

JJW Discount Warehouse

Quarterly Sales Analysis

Prepared by JG

Second Quarter Sales

Projected Third Quarter Sales

	APR	MAY	JUN	JUL	AUG	SEP
Cash	11,985.00	10,697.00	11,357.00	11,527.36	11,873.18	12,526.20
BC	9,951.19	10,624.16	9,852.19	9,999.97	10,299.97	10,866.47
FE Accts	7,384.36	8,212.04	7,613.36	7,727.56	7,959.39	8,397.15
Finance Co.	4,582.57	4,127.48	4,546.57	4,614.77	4,753.21	5,014.64
Layaway	609.74	681.36	673.74	683.85	704.36	743.10
Total Sales	34,512.86	34,342.04	34,042.86	34,553.50	35,590.11	37,547.56

Analysis

Cash	35%	31%	33%	Projections	
BC	29%	31%	29%	BC	1.07
FE Accts	21%	24%	22%	FE Accets	1.065
Finance Co.	13%	12%	13%	Finance Co.	1.015
Layaway	2%	2%	2%	Layaway	1.03

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Office Apps.
Excel P3
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Mr. Horner