

Representative Sales by Source

For Orders Written Between: 01/01/01 and 03/18/02

Representative Account, House		Road	Direct	Show Room	Home Show	Invoice	Phone	Other	Totals
	Sales	\$8,318.90	\$4,577.98	\$108,744.31		\$36,942.00		\$2,871.00	\$161,454.19
	Orders	3	10	130		11		3	157
	% of Total	0.052	0.028	0.674		0.229		0.018	
	Avg. Order	\$2,772.97	\$457.80	\$836.49		\$3,358.36		\$957.00	\$1,028.37
Daye, Sunny	Sales		\$764.86						\$764.86
	Orders		1						1
	% of Total		1.000						
	Avg. Order		\$764.86						\$764.86
Gough, Bing	Sales	\$1,115,754.42	\$245,061.84	\$582,743.92		\$78,402.69	\$6,794.51	\$1,213,148.54	\$3,241,905.92
	Orders	638	382	483		263	48	514	2,328
	% of Total	0.344	0.076	0.180		0.024	0.002	0.374	
	Avg. Order	\$1,748.83	\$641.52	\$1,206.51		\$298.11	\$141.55	\$2,360.21	\$1,392.57
Luyah, Halle	Sales	\$1,205,508.06	\$285,304.38	\$723,827.92		\$41,662.76		\$1,192,011.65	\$3,448,314.78
	Orders	1,117	823	696		318		629	3,583
	% of Total	0.350	0.083	0.210		0.012		0.346	
	Avg. Order	\$1,079.24	\$346.66	\$1,039.98		\$131.01		\$1,895.09	\$962.41
Meyer, Jan	Sales	\$7,150.14				\$922.00			\$8,072.14
	Orders	11				5			17
	% of Total	0.886				0.114			
	Avg. Order	\$650.01				\$184.40			\$474.83
Minella, Sal	Sales	\$213,200.93		\$61,271.56		\$1,284.00		\$17,427.00	\$293,183.49
	Orders	264		57		1		10	332
	% of Total	0.727		0.209		0.004		0.059	
	Avg. Order	\$807.58		\$1,074.94		\$1,284.00		\$1,742.70	\$883.08
Raines, April	Sales	\$16,552.75	\$952.50	\$11,016.75		\$4,792.50			\$33,314.50
	Orders	37	1	12		15			65
	% of Total	0.497	0.029	0.331		0.144			
	Avg. Order	\$447.37	\$952.50	\$918.06		\$319.50			\$512.53
Walker, Jay	Sales	\$15,340.32	\$4,714.80	\$512.50					\$20,567.62
	Orders	3	3	1					7
	% of Total	0.746	0.229	0.025					
	Avg. Order	\$5,113.44	\$1,571.60	\$512.50					\$2,938.23

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For Orders Written Between: 01/01/01 and 03/18/02

Representative	Road	Direct	Show Room	Home Show	Invoice	Phone	Other	Totals
Total Sales	\$2,581,825.53	\$541,376.36	\$1,488,116.96		\$164,005.95	\$6,794.51	\$2,425,458.19	\$7,207,577.50
Total Orders	2,073	1,220	1,379		613	48	1,156	6,490
Source %	0.358	0.075	0.206		0.023	0.001	0.337	
Average Order	\$1,245.45	\$443.75	\$1,079.13		\$267.55	\$141.55	\$2,098.15	\$1,110.57