

CRL Test Company

Current Year vs Prior Year Sales Comparison by Salesperson

MAY 2003

SALESPERSON: 0300 Harvey Earlwright

CUST #	CUSTOMER NAME	CITY	MAY		YEAR TO DATE		MAY		YEAR TO DATE	
			2003	2002	2003	2002	VAR	%	VAR	%
AUTOCR	Autocraft Accessories	Newport Beach	5,599	3,390	7,039	3,390	2,209	65.2	3,649	107.6
CUSTOM	Custom Craft Products	Santa Ana	12,635	10,044	13,295	10,044	2,591	25.8	3,251	32.4
GREALA	Greater Alarm Company	Fountain Valley	14,518	11,000	16,815	11,000	3,518	32.0	5,815	52.9
JELCO	Jellco Packing	Orange	1,253	520	1,253	520	733	141.0	733	141.0
ORANGE	Orange Door & Window Co.	Orange	1,616	940	2,616	940	677	72.0	1,677	178.4
TOTAL			35,621	25,894	41,018	25,894	9,728	37.6	15,124	58.4

CRL Test Company

Current Year vs Prior Year Sales Comparison by Salesperson

MAY 2003

SALESPERSON: 0400 Ginny Hernandez

CUST #	CUSTOMER NAME	CITY	MAY		YEAR TO DATE		MAY		YEAR TO DATE	
			2003	2002	2003	2002	VAR	%	VAR	%
ALLENAP	Allen's Appliance Repair	Fountain Valley	32,255	16,869	32,255	16,869	15,385	91.2	15,385	91.2
AMERCO	American Concrete Service	Anaheim	18,088	14,705	19,308	14,705	3,383	23.0	4,603	31.3
ATOZ	A To Z Carpet Supply	Newport Beach	727	540	1,607	540	187	34.6	1,067	197.6
BAYPYR	Bay Pyrotronics Corp.	San Francisco	128	135	1,067	135	(7)	(5.3)	932	690.1
CAPRI	Capri Sailing Ships	Santa Ana	550	358	1,550	358	192	53.6	1,192	333.0
TOTAL			51,748	32,608	55,787	32,608	19,141	58.7	23,179	71.1
REPORT TOTAL			87,369	58,501	96,805	58,501	28,868	49.3	38,304	65.5