

MANAGER:Jim Forte
 PREPARED BY:.
 TYPE OF REPORT: Full-Down
 SORTED BY :VPU

***** TOTAL SALESPERSON REPORT *****

FRONTS		09-01-2002 TO 09-24-2002												09-19-2002 TO 09-24-2002											
RANK	SALESPERSON	PER CHG	#OF UPS	#OF SLS	#OF CXL	#NET SLS	NET VOLUME	NET CLS%	CXL% RATE	VPU	AVG SALE	UPS/ SALE	COST SALE	%OF SALE	RANK	#OF UPS	#NET SALE	NET VOLUME	NET CLS%	CXL% RATE	VPU	AVG SALE	UPS/ SALE	COST SALE	%OF SALE
1	Riggillx 607	-11%	9	3	0	3	18825	33.33%	0%	2092	6275	3	315	5%	2	8	3	18825	37.50%	0%	2353	6275	3	280	4%
2	Pyssa 16	-80%	20	5	0	5	30875	25.00%	0%	1544	6175	4	420	7%	18	1	1	7775	100.00%	0%	7775	7775	1	105	1%
3	Ward 342	+0%	30	7	1	6	44650	20.00%	14%	1488	7442	5	525	7%	20	0	0	0	0.00%	0%	0	0	0	0	0%
4	Asyltxn 450	+7%	31	7	0	7	45925	22.58%	0%	1481	6561	4	465	7%	6	8	2	11050	25.00%	0%	1381	5525	4	420	8%
5	Rizzx 313	+3%	32	4	0	4	39950	12.50%	0%	1248	9988	8	840	8%	8	8	1	9725	12.50%	0%	1216	9725	8	840	9%
6	Stantxn 522	-1%	36	7	0	7	39925	19.44%	0%	1109	5704	5	540	9%	10	9	2	10050	22.22%	0%	1117	5025	5	473	9%
7	Lally 564	+0%	24	4	0	4	24825	16.67%	0%	1034	6206	6	630	10%	25	0	0	0	0.00%	0%	0	0	0	0	0%
8	Ogar 299	+3%	38	6	0	6	37650	15.79%	0%	991	6275	6	665	11%	11	11	2	10550	18.18%	0%	959	5275	6	578	11%
9	Nyman 361	+0%	32	6	0	6	30750	18.75%	0%	961	5125	5	560	11%	12	11	2	10550	18.18%	0%	959	5275	6	578	11%
10	Amys 553	-34%	26	4	0	4	24700	15.38%	0%	950	6175	7	683	11%	5	8	2	11550	25.00%	0%	1444	5775	4	420	7%
11	Morton 430	+0%	30	4	0	4	27600	13.33%	0%	920	6900	8	788	11%	34	9	0	0	0.00%	0%	0	0	0	0	0%
12	Cxyly 402	+2%	46	5	0	5	41875	10.87%	0%	910	8375	9	966	12%	13	11	1	9775	9.09%	0%	889	9775	11	1155	12%
13	Wynzyn 110	-74%	22	3	0	3	18825	13.64%	0%	856	6275	7	770	12%	1	4	2	13050	50.00%	0%	3263	6525	2	210	3%
14	Durling 372	-42%	12	2	0	2	10050	16.67%	0%	838	5025	6	630	13%	4	4	1	5775	25.00%	0%	1444	5775	4	420	7%
15	Fyingxld 526	-35%	32	4	0	4	24600	12.50%	0%	769	6150	8	840	14%	9	11	2	13050	18.18%	0%	1186	6525	6	578	9%
16	Shoolds 245	+17%	28	5	1	4	19600	14.29%	20%	700	4900	7	735	15%	15	8	1	4775	12.50%	0%	597	4775	8	840	18%
17	Griffin 556	+0%	16	2	0	2	10550	12.50%	0%	659	5275	8	840	16%	31	6	0	0	0.00%	0%	0	0	0	0	0%
23	Smith 541	-74%	31	2	0	2	11050	6.45%	0%	356	5525	16	1628	29%	7	8	2	11050	25.00%	0%	1381	5525	4	420	8%
24	Fratantxnix386	+0%	28	1	0	1	5775	3.57%	0%	206	5775	28	2940	51%	30	6	0	0	0.00%	0%	0	0	0	0	0%
25	Lypp 447	+0%	6	3	0	3	17325	50.00%	0%	2888	5775	2	210	4%	21	1	0	0	0.00%	0%	0	0	0	0	0%
26	Dxukszywicz330	+0%	3	0	0	0	0	0.00%	0%	0	0	0	0	0%	19	0	0	0	0.00%	0%	0	0	0	0	0%
27	Hxusy 40	+0%	2	0	0	0	0	0.00%	0%	0	0	0	0	0%	22	1	0	0	0.00%	0%	0	0	0	0	0%
28	Bachxfnyr,1544	+0%	3	0	0	0	0	0.00%	0%	0	0	0	0	0%	23	0	0	0	0.00%	0%	0	0	0	0	0%
29	Munsyy 552	+0%	1	0	0	0	0	0.00%	0%	0	0	0	0	0%	24	0	0	0	0.00%	0%	0	0	0	0	0%
30	Stytz 615	+0%	4	0	0	0	0	0.00%	0%	0	0	0	0	0%	27	4	0	0	0.00%	0%	0	0	0	0	0%
31	Marxtta 590	+0%	9	0	0	0	0	0.00%	0%	0	0	0	0	0%	26	0	0	0	0.00%	0%	0	0	0	0	0%
32	DaSilva 513	+0%	28	0	0	0	0	0.00%	0%	0	0	0	0	0%	32	8	0	0	0.00%	0%	0	0	0	0	0%
33	Cxnlxn 417	+0%	30	0	0	0	0	0.00%	0%	0	0	0	0	0%	28	5	0	0	0.00%	0%	0	0	0	0	0%
34	Balsamx 419	+0%	30	1	1	0	0	0.00%	100%	0	0	0	0	0%	33	9	0	0	0.00%	100%	0	0	0	0	0%
570	OTHER 616	+0%	3	0	0	0	0	0.00%	0%	0	0	0	0	0%	0	0	0	0	0.00%	0%	0	0	0	0	0%
SUB TOTALS			827	99	3	96	612275	11.61%	3%	740	6378	9	905	14%	203	29	29	174925	14.29%	3%	862	6032	7	735	12%
AVG/SLEPERSON			1	0	0	0	1076	11.61%	3%	740	6378	9	905	14%	0	0	0	307	14.29%	3%	862	6032	7	735	12%
TOTALS			827	99	3	96	612275	11.61%	3%	740	6378	9	905	14%	203	29	29	174925	14.29%	3%	862	6032	7	735	12%

If ups for each sales person is less than minimum ups their rank is weighted toward the bottom of the list of people who have a VPU
 Minimum ups for 09-01-02 to 09-24-02 = 7 Minimum ups for 09-19-02 to 09-24-02 = 2

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SALES AND MARKETING: TOTAL SALESPERSON'S REPORT