

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

### 130'0 E Promo

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$185.32	\$136.82	\$48.50	26.17%
<b>Customer Group Total:</b>	<b>\$185.32</b>	<b>\$136.82</b>	<b>\$48.50</b>	<b>26.17%</b>

### 2PPM Pty. Ltd.

Item Name	Sales \$	COGS \$	Margin \$	Margin %
timex	\$21,744.00	\$2,869.09	\$18,874.91	86.81%
<b>Customer Group Total:</b>	<b>\$21,744.00</b>	<b>\$2,869.09</b>	<b>\$18,874.91</b>	<b>86.81%</b>

### 360 Degrees Focus

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Coffee Powder	\$25.00	\$19.32	\$5.68	22.72%
timex	\$23.00	\$717.27	-\$694.27	-3018.57%
volatile tiles	-\$402.00	\$0.00	-\$402.00	100.00%
<b>Customer Group Total:</b>	<b>-\$354.00</b>	<b>\$736.59</b>	<b>-\$1,090.59</b>	<b>308.08%</b>

### A-One Promotional Products

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Iphone	\$185.32	\$1,035.00	-\$849.68	-458.49%
<b>Customer Group Total:</b>	<b>\$185.32</b>	<b>\$1,035.00</b>	<b>-\$849.68</b>	<b>-458.49%</b>

### A-Z Statio'nery Supplies

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$185.32	\$136.39	\$48.93	26.40%
Misc. Service	\$40.74	\$0.00	\$40.74	100.00%
<b>Customer Group Total:</b>	<b>\$226.06</b>	<b>\$136.39</b>	<b>\$89.67</b>	<b>39.67%</b>

### Beetle Branding

Item Name	Sales \$	COGS \$	Margin \$	Margin %
lemon	-\$684.00	\$0.00	-\$684.00	100.00%
<b>Customer Group Total:</b>	<b>-\$684.00</b>	<b>\$0.00</b>	<b>-\$684.00</b>	<b>100.00%</b>

### 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%

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For the period from 01-08-2012 to 28-02-2013

**Customer Group Total:** **\$1,364.32** **\$769.56** **\$594.76** **43.59%**

### Chelsea Mosset

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Large	\$945.45	\$694.83	\$250.62	26.51%
<b>Customer Group Total:</b>	<b>\$945.45</b>	<b>\$694.83</b>	<b>\$250.62</b>	<b>26.51%</b>

### chris mirr'or

Item Name	Sales \$	COGS \$	Margin \$	Margin %
filter	\$247.09	\$0.00	\$247.09	100.00%
longe	-\$656.60	\$0.00	-\$656.60	100.00%
<b>Customer Group Total:</b>	<b>-\$409.51</b>	<b>\$0.00</b>	<b>-\$409.51</b>	<b>100.00%</b>

### Davis, Chris

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Medium	\$156.36	\$98.18	\$58.18	37.21%
Cooler Small	\$323.64	\$178.82	\$144.82	44.75%
Glass Crock	\$2,800.00	\$1,517.05	\$1,282.95	45.82%
<b>Customer Group Total:</b>	<b>\$3,280.00</b>	<b>\$1,794.05</b>	<b>\$1,485.95</b>	<b>45.30%</b>

### Footloose Dance Studio

Item Name	Sales \$	COGS \$	Margin \$	Margin %
1 hour - Cooler Service	\$76.14	\$0.00	\$76.14	100.00%
1 Hour - Travel	\$87.95	\$0.00	\$87.95	100.00%
12 Litres Clear Carbon	\$297.50	\$153.12	\$144.38	48.53%
12 Litres North Spring	\$571.82	\$64.45	\$507.37	88.73%
20 Litres North Spring	\$613.63	\$344.33	\$269.30	43.89%
20 Litres South Spring	\$2,500.00	\$1,359.92	\$1,140.08	45.60%
Coffee Powder	\$50.00	\$38.64	\$11.36	22.72%
Cooler Filter Large	\$247.09	\$177.43	\$69.66	28.19%
Cooler Filter Medium	\$39.09	\$24.55	\$14.54	37.20%
Labour for Installation	\$210.00	\$0.00	\$210.00	100.00%
Pine Stand	\$150.00	\$63.30	\$86.70	57.80%
Steel Stand	\$69.09	\$65.14	\$3.95	5.72%
<b>Customer Group Total:</b>	<b>\$4,912.31</b>	<b>\$2,290.88</b>	<b>\$2,621.43</b>	<b>53.36%</b>

### Island Way Motel

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$61.77	\$45.46	\$16.31	26.40%
Cooler Filter Medium	\$117.27	\$73.64	\$43.63	37.20%
Steel Stand	\$483.64	\$452.88	\$30.76	6.36%
<b>Customer Group Total:</b>	<b>\$662.68</b>	<b>\$571.98</b>	<b>\$90.70</b>	<b>13.69%</b>

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

### Leisure Landscape Nursery

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$741.27	\$545.56	\$195.71	26.40%
<b>Customer Group Total:</b>	<b>\$741.27</b>	<b>\$545.56</b>	<b>\$195.71</b>	<b>26.40%</b>

### The Motor Company

Item Name	Sales \$	COGS \$	Margin \$	Margin %
20 Litres South Spring	\$1,096.87	\$583.25	\$513.62	46.83%
Coffee Powder	\$372.19	\$289.77	\$82.42	22.14%
Cooler Large	\$3,413.78	\$3,364.26	\$49.52	1.45%
Cooler Small	\$1,132.73	\$625.86	\$506.87	44.75%
Steel Stand	\$552.73	\$570.43	-\$17.70	-3.20%
Tea	\$335.80	\$257.50	\$78.30	23.32%
vdot	\$15.00	\$0.00	\$15.00	100.00%
<b>Customer Group Total:</b>	<b>\$6,919.10</b>	<b>\$5,691.07</b>	<b>\$1,228.03</b>	<b>17.75%</b>
<b>Salesperson Group Total:</b>	<b>\$39,718.32</b>	<b>\$17,271.82</b>	<b>\$22,446.50</b>	<b>56.51%</b>

Abdulghani, Ajmal

### 4 Promote - Bycorp Pty Ltd

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$135.90	\$227.38	-\$91.48	-67.31%
<b>Customer Group Total:</b>	<b>\$135.90</b>	<b>\$227.38</b>	<b>-\$91.48</b>	<b>-67.31%</b>
<b>Salesperson Group Total:</b>	<b>\$135.90</b>	<b>\$227.38</b>	<b>-\$91.48</b>	<b>-67.31%</b>

Ablan'edo, Ignacio

### 1800 P'rints

Item Name	Sales \$	COGS \$	Margin \$	Margin %
ender	-\$24.00	\$0.00	-\$24.00	100.00%
timex	\$2,184.00	\$2,869.09	-\$685.09	-31.37%
<b>Customer Group Total:</b>	<b>\$2,160.00</b>	<b>\$2,869.09</b>	<b>-\$709.09</b>	<b>-32.83%</b>

### 4Branding - Sydney - ELITE

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Retractable LED Flashlight Key	\$176.00	\$0.00	\$176.00	100.00%
<b>Customer Group Total:</b>	<b>\$176.00</b>	<b>\$0.00</b>	<b>\$176.00</b>	<b>100.00%</b>
<b>Salesperson Group Total:</b>	<b>\$2,336.00</b>	<b>\$2,869.09</b>	<b>-\$533.09</b>	<b>-22.82%</b>

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

Abo, To'nje

### Accumulate

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Iphone	\$247.09	\$1,380.00	-\$1,132.91	-458.50%
<b>Customer Group Total:</b>	<b>\$247.09</b>	<b>\$1,380.00</b>	<b>-\$1,132.91</b>	<b>-458.50%</b>
<b>Salesperson Group Total:</b>	<b>\$247.09</b>	<b>\$1,380.00</b>	<b>-\$1,132.91</b>	<b>-458.50%</b>

Aboalshamat, Bandar Talal

### 2PPM Pty. Ltd.

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$350.00	\$227.38	\$122.62	35.03%
<b>Customer Group Total:</b>	<b>\$350.00</b>	<b>\$227.38</b>	<b>\$122.62</b>	<b>35.03%</b>
<b>Salesperson Group Total:</b>	<b>\$350.00</b>	<b>\$227.38</b>	<b>\$122.62</b>	<b>35.03%</b>

Aboohadi, Masroor

### 4 Promote - Bycorp Pty Ltd

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Retractable LED Flashlight Key	-\$112.00	\$0.00	-\$112.00	100.00%
<b>Customer Group Total:</b>	<b>-\$112.00</b>	<b>\$0.00</b>	<b>-\$112.00</b>	<b>100.00%</b>
<b>Salesperson Group Total:</b>	<b>-\$112.00</b>	<b>\$0.00</b>	<b>-\$112.00</b>	<b>100.00%</b>

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

Jo'nes, Mary

### A Flag World

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Steel Stand	\$207.27	\$185.84	\$21.43	10.34%
<b>Customer Group Total:</b>	<b>\$207.27</b>	<b>\$185.84</b>	<b>\$21.43</b>	<b>10.34%</b>

### A-Z Statio'nery Supplies

Item Name	Sales \$	COGS \$	Margin \$	Margin %
1 hour - Cooler Service	\$791.83	\$0.00	\$791.83	100.00%
1 hour - Other Services	\$536.25	\$0.00	\$536.25	100.00%
1 Hour - Travel	\$224.99	\$0.00	\$224.99	100.00%
Pine Stand	\$200.00	\$82.27	\$117.73	58.87%
<b>Customer Group Total:</b>	<b>\$1,753.07</b>	<b>\$82.27</b>	<b>\$1,670.80</b>	<b>95.31%</b>

### Footloose Dance Studio

Item Name	Sales \$	COGS \$	Margin \$	Margin %
large filter	\$247.09	\$0.00	\$247.09	100.00%
<b>Customer Group Total:</b>	<b>\$247.09</b>	<b>\$0.00</b>	<b>\$247.09</b>	<b>100.00%</b>
<b>Salesperson Group Total:</b>	<b>\$2,207.43</b>	<b>\$268.11</b>	<b>\$1,939.32</b>	<b>87.85%</b>

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

Long, Alan

### A Great Idea Company

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Pine Stand	\$150.00	\$54.48	\$95.52	63.68%
<b>Customer Group Total:</b>	<b>\$150.00</b>	<b>\$54.48</b>	<b>\$95.52</b>	<b>63.68%</b>

### Leisure Landscape Nursery

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres North Spring	\$50.45	\$5.69	\$44.76	88.72%
20 Litres Clear Carbon	\$163.64	\$93.95	\$69.69	42.59%
20 Litres South Spring	\$75.00	\$38.88	\$36.12	48.16%
Cooler Medium - 1 Month Rent	\$15.00	\$0.00	\$15.00	100.00%
Cooler Sm'all - 1 Mth Rent	\$20.00	\$0.00	\$20.00	100.00%
Glass Crock	\$407.27	\$297.06	\$110.21	27.06%
Pottery Crock	\$272.73	\$171.52	\$101.21	37.11%
<b>Customer Group Total:</b>	<b>\$1,004.09</b>	<b>\$607.10</b>	<b>\$396.99</b>	<b>39.54%</b>

### 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 Sm'all - 1 Mth Rent	\$430.00	\$0.00	\$430.00	100.00%
Labour for Installation	\$336.00	\$0.00	\$336.00	100.00%
<b>Customer Group Total:</b>	<b>\$2,544.87</b>	<b>\$0.00</b>	<b>\$2,544.87</b>	<b>100.00%</b>
<b>Salesperson Group Total:</b>	<b>\$3,698.96</b>	<b>\$661.58</b>	<b>\$3,037.38</b>	<b>82.11%</b>

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

Parker, Peter

Camer'on, James

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Glass Crock	\$2,138.19	\$1,630.19	\$508.00	23.76%
Pine Stand	\$750.00	\$313.90	\$436.10	58.15%
Pottery Crock	\$90.91	\$57.17	\$33.74	37.11%
<b>Customer Group Total:</b>	<b>\$2,979.10</b>	<b>\$2,001.26</b>	<b>\$977.84</b>	<b>32.82%</b>

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	\$25.93	\$24.07	48.14%
<b>Customer Group Total:</b>	<b>-\$47.73</b>	<b>-\$32.31</b>	<b>-\$15.42</b>	<b>32.31%</b>

Leisure Landscape Nursery

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Clear Carbon	\$52.50	\$25.26	\$27.24	51.89%
<b>Customer Group Total:</b>	<b>\$52.50</b>	<b>\$25.26</b>	<b>\$27.24</b>	<b>51.89%</b>
<b>Salesperson Group Total:</b>	<b>\$2,983.87</b>	<b>\$1,994.21</b>	<b>\$989.66</b>	<b>33.17%</b>

Sm'ith, Sue

Chelsea Mosset

Item Name	Sales \$	COGS \$	Margin \$	Margin %
filter	\$247.09	\$0.00	\$247.09	100.00%
<b>Customer Group Total:</b>	<b>\$247.09</b>	<b>\$0.00</b>	<b>\$247.09</b>	<b>100.00%</b>

Island Way Motel

Item Name	Sales \$	COGS \$	Margin \$	Margin %
12 Litres Clear Carbon	-\$52.50	-\$27.71	-\$24.79	47.22%
12 Litres North Spring	\$588.64	\$65.25	\$523.39	88.92%
20 Litres Clear Carbon	\$409.09	\$235.37	\$173.72	42.46%
20 Litres South Spring	\$625.00	\$324.02	\$300.98	48.16%
Steel Stand	\$138.18	\$125.97	\$12.21	8.84%
<b>Customer Group Total:</b>	<b>\$1,708.41</b>	<b>\$722.90</b>	<b>\$985.51</b>	<b>57.69%</b>
<b>Salesperson Group Total:</b>	<b>\$1,955.50</b>	<b>\$722.90</b>	<b>\$1,232.60</b>	<b>63.03%</b>

# Clearwater Pty Ltd

## Customer Profitability By Salesperson and Items

For the period from 01-08-2012 to 28-02-2013

tom cruise

### The Motor Company

Item Name	Sales \$	COGS \$	Margin \$	Margin %
Cooler Filter Large	\$2,779.77	\$2,052.30	\$727.47	26.17%
<b>Customer Group Total:</b>	<b>\$2,779.77</b>	<b>\$2,052.30</b>	<b>\$727.47</b>	<b>26.17%</b>
<b>Salesperson Group Total:</b>	<b>\$2,779.77</b>	<b>\$2,052.30</b>	<b>\$727.47</b>	<b>26.17%</b>
<b>Grand Total:</b>	<b>\$56,300.84</b>	<b>\$27,674.77</b>	<b>\$28,626.07</b>	<b>50.84%</b>