

Bellwether Garden Supply

Yearly Sales Trend Comparison - By Sales Rep & Customer

			Report Total		2007		2008	
Marianna S. Mulhern	Aldred Builders,	Fertilizer	1	\$40.00	1	\$40.00	0	\$0.00
		Customer Total	1	\$40.00	1	\$40.00	0	\$0.00
	Armstrong Landscapin	Gas Backpack	-1	\$-370.00	0	\$0.00	-1	\$-370.00
		Riding Mower-17	-1	\$-3,499.00	0	\$0.00	-1	\$-3,499.00
		Customer Total	-2	\$-3,869.00	0	\$0.00	-2	\$-3,869.00
	Freemond Country	Chinese Fan Palm	10	\$1,220.00	10	\$1,220.00	0	\$0.00
		Chinese Fan Palm	10	\$500.00	10	\$500.00	0	\$0.00
		Ficus Tree	20	\$1,119.00	20	\$1,119.00	0	\$0.00
		Ginko Tree	25	\$1,249.00	25	\$1,249.00	0	\$0.00
		Hand	20	\$200.00	20	\$200.00	0	\$0.00
		Landscaping	5	\$250.00	0	\$0.00	5	\$250.00
		Long Handled	1	\$20.00	1	\$20.00	0	\$0.00
		Planting Service	2	\$40.00	0	\$0.00	2	\$40.00
		Power	1	\$300.00	1	\$300.00	0	\$0.00
		Rose - Yellow	6	\$102.00	0	\$0.00	6	\$102.00
		Soil Test Kit	1	\$20.00	0	\$0.00	1	\$20.00
		Sprinkler-Impulse	26	\$780.00	20	\$600.00	6	\$180.00
		Washington Palm	20	\$2,380.00	20	\$2,380.00	0	\$0.00
		Washington Palm	10	\$490.00	10	\$490.00	0	\$0.00
		Wood Barrel	2	\$40.00	2	\$40.00	0	\$0.00
	Customer Total	159	\$8,709.00	139	\$8,117.00	20	\$592.00	
Henton Park	Bird House Kit	10	\$1,300.00	0	\$0.00	10	\$1,300.00	

			Report Total		2007		2008		
Marianna S. Mulhern	Henton Park Apartments	Bird House-Pole	10	\$500.00	0	\$0.00	10	\$500.00	
		Pine Straw - Bale	100	\$699.00	0	\$0.00	100	\$699.00	
		Sprinkler-	60	\$1,439.00	0	\$0.00	60	\$1,439.00	
		Topsoil 5 lb.	50	\$350.00	0	\$0.00	50	\$350.00	
		Customer Total	230	\$4,288.00	0	\$0.00	230	\$4,288.00	
	Roberts Learning	Landscaping	52	\$2,599.00	0	\$0.00	52	\$2,599.00	
		Planting Service	12	\$240.00	0	\$0.00	12	\$240.00	
		Rose - Red Starter	20	\$340.00	0	\$0.00	20	\$340.00	
		Rose - Yellow	20	\$340.00	0	\$0.00	20	\$340.00	
		Customer Total	104	\$3,519.00	0	\$0.00	104	\$3,519.00	
	Stevenson Leasing, Inc.	Landscaping	1	\$50.00	1	\$50.00	0	\$0.00	
		Leaf Blower/Vac	25	\$3,750.00	25	\$3,750.00	0	\$0.00	
		Rotary Mower -	5	\$1,500.00	5	\$1,500.00	0	\$0.00	
		Rotary Mower -	10	\$1,800.00	10	\$1,800.00	0	\$0.00	
		Turf Edger -	15	\$300.00	15	\$300.00	0	\$0.00	
		Customer Total	56	\$7,399.00	56	\$7,399.00	0	\$0.00	
	Sales Rep Total			548	\$20,085.70	196	\$15,556.24	352	\$4,529.46
	Mark T. Chamberlin	Armstrong Landscapin	Gas Backpack	3	\$1,110.00	3	\$1,110.00	0	\$0.00
			Riding Mower-17	1	\$3,499.00	1	\$3,499.00	0	\$0.00
Customer Total			4	\$4,609.00	4	\$4,609.00	0	\$0.00	
Henton Park Apartments		Bird House Kit	10	\$1,300.00	10	\$1,300.00	0	\$0.00	
		Bird House-Pole	10	\$500.00	10	\$500.00	0	\$0.00	
		Pine Straw - Bale	100	\$699.00	100	\$699.00	0	\$0.00	
		Sprinkler-	60	\$1,439.00	60	\$1,439.00	0	\$0.00	

			Report Total		2007		2008		
Mark T. Chamberlin	Henton Park Apartments	Topsoil 5 lb.	50	\$350.00	50	\$350.00	0	\$0.00	
		Customer Total	230	\$4,288.00	230	\$4,288.00	0	\$0.00	
	Roberts Learning	Landscaping	52	\$2,599.00	52	\$2,599.00	0	\$0.00	
		Planting Service	12	\$240.00	12	\$240.00	0	\$0.00	
		Rose - Red Starter	20	\$340.00	20	\$340.00	0	\$0.00	
		Rose - Yellow	20	\$340.00	20	\$340.00	0	\$0.00	
		Customer Total	104	\$3,519.00	104	\$3,519.00	0	\$0.00	
	Seawright Sod and	Riding Mower-14	2	\$5,798.00	0	\$0.00	2	\$5,798.00	
		Customer Total	2	\$5,798.00	0	\$0.00	2	\$5,798.00	
	Teesdale Real Estate	Bird House Kit	55	\$7,149.00	0	\$0.00	55	\$7,149.00	
		Customer Total	55	\$7,149.00	0	\$0.00	55	\$7,149.00	
	Sales Rep Total			395	\$25,363.11	338	\$12,415.66	57	\$12,947.45
	Susan T. Prichard	Armstrong Landscapin	Bird	5	\$100.00	5	\$100.00	0	\$0.00
			Thistle Bird Seed	7	\$140.00	7	\$140.00	0	\$0.00
Customer Total			12	\$240.00	12	\$240.00	0	\$0.00	
Chapple Law Offices		Landscaping	4	\$200.00	0	\$0.00	4	\$200.00	
		Customer Total	4	\$200.00	0	\$0.00	4	\$200.00	
Everly Property		Fertilizer	1	\$40.00	0	\$0.00	1	\$40.00	
		Lawn Fertilizer 5	60	\$599.00	0	\$0.00	60	\$599.00	
		Long Handled	10	\$200.00	0	\$0.00	10	\$200.00	
		Sprinkler-Impulse	122	\$3,659.00	0	\$0.00	122	\$3,659.00	
		Customer Total	193	\$4,498.00	0	\$0.00	193	\$4,498.00	
Franklin Botanical		Hose Hanger -	10	\$200.00	0	\$0.00	10	\$200.00	
		Prefabricated	18	\$1,260.00	0	\$0.00	18	\$1,260.00	

			Report Total		2007		2008	
Susan T. Prichard	Franklin Botanical	Sprinkler-	50	\$1,200.00	0	\$0.00	50	\$1,200.00
		Washington Palm	10	\$490.00	0	\$0.00	10	\$490.00
		Customer Total	88	\$3,149.00	0	\$0.00	88	\$3,149.00
	Freemond Country	Cordless Mower	4	\$1,916.00	2	\$958.00	2	\$958.00
		Customer Total	4	\$1,916.00	2	\$958.00	2	\$958.00
	Holland Properties,	Bulb Food 5 lb.	12	\$108.00	6	\$54.00	6	\$54.00
		Chinese Fan Palm	20	\$2,440.00	10	\$1,220.00	10	\$1,220.00
		Chinese Fan Palm	20	\$999.00	10	\$500.00	10	\$500.00
		Chrysanthemum	4	\$6.00	2	\$3.00	2	\$3.00
		Ficus Tree	40	\$2,238.00	20	\$1,119.00	20	\$1,119.00
		Ginko Tree	50	\$2,498.00	25	\$1,249.00	25	\$1,249.00
		Morning Glory	4	\$6.00	2	\$3.00	2	\$3.00
		Pot Ash 5 lb.	20	\$200.00	10	\$100.00	10	\$100.00
		Rose - Red Starter	10	\$170.00	10	\$170.00	0	\$0.00
		Washington Palm	40	\$4,760.00	20	\$2,380.00	20	\$2,380.00
		Washington Palm	20	\$980.00	10	\$490.00	10	\$490.00
		Customer Total	240	\$14,403.00	125	\$7,287.00	115	\$7,117.00
		Mosley Country	Chinese Fan Palm	20	\$2,440.00	10	\$1,220.00	10
	Chinese Fan Palm		20	\$999.00	10	\$500.00	10	\$500.00
	Ficus Tree		40	\$2,238.00	20	\$1,119.00	20	\$1,119.00
	Ginko Tree		50	\$2,498.00	25	\$1,249.00	25	\$1,249.00
	Pine Straw - Bale		30	\$210.00	15	\$105.00	15	\$105.00
	Washington Palm		40	\$4,760.00	20	\$2,380.00	20	\$2,380.00
Washington Palm	20		\$980.00	10	\$490.00	10	\$490.00	

			Report Total		2007		2008		
Susan T. Prichard	Mosley Country	Wheelbarrow-Meta	2	\$100.00	1	\$50.00	1	\$50.00	
		Customer Total	222	\$14,224.00	111	\$7,112.00	111	\$7,112.00	
	Rose University	Bird Bath - Stone	12	\$1,560.00	0	\$0.00	12	\$1,560.00	
		Clay Flower Pot -	15	\$150.00	0	\$0.00	15	\$150.00	
		House Plant Food	10	\$60.00	0	\$0.00	10	\$60.00	
		Landscaping	3	\$150.00	0	\$0.00	3	\$150.00	
		Landscaping	12	\$600.00	0	\$0.00	12	\$600.00	
		Rose - Red Starter	25	\$425.00	0	\$0.00	25	\$425.00	
		Customer Total	77	\$2,944.00	0	\$0.00	77	\$2,944.00	
	Snowden Interior	Lawn Care Service	2	\$80.00	1	\$40.00	1	\$40.00	
		Planting Service	2	\$40.00	1	\$20.00	1	\$20.00	
		Customer Total	4	\$120.00	2	\$60.00	2	\$60.00	
	Sales Rep Total			844	\$41,694.70	252	\$15,656.50	592	\$26,038.20
	Report Total			1,787	\$87,144.00	786	\$43,628	1,001	\$43,515