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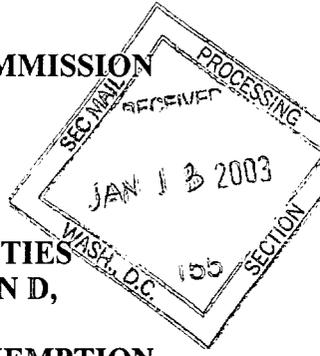
ATTENTION  
Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption state exemption unless such exemption is predicated on the filing of a federal notice.

12/4162

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM D

NOTICE OF SALE OF SECURITIES  
PURSUANT TO REGULATION D,  
SECTION 4(6), AND/OR  
UNIFORM LIMITED OFFERING EXEMPTION



OMB APPROVAL  
OMB Number: 3235-0076  
Expires: May 31, 2005  
Estimated average burden hours per response... 1

SEC USE ONLY  
Prefix Serial  
DATE RECEIVED

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JAN 15 2003

THOMSON FINANCIAL

Name of Offering ([ ] check if this is an amendment and name has changed, and indicate change.)

Filing Under (Check box(es) that apply):  Rule 504 [ ] Rule 505 [ ] Rule 506 [ ] Section 4(6) [ ] ULOE

Type of Filing:  New Filing [ ] Amendment



03004087

A. BASIC IDENTIFICATION DATA

1. Enter the information requested about the issuer

Name of Issuer ([ ] check if this is an amendment and name has changed, and indicate change.)

Signatures Remembered, Inc.

Address of Executive Offices (Number and Street, City, State, Zip Code) Telephone Number

9702 Gayton Road #186 Richmond VA 23233 804-740-2115

Address of Principal Business Operations (Number and Street, City, State, Zip Code) Telephone Number

1503 Largo Road #301 Richmond VA 23233 804-740-2115

Brief Description of Business

mail order sales of Pewter Trays & Tankards with engraving pens

## Type of Business Organization

corporation                       limited partnership, already formed                       other (please specify):  
 business trust                       limited partnership, to be formed

Month    Year

Actual or Estimated Date of Incorporation or Organization: [0]1 [0]3                       Actual     Estimated  
 Jurisdiction of Incorporation or Organization: (Enter two-letter U.S. Postal Service abbreviation for State:  
 CN for Canada; FN for other foreign jurisdiction)     [A]

**GENERAL INSTRUCTIONS****Federal:**

*Who Must File:* All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

*When to File:* A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

*Where to File:* U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

*Copies Required:* Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of manually signed copy or bear typed or printed signatures.

*Information Required:* A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC.

*Filing Fee:* There is no federal filing fee.

**State:**

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states that have adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix in the notice constitutes a part of this notice and must be completed.

**A. BASIC IDENTIFICATION DATA**

2. Enter the information requested for the following:

- Each promoter of the issuer, if the issuer has been organized within the past five years;
- Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issuer;
- Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and

- Each general and managing partner of partnership issuers.

Check Box(es) that Apply:  Promoter  Beneficial Owner  Executive Officer  Director  General and/or Managing Partner

Full Name (Last name first, if individual)

*John F. Senn*

Business or Residence Address (Number and Street, City, State, Zip Code)

*1503 Lergo Rd Richmond VA 23233*

Check Box(es) that Apply:  Promoter  Beneficial Owner  Executive Officer  Director  General and/or Managing Partner

Full Name (Last name first, if individual)

*Rebecca W Murphey*

Business or Residence Address (Number and Street, City, State, Zip Code)

*10129-A Blace Way, Richmond VA 23233*

Check Box(es) that Apply:  Promoter  Beneficial Owner  Executive Officer  Director  General and/or Managing Partner

Full Name (Last name first, if individual)

Business or Residence Address (Number and Street, City, State, Zip Code)

Check Box(es) that Apply:  Promoter  Beneficial Owner  Executive Officer  Director  General and/or Managing Partner

Full Name (Last name first, if individual)

Business or Residence Address (Number and Street, City, State, Zip Code)

Check Box(es) that Apply:  Promoter  Beneficial Owner  Executive Officer  Director  General and/or Managing Partner

Full Name (Last name first, if individual)

Business or Residence Address (Number and Street, City, State, Zip Code)

Check Box(es) that Apply:  Promoter  Beneficial Owner  Executive Officer  Director  General and/or



Full Name (Last name first, if individual)

Business or Residence Address (Number and Street, City, State, Zip Code)

Name of Associated Broker or Dealer

States in Which Person Listed Has Solicited or Intends to Solicit Purchasers

(Check "All States" or check individual States) ..... [ ] All States

[AL] [AK] [AZ] [AR] [CA] [CO] [CT] [DE] [DC] [FL] [GA] [HI] [ID]  
 [IL] [IN] [IA] [KS] [KY] [LA] [ME] [MD] [MA] [MI] [MN] [MS] [MO]  
 [MT] [NE] [NV] [NH] [NJ] [NM] [NY] [NC] [ND] [OH] [OK] [OR] [PA]  
 [RI] [SC] [SD] [TN] [TX] [UT] [VT] [VA] [WA] [WV] [WI] [WY] [PR]

Full Name (Last name first, if individual)

Business or Residence Address (Number and Street, City, State, Zip Code)

Name of Associated Broker or Dealer

States in Which Person Listed Has Solicited or Intends to Solicit Purchasers

(Check "All States" or check individual States) ..... [ ] All States

[AL] [AK] [AZ] [AR] [CA] [CO] [CT] [DE] [DC] [FL] [GA] [HI] [ID]  
 [IL] [IN] [IA] [KS] [KY] [LA] [ME] [MD] [MA] [MI] [MN] [MS] [MO]  
 [MT] [NE] [NV] [NH] [NJ] [NM] [NY] [NC] [ND] [OH] [OK] [OR] [PA]  
 [RI] [SC] [SD] [TN] [TX] [UT] [VT] [VA] [WA] [WV] [WI] [WY] [PR]

(Use blank sheet, or copy and use additional copies of this sheet, as necessary.)

**C. OFFERING PRICE, NUMBER OF INVESTORS, EXPENSES AND USE OF PROCEEDS**

1. Enter the aggregate offering price of securities included in this offering and the total amount already sold. Enter "0" if answer is "none" or "zero." If the transaction is an exchange offering, check this box  and indicate in the columns below the amounts of the securities offered for exchange and already exchanged.

Type of Security	Aggregate Offering Price	Amount Already Sold
Debt .....	\$ _____	\$ _____
Equity .....	\$ <u>50,000</u>	\$ _____
<input checked="" type="checkbox"/> Common <input type="checkbox"/> Preferred		
Convertible Securities (including warrants) .....	\$ _____	\$ _____
Partnership Interests .....	\$ _____	\$ _____
Other (Specify _____) .....	\$ _____	\$ _____
Total .....	\$ <u>50,000</u>	\$ _____

Answer also in Appendix, Column 3, if filing under ULOE.

2. Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter "0" if answer is "none" or "zero."

	Number Investors	Aggregate Dollar Amount of Purchases
Accredited Investors .....	0	\$ 0
Non-accredited Investors .....	0	\$ 0
Total (for filings under Rule 504 only) .....	0	\$ 0

Answer also in Appendix, Column 4, if filing under ULOE.

3. If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C-Question 1.

Type of offering	Type of Security	Dollar Amount Sold
Rule 505 .....	None	\$ 0
Regulation A .....	None	\$ 0
Rule 504 .....	None	\$ 0
Total .....	None	\$ 0

4. a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the issuer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate.

Transfer Agent's Fees .....	<input type="checkbox"/>	\$ 0
Printing and Engraving Costs .....	<input type="checkbox"/>	\$ 0
Legal Fees .....	<input checked="" type="checkbox"/>	\$ 695
Accounting Fees .....	<input type="checkbox"/>	\$ 0
Engineering Fees .....	<input type="checkbox"/>	\$ 0
Sales Commissions (specify finders' fees separately) .....	<input type="checkbox"/>	\$ 0
Other Expenses (identify) .....	<input type="checkbox"/>	\$ 0
Total .....	<input checked="" type="checkbox"/>	\$ 695

b. Enter the difference between the aggregate offering price given in response to Part C - Question 1 and total expenses furnished in response to Part C - Question 4.a. This difference is the "adjusted gross proceeds to the issuer." .....

\$ 49,305

5. Indicate below the amount of the adjusted gross proceeds to the issuer used or proposed to be used for each of the purposes shown. If the amount for any purpose is not known, furnish an estimate and check the box to the left of the estimate. The total of the payments listed must equal the adjusted gross proceeds to the issuer set forth in response to Part C - Question 4.b above.

	Payments to Officers, Directors, & Affiliates	Payments To Others
Salaries and fees .....	\$ 20,000	\$ 0
Purchase of real estate .....	\$ 0	\$ 0
Purchase, rental or leasing and installation of machinery and equipment .....	\$ 0	\$ 0
Construction or leasing of plant buildings and facilities.....	\$ 0	\$ 0
Acquisition of other businesses (including the value of securities involved in this offering that may be used in exchange for the assets or securities of another issuer pursuant to a merger) .....	\$ 0	\$ 0
Repayment of indebtedness .....	\$ 4,000	\$ 5,000
Working capital .....	\$ 0	\$ 8,305
Other (specify): <u>Advertising</u> .....	\$ 0	\$ 12,000
_____	\$ _____	\$ _____
_____	\$ _____	\$ _____
Column Totals .....	\$ _____	\$ _____
Total Payments Listed (column totals added) .....	[ ] \$ 49,305	

**D. FEDERAL SIGNATURE**

The issuer has duly caused this notice to be signed by the undersigned duly authorized person. If this notice is filed under Rule 505, the following signature constitutes an undertaking by the issuer to furnish to the U.S. Securities and Exchange Commission, upon written request of its staff, the information furnished by the issuer to any non-accredited investor pursuant to paragraph (b)(2) of Rule 502.

Issuer (Print or Type) <i>SIGNATURES REMEMBERED, INC</i>	Signature <i>[Signature]</i>	Date <i>1-7-03</i>
Name of Signer (Print or Type) <i>JOHN F. SEAN</i>	Title of Signer (Print or Type) <i>President</i>	

**ATTENTION**  
Intentional misstatements or omissions of fact constitute federal criminal violations. (See 18 U.S.C. 1001.)

**E. STATE SIGNATURE**





WY									
PR									

*<http://www.sec.gov/divisions/corpfin/forms/formd.htm>  
Last update: 06/06/2002*

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January 1 2003

Dear Investor,

We have a unique and wonderful idea for a beautiful and creative alternative to the standard wedding guest book. As the family and guests arrive, have the 'sign' a bright finish pewter tray using an engraving pen creating a lasting memory. After the wedding, they will have a beautiful keepsake-serving tray covered in the signatures of their family and wedding guests. It can be displayed in the china cabinet and pulled out for use on those extra special occasions.

Our target is the bridal industry all though the tray can be used doe any event. There are 2.4 million new brides each year spending over 500 million each year. Since virtually every bride purchases a wedding guest book our tray could eventually become a tradition along side or replacing the guest book. We believe that we can capture 0.5% of the brides over the next 2 to 3 years producing \$500,000 profit. The profit could double and triple over the next several years. The sky is the limit.

We are in the process of securing investment income from a minimum of two (2) to a maximum of five (5) investors, with a minimum investment of \$10,000 per investor. One third to one half of the money will be used for national advertising, the rest will be used for administration of the company and to purchase inventory.

Please let me know if you're interested. I can be reached directly at 804-740-2115.

Sincerely,

John Senn, President  
Signatures Remembered, Inc.

# *Signatures* *Remembered*

**A Corporate Overview**



**9702 Gayton Road # 186  
Richmond, VA 23233  
804-740-2115  
888-721-3030**

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December 31, 2002

## **Executive Summary**

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Signatures Remembered was conceived in May 2002 and is located at 9702 Gayton Road, #186, Richmond VA 23233. Signatures Remembered has created a unique process. Individuals engrave their signatures into bright polish pewter items with a diamond tipped hand-held non-electric pen thus creating a memory of the event and an heirloom. The family, guests and friends that attend the specific event for which the item is purchased engrave the item with their signature. We offer pewter and sterling silver items, such as trays and tankards with a non-electric hand-held engraving pen. Our trays could some day replace the wedding guest book as the new traditional guest book.

By targeting the 2.4 million brides each year our initial goal is to reach 0.5% that will produce sales of 12,000 trays a year. This would generate approximately \$1,620,000 in gross revenue. 0.5% is only scratching the surface of the potential sales. As you can see with the right promotion, marketing and advertising this goal is not out of reach. Signatures Remembered intends to also market its products to be used at Graduations, Milestone Birthdays, Milestone Anniversaries, and Gifts for Coaches, Teachers, Civic Organizations for outgoing Officers, such as, Presidents Awards, Bar Mitzvahs & Bat Mitzvahs, Christenings and Family Reunions. We hope to build relationships with establishments that offer locations for Weddings, Rehearsal Dinners and Wedding Receptions. These locations can purchase the trays from Signatures Remembered and give them to clients who contract with them for events booked, as a “**value added**” benefit for choosing their location.

At the present time there are no companies offering the unique idea of combining the pewter item with an engraving pen.

Signatures Remembered purchases the pewter items at wholesale. The engraving pen consists of a diamond tip and a retractable writing pen casing. As sales continue to grow we will be able lower our cost for pewter, diamond tips and pen casings, based on larger quantities.

Our sales strategy for Signatures Remembered is to advertise through national wedding and bridal magazines. Our first national ad will be in the March/April edition of Brides magazine hitting the stands January 14<sup>th</sup>, 2003 with a circulation of 500,000. Advertisements in future bridal magazines are being selected now to keep our product in front of the continuing flow of bride prospects. We will continue to evaluate and select bridal shows to attend in the future. We are also working with hotels and other locations that bride’s use for receptions and plan to develop sales by having them purchase our trays and give them to those who contract with their location. Our trays give “**value added**” for selecting their site.

Our web site [www.SignaturesRemembered.com](http://www.SignaturesRemembered.com) is linked to other bridal sites. Visits to our site continue to grow monthly. The Internet has produced half of the sales to date.

We have found at the bridal shows as well as through the website that the acceptance by everyone who has seen the trays has been overwhelming. To date we have sold items for Birthdays, Family Reunions, Graduations, and Christenings as well as Weddings. A toll free number is in place and available 24 hours a day to accept MasterCard and Visa.

## **The Company**

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**Signatures Remembered** is an incorporated Richmond VA company. Our business address is 9702 Gayton Road # 186, Richmond Virginia 23233. Our local telephone number is (804) 740-2115. We also have a toll free number (888) 721-3030, which is available 24 hours a day, 7 days a week to take orders. We accept both Visa and MasterCard.

**John F. Senn** is President and handles the marketing and sales development through the use of the Internet website [www.SignaturesRemembered.com](http://www.SignaturesRemembered.com), which is linked with several of the top wedding sites. He handles the coordination of bridal shows and the design and printing of the advertising materials. He also handles the finance and bookkeeping.

**Rebecca W. Murphey** Vice President, who came up with the original idea, handles the purchasing of products, assembling in gift boxes and the shipping of purchases, as well as mailing information to prospective brides. She also attends the bridal shows.

## **The Opportunity**

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Each year there are 2.4 million new brides in the US.

Anticipated Wedding Day expenditures:

- 17% will spend approximately \$10,000
- 63% will spend approximately \$10-30,000
- 20% will spend approximately \$30-50,000
- 17% will spend approximately \$50,000 or more

Engagements stretch from eight months to two years in preparation for the wedding day. Brides are hunters and gathers. They buy every magazine that has reference to weddings. They surf the net on a daily basis and are always looking for something different and unique. Nearly every bride has a wedding guest book and could spend as much as \$100 on this item. The wedding party, who are the most important attendee's at the wedding, forget and do not always sign the wedding guest book. This book, after the wedding, finds it way into a box never to be seen again. The pewter tray engraved with family, guests and friends names becomes the wedding guest book. The tray can be placed on display, used as a serving tray and become a family heirloom

If we sell 0.5% of the 2.4 million brides each year, this would equate to 12,000 sales. Based on an average gross sale of \$135 per item this will yield \$1,620,000 gross revenue. We are not limited to the bridal industry for sales. The trays and tankards can be used for Graduations, Milestone Birthdays, Milestone Anniversaries, and Gifts for Coaches,

Teachers, Out Going Presidents, Awards, Bar Mitzvahs & Bat Mitzvahs, Christenings and Family Reunions. We are also working with hotels and other locations that brides use for receptions and plan to develop sales by having them purchase our trays and give them to those who contract with their location. Our trays give “**value added**” for selecting the hotel. We plan to actively promote the unique process of engraving one’s signature in as many events as possible.

## **The Industry**

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The bridal industry is a multi-billion dollar industry. With 2.4 million brides each year and this number is growing as the population grows. With these numbers there will be a never-ending flow of bridal prospects.

Our competition is as follows:

- The traditional wedding guest book. The traditional wedding guest book comes in many styles, shapes and sizes. These wedding guest books can range from \$35.00 to well over \$100.00.
- There is a company that offers a ceramic bowl on which individuals write their names and then it is sent back and is glazed. These bowls cost in the range of \$100.00 and also can be broken if dropped.
- There are also some photographers who offer a photo of the bride and groom with a wide mat surrounding the photo, allowing space for the guests to sign.

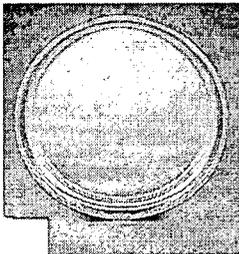
## **Product**

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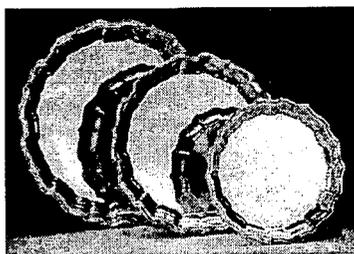
Signatures Remembered offers a unique and elegant way to preserve one’s signature to commemorate an event. From Weddings to Graduations, Milestone Birthdays, Milestone Anniversaries, Gifts for Coaches, Teachers, Out Going Presidents, Awards, Bar Mitzvahs & Bat Mitzvahs, Christenings and Family Reunions

At the present time Signatures Remembered offers two styles of trays.

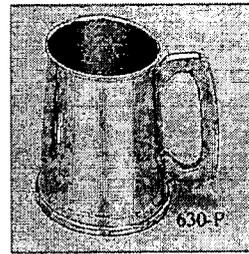
- Gallery Edge Pewter Trays in 16”, 15”, 12” and 8.5”
- Chippendale Pewter Trays in 14”, 12” and 10”
- Pewter Tankard, 16 oz. 5”
- Sterling Silver Tray in 12”
- Non-electric hand held diamond tip engraving pen.
- All items come in presentation boxes.



**Gallery Edge Tray**



**Chippendale Tray**



**Tankard**

## **Sales and Promotion**

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We are approaching sales and marketing in several ways. First we have a web site [www.SignaturesRemembered.com](http://www.SignaturesRemembered.com) and have linked with several major bridal web sites. We have placed an ad in the local Richmond Wedding Guide. We have had booths at bridal shows in Richmond, VA, Fairfax, VA and Atlanta GA. We are following up with a postcard about our trays to 1,800 brides that have attended the three bridal show. We have printed brochures. We send an email, with attached information, about the trays to approximately 10 to 15 bridal requests each day, provided by Wedding Manor web site. We also send the clipping from the newspaper of engagement announcements in the Sunday paper (Richmond only at this time) each week, along with a brochure. We have placed an ad in Brides Magazine and are planning to place ads in both future Brides issues and Modern Bride magazine. Bride magazine has a circulation of 500,000 per issue and Modern Bride, in their seventeen (17) regional issues, which runs for 6 months, has a circulation of 750,000. Both of these magazines will give us status as a **national product**.

## **Growth Strategy**

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Signatures Remembered has a unique and innovative product. Our items, plus the engraving pen, are priced at approximately the same cost as the pewter item alone, if purchased from a retail store. With this in mind and a jump on the industry, since there seems to be no company packaging an engraving pen and tray, we have the chance to capture the market by offering the opportunity to purchase both items as a package.

We hope to increase sales to 2,000 by the end of 2003 and capture 0.5% of the 2.4 million brides yearly, to create sales of 12,000 in 2004. The sky is the limit.

## **Product Acceptance and Market Research**

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We have found at the bridal shows, as well as through the website, that the acceptance has been overwhelming. To date we have sold items for Birthdays, Family Reunions, Graduations, and Christenings.

Customers are unlimited since the items can be used for virtually any event. There are 2.4 million brides each year. There are two target groups in the bridal industry, the brides themselves and individuals who want to purchase the trays as wedding gifts. Signatures Remembered offers a product that will be marketed nationwide.

It seems that the Internet sales from our website and links to our site, as well as national advertising, are the best ways to promote our product. We will be sending press releases to bridal magazines in hopes of having articles published about our product. We have established a toll free number that is available 24 hours a day to accept orders and take both Visa and MasterCard.

## **Management**

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**Mr. John Frederick Senn** is President of Signatures Remembered, located in Richmond, VA, handling the day-to-day sales, finance/accounting and marketing. Mr. Senn's background comes with 40 years of sales and marketing experience in insurance and advertising. Mr. Senn is president of Senn Financial, Inc. and has owned a coupon advertising business. He also has been National Sales Manager for a large dental equipment company.

**Ms. Rebecca Williams Murphey** is Vice President of Signatures Remembered, located in Richmond, VA. Ms Murphey is a partner and co-owner of The Ben Williams Agency, in Richmond VA. Ms. Murphey also was president and owner of Bloomers, a company that sold hand painted dresses. Ms. Murphey has 31 years of sales experience in both the insurance business and retail.

**As stated in this business plan, there are approximately 2.4 million new brides each year. This number, with all the possible events for which the trays can be used, leaves us a never-ending supply of prospects for sales.**

**Budgets are based on the following sales assumptions using \$135 as the average sales price.**

**Year 2002      June – December 48 Sales**

**Year 2003      1,000 Sales**

**Year 2003      2,000 Sales**

**Year 2004      12,000 Sales**

# *Signatures Remembered*

## **Expenses June - December \_\_\_\_\_ 2002**

### **Administrative**

<b>Office supplies</b>	<b>\$ 517</b>	
<hr/>		
Phone	\$ 341	
Postage	\$ 348	
Mail Boxes	\$ 100	
Website, Hosting Advertising links, Wedding guide	\$1,212	
Advertising ,Brochures/Printing	\$1,138	
Bridal Shows fees / Motel/Travel/Food	\$2,071	
Phone Answering service per/M \$80.00 Plus \$3 per order	\$ 596	
Banking checks	\$ 17	
Credit Card Services Drafts Merchant Card services	\$ 238	
Shipping/Supplies	\$ 316	
Accounting	\$	
Legal	\$ 250	
Airborne	\$ 169	
Business Insurance	\$ 350	
Register Co name	\$ 20	
VA State Sales Tax	\$ 85	
	<hr/>	
	<b>\$7,768</b>	

### **Inventory**

Pewter Gallery Edge 8.5", 12", 15", Trays & Tankards	\$1,920	
Pewter Chippendale 10", 12", 14", 16" Trays	\$1,344	
Pen UK	\$ 100	
Pens—Diamond Refill	\$ 554	
Pens	\$ 914	
Etc. Tissue, Cord Velcro	\$ 50	
	<hr/>	
	<b>\$4,882</b>	<b>\$12,650</b>

## **Income June - December \_\_\_\_\_ 2002**

<b>Initial investment</b>	<b>\$4,000</b>	
Trays and Tankards (49 Sales) Plus Shipping and Handling	\$5,979	
	<hr/>	
	<b>\$ 9,979</b>	<b>(\$ 2,671)</b>

# Signatures Remembered

## Expenses

Bases on 1,000 sales		2003
Mail boxes etc		\$ 150
Web Site Hosting		\$ 120
Brochures etc.		\$1,000
Merchant Card services		\$ 60
3.5% on credit card sales 1000 sales average \$130		\$4,500
Phone Monthly	\$45/m	\$ 600
Phone Answering service	\$80.00/m	\$ 960
Order taking service	75/m @\$3 each \$225 p/m	\$ 2,700
Business Insurance		\$ 350
Accounting		\$ 250
Legal Incorporation/patent application		\$2,000
Office expense		\$
Misc.		\$2,000
Bridal Shows		
Other, Rooming Food		
Advertising		\$10,000
Richmond Wedding guide National magazines		\$
Letter		
Mail-outs/ Postage		\$2,000
		<b>\$26,690</b>

## Inventory

				2003
<b>Plates</b>	Gallery Edge	12"	150 @\$ 35.00	\$ 5,250
	Gallery Edge	15"	500@ \$ 57.50	\$28,750
	Chippendale	12"	100 @ \$49.00	\$ 4,900
	Chippendale	14"	250 @ \$ 65.50	\$16,375
	Tankards		50 @ \$ 20.00	\$ 1,000
Shipping on receiving				\$ 2,000
Shipping of items			1,000 ave. \$7.00	\$ 7,000
<b>Pens</b>				
	Pen casing		1,500 @ \$2.50	\$ 3,750
	Diamond Tip		1,500 @ 6.75	\$10,125
	Presentation boxes		1,000	\$ 1,750
	Shipping Boxes		1,000	\$ 2,000
	Etc. Tissue, Cord Velcro			\$ 200
				<b>\$ 83,100</b>

\$109,790

## Income

		Plates	2003
	Gallery Edge	12" 150 @ \$ 100	\$ 15,000
	Gallery Edge	15" 500 @ \$ 135	\$ 67,500
	Chippendale	12" 100 @ \$ 110	\$ 11,000
	Chippendale	14" 250 @ \$ 145	\$ 36,250
	Tankard	50 @ \$ 65	\$ 3,250
	Shipping	1,000 @\$ 15	\$ 15,000
			<b>\$148,000</b>

**Profit \$38,210**

# *Signatures Remembered*

## **Expenses**

**Based on 2,000 Sales**

**2003**

Mail boxes etc		\$ 150
Web Site Hosting		\$ 120
Brochures etc.		\$5,000
Merchant Card services		\$ 60
3.5% on credit card sales 2000 sales average \$130		\$9,100
Phone Monthly	\$45/m +	\$ 540
Phone Answering service	\$80.00/m	\$ 960
Order taking service	150/m @\$3 each \$450 p/m	\$5,400
Business Insurance		\$ 350
Accounting		\$ 250
Legal Incorporation/patent application		\$7,000
Office expense		\$13,500
Misc.		\$1,000
Bridal Shows		\$5,000
Other, Rooming Food		\$1,000
Advertising Richmond Wedding guide National magazines		\$12,000
Mail-outs/ Postage		\$2,000

**\$63,430**

**2003**

<b>Inventory</b>	<b>Trays</b>			
	Gallery Edge	12"	300 @\$ 35.00	\$10,500
	Gallery Edge	15"	1000@ \$ 57.50	\$57,500
	Chippendale	12"	200 @ \$49.00	\$ 9,800
	Chippendale	14"	500 @ \$ 65.50	\$32,750
	Tankards		100 @ \$ 20.00	\$ 2,000
<b>Shipping on receiving</b>				\$ 4,000
<b>Shipping of items</b>			2,000 ave. \$7.00	\$14,000
<b>Pens</b>				
	Pens		2,500 @ 9.75	\$24,375
	Presentation boxes		2,500	\$ 3,750
	Shipping Boxes		2,000	\$ 4,000
	Etc. Tissue, Cord Velcro			\$ 200

**\$162,875**

**\$226,305**

## **Income**

**Trays**

**2003**

	Gallery Edge	12"	300 @ \$ 100	\$ 30,000
	Gallery Edge	15"	1000 @ \$ 135	\$135,000
	Chippendale	12"	200 @ \$ 110	\$ 22,000
	Chippendale	14"	500 @ \$ 145	\$ 72,500
	Tankard		100 @ \$ 65	\$ 6,500
	Shipping		2,000 @\$ 15	\$ 30,000

**\$296,000**

**Profit 69,695**

# Signatures Remembered

## Expenses

Based on 12,000 Sales

2004

Mail boxes etc		\$ 150
Web Site Hosting		\$ 120
Brochures etc.		\$ 10,000
Merchant Card services		\$ 60
3.5% on credit card sales	12,000 sales average \$130	\$ 54,600
Phone Monthly	\$45/m +	\$ 1,000
Phone Answering service	\$80.00/m	\$ 960
Order taking service	850/m @\$3 each \$2,550 p/m	\$ 30,600
Business Insurance		\$ 350
Accounting		\$ 1,000
Office expense/office rental		\$ 20,000
Salary		\$120,000
Misc.		\$ 5,000
Bridal Shows		\$ 5,000
Other, Rooming Food		\$ 1,000
Advertising Richmond Wedding guide	National magazines	\$ 30,000
Mail-outs/ Postage		\$ 2,000

**\$281,840**

2003

<b>Inventory</b>	<b>Trays</b>		
	Gallery Edge	12" 2,000 @\$ 35.00	\$ 70,000
	Gallery Edge	15" 5,000 @ \$ 57.50	\$287,500
	Chippendale	12" 2,000 @ \$49.00	\$ 98,000
	Chippendale	14" 3,000 @ \$ 65.50	\$196,500
	Tankards	100 @ \$ 20.00	\$ 2,000
<b>Shipping on receiving</b>			\$ 20,000
<b>Shipping of items</b>		11,000 ave. \$7.00	\$ 77,000
<b>Pens</b>			
	Pens	12,000 @ \$9.50	\$111,500
	Presentation boxes	12,000	\$ 24,000
	Shipping Boxes	2,000	\$ 24,000
	Etc. Tissue, Cord Velcro		\$ 1,000

**\$911,500**

**\$1,193,340**

## Income

Trays

2003

	Gallery Edge	12" 2,000 @ \$ 100	\$200,000
	Gallery Edge	15" 5000 @ \$ 135	\$675,000
	Chippendale	12" 2,000 @ \$ 110	\$220,000
	Chippendale	14" 3,000 @ \$ 145	\$435,000
	Tankard	100 @ \$ 65	\$ 6,500
	Shipping	11,000 @ \$ 15	\$165,000

**\$1,701,500**

**Profit \$ 508,160**