

Analysis by Salesperson

01/01/03 to 02/28/03 Pickup

Pickup Date	Order	Init	Bill To	Load	Shipper	Consignee	Revenue	Cost	Profit	Pct Profit	
Salesperson SAB											
01/14/03	01/14/03	964	sab	AASPMO	408	AASPMO	AACHIL	1,140.00	0.00	1,140.00	100.00
01/17/03	01/17/03	965	SAB	AASPMO	409	AASPMO	AACHIL	1,000.00	800.00	200.00	20.00
02/05/03	968		WAS	AASPMO	412	AASPMO	AACHIL	460.00	350.00	110.00	23.91
* 02/05/03	02/05/03	960		AASPMO	413	AASPMO	AACHIL	1,000.00	545.45	454.55	45.46
* 02/05/03	02/05/03	961	djo	AACHIL	413	AASPMO	AFCHIL	1,200.00	654.55	545.45	45.45
02/05/03	02/05/03	969	WAS	AASPMO	414	AASPMO	AACHIL	650.00	550.00	100.00	15.38
02/05/03	02/05/03	970	WAS	AASPMO	415	AASPMO	AACHIL	650.00	500.00	150.00	23.08
02/13/03	985		DEM	AADATX	423	AADATX	ADRBAMN	1,200.00	1,000.00	200.00	16.67
* 02/13/03	501		SAB	AASPMO	101	AASPMO	AACHIL	250.00	136.36	113.64	45.46
02/13/03	769			AASPMO	257	AASTMO	AACHIL	300.00	100.00	200.00	66.67
* 02/13/03	803		SAB	AASPMO	314	AASPMO	AACHIL	1,000.00	22.47	977.53	97.75
* 02/13/03	823		DD	AACHIL	314	AACHIL	DAND	1,100.00	24.72	1,075.28	97.75
* 02/13/03	822		DD	AACHIL	314	AACHIL	DAND	1,350.00	30.34	1,319.66	97.75
* 02/13/03	816		SAB	AASPMO	314	AASPMO	AACHIL	1,000.00	22.47	977.53	97.75
02/13/03	835		DD	AACHIL	319	AACHIL		155.61	500.00	-344.39	-221.32
* 02/13/03	810		SAB	AASPMO	307	AACHIL	AACHIL	500.00	442.73	57.27	11.45
* 02/13/03	811			AASPMO	307	AASPMO	AASPMO	993.00	879.27	113.73	11.45
Totals for SAB							13,948.61	6,558.36	7,390.25	52.98	
Salesperson											
02/13/03	982		DEM	AANYNY	420	AANYNY	AACHIL	600.00	1,000.00	-400.00	-66.67
02/13/03	988		DEM	QUAKER	421	QUAKERDEM	TIMKEN	990.00	500.00	490.00	49.49
* 02/13/03	502		SAB	AASTMO	101	AASTMO	AACHIL	300.00	163.64	136.36	45.45
02/13/03	579			FARRINGTON	146	AAROMO	CHRAUMI	990.00	500.00	490.00	49.49
Totals for							2,880.00	2,163.64	716.36	24.87	
Company Totals		Orders 21			Loads 15		16,828.61	8,722.00	8,106.61	48.17	

* Indicates multiple orders on a load

■ Indicates an order that is on multiple loads

Report Parameters Selected

Date Type	<input type="text" value="Pickup"/>	
Start Date	<input type="text" value="01/01/03 00:00"/>	
End Date	<input type="text" value="02/28/03 00:00"/>	
Division	<input type="text"/>	
Shipper	<input type="text"/>	
Reciever	<input type="text"/>	
Bill To	<input type="text"/>	
Customer	<input type="text"/>	
Initials	<input type="text"/>	
Origin City State	<input type="text"/>	<input type="text"/>
Destination City State	<input type="text"/>	<input type="text"/>
Sales Person	<input type="text"/>	
Sort By	<input type="text" value="Pickup Date"/>	