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Subject: March / Year End Sales Reports

First of all I would like to thank everyone for their hard work and effort over this past year. Although we were unable to overachieve our revised Master Plan of \$ 31.6M for the year, we were able to eclipse \$ 30M, which was our original Master Plan, ending the year at \$30.2M.

Our Master Plan this Year is for \$ 39 Million .

Overall we grew our business by 155% in FY 2004 over the previous year, which is a tribute to everyone in the Division ! Your individual efforts contributed greatly to our growth this past year, and you all should be very proud of that.

This past six months we had some very strong performances in sales as you can imagine, led by Dave Katz (193%), Bill Lacey (137%), Bob Duffy (107%), and Patrick Bakker (104%). In the days and weeks to come you will also be getting additional information regarding Masters Club winners, and in June we will also be announcing our Incentive trip winners!

Attached please find a copy of all of the Reports including:

- March /6 Month/Annual Sales Report
- March Forecast Accuracy Report
- 6 Month Forecast Accuracy Report
- Amsterdam Trip Incentive Status Report

Dennis and I will be covering the information in these reports as well as many other topics at our meeting next week in Las Vegas.



Fiscal Sales - Mar 04.xls Forecast Accuracy - March 04.xls Forecast Accuracy Oct - Mar 04.xls Mar-Amsterdam Incentive Trip Status.xls

It's important for us to get out of the gate strong in the month of April..., our budget quickly rises throughout the year so we want to make sure we hit our numbers early. Our Initial Forecast is for \$ 2.7M, which I fully anticipate we will hit with the strong carryover we had from March.

The close dates for the month of April are:

- Last Day for Rental Install Reports - Wed, 4/28
- Last Day for Purch/Lse Install Reports - Thurs, 4/29

Thanks again for your efforts this past year, and we look forward to an even strong one this year!

Sincerely,

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