

Sales Analysis By Salesman / Customer From 01/10/2007 To 01/01/2009



AB - Alan Burrows - £63,588.42

Sales By Customer / Year For Alan Burrows

Customer			Year		Total			
			2007	2008	Lines	Sales Value		
Lines	Sales Value	Lines	Sales Value	Lines	Sales Value			
001411	Radio Rentals Limited	01793 887889	0	0.00	1	54.60	1	54.60
001720	Thorn Homeserve	01889 772121	0	0.00	15	1434.04	15	1434.04
0049965	W.H. Smith Limited (Terminal 4)	0181 440 2231	0	0.00	37	11941.54	37	11941.54
0049966	W.H. Smith Limited	0117 9667667	0	0.00	3	602.50	3	602.50
0049970	Jarrolds Department Store	01603 612232	0	0.00	6	1441.00	6	1441.00
006257	Thorn U.K.	01356 887212	0	0.00	3	22.80	3	22.80
007800	Thorn Homeserve	01793 445445	0	0.00	5	3034.34	5	3034.34
008068	Thorn Homeserve	01562 881188	0	0.00	2	91.00	2	91.00
1110004	Deutsche Post AG		0	0.00	1	241.45	1	241.45
1770010	Saxtys Wine Bar	01432 760644	7	1374.16	7	143.79	14	1517.95
1770050	O'Neils Wine Bar		0	0.00	25	0.00	25	0.00
1770051	Horizon UPVC Limited	0151 889 7762	0	0.00	1	22.65	1	22.65
1770056	Jewsons Limited	0117 9887112	0	0.00	10	1765.83	10	1765.83
1770057	Jewsons Limited	01225 234127	0	0.00	2	804.00	2	804.00
2090001	UK Paper Limited		4	2770.10	5	6484.25	9	9254.35
2600000	Welsh Water	01222 7870000	3	750.00	0	0.00	3	750.00
44441501	Kwik-Fit (GB) Ltd (Eastern)		0	0.00	8	1855.91	8	1855.91
44441502	Kwik-Fit (GB) Ltd (South West)		0	0.00	3	134.46	3	134.46
44444000	Discount Autoparts Ltd	01915844831	0	0.00	1	10.30	1	10.30
44444600	Stuart Harrison & Co.	01203 546981	0	0.00	1	8.70	1	8.70
9000000	Mrs Kathy Spencer	0161 886 6673	7	890.00	0	0.00	7	890.00
9000001	Mr Ken Gibson	0161 886 5543	2	0.00	0	0.00	2	0.00
9000002	Mr John Founder	0161 844 7788	2	0.00	0	0.00	2	0.00
9000003	Miss Joy Holmes	0161 886 8872	1	86.00	0	0.00	1	86.00
9990091	Thames Water Utilities Ltd.	01793 424698	0	0.00	3	54.50	3	54.50
AAA008	Debenhams PLC	01794 778211	0	0.00	15	19225.00	15	19225.00
AAA080	Empire Stores Limited	01201 554554	0	0.00	7	5000.00	7	5000.00
B0060	British Steel plc	01639 871111	0	0.00	3	356.75	3	356.75
B0065A	Bass Brewers Limited	01944 7783221	0	0.00	4	1459.75	4	1459.75
B0065E	Bass Taverns Limited	0121 4432234	0	0.00	3	1302.00	3	1302.00
M0184	Agco Limited	01203 694400	0	0.00	4	227.00	4	227.00
Total			26	5870.26	175	57718.16	201	63588.42



AC - Ann Clancy - £4,136.00

Sales By Customer / Year For Ann Clancy



AC - Ann Clancy - £4,136.00

			Year					
			2007		2008		Total	
Customer			Lines	Sales Value	Lines	Sales Value	Lines	Sales Value
1770002	British Gas Plc	01908 433600	0	0.00	7	3355.90	7	3355.90
1770010	Saxtys Wine Bar	01432 760644	1	24.50	0	0.00	1	24.50
2090001	UK Paper Limited		0	0.00	1	755.60	1	755.60
Total			1	24.50	8	4111.50	9	4136.00



AH - Alan Hynes - £11,739.30

Sales By Customer / Year For Alan Hynes

			Year					
			2007		2008		Total	
Customer			Lines	Sales Value	Lines	Sales Value	Lines	Sales Value
2090001	UK Paper Limited		2	11711.80	0	0.00	2	11711.80
9990091	Thames Water Utilities Ltd.	01793 424698	0	0.00	3	27.50	3	27.50
Total			2	11711.80	3	27.50	5	11739.30



AHE - Andrea Hendrick - £157.87

Sales By Customer / Year For Andrea Hendrick

			Year		Total	
			2007			
Customer			Lines	Sales Value	Lines	Sales Value
1770002	British Gas Plc	01908 433600	1	150.00	1	150.00
1770010	Saxtys Wine Bar	01432 760644	2	7.87	2	7.87
Total			3	157.87	3	157.87



AM - Adrian McCrum - £380.31

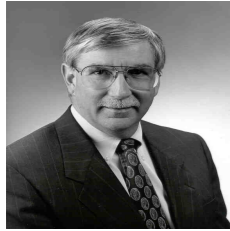
Sales By Customer / Year For Adrian McCrum

			Year					
			2007		2008		Total	
Customer			Lines	Sales Value	Lines	Sales Value	Lines	Sales Value



AM - Adrian McCrum - £380.31

2090001	UK Paper Limited		1	377.80	0	0.00	1	377.80
M0184	Agco Limited	01203 694400	0	0.00	1	2.51	1	2.51
Total			1	377.80	1	2.51	2	380.31



PTN2 - Mike Bundy - £54,971.36

Sales By Customer / Year For Mike Bundy

Customer			Year					
			2007		2008		Total	
Lines	Sales Value	Lines	Sales Value	Lines	Sales Value			
1770002	British Gas Plc	01908 433600	26	22636.48	44	21957.08	70	44593.56
1770004	British Gas Plc		0	0.00	2	10377.80	2	10377.80
Total			26	22636.48	46	32334.88	72	54971.36



PTN4 - Sharon Lock - £1,121.83

Sales By Customer / Year For Sharon Lock

Customer			Year		Total	
			2008		Lines	Sales Value
Lines	Sales Value	Lines	Sales Value			
3000021	NHS Supplies	1	1121.83	1	1121.83	
Total			1	1121.83	1	1121.83



PTW2 - S Lewis-Saunders - £5,473.95

Sales By Customer / Year For S Lewis-Saunders

Customer			Year		Total	
			2008		Lines	Sales Value
Lines	Sales Value	Lines	Sales Value			
1770051	Horizon UPVC Limited	0151 889 7762	1	22.65	1	22.65
2090001	UK Paper Limited		1	3778.00	1	3778.00
B0060	British Steel plc	01639 871111	1	1134.00	1	1134.00
B0065A	Bass Brewers Limited	01944 7783221	2	100.50	2	100.50
M0184	Agco Limited	01203 694400	2	438.80	2	438.80



PTW2 - S Lewis-Saunders - £5,473.95

Sales By Customer / Year For S Lewis-Saunders

Customer	Year 2008		Total	
	Lines	Sales Value	Lines	Sales Value
Total	7	5473.95	7	5473.95

Sales By Representative / Month

Sales Rep.	Period													Total
	2007/10	2007/11	2007/12	2008/01	2008/03	2008/04	2008/05	2008/06	2008/07	2008/08	2008/09	2008/10	2008/11	
Alan Burrows	2386.70	2170.65	1312.91	106.65	377.80	0.00	6757.55	9004.20	23559.09	-1584.80	17045.80	2009.37	442.50	63588.42
Ann Clancy	0.00	24.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2732.10	1380.90	-1.50	4136.00
Alan Hynes	377.80	0.00	11334.00	27.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11739.30
Andrea Hendrick	0.00	150.00	7.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	157.87
Adrian McCrum	377.80	0.00	0.00	0.00	0.00	0.00	0.00	2.51	0.00	0.00	0.00	0.00	0.00	380.31
Mike Bundy	11490.55	5478.93	5667.00	785.10	3987.31	2680.00	-1723.96	5128.29	17615.01	0.00	65.78	3797.35	0.00	54971.36
Sharon Lock	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1121.83	1121.83
S Lewis-Saunders	0.00	0.00	0.00	22.65	0.00	3778.00	1234.50	0.00	438.80	0.00	0.00	0.00	0.00	5473.95
Total	14632.85	7824.08	18321.78	941.90	4365.11	6458.00	6268.09	14135.00	41612.90	-1584.80	19843.68	7187.62	1562.83	141569.04

Total Sales By Representative / Year (Export Accounts Only)

Sales Rep.	Year	
	2008	Total
Alan Burrows	241.45	241.45
Total	241.45	241.45

Total Sales By Representative / Year (Home Accounts Only)

Sales Rep.	Year		Total
	2007	2008	
Alan Burrows	5870.26	57476.71	63346.97
Ann Clancy	24.50	4111.50	4136.00
Alan Hynes	11711.80	27.50	11739.30
Andrea Hendrick	157.87	0.00	157.87
Adrian McCrum	377.80	2.51	380.31
Mike Bundy	22636.48	32334.88	54971.36
Sharon Lock	0.00	1121.83	1121.83
S Lewis-Saunders	0.00	5473.95	5473.95
Total	40778.71	100548.88	141327.59

Sales By Year / Gender

Year	Gender		
	Female	Male	Other
	Sales	Sales	Sales
	First Sale	First Sale	First Sale
2007	Last Sale	Last Sale	Last Sale
	24.50	40754.21	0.00
	30/11/2007	30/10/2007	
2008	30/11/2007	31/12/2007	
	5233.33	95557.00	0.00
	20/09/2008	15/01/2008	
	02/11/2008	02/11/2008	

Sales By Company Type / Gender

	Female	Male	Total
Bass	0.00	2862.25	2862.25
Public Companies	3355.90	75837.11	79193.01
Limited Companies	755.60	48086.70	48842.30
All Others	1146.33	9525.15	10671.48
Total	5257.83	136311.21	141569.04

Sales By Representative / Year

Sales Rep.	Year		Total
	2007	2008	
	Lines	Lines	
	Value	Value	Value
Alan Burrows	26	175	201
	5870.26	57718.16	63588.42
Ann Clancy	1	8	9
	24.50	4111.50	4136.00
Alan Hynes	2	3	5
	11711.80	27.50	11739.30
Andrea Hendrick	3	0	3
	157.87	0.00	157.87
Adrian McCrum	1	1	2
	377.80	2.51	380.31
Mike Bundy	26	46	72
	22636.48	32334.88	54971.36
Sharon Lock	0	1	1
	0.00	1121.83	1121.83
S Lewis-Saunders	0	7	7
	0.00	5473.95	5473.95
Total	59	241	300
	40778.71	100790.33	141569.04

Sales By Type Of Person / Year

Attribute	Year	
	2007	2008
Male	28506.74	95526.99
Female	24.50	5233.33
Wearing Glasses	22636.48	33456.71
Has Long Hair	24.50	4111.50
Is Wearing A Tie	22636.48	37808.83
Has A Moustache	22636.48	32334.88
Cant Tell, No Picture !	12247.47	30.01

Sales By Year / Sales Rep.

Year	Sales Representative								Total
	Alan Burrows	Ann Clancy	Alan Hynes	Andrea Hendrick	Adrian McCrum	Mike Bundy	Sharon Lock	S Lewis-Saunders	
2007	5870.26	24.50	11711.80	157.87	377.80	22636.48	0.00	0.00	40778.71
2008	57718.16	4111.50	27.50	0.00	2.51	32334.88	1121.83	5473.95	100790.33
Total	63588.42	4136.00	11739.30	157.87	380.31	54971.36	1121.83	5473.95	141569.04

Sales Analysis By Salesman / Customer From 01/10/2007 To 01/01/2009

Sales By Customer / Sales Rep.

Customer	Sales Representative								Total
	Alan Burrows	Ann Clancy	Alan Hynes	Andrea Hendrick	Adrian McCrum	Mike Bundy	Sharon Lock	S Lewis-Saunders	
Radio Rentals Limited	54.60 (100.00%)								54.60
Thorn Homeserve	1,434.04 (100.00%)								1,434.04
W.H. Smith Limited (Terminal 4)	11,941.54 (100.00%)								11,941.54
W.H. Smith Limited	602.50 (100.00%)								602.50
Jarrols Department Store	1,441.00 (100.00%)								1,441.00
Thorn U.K.	22.80 (100.00%)								22.80
Thorn Homeserve	3,034.34 (100.00%)								3,034.34
Thorn Homeserve	91.00 (100.00%)								91.00
Deutsche Post AG	241.45 (100.00%)								241.45
British Gas Plc		3,355.90 (6.98%)		150.00 (0.31%)		44,593.56 (92.71%)			48,099.46
British Gas Plc						10,377.80 (100.00%)			10,377.80
Saxtys Wine Bar	1,517.95 (97.91%)	24.50 (1.58%)		7.87 (0.51%)					1,550.32
O'Neils Wine Bar									
Horizon UPVC Limited	22.65 (50.00%)							22.65 (50.00%)	45.30
Jewsons Limited	1,765.83 (100.00%)								1,765.83
Jewsons Limited	804.00 (100.00%)								804.00
UK Paper Limited	9,254.35 (35.76%)	755.60 (2.92%)	11,711.80 (45.26%)		377.80 (1.46%)			3,778.00 (14.60%)	25,877.55
Welsh Water	750.00 (100.00%)								750.00
NHS Supplies							1,121.83 (100.00%)		1,121.83
Kwik-Fit (GB) Ltd (Eastern)	1,855.91 (100.00%)								1,855.91
Kwik-Fit (GB) Ltd (South West)	134.46 (100.00%)								134.46
Discount Autoparts Ltd	10.30 (100.00%)								10.30
Stuart Harrison & Co.	8.70 (100.00%)								8.70
Mrs Kathy Spencer	890.00 (100.00%)								890.00
Mr Ken Gibson									
Mr John Founder									
Miss Joy Holmes	86.00 (100.00%)								86.00
Thames Water Utilities Ltd.	54.50 (66.46%)		27.50 (33.54%)						82.00
Debenhams PLC	19,225.00 (100.00%)								19,225.00
Empire Stores Limited	5,000.00 (100.00%)								5,000.00
British Steel plc	356.75 (23.93%)							1,134.00 (76.07%)	1,490.75
Bass Brewers Limited	1,459.75 (93.56%)							100.50 (6.44%)	1,560.25
Bass Taverns Limited	1,302.00 (100.00%)								1,302.00
Agco Limited	227.00 (33.97%)				2.51 (0.38%)			438.80 (65.66%)	668.31
Total	63,588.42	4,136.00	11,739.30	157.87	380.31	54,971.36	1,121.83	5,473.95	141,569.04

Sales By All Sales Representatives / Year

Sales Rep.	Year		Total
	2007	2008	
John Cronin	0.00	0.00	0.00
Alan Burrows	5870.26	57718.16	63588.42
Ann Clancy	24.50	4111.50	4136.00
Alan Hynes	11711.80	27.50	11739.30
Andrea Hendrick	157.87	0.00	157.87
Adrian McCrum	377.80	2.51	380.31
Brian Cockram	0.00	0.00	0.00
Barry Harper	0.00	0.00	0.00
Bob King	0.00	0.00	0.00
Bill Williamson	0.00	0.00	0.00
Carole Burgess	0.00	0.00	0.00
Caroline Buddery	0.00	0.00	0.00
Christine Clarke	0.00	0.00	0.00
Cathy Mason	0.00	0.00	0.00
Con Owen	0.00	0.00	0.00
Derek Regnier	0.00	0.00	0.00
Dave Troop	0.00	0.00	0.00
Derek Vallance	0.00	0.00	0.00
Frank Holmes	0.00	0.00	0.00
Gerald Luciola	0.00	0.00	0.00

Sales By All Sales Representatives / Year

Sales Rep.	Year		Total
	2007	2008	
Ian Dockry	0.00	0.00	0.00
Ian McCall	0.00	0.00	0.00
Ian Maunders	0.00	0.00	0.00
Ivan Moore	0.00	0.00	0.00
John Connelly	0.00	0.00	0.00
Jim Cruickshanks	0.00	0.00	0.00
John Martin	0.00	0.00	0.00
John Rollason	0.00	0.00	0.00
Keith Champ	0.00	0.00	0.00
Kevin Gathergood	0.00	0.00	0.00
Michael Hailstone	0.00	0.00	0.00
Nick Mayhew	0.00	0.00	0.00
Neil Storey	0.00	0.00	0.00
Paul Barber	0.00	0.00	0.00
Phil Blyth	0.00	0.00	0.00
Paul Currie	0.00	0.00	0.00
Phil Creasey	0.00	0.00	0.00
Peter Fairall	0.00	0.00	0.00
Paul Fitt	0.00	0.00	0.00
Paul Haggerty	0.00	0.00	0.00
Paul Peck	0.00	0.00	0.00
Paul Segolo	0.00	0.00	0.00
George Taggart	0.00	0.00	0.00
Colette Miller	0.00	0.00	0.00
Rosemary Cogan	0.00	0.00	0.00
David Salmon	0.00	0.00	0.00
Ronald Ruhle	0.00	0.00	0.00
Louisa Hawkins	0.00	0.00	0.00
Steve Elson	0.00	0.00	0.00
Stephen Guest	0.00	0.00	0.00
Barry Doyle	0.00	0.00	0.00
Frank Kennedy	0.00	0.00	0.00
Tim Smith	0.00	0.00	0.00
Alan Morrell	0.00	0.00	0.00
Mike Bundy	22636.48	32334.88	54971.36
Andy Black	0.00	0.00	0.00
Sharon Lock	0.00	1121.83	1121.83
Don Dunkin	0.00	0.00	0.00
Dave Nugent	0.00	0.00	0.00
Ian Imrie	0.00	0.00	0.00
Brian Sadler	0.00	0.00	0.00
S Lewis-Saunders	0.00	5473.95	5473.95
Peter Wells	0.00	0.00	0.00
Phil Wilks	0.00	0.00	0.00
Roger Allen	0.00	0.00	0.00
Bob Ward	0.00	0.00	0.00
Rod Chapman	0.00	0.00	0.00
Robin Galley	0.00	0.00	0.00
Roy Millington	0.00	0.00	0.00
Richard Pryor	0.00	0.00	0.00
Ray Parker	0.00	0.00	0.00
Simon Gibbons	0.00	0.00	0.00
Simon Hatch	0.00	0.00	0.00
Sue Holt	0.00	0.00	0.00
Serena Robinson	0.00	0.00	0.00
Sam Steele	0.00	0.00	0.00
Swift Computing	0.00	0.00	0.00
Simon Roberts	0.00	0.00	0.00
Phil Rayner	0.00	0.00	0.00
Ken Anchors	0.00	0.00	0.00

Sales By All Sales Representatives / Year

Sales Rep.	Year		Total
	2007	2008	
Theresa Clarke	0.00	0.00	0.00
Tony Johnson	0.00	0.00	0.00
Total	40778.71	100790.33	141569.04