

ABC Distribution and Service Corp.

CURRENT YEAR VS PRIOR YEAR SALES COMPARISION BY SALESPERSON

Run Date: 3/17/2004
Time: 3:48:54PM

Report Date: May 2003

SALES PERSON: 0100 Jim Kentley

CUST #	CUSTOMER NAME	<u>Sales PTD</u>	<u>Prior Year</u>	<u>PTD</u>	<u>PTD</u>	<u>Sales YTD</u>	<u>Prior Year</u>	<u>YTD</u>	<u>YTD</u>
			<u>Sales PTD</u>	<u>Variance</u>	<u>Variance %</u>		<u>Sales YTD</u>	<u>Variance</u>	<u>Variance %</u>
ABF	American Business Futures	2,387	0	2,387	100.00%	3,870	0	3,870	100.00%
BRESLIN	Breslin Parts Supply	9,263	0	9,263	100.00%	9,263	0	9,263	100.00%
Total for: 0100	Jim Kentley	<u>\$11,650</u>	<u>\$0</u>	<u>\$11,650</u>		<u>\$13,133</u>	<u>\$0</u>	<u>\$13,133</u>	

SALES PERSON: 0200 Shelly Westland

CUST #	CUSTOMER NAME	<u>Sales PTD</u>	<u>Prior Year</u>	<u>PTD</u>	<u>PTD</u>	<u>Sales YTD</u>	<u>Prior Year</u>	<u>YTD</u>	<u>YTD</u>
			<u>Sales PTD</u>	<u>Variance</u>	<u>Variance %</u>		<u>Sales YTD</u>	<u>Variance</u>	<u>Variance %</u>
SHEPARD	Shepard Motorworks	283,500	0	283,500	100.00%	283,500	0	283,500	100.00%
Total for: 0200	Shelly Westland	<u>\$283,500</u>	<u>\$0</u>	<u>\$283,500</u>		<u>\$283,500</u>	<u>\$0</u>	<u>\$283,500</u>	

SALES PERSON: 0300 Harvey Earlwright

CUST #	CUSTOMER NAME	<u>Sales PTD</u>	<u>Prior Year</u>	<u>PTD</u>	<u>PTD</u>	<u>Sales YTD</u>	<u>Prior Year</u>	<u>YTD</u>	<u>YTD</u>
			<u>Sales PTD</u>	<u>Variance</u>	<u>Variance %</u>		<u>Sales YTD</u>	<u>Variance</u>	<u>Variance %</u>
CUSTOM	Custom Craft Products	1,601	0	1,601	100.00%	1,601	0	1,601	100.00%
GREALAR	Greater Alarm Company	916	0	916	100.00%	916	0	916	100.00%
JELCO	Jellco Packing	133	0	133	100.00%	133	0	133	100.00%
ORANGE	Orange Door & Window Co.	310	0	310	100.00%	310	0	310	100.00%
Total for: 0300	Harvey Earlwright	<u>\$2,960</u>	<u>\$0</u>	<u>\$2,960</u>		<u>\$2,960</u>	<u>\$0</u>	<u>\$2,960</u>	

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Report Totals:	<u>\$298,110</u>	<u>\$0</u>	<u>\$298,110</u>	<u>\$299,593</u>	<u>\$0</u>	<u>\$299,593</u>
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