

CRL Test Company

Sales History Report by Customer and SalesPerson

	MO 1		MO2		MO3		MO 4		MO 5		MO 6		MO 7		MO 8		MO9		MO10		MO11		MO12		Year to Date Totals			%
	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	Diff	
A To Z Carpet Supply																												
Ginny Hernandez	0	0	3,461	0	1,604	0	0	0	9,319	560	0	0	11,029	0	0	0	0	0	1,895	0	0	0	0	0	27,307	560	26,747	97.95
Tim Bentley	915	0	0	0	0	0	0	0	169	0	0	0	3,790	0	3,262	0	0	0	0	0	7,580	0	0	0	15,716	0	15,716	100.00
Total	915		3,461		1,604				9,488	560			14,819		3,262				1,895					43,023	560	42,463	98.70	
Allen's Appliance Repair																												
Ginny Hernandez	0	0	0	0	0	0	0	0	17,436	17,119	0	0	0	0	0	0	0	0	0	0	0	0	0	0	17,436	17,119	317	1.82
Tim Bentley	0	0	0	0	0	0	0	0	10,921	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,921	0	10,921	100.00
Total									28,357	17,119														28,357	17,119	11,238	39.63	
American Business Futures																												
Jim Kentley	1,700	0	0	0	2,338	0	302	0	40,350	0	0	0	3,600	0	13,153	0	5,085	0	1,152	0	5,160	0	0	0	72,841	0	72,841	100.00
Total	1,700				2,338		302		40,350				3,600		13,153		5,085		1,152		5,160			72,841		72,841	100.00	
American Concrete Service																												
Ginny Hernandez	0	0	1,046	0	1,086	0	0	0	29,891	14,830	0	0	0	0	0	0	0	0	0	0	0	0	0	0	32,023	14,830	17,193	53.69
Tim Bentley	0	0	0	0	0	0	1,243	0	0	0	0	0	0	0	0	0	0	5,784	0	0	0	0	0	0	7,027	0	7,027	100.00
Total			1,046		1,086		1,243		29,891	14,830							5,784							39,050	14,830	24,220	62.02	
Autocraft Accessories																												
Harvey Earlwright	9,153	3,735	15,600	9,840	10,387	6,365	1,774	6,761	16,967	3,445	1,893	1,334	0	1,445	0	1,461	0	4,098	0	1,883	0	1,719	0	951	55,773	43,037	12,736	22.84
Tim Bentley	0	0	1,000	0	0	0	0	0	1,908	0	0	0	0	0	0	0	0	0	17,624	0	0	0	0	0	20,532	0	20,532	100.00
Total	9,153	3,735	16,600	9,840	10,387	6,365	1,774	6,761	18,875	3,445	1,893	1,334		1,445		1,461		4,098		1,883		1,719		951	76,304	43,037	33,268	43.60
Avnet Processing Corp																												
Shelly Westland	595	0	1,595	0	1,751	0	0	0	14,135	0	0	0	0	0	9,768	0	0	0	0	0	2,417	0	0	0	30,261	0	30,261	100.00
Total	595		1,595		1,751				14,135					9,768						2,417				30,261		30,261	100.00	
Bay Pyrotronics Corp.																												
Ginny Hernandez	2,752	0	6,809	0	3,543	0	51	0	10,645	11,659	0	0	0	0	19,669	0	1,006	0	0	0	3,254	0	0	0	47,730	11,659	36,072	75.57

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	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	Diff		
Harvey Earlwright	0	0	0	0	0	0	489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	489	0	489	100.00
Total	2,752		6,809		3,543		540		10,645	11,659					19,669		1,006								48,219	11,659	36,560	75.82	
Breslin Parts Supply																													
Jim Kentley	1,154	0	0	0	0	0	0	0	20,389	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	21,543	0	21,543	100.00
Total	1,154								20,389																	21,543		21,543	100.00
Capri Sailing Ships																													
Ginny Hernandez	0	0	16,481	0	11,939	0	0	0	58,913	369	0	0	2,499	0	0	0	0	0	0	0	0	0	0	0	0	89,832	369	89,463	99.59
Harvey Earlwright	0	0	0	0	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,000	0	1,000	100.00
Total			16,481		12,939				58,913	369			2,499													90,832	369	90,463	99.59
Custom Craft Products																													
Harvey Earlwright	3,434	0	2,099	0	3,790	0	515	0	22,118	9,732	7,155	0	3,244	0	1,025	0	1,717	0	6,296	0	5,685	0	0	0	0	57,078	9,732	47,346	82.95
Ginny Hernandez	717	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	717	0	717	100.00
Total	4,151		2,099		3,790		515		22,118	9,732	7,155		3,244		1,025		1,717		6,296		5,685					57,795	9,732	48,063	83.16
Greater Alarm Company																													
Harvey Earlwright	2,973	0	3,390	0	1,442	0	1,899	0	13,091	10,086	6,780	0	6,127	0	1,261	0	3,063	0	3,244	0	5,085	0	0	0	0	48,355	10,086	38,269	79.14
Tim Bentley	0	0	0	0	0	0	0	0	0	0	627	0	0	0	0	0	0	0	0	0	0	0	0	0	0	627	0	627	100.00
Ginny Hernandez	0	0	2,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,462	0	2,462	100.00
Total	2,973		5,852		1,442		1,899		13,091	10,086	7,407		6,127		1,261		3,063		3,244		5,085					51,444	10,086	41,358	80.39
Hillsboro Service Center																													
Shelly Westland	672	0	0	0	0	0	0	0	3,198	0	0	0	6,780	0	0	0	0	0	5,085	0	0	0	0	0	0	15,735	0	15,735	100.00
Total	672								3,198				6,780						5,085							15,735		15,735	100.00
Jelco Packing																													
Harvey Earlwright	857	0	1,518	0	385	0	223	0	6,117	534	893	0	468	0	0	0	680	0	577	0	0	0	0	0	0	11,717	534	11,183	95.44
Ginny Hernandez	0	0	0	0	0	0	0	0	0	0	340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	340	0	340	100.00
Total	857		1,518		385		223		6,117	534	1,233		468				680		577							12,057	534	11,523	95.57

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Orange Door & Window C																													
Harvey Earlwright	6,780	0	2,295	0	3,790	0	3,400	0	802	874	4,719	0	4,452	0	1,274	0	2,154	0	16,126	0	1,695	0	0	0	0	47,487	874	46,614	98.16
Tim Bentley	0	0	0	0	0	0	0	0	572	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	572	0	572	100.00
Total	6,780		2,295		3,790		3,400		1,374	874	4,719		4,452		1,274		2,154		16,126		1,695					48,060	874	47,186	98.18
R & S Supply Corp.																													
Shelly Westland	4,930	0	4,335	0	1,916	0	0	0	14,331	1,284	0	0	0	0	0	0	5,485	0	0	0	0	0	0	0	0	30,998	1,284	29,714	95.86
Jim Kentley	0	0	195	0	0	0	1,979	0	0	0	430	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,604	0	2,604	100.00
Total	4,930		4,530		1,916		1,979		14,331	1,284	430						5,485									33,601	1,284	32,318	96.18
Shepard Motorworks																													
Shelly Westland	0	0	0	0	340	0	60,265	0	2,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	263,521	0	263,521	100.00
Jim Kentley	0	0	0	0	1,000	0	0	0	358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,358	0	1,358	100.00
Total					1,340		60,265		3,274																	264,879		264,879	100.00
Total:	36,632	3,735	62,285	9,840	46,309	6,365	272,140	6,761	294,547	70,491	22,837	1,334	41,988	1,445	49,412	1,461	24,974	4,098	51,999	1,883	30,876	1,719		951	934,001	110,082	823,918	88.0	