DESTINATION - MASTER

C16 ='B:\[2. FY19-20 BOT WAUSAU.xlsx]AUG 20'!$F175

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	FY 2020 AG/CE/PF SALES												
2	####												
3												ACTUAL	ACTUAL
4							AG	CE	PF	TOTAL	MARGIN	SALES	MARGIN
5	RANK	SALESMAN	AG SALES	CE SALES	PF SALES	TOTAL SALES	MARGIN	MARGIN	MARGIN	MARGIN	PERCENTA	INCREASE	INCREASE
6	#1		$27,250	$0	$0	$27,250	$561	$0	$0	$561	2.06%	0.00%	0.00%
7	#2		$818,255	$0	$0	$818,255	$122,508	-$179	$0	$122,329	14.95%	86.39%	21978.27%
8	#3		$622,020	$89,798	$0	$711,818	$1,563	$5,879	$0	$7,442	1.05%	46.72%	-80.74%
9	#4		$12,595	$214,627	$0	$227,222	$7,791	$26,293	$0	$34,084	15.00%	47.80%	66.92%
10	#5		$50,000	$0	$0	$50,000	$6,625	$1,930	$0	$8,555	17.11%	-81.52%	-22.90%
11	#6		$0	$6,700	$0	$6,700	$0	$1,321	$0	$1,321	19.71%	-76.48%	-56.03%
12	#7		$593,760	$112,500	$0	$706,260	$49,850	-$1,324	$0	$48,526	6.87%	746.76%	-3354.59%
13	#8		$259,005	$188,022	$0	$447,027	$19,861	$18,353	$0	$38,215	8.55%	163.23%	197.85%
14	#9		$14,218	$377,173	$0	$391,391	$7,008	$67,514	$0	$74,522	19.04%	21.49%	104.42%
15	#10		$1,599	$31,243	$0	$32,842	$345	-$6,184	$0	-$5,839	-17.78%	0.00%	0.00%
16	#11		$90,171	$174,992	$0	$265,163	$21,628	$20,635	$0	$42,264	15.94%	-13.69%	38.82%
17	#12		$537,702	$25,600	$0	$563,302	$63,592	-$11,121	$0	$52,471	9.31%	38.87%	19.54%
18	#13		$184,920	$121,750	$0	$306,670	-$3,046	$9,242	$0	$6,196	2.02%	-32.37%	-83.67%
19	#14		$375,480	$23,100	$0	$398,580	$26,201	$978	$0	$27,179	6.82%	205.50%	-529.47%
20	#15		$78,025	$140,500	$0	$218,525	$2,220	$9,330	$0	$11,550	5.29%	-40.67%	-55.16%
21	#16		$454,170	$209,475	$0	$663,645	$35,275	$16,010	$0	$51,285	7.73%	74.14%	30.60%
22	#17		$735,400	$45,795	$0	$781,195	$717	$2,422	$0	$3,139	0.40%	3.61%	-105.14%
23	#18		$97,500	$0	$0	$97,500	$4,900	$0	$0	$4,900	5.03%	-82.02%	-124.20%
24	#19		$272,842	$15,900	$0	$288,742	$39,886	$2,933	$0	$42,819	14.83%	-58.46%	424.49%
25	#20		$0	$0	$0	$0	-$1,391	$0	$0	-$1,391	0.00%	-100.00%	-109.15%
26	#21		$381,815	$52,753	$0	$434,568	$35,205	$16,562	$0	$51,767	11.91%	112.04%	116.82%
27	#22		$398,671	$86,932	$0	$485,603	$35,447	$5,436	$0	$40,883	8.42%	181.72%	883.00%
28	#23		$334,675	$170,700	$0	$505,375	$24,723	-$40,598	$0	-$15,875	-3.14%	6.32%	108.01%
29	#24		$178,275	$2,650	$0	$180,925	$16,596	$702	$0	$17,298	9.56%	-49.16%	-51.79%
30	#25		$96,217	$35,000	$0	$131,217	$10,936	$2,982	$0	$13,918	10.61%	-61.00%	-58.81%
31	#26		$0	$0	$0	$0	$0	-$4,150	$0	-$4,150	0.00%	-100.00%	-109.68%
32	#27		$8,595	$0	$0	$8,595	-$2,381	$0	$0	-$2,381	-27.71%	-91.73%	-130.68%
33	#28		$0	$0	$0	$0	$0	$0	$0	$0	0.00%	-100.00%	-100.00%
34	#29		$75,733	$0	$0	$75,733	$6,795	$3,128	$0	$9,923	13.10%	0.00%	0.00%
35	#30		$2,500	$33,100	$0	$35,600	-$730	-$1,318	$0	-$2,048	-5.75%	0.00%	0.00%
36	#31		$89,749	$0	$0	$89,749	$15,091	$0	$0	$15,091	16.81%	13.60%	67.46%
37	#32		$481,591	$0	$0	$481,591	$15,858	$0	$0	$15,858	3.29%	6.31%	-190.33%
38	#33		$773,898	$94,701	$0	$868,599	$49,746	$4,200	$0	$53,947	6.21%	260.27%	193.35%
39	#34		$3,500	$0	$0	$3,500	-$2,575	$0	$0	-$2,575	-73.57%	0.00%	0.00%
40	#35		$192,467	$0	$0	$192,467	$5,636	$0	$0	$5,636	2.93%	46.59%	-31.61%
41	#36		$203,070	$25,500	$0	$228,570	-$6,480	$341	$0	-$6,138	-2.69%	46.40%	-193.04%
42	#37		$0	$13,345	$0	$13,345	$0	$1,828	$0	$1,828	13.70%	0.00%	0.00%
43	#38		$0	$0	$0	$0	$0	$0	$0	$0	0.00%	0.00%	0.00%
44	#39		$0	$0	$0	$0	$0	$0	$0	$0	0.00%	0.00%	0.00%
45	#40		$0	$0	$0	$0	$0	$0	$0	$0	0.00%	-100.00%	-100.00%
46													
47		GRAND TOTA	$8,445,669	$2,291,855	$0	$10,737,524	$609,962	$153,145	$0	$763,108	7.11%	11.58%	66.74%
48													
49												ACTUAL	ACTUAL
50							AG	CE	PF	TOTAL BOT	MARGIN	SALES	MARGIN
51	RANK	STORE SALES	AG SALES	CE SALES	PF SALES	TOTAL SALES	MARGIN	MARGIN	MARGIN	MARGIN	ERCENTAG	INCREASE	INCREASE
52	#1		$2,398,702	$1,020,062	$0	$3,418,764	$216,111	$113,603	$0	$329,715	9.64%	73.87%	161.65%
53	#2		$1,266,298	$485,942	$0	$1,752,240	$110,596	$29,064	$0	$139,660	7.97%	5.23%	6.03%
54	#3		$2,675,073	$581,555	$0	$3,256,628	$174,762	$2,765	$0	$177,527	5.45%	-1.36%	-3992.22%
55	#4		$361,320	$70,750	$0	$432,070	$31,216	$1,344	$0	$32,560	7.54%	-73.06%	-81.12%
56	#5		$1,744,276	$133,546	$0	$1,877,822	$77,277	$6,369	$0	$83,646	4.45%	77.06%	238.87%
57	#6		$0	$0	$0	$0	$0	$0	$0	$0	#DIV/0!	-100.00%	-100.00%
58													
59		GRAND TOTA	$8,445,669	$2,291,855	$0	$10,737,524	$609,962	$153,145	$0	$763,108	7.11%	11.58%	66.74%
60													

SOURCE - STORE

	D	E	F	G	H	I	J	K	L
177									
178		CURRENT AG/CE SALES	$260,540.84	$661,677.16	$390,420.00	$771,247.40	$223,025.00		$2,306,910.40
179		CURRENT NEW/USED SALES	$260,540.84	$661,677.16	$390,420.00	$771,247.40	$223,025.00		$2,306,910.40
180		***This Line Must Be Zero***	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**		**$0.00**
181									
182		YTD AG/CE SALES	$2,362,492.37	$3,553,714.09	$3,366,814.60	$3,569,053.14	$3,519,419.08		$16,371,493.28
183		YTD NEW/USED SALES	$2,362,492.37	$3,553,714.09	$3,366,814.60	$3,569,053.14	$3,519,419.08		$16,371,493.28
184		***This Line Must Be Zero***	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**		**$0.00**
185									**Total**
188		**Current Month AG Sales**	$85,549.00	$636,077.16	$190,920.00	$748,147.40	$82,525.00		$1,743,218.56
190		**Current Month CE Sales**	$174,991.84	$25,600.00	$199,500.00	$23,100.00	$140,500.00		$563,691.84
192		**Current Month New Sales**	$92,317.84	$507,407.16	$197,670.00	$532,957.40	$169,975.00		$1,500,327.40
193		**Current Month Used Sales**	$168,223.00	$154,270.00	$192,750.00	$238,290.00	$53,050.00		$806,583.00
194									**Total**
197		**Running FY AG Sales**	$1,418,487.31	$3,055,548.99	$2,120,489.28	$3,144,013.94	$2,615,991.30		$12,354,530.82
199		**Running FY CE Sales**	$944,005.06	$498,165.10	$1,246,325.32	$425,039.20	$903,427.78		$4,016,962.46
201		**Running FY New Sales**	$913,239.20	$1,857,997.59	$1,508,615.68	$2,337,230.40	$2,361,231.32		$8,978,314.19
202		**Running FY Used Sales**	$1,449,253.17	$1,695,716.50	$1,858,198.92	$1,231,822.74	$1,158,187.76		$7,393,179.09
203									**Total**
206		**Current Month AG Margin**	$22,083.06	$70,124.31	($2,168.94)	$26,332.32	($818.71)		$115,552.04
208		**Current Month CE Margin**	$20,635.34	($11,121.14)	$15,903.00	$977.89	$9,329.86		$35,724.95
210		**Current Month New Margin**	$17,274.97	$45,577.36	$14,746.06	$10,315.73	$15,367.92		$103,282.04
211		**Current Month Used Margin**	$25,443.43	$13,425.81	($1,012.00)	$16,994.48	($6,856.77)		$47,994.95
212									**Total**
215		**Running FY AG Margin**	$118,450.71	$279,404.54	$144,172.50	$185,671.71	$126,243.96		$853,943.42
217		**Running FY CE Margin**	$94,379.86	$16,319.10	$80,421.18	$27,748.31	$37,524.79		$256,393.24
219		**Running FY New Margin**	$82,049.03	$147,408.23	$113,454.14	$105,516.72	$122,271.54		$570,699.66
220		**Running FY Used Margin**	$130,781.54	$148,315.41	$111,139.54	$107,903.30	$41,497.21		$539,637.00
221									
222		CURRENT AG/CE MARGIN	$42,718.40	$59,003.17	$13,734.06	$27,310.21	$8,511.15		$151,276.99
223		CURRENT NEW/USED MARGIN	$42,718.40	$59,003.17	$13,734.06	$27,310.21	$8,511.15		$151,276.99
224		***This Line Must Be Zero***	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**		**$0.00**
225									
226		YTD AG/CE MARGIN	$212,830.57	$295,723.64	$224,593.68	$213,420.02	$163,768.75		$1,110,336.66
227		YTD NEW/USED MARGIN	$212,830.57	$295,723.64	$224,593.68	$213,420.02	$163,768.75		$1,110,336.66
228		***This Line Must Be Zero***	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**		**$0.00**
229									
230									