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SALES BY SALESMAN

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CO - 01 PFW Tractor

DIV - 01 AG Division

PERIOD: 1/01/13 TO 1/31/13

COST CTR	ACCT #	ACCOUNT NAME	AMOUNT	COST	MARGIN \$	MARGIN %
PA Austin		*****				
	3680031	Sund Parts	13.50-	10.21-	3.29-	24.4
*** TOTAL	PA Austin		13.50-	10.21-	3.29-	24.4
AB Andy Bernard		*****				
	3620021	Rent & Lease Equipment	148909.24-			
	3660331	Jd Parts Customer Shop	65.25-	15.00-	50.25-	77.0
	3680031	Sund Parts	51.50-	28.65-	22.85-	44.4
	3810001	Customer Labor Sales Misce.	31.00-			
	3900141	Customer Deliveries	10.00-			
	3900143	Customer Deliveries	50.00-			
** TOTAL	390		60.00-			
*** TOTAL AB	Andy Bernard		149116.99-	43.65-	149073.34-	100.0
AG2 Andrew Goodwin		*****				
	3200124	Jd Waterloo	59000.00-			
*** TOTAL AG2	Andrew Goodwin		59000.00-			
ANN Anne MacQueen		*****				
	3210021	Overallowance Farm Equipment	2500.00			
	3600221	USED COMBINES	10000.00-			
	3620021	Rent & Lease Equipment	480.00-			
	3660131	Jd Parts Counter		26.96		
	3660331	Jd Parts Customer Shop	1.12-	30.00-	28.88	578.6-
** TOTAL	366		1.12-	3.04-	1.92	171.4-
	3680031	Sund Parts		500.54		
	3810001	Customer Labor Sales Misce.	.03-			
*** TOTAL ANN	Anne MacQueen		7981.15-	497.50	8478.65-	106.2
AS Aimee Spada		*****				
	3620021	Rent & Lease Equipment	3480.00-			
	3660131	Jd Parts Counter	34.32-	3.76-	30.56-	89.0
	3660231	Jd Parts Warranty	37.40-	37.40-		
	3660331	Jd Parts Customer Shop				
	3660431	Jd Parts Internal Shop	49.00-			
** TOTAL	366		120.72-	41.16-	79.56-	65.9
	3680031	Sund Parts	46242.99-	19.54-	46223.45-	100.0
	3810001	Customer Labor Sales Misce.	480.00-			
*** TOTAL AS	Aimee Spada		50323.71-	60.70-	50263.01-	99.9
BY SALESMAN BY		*****				
	3660131	Jd Parts Counter	2369.18-	1433.21-	935.97-	39.5

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COST CTR	ACCT #	ACCOUNT NAME	AMOUNT	COST	MARGIN \$	MARGIN %
	3660431	Jd Parts Internal Shop	3512.12-	2359.01-	1153.11-	32.8
** TOTAL	366		5881.30-	3792.22-	2089.08-	35.5
	3720031	Other Parts	59.77-	37.98-	21.79-	36.5
	3750131	Other Freight	2.00-	.01-	1.99-	99.5
*** TOTAL BY SALESMAN BY			5943.07-	3830.21-	2112.86-	35.6
CBR Christy Brown		*****				
	3620021	Rent & Lease Equipment	6300.00-			
*** TOTAL CBR Christy Brown			6300.00-			
CDM Charles MacDonald		*****				
	3680031	Sund Parts	13.50-	10.21-	3.29-	24.4
*** TOTAL CDM Charles MacDonald			13.50-	10.21-	3.29-	24.4
CMM Chris McLaren		*****				
	3660331	Jd Parts Customer Shop	24.75-	7.50-	17.25-	69.7
	3680031	Sund Parts	30.60-	21.20-	9.40-	30.7
	3790132	Parts Discount JD	5.54			
*** TOTAL CMM Chris McLaren			49.81-	28.70-	21.11-	42.4
CW SALESMAN CW		*****				
	3660431	Jd Parts Internal Shop	18.15	12.38	5.77	31.8
	3680031	Sund Parts	32.95-	.02-	32.93-	99.9
	3720031	Other Parts	19.04	13.44	5.60	29.4
	3821141	Internal Labor-Used Tractors	2450.69-			
	3940041	Outside Labor & Material	160.03	142.50	17.53	11.0
	3990141	Labor Overage On Setup	363.75			
*** TOTAL CW SALESMAN CW			1922.67-	168.30	2090.97-	108.8
DH Deanna Hardy		*****				
	3600321	Used Implements	5000.00-			
*** TOTAL DH Deanna Hardy			5000.00-			
DOW Dina Owens		*****				
	3001050	Rental revenue	52.80-			
	3100050	Rental to service	13.20-			
	3200001	New EQUIPMENT	500.00			
*** TOTAL DOW Dina Owens			434.00			

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COST CTR	ACCT #	ACCOUNT NAME	AMOUNT	COST	MARGIN \$	MARGIN %
DSM Dawn Smith		*****				
	3660331	Jd Parts Customer Shop	123.75-	10.80-	112.95-	91.3
	3680031	Sund Parts	664.00-	720.00-	56.00	8.4-
*** TOTAL DSM Dawn Smith			787.75-	730.80-	56.95-	7.2
JC1 JASON CAKE		*****				
	3620021	Rent & Lease Equipment	500.00-			
	3660131	Jd Parts Counter	.01-	.01-		
	3660331	Jd Parts Customer Shop	10.00-	10.00-		
	3660431	Jd Parts Internal Shop		.01-		
** TOTAL 366			10.01-	10.02-	.01	.1-
	3680031	Sund Parts	.39-	28.56-	28.17	223.1-
	3810001	Customer Labor Sales Misce.	50.00-			
	3820004	INTERNAL LABOR SALES				
*** TOTAL JC1 JASON CAKE			560.40-	38.58-	521.82-	93.1
JSW JEFF WAKEM		*****				
	3620021	Rent & Lease Equipment	1560.00-			
*** TOTAL JSW JEFF WAKEM			1560.00-			
JW SALESMAN JW		*****				
	3940041	Outside Labor & Material	161.50-	146.30-	15.20-	9.4
*** TOTAL JW SALESMAN JW			161.50-	146.30-	15.20-	9.4
MW M WILLIAM		*****				
	3680031	Sund Parts	24.42-	15.96-	8.46-	34.6
*** TOTAL MW M WILLIAM			24.42-	15.96-	8.46-	34.6
PDL PAUL LOCKING		*****				
	3620021	Rent & Lease Equipment	856.00			
	3660331	Jd Parts Customer Shop	20.25-	7.50-	12.75-	63.0
*** TOTAL PDL PAUL LOCKING			835.75	7.50-	843.25	100.9
PH SALESMAN PH		*****				
	3280021	Laning Equipment	.01-			
	3620021	Rent & Lease Equipment	199998.46-			
	36201500	Cesco Rental	654.50			
** TOTAL 362			199343.96-			
*** TOTAL PH SALESMAN PH			199343.97-			

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COST CTR	ACCT #	ACCOUNT NAME	AMOUNT	COST	MARGIN \$	MARGIN %
SR	Scott Readings	*****				
	3001050	Rental revenue	2152.00-			
	3100050	Rental to service	538.00-			
	3400020	OTHER SALES/REVENUES	510.00-			
	3600121	Used Tractors	15000.00-			
	3620021	Rent & Lease Equipment	8387553.00-			
	3620022	Rent & Lease Equipment	48672.00-			
**	TOTAL 362		8436225.00-			
	3660231	Jd Parts Warranty	3.45-	3.00-	.45-	13.0
	3680031	Sund Parts	657.27-	326.43-	330.84-	50.3
	3790132	Parts Discount JD	30280.00			
	3790232	Parts Discount Other	9.00-			
**	TOTAL 379		30271.00			
	3810001	Customer Labor Sales Misce.	16037.50-			
	3820004	INTERNAL LABOR SALES	4900.00-			
	3900141	Customer Deliveries	70.00-			
	3990441	Overage/Shortage Quoting	13527.50			
	3990442	Overage/Shortage Quoting	3000.00			
**	TOTAL 399		16527.50			
***	TOTAL SR	Scott Readings	8429294.72-	329.43-	8428965.29-	100.0
TT	Tim Turnbull	*****				
	3680031	Sund Parts	108.90-	1.10-	107.80-	99.0
***	TOTAL TT	Tim Turnbull	108.90-	1.10-	107.80-	99.0
TT1	trish t 1	*****				
	3620021	Rent & Lease Equipment	22000.00-			
***	TOTAL TT1	trish t 1	22000.00-			
000	SALESMAN	*****				
	3200002	New EQUIPMENT	123.00-			
	3620021	Rent & Lease Equipment	4761.91-			
	3680031	Sund Parts	15.48-	10.22-	5.26-	34.0
***	TOTAL 000	SALESMAN	4900.39-	10.22-	4890.17-	99.8
032	SALESMAN 032	*****				
	3620021	Rent & Lease Equipment	900.00-			
	36201500	Cesco Rental	90.00-			
**	TOTAL 362		990.00-			
***	TOTAL 032	SALESMAN 032	990.00-			
****	TOTAL AG Division		8944126.70-	4597.77-	8939528.93-	99.9

***** TOTAL PFW Tractor

8944126.70-

4597.77-

8939528.93-

99.9

*** END OF REPORT BIL913 ***