

22M

Total sales

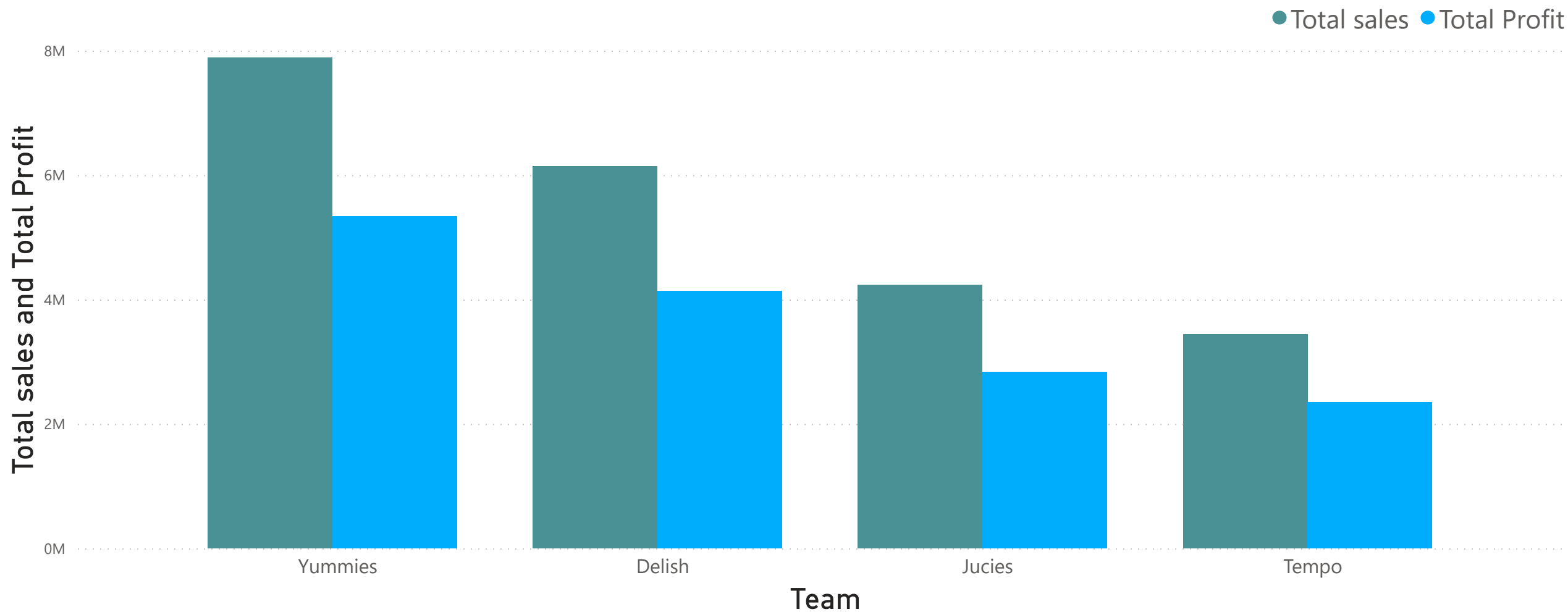
\$14.65M

Total Profit

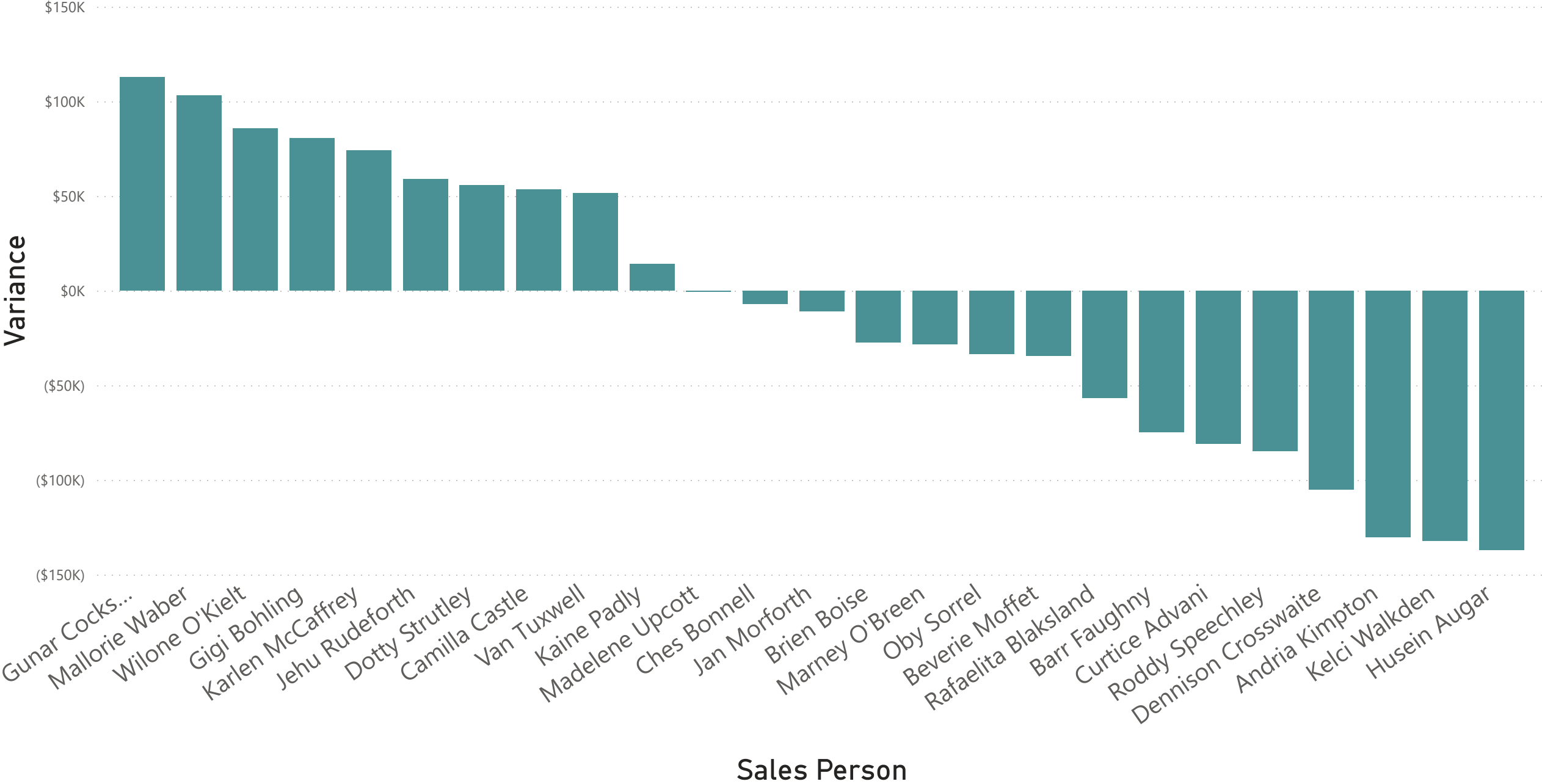
\$21.95M

Total Target

Total sales and Total Profit by Team

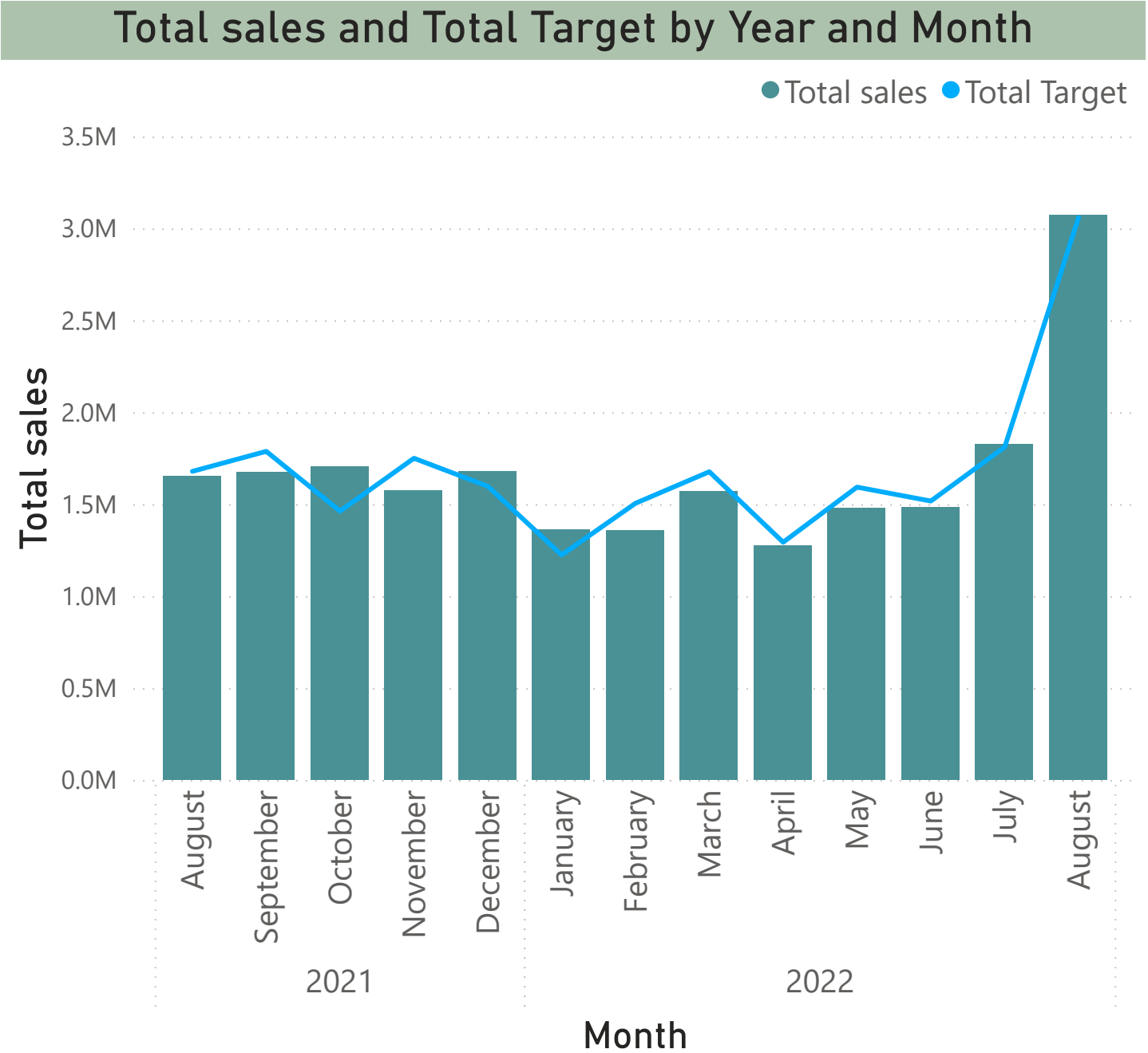


Variance by Sales Person

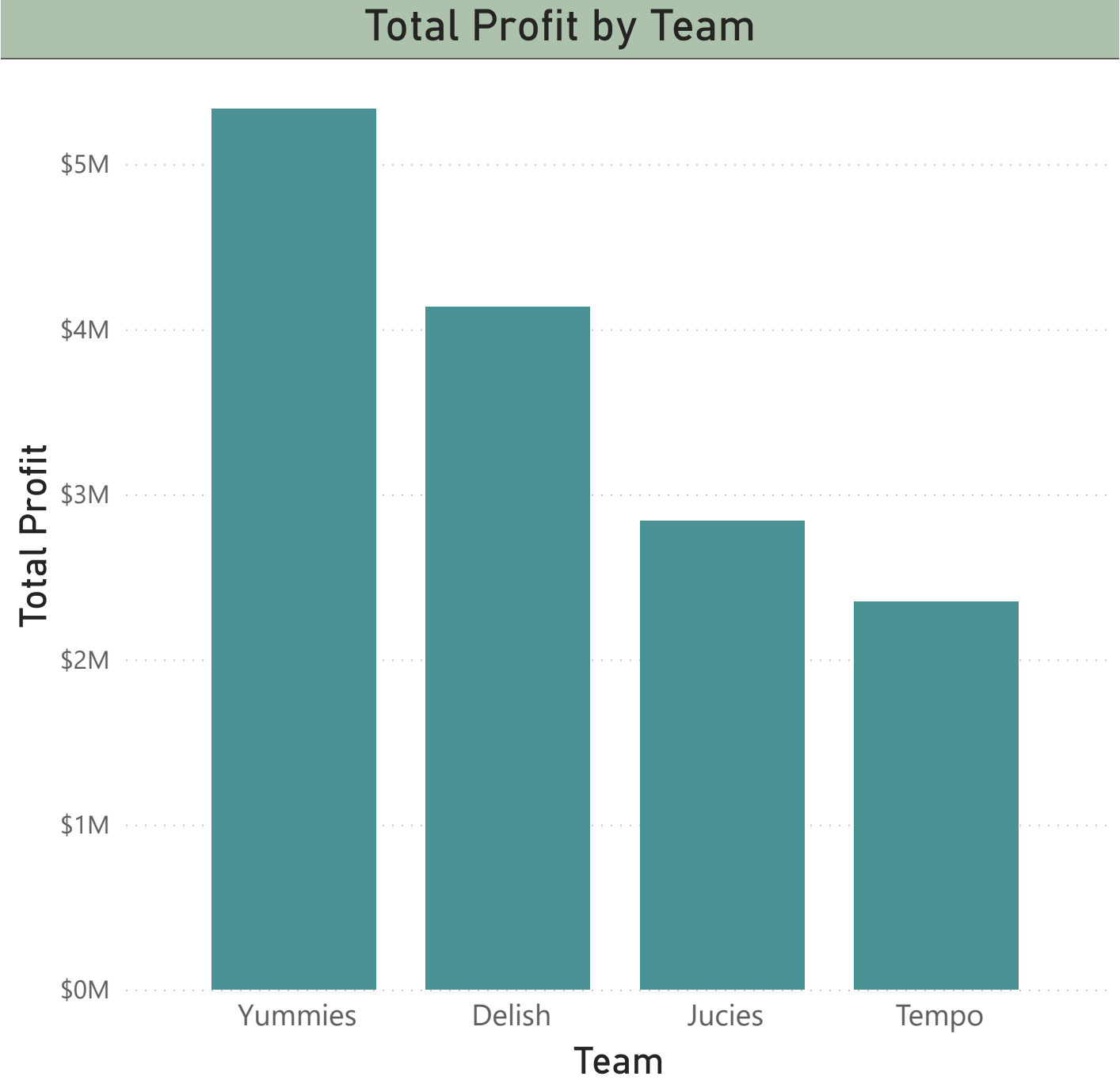




| Sales Person | Total sales | Variance | Variance % |
|---------------------|-------------|--------------|------------|
| Gunar Cockshoot | 913325 | \$1,12,725 | 14.1% |
| Mallorie Waber | 860846 | \$1,03,196 | 13.6% |
| Wilone O'Kielt | 944580 | \$85,580 | 10.0% |
| Gigi Bohling | 925057 | \$80,407 | 9.5% |
| Karlen McCaffrey | 963956 | \$73,956 | 8.3% |
| Jehu Rudeforth | 895363 | \$59,013 | 7.1% |
| Dotty Strutley | 922635 | \$55,635 | 6.4% |
| Camilla Castle | 798868 | \$53,268 | 7.1% |
| Van Tuxwell | 863079 | \$51,479 | 6.3% |
| Kaine Padly | 828058 | \$14,008 | 1.7% |
| Madelene Upcott | 897554 | (\$296) | -0.0% |
| Ches Bonnell | 884835 | (\$6,815) | -0.8% |
| Jan Morforth | 780038 | (\$10,912) | -1.4% |
| Brien Boise | 794920 | (\$27,330) | -3.3% |
| Marney O'Breen | 797629 | (\$28,121) | -3.4% |
| Oby Sorrel | 860083 | (\$33,367) | -3.7% |
| Beverie Moffet | 817572 | (\$34,278) | -4.0% |
| Rafaelita Blaksland | 903616 | (\$56,534) | -5.9% |
| Barr Faughny | 886375 | (\$74,725) | -7.8% |
| Curtice Advani | 770422 | (\$80,828) | -9.4% |
| Total | 21701722 | (\$2,52,978) | -1.2% |



| Product | Total Profit | Total Boxes | Profit Per Box |
|----------------------|---------------|-------------|----------------|
| Orange Choco | \$42,794 | 96,847 | \$0.4 |
| White Choc | \$9,56,788 | 87,237 | \$11.0 |
| 50% Dark Bites | \$7,69,799 | 86,978 | \$8.9 |
| 70% Dark Bites | \$2,27,116 | 82,174 | \$2.8 |
| Baker's Choco Chips | \$4,47,181 | 75,226 | \$5.9 |
| Fruit & Nut Bars | \$8,19,369 | 74,319 | \$11.0 |
| 85% Dark Bars | \$9,68,053 | 66,004 | \$14.7 |
| Eclairs | \$8,00,908 | 64,557 | \$12.4 |
| Smooth Sliky Salty | \$6,66,203 | 61,790 | \$10.8 |
| 99% Dark & Pure | \$7,92,462 | 60,878 | \$13.0 |
| Choco Coated Almonds | \$3,57,916 | 59,624 | \$6.0 |
| Spicy Special Slims | \$4,63,970 | 58,052 | \$8.0 |
| Raspberry Choco | \$6,46,156 | 55,688 | \$11.6 |
| Almond Choco | \$2,60,431 | 52,337 | \$5.0 |
| Mint Chip Choco | \$7,65,890 | 50,948 | \$15.0 |
| Peanut Butter Cubes | \$7,35,543 | 50,674 | \$14.5 |
| Drinking Coco | \$7,71,678 | 50,098 | \$15.4 |
| Caramel Stuffed Bars | \$9,48,097 | 48,730 | \$19.5 |
| Organic Choco Syrup | \$9,62,393 | 45,761 | \$21.0 |
| After Nines | \$7,59,388 | 39,893 | \$19.0 |
| Manuka Honey Choco | \$6,23,290 | 39,124 | \$15.9 |
| Milk Bars | \$8,68,786 | 37,635 | \$23.1 |
| Total | \$1,46,54,211 | 13,44,574 | \$10.9 |



Forecasting Sales for Next 3 Months

