**TRI-STATE PRODUCTS**

**Sales Division**

|  |  |  |
| --- | --- | --- |
| Salesperson | Sales, 2010 | Sales, 2011 |
| Novak, Diana | $543,241 | $651,438 |
| Kurkova, Martina | $490,310 | $476,005 |
| Lagasa, Brianna | $294,653 | $300,211 |
| Whittier, Michelle | $395,630 | $376,522 |
| Byers, Darren | $490,655 | $500,210 |
| Guthrie, Jonathon | $623,214 | $635,099 |
| Sogura, Jeffrey | $375,630 | $399,120 |
| Total |  |  |
| Average |  |  |
| Top Sales |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Region | First Qtr. | Second Qtr. | Third Qtr. | Fourth Qtr. | Total |
| Northwest | $125,430 | $157,090 | $139,239 | $120,340 |  |
| Southwest | $133,450 | $143,103 | $153,780 | $142,498 |  |
| Northeast | $275,340 | $299,342 | $278,098 | $266,593 |  |
| Southeast | $211,349 | $222,330 | $201,849 | $239,432 |  |
| Total |  |  |  |  |  |
| Average |  |  |  |  |  |