

## TOP 15 Categories - CHARLES IVY

Feb 2016 YTD vs LYTD

HALIFAX BRANCH

Practice Name	Ship To	Metrics	Merch (100%)	Small EQ (9.8%)	Service Labour (6.5%)	Alloys + Composites (16.6%)	Infection Control (9.3%)	Impression Materials +C&B (8.9%)	Gloves (8.1%)	Preventives (less Brushes) (6.6%)	Burs + Diamonds (5.4%)	Anesthetic (5.1%)	Hand Instruments (4.7%)	Handpieces (4.5%)	Disposables (4.4%)	Bonding Agents + Cements (4.3%)	Endodontics (3.6%)	Manual Toothbrushes (2.6%)	Manual Toothbrushes (2.6%)
Total		YTD	21,089	120	836	2,329	3,001	625	5,615	2,445	758	50	1,163	120	602	435	88	907	
		Var\$	5,039	120	499	(320)	2,045	217	2,369	(470)	(161)	(901)	1,021	120	(336)	281	7	(37)	
		Var%	31%	0%	148%	(12%)	214%	53%	73%	(16%)	(17%)	(95%)	718%	0%	(36%)	183%	8%	(4%)	
		OPP \$	9,801	1,947	766	1,871	450	1,322	39	746	513	1,025	567	829	364	519	671	272	401
Mcgrath, Dr Raymond	1643244	YTD	6,609	0	0	1,796	317	137	1,223	80	401	50	1,050	0	56	269	88	0	
		Var\$	241	0	(131)	(27)	11	(4)	382	21	(234)	(814)	1,002	0	(188)	116	88	0	
		Var%	4%	0%	(100%)	(1%)	4%	(3%)	45%	35%	(37%)	(94%)	2106%	0%	(77%)	75%	0%	0%	
		OPP \$	-	648	430	-	298	451	-	356	-	287	-	297	235	15	150	172	126
Hawley, Dr Dana M	1698473	YTD	4,340	0	0	0	1,186	0	858	1,604	0	0	0	0	162	0	0	421	
		Var\$	(59)	0	(75)	0	892	(204)	(187)	(911)	0	0	0	0	(179)	0	0	421	
		Var%	(1%)	0%	(100%)	0%	303%	(100%)	(18%)	(36%)	0%	0%	0%	0%	(52%)	0%	0%	0%	
		OPP \$	-	425	282	720	-	386	-	-	234	221	204	195	29	187	156	-	82
Cape Breton Business College	1668086	YTD	3,863	0	390	0	207	0	2,963	17	0	0	0	0	74	0	0	0	
		Var\$	2,613	0	259	0	95	0	1,924	(8)	0	0	0	0	74	0	0	0	
		Var%	209%	0%	198%	0%	85%	0%	185%	(33%)	0%	0%	0%	0%	0%	0%	0%	0%	
		OPP \$	-	379	-	641	152	344	-	238	209	197	182	174	96	166	139	100	73
Muise, Dr Katie	2730172	YTD	3,515	60	321	472	986	171	387	80	119	0	98	60	193	0	0	395	
		Var\$	661	60	321	311	692	109	66	(236)	(31)	0	98	60	(134)	0	(34)	(549)	
		Var%	23%	0%	0%	193%	236%	173%	21%	(75%)	(20%)	0%	0%	0%	(41%)	0%	(100%)	(58%)	
		OPP \$	-	284	-	112	-	142	-	152	71	179	68	98	-	151	127	-	67
Ojoleck, Dr Michael D	1669834	YTD	2,763	60	126	61	305	316	184	664	238	0	16	60	116	166	0	91	
		Var\$	1,583	60	126	(604)	355	316	184	664	104	(87)	(78)	60	91	166	(48)	91	
		Var%	134%	0%	0%	(91%)	(721%)	0%	0%	0%	77%	(100%)	(83%)	0%	354%	0%	(100%)	0%	
		OPP \$	-	211	54	398	-	-	39	-	-	141	114	64	5	-	99	-	52

Preventives (less Brushes) (6.6%)
211
66
43
39
35
28