

# Test

## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : A-Z Stationery Supplies</b>						
Coolers Large	Not specified	Coolers Large AX	\$20.25	\$0.00	\$20.25	100.00%
Coolers Large	Not specified	Not Specified	\$370.63	\$272.56	\$98.07	26.46%
<b>TOTAL - Not specified</b>			<b>\$390.88</b>	<b>\$272.56</b>	<b>\$118.32</b>	<b>30.27%</b>
<b>TOTAL - Coolers Large</b>			<b>\$390.88</b>	<b>\$272.56</b>	<b>\$118.32</b>	<b>30.27%</b>
Coolers Medium	Not specified	Coolers Large - SX2	\$3,086.93	\$4,416.60	-\$1,329.67	-43.07%
<b>TOTAL - Not specified</b>			<b>\$3,086.93</b>	<b>\$4,416.60</b>	<b>-\$1,329.67</b>	<b>-43.07%</b>
<b>TOTAL - Coolers Medium</b>			<b>\$3,086.93</b>	<b>\$4,416.60</b>	<b>-\$1,329.67</b>	<b>-43.07%</b>
Coolers Small	Not specified	Coolers Small - AX	\$323.64	\$178.82	\$144.82	44.75%
<b>TOTAL - Not specified</b>			<b>\$323.64</b>	<b>\$178.82</b>	<b>\$144.82</b>	<b>44.75%</b>
<b>TOTAL - Coolers Small</b>			<b>\$323.64</b>	<b>\$178.82</b>	<b>\$144.82</b>	<b>44.75%</b>
Not Specified	Not specified	Not Specified	\$1,553.07	\$0.00	\$1,553.07	100.00%
<b>TOTAL - Not specified</b>			<b>\$1,553.07</b>	<b>\$0.00</b>	<b>\$1,553.07</b>	<b>100.00%</b>
<b>TOTAL - Not Specified</b>			<b>\$1,553.07</b>	<b>\$0.00</b>	<b>\$1,553.07</b>	<b>100.00%</b>
Stands	Not specified	Coolers Large AX	\$200.00	\$387.00	-\$187.00	-93.50%
<b>TOTAL - Not specified</b>			<b>\$200.00</b>	<b>\$387.00</b>	<b>-\$187.00</b>	<b>-93.50%</b>
<b>TOTAL - Stands</b>			<b>\$200.00</b>	<b>\$387.00</b>	<b>-\$187.00</b>	<b>-93.50%</b>
<b>TOTAL - A-Z Stationery Supplies</b>			<b>\$5,554.52</b>	<b>\$5,254.98</b>	<b>\$299.54</b>	<b>5.39%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : Cameron, James</b>						
Crocks	Not specified	Not Specified	\$2,229.10	\$1,725.93	\$503.17	22.57%
<b>TOTAL - Not specified</b>			<b>\$2,229.10</b>	<b>\$1,725.93</b>	<b>\$503.17</b>	<b>22.57%</b>
<b>TOTAL - Crocks</b>			<b>\$2,229.10</b>	<b>\$1,725.93</b>	<b>\$503.17</b>	<b>22.57%</b>
Stands	Not specified	Coolers Large AX	\$750.00	\$380.29	\$369.71	49.29%
<b>TOTAL - Not specified</b>			<b>\$750.00</b>	<b>\$380.29</b>	<b>\$369.71</b>	<b>49.29%</b>
<b>TOTAL - Stands</b>			<b>\$750.00</b>	<b>\$380.29</b>	<b>\$369.71</b>	<b>49.29%</b>
<b>TOTAL - Cameron, James</b>			<b>\$2,979.10</b>	<b>\$2,106.22</b>	<b>\$872.88</b>	<b>29.30%</b>
<b>Customer : Cash Sales</b>						
Beverages	Not specified	Not Specified	\$362.73	\$263.63	\$99.10	27.32%
<b>TOTAL - Not specified</b>			<b>\$362.73</b>	<b>\$263.63</b>	<b>\$99.10</b>	<b>27.32%</b>
<b>TOTAL - Beverages</b>			<b>\$362.73</b>	<b>\$263.63</b>	<b>\$99.10</b>	<b>27.32%</b>
Springs & Carbons	Not specified	Not Specified	\$1,001.59	\$505.93	\$495.66	49.49%
<b>TOTAL - Not specified</b>			<b>\$1,001.59</b>	<b>\$505.93</b>	<b>\$495.66</b>	<b>49.49%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$1,001.59</b>	<b>\$505.93</b>	<b>\$495.66</b>	<b>49.49%</b>
<b>TOTAL - Cash Sales</b>			<b>\$1,364.32</b>	<b>\$769.56</b>	<b>\$594.76</b>	<b>43.59%</b>
<b>Customer : Chelsea Mosset</b>						
Springs & Carbons	Not specified	Not Specified	-\$147.73	-\$84.21	-\$63.52	43.00%
<b>TOTAL - Not specified</b>			<b>-\$147.73</b>	<b>-\$84.21</b>	<b>-\$63.52</b>	<b>43.00%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>-\$147.73</b>	<b>-\$84.21</b>	<b>-\$63.52</b>	<b>43.00%</b>
<b>TOTAL - Chelsea Mosset</b>			<b>-\$147.73</b>	<b>-\$84.21</b>	<b>-\$63.52</b>	<b>43.00%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : Davis, Chris</b>						
Coolers Large	Not specified	Not Specified	\$272,727.27	\$2,271.36	\$270,455.91	99.17%
<b>TOTAL - Not specified</b>			<b>\$272,727.27</b>	<b>\$2,271.36</b>	<b>\$270,455.91</b>	<b>99.17%</b>
<b>TOTAL - Coolers Large</b>			<b>\$272,727.27</b>	<b>\$2,271.36</b>	<b>\$270,455.91</b>	<b>99.17%</b>
Coolers Medium	Not specified	Coolers Medium - AX	\$138.18	\$0.00	\$138.18	100.00%
<b>TOTAL - Not specified</b>			<b>\$138.18</b>	<b>\$0.00</b>	<b>\$138.18</b>	<b>100.00%</b>
<b>TOTAL - Coolers Medium</b>			<b>\$138.18</b>	<b>\$0.00</b>	<b>\$138.18</b>	<b>100.00%</b>
Crocks	Not specified	Not Specified	\$2,800.00	\$1,517.05	\$1,282.95	45.82%
<b>TOTAL - Not specified</b>			<b>\$2,800.00</b>	<b>\$1,517.05</b>	<b>\$1,282.95</b>	<b>45.82%</b>
<b>TOTAL - Crocks</b>			<b>\$2,800.00</b>	<b>\$1,517.05</b>	<b>\$1,282.95</b>	<b>45.82%</b>
Springs & Carbons	Not specified	Not Specified	\$46,363.63	\$465.47	\$45,898.16	99.00%
<b>TOTAL - Not specified</b>			<b>\$46,363.63</b>	<b>\$465.47</b>	<b>\$45,898.16</b>	<b>99.00%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$46,363.63</b>	<b>\$465.47</b>	<b>\$45,898.16</b>	<b>99.00%</b>
<b>TOTAL - Davis, Chris</b>			<b>\$322,029.08</b>	<b>\$4,253.88</b>	<b>\$317,775.20</b>	<b>98.68%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : Footloose Dance Studio</b>						
Coolers Large	Not specified	Not Specified	\$864.82	\$636.18	\$228.64	26.44%
<b>TOTAL - Not specified</b>			<b>\$864.82</b>	<b>\$636.18</b>	<b>\$228.64</b>	<b>26.44%</b>
<b>TOTAL - Coolers Large</b>			<b>\$864.82</b>	<b>\$636.18</b>	<b>\$228.64</b>	<b>26.44%</b>
Coolers Medium	Not specified	Coolers Large - SX2	\$12,777.16	\$10,389.78	\$2,387.38	18.68%
Coolers Medium	Not specified	Not Specified	\$39.09	\$24.55	\$14.54	37.20%
<b>TOTAL - Not specified</b>			<b>\$12,816.25</b>	<b>\$10,414.33</b>	<b>\$2,401.92</b>	<b>18.74%</b>
<b>TOTAL - Coolers Medium</b>			<b>\$12,816.25</b>	<b>\$10,414.33</b>	<b>\$2,401.92</b>	<b>18.74%</b>
Coolers Small	Not specified	Not Specified	\$68.74	\$31.45	\$37.29	54.25%
<b>TOTAL - Not specified</b>			<b>\$68.74</b>	<b>\$31.45</b>	<b>\$37.29</b>	<b>54.25%</b>
<b>TOTAL - Coolers Small</b>			<b>\$68.74</b>	<b>\$31.45</b>	<b>\$37.29</b>	<b>54.25%</b>
Not Specified	Not specified	Beverages - Cold	\$50.00	\$38.64	\$11.36	22.72%
Not Specified	Not specified	Not Specified	\$455.91	\$0.00	\$455.91	100.00%
<b>TOTAL - Not specified</b>			<b>\$505.91</b>	<b>\$38.64</b>	<b>\$467.27</b>	<b>92.36%</b>
<b>TOTAL - Not Specified</b>			<b>\$505.91</b>	<b>\$38.64</b>	<b>\$467.27</b>	<b>92.36%</b>
Springs & Carbons	Not specified	Not Specified	\$3,982.95	\$1,905.00	\$2,077.95	52.17%
<b>TOTAL - Not specified</b>			<b>\$3,982.95</b>	<b>\$1,905.00</b>	<b>\$2,077.95</b>	<b>52.17%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$3,982.95</b>	<b>\$1,905.00</b>	<b>\$2,077.95</b>	<b>52.17%</b>
Stands	Not specified	Coolers Large AX	\$150.00	\$76.06	\$73.94	49.29%
Stands	Not specified	Not Specified	\$69.09	\$77.00	-\$7.91	-11.45%
<b>TOTAL - Not specified</b>			<b>\$219.09</b>	<b>\$153.06</b>	<b>\$66.03</b>	<b>30.14%</b>
<b>TOTAL - Stands</b>			<b>\$219.09</b>	<b>\$153.06</b>	<b>\$66.03</b>	<b>30.14%</b>
<b>TOTAL - Footloose Dance Studio</b>			<b>\$18,457.76</b>	<b>\$13,178.66</b>	<b>\$5,279.10</b>	<b>28.60%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : Island Way Motel</b>						
Coolers Large	Not specified	Not Specified	\$320.17	\$266.14	\$54.03	16.88%
<b>TOTAL - Not specified</b>			<b>\$320.17</b>	<b>\$266.14</b>	<b>\$54.03</b>	<b>16.88%</b>
<b>TOTAL - Coolers Large</b>			<b>\$320.17</b>	<b>\$266.14</b>	<b>\$54.03</b>	<b>16.88%</b>
Springs & Carbons	Not specified	Not Specified	\$1,570.23	\$588.18	\$982.05	62.54%
<b>TOTAL - Not specified</b>			<b>\$1,570.23</b>	<b>\$588.18</b>	<b>\$982.05</b>	<b>62.54%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$1,570.23</b>	<b>\$588.18</b>	<b>\$982.05</b>	<b>62.54%</b>
Stands	Not specified	Not Specified	\$138.18	\$154.00	-\$15.82	-11.45%
<b>TOTAL - Not specified</b>			<b>\$138.18</b>	<b>\$154.00</b>	<b>-\$15.82</b>	<b>-11.45%</b>
<b>TOTAL - Stands</b>			<b>\$138.18</b>	<b>\$154.00</b>	<b>-\$15.82</b>	<b>-11.45%</b>
<b>TOTAL - Island Way Motel</b>			<b>\$2,028.58</b>	<b>\$1,008.32</b>	<b>\$1,020.26</b>	<b>50.29%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : Leisure Landscape Nursery</b>						
Coolers Medium	Not specified	Coolers Medium SX3	\$15.00	\$0.00	\$15.00	100.00%
<b>TOTAL - Not specified</b>			<b>\$15.00</b>	<b>\$0.00</b>	<b>\$15.00</b>	<b>100.00%</b>
<b>TOTAL - Coolers Medium</b>			<b>\$15.00</b>	<b>\$0.00</b>	<b>\$15.00</b>	<b>100.00%</b>
Coolers Small	Not specified	Coolers Small - AX	\$20.00	\$0.00	\$20.00	100.00%
Coolers Small	Not specified	Not Specified	\$58.18	\$23.59	\$34.59	59.45%
<b>TOTAL - Not specified</b>			<b>\$78.18</b>	<b>\$23.59</b>	<b>\$54.59</b>	<b>69.83%</b>
<b>TOTAL - Coolers Small</b>			<b>\$78.18</b>	<b>\$23.59</b>	<b>\$54.59</b>	<b>69.83%</b>
Crocks	Not specified	Not Specified	\$680.00	\$474.93	\$205.07	30.16%
<b>TOTAL - Not specified</b>			<b>\$680.00</b>	<b>\$474.93</b>	<b>\$205.07</b>	<b>30.16%</b>
<b>TOTAL - Crocks</b>			<b>\$680.00</b>	<b>\$474.93</b>	<b>\$205.07</b>	<b>30.16%</b>
Springs & Carbons	Not specified	Not Specified	\$238.64	\$129.90	\$108.74	45.57%
<b>TOTAL - Not specified</b>			<b>\$238.64</b>	<b>\$129.90</b>	<b>\$108.74</b>	<b>45.57%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$238.64</b>	<b>\$129.90</b>	<b>\$108.74</b>	<b>45.57%</b>
<b>TOTAL - Leisure Landscape Nursery</b>			<b>\$1,011.82</b>	<b>\$628.42</b>	<b>\$383.40</b>	<b>37.89%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : My Town Reality</b>						
Coolers Large	Not specified	Coolers Large AX	\$938.87	\$0.00	\$938.87	100.00%
Coolers Large	Not specified	Not Specified	\$2,347.37	\$1,726.48	\$620.89	26.45%
<b>TOTAL - Not specified</b>			<b>\$3,286.24</b>	<b>\$1,726.48</b>	<b>\$1,559.76</b>	<b>47.46%</b>
<b>TOTAL - Coolers Large</b>			<b>\$3,286.24</b>	<b>\$1,726.48</b>	<b>\$1,559.76</b>	<b>47.46%</b>
Coolers Medium	Not specified	Coolers Medium SX3	\$898.14	\$0.00	\$898.14	100.00%
<b>TOTAL - Not specified</b>			<b>\$898.14</b>	<b>\$0.00</b>	<b>\$898.14</b>	<b>100.00%</b>
<b>TOTAL - Coolers Medium</b>			<b>\$898.14</b>	<b>\$0.00</b>	<b>\$898.14</b>	<b>100.00%</b>
Coolers Small	Not specified	Coolers Small - AX	\$430.00	\$0.00	\$430.00	100.00%
Coolers Small	Not specified	Not Specified	\$1,998.00	\$31.46	\$1,966.54	98.43%
<b>TOTAL - Not specified</b>			<b>\$2,428.00</b>	<b>\$31.46</b>	<b>\$2,396.54</b>	<b>98.70%</b>
<b>TOTAL - Coolers Small</b>			<b>\$2,428.00</b>	<b>\$31.46</b>	<b>\$2,396.54</b>	<b>98.70%</b>
Not Specified	Not specified	Not Specified	\$666.00	\$0.00	\$666.00	100.00%
<b>TOTAL - Not specified</b>			<b>\$666.00</b>	<b>\$0.00</b>	<b>\$666.00</b>	<b>100.00%</b>
<b>TOTAL - Not Specified</b>			<b>\$666.00</b>	<b>\$0.00</b>	<b>\$666.00</b>	<b>100.00%</b>
Springs & Carbons	Not specified	Not Specified	\$51.13	\$12.87	\$38.26	74.83%
<b>TOTAL - Not specified</b>			<b>\$51.13</b>	<b>\$12.87</b>	<b>\$38.26</b>	<b>74.83%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$51.13</b>	<b>\$12.87</b>	<b>\$38.26</b>	<b>74.83%</b>
<b>TOTAL - My Town Reality</b>			<b>\$7,329.51</b>	<b>\$1,770.81</b>	<b>\$5,558.70</b>	<b>75.84%</b>

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## Customer Profitability by Product Categories

For the period : 1/7/07 - 30/7/08

Tier One (Brand)	Tier Two (Category)	Tier Three (Sub-Category)	Sales	COGS	GP (\$)	GP (%)
<b>Customer : The Motor Company</b>						
Coolers Medium	Not specified	Coolers Large - SX2	\$3,413.78	\$3,364.26	\$49.52	1.45%
Coolers Medium	Not specified	Coolers Medium - AX	\$3,413.78	\$2,425.28	\$988.50	28.96%
<b>TOTAL - Not specified</b>			<b>\$6,827.56</b>	<b>\$5,789.54</b>	<b>\$1,038.02</b>	<b>15.20%</b>
<b>TOTAL - Coolers Medium</b>			<b>\$6,827.56</b>	<b>\$5,789.54</b>	<b>\$1,038.02</b>	<b>15.20%</b>
Not Specified	Not specified	Beverages - Cold	\$372.19	\$289.77	\$82.42	22.14%
Not Specified	Not specified	Not Specified	\$335.80	\$257.50	\$78.30	23.32%
<b>TOTAL - Not specified</b>			<b>\$707.99</b>	<b>\$547.27</b>	<b>\$160.72</b>	<b>22.70%</b>
<b>TOTAL - Not Specified</b>			<b>\$707.99</b>	<b>\$547.27</b>	<b>\$160.72</b>	<b>22.70%</b>
Springs & Carbons	Not specified	Not Specified	\$1,096.87	\$580.27	\$516.60	47.10%
<b>TOTAL - Not specified</b>			<b>\$1,096.87</b>	<b>\$580.27</b>	<b>\$516.60</b>	<b>47.10%</b>
<b>TOTAL - Springs &amp; Carbons</b>			<b>\$1,096.87</b>	<b>\$580.27</b>	<b>\$516.60</b>	<b>47.10%</b>
<b>TOTAL - The Motor Company</b>			<b>\$8,632.42</b>	<b>\$6,917.08</b>	<b>\$1,715.34</b>	<b>19.87%</b>
<b>GRAND TOTAL :</b>			<b>\$369,239.38</b>	<b>\$35,803.72</b>	<b>\$333,435.66</b>	<b>90.30%</b>