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Subject: March / Annual Sales Reports

As most of you know by now we closed out the year with record growth during the past twelve (12) months thanks to the hard work of everyone in the Division. Reaching the \$50,000,000 mark in just three (3) years is quite an accomplishment, and everyone in the Division should be very proud. Even though many of you don't always get the recognition and visibility that you should, I can tell you that your efforts do not go unnoticed, both by me as well as all of the other managers.

A special thanks to Barnie Patel who has been a great help to us over the past six months in streamlining our AS-400 processes here in National Accounts !.

I am very confident that as we move forward the team we now have in place can accomplish whatever challenges we put in front you. I want to thank you again for all of your efforts this past year and we look forward to even greater successes in the future!

Attached please find a copy of the following reports :

- March Sales /Last 6 Month Sales /Annual Sales
- Forecast Accuracy - March /Oct - Mar 05



Apr 04 - Mar 05 Annual Division Sales.xls



Fiscal Sales - Mar 04.xls



Forecast Accuracy - Mar 05.xls



Forecast Accuracy Oct 04- March 05.xls

Congratulations to all of the NAMs that reached their Bi-Annual Targets and our Masters Club winners that were over 100% for the full year!

Closing Schedule for April :

4/27 - Last day for Rental Install Reports
4/28 - Last day for Purchase/Lease Install Reports

We need to start out the year quickly since our budgets are certainly challenging, please do your best to maximize our revenue for the month so we can kick start the year!

Thanks.

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