

# Profit Margin Report - By Sales Rep

## Bellwether Garden Supply

<u>Date</u>	<u>Invoice #</u>	<u>Quantity</u>	<u>Sales</u>	<u>Cost</u>	<u>Profit</u>	<u>Profit %</u>
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### BNUNNLEY

2/23/2009	10209	20.00	1,119.00	300.00	819.00	73.19
<b>NURS-21900</b>	<b>Ficus Tree</b>	<b>20.00</b>	<b>1,119.00</b>	<b>300.00</b>	<b>819.00</b>	<b>73.19</b>
2/23/2009	10209	25.00	1,248.75	437.50	811.25	64.96
<b>NURS-22000</b>	<b>Ginko Tree</b>	<b>25.00</b>	<b>1,248.75</b>	<b>437.50</b>	<b>811.25</b>	<b>64.96</b>
2/23/2009	10209	10.00	490.00	120.00	370.00	75.51
<b>NURS-23000</b>	<b>Washington Palm - 5 gal</b>	<b>10.00</b>	<b>490.00</b>	<b>120.00</b>	<b>370.00</b>	<b>75.51</b>
2/23/2009	10209	20.00	2,380.00	300.00	2,080.00	87.39
<b>NURS-23010</b>	<b>Washington Palm - 10 gal</b>	<b>20.00</b>	<b>2,380.00</b>	<b>300.00</b>	<b>2,080.00</b>	<b>87.39</b>
2/23/2009	10209	10.00	499.50	100.00	399.50	79.98
<b>NURS-24000</b>	<b>Chinese Fan Palm - 5 gal</b>	<b>10.00</b>	<b>499.50</b>	<b>100.00</b>	<b>399.50</b>	<b>79.98</b>
2/23/2009	10209	10.00	1,220.00	200.00	1,020.00	83.61
<b>NURS-24010</b>	<b>Chinese Fan Palm - 10 gal</b>	<b>10.00</b>	<b>1,220.00</b>	<b>200.00</b>	<b>1,020.00</b>	<b>83.61</b>
<b>ARCHER</b>	<b>Archer Scapes and Ponds</b>	<b>95.00</b>	<b>6,957.25</b>	<b>1,457.50</b>	<b>5,499.75</b>	<b>79.05</b>
<b>Sales Rep Totals:</b>	<b>BNUNNLEY</b>	<b>95.00</b>	<b>6,957.25</b>	<b>1,457.50</b>	<b>5,499.75</b>	<b>79.05</b>

Commission for : **BNUNNLEY \$538.98**

### LSWEET

2/20/2009	10207	3.00	59.97	23.85	36.12	60.23
<b>AVRY-10130</b>	<b>Bird Feeder-Plastic Hanging</b>	<b>3.00</b>	<b>59.97</b>	<b>23.85</b>	<b>36.12</b>	<b>60.23</b>
2/20/2009	10207	5.00	99.95	39.75	60.20	60.23
<b>AVRY-10140</b>	<b>Thistle Bird Seed Mix-6 lb.</b>	<b>5.00</b>	<b>99.95</b>	<b>39.75</b>	<b>60.20</b>	<b>60.23</b>
2/20/2009	10207	2.00	259.98	103.90	156.08	60.04
<b>AVRY-10150</b>	<b>Bird Bath - Stone Gothic 2pc.</b>	<b>2.00</b>	<b>259.98</b>	<b>103.90</b>	<b>156.08</b>	<b>60.04</b>
<b>HENTON</b>	<b>Henton Park Apartments</b>	<b>10.00</b>	<b>419.90</b>	<b>167.50</b>	<b>252.40</b>	<b>60.11</b>
2/23/2009	10208	12.00	107.88	43.80	64.08	59.40
<b>FERT-16100</b>	<b>All-Purp. Fertilizer Blend 5lb</b>	<b>12.00</b>	<b>107.88</b>	<b>43.80</b>	<b>64.08</b>	<b>59.40</b>
2/23/2009	10208	8.00	79.92	31.60	48.32	60.46
<b>FERT-16160</b>	<b>Pot Ash 5 lb.</b>	<b>8.00</b>	<b>79.92</b>	<b>31.60</b>	<b>48.32</b>	<b>60.46</b>
2/23/2009	10208	12.00	287.88	114.60	173.28	60.19
<b>SEGR-32110</b>	<b>Fine Fescue Seeds 5 lb.</b>	<b>12.00</b>	<b>287.88</b>	<b>114.60</b>	<b>173.28</b>	<b>60.19</b>

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**LSWEET...Continued from previous page**

<b>EVERLY</b>	<b>Everly Property Management</b>		<u>32.00</u>	<u>475.68</u>	<u>190.00</u>	<u>285.68</u>	<u>60.06</u>
2/15/2009	10120		12.00	1,559.88	623.40	936.48	60.04
<b>AVRY-10150</b>	<b>Bird Bath - Stone Gothic 2pc.</b>		<u>12.00</u>	<u>1,559.88</u>	<u>623.40</u>	<u>936.48</u>	<u>60.04</u>
2/15/2009	10120		10.00	59.90	23.50	36.40	60.77
<b>FERT-16130</b>	<b>House Plant Food 8 oz.</b>		<u>10.00</u>	<u>59.90</u>	<u>23.50</u>	<u>36.40</u>	<u>60.77</u>
2/15/2009	10120		12.00	599.88	0.00	599.88	100.00
<b>LAND-17100</b>	<b>Landscaping Service - Weekly</b>		<u>12.00</u>	<u>599.88</u>	<u>0.00</u>	<u>599.88</u>	<u>100.00</u>
2/15/2009	10120		25.00	424.75	127.50	297.25	69.98
<b>NURS-21800</b>	<b>Rose - Red Starter Bush</b>		<u>25.00</u>	<u>424.75</u>	<u>127.50</u>	<u>297.25</u>	<u>69.98</u>
2/15/2009	10120		15.00	149.85	59.25	90.60	60.46
<b>POTS-30230</b>	<b>Clay Flower Pot - 24 in.</b>		<u>15.00</u>	<u>149.85</u>	<u>59.25</u>	<u>90.60</u>	<u>60.46</u>
2/15/2009	10120		3.00	149.97	0.00	149.97	100.00
<b>LAND-17400</b>	<b>Landscaping Design</b>		<u>3.00</u>	<u>149.97</u>	<u>0.00</u>	<u>149.97</u>	<u>100.00</u>
<b>ROSE</b>	<b>Rose University</b>		<u>77.00</u>	<u>2,944.23</u>	<u>833.65</u>	<u>2,110.58</u>	<u>71.69</u>

<b>Sales Rep Totals:</b>	<b>LSWEET</b>		<u>119.00</u>	<u>3,839.81</u>	<u>1,191.15</u>	<u>2,648.66</u>	<u>68.98</u>
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Commission for : **LSWEET \$259.57**

### MCHAMBERLIN

2/15/2009	10123		10.00	499.90	199.50	300.40	60.09
<b>AVRY-10110</b>	<b>Bird House-Pole 14 Ft.</b>		<u>10.00</u>	<u>499.90</u>	<u>199.50</u>	<u>300.40</u>	<u>60.09</u>
2/15/2009	10123		60.00	1,439.40	579.00	860.40	59.77
<b>EQWT-15170</b>	<b>Sprinkler- Oscillating</b>		<u>60.00</u>	<u>1,439.40</u>	<u>579.00</u>	<u>860.40</u>	<u>59.77</u>
2/15/2009	10123		50.00	349.50	139.50	210.00	60.09
<b>SOIL-34120</b>	<b>Topsoil 5 lb.</b>		<u>50.00</u>	<u>349.50</u>	<u>139.50</u>	<u>210.00</u>	<u>60.09</u>
2/15/2009	10123		100.00	699.00	375.00	324.00	46.35
<b>SOIL-34160</b>	<b>Pine Straw - Bale</b>		<u>100.00</u>	<u>699.00</u>	<u>375.00</u>	<u>324.00</u>	<u>46.35</u>
2/15/2009	10123		10.00	1,299.90	559.00	740.90	57.00
<b>AVRY-10100</b>	<b>Bird House Kit</b>		<u>10.00</u>	<u>1,299.90</u>	<u>559.00</u>	<u>740.90</u>	<u>57.00</u>
<b>HENTON</b>	<b>Henton Park Apartments</b>		<u>230.00</u>	<u>4,287.70</u>	<u>1,852.00</u>	<u>2,435.70</u>	<u>56.81</u>

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### MCHAMBERLIN...Continued from previous page

2/11/2009	444	10,005.00	199,999.95	79,539.75	120,460.20	60.23
<b>AVRY-10130</b>	<b>Bird Feeder-Plastic Hanging</b>	<b>10,005.00</b>	<b>199,999.95</b>	<b>79,539.75</b>	<b>120,460.20</b>	<b>60.23</b>
<b>FROST</b>	<b>Frost Technology Park</b>	<b>10,005.00</b>	<b>199,999.95</b>	<b>79,539.75</b>	<b>120,460.20</b>	<b>60.23</b>
2/15/2009	10210	52.00	2,599.48	0.00	2,599.48	100.00
<b>LAND-17100</b>	<b>Landscaping Service - Weekly</b>	<b>52.00</b>	<b>2,599.48</b>	<b>0.00</b>	<b>2,599.48</b>	<b>100.00</b>
2/15/2009	10210	12.00	239.88	0.00	239.88	100.00
<b>LAND-17600</b>	<b>Planting Service</b>	<b>12.00</b>	<b>239.88</b>	<b>0.00</b>	<b>239.88</b>	<b>100.00</b>
2/15/2009	10210	20.00	339.80	102.00	237.80	69.98
<b>NURS-21800</b>	<b>Rose - Red Starter Bush</b>	<b>20.00</b>	<b>339.80</b>	<b>102.00</b>	<b>237.80</b>	<b>69.98</b>
2/15/2009	10210	20.00	339.80	102.00	237.80	69.98
<b>NURS-21810</b>	<b>Rose - Yellow Starter Bush</b>	<b>20.00</b>	<b>339.80</b>	<b>102.00</b>	<b>237.80</b>	<b>69.98</b>
<b>ROBERTS</b>	<b>Roberts Learning Centers</b>	<b>104.00</b>	<b>3,518.96</b>	<b>204.00</b>	<b>3,314.96</b>	<b>94.20</b>
<b>Sales Rep Totals:</b>	<b>MCHAMBERLIN</b>	<b>10,339.00</b>	<b>207,806.61</b>	<b>81,595.75</b>	<b>126,210.86</b>	<b>60.73</b>

Commission for : MCHAMBERLIN \$14,842.40

### SPRICHARD

2/16/2009	10325	2.00	79.98	0.00	79.98	100.00
2/27/2009	CCM4001	-1.00	-39.99	0.00	-39.99	0.00
<b>LAND-17500</b>	<b>Lawn Care Service</b>	<b>1.00</b>	<b>39.99</b>	<b>0.00</b>	<b>39.99</b>	<b>100.00</b>
2/16/2009	10325	2.00	39.98	0.00	39.98	100.00
2/27/2009	CCM4001	-1.00	-19.99	0.00	-19.99	0.00
<b>LAND-17600</b>	<b>Planting Service</b>	<b>1.00</b>	<b>19.99</b>	<b>0.00</b>	<b>19.99</b>	<b>100.00</b>
<b>SNOWDEN</b>	<b>Snowden Interior Design</b>	<b>2.00</b>	<b>59.98</b>	<b>0.00</b>	<b>59.98</b>	<b>100.00</b>
<b>Sales Rep Totals:</b>	<b>SPRICHARD</b>	<b>2.00</b>	<b>59.98</b>	<b>0.00</b>	<b>59.98</b>	<b>100.00</b>

Commission for : SPRICHARD \$5.88

<b>Grand Totals:</b>		<b>10,555.00</b>	<b>218,663.65</b>	<b>84,244.40</b>	<b>134,419.25</b>	<b>61.47</b>
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