Sheet 1

State/Province	Distinc..
Alabama	34
Alberta	3
Arizona	100
Arkansas	27
British Columbia	5
California	577
Colorado	75
Connecticut	43
Delaware	43
District of Colum..	4
Florida	181
Georgia	83
Idaho	11
Illinois	237
Indiana	70
Iowa	17
Kansas	14
Kentucky	58
Louisiana	21
Maine	3
Manitoba	2
Maryland	45
Massachusetts	62
Michigan	106
Minnesota	42
Mississippi	25
Missouri	28
Montana	8
Nebraska	23
Nevada	23
New Brunswick	1
New Hampshire	17
New Jersey	61
New Mexico	22
New York	415
Newfoundland a..	1
North Carolina	122
North Dakota	2
Nova Scotia	1
Ohio	202

Emerging or Developing State
- Developing State
- Emerging State
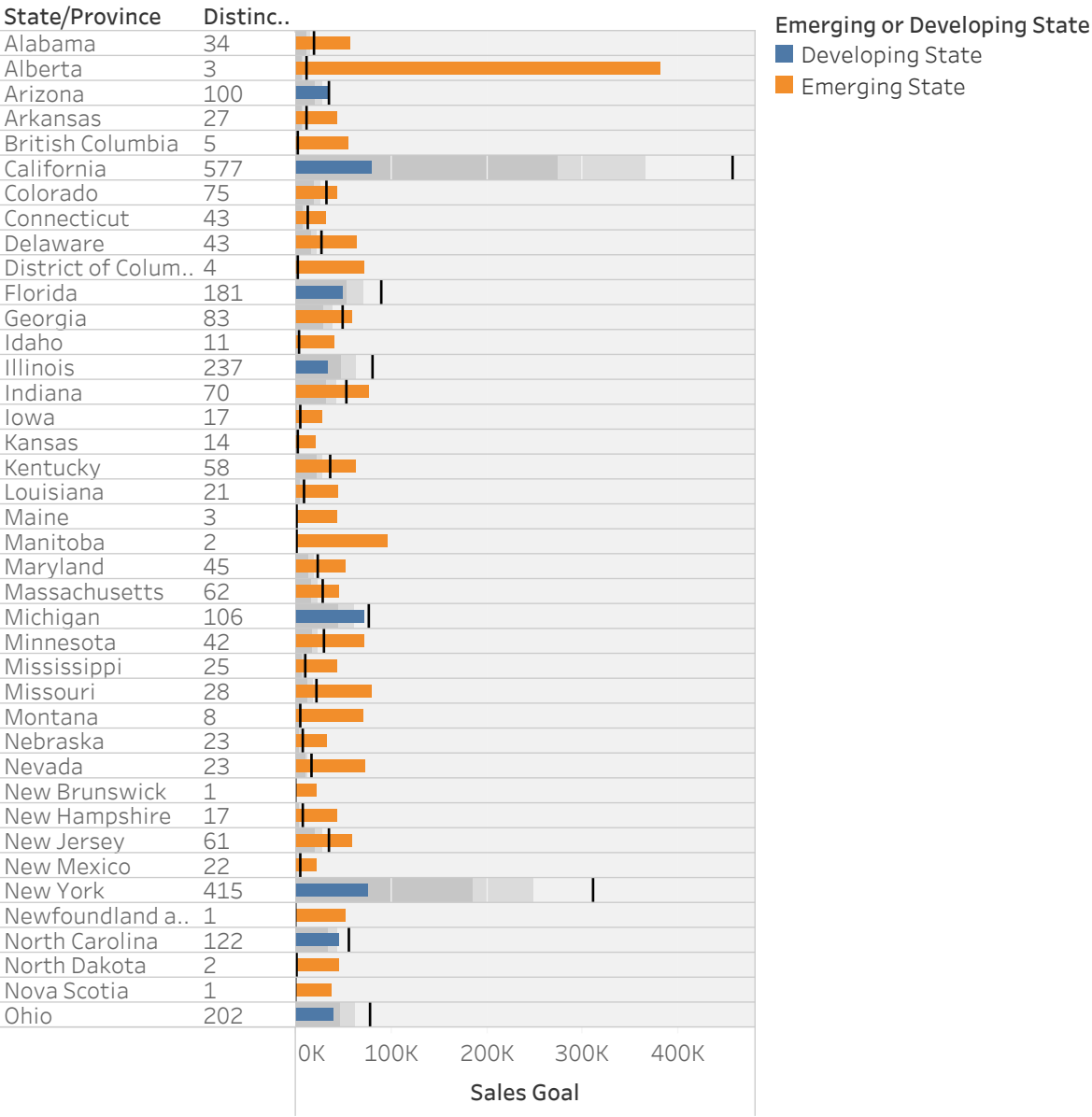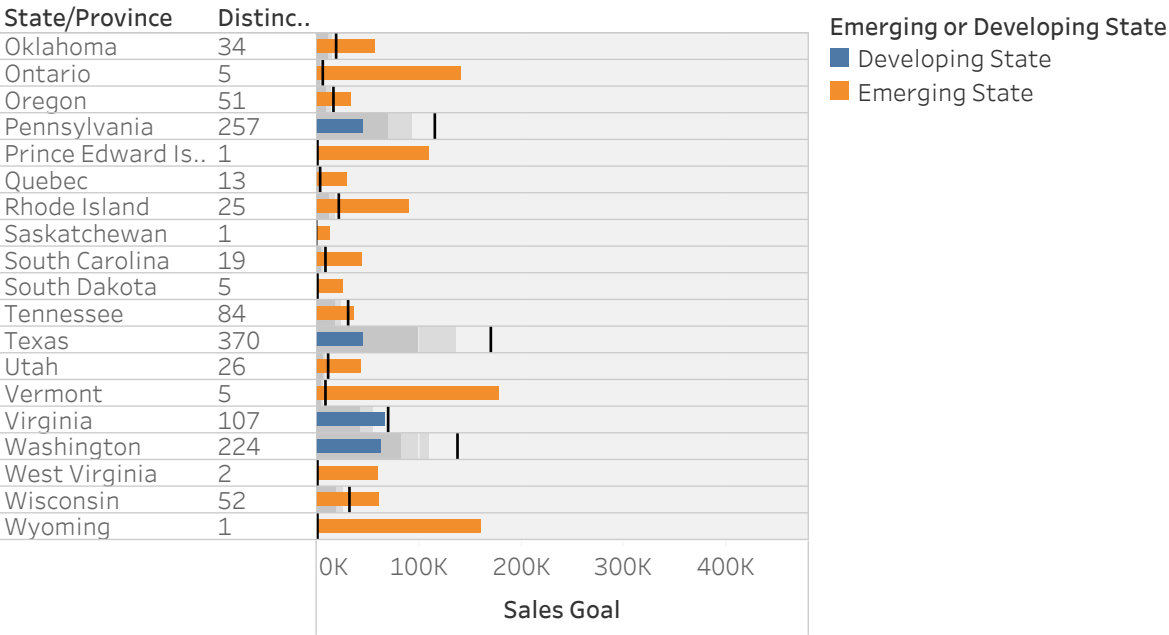
X-axis (Sales Goal): 0K, 100K, 200K, 300K, 400K

Sales Goal

Sales Goal for each distinct count of Customer Name broken down by State/Province. Color shows details about Emerging or Developing State.

Sheet 1

State/Province	Distinc..
Oklahoma	34
Ontario	5
Oregon	51
Pennsylvania	257
Prince Edward Is..	1
Quebec	13
Rhode Island	25
Saskatchewan	1
South Carolina	19
South Dakota	5
Tennessee	84
Texas	370
Utah	26
Vermont	5
Virginia	107
Washington	224
West Virginia	2
Wisconsin	52
Wyoming	1

Emerging or Developing State
- Developing State
- Emerging State

Sales Goal

Sales Goal for each distinct count of Customer Name broken down by State/Province. Color shows details about Emerging or Developing State.