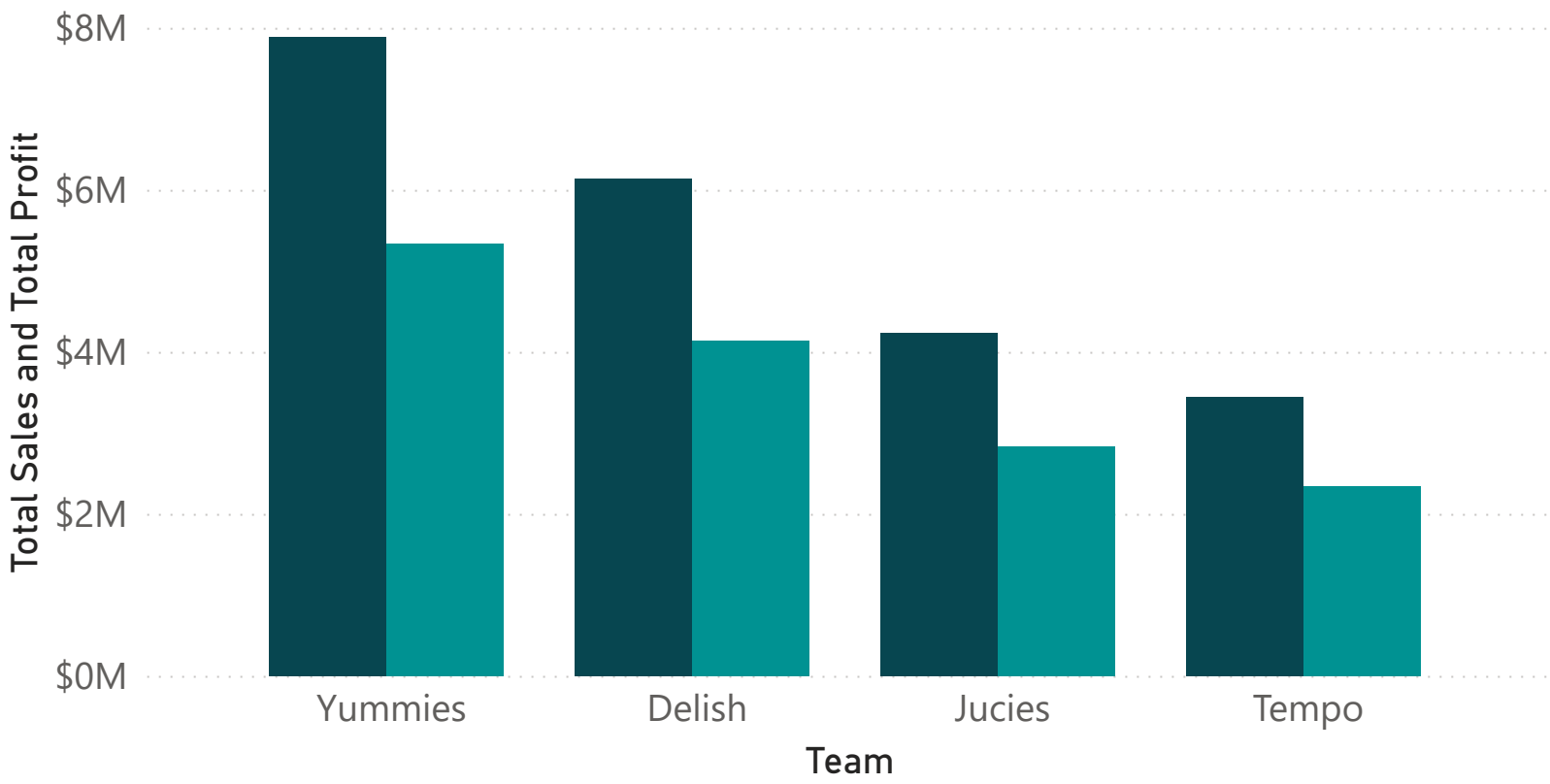


Total Sales and Total Profit by Team

● Total Sales ● Total Profit

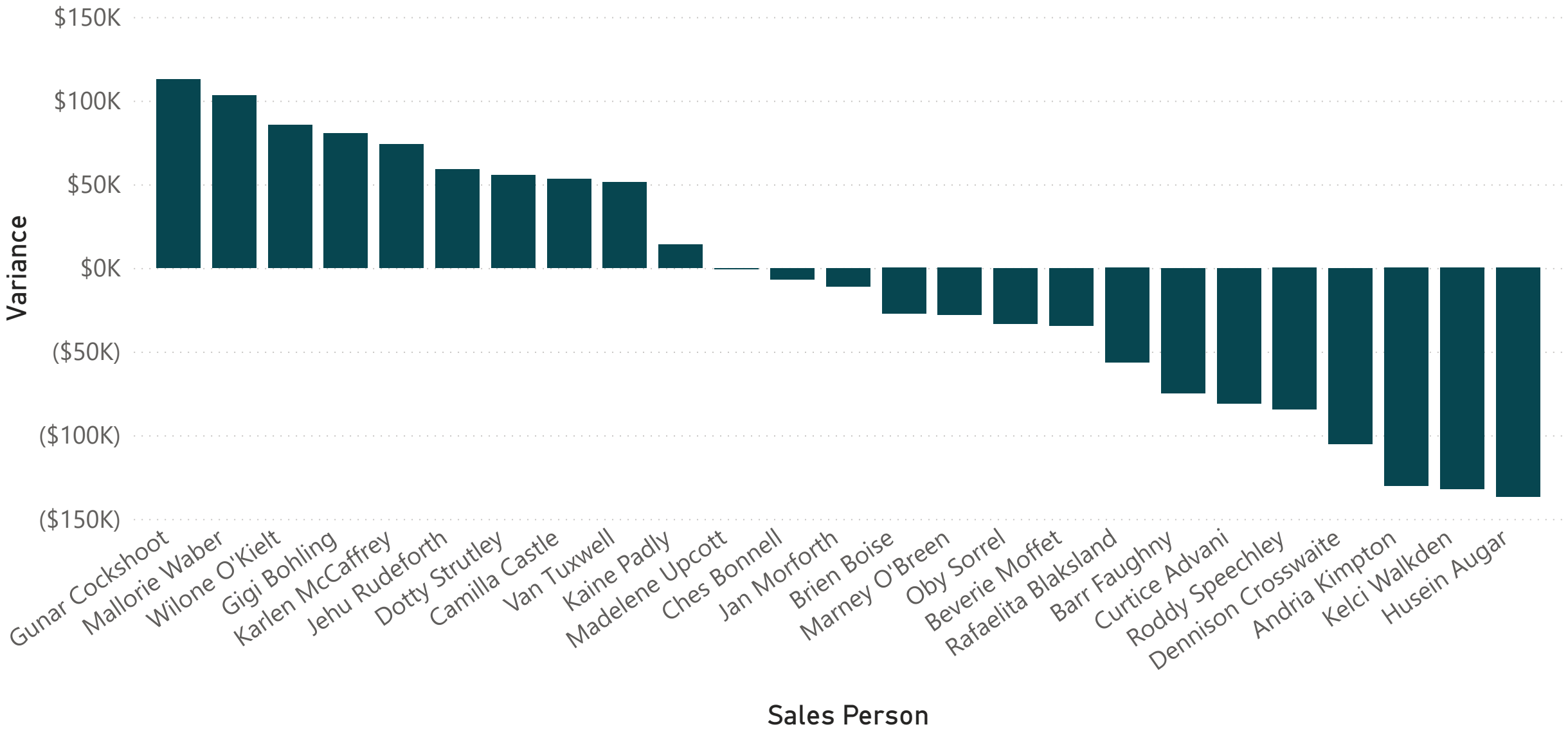


Product

- 50% Dark Bites
- 70% Dark Bites
- 85% Dark Bars
- 99% Dark & Pure
- After Nines
- Almond Choco
- Baker's Choco Chips
- Caramel Stuffed Bars
- Choco Coated Almonds
- Drinking Coco
- Eclairs



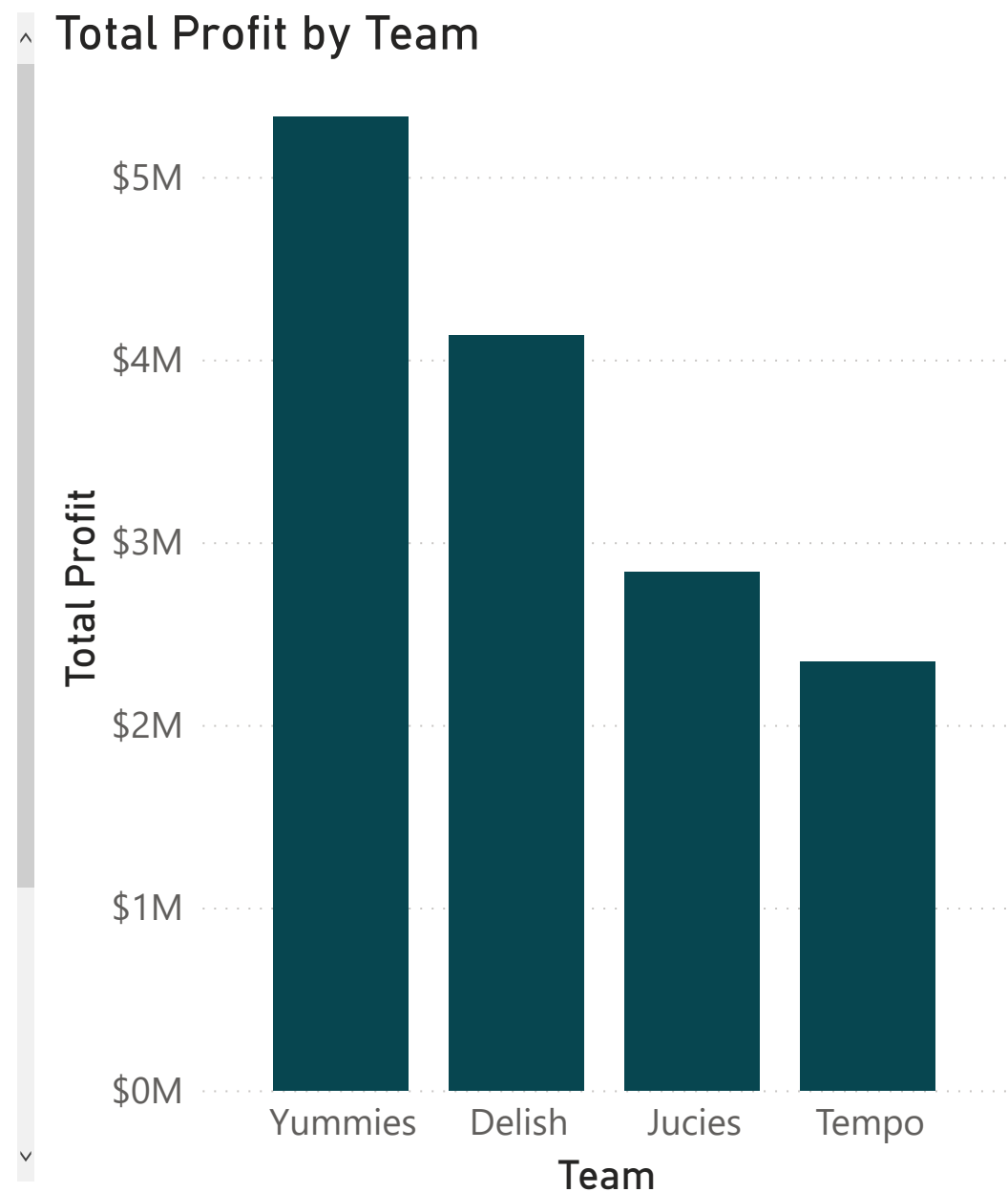
Variance by Sales Person



Sales Person	Total Sales	Variance	Variance % ▼
Gunar Cockshoot	\$913,325	\$112,725	14.1%
Mallorie Waber	\$860,846	\$103,196	13.6%
Wilone O'Kielt	\$944,580	\$85,580	10.0%
Gigi Bohling	\$925,057	\$80,407	9.5%
Karlen McCaffrey	\$963,956	\$73,956	8.3%
Camilla Castle	\$798,868	\$53,268	7.1%
Jehu Rudeforth	\$895,363	\$59,013	7.1%
Dotty Strutley	\$922,635	\$55,635	6.4%
Van Tuxwell	\$863,079	\$51,479	6.3%
Kaine Padly	\$828,058	\$14,008	1.7%
Madelene Upcott	\$897,554	(\$296)	-0.0%
Ches Bonnell	\$884,835	(\$6,815)	-0.8%
Jan Morforth	\$780,038	(\$10,912)	-1.4%
Brien Boise	\$794,920	(\$27,330)	-3.3%
Marney O'Breen	\$797,629	(\$28,121)	-3.4%
Oby Sorrel	\$860,083	(\$33,367)	-3.7%
Beverie Moffet	\$817,572	(\$34,278)	-4.0%
Rafaelita Blaksland	\$903,616	(\$56,534)	-5.9%
Barr Faughny	\$886,375	(\$74,725)	-7.8%
Roddy Speechlev	\$957,047	(\$84,603)	-8.1%
Total	\$21,701,722	(\$252,978)	-1.2%

Which products have highest profit per box?

Product	Total Boxes	Total Profit	Profit per Box
Milk Bars	37,635	\$868,786	\$23.1
Organic Choco Syrup	45,761	\$962,393	\$21.0
Caramel Stuffed Bars	48,730	\$948,097	\$19.5
After Nines	39,893	\$759,388	\$19.0
Manuka Honey Choco	39,124	\$623,290	\$15.9
Drinking Coco	50,098	\$771,678	\$15.4
Mint Chip Choco	50,948	\$765,890	\$15.0
85% Dark Bars	66,004	\$968,053	\$14.7
Peanut Butter Cubes	50,674	\$735,543	\$14.5
99% Dark & Pure	60,878	\$792,462	\$13.0
Eclairs	64,557	\$800,908	\$12.4
Raspberry Choco	55,688	\$646,156	\$11.6
Fruit & Nut Bars	74,319	\$819,369	\$11.0
White Choc	87,237	\$956,788	\$11.0
Smooth Sliky Salty	61,790	\$666,203	\$10.8
50% Dark Bites	86,978	\$769,799	\$8.9
Spicy Special Slims	58,052	\$463,970	\$8.0
Total	1,344,574	\$14,654,211	\$10.9



Forecast sales for next 3 months

Total Sales by Month

