

Upscale & Beyond Customer Yearly Sales Analysis

Buckeye Connection - Columbus			Contact: Bill Thompson			Type: Card Shop					
Address: 400 N. High St.			Phone: (614)228-0196			Rep: Raines, April					
City: Columbus, OH 43215			Fax:			Territory:					
						First Order: 01/24/01					
						Last Ordered: 03/21/01					
			Last Year			Last Year to Date			This Year		
Manufacturer	Last Order	Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%	
Fits and Slits	03/21/01	\$842.00	\$396.00	47.03%	\$842.00	\$396.00	47.03%				
Summary		\$842.00	\$396.00	47.03%	\$842.00	\$396.00	47.03%				

Buckeye Corner - Worthington			Contact: Bruce Harlan			Type: Card Shop					
Address: 771-A Dearborn Park L			Phone: (614)781-3711			Rep: Raines, April					
City: Worthington, OH 43085			Fax: (614)781-3713			Territory:					
						First Order: 04/03/01					
						Last Ordered: 04/03/01					
			Last Year			Last Year to Date			This Year		
Manufacturer	Last Order	Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%	
Fits and Slits	04/03/01	\$1,015.00									
Summary		\$1,015.00									

Buckeye Hall of Fame Café - Colu			Contact: Lanette Beecher			Type: Card Shop					
Address: 1421 Olentangy River			Phone: (614)291-2233			Rep: Raines, April					
City: Columbus, OH 43212			Fax: (614)358-8646			Territory:					
						First Order: 02/12/01					
						Last Ordered: 02/12/01					
			Last Year			Last Year to Date			This Year		
Manufacturer	Last Order	Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%	
Fits and Slits	02/12/01	\$468.00			\$468.00						
Summary		\$468.00			\$468.00						

Cardboard Heroes - Beaver Creek			Contact: Johnny Campbell			Type: Card Shop					
Address: 2727 Fairfield Commo			Phone: (937)429-5299			Rep: Raines, April					
City: Beaver Creek, OH 45431			Fax:			Territory:					
						First Order: 01/30/01					
						Last Ordered: 05/22/01					
			Last Year			Last Year to Date			This Year		
Manufacturer	Last Order	Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%	
Fits and Slits	05/22/01	\$3,787.50	\$2,484.50	65.60%	\$3,402.50	\$2,099.50	61.70%				
Summary		\$3,787.50	\$2,484.50	65.60%	\$3,402.50	\$2,099.50	61.70%				

Cincy Sports Center - Cincinnati			Contact: Joyce Stapleton			Type: Card Shop					
Address: 55 W. 5th St.			Phone: (513)621-0003			Rep: Raines, April					
City: Cincinnati, OH 45202			Fax:			Territory:					
						First Order: 02/02/01					
						Last Ordered: 02/02/01					
			Last Year			Last Year to Date			This Year		
Manufacturer	Last Order	Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%	
Fits and Slits	02/02/01	\$306.00			\$306.00						
Summary		\$306.00			\$306.00						

College Traditions - Columbus			Contact: Kelly Dawes			Type: Card Shop					
Address: 286 W. Lane Ave.			Phone: (614)291-4678			Rep: Raines, April					
City: Columbus, OH 43201			Fax:			Territory:					
						First Order: 04/26/01					
						Last Ordered: 04/26/01					
			Last Year			Last Year to Date			This Year		
Manufacturer	Last Order	Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%	
Fits and Slits	04/26/01	\$3,162.00									
Summary		\$3,162.00									

Dubois Book Store Univ. of Cincinn **Contact:** Melissa **Type:** Collectible
Address: 321 Calhoun St. **Phone:** (513)281-4120 **Rep:** Raines, April **First Order:** 04/08/01
City: Cincinnati, OH 45219 **Fax:** **Territory:** **Last Ordered:** 04/08/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	04/08/01	\$289.50	\$289.50	100.00%						
Summary		\$289.50	\$289.50	100.00%						

Gretchen McNeil - Dublin **Contact:** Gretchen McNeil **Type:** Lawn & Garden
Address: **Phone:** (614)761-3043 **Rep:** Raines, April **First Order:** 01/24/01
City: Dublin, OH 43017 **Fax:** **Territory:** **Last Ordered:** 01/24/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	01/24/01	\$17.00	\$17.00	100.00%	\$17.00	\$17.00	100.00%			
Summary		\$17.00	\$17.00	100.00%	\$17.00	\$17.00	100.00%			

I Love Sports - Cincinnati **Contact:** Alan Stigers **Type:** Kitchen & Bath
Address: 4601 Eastgate Blvd. # **Phone:** (513)753-6290 **Rep:** Raines, April **First Order:** 02/05/01
City: Cincinnati, OH 45245 **Fax:** **Territory:** **Last Ordered:** 02/05/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	02/05/01	\$303.50	\$303.50	100.00%	\$303.50	\$303.50	100.00%			
Summary		\$303.50	\$303.50	100.00%	\$303.50	\$303.50	100.00%			

Jerome Schottenstein Center - Col **Contact:** Jason Hill **Type:** General Store
Address: 555 Borrer Dr. **Phone:** (614)292-2073 **Rep:** Raines, April **First Order:** 07/02/01
City: Columbus, OH 43210 **Fax:** **Territory:** **Last Ordered:** 07/02/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	07/02/01	\$131.00								
Summary		\$131.00								

Matthews Art Glass - Archbold **Contact:** Mark Matthews **Type:** Bedroom Boutiqu
Address: St. Rt. 2 PO Box 332 **Phone:** (419)446-9469 **Rep:** Raines, April **First Order:** 02/13/01
City: Archbold, OH 43502 **Fax:** (419)335-2448 **Territory:** **Last Ordered:** 02/13/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	02/13/01	\$845.00	\$315.00	37.28%	\$845.00	\$315.00	37.28%			
Summary		\$845.00	\$315.00	37.28%	\$845.00	\$315.00	37.28%			

Nutcracker Suite - Columbus **Contact:** Bernie Bornstein **Type:** Furniture Store
Address: 4600 International Gat **Phone:** (614)236-0877 **Rep:** Raines, April **First Order:** 02/06/01
City: Columbus, OH 43219 **Fax:** **Territory:** **Last Ordered:** 02/06/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	02/06/01	\$298.50	\$225.50	75.54%	\$298.50	\$225.50	75.54%			
Summary		\$298.50	\$225.50	75.54%	\$298.50	\$225.50	75.54%			

Ohio State University - Columbus **Contact:** Hollie Andrews **Type:** Health Store
Address: 2500 Kenny Rd. **Phone:** (614)292-6585 **Rep:** Raines, April **First Order:** 05/31/01
City: Columbus, OH 43210 **Fax:** **Territory:** **Last Ordered:** 05/31/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	05/31/01	\$816.00								
Summary		\$816.00								

Red Stable - Columbus **Contact:** Sherry Postin **Type:** Travel
Address: 223 E. Kossuth **Phone:** (614)444-3600 **Rep:** Raines, April **First Order:** 02/12/01
City: Columbus, OH 43206 **Fax:** **Territory:** **Last Ordered:** 06/25/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	02/12/01	\$279.25	\$206.25	73.86%	\$279.25	\$206.25	73.86%			
We Believe in Sant	06/25/01	\$392.00								
Summary		\$671.25	\$206.25	30.73%	\$279.25	\$206.25	73.86%			

Uniquities - Canfield **Contact:** Fred Fred **Type:** General Store
Address: 103 E Main **Phone:** (330)533-4367 **Rep:** Raines, April **First Order:** 01/16/00
City: Canfield, OH 44406 **Fax:** **Territory:** **Last Ordered:** 01/05/02

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	01/05/02	\$9,988.50	\$5,925.00	59.32%	\$8,795.50	\$5,684.50	64.63%	\$180.00		
Summary		\$9,988.50	\$5,925.00	59.32%	\$8,795.50	\$5,684.50	64.63%	\$180.00		

Univ. of Cincinnati Bookstore - Cinc **Contact:** Chris Adkins **Type:** General Store
Address: PO Box 210217, 792 E **Phone:** (513)556-1258 **Rep:** Raines, April **First Order:** 03/09/01
City: Cincinnati, OH 45221 **Fax:** **Territory:** **Last Ordered:** 03/09/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	03/09/01	\$1,136.50			\$1,136.50					
Summary		\$1,136.50			\$1,136.50					

University Jewelers/Spirit Concepts **Contact:** Bob Zimmerman **Type:** General Store
Address: 1960 N. High St./PO B **Phone:** (614)299-7536 **Rep:** Raines, April **First Order:** 05/16/01
City: Columbus, OH 43229 **Fax:** **Territory:** **Last Ordered:** 05/16/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	05/16/01	\$590.00								
Summary		\$590.00								

Village Edge - Columbus **Contact:** Kimberly Gilbert **Type:** General Store
Address: 650 S. Front St. **Phone:** (614)445-2349 **Rep:** Raines, April **First Order:** 01/23/01
City: Columbus, OH 43206 **Fax:** **Territory:** **Last Ordered:** 01/23/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Fits and Slits	01/23/01	\$268.50			\$268.50					
Summary		\$268.50			\$268.50					

Wicks N Sticks - Schenectady
Address: 220 Vincenza Lane
City Schenectady, NY 12303

Contact: Leo Mokhiber
Phone: (518)869-3083
Fax:

Type: General Store
Rep: Raines, April
Territory:

First Order: 08/23/01
Last Ordered: 08/23/01

Manufacturer	Last Order	Last Year			Last Year to Date			This Year		
		Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
Alan's Really Cool	08/23/01	\$1,691.00	\$1,691.00	100.00%						
Summary		\$1,691.00	\$1,691.00	100.00%						

Grand Total

Last Year Total			Last Year to Date			This Year		
Sales	Shipped	%	Sales	Shipped	%	Sales	Shipped	%
\$26,626.75	\$11,853.25	44.52%	\$16,962.25	\$9,247.25	54.52%	\$180.00	\$0.00	0.00%