

**Clearwater Ltd**25 Spring Street  
Wellington**Sales by SalesPerson (Item Groups)****01/07/2006 to 30/06/2007**

20/04/2009

14:27:29

Item	Description	Sales	Cost of Sales	Margin \$	Margin %	Units	Av. Cost
<b>Jane Meyer</b>							
Item Group: Accessories							
H0001	Bottle Adjustment Unit	135.11	100.00	35.11	35 %	2	50.00
H0002	Bottles	416.00	500.74	-84.74	-17 %	26	19.26
H0004	Glass Crock	1,000.00	613.64	386.36	63 %	5	122.73
H0006	Glass Crock		-382.82	382.82	-100 %		
H0007	20 Litres Clear carbon	1,422.23	1,394.96	27.27	2 %	20	69.75
S0001	Steel Stand	2,266.67	342.73	1,923.94	561 %	1	342.73
Totals for Accessories		5,240.01	2,569.25	2,670.76	104 %	54	47.58
Item Group: Coolers							
H0005	Cooler Set Medium	6,444.44	2,280.10	4,164.34	183 %	12	190.01
Totals for Coolers		6,444.44	2,280.10	4,164.34	183 %	12	190.01
Item Group: No Group Specified							
PRO	Profile for Franchise	360.00		360.00		2	
Plts	Pallets					20	
Totals for No Group Specified		360.00		360.00		22	
Totals for Jane Meyer		12,044.45	4,849.35	7,195.10	148 %	88	55.11
<b>John Smith</b>							
Item Group: Accessories							
H0001	Bottle Adjustment Unit	324.44	250.00	74.44	30 %	5	50.00
H0002	Bottles	144.00	151.92	-7.92	-5 %	9	16.88
H0006	Glass Crock	2,426.67	1,652.03	774.64	47 %	9	183.56
H0007	20 Litres Clear carbon	11,462.22	9,468.93	1,993.29	21 %	119	79.57
S0001	Steel Stand	4,000.00	669.21	3,330.79	498 %	2	334.61
Totals for Accessories		18,357.33	12,192.09	6,165.24	51 %	144	84.67

Item	Description	Sales	Cost of Sales	Margin \$	Margin %	Units	Av. Cost
Item Group: Coolers							
H0003	Sun Cooler Set	172.44	170.00	2.44	1 %	2	85.00
H0005	Cooler Set Medium	400.00	865.71	-465.71	-54 %	2	432.86
Totals for Coolers		572.44	1,035.71	-463.27	-45 %	4	258.93
Item Group: No Group Specified							
AAA-BBB-CCC-DDD-EEE-FFF-GGG-01	Item 30 Long 01	177.78		177.78		10	
AAA-BBB-CCC-DDD-EEE-FFF-GGG-02	Item 30 Long 02	888.89		888.89		20	
PRO	Profile for Franchise	380.00		380.00		1	
Totals for No Group Specified		1,446.67		1,446.67		31	
Totals for John Smith		20,376.44	13,227.80	7,148.64	54 %	179	73.90
Grand Totals		32,420.89	18,077.15	14,343.74	79 %	267	67.70