# Worldwide Sporting Goods

Quarterly Report

### SkiToggs Division

SkiToggs is our newly acquired ski apparel division. After an intensive advertising campaign, we experienced a strong first quarter sales, as shown in the table below.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **SkiToggs** | | | | |
| **First Quarter Sales** | | | | |
|  |  |  |  |  |
| **Last Name** | **First Name** | **Jan** | **Feb** | **Mar** |
| Edwards | Fred | $136,441 | $142,491 | $145,716 |
| Edwards | Susan | $127,829 | $135,676 | $123,771 |
| Faraco | Janice | $150,727 | $184,639 | $161,947 |
| Carpenter | John | $146,133 | $129,417 | $140,270 |
| Abramas | Alice | $150,124 | $134,988 | $150,017 |
| Caracio | Terry | $135,024 | $160,899 | $124,124 |
| Feldgus | Ernest | $154,891 | $165,000 | $174,241 |
| Killough | Frank |  |  |  |
| Weinstein | Perry |  |  |  |

Due to the success of this new acquisition, we are increasing the budget of the SkiToggs sales department. We will be adding four new sales representatives to the staff and increasing the base salary of the current staff by 3.5%. The table below displays the current staffing for the sales department.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Last Name** | **First Name** | **Hire Date** | **Status** | **Salary** | **Raise** | **New Salary** |
| Edwards | Fred | 8/12/1998 | 4 | $55,000 | $1,925 | $56,925 |
| Edwards | Susan | 1/25/1999 | 2 | $37,000 | $1,295 | $38,295 |
| Faraco | Janice | 8/18/2001 | 2 | $29,000 | $1,015 | $30,015 |
| Carpenter | John | 2/12/2002 | 2 | $26,000 | $910 | $26,910 |
| Abramas | Alice | 8/6/2001 | 2 | $25,000 | $875 | $25,875 |
| Caracio | Terry | 8/9/2003 | 2 | $25,000 | $875 | $25,875 |
| Feldgus | Ernest | 9/28/2002 | 2 | $24,000 | $840 | $24,840 |
| Killough | Frank | 9/1/2000 | 7 | $45,000 | $1,575 | $46,575 |
| Weinstein | Perry | 3/12/1999 | 3 | $32,000 | $1,120 | $33,120 |

### Fitness Equipment

**Maintenance Contracts Report**

Sales of maintenance contracts for exercise equipment are up by 4% this year. Next year we would like to have more than a 4% increase. The following table lists the number of contracts that must be sold to achieve a 5%, 6%, or 7% increase.