

ABC Distribution and Service Corp.**Current Year vs Prior Year Sales Comparison by Salesperson**

SALES PERSON: 0100 Jim Kentley

CUST #	CUSTOMER NAME	CITY	Sales PTD	Sales YTD	Sales PRY	YTD Variance	YTD Variance %
SHEPARD	Shepard Motorworks	Milwaukee	10,399.00	70,507.22	80,520.31	-10,013.09	-12.44%
BRESLIN	Breslin Parts Supply	Molalla	25,790.02	73,964.45	117,890.20	-43,925.75	-37.26%
ABF	American Business Futures	Milwaukee	8,389.72	19,147.07	20,350.45	-1,203.38	-5.91%
AVNET	Avnet Processing Corp	Racine	4,328.95	15,742.35	23,445.30	-7,702.95	-32.85%
Total for: 0100 Jim Kentley			\$48,907.69	\$179,361.09	\$242,206.26	-\$62,845.17	

SALES PERSON: 0200 Shelly Westland

CUST #	CUSTOMER NAME	CITY	Sales PTD	Sales YTD	Sales PRY	YTD Variance	YTD Variance %
SHEPARD	Shepard Motorworks	Milwaukee	283,500.00	283,500.00	0.00	283,500.00	0.00%
ABF	American Business Futures	Milwaukee	2,467.61	2,467.61	0.00	2,467.61	0.00%
AVNET	Avnet Processing Corp	Racine	1,935.25	1,935.25	0.00	1,935.25	0.00%
Total for: 0200 Shelly Westland			\$287,902.86	\$287,902.86	\$0.00	\$287,902.86	

SALES PERSON: 0300 Harvey Earlwright

CUST #	CUSTOMER NAME	CITY	Sales PTD	Sales YTD	Sales PRY	YTD Variance	YTD Variance %
ORANGE	Orange Door & Window Co.	Irvine	263.37	263.37	0.00	263.37	0.00%
JELCO	Jellco Packing	Orange	116.08	116.08	0.00	116.08	0.00%
AMERCON	American Concrete Service	Anaheim	1,345.66	7,820.10	14,325.80	-6,505.70	-45.41%
CUSTOM	Custom Craft Products	Santa Ana	1,560.30	1,560.30	0.00	1,560.30	0.00%
GREALAR	Greater Alarm Company	Fountain Valley	825.50	825.50	0.00	825.50	0.00%
Total for: 0300 Harvey Earlwright			\$4,110.91	\$10,585.35	\$14,325.80	-\$3,740.45	