

	A	B	C	D	E	F
1						
2	Summary Area		Owner	Market	Type	Product
3	Owner					
4	Casey					
5	Jan					
6	Leslie					
14	Other					
15	Total					
16	Start Month:	1				
17	Start Year:	1994				
18	Program	Date	Owner	Market	Type	Product
20	Sample 2	15-Sep-94	Casey	FIN	Telemarket	HIGHEND
21	Sample 3	15-Jul-94	Jan	HOSP	Seminar	MIDHIGH
22	Sample 1	30-Sep-94	Leslie	SMBIZ	Mailing	LOWEND
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	A	B	C	D	E	F
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109			Titles	Titles1	Titles2	Titles3
110	Chart 1: Expense Pie		Marketing Ex	Marketing Ex	Actual Expen	Marketing Ex
111	Chart 2: Unit Columns		Unit Sales Fo	Unit Sales Fo	Actual Unit S	Unit Sales Va
112	Chart 3: Sales Columns		Sales Forecas	Sales Forecas	Actual Sales	Sales Varianc
113	Chart 4: Monthly Expense		Monthly Expe	Monthly Expe	Actual Month	Monthly Expe
114	Chart 5: Monthly Units		Monthly Unit	Monthly Unit	Actual Month	Monthly Unit
115	Chart 6: Monthly Sales		Monthly Sale	Monthly Sale	Actual Month	Monthly Sale
116	Chart 7: Expense Pie		Expense Bud	Expense Bud	Actual Expen	Expense Vari
117	Chart 8: Units Pie		Units Forecas	Units Forecas	Actual Unit S	Units Varianc
118	Chart 9: Sales Pie		Sales Forecas	Sales Forecas	Actual Sales	Sales Varianc
119	Chart 10: Sales to Expenses		Projected Sal	Projected Sal	Actual Sales	Variance in \$
120	Chart 11: Percent of Sales Columns		Projected Expe	Projected Expe	Actual Expen	Variance in Ex
121	Chart 12: Expenses to Sales by Month		Projected Expe	Projected Expe	Actual Expen	Variance in Ex
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144					Chart 10:Sales vs. Expense	
145					Projected Sales to Expense	
146						
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	A	B	C	D	E	F
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151					Chart 11: Percent of Sales	
152					Planned Expense as Percent	
153						
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158						
159					Chart 12: Expenses to Sales	
160					Expenses to Sales by Month	

	G	H	I	J	K	L	M
1		Exp	Exp.	Exp.	Exp.	Exp.	Exp.
2	Price	Total	Jan	Feb	Mar	Apr	May
3							
4		Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5		Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6		Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14		Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15		Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16		Err:508	Expenses	Expenses	Expenses	Expenses	Expenses
17		Budget	Jan	Feb	Mar	Apr	May
18	Price	\$1,869,151	\$196,500	\$210,700	\$224,000	\$227,001	\$210,000
20	\$500	\$354,000	\$35,000	\$34,000	\$33,000	\$32,000	\$31,000
21	\$250	\$380,000	\$50,000	\$55,000	\$50,000	\$45,000	\$40,000
22	\$350	\$306,000	\$20,000	\$21,000	\$22,000	\$23,000	\$24,000
23	\$20,000	\$0	\$0	\$0	\$0	\$0	\$0
24	\$20,000	\$500	\$0	\$0	\$0	\$500	\$0
25	\$20,000	\$2,000	\$0	\$0	\$0	\$0	\$0
26	\$20,000	\$500	\$0	\$0	\$0	\$0	\$0
27	\$20,000	\$0	\$0	\$0	\$0	\$0	\$0
28	\$20,000	\$2,500	\$0	\$2,500	\$0	\$0	\$0
29	\$0	\$5,500	\$500	\$500	\$1,000	\$0	\$500
30	\$0	\$0	\$0	\$0	\$0	\$0	\$0
31	\$0	\$5,001	\$0	\$0	\$5,000	\$1	\$0
32	\$0	\$2,500	\$0	\$2,500	\$0	\$0	\$0
33	\$0	\$0	\$0	\$0	\$0	\$0	\$0
34	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36	\$20,000	\$145,200	\$15,000	\$20,200	\$25,000	\$25,000	\$25,000
37	\$7,500	\$200,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
38	\$15,000	\$200,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
39	\$10,000	\$200,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
40	\$0	\$1,000	\$1,000	\$0	\$0	\$0	\$0
41	\$0	\$2,000	\$0	\$0	\$0	\$0	\$2,000
42	\$0	\$3,200	\$0	\$0	\$0	\$0	\$0
43	\$10,000	\$2,500	\$0	\$0	\$0	\$0	\$0
44	\$15,000	\$2,500	\$0	\$0	\$2,500	\$0	\$0
45	\$15,000	\$500	\$0	\$0	\$500	\$0	\$0
46	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0
47	\$15,000	\$1,750	\$0	\$0	\$0	\$0	\$0
48	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0
49	\$7,500	\$46,500	\$0	\$0	\$10,000	\$26,500	\$10,000
50	\$7,500	\$2,500	\$0	\$0	\$0	\$0	\$0
51	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0
52	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0
53	\$7,500	\$2,500	\$0	\$0	\$0	\$0	\$2,500
54	\$7,500	\$500	\$0	\$0	\$0	\$0	\$0
55	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0
56	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0
57		\$0	\$0	\$0	\$0	\$0	\$0

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58		\$0	\$0	\$0	\$0	\$0	\$0
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62		\$0	\$0	\$0	\$0	\$0	\$0
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64		\$0	\$0	\$0	\$0	\$0	\$0
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66		\$0	\$0	\$0	\$0	\$0	\$0
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71		\$0	\$0	\$0	\$0	\$0	\$0
72		\$0	\$0	\$0	\$0	\$0	\$0
73		\$0	\$0	\$0	\$0	\$0	\$0
74		\$0	\$0	\$0	\$0	\$0	\$0
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78		\$0	\$0	\$0	\$0	\$0	\$0
79		\$0	\$0	\$0	\$0	\$0	\$0
80		\$0	\$0	\$0	\$0	\$0	\$0
81		\$0	\$0	\$0	\$0	\$0	\$0
82		\$0	\$0	\$0	\$0	\$0	\$0
83		\$0	\$0	\$0	\$0	\$0	\$0
84		\$0	\$0	\$0	\$0	\$0	\$0
85		\$0	\$0	\$0	\$0	\$0	\$0
86		\$0	\$0	\$0	\$0	\$0	\$0
87		\$0	\$0	\$0	\$0	\$0	\$0
88		\$0	\$0	\$0	\$0	\$0	\$0
89		\$0	\$0	\$0	\$0	\$0	\$0
90		\$0	\$0	\$0	\$0	\$0	\$0
91		\$0	\$0	\$0	\$0	\$0	\$0
92		\$0	\$0	\$0	\$0	\$0	\$0
93		\$0	\$0	\$0	\$0	\$0	\$0
94		\$0	\$0	\$0	\$0	\$0	\$0
95		\$0	\$0	\$0	\$0	\$0	\$0
96		\$0	\$0	\$0	\$0	\$0	\$0
97		\$0	\$0	\$0	\$0	\$0	\$0
98		\$0	\$0	\$0	\$0	\$0	\$0
99		\$0	\$0	\$0	\$0	\$0	\$0
100		\$0	\$0	\$0	\$0	\$0	\$0
101		\$0	\$0	\$0	\$0	\$0	\$0
102		\$0	\$0	\$0	\$0	\$0	\$0
103		\$0	\$0	\$0	\$0	\$0	\$0
104		\$0	\$0	\$0	\$0	\$0	\$0
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107		\$0	\$0	\$0	\$0	\$0	\$0
108	-----	-----	-----	-----	-----	-----	-----
109							
110	Expense Variance			Owner			
111	Variance			Casey			
112	ce			Owner			
113	Expense Variance			Jan			
114	Sales Variance			Owner			
115	S Variance			Leslie			
116	ance			Owner			
117	e			n.a.			
118	ce			Owner			
119	Sales to Expenses			n.a.			
120	Expense Percent of Sales			Owner			
121	Expenses to Sales by Month			n.a.			
122				Owner			
123				n.a.			
124				Owner			
125				n.a.			
126				Owner			
127				n.a.			
128				Owner			
129				n.a.			
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151	Columns						
152	nt of Sales						
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159	es						
160	h						

	N	O	P	Q	R	S	T
1	Exp.	Exp.	Exp.	Exp.	Exp.	Exp.	Exp.
2	Jun	Jul	Aug	Sep	Oct	Nov	Dec
3							
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16	Expenses	Expenses	Expenses	Expenses	Expenses	Expenses	Expenses
17	Jun	Jul	Aug	Sep	Oct	Nov	Dec
18	\$189,500	\$175,450	\$166,000	\$75,000	\$70,000	\$65,000	\$60,000
20	\$30,000	\$29,000	\$28,000	\$27,000	\$26,000	\$25,000	\$24,000
21	\$35,000	\$30,000	\$25,000	\$20,000	\$15,000	\$10,000	\$5,000
22	\$25,000	\$26,000	\$27,000	\$28,000	\$29,000	\$30,000	\$31,000
23	\$0	\$0	\$0	\$0	\$0	\$0	\$0
24	\$0	\$0	\$0	\$0	\$0	\$0	\$0
25	\$2,000	\$0	\$0	\$0	\$0	\$0	\$0
26	\$0	\$0	\$500	\$0	\$0	\$0	\$0
27	\$0	\$0	\$0	\$0	\$0	\$0	\$0
28	\$0	\$0	\$0	\$0	\$0	\$0	\$0
29	\$0	\$0	\$3,000	\$0	\$0	\$0	\$0
30	\$0	\$0	\$0	\$0	\$0	\$0	\$0
31	\$0	\$0	\$0	\$0	\$0	\$0	\$0
32	\$0	\$0	\$0	\$0	\$0	\$0	\$0
33	\$0	\$0	\$0	\$0	\$0	\$0	\$0
34	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36	\$20,000	\$10,000	\$5,000	\$0	\$0	\$0	\$0
37	\$25,000	\$25,000	\$25,000	\$0	\$0	\$0	\$0
38	\$25,000	\$25,000	\$25,000	\$0	\$0	\$0	\$0
39	\$25,000	\$25,000	\$25,000	\$0	\$0	\$0	\$0
40	\$0	\$0	\$0	\$0	\$0	\$0	\$0
41	\$0	\$0	\$0	\$0	\$0	\$0	\$0
42	\$0	\$3,200	\$0	\$0	\$0	\$0	\$0
43	\$2,500	\$0	\$0	\$0	\$0	\$0	\$0
44	\$0	\$0	\$0	\$0	\$0	\$0	\$0
45	\$0	\$0	\$0	\$0	\$0	\$0	\$0
46	\$0	\$0	\$0	\$0	\$0	\$0	\$0
47	\$0	\$1,750	\$0	\$0	\$0	\$0	\$0
48	\$0	\$0	\$0	\$0	\$0	\$0	\$0
49	\$0	\$0	\$0	\$0	\$0	\$0	\$0
50	\$0	\$0	\$2,500	\$0	\$0	\$0	\$0
51	\$0	\$0	\$0	\$0	\$0	\$0	\$0
52	\$0	\$0	\$0	\$0	\$0	\$0	\$0
53	\$0	\$0	\$0	\$0	\$0	\$0	\$0
54	\$0	\$500	\$0	\$0	\$0	\$0	\$0
55	\$0	\$0	\$0	\$0	\$0	\$0	\$0
56	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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66	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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69	\$0	\$0	\$0	\$0	\$0	\$0	\$0
70	\$0	\$0	\$0	\$0	\$0	\$0	\$0
71	\$0	\$0	\$0	\$0	\$0	\$0	\$0
72	\$0	\$0	\$0	\$0	\$0	\$0	\$0
73	\$0	\$0	\$0	\$0	\$0	\$0	\$0
74	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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77	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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81	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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88	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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90	\$0	\$0	\$0	\$0	\$0	\$0	\$0
91	\$0	\$0	\$0	\$0	\$0	\$0	\$0
92	\$0	\$0	\$0	\$0	\$0	\$0	\$0
93	\$0	\$0	\$0	\$0	\$0	\$0	\$0
94	\$0	\$0	\$0	\$0	\$0	\$0	\$0
95	\$0	\$0	\$0	\$0	\$0	\$0	\$0
96	\$0	\$0	\$0	\$0	\$0	\$0	\$0
97	\$0	\$0	\$0	\$0	\$0	\$0	\$0
98	\$0	\$0	\$0	\$0	\$0	\$0	\$0
99	\$0	\$0	\$0	\$0	\$0	\$0	\$0
100	\$0	\$0	\$0	\$0	\$0	\$0	\$0
101	\$0	\$0	\$0	\$0	\$0	\$0	\$0
102	\$0	\$0	\$0	\$0	\$0	\$0	\$0
103	\$0	\$0	\$0	\$0	\$0	\$0	\$0
104	\$0	\$0	\$0	\$0	\$0	\$0	\$0
105	\$0	\$0	\$0	\$0	\$0	\$0	\$0
106	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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149							

	U	V	W	X	Y	Z
1	Total	Units	Units	Units	Units	Units
2	Units	Jan	Feb	Mar	Apr	May
3						
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16	Err:508	Units	Units	Units	Units	Units
17	UNITS	Jan	Feb	Mar	Apr	May
18	9,862	666	681	712	743	774
20	1,860	100	110	120	130	140
21	6,066	500	501	502	503	504
22	1,920	50	70	90	110	130
23	0	0	0	0	0	0
24	0	0	0	0	0	0
25	0	0	0	0	0	0
26	0	0	0	0	0	0
27	0	0	0	0	0	0
28	0	0	0	0	0	0
29	0	0	0	0	0	0
30	0	0	0	0	0	0
31	0	0	0	0	0	0
32	0	0	0	0	0	0
33	0	0	0	0	0	0
34	0	0	0	0	0	0
35	0	0	0	0	0	0
36	5	5	0	0	0	0
37	5	5	0	0	0	0
38	1	1	0	0	0	0
39	5	5	0	0	0	0
40	0	0	0	0	0	0
41	0	0	0	0	0	0
42	0	0	0	0	0	0
43	0	0	0	0	0	0
44	0	0	0	0	0	0
45	0	0	0	0	0	0
46	0	0	0	0	0	0
47	0	0	0	0	0	0
48	0	0	0	0	0	0
49	0	0	0	0	0	0
50	0	0	0	0	0	0
51	0	0	0	0	0	0
52	0	0	0	0	0	0
53	0	0	0	0	0	0
54	0	0	0	0	0	0
55	0	0	0	0	0	0
56	0	0	0	0	0	0
57	0	0	0	0	0	0

	U	V	W	X	Y	Z
58	0	0	0	0	0	0
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60	0	0	0	0	0	0
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62	0	0	0	0	0	0
63	0	0	0	0	0	0
64	0	0	0	0	0	0
65	0	0	0	0	0	0
66	0	0	0	0	0	0
67	0	0	0	0	0	0
68	0	0	0	0	0	0
69	0	0	0	0	0	0
70	0	0	0	0	0	0
71	0	0	0	0	0	0
72	0	0	0	0	0	0
73	0	0	0	0	0	0
74	0	0	0	0	0	0
75	0	0	0	0	0	0
76	0	0	0	0	0	0
77	0	0	0	0	0	0
78	0	0	0	0	0	0
79	0	0	0	0	0	0
80	0	0	0	0	0	0
81	0	0	0	0	0	0
82	0	0	0	0	0	0
83	0	0	0	0	0	0
84	0	0	0	0	0	0
85	0	0	0	0	0	0
86	0	0	0	0	0	0
87	0	0	0	0	0	0
88	0	0	0	0	0	0
89	0	0	0	0	0	0
90	0	0	0	0	0	0
91	0	0	0	0	0	0
92	0	0	0	0	0	0
93	0	0	0	0	0	0
94	0	0	0	0	0	0
95	0	0	0	0	0	0
96	0	0	0	0	0	0
97	0	0	0	0	0	0
98	0	0	0	0	0	0
99	0	0	0	0	0	0
100	0	0	0	0	0	0
101	0	0	0	0	0	0
102	0	0	0	0	0	0
103	0	0	0	0	0	0
104	0	0	0	0	0	0
105	0	0	0	0	0	0
106	0	0	0	0	0	0

	U	V	W	X	Y	Z
107	0	0	0	0	0	0
108	-----	-----	-----	-----	-----	-----
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	AA	AB	AC	AD	AE	AF
1	Units	Units	Units	Units	Units	Units
2	Jun	Jul	Aug	Sep	Oct	Nov
3						
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16	Units	Units	Units	Units	Units	Units
17	Jun	Jul	Aug	Sep	Oct	Nov
18	805	836	867	898	929	960
20	150	160	170	180	190	200
21	505	506	507	508	509	510
22	150	170	190	210	230	250
23	0	0	0	0	0	0
24	0	0	0	0	0	0
25	0	0	0	0	0	0
26	0	0	0	0	0	0
27	0	0	0	0	0	0
28	0	0	0	0	0	0
29	0	0	0	0	0	0
30	0	0	0	0	0	0
31	0	0	0	0	0	0
32	0	0	0	0	0	0
33	0	0	0	0	0	0
34	0	0	0	0	0	0
35	0	0	0	0	0	0
36	0	0	0	0	0	0
37	0	0	0	0	0	0
38	0	0	0	0	0	0
39	0	0	0	0	0	0
40	0	0	0	0	0	0
41	0	0	0	0	0	0
42	0	0	0	0	0	0
43	0	0	0	0	0	0
44	0	0	0	0	0	0
45	0	0	0	0	0	0
46	0	0	0	0	0	0
47	0	0	0	0	0	0
48	0	0	0	0	0	0
49	0	0	0	0	0	0
50	0	0	0	0	0	0
51	0	0	0	0	0	0
52	0	0	0	0	0	0
53	0	0	0	0	0	0
54	0	0	0	0	0	0
55	0	0	0	0	0	0
56	0	0	0	0	0	0
57	0	0	0	0	0	0

	AA	AB	AC	AD	AE	AF
58	0	0	0	0	0	0
59	0	0	0	0	0	0
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84	0	0	0	0	0	0
85	0	0	0	0	0	0
86	0	0	0	0	0	0
87	0	0	0	0	0	0
88	0	0	0	0	0	0
89	0	0	0	0	0	0
90	0	0	0	0	0	0
91	0	0	0	0	0	0
92	0	0	0	0	0	0
93	0	0	0	0	0	0
94	0	0	0	0	0	0
95	0	0	0	0	0	0
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97	0	0	0	0	0	0
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101	0	0	0	0	0	0
102	0	0	0	0	0	0
103	0	0	0	0	0	0
104	0	0	0	0	0	0
105	0	0	0	0	0	0
106	0	0	0	0	0	0

	AA	AB	AC	AD	AE	AF
107	0	0	0	0	0	0
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	AG	AH	AI	AJ	AK	AL
1	Units	Total	Sales\$	Sales\$	Sales\$	Sales\$
2	Dec	Sales\$	Jan	Feb	Mar	Apr
3						
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16	Units	Err:508	Sales	Sales	Sales	Sales
17	Dec	SALES	Jan	Feb	Mar	Apr
18	991	\$3,313,500	\$387,500	\$204,750	\$217,000	\$229,250
20	210	\$930,000	\$50,000	\$55,000	\$60,000	\$65,000
21	511	\$1,516,500	\$125,000	\$125,250	\$125,500	\$125,750
22	270	\$672,000	\$17,500	\$24,500	\$31,500	\$38,500
23	0	\$0	\$0	\$0	\$0	\$0
24	0	\$0	\$0	\$0	\$0	\$0
25	0	\$0	\$0	\$0	\$0	\$0
26	0	\$0	\$0	\$0	\$0	\$0
27	0	\$0	\$0	\$0	\$0	\$0
28	0	\$0	\$0	\$0	\$0	\$0
29	0	\$0	\$0	\$0	\$0	\$0
30	0	\$0	\$0	\$0	\$0	\$0
31	0	\$0	\$0	\$0	\$0	\$0
32	0	\$0	\$0	\$0	\$0	\$0
33	0	\$0	\$0	\$0	\$0	\$0
34	0	\$0	\$0	\$0	\$0	\$0
35	0	\$0	\$0	\$0	\$0	\$0
36	0	\$100,000	\$100,000	\$0	\$0	\$0
37	0	\$37,500	\$37,500	\$0	\$0	\$0
38	0	\$7,500	\$7,500	\$0	\$0	\$0
39	0	\$50,000	\$50,000	\$0	\$0	\$0
40	0	\$0	\$0	\$0	\$0	\$0
41	0	\$0	\$0	\$0	\$0	\$0
42	0	\$0	\$0	\$0	\$0	\$0
43	0	\$0	\$0	\$0	\$0	\$0
44	0	\$0	\$0	\$0	\$0	\$0
45	0	\$0	\$0	\$0	\$0	\$0
46	0	\$0	\$0	\$0	\$0	\$0
47	0	\$0	\$0	\$0	\$0	\$0
48	0	\$0	\$0	\$0	\$0	\$0
49	0	\$0	\$0	\$0	\$0	\$0
50	0	\$0	\$0	\$0	\$0	\$0
51	0	\$0	\$0	\$0	\$0	\$0
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54	0	\$0	\$0	\$0	\$0	\$0
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56	0	\$0	\$0	\$0	\$0	\$0
57	0	\$0	\$0	\$0	\$0	\$0

	AG	AH	AI	AJ	AK	AL
58	0	\$0	\$0	\$0	\$0	\$0
59	0	\$0	\$0	\$0	\$0	\$0
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99	0	\$0	\$0	\$0	\$0	\$0
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103	0	\$0	\$0	\$0	\$0	\$0
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105	0	\$0	\$0	\$0	\$0	\$0
106	0	\$0	\$0	\$0	\$0	\$0

	AG	AH	AI	AJ	AK	AL
107	0	\$0	\$0	\$0	\$0	\$0
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	AM	AN	AO	AP	AQ	AR
1	Sales\$	Sales\$	Sales\$	Sales\$	Sales\$	Sales\$
2	May	Jun	Jul	Aug	Sep	Oct
3						
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16	Sales	Sales	Sales	Sales	Sales	Sales
17	May	Jun	Jul	Aug	Sep	Oct
18	\$241,500	\$253,750	\$266,000	\$278,250	\$290,500	\$302,750
20	\$70,000	\$75,000	\$80,000	\$85,000	\$90,000	\$95,000
21	\$126,000	\$126,250	\$126,500	\$126,750	\$127,000	\$127,250
22	\$45,500	\$52,500	\$59,500	\$66,500	\$73,500	\$80,500
23	\$0	\$0	\$0	\$0	\$0	\$0
24	\$0	\$0	\$0	\$0	\$0	\$0
25	\$0	\$0	\$0	\$0	\$0	\$0
26	\$0	\$0	\$0	\$0	\$0	\$0
27	\$0	\$0	\$0	\$0	\$0	\$0
28	\$0	\$0	\$0	\$0	\$0	\$0
29	\$0	\$0	\$0	\$0	\$0	\$0
30	\$0	\$0	\$0	\$0	\$0	\$0
31	\$0	\$0	\$0	\$0	\$0	\$0
32	\$0	\$0	\$0	\$0	\$0	\$0
33	\$0	\$0	\$0	\$0	\$0	\$0
34	\$0	\$0	\$0	\$0	\$0	\$0
35	\$0	\$0	\$0	\$0	\$0	\$0
36	\$0	\$0	\$0	\$0	\$0	\$0
37	\$0	\$0	\$0	\$0	\$0	\$0
38	\$0	\$0	\$0	\$0	\$0	\$0
39	\$0	\$0	\$0	\$0	\$0	\$0
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41	\$0	\$0	\$0	\$0	\$0	\$0
42	\$0	\$0	\$0	\$0	\$0	\$0
43	\$0	\$0	\$0	\$0	\$0	\$0
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50	\$0	\$0	\$0	\$0	\$0	\$0
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56	\$0	\$0	\$0	\$0	\$0	\$0
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98	\$0	\$0	\$0	\$0	\$0	\$0
99	\$0	\$0	\$0	\$0	\$0	\$0
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101	\$0	\$0	\$0	\$0	\$0	\$0
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103	\$0	\$0	\$0	\$0	\$0	\$0
104	\$0	\$0	\$0	\$0	\$0	\$0
105	\$0	\$0	\$0	\$0	\$0	\$0
106	\$0	\$0	\$0	\$0	\$0	\$0

	AM	AN	AO	AP	AQ	AR
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	AS	AT	AU	AV	AW	AX
1	Sales\$	Sales\$	Exp/Sales	Exp/Sales	Exp/Sales	Exp/Sales
2	Nov	Dec	Total	Jan	Feb	Mar
3						
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16	Sales	Sales				
17	Nov	Dec				
18	\$315,000	\$327,250	56.41%	50.71%	102.91%	103.23%
20	\$100,000	\$105,000	38.06%	70.00%	61.82%	55.00%
21	\$127,500	\$127,750	25.06%	40.00%	43.91%	39.84%
22	\$87,500	\$94,500	45.54%	114.29%	85.71%	69.84%
23	\$0	\$0	0.00%	0.00%	0.00%	0.00%
24	\$0	\$0	0.00%	0.00%	0.00%	0.00%
25	\$0	\$0	0.00%	0.00%	0.00%	0.00%
26	\$0	\$0	0.00%	0.00%	0.00%	0.00%
27	\$0	\$0	0.00%	0.00%	0.00%	0.00%
28	\$0	\$0	0.00%	0.00%	0.00%	0.00%
29	\$0	\$0	0.00%	0.00%	0.00%	0.00%
30	\$0	\$0	0.00%	0.00%	0.00%	0.00%
31	\$0	\$0	0.00%	0.00%	0.00%	0.00%
32	\$0	\$0	0.00%	0.00%	0.00%	0.00%
33	\$0	\$0	0.00%	0.00%	0.00%	0.00%
34	\$0	\$0	0.00%	0.00%	0.00%	0.00%
35	\$0	\$0	0.00%	0.00%	0.00%	0.00%
36	\$0	\$0	145.20%	15.00%	0.00%	0.00%
37	\$0	\$0	533.33%	66.67%	0.00%	0.00%
38	\$0	\$0	2666.67%	333.33%	0.00%	0.00%
39	\$0	\$0	400.00%	50.00%	0.00%	0.00%
40	\$0	\$0	0.00%	0.00%	0.00%	0.00%
41	\$0	\$0	0.00%	0.00%	0.00%	0.00%
42	\$0	\$0	0.00%	0.00%	0.00%	0.00%
43	\$0	\$0	0.00%	0.00%	0.00%	0.00%
44	\$0	\$0	0.00%	0.00%	0.00%	0.00%
45	\$0	\$0	0.00%	0.00%	0.00%	0.00%
46	\$0	\$0	0.00%	0.00%	0.00%	0.00%
47	\$0	\$0	0.00%	0.00%	0.00%	0.00%
48	\$0	\$0	0.00%	0.00%	0.00%	0.00%
49	\$0	\$0	0.00%	0.00%	0.00%	0.00%
50	\$0	\$0	0.00%	0.00%	0.00%	0.00%
51	\$0	\$0	0.00%	0.00%	0.00%	0.00%
52	\$0	\$0	0.00%	0.00%	0.00%	0.00%
53	\$0	\$0	0.00%	0.00%	0.00%	0.00%
54	\$0	\$0	0.00%	0.00%	0.00%	0.00%
55	\$0	\$0	0.00%	0.00%	0.00%	0.00%
56	\$0	\$0	0.00%	0.00%	0.00%	0.00%
57	\$0	\$0	0.00%	0.00%	0.00%	0.00%

	AS	AT	AU	AV	AW	AX
58	\$0	\$0	0.00%	0.00%	0.00%	0.00%
59	\$0	\$0	0.00%	0.00%	0.00%	0.00%
60	\$0	\$0	0.00%	0.00%	0.00%	0.00%
61	\$0	\$0	0.00%	0.00%	0.00%	0.00%
62	\$0	\$0	0.00%	0.00%	0.00%	0.00%
63	\$0	\$0	0.00%	0.00%	0.00%	0.00%
64	\$0	\$0	0.00%	0.00%	0.00%	0.00%
65	\$0	\$0	0.00%	0.00%	0.00%	0.00%
66	\$0	\$0	0.00%	0.00%	0.00%	0.00%
67	\$0	\$0	0.00%	0.00%	0.00%	0.00%
68	\$0	\$0	0.00%	0.00%	0.00%	0.00%
69	\$0	\$0	0.00%	0.00%	0.00%	0.00%
70	\$0	\$0	0.00%	0.00%	0.00%	0.00%
71	\$0	\$0	0.00%	0.00%	0.00%	0.00%
72	\$0	\$0	0.00%	0.00%	0.00%	0.00%
73	\$0	\$0	0.00%	0.00%	0.00%	0.00%
74	\$0	\$0	0.00%	0.00%	0.00%	0.00%
75	\$0	\$0	0.00%	0.00%	0.00%	0.00%
76	\$0	\$0	0.00%	0.00%	0.00%	0.00%
77	\$0	\$0	0.00%	0.00%	0.00%	0.00%
78	\$0	\$0	0.00%	0.00%	0.00%	0.00%
79	\$0	\$0	0.00%	0.00%	0.00%	0.00%
80	\$0	\$0	0.00%	0.00%	0.00%	0.00%
81	\$0	\$0	0.00%	0.00%	0.00%	0.00%
82	\$0	\$0	0.00%	0.00%	0.00%	0.00%
83	\$0	\$0	0.00%	0.00%	0.00%	0.00%
84	\$0	\$0	0.00%	0.00%	0.00%	0.00%
85	\$0	\$0	0.00%	0.00%	0.00%	0.00%
86	\$0	\$0	0.00%	0.00%	0.00%	0.00%
87	\$0	\$0	0.00%	0.00%	0.00%	0.00%
88	\$0	\$0	0.00%	0.00%	0.00%	0.00%
89	\$0	\$0	0.00%	0.00%	0.00%	0.00%
90	\$0	\$0	0.00%	0.00%	0.00%	0.00%
91	\$0	\$0	0.00%	0.00%	0.00%	0.00%
92	\$0	\$0	0.00%	0.00%	0.00%	0.00%
93	\$0	\$0	0.00%	0.00%	0.00%	0.00%
94	\$0	\$0	0.00%	0.00%	0.00%	0.00%
95	\$0	\$0	0.00%	0.00%	0.00%	0.00%
96	\$0	\$0	0.00%	0.00%	0.00%	0.00%
97	\$0	\$0	0.00%	0.00%	0.00%	0.00%
98	\$0	\$0	0.00%	0.00%	0.00%	0.00%
99	\$0	\$0	0.00%	0.00%	0.00%	0.00%
100	\$0	\$0	0.00%	0.00%	0.00%	0.00%
101	\$0	\$0	0.00%	0.00%	0.00%	0.00%
102	\$0	\$0	0.00%	0.00%	0.00%	0.00%
103	\$0	\$0	0.00%	0.00%	0.00%	0.00%
104	\$0	\$0	0.00%	0.00%	0.00%	0.00%
105	\$0	\$0	0.00%	0.00%	0.00%	0.00%
106	\$0	\$0	0.00%	0.00%	0.00%	0.00%

	AS	AT	AU	AV	AW	AX
107	\$0	\$0	0.00%	0.00%	0.00%	0.00%
108	-----	-----	-----	-----	-----	-----
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	AS	AT	AU	AV	AW	AX
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	AY	AZ	BA	BB	BC	BD
1	Exp/Sales	Exp/Sales	Exp/Sales	Exp/Sales	Exp/Sales	Exp/Sales
2	Apr	May	Jun	Jul	Aug	Sep
3						
4	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
5	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
6	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
14	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
15	Err:508	Err:508	Err:508	Err:508	Err:508	Err:508
16						
17						
18	99.02%	86.96%	74.68%	65.96%	59.66%	25.82%
20	49.23%	44.29%	40.00%	36.25%	32.94%	30.00%
21	35.79%	31.75%	27.72%	23.72%	19.72%	15.75%
22	59.74%	52.75%	47.62%	43.70%	40.60%	38.10%
23	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
24	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
25	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
26	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
27	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
28	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
29	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
30	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
31	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
32	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
33	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
34	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
35	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
36	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
37	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
38	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
39	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
40	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
41	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
42	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
43	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
44	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
45	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
46	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
47	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
48	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
49	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
50	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
51	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
52	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
53	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
54	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
55	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
56	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
57	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

	AY	AZ	BA	BB	BC	BD
58	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
59	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
60	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
61	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
62	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
63	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
64	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
65	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
66	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
67	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
68	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
69	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
70	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
71	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
72	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
73	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
74	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
75	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
76	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
77	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
78	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
79	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
80	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
81	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
82	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
83	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
84	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
85	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
86	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
87	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
88	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
89	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
90	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
91	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
92	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
93	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
94	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
95	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
96	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
97	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
98	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
99	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
100	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
101	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
102	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
103	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
104	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
105	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
106	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

	AY	AZ	BA	BB	BC	BD
107	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
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	BE	BF	BG	BH	BI
1	Exp/Sales	Exp/Sales	Exp/Sales		
2	Oct	Nov	Dec		
3					
4	Err:508	Err:508	Err:508		
5	Err:508	Err:508	Err:508		
6	Err:508	Err:508	Err:508		
14	Err:508	Err:508	Err:508		
15	Err:508	Err:508	Err:508		
16					
17					
18	23.12%	20.63%	18.33%		
20	27.37%	25.00%	22.86%		
21	11.79%	7.84%	3.91%		
22	36.02%	34.29%	32.80%		
23	0.00%	0.00%	0.00%		
24	0.00%	0.00%	0.00%		
25	0.00%	0.00%	0.00%		
26	0.00%	0.00%	0.00%		
27	0.00%	0.00%	0.00%		
28	0.00%	0.00%	0.00%		
29	0.00%	0.00%	0.00%		
30	0.00%	0.00%	0.00%		
31	0.00%	0.00%	0.00%		
32	0.00%	0.00%	0.00%		
33	0.00%	0.00%	0.00%		
34	0.00%	0.00%	0.00%		
35	0.00%	0.00%	0.00%		
36	0.00%	0.00%	0.00%		
37	0.00%	0.00%	0.00%		
38	0.00%	0.00%	0.00%		
39	0.00%	0.00%	0.00%		
40	0.00%	0.00%	0.00%		
41	0.00%	0.00%	0.00%		
42	0.00%	0.00%	0.00%		
43	0.00%	0.00%	0.00%		
44	0.00%	0.00%	0.00%		
45	0.00%	0.00%	0.00%		
46	0.00%	0.00%	0.00%		
47	0.00%	0.00%	0.00%		
48	0.00%	0.00%	0.00%		
49	0.00%	0.00%	0.00%		
50	0.00%	0.00%	0.00%		
51	0.00%	0.00%	0.00%		
52	0.00%	0.00%	0.00%		
53	0.00%	0.00%	0.00%		
54	0.00%	0.00%	0.00%		
55	0.00%	0.00%	0.00%		
56	0.00%	0.00%	0.00%		
57	0.00%	0.00%	0.00%		

	BE	BF	BG	BH	BI
58	0.00%	0.00%	0.00%		
59	0.00%	0.00%	0.00%		
60	0.00%	0.00%	0.00%		
61	0.00%	0.00%	0.00%		
62	0.00%	0.00%	0.00%		
63	0.00%	0.00%	0.00%		
64	0.00%	0.00%	0.00%		
65	0.00%	0.00%	0.00%		
66	0.00%	0.00%	0.00%		
67	0.00%	0.00%	0.00%		
68	0.00%	0.00%	0.00%		
69	0.00%	0.00%	0.00%		
70	0.00%	0.00%	0.00%		
71	0.00%	0.00%	0.00%		
72	0.00%	0.00%	0.00%		
73	0.00%	0.00%	0.00%		
74	0.00%	0.00%	0.00%		
75	0.00%	0.00%	0.00%		
76	0.00%	0.00%	0.00%		
77	0.00%	0.00%	0.00%		
78	0.00%	0.00%	0.00%		
79	0.00%	0.00%	0.00%		
80	0.00%	0.00%	0.00%		
81	0.00%	0.00%	0.00%		
82	0.00%	0.00%	0.00%		
83	0.00%	0.00%	0.00%		
84	0.00%	0.00%	0.00%		
85	0.00%	0.00%	0.00%		
86	0.00%	0.00%	0.00%		
87	0.00%	0.00%	0.00%		
88	0.00%	0.00%	0.00%		
89	0.00%	0.00%	0.00%		
90	0.00%	0.00%	0.00%		
91	0.00%	0.00%	0.00%		
92	0.00%	0.00%	0.00%		
93	0.00%	0.00%	0.00%		
94	0.00%	0.00%	0.00%		
95	0.00%	0.00%	0.00%		
96	0.00%	0.00%	0.00%		
97	0.00%	0.00%	0.00%		
98	0.00%	0.00%	0.00%		
99	0.00%	0.00%	0.00%		
100	0.00%	0.00%	0.00%		
101	0.00%	0.00%	0.00%		
102	0.00%	0.00%	0.00%		
103	0.00%	0.00%	0.00%		
104	0.00%	0.00%	0.00%		
105	0.00%	0.00%	0.00%		
106	0.00%	0.00%	0.00%		

	BE	BF	BG	BH	BI
107	0.00%	0.00%	0.00%		
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