Sales Performance MTD

Month To Date

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	Jales														iucis				
												MTD							
						Active							MTD					Order	
	Active	Active			Active	Month						Active	Order Plan	MTD Order		Active Month	MTD Order	Margin	
	Month	Month	MTD Sales	MTD Sales	Month	Margin	MTD GM\$	MTD GM\$	MTD GM%	MTD GM%	Active Month	Month	Variance	Plan	Active Month	Orders Margin	Margin	Variance	
Row Labels	Sales		Var. \$ Plan		Margin	Plan		Var. % Plan	Actual	Plan	Orders	Orders Plan	(\$)		Orders Margin	Plan	Variance (\$)	(%)	
GA	\$777,128	\$907.550	-\$130,422	-14.4%	\$219.965	\$226.632	-\$6,667	-2.9%	28.3%	25.0%	\$1.172.698	\$971.078	\$201,620	20.8%	\$357.694	\$242.496	\$115,198		
House-Atlanta	\$231,696	\$383,284	-\$151,587	-39.5%	\$82,416	\$87,934	-\$5,518	-6.3%	35.6%	22.9%	\$479,415	\$410,114	\$69,301	16.9%	\$184,994	\$94,090	\$90,904	96.6%	
House-Houston	\$178,409	\$174,256	\$4,152	2.4%	\$32,210	\$44,822	-\$12,612	-28.1%	18.1%	25.7%	\$248,426	\$186,454	\$61,972	33.2%	\$59,964	\$47,959	\$12,005	25.0%	
Jim Murphy	\$32,798	\$40,126	-\$7,329	-18.3%	\$14,638	\$11,023	\$3,616	32.8%	44.6%	27.5%	\$32,226	\$42,935		-24.9%	\$14,357	\$11,794	\$2,563	21.7%	
Josh Knowles	\$87,661	\$68,097	\$19,565	28.7%	\$24,343	\$20,398	\$3,945	19.3%	27.8%	30.0%	\$175,502	\$72,863	\$102,638	140.9%	\$26,821	\$21,826	\$4,995	22.9%	
Mike Price	\$138,861	\$122,253	\$16,608	13.6%	\$29,352	\$35,395	-\$6,043	-17.1%	21.1%	29.0%	\$122,699	\$130,811	-\$8,112	-6.2%	\$30,507	\$37,873	-\$7,365	-19.4%	
North Georgia(Open)	\$29,505	\$50,803	-\$21,298	-41.9%	\$10,068	\$10,106	-\$38	-0.4%	34.1%	19.9%	\$24,674	\$54,359	-\$29,685	-54.6%	\$9,357	\$10,814	-\$1,457	-13.5%	
Zac Gray	\$78,198	\$68,731	\$9,467	13.8%	\$26,937	\$16,953	\$9,984	58.9%	34.4%	24.7%	\$89,757	\$73,542	\$16,215	22.0%	\$31,693	\$18,140	\$13,553	74.7%	
GR	\$1,348,710	\$1,202,143	\$146,567	12.2%	\$344,617	\$275,206	\$69,411	25.2%	25.6%	22.9%	\$952,898	\$1,286,293	-\$333,395	-25.9%	\$302,851	\$294,471	\$8,380	2.8%	
House-Door and Window	\$13,763	\$9,768	\$3,995	40.9%	\$797	\$87	\$710	817.1%	5.8%	0.9%	\$5,400	\$10,452	-\$5,051	-48.3%	\$743	\$93	\$650	699.4%	
House-Grand Rapids	\$402,950	\$376,412	\$26,539	7.1%	\$108,619	\$88,689	\$19,930	22.5%	27.0%	23.6%	\$425,264	\$402,761	\$22,503	5.6%	\$141,105	\$94,897	\$46,208	48.7%	
Jim Miller	\$99,815	\$91,351	\$8,464	9.3%	\$31,820	\$27,948	\$3,872	13.9%	31.9%	30.6%	\$58,431	\$97,745	-\$39,314	-40.2%	\$19,416	\$29,905	-\$10,489	-35.1%	
Joel Datema	\$100,216	\$92,531	\$7,685	8.3%	\$25,399	\$17,951	\$7,448	41.5%	25.3%	19.4%	\$25,125	\$99,008	-\$73,883	-74.6%	\$7,303	\$19,207	-\$11,904	-62.0%	
Kent Radcliff	\$228,479	\$207,397	\$21,082	10.2%	\$52,855	\$37,861	\$14,994	39.6%	23.1%	18.3%	\$105,888	\$221,915	-\$116,027	-52.3%	\$32,215	\$40,511	-\$8,296	-20.5%	
Mark Gauck	\$170,084	\$125,551	\$44,533	35.5%	\$42,002	\$31,074	\$10,928	35.2%	24.7%	24.8%	\$52,120	\$134,339	-\$82,219	-61.2%	\$19,842	\$33,249	-\$13,407	-40.3%	
Nathan Haynes	\$142,159	\$144,428	-\$2,269	-1.6%	\$39,857	\$33,480	\$6,377	19.0%	28.0%	23.2%	\$145,021	\$154,538	-\$9,516	-6.2%	\$43,798	\$35,824	\$7,975	22.3%	
Pat Mahoney	\$83,044	\$75,925	\$7,119	9.4%	\$22,683	\$19,516	\$3,167	16.2%	27.3%	25.7%	\$73,863	\$81,240	-\$7,377	-9.1%	\$21,232	\$20,882	\$350	1.7%	
Terry Veverka	\$108,199	\$78,781	\$29,418	37.3%	\$20,585	\$18,600	\$1,985	10.7%	19.0%	23.6%	\$61,787	\$84,296	-\$22,509	-26.7%	\$17,196	\$19,902	-\$2,706	-13.6%	
HC	\$55,162	\$43,772	\$11,390	26.0%	\$21,522	\$17,708	\$3,814	21.5%	39.0%	40.5%	\$253,738	\$46,836	\$206,903	441.8%	\$38,331	\$18,947	\$19,383	102.3%	
HomeCenters	\$55,162	\$43,772	\$11,390	26.0%	\$21,522	\$17,708	\$3,814	21.5%	39.0%	40.5%	\$253,738	\$46,836	\$206,903	441.8%	\$38,331	\$18,947	\$19,383	102.3%	
NY	\$337,558	\$385,017	-\$47,458	-12.3%	\$99,603	\$104,914	-\$5,311	-5.1%	29.5%	27.2%	\$432,840	\$411,968	\$20,872	5.1%	\$141,318	\$112,258	\$29,060	25.9%	
Eugene McCann	\$101,119	\$165,930	-\$64,811	-39.1%	\$24,007	\$37,336	-\$13,329	-35.7%	23.7%	22.5%	\$114,992	\$177,545	-\$62,553	-35.2%	\$29,818	\$39,949	-\$10,131	-25.4%	
House-Syracuse	\$13,248	\$14,763	-\$1,514	-10.3%	\$4,673	\$5,780	-\$1,107	-19.2%	35.3%	39.2%	\$44,701	\$15,796	\$28,905	183.0%	\$26,157	\$6,185	\$19,972	322.9%	
Tim Lloyd	\$117,816	\$95,834	\$21,982	22.9%	\$41,605	\$28,430	\$13,176	46.3%	35.3%	29.7%	\$145,436	\$102,543	\$42,894	41.8%	\$47,421	\$30,420	\$17,001	55.9%	
Tom Reilly	\$65,870	\$73,340	-\$7,470	-10.2%	\$22,962	\$23,471	-\$509	-2.2%	34.9%	32.0%	\$105,631	\$78,474	\$27,157	34.6%	\$31,665	\$25,114	\$6,551	26.1%	
New England Salesrep	\$39,505	\$35,149	\$4,355	12.4%	\$6,355	\$9,897	-\$3,541	-35.8%	16.1%	28.2%	\$22,079	\$37,610	-\$15,531	-41.3%	\$6,257		-\$4,333	-40.9%	
SP	\$281,226	\$640,527	-\$359,301	-56.1%	\$98,015	\$257,403	-\$159,388	-61.9%	34.9%	40.2%	\$270,529	\$685,363	-\$414,834	-60.5%	\$106,683	\$275,421	-\$168,738	-61.3%	
NA - House	\$105,674	\$214,063	-\$108,390	-50.6%	\$41,701	\$73,574	-\$31,872	-43.3%	39.5%	34.4%	\$114,266	\$229,048	-\$114,781	-50.1%	\$43,908	\$78,724	-\$34,816	-44.2%	
NA-(Rodriguez)		\$49,322	-\$49,322	-100.0%		\$17,910	-\$17,910	-100.0%	0.0%	36.3%	\$237	\$52,774	-\$52,537	-99.6%	\$66	\$19,163	-\$19,097	-99.7%	
NA-Central(Thomas)	\$79,710	\$53,374	\$26,336	49.3%	\$27,415	\$14,876	\$12,539	84.3%	34.4%	27.9%	\$80,177	\$57,110	\$23,067	40.4%	\$31,478	\$15,918	\$15,561	97.8%	
NA-International(Ekken	\$20,718	\$231,182	-\$210,464	-91.0%	\$10,149	\$106,494	-\$96,346	-90.5%	49.0%	46.1%	\$28,701	\$247,364	-\$218,663	-88.4%	\$11,028	\$113,949	-\$102,921	-90.3%	
NA-West(Aromi)	\$75,125	\$92,586	-\$17,461	-18.9%	\$18,751	\$44,549	-\$25,798	-57.9%	25.0%	48.1%	\$47,147	\$99,067	-\$51,920	-52.4%	\$20,202	\$47,667	-\$27,465	-57.6%	
TX	\$22,019	\$76,527	-\$54,508	-71.2%	\$3,185	\$15,568	-\$12,383	-79.5%	14.5%	20.3%	\$43,297	\$81,884	-\$38,587	-47.1%	\$5,334	\$16,658	-\$11,324	-68.0%	
House Dallas	\$22,019	\$76,527	-\$54,508	-71.2%	\$3,185	\$15,568	-\$12,383	-79.5%	14.5%	20.3%	\$43,297	\$81,884	-\$38,587	-47.1%	\$5,334	\$16,658	-\$11,324	-68.0%	
Grand Total	\$2,821,802	\$3,255,534	-\$433,733	-13.3%	\$786,907	\$897,430	-\$110,524	-12.3%	27.9%	27.6%	\$3,126,000	\$3,483,422	-\$357,421	-10.3%	\$952,210	\$960,251	-\$8,040	-0.8%	

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