

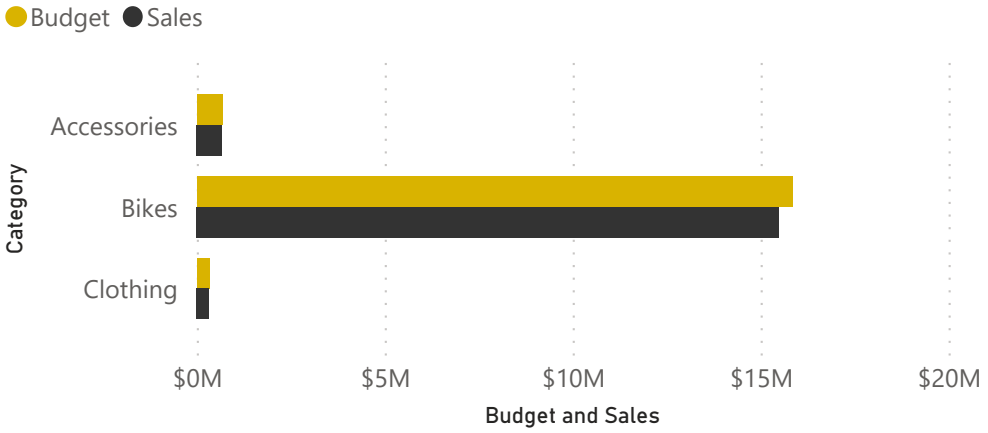


\$16,473,618	\$16,869,574	(\$396K)	-2.3%
Sales	Budget	SB Variance	SB VARIANCE%

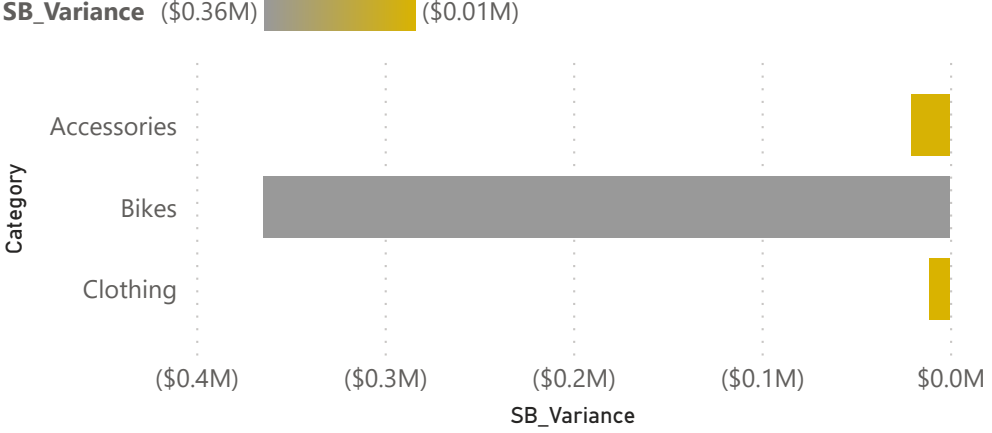
Year

2016

Budget and Sales by Category



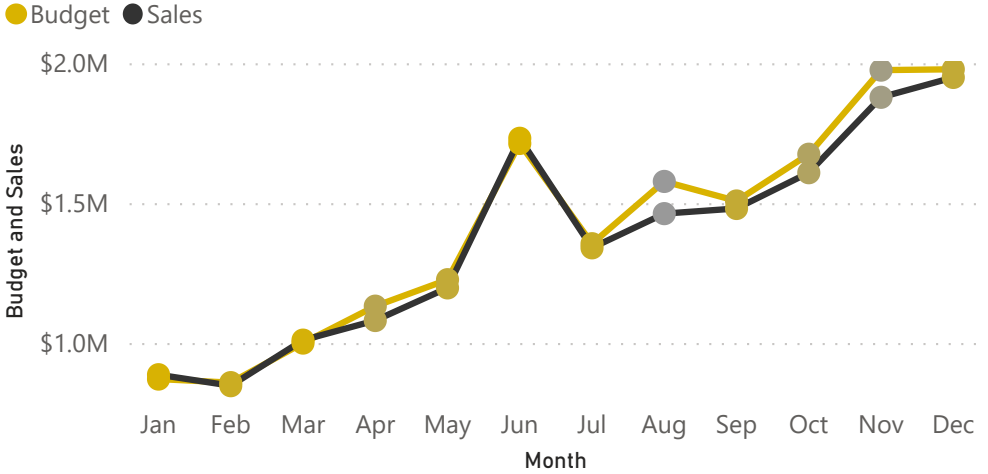
SB\_Variance by Category



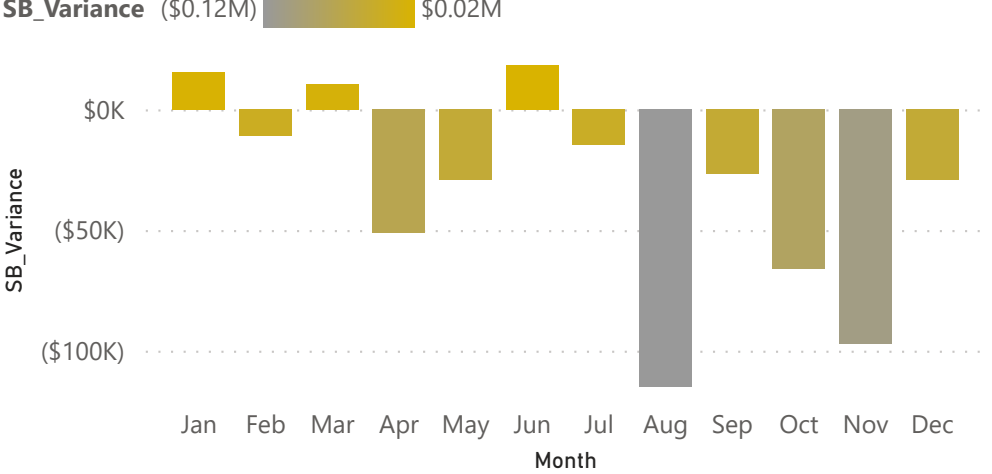
Top Products

ProductName	Sales
Mountain-200 Black, 42	\$979,961
Mountain-200 Silver, 38	\$979,036
Mountain-200 Black, 46	\$961,601
Mountain-200 Black, 38	\$954,716
Mountain-200 Silver, 46	\$930,316
Mountain-200 Silver, 42	\$909,436
Touring-1000 Blue, 46	\$421,980
Road-350-W Yellow, 40	\$418,444
Touring-1000 Yellow, 46	\$410,060
Road-350-W Yellow, 42	\$399,733

Budget and Sales by Month



SB\_Variance by Month



Top Customers

FullName	Sales
Turner, Jordan	\$11,484
Shan, Maurice	\$10,861
Munoz, Janet	\$10,418
Nara, Nichole	\$9,717
Henderson, Kaitlyn	\$9,716
He, Margaret	\$9,691
Dominguez, Randall	\$9,688
Gonzalez, Adriana	\$9,664
Hu, Rosa	\$9,637
Gill, Brandi	\$9,617