,363,929 608,380 978,820 443,204 (196) 49,426 393,974 146,756 247,218	\$ \$ \$ \$ \$ \$	2,259,569 927,816 3,187,385 1,301,859 565,674 908,512 411,340 (358) 49,194 362,504 133,039 229,465	6.2 7.3 6.5 4.8 7.5 7.7 7.7 (45.3) 0.5 8.7 10.3 7.7		

CINTAS CORPORATION SUPPLEMENTAL DATA

	Three Months Ended				
	February 28,				
	2014	February 28, 2013			
Rental uniforms and ancillary products gross margin	43.9%	41.9%			
Other services gross margin	38.8%	39.1%			
Total gross margin	42.4%	41.1%			
Net margin	7.5%	6.9%			
Depreciation and amortization	\$48,364	\$47,832			
Capital expenditures	\$36,830	\$52,737			

	Nine Months Ended						
	February 28,						
	2014	February 28, 2013					
Rental uniforms and ancillary products gross margin	43.1%	42.4%					
Other services gross margin	38.9%	39.0%					
Total gross margin	41.9%	41.4%					
Net margin	7.3%	7.2%					
Depreciation and amortization	\$145,285	\$141,126					
Capital expenditures	\$113,615	\$151,799					
Debt / EBITDA	1.8	1.9					

Reconciliation of Non-GAAP Financial Measures and Regulation G Disclosure

The press release contains non-GAAP financial measures within the meaning of Regulation G promulgated by the Securities and Exchange Commission. To supplement its consolidated financial statements presented in accordance with U.S. generally accepted accounting principles (GAAP), the Company provides additional measures of revenue growth, debt and cash flow. The Company believes that these non-GAAP financial measures are appropriate to enhance understanding of its past performance as well as prospects for future performance. A reconciliation of the differences between these non-GAAP financial measures with the most directly comparable financial measures calculated in accordance with GAAP is shown below.

Computation of Workday Adjusted Revenue Growth

		Three Months Ended								
	F	ebruary 28, 2014	Fel	oruary 28, 2013	Growth %					
Revenue		A 1,130,237	\$	в 1,075,674	<i>G</i> 5.1% <i>G=(A-B)/B</i>					
Workdays in the period		c 65		D 64	0 (7. 2)/2					
Revenue adjusted for workday difference	\$	<i>E</i> 1,112,849	\$	<i>F</i> 1,075,674	н 3.5% н=(E-F)/F					
		E=(A/C)*D		F=(B/D)*D						

Management believes that Workday Adjusted Revenue Growth is valuable to investors because it reflects the revenue performance compared to a prior period with the same number of revenue generating days.

Computation of Debt to EBITDA

	 As of February 28, 2014
Long-term debt Letters of credit	\$ 1,301,156 85,114
Debt	\$ 1,386,270

	Moi	ling Twelve nths Ended bruary 28, 2014	Three Months Ended February 28, 2014				Three Months T Ended November 30, 2013		onths Ende		Three Months Ended August 31, 2013		Ended Ended November 30, August 31,		Ended 30, August 31		Т	nree Months Ended May 31, 2013
Net Income	\$	333,195	\$	84,602	\$	84,862	\$	77,754	\$	85,977								
Add back:																		
Interest expense		65,944		16,418		16,485		16,523		16,518								
Taxes		198,183		49,186		51,709		45,861		51,427								
Depreciation		170,183		42,581		42,609		42,571		42,422								
Amortization		23,353		5,783		5,918		5,823		5,829								
EBITDA	\$	790,858	\$	198,570	\$	201,583	\$	188,532	\$	202,173								
Debt / EBITDA		1.8																

	As of							
February 28,								
	2013							
s	1 309 330							

Long-term debt

	Moi	ling Twelve nths Ended bruary 28, 2013	Three Months Ended ebruary 28, 2013	Three Months Ended November 30, 2012	_	Three Months Ended August 31, 2012	TI	hree Months Ended May 31, 2012
Net Income	\$	308,079	\$ 74,705	\$ 78,027	\$	76,733	\$	78,614
Add back:								
Interest expense		67,538	16,302	16,294		16,598		18,344
Taxes		177,714	42,148	44,851		46,040		44,675
Depreciation		163,507	41,921	40,979		40,342		40,265
Amortization		26,698	5,911	5,873		6,100		8,814
EBITDA	\$	743,536	\$ 180,987	\$ 186,024	\$	185,813	\$	190,712
Debt / EBITDA		1.9						

Management believes the ratio of debt to earnings before interest, taxes, depreciation and amortization (EBITDA) is valuable to investors, particularly investors of the company's debt, because it is a common metric that reflects the company's earnings and cash flow available for debt service payments.

Computation of Free Cash Flow

		Nine Months Ended							
	Fe	bruary 28, 2014	Feb	ruary 28, 2013					
Net Cash Provided by Operations	\$	385,773	\$	368,343					
Capital Expenditures	\$	(113,615)	\$	(151,799)					
Free Cash Flow	\$	272,158	\$	216,544					

Management uses free cash flow to assess the financial performance of the Company. Management believes that free cash flow is useful to investors because it relates the operating cash flow of the Company to the capital that is spent to continue, improve and grow business operations.

SUPPLEMENTAL SEGMENT DATA For the three months ended February 28, 2014	Rental Uniforms and Ancillary Products		and Ancillary		and Ancillary		and Ancillary		ι	Uniform Direct Sales		irst Aid, Safety and Fire Protection	Document Management			Corporate	Total
Revenue	\$	801,702	\$	107,678	\$	126,743	\$	94,114	\$	_	\$	1,130,237					
Gross margin		351,616	\$	29,659	\$	55,131	\$	42,719	\$		\$	479,125					
Selling and administrative expenses		223,234	\$	20,405	\$	44,477	\$	40,847	\$		\$	328,963					
Interest income			\$	-	\$, <u>-</u>	\$	-	\$	(44)	\$	(44)					
Interest expense		_	\$	-	\$	-	\$	-	\$		\$	16,418					
Income (loss) before income taxes		128,382	\$	9,254	\$	10,654	\$	1,872		(16,374)		133,788					
For the three months ended February 28, 2013																	
Revenue	\$	748,887	\$	126,129	\$	112,878	\$	87,780	\$	-	\$	1,075,674					
Gross margin	\$	314,078	\$	36,829	\$	49,651	\$	41,383	\$	-	\$	441,941					
Selling and administrative expenses	\$	211,531	\$	20,779	\$	39,121	\$	37,487	\$	-	\$	308,918					
Interest income	\$	-	\$	-	\$	-	\$	-	\$	(132)	\$	(132)					
Interest expense	\$	-	\$	-	\$	-	\$	-	\$	16,302	\$	16,302					
Income (loss) before income taxes	\$	102,547	\$	16,050	\$	10,530	\$	3,896	\$	(16,170)	\$	116,853					
For the nine months ended February 28, 2014																	
Revenue	\$	2,398,884	\$	337,023	\$	377,203	\$	281,223	\$	-	\$	3,394,333					
Gross margin	\$	1,034,955	\$	94,510	\$	164,080	\$	128,479	\$	-	\$	1,422,024					
Selling and administrative expenses	\$	663,110	\$	62,711	\$	131,395	\$	121,604	\$	-	\$	978,820					
Interest income	\$	-	\$	-	\$	-	\$	-	\$	(196)	\$	(196)					
Interest expense	\$	-	\$	-	\$	-	\$	-	\$	49,426	\$	49,426					
Income (loss) before income taxes	\$	371,845	\$	31,799	\$	32,685	\$	6,875	\$	(49,230)	\$	393,974					
Assets	\$	2,852,065	\$	138,994	\$	419,647	\$	636,036	\$	353,699	\$	4,400,441					
For the nine months ended February 28, 2013																	
Revenue	\$	2,259,569	\$	336,611	\$	335,232	\$	255,973	\$	-	\$	3,187,385					
Gross margin	\$	957,710	\$	96,513	\$	144,721	\$	120,908	\$	-	\$	1,319,852					
Selling and administrative expenses	\$	622,205	\$	61,318	\$	115,516	\$	109,473	\$	-	\$	908,512					
Interest income	\$	-	\$	-	\$	-	\$	-	\$	(358)	\$	(358)					
Interest expense	\$	-	\$	-	\$	-	\$	-	\$	49,194	\$	49,194					
Income (loss) before income taxes	\$	335,505	\$	35,195	\$	29,205	\$	11,435	\$	(48,836)	\$	362,504					
Assets	\$	2,814,686	\$	167,835	\$	392,820	\$	605,072	\$	245,686	\$	4,226,099					