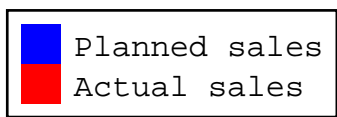
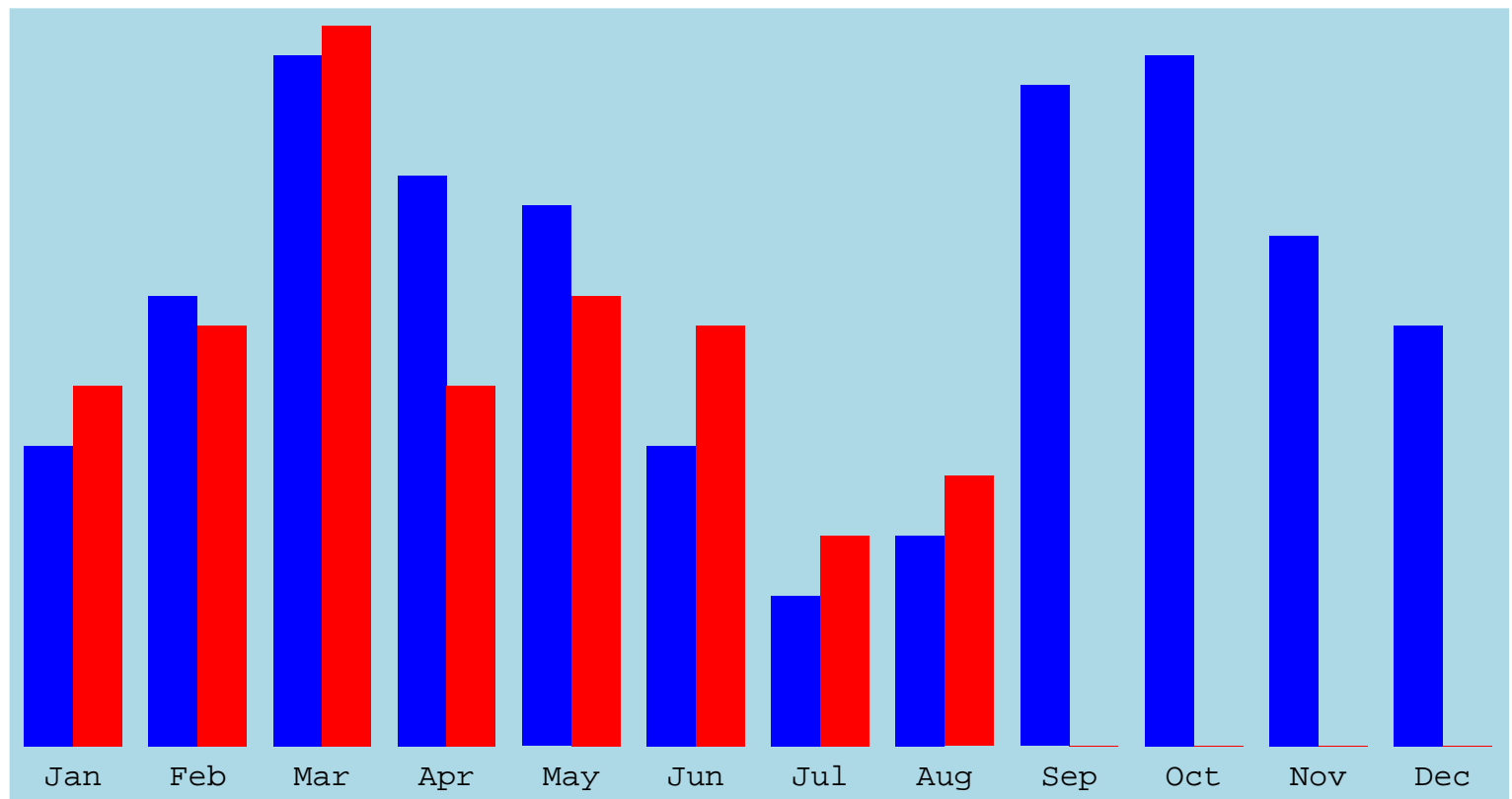


Current Year Sales vs. Plan



Month	Plan	Actual	Variance
Jan	10	12	2
Feb	15	14	1-
Mar	23	24	1
Apr	19	12	7-
May	18	15	3-
Jun	10	14	4
Jul	5	7	2
Aug	7	9	2
Sep	22		
Oct	23		
Nov	17		
Dec	14		
Total	183	107	76-

