

The Sales Analysis Report will allow you to focus your company into the most profitable markets.

## CompuScapes Sample Sales Analysis Report

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ABC Landscaping, Inc.  
Sales Analysis Report  
Printing all Sales Groups

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Sales Group			Sales	Cost	Gross Margin	G/M %	% of Sales	% of Cost
100	Landscape Design	M-T-D:	300.00	100.00	200.00	200.00	.54	.30
		Y-T-D:	785.00	340.00	445.00	130.88	.66	.50
		Pr Yr:	2,300.00	800.00	1,500.00	187.50	.42	.24
110	Landscape Install	M-T-D:	30,365.50	18,455.64	11,909.86	64.53	54.98	56.26
		Y-T-D:	43,467.00	26,557.64	16,909.36	63.67	36.68	38.73
		Pr Yr:	134,000.00	84,500.00	49,500.00	58.58	24.37	24.96
111	Landscape Inst - Shrub	M-T-D:	486.00	270.00	216.00	80.00	.88	.82
		Y-T-D:	15,826.00	7,290.00	8,536.00	117.09	13.36	10.63
		Pr Yr:	31,230.00	15,345.00	15,885.00	103.52	5.68	4.53
Group 1**	Subtotal:	M-T-D:	31,151.50	18,825.64	12,325.86	65.47	56.40	57.39
		Y-T-D:	60,078.00	34,187.64	25,890.36	75.73	50.70	49.86
		Pr Yr:	167,530.00	100,645.00	66,885.00	66.46	30.47	29.73
200	Mowing	M-T-D:	1,760.00	1,062.50	697.50	65.65	3.19	3.24
		Y-T-D:	1,760.00	1,062.50	697.50	65.65	1.49	1.55
		Pr Yr:	42,300.00	27,400.00	14,900.00	54.38	7.69	8.09
290	General Services	M-T-D:	181.20	104.50	76.70	73.40	.33	.32
		Y-T-D:	181.20	104.50	76.70	73.40	.15	.15
		Pr Yr:	.00	.00	.00	.00	.00	.00
Group 2**	Subtotal:	M-T-D:	1,941.20	1,167.00	774.20	66.34	3.51	3.56
		Y-T-D:	1,941.20	1,167.00	774.20	66.34	1.64	1.70
		Pr Yr:	42,300.00	27,400.00	14,900.00	54.38	7.69	8.09
400	Seeding & Sodding	M-T-D:	22,140.00	12,809.20	9,330.80	72.84	40.08	39.05
		Y-T-D:	56,480.00	33,214.20	23,265.80	70.05	47.66	48.44
		Pr Yr:	340,000.00	210,506.00	129,494.00	61.52	61.84	62.18
Group 4**	Subtotal:	M-T-D:	22,140.00	12,809.20	9,330.80	72.84	40.08	39.05
		Y-T-D:	56,480.00	33,214.20	23,265.80	70.05	47.66	48.44
		Pr Yr:	340,000.00	210,506.00	129,494.00	61.52	61.84	62.18
Report Total:		M-T-D:	55,232.70	32,801.84	22,430.86	68.38	100.00	100.00
		Y-T-D:	118,499.20	68,568.84	49,930.36	72.82	100.00	100.00
		Pr Yr:	549,830.00	338,551.00	211,279.00	62.41	100.00	100.00