

# Sales Rep Group Summary and Detail

**A Smarter Company**

**02/09/2004**

Rep Group	Territory	2003	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD	Prct
		\$ 0	0	0	0	0	0	0	0	0	0	0	63,031	135,597	198,628	48.3%
<b>Cats &amp; Co. Inc.</b>	<b>Kentucky, Ohio</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	6,109	4,304	10,413	2%
	Linda Younger	\$ 0	0	0	0	0	0	0	0	0	0	0	1,942	869	2,811	0.7%
	Ricky Talent	\$ 0	0	0	0	0	0	0	0	0	0	0	1,773	414	2,187	0.5%
	Vicki Tubor	\$ 0	0	0	0	0	0	0	0	0	0	0	2,394	3,021	5,415	1.3%
<b>Final Marketing Group</b>	<b>Idaho</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	0	814	814	0.2%
	Mike Langly	\$ 0	0	0	0	0	0	0	0	0	0	0	0	814	814	0.2%
<b>Gettsburg Associates, Inc.</b>	<b>North Dakota, South Dakota, Nebraska, Colorado</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	2,603	2,225	4,828	1.2%
	David Jones	\$ 0	0	0	0	0	0	0	0	0	0	0	440	1,350	1,789	0.4%
	Deborah Janovick	\$ 0	0	0	0	0	0	0	0	0	0	0	2,163	876	3,039	0.7%
	Diane Keet	\$ 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%
<b>The Hillburg Group, Inc.</b>	<b>Texas, Oklahoma, Arkansas, Louisiana</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	2,245	1,792	4,036	1.0%
	Deborah Lover	\$ 0	0	0	0	0	0	0	0	0	0	0	292	1,215	1,507	0.4%
	Masy Grey	\$ 0	0	0	0	0	0	0	0	0	0	0	363	577	940	0.2%
	Trent Lotte	\$ 0	0	0	0	0	0	0	0	0	0	0	1,432	0	1,432	0.3%
	Yvonne Watters	\$ 0	0	0	0	0	0	0	0	0	0	0	158	0	158	0.0%
<b>Jan Wilson</b>		\$ 0	0	0	0	0	0	0	0	0	0	0	137	390	527	0.1 %
<b>Johnson-Johnson Group</b>	<b>Wyoming, North Carolina, Viginia, Arizona</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	4,047	8,679	12,726	3.1 %
	Amy Smith	\$ 0	0	0	0	0	0	0	0	0	0	0	270	0	270	0.1%
	Cheri Love	\$ 0	0	0	0	0	0	0	0	0	0	0	699	528	1,227	0.3%
	Cheri Maker	\$ 0	0	0	0	0	0	0	0	0	0	0	256	0	256	0.1%
	Pam Teddy	\$ 0	0	0	0	0	0	0	0	0	0	0	476	1,414	1,890	0.5%
	Steven Kennedy	\$ 0	0	0	0	0	0	0	0	0	0	0	2,346	6,737	9,083	2.2%
<b>Leyser Associates</b>	<b>Oregon</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	3,161	3,406	6,567	1.6%
	Karen Cogswell	\$ 0	0	0	0	0	0	0	0	0	0	0	2,275	1,651	3,926	1.0%
	Larry Gale	\$ 0	0	0	0	0	0	0	0	0	0	0	0	1,173	1,173	0.3%
	Mark Moore	\$ 0	0	0	0	0	0	0	0	0	0	0	886	582	1,468	0.4%
<b>Lucy Ballerds</b>		\$ 0	0	0	0	0	0	0	0	0	0	0	3,564	5,916	9,480	2.3 %
<b>Passenger Salesmen Time</b>	<b>Indiana, Illinois, Michigan</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	2,083	1,106	3,189	0.8 %
	Amy Locks	\$ 0	0	0	0	0	0	0	0	0	0	0	0	295	295	0.1%
	Chad Jeromy	\$ 0	0	0	0	0	0	0	0	0	0	0	356	791	1,147	0.3%
	Debra Walls	\$ 0	0	0	0	0	0	0	0	0	0	0	1,657	20	1,677	0.4%
	Marie ones	\$ 0	0	0	0	0	0	0	0	0	0	0	70	0	70	0.0%
<b>Random House Mrkts</b>	<b>California, New Mexico</b>	\$ 0	0	0	0	0	0	0	0	0	0	0	3,193	4,631	7,824	1.9 %
	Julie Hines	\$ 0	0	0	0	0	0	0	0	0	0	0	949	727	1,676	0.4%
	Marcia Mathers	\$ 0	0	0	0	0	0	0	0	0	0	0	320	332	652	0.2%
	Paula Simms	\$ 0	0	0	0	0	0	0	0	0	0	0	372	2,082	2,454	0.6%
	Susan Omlet	\$ 0	0	0	0	0	0	0	0	0	0	0	1,245	1,115	2,360	0.6%