

Category Profile

Category	Category Number	Salesrep	Salesrep Number	Sales	Base	Profit	Net	Net Profit
CANDY/GUM	4	BOB STEVENS	30	349938.89	327819.6	22119.29	304400.18	45538.71
CANDY/GUM	4	HARLAND WILLIAMS	HARLAN	146478.1	128781.64	17696.46	126481.79	19996.31
CANDY/GUM	4	JOE BADEAUX	20	999901.1	797287.68	202613.42	751387.94	248513.16
CANDY/GUM	4	SAM CARRINGTON	10	1056980.48	862571.16	194409.32	812023.6	244956.88
CIGARETTES	1	BOB STEVENS	30	532544.92	499076.75	33468.17	493608.66	38936.26
CIGARETTES	1	HARLAND WILLIAMS	HARLAN	424951.58	407604.12	17347.46	402831.97	22119.61
CIGARETTES	1	JOE BADEAUX	20	1045935.25	987070.74	58864.51	978344.59	67590.66
CIGARETTES	1	SAM CARRINGTON	10	1472032.72	1389368.42	82664.3	1374095.85	97936.87
DRUGS/HBA	6	BOB STEVENS	30	2168.34	1580.46	587.88	1580.46	587.88
DRUGS/HBA	6	HARLAND WILLIAMS	HARLAN	2168.34	1580.46	587.88	1580.46	587.88
DRUGS/HBA	6	JOE BADEAUX	20	9080.56	6618.64	2461.92	6618.64	2461.92
DRUGS/HBA	6	SAM CARRINGTON	10	13666.65	9961.35	3705.3	9961.35	3705.3
GROCERY	5	BOB STEVENS	30	56025.72	48357.24	7668.48	47119.34	8906.38
GROCERY	5	HARLAND WILLIAMS	HARLAN	38260.9	32226.29	6034.61	31204.06	7056.84
GROCERY	5	JOE BADEAUX	20	165847	148848.02	16998.98	146621.23	19225.77
GROCERY	5	SAM CARRINGTON	10	191313.17	168317.52	22995.65	164414.51	26898.66
LIGHTERS	9	BOB STEVENS	30	41048.25	38229.68	2818.57	37462.22	3586.03
LIGHTERS	9	HARLAND WILLIAMS	HARLAN	26771.11	19896.96	6874.15	19498.4	7272.71
LIGHTERS	9	JOE BADEAUX	20	88250.36	65546.28	22704.08	64235.25	24015.11
LIGHTERS	9	SAM CARRINGTON	10	107133.1	86979.72	20153.38	85223.77	21909.33
MISC	10	BOB STEVENS	30	80	0	80	0	80
MISC	10	HARLAND WILLIAMS	HARLAN	65	5	60	5	60
MISC	10	JOE BADEAUX	20	165	5	160	5	160
MISC	10	SAM CARRINGTON	10	258	5	253	5	253
TOBACCO	2	BOB STEVENS	30	45135.16	39890.69	5244.47	39146.44	5988.72
TOBACCO	2	HARLAND WILLIAMS	HARLAN	32830.2	28132.35	4697.85	27548.6	5281.6
TOBACCO	2	JOE BADEAUX	20	160241.46	137390.48	22850.98	134614.58	25626.88
TOBACCO	2	SAM CARRINGTON	10	208927.1	183012.27	25914.83	179229.22	29697.88

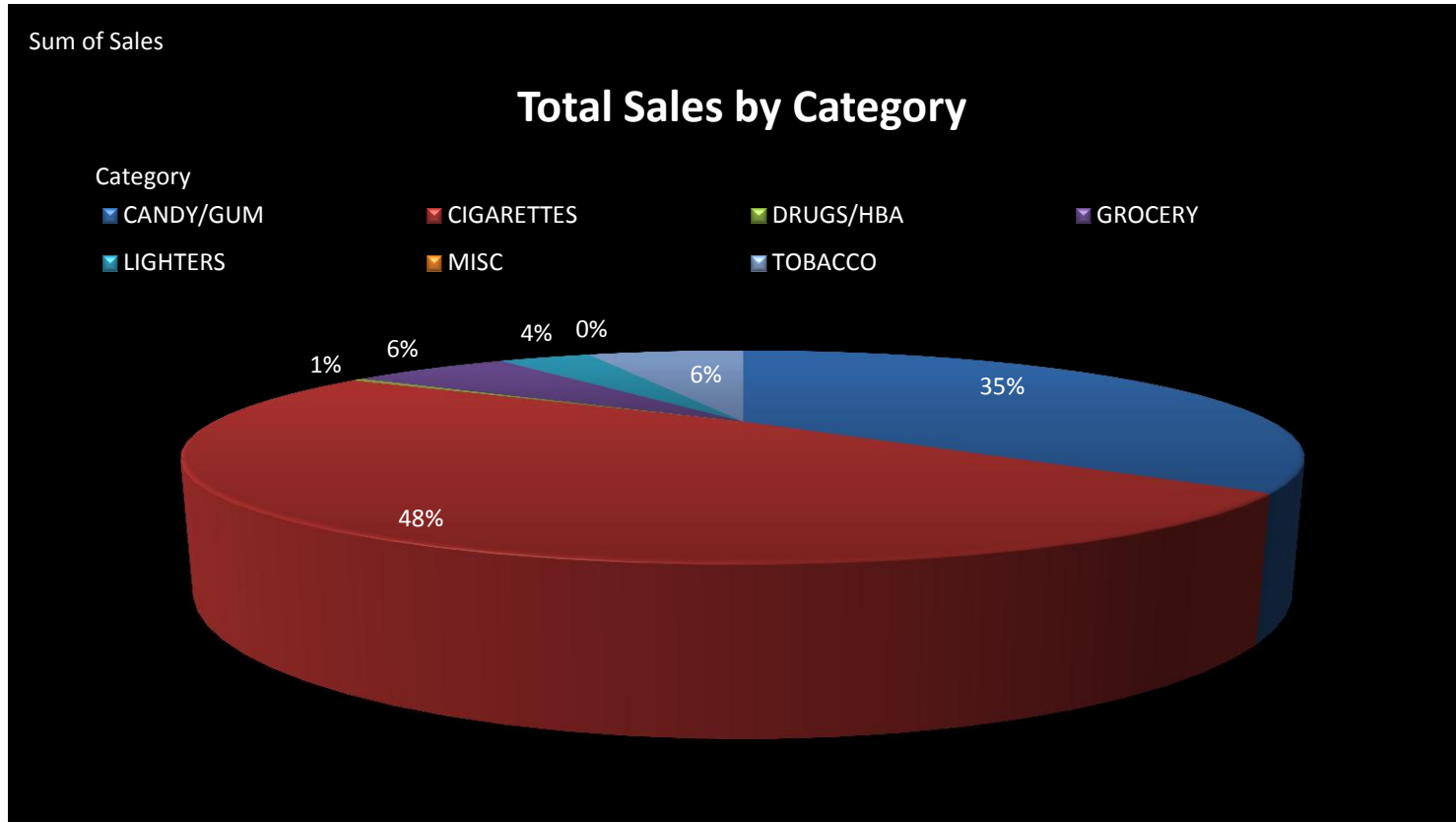
Category Profile

Category	Salesrep	Data	Total
CANDY/GUM	BOB STEVENS	Sales	349,938.89
		Base	327,819.60
		Profit	22,119.29
		Net	304,400.18
		Net Profit	45,538.71
	HARLAND WILLIAMS	Sales	146,478.10
		Base	128,781.64
		Profit	17,696.46
		Net	126,481.79
		Net Profit	19,996.31
	JOE BADEAUX	Sales	999,901.10
		Base	797,287.68
		Profit	202,613.42
		Net	751,387.94
		Net Profit	248,513.16
	SAM CARRINGTON	Sales	1,056,980.48
		Base	862,571.16
		Profit	194,409.32
		Net	812,023.60
		Net Profit	244,956.88
CANDY/GUM	Sum of Sales		2,553,298.57
CANDY/GUM	Sum of Base		2,116,460.08
CANDY/GUM	Sum of Profit		436,838.49
CANDY/GUM	Sum of Net		1,994,293.51
CANDY/GUM	Sum of Net Profit		559,005.06
CIGARETTES		Sales	3,475,464.47
		Base	3,283,120.03
		Profit	192,344.44
		Net	3,248,881.07
		Net Profit	226,583.40
DRUGS/HBA		Sales	27,083.89
		Base	19,740.91
		Profit	7,342.98
		Net	19,740.91
		Net Profit	7,342.98
GROCERY		Sales	451,446.79
		Base	397,749.07

GROCERY	SAM CARRINGTON	Profit	53,697.72
		Net	389,359.14
		Net Profit	62,087.65
LIGHTERS		Sales	263,202.82
		Base	210,652.64
		Profit	52,550.18
MISC		Net	206,419.64
		Net Profit	56,783.18
		Sales	568.00
TOBACCO		Base	15.00
		Profit	553.00
		Net	15.00
		Net Profit	553.00
		Sales	447,133.92
		Base	388,425.79
		Profit	58,708.13
		Net	380,538.84
		Net Profit	66,595.08
Total Sum of Sales			7,218,198.46
Total Sum of Base			6,416,163.52
Total Sum of Profit			802,034.94
Total Sum of Net			6,239,248.11
Total Sum of Net Profit			978,950.35

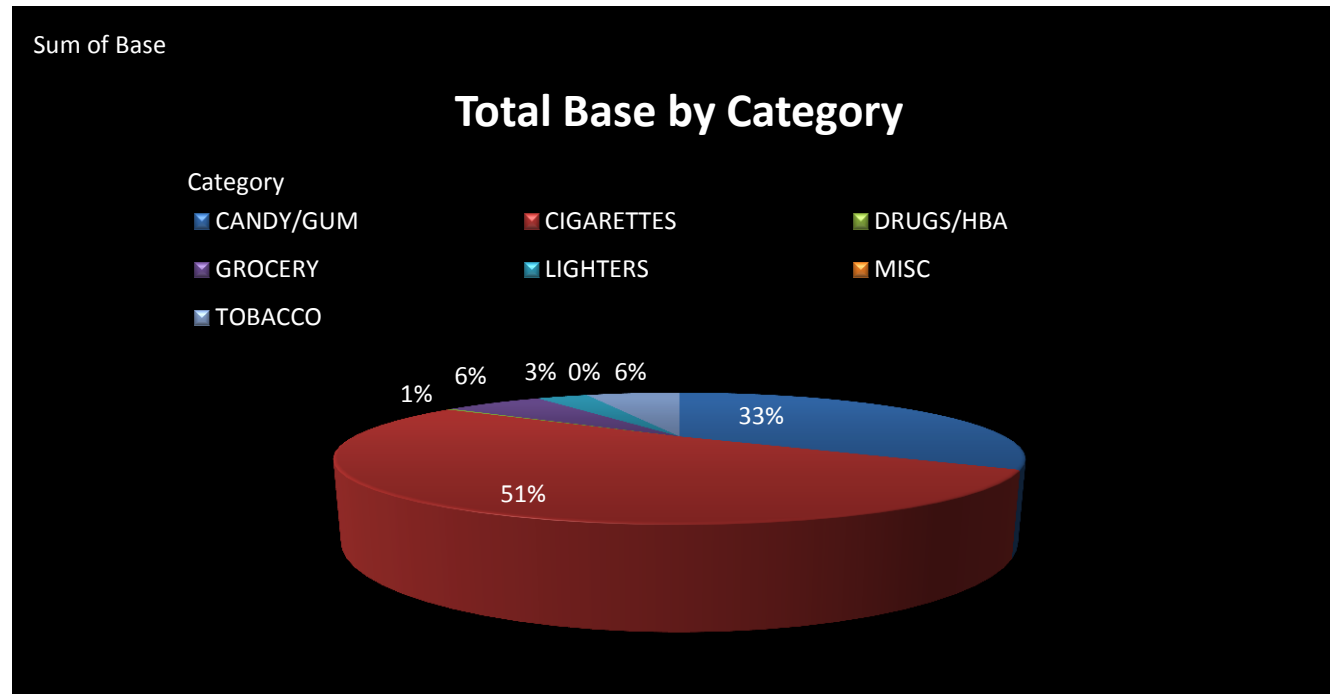
Category Profile--Sales

Category	Total
CANDY/GUM	2,553,298.57
CIGARETTES	3,475,464.47
DRUGS/HBA	27,083.89
GROCERY	451,446.79
LIGHTERS	263,202.82
MISC	568.00
TOBACCO	447,133.92
Grand Total	7,218,198.46



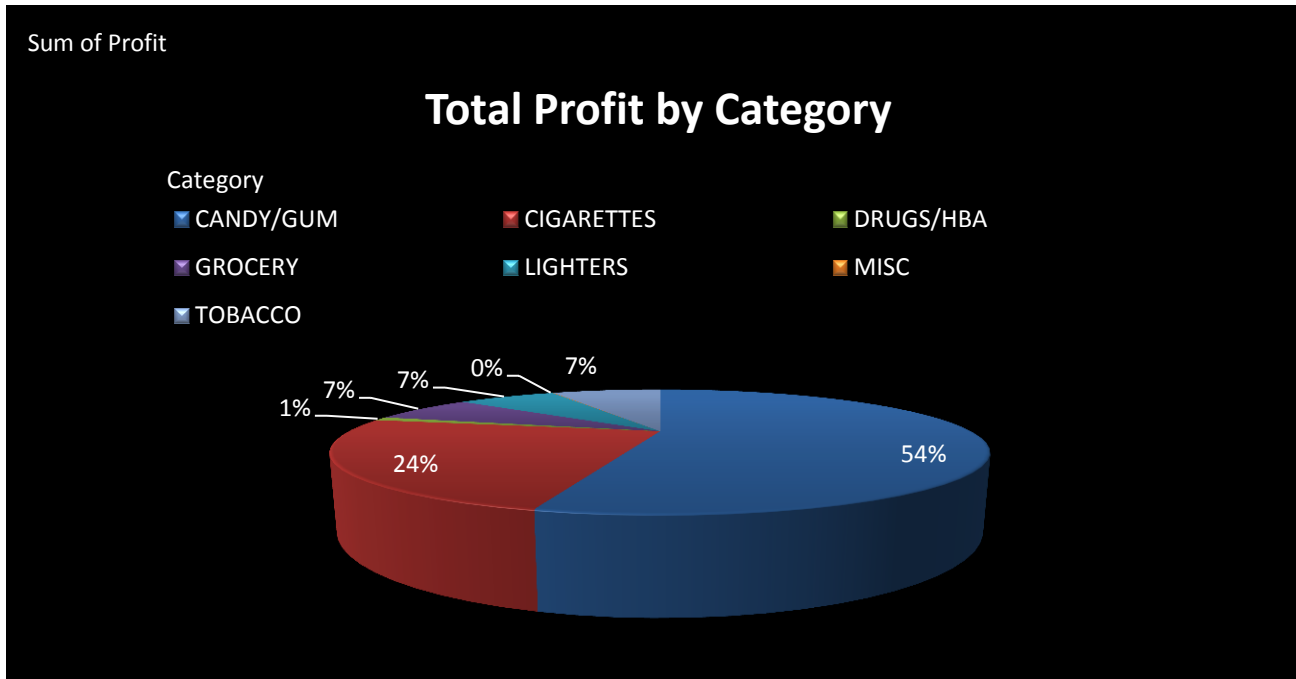
Category Profile--Base

Sum of Base	
Category	Total
CANDY/GUM	2,116,460.08
CIGARETTES	3,283,120.03
DRUGS/HBA	19,740.91
GROCERY	397,749.07
LIGHTERS	210,652.64
MISC	15.00
TOBACCO	388,425.79
Grand Total	6,416,163.52



Category Profile--Profit

Sum of Profit	
Category	Total
CANDY/GUM	436,838.49
CIGARETTES	192,344.44
DRUGS/HBA	7,342.98
GROCERY	53,697.72
LIGHTERS	52,550.18
MISC	553.00
TOBACCO	58,708.13
Grand Total	802,034.94

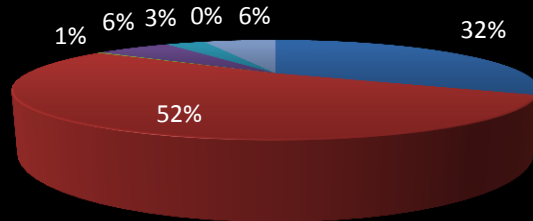


Category Profile--Net

Category	Total
CANDY/GUM	1,994,293.51
CIGARETTES	3,248,881.07
DRUGS/HBA	19,740.91
GROCERY	389,359.14
LIGHTERS	206,419.64
MISC	15.00
TOBACCO	380,538.84
Grand Total	6,239,248.11

Sum of Net

Total Net by Category



Category Profile--Net Profit

Sum of Net Profit	
Category	Total
CANDY/GUM	559,005.06
CIGARETTES	226,583.40
DRUGS/HBA	7,342.98
GROCERY	62,087.65
LIGHTERS	56,783.18
MISC	553.00
TOBACCO	66,595.08
Grand Total	978,950.35

Sum of Net Profit

Total Net Profit by Category

Category

■ CANDY/GUM

■ CIGARETTES

■ DRUGS/HBA

■ GROCERY

■ LIGHTERS

■ MISC

■ TOBACCO

