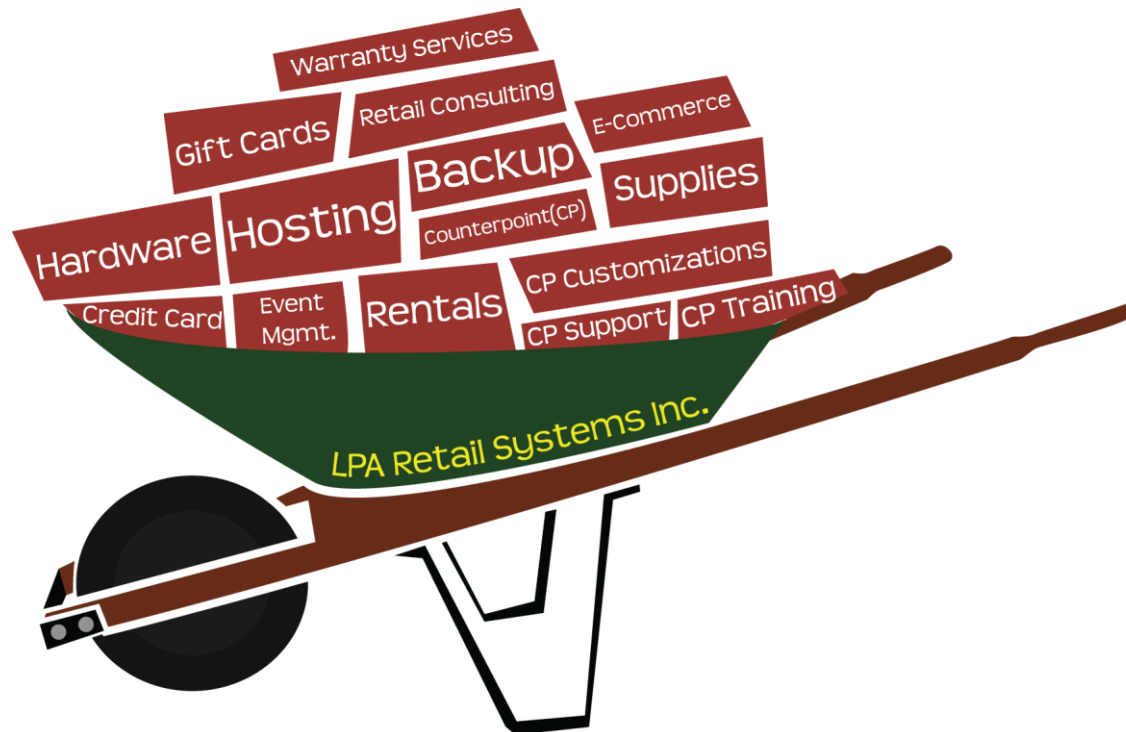


# Business Measurements



# SALES ANALYSIS by GROUP

- Select Sort
- Select Date Range(s)
- Select Columns
- Save Parameters

# Merchandise Analysis

- By Group or Item
- Select Group
- Select Order
- Select Date Range
- Select Columns

# Customer Category

Date 8/10/2010 Time 11:38:26AM

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\*\*\* PRACTICE COMPANY \*\*\*  
Sales Analysis by Category

Select all  
Order by Profit % in period A  
Period A: From 5/1/2010 thru 8/10/2010  
Righting value is shaded.  
Store: All  
Dollar amounts are rounded to the nearest dollar.  
Quantities are rounded to the nearest integer.

| Category Description           | Rank     | Period | Sales   | % Tot | Cost    | % Tot | Profit \$ | % Tot | Profit % | # of tickets | % Tot | Average ticket |
|--------------------------------|----------|--------|---------|-------|---------|-------|-----------|-------|----------|--------------|-------|----------------|
| STORE<br>retail store - resale | 1        | A      | 3,018   | 0.6   | 737     | 0.2   | 2,281     | 1.1   | 75.6     | 14           | 0.2   | 216            |
| CASH<br>CASH                   | 2        | A      | 59,329  | 11.0  | 30,031  | 9.2   | 29,298    | 13.8  | 49.4     | 2,012        | 28.8  | 29             |
| WEB<br>Web customer            | 3        | A      | 3,760   | 0.7   | 2,078   | 0.6   | 1,682     | 0.8   | 44.7     | 37           | 0.5   | 102            |
| MVP<br>MVP REWARDS PROGRAM     | 4        | A      | 288,873 | 49.9  | 157,272 | 48.2  | 111,602   | 52.6  | 41.5     | 4,138        | 59.2  | 65             |
| RET<br>RETAIL CUSTOMERS        | 5        | A      | 66,250  | 12.3  | 42,345  | 12.9  | 24,005    | 11.3  | 36.2     | 441          | 6.3   | 150            |
| AR<br>ACCOUNTS RECEIVABLE      | 6        | A      | 89,945  | 16.7  | 58,892  | 18.0  | 31,053    | 14.6  | 34.5     | 148          | 2.1   | 608            |
| ASDN<br>ASSOCIATION            | 7        | A      | 42,782  | 7.9   | 31,691  | 9.7   | 11,101    | 5.3   | 26.9     | 39           | 0.6   | 1,097          |
| EMPL<br>Employee Account       | 8        | A      | 4,605   | 0.9   | 3,539   | 1.1   | 1,066     | 0.5   | 23.2     | 158          | 2.3   | 29             |
| Report totals                  | 8 groups | A      | 538,572 |       | 326,485 |       | 212,089   |       | 39.4     | 6,987        |       | 77             |

-- End of report --

# Vendor

Date 8/10/2010 Time 12:18:48PM

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\*\*\* PRACTICE COMPANY \*\*\*  
Sales Analytic by Primary vendor

Select all  
Order by Profit % in period A  
Righting value is shaded.  
Store: 1  
Dollar amounts are rounded to the nearest dollar.  
Quantities are rounded to the nearest integer.

Period A: From 5/1/2010 thru 8/10/2010

| Primary vendor<br>Description   | Rank | Period | Sales | % Tot | Cost  | % Tot | Profit \$ | % Tot | Profit % | # of tickets | Average ticket |
|---------------------------------|------|--------|-------|-------|-------|-------|-----------|-------|----------|--------------|----------------|
| 1<br>N/A                        | 1    | A      | 590   | 0.2   | 0     | 0.0   | 590       | 0.6   | 100.0    | 3            | 197            |
| 999<br>misc                     | 2    | A      | 13    | 0.0   | 0     | 0.0   | 13        | 0.0   | 100.0    | 1            | 13             |
| BL<br>N/A                       | 3    | A      | 1,713 | 0.7   | 0     | 0.0   | 1,713     | 1.9   | 100.0    | 16           | 107            |
| FRED<br>N/A                     | 4    | A      | 5,647 | 2.3   | 0     | 0.0   | 5,647     | 6.1   | 100.0    | 301          | 19             |
| N/A<br>N/A                      | 5    | A      | 9,214 | 3.8   | 23    | 0.0   | 9,191     | 10.0  | 99.8     | 1,002        | 9              |
| 332<br>ZOG INDUSTRIES, INC.     | 6    | A      | 131   | 0.1   | 26    | 0.0   | 105       | 0.1   | 80.2     | 32           | 4              |
| 683<br>WESTWOOD EMBROIDERY      | 7    | A      | 6,382 | 2.6   | 1,314 | 0.9   | 5,068     | 5.5   | 79.4     | 44           | 145            |
| 415<br>MOTIONWEAR               | 8    | A      | 112   | 0.0   | 26    | 0.0   | 87        | 0.1   | 77.3     | 2            | 56             |
| 244<br>JIMALAX INC.             | 9    | A      | 194   | 0.1   | 48    | 0.0   | 146       | 0.2   | 75.5     | 17           | 11             |
| 430<br>Mueller Sports Medicine  | 10   | A      | 240   | 0.1   | 68    | 0.0   | 172       | 0.2   | 71.5     | 61           | 4              |
| 306<br>Lancet Team Sports       | 11   | A      | 167   | 0.1   | 51    | 0.0   | 116       | 0.1   | 69.4     | 27           | 6              |
| 436<br>NORTH AMERICAN TAPES, LL | 12   | A      | 2,208 | 0.9   | 684   | 0.6   | 1,524     | 1.7   | 69.0     | 319          | 7              |
| 226<br>OP APPAREL, INC          | 13   | A      | 5     | 0.0   | 2     | 0.0   | 3         | 0.0   | 66.8     | 1            | 5              |
| 579<br>DOUTHERIN ATHLETIC       | 14   | A      | 10    | 0.0   | 4     | 0.0   | 6         | 0.0   | 64.6     | 1            | 10             |
| 413<br>MECA Sportswear          | 15   | A      | 14    | 0.0   | 5     | 0.0   | 9         | 0.0   | 63.6     | 4            | 3              |
| TANNERB<br>Tanners, Inc.        | 16   | A      | 63    | 0.0   | 23    | 0.0   | 39        | 0.0   | 62.8     | 7            | 9              |
| 588<br>ST. LOUIS BRAID COMPANY  | 17   | A      | 5     | 0.0   | 2     | 0.0   | 3         | 0.0   | 59.3     | 3            | 2              |
| 230<br>C.H. Anderson Company    | 18   | A      | 714   | 0.3   | 296   | 0.2   | 419       | 0.5   | 58.6     | 143          | 5              |

# Category

Date 8/10/2010 Time 11:36:00AM

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\*\*\* PRACTICE COMPANY \*\*\*  
Sales Analysis by Item category

Select all  
Order by Profit % in period A  
Righting value is shaded.  
Store: All  
Dollar amounts are rounded to the nearest dollar.  
Quantities are rounded to the nearest integer.

Period A: From 5/1/2010 thru 8/10/2010

| Item category<br>Description | Rank | Period | Sales   | % Tot | Cost    | % Tot | Profit \$ | % Tot | Profit % | # of tickets | Average ticket |
|------------------------------|------|--------|---------|-------|---------|-------|-----------|-------|----------|--------------|----------------|
| ONING<br>CONSIGNMENT         | 1    | A      | 2,958   | 0.5   | 0       | 0.0   | 2,958     | 1.4   | 100.0    | 24           | 123            |
| LABOR<br>LABOR               | 2    | A      | 33,721  | 6.3   | 3,551   | 1.1   | 30,170    | 14.2  | 89.5     | 2,811        | 12             |
| LETR<br>LETTERING            | 3    | A      | 57,210  | 10.6  | 27,289  | 8.4   | 29,921    | 14.1  | 52.3     | 443          | 129            |
| BBALL<br>basketball          | 4    | A      | 59      | 0.0   | 29      | 0.0   | 29        | 0.0   | 50.0     | 3            | 19             |
| FBALL<br>FOOTBALL            | 5    | A      | 59      | 0.0   | 33      | 0.0   | 26        | 0.0   | 44.4     | 5            | 12             |
| SCHOL<br>HIGH SCHOOL         | 6    | A      | 8,517   | 1.6   | 5,303   | 1.6   | 3,214     | 1.5   | 37.7     | 124          | 69             |
| INLIN<br>IN-LINE SKATED      | 7    | A      | 2,213   | 0.4   | 1,381   | 0.4   | 832       | 0.4   | 37.6     | 30           | 74             |
| FIGUR<br>FIGURE SKATING      | 8    | A      | 30,366  | 5.6   | 19,341  | 5.9   | 11,025    | 5.2   | 36.3     | 233          | 130            |
| VOLLY<br>VOLLEYBALL          | 9    | A      | 66      | 0.0   | 43      | 0.0   | 24        | 0.0   | 36.8     | 5            | 13             |
| HOCKY<br>HOCKEY EQUIPMENT    | 10   | A      | 214,941 | 39.9  | 140,421 | 43.0  | 74,519    | 35.1  | 34.7     | 2,680        | 80             |
| LACR<br>LACROBE              | 11   | A      | 18,491  | 3.4   | 12,190  | 3.7   | 6,301     | 3.0   | 34.1     | 186          | 99             |
| MISC<br>MISCELLANEDUG        | 12   | A      | 102,633 | 19.0  | 68,496  | 21.0  | 34,037    | 16.0  | 33.2     | 1,213        | 85             |
| S&B<br>SOFTBALL AND BASEBALL | 13   | A      | 41,427  | 7.7   | 28,186  | 8.6   | 13,242    | 6.2   | 32.0     | 850          | 49             |
| N/A<br>N/A                   | 14   | A      | 334     | 0.1   | 234     | 0.1   | 99        | 0.0   | 29.8     | 11           | 30             |
| SOCCR<br>SOCCER              | 15   | A      | 4,345   | 0.8   | 3,075   | 0.9   | 1,270     | 0.6   | 29.2     | 131          | 33             |
| GOAL<br>GOALIE               | 16   | A      | 10,955  | 2.0   | 8,034   | 2.5   | 2,922     | 1.4   | 26.7     | 61           | 180            |
| FASTP<br>FASTPITCH           | 17   | A      | 354     | 0.1   | 261     | 0.1   | 93        | 0.0   | 26.2     | 6            | 59             |
| BASEB<br>BASEBALL            | 18   | A      | 4,302   | 0.8   | 3,206   | 1.0   | 1,096     | 0.5   | 25.6     | 77           | 56             |

# Profile Codes

Date 8/8/2010 Time 10:41:41AM

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**WESTWOOD SPORTS**  
Sales Analysis by Type

Select all  
Order by (Item) Type  
Righting value is shaded.  
Store: All  
Dollar amounts are rounded to the nearest dollar.  
Quantities are rounded to the nearest integer.

Period A: From 7/1/2010 thru 7/31/2010

| Type                          | Rank     | Period | Sales   | % Tot | Cost    | % Tot | Profit \$ | % Tot | Profit % | # of tickets | Average ticket |
|-------------------------------|----------|--------|---------|-------|---------|-------|-----------|-------|----------|--------------|----------------|
| <b>HARDGOODS</b>              | 1        | A      | 215,581 | 75.4  | 141,581 | 83.9  | 73,600    | 63.1  | 34.1     | 2,482        | 87             |
| Hard goods and Equipment      |          |        |         |       |         |       |           |       |          |              |                |
| <b>LABOR</b>                  | 2        | A      | 23,004  | 8.1   | 694     | 0.4   | 22,310    | 19.1  | 97.0     | 1,973        | 12             |
| Labor                         |          |        |         |       |         |       |           |       |          |              |                |
| <b>SERVICES</b>               | 3        | A      | 3,185   | 1.1   | 651     | 0.4   | 2,534     | 2.2   | 79.6     | 26           | 123            |
| Service and Consignment Items |          |        |         |       |         |       |           |       |          |              |                |
| <b>SOFTGOODS</b>              | 4        | A      | 43,983  | 15.4  | 25,851  | 15.3  | 18,132    | 15.6  | 41.2     | 755          | 57             |
| Apparel and Apparel Accs      |          |        |         |       |         |       |           |       |          |              |                |
| Report totals                 | 4 groups | A      | 285,753 |       | 169,177 |       | 115,576   |       | 40.8     |              |                |

-- End of report --

# Sub Category - Specific

Date 8/10/2010 Time 11:38:16AM

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\*\*\* PRACTICE COMPANY \*\*\*  
Sales Analysis by Sub-category

Select all  
Order by Profit % in period A  
Period A: From 5/1/2010 thru 8/10/2010  
Righting value is shaded.  
Store: All  
Dollar amounts are rounded to the nearest dollar.  
Quantities are rounded to the nearest integer.  
Item Category/Subcategory: Item category is (exactly) GOAL

| Sub-category Description   | Rank      | Period | Sales  | % Tot | Cost  | % Tot | Profit \$ | % Tot | Profit % | # of tickets | Average ticket |
|----------------------------|-----------|--------|--------|-------|-------|-------|-----------|-------|----------|--------------|----------------|
| GOAL/MISC MISCELLANEOUS    | 1         | A      | 418    | 3.8   | 236   | 2.9   | 182       | 6.2   | 43.6     | 16           | 26             |
| GOAL/ACCES ACCESSORIES     | 2         | A      | 194    | 1.8   | 110   | 1.4   | 84        | 2.9   | 43.4     | 4            | 49             |
| GOAL/STICK STICKS          | 3         | A      | 1,843  | 16.8  | 1,109 | 13.8  | 734       | 25.1  | 39.8     | 19           | 97             |
| GOAL/EQUIP EQUIPMENT       | 4         | A      | 31     | 0.3   | 19    | 0.2   | 12        | 0.4   | 39.7     | 1            | 31             |
| GOAL/BAGS BAGS             | 5         | A      | 292    | 2.7   | 178   | 2.2   | 114       | 3.9   | 39.0     | 4            | 73             |
| GOAL/PANTS PANTS           | 6         | A      | 85     | 0.8   | 60    | 0.7   | 25        | 0.9   | 29.4     | 1            | 85             |
| GOAL/PROTC PROTECTIVE GEAR | 7         | A      | 748    | 6.8   | 594   | 6.9   | 193       | 6.6   | 25.9     | 4            | 187            |
| GOAL/GLOVE GLOVES          | 8         | A      | 1,291  | 11.8  | 970   | 12.1  | 321       | 11.0  | 24.9     | 4            | 323            |
| GOAL/PADD PADD             | 9         | A      | 4,881  | 41.8  | 3,488 | 43.4  | 1,098     | 37.5  | 23.9     | 6            | 763            |
| GOAL/IKATE IKATES          | 10        | A      | 1,472  | 13.4  | 1,312 | 16.3  | 160       | 5.5   | 10.9     | 5            | 294            |
| Report totals              | 10 groups | A      | 10,955 |       | 8,033 |       | 2,920     |       | 26.7     |              |                |

-- End of report --

# Merchandise Analysis – Specific

Date 8/10/2010 Time 11:42:28AM Page 1

\*\*\* PRACTICE COMPANY \*\*\*  
Merchandise Analysis by Item number  
Quantities

Analyze by: Item  
Print: Top 8  
Ranked by: Profit% (shaded)  
Group by: (None)  
Order by: Rank  
Report period: 8/1/2010 to 8/10/2010 (102 days)  
Locations: All  
\*\*\* by item number indicates the group includes miscellaneous items; values may not add across the report  
 Item: Item category between GOAL and GOAL and  
 Sub-category between SKATE and SKATE

| Rank                 | Item number | Description           | # of Trx | Qty sold | Sales        | Cost of sales | Profit     | Profit%     |
|----------------------|-------------|-----------------------|----------|----------|--------------|---------------|------------|-------------|
| 1                    | 31007011    | PRO 750 SR GOAL       | 1        | 1        | 453          | 277           | 176        | 38.9        |
| 2                    | 60070050    | 2K SR GOALIE SKATE    | 1        | 1        | 187          | 125           | 62         | 33.2        |
| 3                    | 60007020    | 6K PUMP SR GOAL SKATE | 1        | 1        | 332          | 240           | 92         | 27.7        |
| 4                    | 60007013    | 6K PUMP SR GOAL SKATE | 1        | 1        | 400          | 386           | 15         | 3.6         |
| 5                    | 31651030    | 2004 SR GOAL SKATE    | 2        | 1        | 100          | 286           | -186       | -186.0      |
| 6                    | 60007012    | 3K YTH GOAL SKATE     | 0        | 0        | 0            | 0             | 0          | 0.0         |
| 7                    | 31007016    | PRO 750 JR GOAL       | 0        | 0        | 0            | 0             | 0          | 0.0         |
| 8                    | 60007021    | 6K PUMP JR GOAL SKATE | 0        | 0        | 0            | 0             | 0          | 0.0         |
| <b>Report totals</b> |             |                       | <b>6</b> | <b>5</b> | <b>1,472</b> | <b>1,312</b>  | <b>160</b> | <b>10.9</b> |

-- End of report --

# Vendor Performance

Date 8/10/2010 Time 12:16:38PM

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\*\*\* PRACTICE COMPANY \*\*\*  
Merchandise Analysis by Primary Vendor  
Inventory Performance

Analyze by: Group  
Group by: Primary vendor  
Print: All  
Ranked by: Sellthrough% (shaded)  
Order by: Group (Primary vendor)  
Report period: 8/1/2010 to 8/10/2010 (102 days)  
Locations: All  
\*\*\* by Primary vendor indicates the group includes miscellaneous items; values may not 'add across' the report

| Rank | Primary vendor | Vendor name            |           | Reg qty | End qty | Qty old | Sellthru% | ProR% | OMROI | Turns | Wks-on-hnd |         |
|------|----------------|------------------------|-----------|---------|---------|---------|-----------|-------|-------|-------|------------|---------|
|      |                | Qty on hand            | Qty on PO |         |         |         |           |       |       |       |            |         |
| 11   | * 1            | N/A                    | 0         | 0       | 0       | 3       | 100.0     | 100.0 | 0.0   | 0.0   | 0.0        |         |
| 130  | 100            | 342                    | 101       | 0       | 106     | 101     | 8         | 7.3   | 37.3  | 0.2   | 0.3        | 184.0   |
| 27   | 110            | A4                     | 14        | 3       | 53      | 14      | 42        | 79.0  | 33.9  | 5.9   | 11.5       | 4.9     |
| 193  | 111            | ACACIA                 | 44        | 0       | 44      | 44      | 0         | 0.0   | 0.0   | 0.0   | 0.0        | 0.0     |
| 194  | 112            | ATHLETIC CONNECTION    | 2         | 0       | 2       | 2       | 0         | 0.0   | 0.0   | 0.0   | 0.0        | 0.0     |
| 161  | 113            | Ryno Company           | 287       | 0       | 293     | 297     | 4         | 1.4   | 44.7  | 0.0   | 0.0        | 1,046.5 |
| 191  | 114            | Adams                  | 5         | 0       | 0       | 5       | 0         | 0.0   | 0.0   | 0.0   | 0.0        | 0.0     |
| 127  | * 115          | Adidas America, Inc.   | 655       | 0       | 692     | 655     | 58        | 8.1   | 34.0  | 0.1   | 0.3        | 164.6   |
| 192  | 116            | Adiron, Inc.           | 68        | 0       | 68      | 68      | 0         | 0.0   | 0.0   | 0.0   | 0.0        | 0.0     |
| 25   | 118            | Agron, Inc.            | 17        | 0       | 80      | 17      | 65        | 79.3  | 22.9  | 2.7   | 9.2        | 3.8     |
| 144  | 119            | Al-Star Sporting Goods | 22        | 0       | 23      | 22      | 1         | 4.3   | 34.9  | 0.1   | 0.2        | 320.6   |
| 163  | 125            | ATHLETIC KNIT          | 154       | 0       | 155     | 154     | 2         | 1.2   | 31.1  | 0.0   | 0.0        | 1,194.9 |
| 70   | 126            | AUGUSTA SPORTSWEAR     | 52        | 0       | 52      | 17      | 24.6      | 34.6  | 0.5   | 0.9   | 44.6       |         |
| 169  | 127            | AMERISPORT             | 10        | 0       | 10      | 10      | 0         | 0.0   | 0.0   | 0.0   | 0.0        | 0.0     |
| 46   | 131            | Aleson Athletic        | 842       | 0       | 793     | 842     | 747       | 47.0  | 38.0  | 1.7   | 2.7        | 16.4    |
| 149  | * 132          | Asics Tiger Corp.      | 95        | 0       | 99      | 95      | 3         | 3.1   | 36.9  | 0.0   | 0.1        | 491.4   |
| 85   | 135            | Athletic Dearing, Inc. | 19        | 0       | 24      | 19      | 5         | 20.5  | 33.7  | 0.5   | 0.9        | 55.4    |
| 190  | 136            | A & R                  | 52        | 0       | 52      | 52      | 0         | 0.0   | 0.0   | 0.0   | 0.0        | 0.0     |
| 12   | 138            | PRO CLASSIC            | 0         | 0       | 0       | 1       | 100.0     | 49.3  | 46.8  | 60.1  | 0.0        | 0.0     |
| 135  | 163            | Bike / Russel Athletic | 241       | 0       | 256     | 241     | 16        | 5.9   | 54.7  | 0.3   | 0.2        | 234.1   |
| 18   | 164            | Basger / CIT Group     | 20        | 0       | 322     | 20      | 343       | 94.5  | 34.8  | 10.6  | 19.8       | 0.8     |

# Vendor Items Specific

Date 8/10/2010 Time 12:40:23PM

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\*\*\* PRACTICE COMPANY \*\*\*  
Merchandise Analysis by Item number  
Inventory Performance

Analyze by: Item  
Print: All  
Sorted by: Sellthrough% (shaded)  
Group by: (None)  
Order by: Group (Item number)  
Report period: 8/1/2010 to 8/10/2010 (10 days)  
Locations: All  
\* by Item number indicates the group includes miscellaneous items; values may not add across the report  
Item: Primary vendor between 210 and 210

| Rank | Item number | Description               | Qty on hand | Qty on PO | Req qty | Vendor # | End qty | Catg/Subcat  | Qty sold | Sellthr% | Profit% | Pro-1 | MU%    | OMROI | Reg-Pro | Tums  | MU%   | Wks-on-h |
|------|-------------|---------------------------|-------------|-----------|---------|----------|---------|--------------|----------|----------|---------|-------|--------|-------|---------|-------|-------|----------|
| 201  | 21000601    | 2005 VECTOR PFG JR INLINE | 2           | 0         | 2       | 210      | 2       | INLN/SKATE   | 0        | 0.0      | 108.99  | 100.0 | 108.99 | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 257  | 21000718    | 452 TACK GOAL SKATE JR    | 0           | 0         | 1       | 210      | 0       | GOAL/SKATE   | 0        | 0.0      | 199.99  | 100.0 | 199.99 | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 197  | 21000762    | 2003 SP100 SOFT-SIDE JR   | 4           | 0         | 4       | 210      | 4       | FIGURE/SKATE | 0        | 0.0      | 87.99   | 100.0 | 87.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 198  | 21002614    | CDM EP100 REF ELBOW PAD   | 29          | 0         | 27      | 210      | 29      | REF/ELBOW    | 0        | 0.0      | 37.99   | 100.0 | 37.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 199  | 21002617    | CDM V08 DR ELBOW PAD      | 1           | 0         | 1       | 210      | 1       | HOCKEY/ELBOW | 0        | 0.0      | 69.99   | 100.0 | 69.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 200  | 21002618    | CDM V06 DR ELBOW PAD      | 9           | 0         | 9       | 210      | 9       | HOCKEY/ELBOW | 0        | 0.0      | 48.99   | 100.0 | 48.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 28   | 21002619    | CDM V06 JR ELBOW PAD      | 6           | 0         | 9       | 210      | 6       | HOCKEY/ELBOW | 2        | 25.0     | 39.0    | 100.0 | 40.99  | 0.7   | 1.1     | 1.1   | 43.7  | 100.0    |
| 91   | 21002620    | CDM U FIT09 DR ELBOW PAD  | 26          | 0         | 27      | 210      | 26      | HOCKEY/ELBOW | 1        | 3.7      | 38.9    | 0.1   | 0.1    | 0.1   | 0.1     | 378.9 | 100.0 | 100.0    |
| 93   | 21002621    | CDM U FIT07 DR ELBOW PAD  | 34          | 0         | 0       | 210      | 34      | HOCKEY/ELBOW | 1        | 2.9      | 38.4    | 0.1   | 0.1    | 0.1   | 0.1     | 495.4 | 100.0 | 100.0    |
| 154  | 21002622    | CDM U FIT07 JR ELBOW PAD  | 46          | 0         | 0       | 210      | 46      | HOCKEY/ELBOW | 0        | 0.0      | 40.99   | 100.0 | 40.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 195  | 21002616    | 00100 REF SHIN PAD        | 27          | 0         | 28      | 210      | 27      | REF/SHING    | 0        | 0.0      | 64.99   | 100.0 | 64.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 196  | 21002619    | CDM V08 SHIN PAD JRL      | -1          | 0         | 0       | 210      | -1      | HOCKEY/SHING | 0        | 0.0      | 69.99   | 100.0 | 69.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 16   | 21002621    | CDM V04 SHIN PAD JRL      | 1           | 0         | 3       | 210      | 1       | HOCKEY/SHING | 1        | 50.0     | 27.4    | 1.1   | 2.9    | 2.9   | 14.6    | 100.0 | 100.0 |          |
| 67   | 21002622    | CDM U FIT06 DR SHIN PAD   | 10          | 0         | 11      | 210      | 10      | HOCKEY/SHING | 1        | 8.1      | 38.9    | 0.2   | 0.3    | 0.3   | 145.7   | 100.0 | 100.0 |          |
| 202  | 21002623    | CDM U FIT09 JR SHIN PAD   | 7           | 0         | 7       | 210      | 7       | HOCKEY/SHING | 0        | 0.0      | 68.99   | 100.0 | 68.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 203  | 21002624    | CDM U FIT07 DR SHIN PAD   | 16          | 0         | 0       | 210      | 16      | HOCKEY/SHING | 0        | 0.0      | 68.99   | 100.0 | 68.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 38   | 21002626    | CDM U FIT07 JR SHIN PAD   | 5           | 0         | 0       | 210      | 5       | HOCKEY/SHING | 1        | 16.7     | 38.7    | 0.5   | 0.8    | 0.8   | 72.9    | 100.0 | 100.0 |          |
| 84   | 21002626    | CDM U FIT06 DR SHIN PAD   | 20          | 0         | 0       | 210      | 20      | HOCKEY/SHING | 1        | 4.8      | 39.3    | 42.99 | 100.0  | 42.99 | 0.1     | 0.2   | 291.4 | 100.0    |
| 92   | 21002627    | CDM U FIT06 JR SHIN PAD   | 42          | 0         | 0       | 210      | 42      | HOCKEY/SHING | 6        | 12.6     | 38.3    | 36.99 | 100.0  | 36.99 | 0.4     | 0.6   | 102.0 | 100.0    |
| 256  | 21002700    | 882 DR SHOULDER PAD       | 0           | 0         | 1       | 210      | 0       | HOCKEY/SHOUL | 0        | 0.0      | 86.99   | 100.0 | 86.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |
| 204  | 21002709    | 2005 682 DR SHOULDER      | 0           | 0         | 0       | 210      | 0       | HOCKEY/SHOUL | 0        | 0.0      | 87.99   | 100.0 | 87.99  | 0.0   | 0.0     | 0.0   | 100.0 | 100.0    |

# Sales Rep Performance

Date 8/10/2010 Time 12:51:04PM

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\*\*\* PRACTICE COMPANY \*\*\*  
Sales Analytic by Sales rep

Select top 10  
Order by Sales In period A  
Ranking value is shaded.  
Store: All  
Dollar amounts are rounded to the nearest dollar.  
Quantities are rounded to the nearest integer.  
User: Sales rep equals Yes

Period A: From 5/1/2010 thru 8/10/2010

| Sales rep Description | Rank | Period | Sales (excluding returns) | Returns | Sales   | % returned (\$) | Gty sold (excluding returns) | Gty returned | Gty sold | % returned (qty) | # of tickets | Average ticket |   |
|-----------------------|------|--------|---------------------------|---------|---------|-----------------|------------------------------|--------------|----------|------------------|--------------|----------------|---|
| Z                     | 1    | A      | 196,766                   | 16,225  | 180,539 | 9.2             | 15,304                       | 1,062        | 14,242   | 6.9              | 3,193        | 57             | 0 |
| Z                     |      |        |                           |         |         |                 |                              |              |          |                  |              |                |   |
| 843 JADON AVRAMIS     | 2    | A      | 112,883                   | 6,555   | 106,328 | 5.8             | 4,396                        | 86           | 4,311    | 1.9              | 1,876        | 57             | 0 |
| 913 Terry LaMere      | 3    | A      | 82,713                    | 1,962   | 80,751  | 2.4             | 12,220                       | 1,432        | 10,788   | 11.7             | 117          | 690            | 0 |
| 803 Jake Benoitin     | 4    | A      | 24,690                    | 737     | 23,953  | 3.0             | 3,137                        | 16           | 3,121    | 0.5              | 255          | 94             | 0 |
| 805 Bob Brandt        | 5    | A      | 22,868                    | 585     | 22,283  | 2.6             | 1,857                        | 13           | 1,844    | 0.7              | 199          | 112            | 0 |
| 903 Patty Dolan       | 6    | A      | 21,765                    | 0       | 21,765  | 0.0             | 3,155                        | 0            | 3,155    | 0.0              | 9            | 2,418          | 0 |
| 866 BRANDON LUBOWSKI  | 7    | A      | 18,974                    | 2,125   | 16,849  | 11.2            | 550                          | 172          | 378      | 31.3             | 204          | 83             | 0 |
| 2049 Danielle Urias   | 8    | A      | 12,230                    | 401     | 11,828  | 3.3             | 345                          | 5            | 340      | 1.4              | 144          | 82             | 0 |
| 929 Mike Benoitin     | 9    | A      | 10,888                    | 495     | 10,393  | 4.5             | 320                          | 15           | 305      | 4.7              | 141          | 74             | 0 |
| 967 Andrew Wallis     | 10   | A      | 10,547                    | 765     | 9,782   | 7.3             | 985                          | 6            | 979      | 0.6              | 68           | 144            | 0 |
| Report totals         |      |        |                           |         |         |                 |                              |              |          |                  |              |                |   |
| 10 groups             |      | A      | 514,333                   | 29,850  | 484,471 | 5.8             | 42,269                       | 2,806        | 39,463   | 6.6              | 5,206        | 78             |   |

-- End of report --



