

Clearwater Pty Ltd

25 Spring Street
Blackburn
VIC, 3130

Sales by Customer (Item)

01/07/2007 to 30/06/2008

26/08/2008
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Customer	Item	Description	Sales	Cost of Sales	Margin \$	Margin %	Units	Av Cost
A-Z Stationery Supplies	100	Cooler Large	1,668.75	3,372.39	-1,703.64	-51 %	10	337.24
	110	Cooler Large - 1 Month Rent	20.25		20.25		1	
	997	1 Hour - Travel	224.99		224.99		6	
	998	1 hour - Other Services	536.25		536.25		10	
	999	1 hour - Cooler Service	791.83		791.83		13	
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			\$3,242.07	\$3,372.39	\$-130.32	-4 %	39	85.92
Cash Sales	500	Spring Water Beverage Maker	362.73	263.63	99.10	38 %	1	263.63
	600	20 Litres North Spring	568.18	292.53	275.65	94 %	25	11.70
	610	20 Litres South Spring	50.00	25.79	24.21	94 %	2	12.90
	670	12 Litres Clear Carbon	367.50	176.86	190.64	108 %	21	8.42
	680	12 Litres Orange Carbon	15.91	10.75	5.16	48 %	1	10.75
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			\$1,364.32	\$769.56	\$594.76	77 %	50	15.39
Chelsea Mosset	610	20 Litres South Spring	-50.00		-50.00		-2	
	630	20 Litres Clear Carbon	-81.82		-81.82		-3	
	680	12 Litres Orange Carbon	-15.91		-15.91		-1	
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			\$-147.73		\$-147.73		-6	
Chris Davis	410	Glass Crock	2,800.00	1,517.05	1,282.95	85 %	10	151.70
Footloose Dance Studio	100	Cooler Large	12,777.16	10,389.78	2,387.38	23 %	30	346.33
	120	Cooler Filter Large	864.82	631.94	232.88	37 %	14	45.14
	220	Cooler Filter Medium	39.09	24.55	14.54	59 %	1	24.55
	320	Cooler Filter Small	68.74	31.45	37.29	119 %	4	7.86
	550	Coffee Powder	50.00	38.64	11.36	29 %	2	19.32
	600	20 Litres North Spring	613.63	315.93	297.70	94 %	27	11.70
	610	20 Litres South Spring	2,500.00	1,353.96	1,146.04	85 %	100	13.54
	650	12 Litres North Spring	571.82	63.54	508.28	800 %	34	1.87
	670	12 Litres Clear Carbon	297.50	143.17	154.33	108 %	17	8.42
	700	Pine Stand	150.00	76.06	73.94	97 %	3	25.35
	710	Steel Stand	69.09	77.00	-7.91	-10 %	1	77.00

Customer	Item	Description	Sales	Cost of Sales	Margin \$	Margin %	Units	Av Cost
	997	1 Hour - Travel	87.95		87.95		2	
	999	1 hour - Cooler Service	76.14		76.14		1	
	Labour	Labour for Installation	210.00		210.00		4	
			\$18,375.94	\$13,146.02	\$5,229.92	40 %	240	54.74
Island Way Motel	120	Cooler Filter Large	320.17	266.14	54.03	20 %	6	44.36
	610	20 Litres South Spring	625.00	322.37	302.63	94 %	25	12.89
	630	20 Litres Clear Carbon	409.09	228.05	181.04	79 %	15	15.20
	650	12 Litres North Spring	588.64	74.75	513.89	687 %	35	2.14
	670	12 Litres Clear Carbon	-52.50		-52.50		-3	
	710	Steel Stand	138.18	154.00	-15.82	-10 %	2	77.00
			\$2,028.58	\$1,045.31	\$983.27	94 %	80	13.07
James Cameron	400	Pottery Crock	90.91	57.17	33.74	59 %	1	57.17
	410	Glass Crock	2,138.19	1,668.76	469.43	28 %	11	151.71
	700	Pine Stand	750.00	380.29	369.71	97 %	15	25.35
			\$2,979.10	\$2,106.22	\$872.88	41 %	27	78.01
Leisure Landscape Nursery	210	Cooler Medium - 1 Month Rent	15.00		15.00		1	
	310	Cooler Small - 1 Mth Rent	20.00		20.00		2	
	320	Cooler Filter Small	58.18	23.59	34.59	147 %	3	7.86
	400	Pottery Crock	272.73	171.52	101.21	59 %	3	57.17
	410	Glass Crock	407.27	303.41	103.86	34 %	2	151.71
	610	20 Litres South Spring	75.00	38.68	36.32	94 %	3	12.89
	630	20 Litres Clear Carbon	163.64	91.22	72.42	79 %	6	15.20
			\$1,011.82	\$628.42	\$383.40	61 %	20	31.42
My Town Reality	110	Cooler Large - 1 Month Rent	938.87		938.87		51	
	120	Cooler Filter Large	2,162.05	1,590.77	571.28	36 %	35	45.45
	210	Cooler Medium - 1 Month Rent	840.00		840.00		56	
	310	Cooler Small - 1 Mth Rent	430.00		430.00		43	
	Labour	Labour for Installation	336.00		336.00		6	
			\$4,706.92	\$1,590.77	\$3,116.15	196 %	191	8.33
Sales to NZ	120	Cooler Filter Large	480.00	363.60	116.40	32 %	10	36.36

Customer	Item	Description	Sales	Cost of Sales	Margin \$	Margin %	Units	Av Cost
The Motor Company	100	Cooler Large	3,413.78	3,364.26	49.52	1 %	10	336.43
	200	Cooler Medium	3,413.78	2,425.28	988.50	41 %	10	242.53
	550	Coffee Powder	372.19	289.77	82.42	28 %	15	19.32
	560	Tea	335.80	257.50	78.30	30 %	10	25.75
	610	20 Litres South Spring	1,096.87	580.27	516.60	89 %	45	12.89
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			\$8,632.42	\$6,917.08	\$1,715.34	25 %	90	76.86
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Total all Items			\$45,473.44	\$31,456.42	\$14,017.02	45 %	751	41.86
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