

Test

Customer Profitability By Salesperson and Items

For the period from 01-07-2007 to 30-07-2008

A-Z Stationery Supplies

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Large	\$1,668.75	\$3,372.39	-\$1,703.64	-102.09%
Cooler Large - 1 Month Rent	\$20.25	\$0.00	\$20.25	100.00%
Customer Group Total:	\$1,689.00	\$3,372.39	-\$1,683.39	-99.67%

Cash Sales

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Clear Carbon	\$367.50	\$176.86	\$190.64	51.87%
12 Litres Orange Carbon	\$15.91	\$10.75	\$5.16	32.43%
20 Litres North Spring	\$568.18	\$292.53	\$275.65	48.51%
20 Litres South Spring	\$50.00	\$25.79	\$24.21	48.42%
Spring Water Beverage Maker	\$362.73	\$263.63	\$99.10	27.32%
Customer Group Total:	\$1,364.32	\$769.56	\$594.76	43.59%

Davis, Chris

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres North Spring	\$32,727.27	\$76.01	\$32,651.26	99.77%
20 Litres South Spring	\$13,636.36	\$389.46	\$13,246.90	97.14%
Cooler Filter Large	\$272,727.27	\$2,271.36	\$270,455.91	99.17%
Customer Group Total:	\$319,090.90	\$2,736.83	\$316,354.07	99.14%

Footloose Dance Studio

Item Name	Sales \$	COGS \$	Margin \$	Margin %
20 Litres South Spring	-\$125.00	\$0.00	-\$125.00	100.00%
Cooler Filter Large	\$617.73	\$454.51	\$163.22	26.42%
Cooler Filter Small	\$68.74	\$31.45	\$37.29	54.25%
Cooler Large	\$12,777.16	\$10,389.78	\$2,387.38	18.68%
Customer Group Total:	\$13,338.63	\$10,875.74	\$2,462.89	18.46%

Island Way Motel

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$320.17	\$266.14	\$54.03	16.88%
Customer Group Total:	\$320.17	\$266.14	\$54.03	16.88%

Leisure Landscape Nursery

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Small	\$58.18	\$23.59	\$34.59	59.45%
Customer Group Total:	\$58.18	\$23.59	\$34.59	59.45%

The Motor Company

Item Name	Sales \$	COGS \$	Margin \$	Margin %
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20 Litres South Spring	\$1,096.87	\$580.27	\$516.60	47.10%
Coffee Powder	\$372.19	\$289.77	\$82.42	22.14%
Cooler Large	\$3,413.78	\$3,364.26	\$49.52	1.45%
Cooler Medium	\$3,413.78	\$2,425.28	\$988.50	28.96%
Tea	\$335.80	\$257.50	\$78.30	23.32%
Customer Group Total:	\$8,632.42	\$6,917.08	\$1,715.34	19.87%
Salesperson Group Total:	\$344,493.62	\$24,961.33	\$319,532.29	92.75%

Jones, Mary

A-Z Stationery Supplies

Item Name	Sales \$	COGS \$	Margin \$	Margin %
1 hour - Other Services	\$536.25	\$0.00	\$536.25	100.00%
1 Hour - Travel	\$224.99	\$0.00	\$224.99	100.00%
Tecknodreams computers	\$791.83	\$0.00	\$791.83	100.00%
Customer Group Total:	\$1,553.07	\$0.00	\$1,553.07	100.00%

Davis, Chris

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Coolers Medium 5x45	\$138.18	\$0.00	\$138.18	100.00%
Customer Group Total:	\$138.18	\$0.00	\$138.18	100.00%
Salesperson Group Total:	\$1,691.25	\$0.00	\$1,691.25	100.00%

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Long, Alan

A-Z Stationery Supplies

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$370.63	\$272.56	\$98.07	26.46%
Cooler Large	\$1,418.18	\$1,044.21	\$373.97	26.37%
Cooler Small	\$323.64	\$178.82	\$144.82	44.75%
Pine Stand	\$200.00	\$387.00	-\$187.00	-93.50%
Customer Group Total:	\$2,312.45	\$1,882.59	\$429.86	18.59%

Davis, Chris

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Glass Crock	\$2,800.00	\$1,517.05	\$1,282.95	45.82%
Customer Group Total:	\$2,800.00	\$1,517.05	\$1,282.95	45.82%

Footloose Dance Studio

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Clear Carbon	\$122.50	\$58.95	\$63.55	51.88%
12 Litres North Spring	\$252.27	\$28.03	\$224.24	88.89%
20 Litres North Spring	\$568.18	\$318.54	\$249.64	43.94%
20 Litres South Spring	\$2,550.00	\$1,315.28	\$1,234.72	48.42%
Coffee Powder	\$50.00	\$38.64	\$11.36	22.72%
Cooler Filter Medium	\$39.09	\$24.55	\$14.54	37.20%
Pine Stand	\$150.00	\$76.06	\$73.94	49.29%
Steel Stand	\$69.09	\$77.00	-\$7.91	-11.45%
Customer Group Total:	\$3,801.13	\$1,937.05	\$1,864.08	49.04%

Leisure Landscape Nursery

Item Name	Sales \$	COGS \$	Margin \$	Margin %
20 Litres Clear Carbon	\$163.64	\$91.22	\$72.42	44.26%
20 Litres South Spring	\$75.00	\$38.68	\$36.32	48.43%
Cooler Medium - 1 Month Rent	\$15.00	\$0.00	\$15.00	100.00%
Cooler Small - 1 Mth Rent	\$20.00	\$0.00	\$20.00	100.00%
Glass Crock	\$407.27	\$303.41	\$103.86	25.50%
Pottery Crock	\$272.73	\$171.52	\$101.21	37.11%
Customer Group Total:	\$953.64	\$604.83	\$348.81	36.58%

My Town Reality

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Large - 1 Month Rent	\$938.87	\$0.00	\$938.87	100.00%
Cooler Medium - 1 Month Rent	\$840.00	\$0.00	\$840.00	100.00%
Cooler Small - 1 Mth Rent	\$430.00	\$0.00	\$430.00	100.00%
Labour for Installation	\$336.00	\$0.00	\$336.00	100.00%
Customer Group Total:	\$2,544.87	\$0.00	\$2,544.87	100.00%

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Salesperson Group Total: **\$12,412.09** **\$5,941.52** **\$6,470.57** **52.13%**

Parker, Peter

Cameron, James

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Glass Crock	\$2,138.19	\$1,668.76	\$469.43	21.95%
Pine Stand	\$750.00	\$380.29	\$369.71	49.29%
Pottery Crock	\$90.91	\$57.17	\$33.74	37.11%
Customer Group Total:	\$2,979.10	\$2,106.22	\$872.88	29.30%

Chelsea Mosset

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Orange Carbon	-\$15.91	-\$10.90	-\$5.01	31.49%
20 Litres Clear Carbon	-\$81.82	-\$47.34	-\$34.48	42.14%
20 Litres South Spring	-\$50.00	-\$25.97	-\$24.03	48.06%
Customer Group Total:	-\$147.73	-\$84.21	-\$63.52	43.00%

Footloose Dance Studio

Item Name	Sales \$	COGS \$	Margin \$	Margin %
1 Hour - Travel	\$87.95	\$0.00	\$87.95	100.00%
Labour for Installation	\$210.00	\$0.00	\$210.00	100.00%
Tecknodreams computers	\$76.14	\$0.00	\$76.14	100.00%
Customer Group Total:	\$374.09	\$0.00	\$374.09	100.00%
Salesperson Group Total:	\$3,205.46	\$2,022.01	\$1,183.45	36.92%

Scott

My Town Reality

Item Name	Sales \$	COGS \$	Margin \$	Margin %
1 hour - Other Services	\$330.00	\$0.00	\$330.00	100.00%
Cooler Filter Large	\$2,162.05	\$1,590.20	\$571.85	26.45%
Cooler Filter Small	\$1,998.00	\$31.46	\$1,966.54	98.43%
Cooler Medium - 1 Month Rent	\$58.14	\$0.00	\$58.14	100.00%
Customer Group Total:	\$4,548.19	\$1,621.66	\$2,926.53	64.34%
Salesperson Group Total:	\$4,548.19	\$1,621.66	\$2,926.53	64.34%

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For the period from 01-07-2007 to 30-07-2008

Smith, Sue

Footloose Dance Studio

Item Name	Sales \$	COGS \$	Margin \$	Margin %
1 Hour - Travel	\$81.82	\$0.00	\$81.82	100.00%
12 Litres Clear Carbon	\$175.00	\$84.22	\$90.78	51.87%
12 Litres North Spring	\$319.55	\$35.51	\$284.04	88.89%
20 Litres North Spring	\$45.45	\$25.79	\$19.66	43.26%
20 Litres South Spring	\$75.00	\$38.68	\$36.32	48.43%
Cooler Filter Large	\$247.09	\$181.67	\$65.42	26.48%
Customer Group Total:	\$943.91	\$365.87	\$578.04	61.24%

Island Way Motel

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Clear Carbon	-\$52.50	-\$27.49	-\$25.01	47.64%
12 Litres North Spring	\$588.64	\$65.25	\$523.39	88.92%
20 Litres Clear Carbon	\$409.09	\$228.05	\$181.04	44.25%
20 Litres South Spring	\$625.00	\$322.37	\$302.63	48.42%
Steel Stand	\$138.18	\$154.00	-\$15.82	-11.45%
Customer Group Total:	\$1,708.41	\$742.18	\$966.23	56.56%

My Town Reality

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Clear Carbon	\$17.50	\$9.07	\$8.43	48.17%
12 Litres North Spring	\$33.63	\$3.80	\$29.83	88.70%
Cooler Filter Large	\$185.32	\$136.28	\$49.04	26.46%
Customer Group Total:	\$236.45	\$149.15	\$87.30	36.92%
Salesperson Group Total:	\$2,888.77	\$1,257.20	\$1,631.57	56.48%
Grand Total:	\$369,239.38	\$35,803.72	\$333,435.66	90.30%