

Jan Dump for XL Limited

Date	SalesRep	Customer	Amt	Profit	Region
01-Jan-05	Jaspreet	VCC	10150	2200	North
01-Jan-05	Charley	Sharma & Co	12100	3640	East
06-Jan-05	Jaspreet	Good Fly	14750	3200	North
06-Jan-05	Ramesh	Data Tronics	15000	5280	West
09-Jan-05	Ramesh	VCC	13550	2180	East
11-Jan-05	Abhay	MNTL	12400	2520	South
12-Jan-05	Anshika	Shyam & Sharma Co	14300	2860	West
14-Jan-05	Charley	Boston Consultants	10700	4540	South
14-Jan-05	Varsha	MNTL	10850	2220	South
26-Jan-05	Jaspreet	White Associates	13150	5220	East
29-Jan-05	Bruce	VCC	12350	3980	West
30-Jan-05	Varsha	MNTL	11050	4280	South

Summary

In January 2005, the sales performance was strong across different regions, showcasing the efforts of multiple sales representatives. Jaspreet contributed significantly in the North region with total sales of \$24,900 and a consistent profit margin of 22%. Charley excelled in both the East and South regions, achieving high sales and profit margins, notably a 42% profit margin with Boston Consultants. Ramesh also delivered impressive results in the West region, particularly with Data Tronics, generating a profit of \$5,280 at a 35% margin. Varsha and Bruce also made notable contributions, especially Varsha's consistent performance with MNTL, yielding a high profit margin of 39% in the South. Overall, the month saw total sales of \$150,000 and a total profit of \$42,320, with an average profit margin of approximately 28.21%, indicating a robust and profitable start to the year.

Feb Dump for XL Limited

Date	SalesRep	Customer	Amt	Profit	Region
04-Feb-05	Charley	India Trotters	13350	2760	East
05-Feb-05	Anshika	Data Tronics	12550	4640	East
08-Feb-05	James	Boston Consultants	12800	2940	East
09-Feb-05	Charley	MNTL	10100	2780	West
13-Feb-05	Mark	Data Tronics	13750	3160	South
14-Feb-05	Varsha	Jindle Power Works	12500	5200	West
16-Feb-05	Bruce	MNTL	13500	2080	West
18-Feb-05	Mark	Sharma & Co	13400	4240	South
20-Feb-05	Ramesh	Shah Associates	14250	2980	South
20-Feb-05	James	Jindle Power Works	13050	5220	East
24-Feb-05	Charley	Shyam & Sharma Co	12950	3740	West

Summary

In February 2005, sales performance continued to be strong, with notable contributions from various sales representatives across different regions. Charley demonstrated consistent performance, particularly in the East region, with significant sales to India Trotters and Shyam & Sharma Co., yielding profits of \$2,760 and \$3,740, respectively. Anshika made a notable sale to Data Tronics, generating a high profit of \$4,640 in the East. James also contributed significantly, especially with a profitable transaction involving Jindle Power Works, resulting in a profit of \$5,220. Mark showed strong performance in the South region, with substantial profits from sales to Data Tronics and Sharma & Co. Varsha's sale to Jindle Power Works in the West brought in the highest single profit of the month at \$5,200. Overall, the total sales for the month amounted to \$145,200, with a total profit

of \$40,740, reflecting a continued robust performance and maintaining an average profit margin of approximately 28.06%.

Mar Dump for XL Limited

Date	Amt	Profit	SalesRep	Customer	Region
03-Mar-05	11800	4120	James	Data Tronics	South
09-Mar-05	14400	4660	Bruce	Boston Consultants	South
12-Mar-05	13550	4540	Ramesh	Jindle Power Works	West
13-Mar-05	13350	4160	Jaspreet	Jindle Power Works	East
18-Mar-05	14700	3180	Mark	India Trotters	East
19-Mar-05	11500	2620	Veronica	Jindle Power Works	East
24-Mar-05	14500	5260	Veronica	Jindle Power Works	South
24-Mar-05	13450	5600	Anshika	White Associates	West

Summary

In March 2005, sales activity remained vigorous, with significant contributions from various sales representatives across multiple regions. James achieved notable success in the South region, with a profitable transaction involving Data Tronics that generated \$4,120 in profit. Bruce also excelled in the South with Boston Consultants, yielding a profit of \$4,660. Ramesh and Anshika delivered impressive results in the West region, with Ramesh's sale to Jindle Power Works generating \$4,540 in profit and Anshika's transaction with White Associates producing the highest single profit of the month at \$5,600. Jaspreet and Veronica made significant contributions in the East region, with Veronica's transactions with Jindle Power Works resulting in a combined profit of \$7,880. Mark's sale to India Trotters added \$3,180 to the profit in the East. Overall, the total sales for March amounted to \$108,250, with a total profit of \$34,240, reflecting continued strong performance and an average profit margin of approximately 31.63%, indicating a consistent trend of profitability.