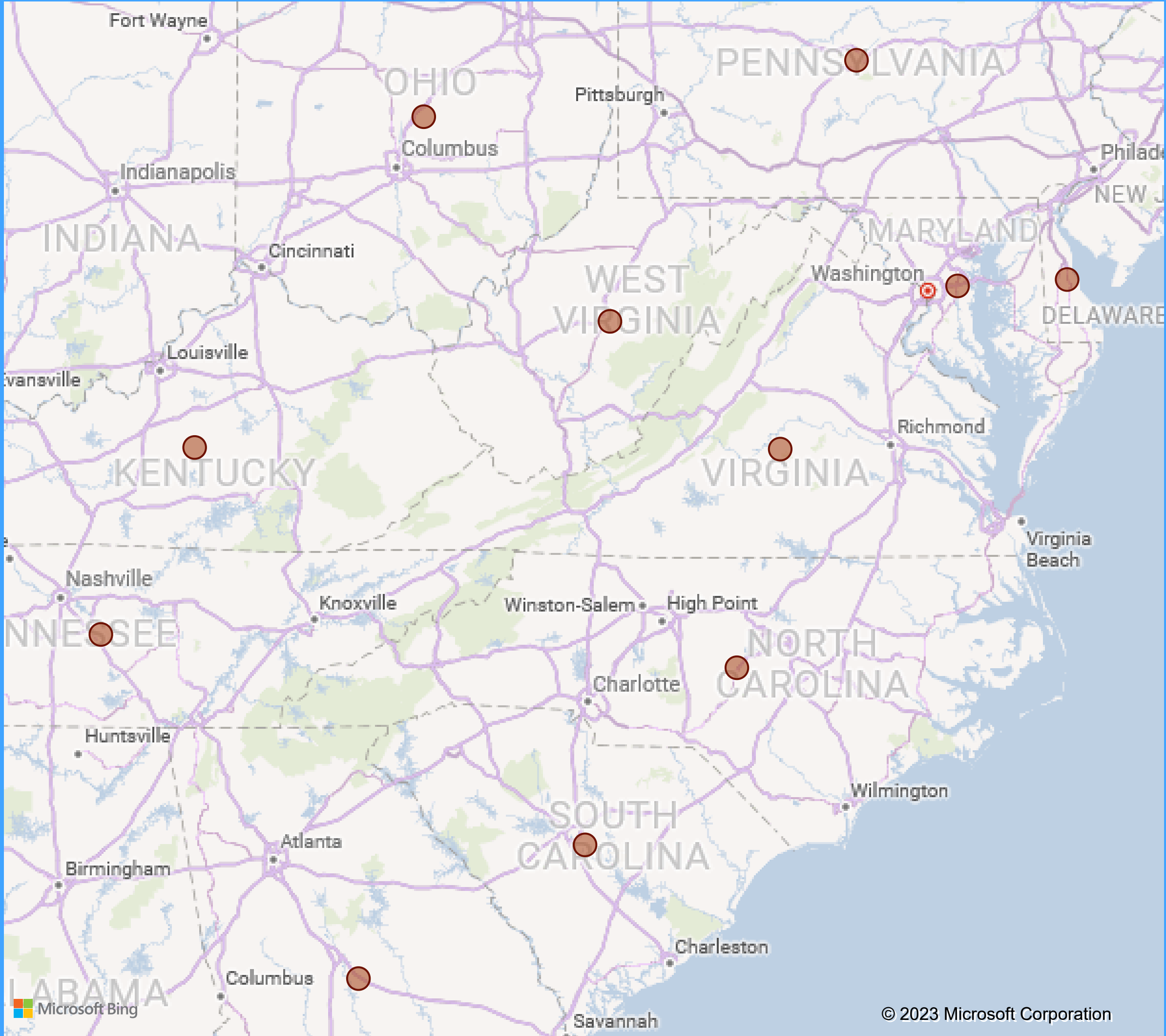


Overview

Territory



\$4M

Total Units This Year

District Manager



Allan Guinot

Andrew Ma

Annelie Zubar

Brad Sutton

Carlos Grilo

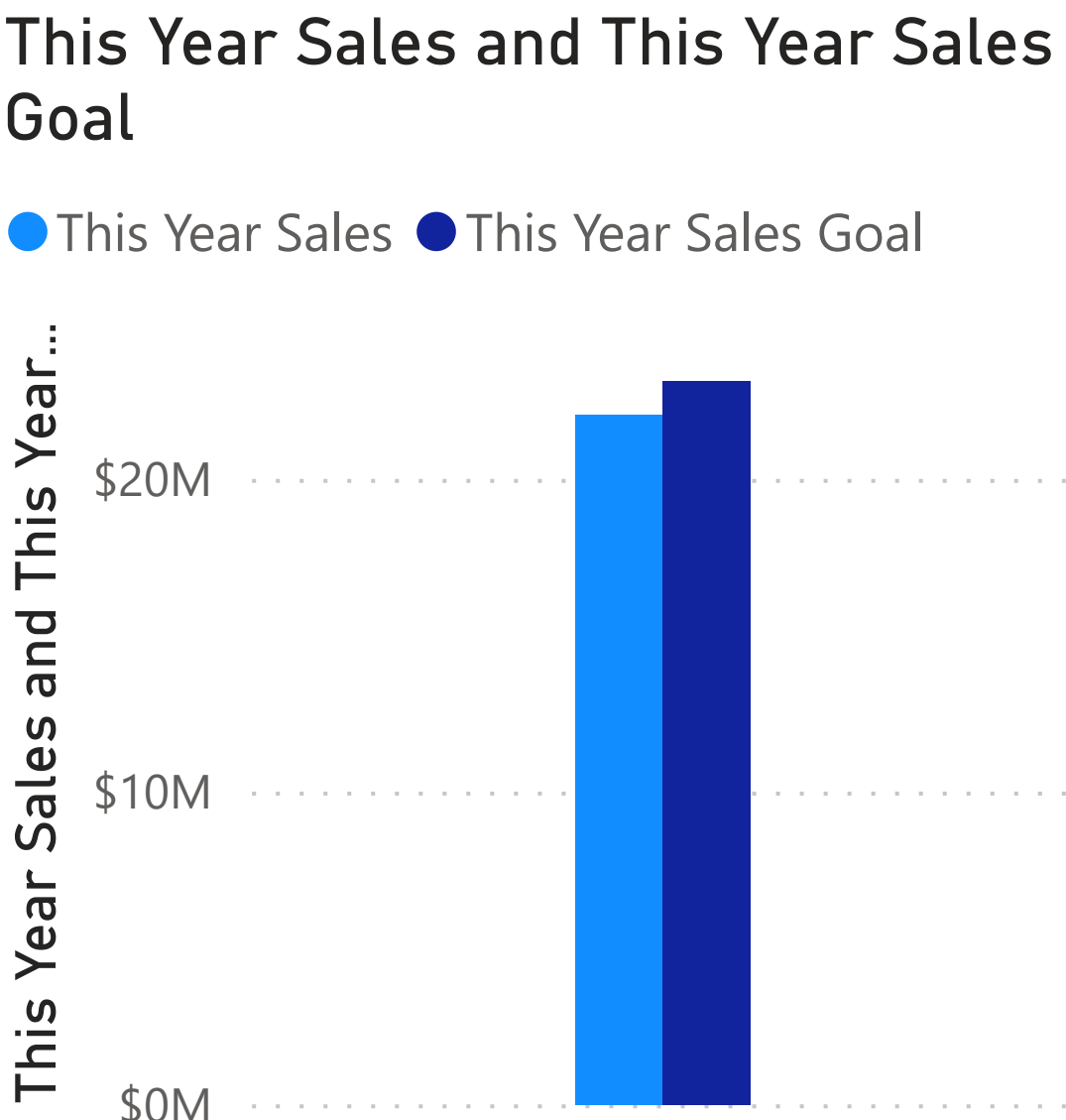
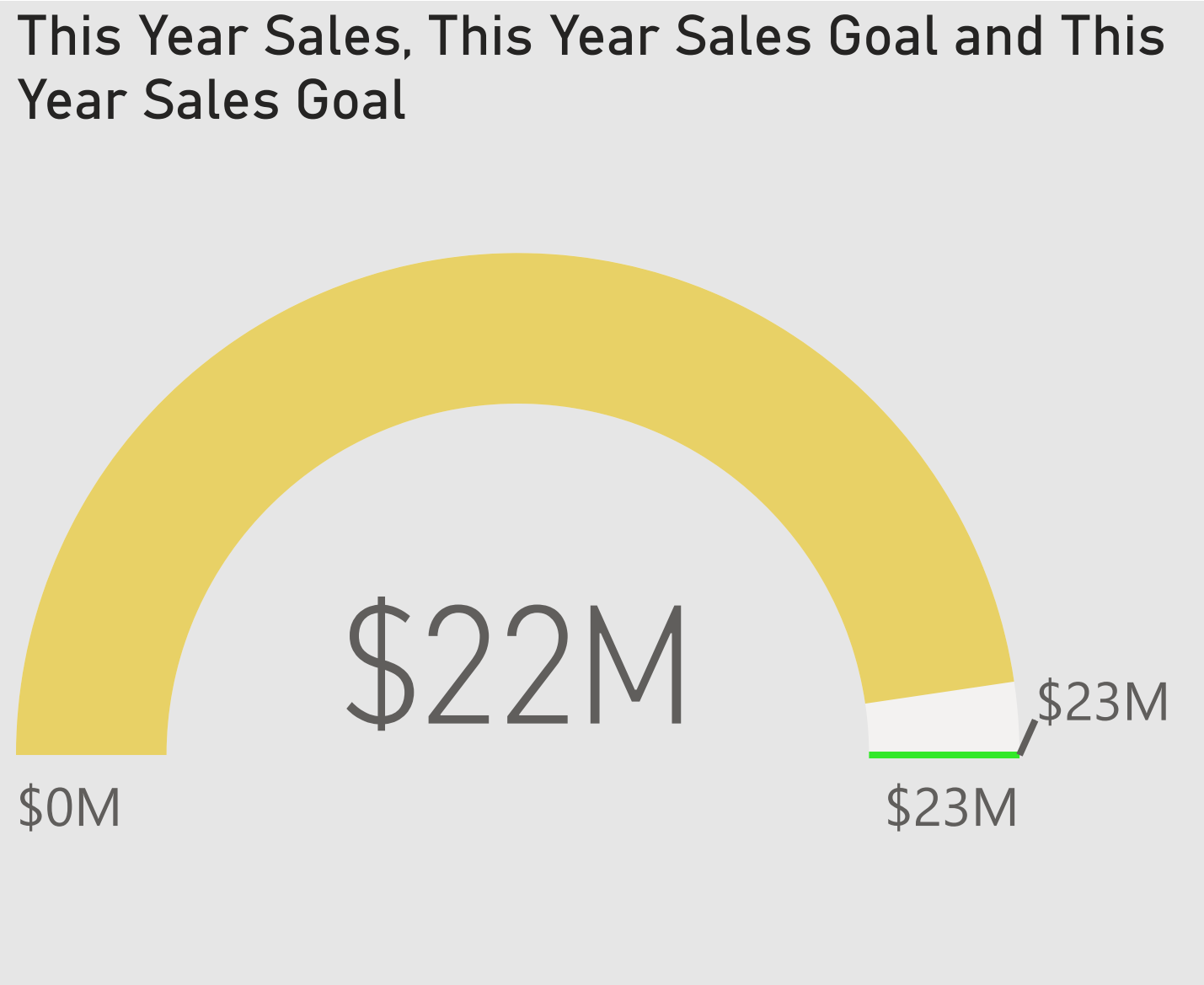
Chris Gray

Chris McGurk

Tina Lassila

Valery Ushakov

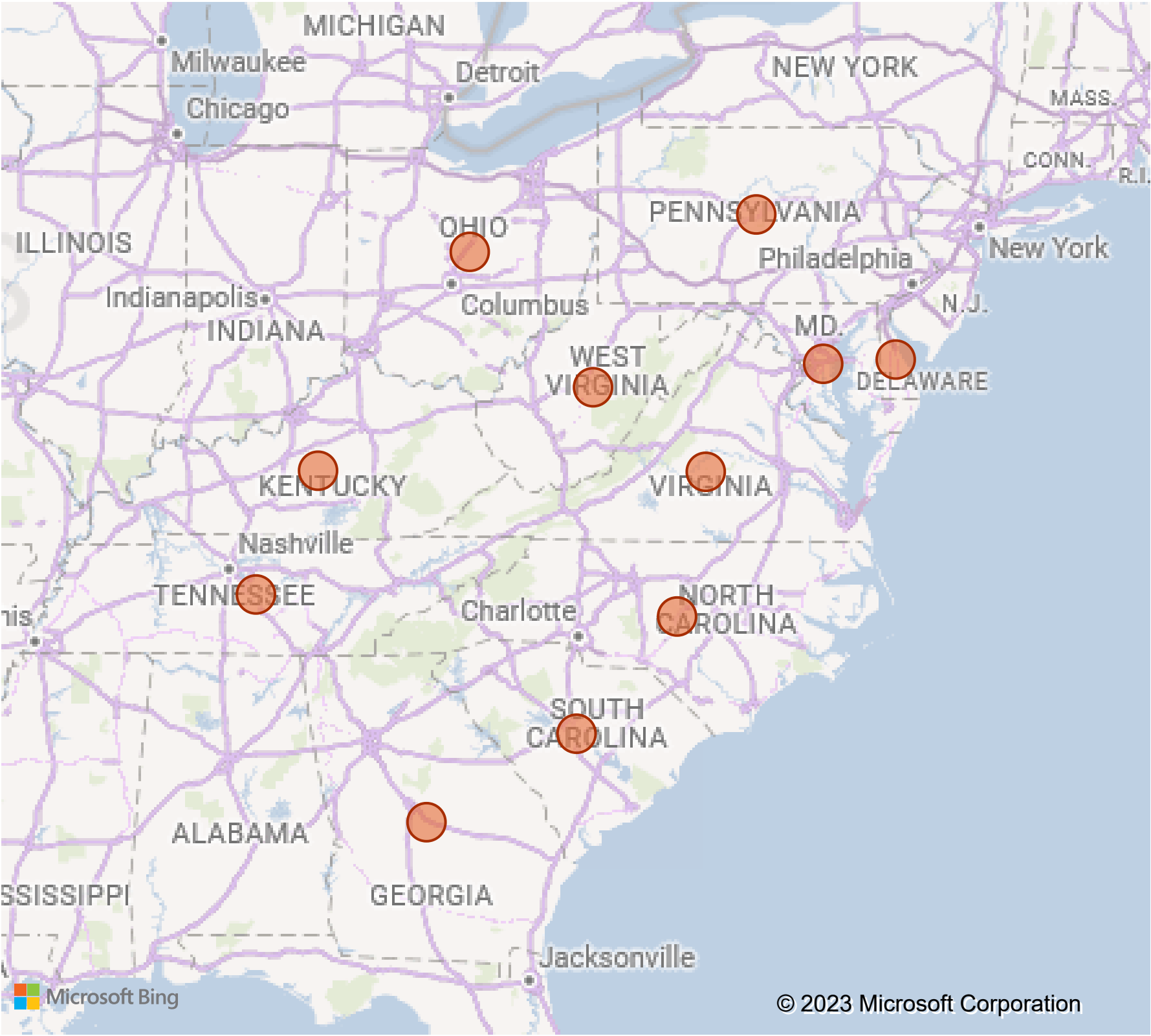
Goal



Territory

Choose one or more territories

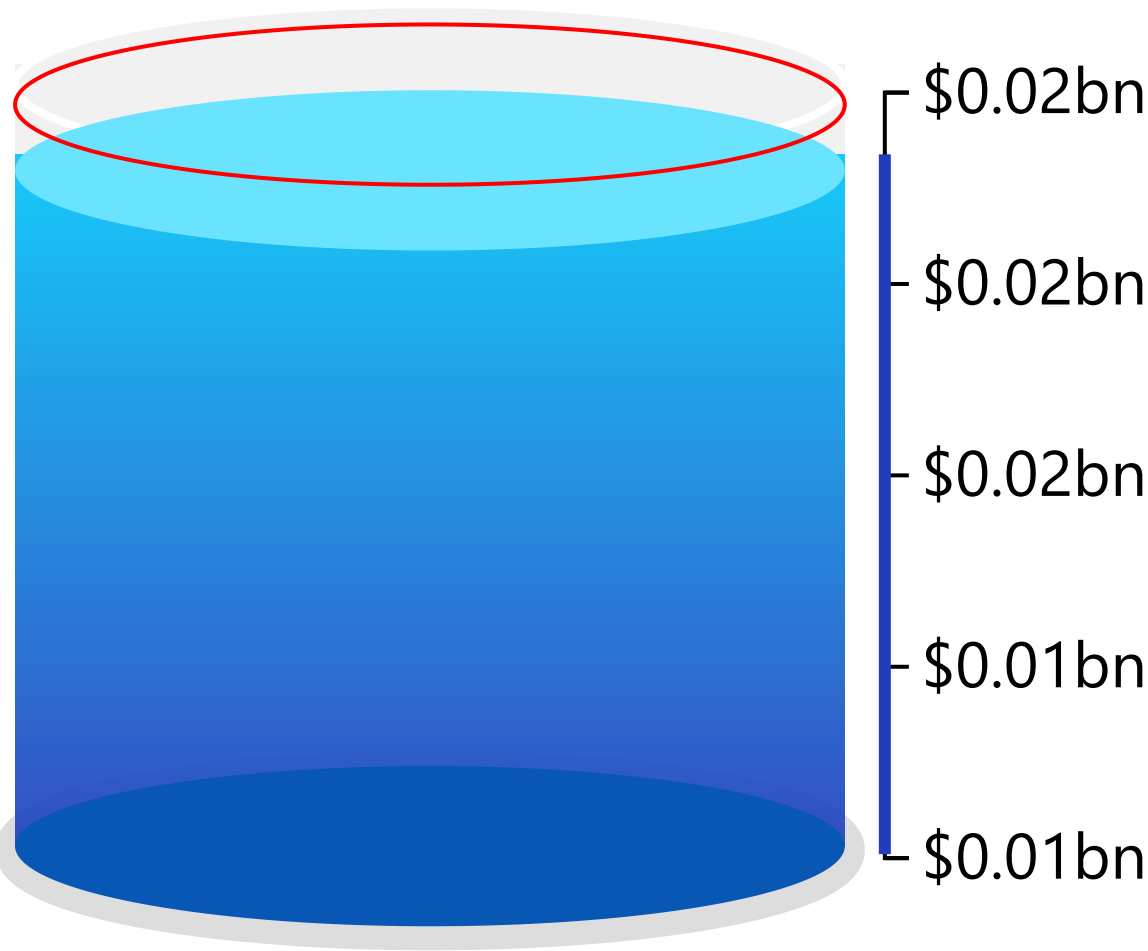
- ☐ DE
- ☐ GA
- ☐ KY
- ☐ MD
- ☐ NC
- ☐ OH
- ☐ PA
- ☐ SC
- ☐ TN
- ☐ VA
- ☐ WV



City

- Abingdon, MD
- Akron, OH
- Alexandria, VA
- Altoona, PA
- Anderson, SC
- Annapolis, MD
- Asheville, NC
- Athens, GA
- Augusta, GA
- Beavercreek, OH
- Beckley, WV
- Belle Vernon, PA
- Boardman, OH

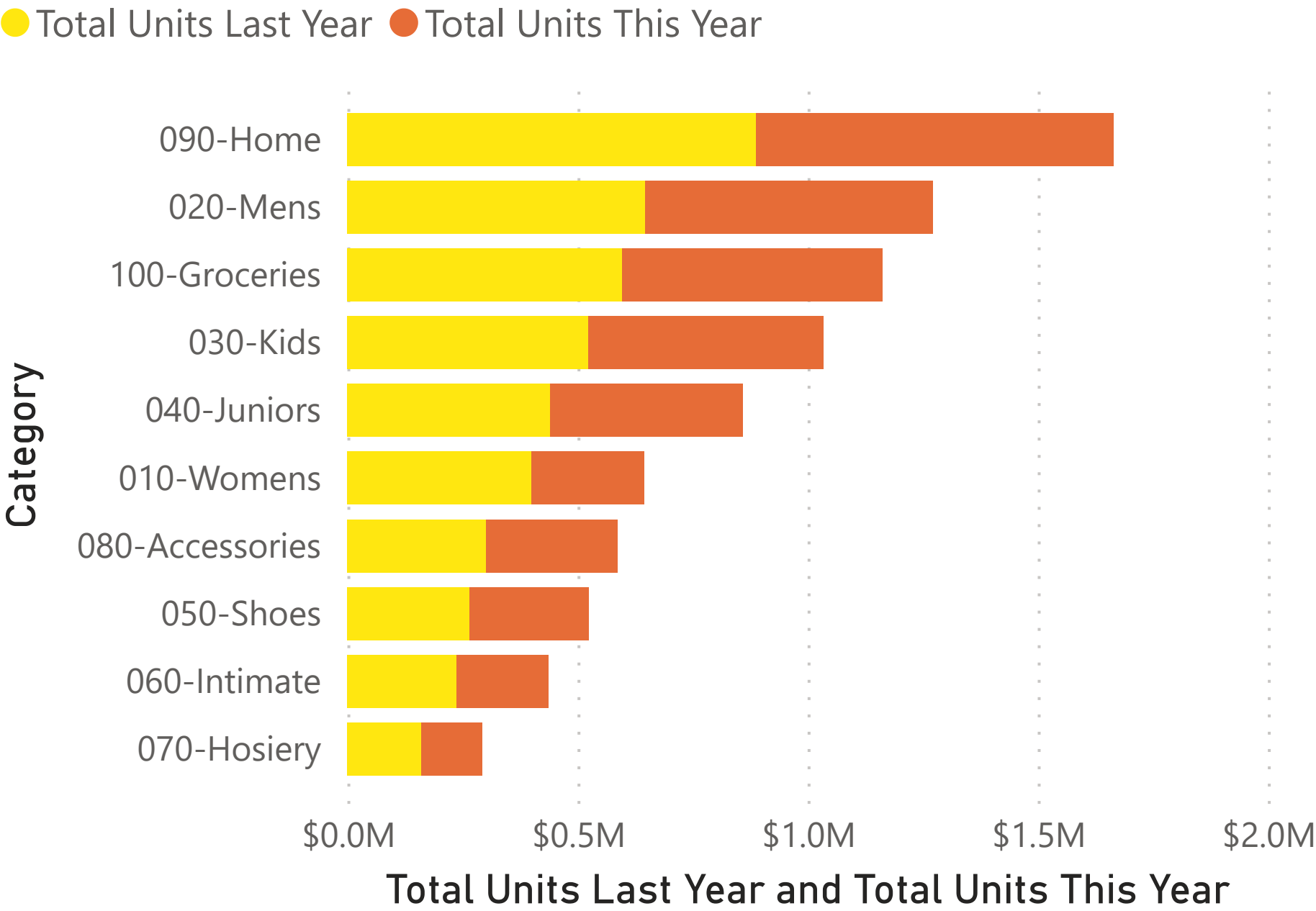
This Year Sales, This Year Sales Goal and This Year Sales Goal



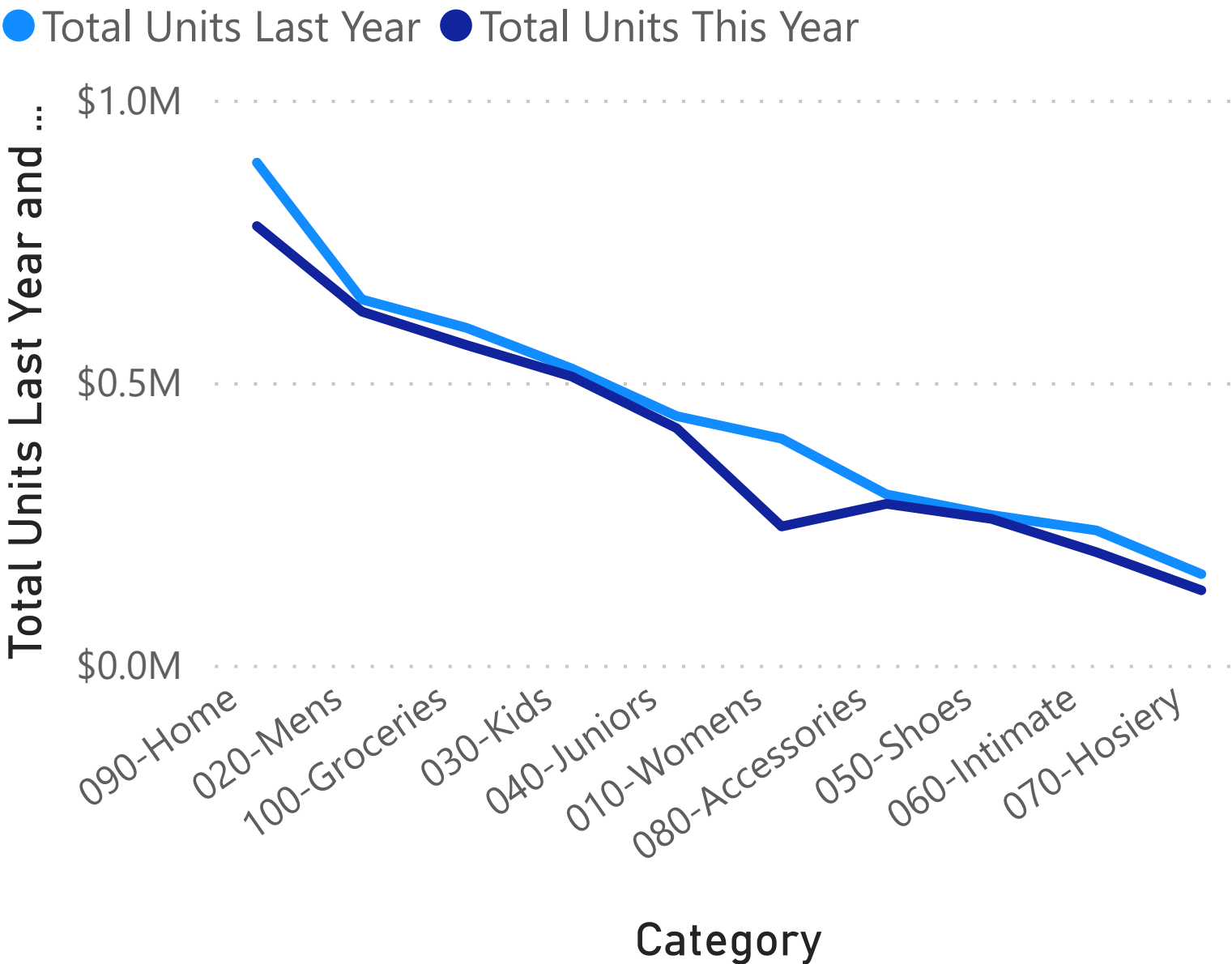
\$0.02bn

Category & Buyer

Total Units Last Year and Total Units This Year by Category

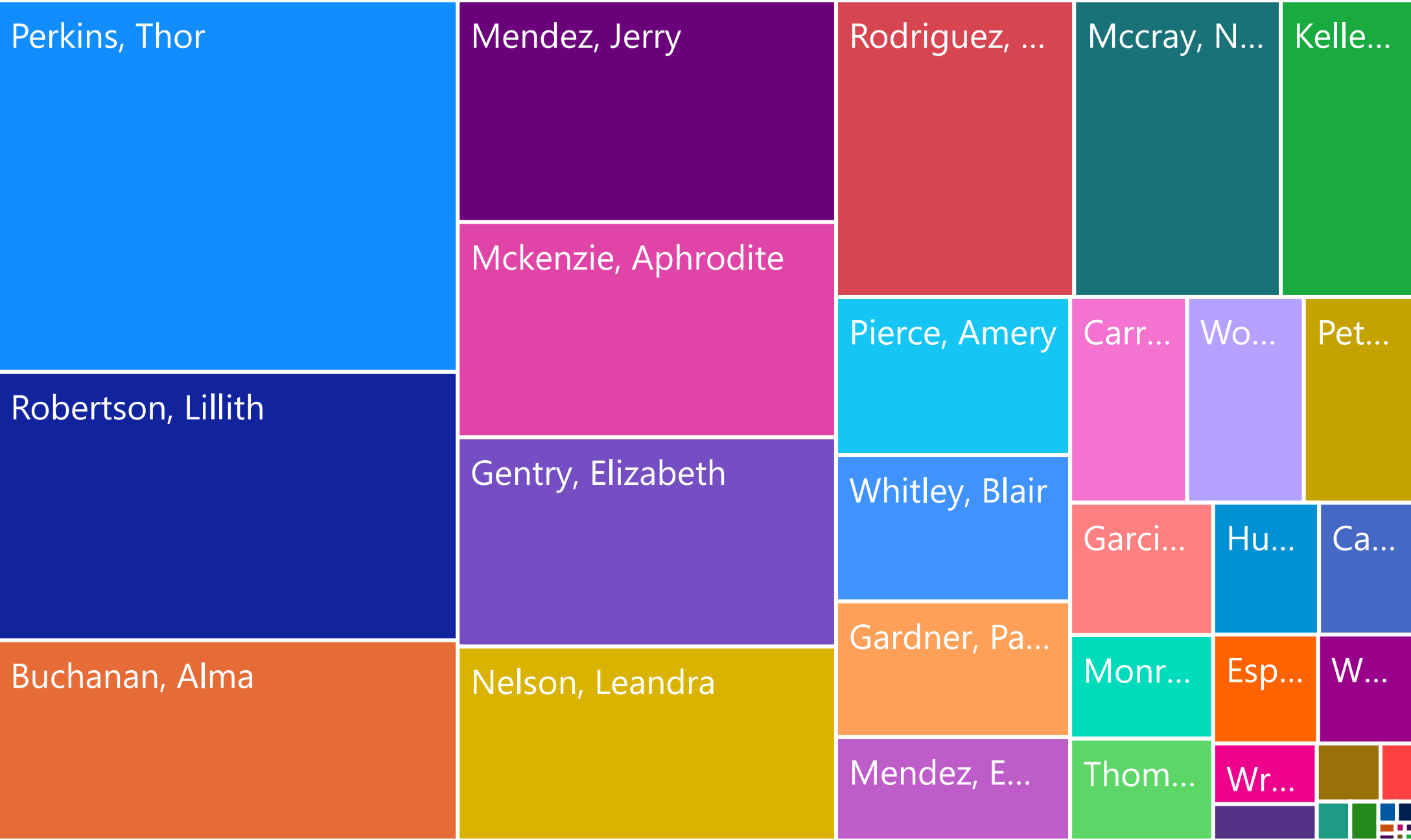


Total Units Last Year and Total Units This Year by Category



Category	Total Units Last Year	Total Units This Year
090-Home	\$888,771	\$776,474
020-Mens	\$646,617	\$625,075
100-Groceries	\$596,183	\$565,731
030-Kids	\$524,413	\$510,202
040-Juniors	\$440,068	\$418,735
010-Womens	\$400,169	\$244,833
080-Accessories	\$301,610	\$284,877
050-Shoes	\$265,099	\$258,294
060-Intimate	\$237,813	\$199,278
070-Hosiery	\$160,509	\$131,892
Total	\$4,461,252	\$4,015,391

Total Units This Year by Buyer



Territory

Territory

DE

GA

KY

MD

NC

OH

PA

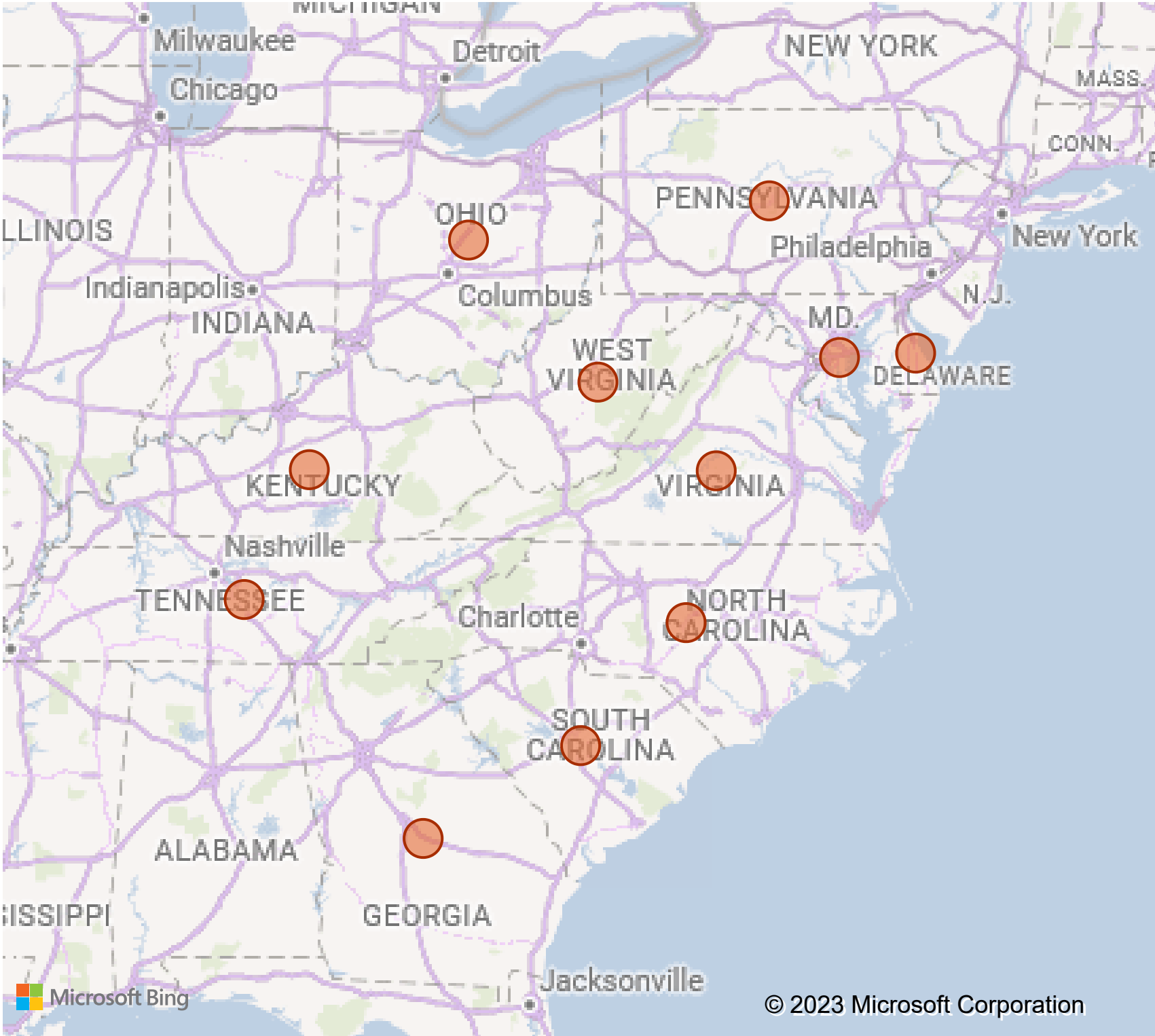
SC

TN

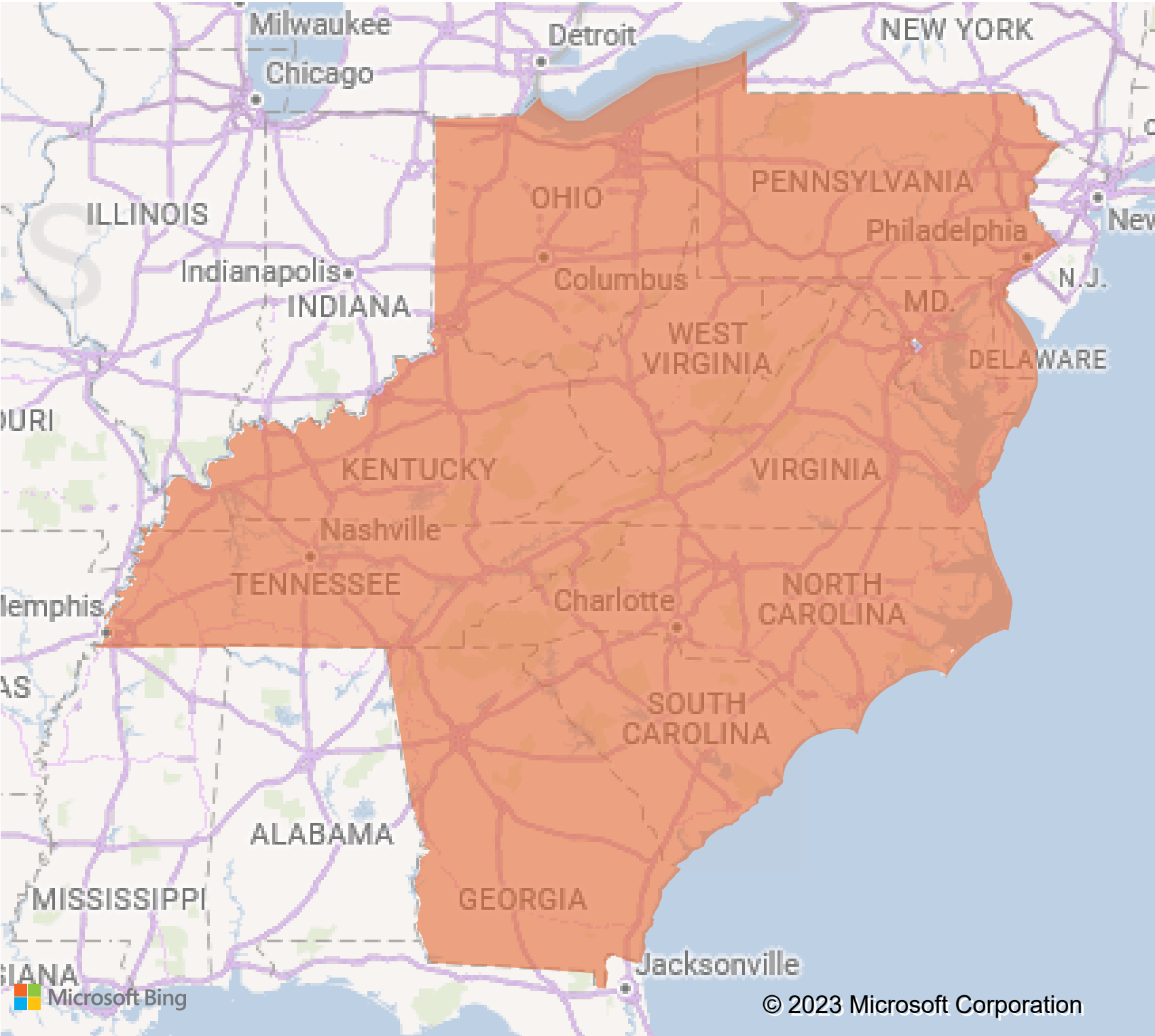
VA

WV

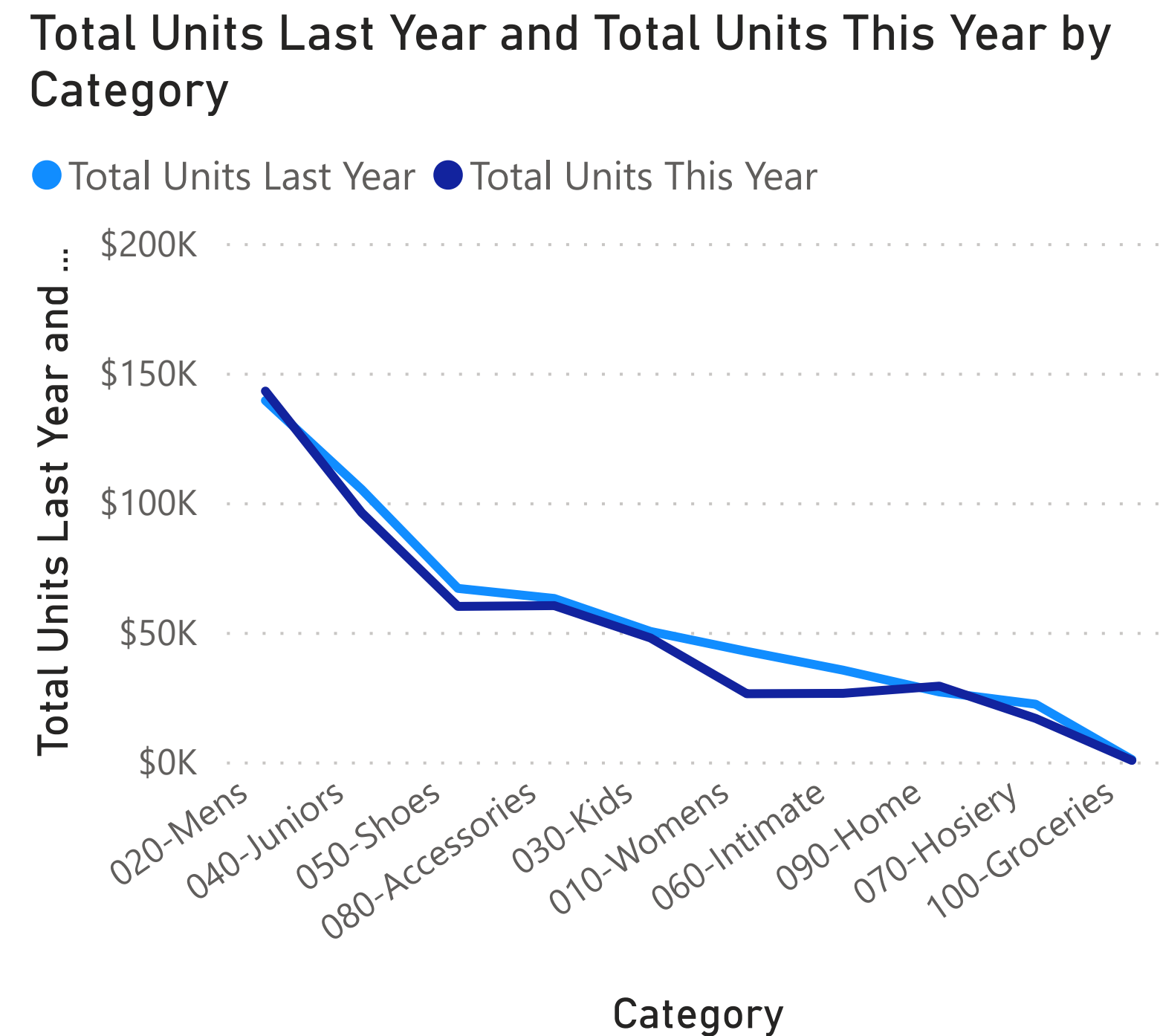
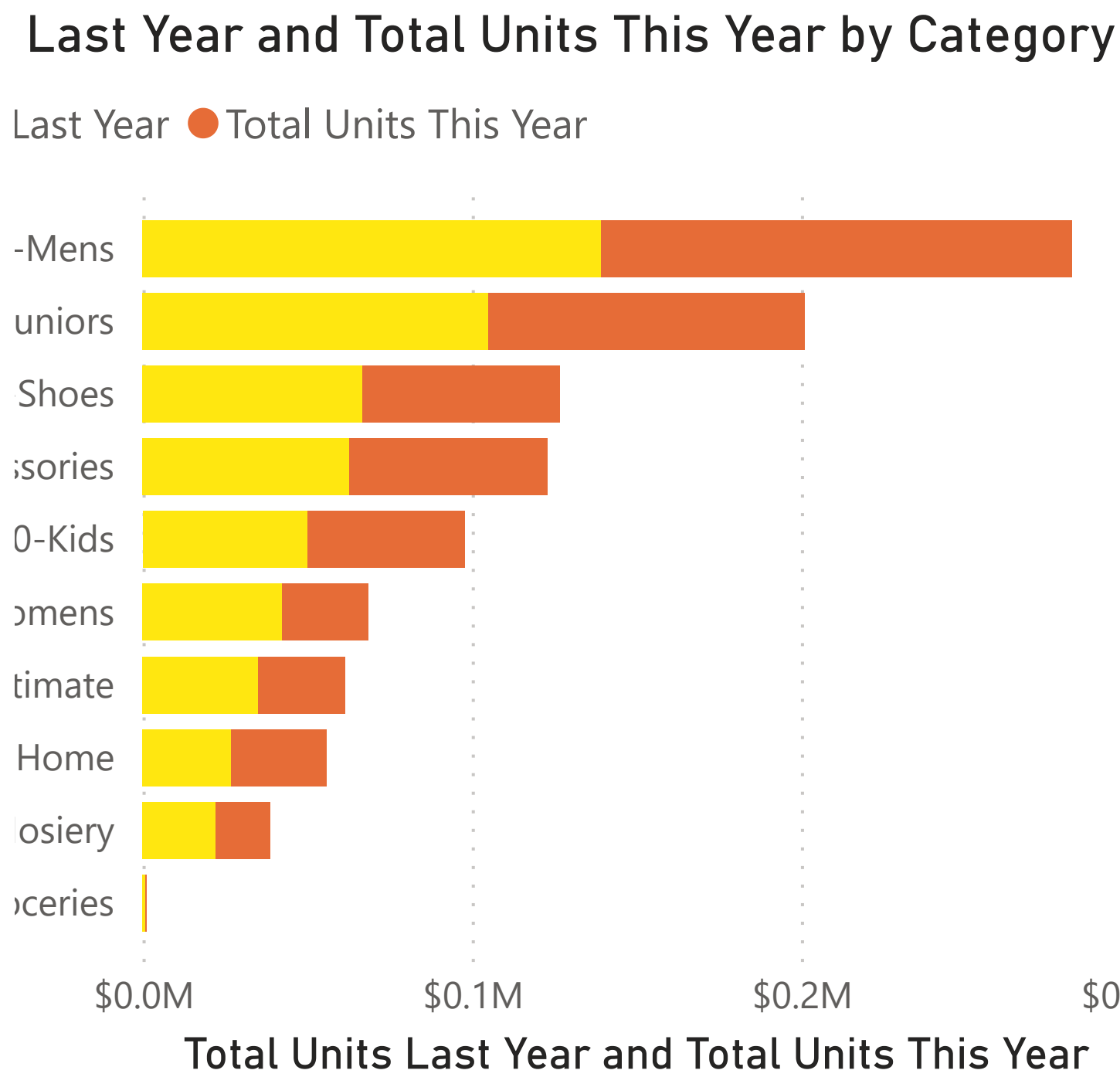
Territory



Territory



South-East region Category & Buyer



Category	Total Units Last Year	Total Units This Year
020-Mens	\$139,269	\$142,919
040-Juniors	\$104,976	\$95,998
050-Shoes	\$66,789	\$59,847
080-Accessories	\$62,906	\$60,150
030-Kids	\$50,182	\$47,666
010-Womens	\$42,487	\$26,158
060-Intimate	\$35,247	\$26,303
090-Home	\$26,849	\$29,083
070-Hosiery	\$22,115	\$16,632
100-Groceries	\$763	\$423
Total	\$551,583	\$505,179

Total Units This Year by Buyer

