

# REGION SALES REPORT

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## REGION: Western

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
William Fisher	DEAC	115,154	810
	Clearout	0	45,562
	Ethyl Corporation	0	389
	Quantex Microsystems	0	0
Viginia Mountain	Sagent	0	10,474
Teresa Lynch	MATRIX	0	1,066
Ted Moy	Hetrick Systems	0	289
	Laker Airways	0	4,335
	Tampere	0	10
	Valley Scribe	0	0
TAGnology	Sagent	1,291	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
TAGnology	Ben and Jerry's	0	108,614
	Gulf and Western Industries	0	503
	Pacific Voice	0	2,310
Stewart Wind	Panzl	0	519
	Sigma Duke	0	186,545
Stephanie Reagan	FIBERWORKS	0	16,293
	Quantex Microsystems	0	696
Sheila Hein	Vanstar	136,859	0
Sharon Carver	DCS Laboratory	0	0
	Minneapolis Star and Tribune Company	0	0
	OutPost Network	0	13,317
Scott Powell	MATRIX	72,402	68
	E Corp.	0	906,969
	Filmotype	0	10,126
	Hetrick Systems	0	69,179
	Minneapolis Star and Tribune Company	0	0
Sandra Howard	Active Data	0	32,643
Sandra Barone	Today	1,238	0
	R&R Group	0	1,322

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
Samantha Allen	Pacific Sierra Research	4,642	0
	Neostar	0	18,522
	OutPost Network	0	0
Ruth Sakas	Towmotor Corporation	43,585	581
	Ra Co Amo	0	42,968
	ValiCert	0	18,827
Ronald Milam	Betacorp	0	336,463
Ronald Golinski	Kawneer Company	0	0
	United Switch	0	0
Robert Kim	Screen Saver.com	0	60
Peggie Hurt	Today	0	240,051
	We Find It 4 U	0	1,489
Patricia Taylor	A2Z Solutions	0	11,108
	DCS Laboratory	0	2,437
	FIBERWORKS	0	405
	Harvard Trust Company	0	11,062
	Hegemony	0	63,727
	Towmotor Corporation	0	2,832
Odessa Morris	Aaron D. Meyer & Associates	329,056	0
Molly McKenzie	Pannga	3,276	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
Molly McKenzie	IBVA	0	285,979
Micheal Williams	Valley Solutions	0	151,719
Max Blagburn	A2Z Solutions	68,669	5,184
Martha Richard	J. S. Lee Associates	0	908
	We Find It 4 U	0	0
Marian White	Valley Solutions	18,371	0
	Pacific Matics	0	8,259
	Signature	0	0
	Zero-Knowledge Systems	0	7,388
Lisa Taylor	Hegemony	13,654	268
	Pacific Group	0	1,162
Lee Chin	J. S. Lee Associates	8,623	0
Kim Williams	Sifton Properties Limited	45,343	0
	Ben and Jerry's	0	4,316
Ken Roberts	Tampere	151,403	595
	Caribbean Specialties	73	0
	Telus Corporation	0	7,993
Kathy Clinton	Screen Saver.com	480,318	665
	LiveWire BBS and Favourite Links	189,948	0
	K.C. Irving	0	58,333

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
Kathy Clinton	PAP (Maintenance)	0	777
	RFI Corporation	0	10,534
	Tally Systems	0	52,096
Karl Anderson	Kawneer Company	191,945	0
	Ethyl Corporation	1,800	0
	Reuters Usability Group	0	0
	Scientific Atlanta	0	3,616
	Taligent	0	1,057,405
Karen Clinton	Laker Airways	311,154	0
	Ra Co Amo	5,510	0
	KentISP	0	5,350
	Panngsea	0	95,131
Judy Thurman	UUmail	32	0
	Taos Mountain	0	0
Judy Rowlett	Hetrick Systems	20,743	1,187
	Brinco Ltd.	0	16,176
	XVT	0	0
Jose Bowen	Signature	0	14,296
John Greg	RFI Corporation	1,231,043	137
	Caravelle	115,039	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
John Greg	KeyComm	0	8,346
John Davis	Stone Container Corporation	4,030	2,091
	Pacifico	0	6,182
Jimmie Holley	Pacific Group	542	0
	Taos Mountain	0	58,852
	Team Financial Management Systems	0	8,233
Janice Scott	Robust Code	476,896	1,604
	ActionWorld	6,126	0
	Harvard Trust Company	4,577	0
	Aaron Products	0	5,994
	Caravelle	0	0
	Earth	0	4,459
	MATRIX	0	464,572
	Panzl	0	0
Edward Smith	Panzl	26,362	0
Edward Laychak	Betacorp	368,656	5,761
Donna Brown	KentISP	154,500	0
	Ubicco	19,319	0
	Abbotsbury	0	239
	Hauppauge Works	0	257,427

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
Don Simmons	CAPCON	157,458	0
	K.C. Irving	2,268	0
	Satronix	0	127,374
	UUmail	0	0
Dennis Johnson	SignatureFactory	0	136,446
Dennis Fisher	Pacific Sierra Research	0	1,535
	Talou	0	40
Deborah Halmon	SignatureFactory	1,143,701	0
	Brinco Ltd.	8,983	0
	Aaron D. Meyer & Associates	0	40,996
David Laychak	KeyComm	30,888	955
	Caribbean Specialties	0	16,396
	Taligent	0	0
David Howard	Team Financial Management Systems	531,038	2,852
	Bizmarts	0	0
	Screen Saver.com	0	236,601
Craig Lary	XVT	21,335	0
	Earth	3,206	0
	DEAC	0	17,058
Craig Amundson	Pacific Voice	438,513	2,175

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
Craig Amundson	ValiCert	320,883	202
	Tally Systems	0	217
Cheryle Sincock	Talou	3,620	0
	Bizmarts	0	705
	PAP (Maintenance)	0	3,515
	Paperless Group	0	0
Cary Frank	Zero-Knowledge Systems	399,129	24,167
	FIBERWORKS	14,893	0
	Clearout	0	0
	Ethyl Corporation	0	83,039
	Sifton Properties Limited	0	409,326
	Stone Container Corporation	0	38
	Tao Group	0	32,666
Cart Lynch	Pacific Matics	22,398	1,723
	Benedict	0	23,655
	EDGE Systems	0	69,513
Carolyn Halmon	Telus Corporation	98,424	4,659
	Active Data	33,361	0
	Xyplex	990	0
	CAPCON	0	45



# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Western	Western
Carolyn Halmon	Scientific Atlanta	0	1,003
	Ubicco	0	3,925
Brenda Kegler	Robust Code	0	19,767
	Stone Container Corporation	0	0
	Taligent	0	677
Brenda Gibson	Pacifico	2,155,816	86,195
	J. S. Lee Associates	0	2,038,992
	Xyplex	0	14,653
Brad Taylor	Bizmarts	29,871	0
	Hauppauge Works	6,721	0
	Vanstar	0	3,583,592
Bima Malek	Aaron Products	2,461	0
	Gulf and Western Industries	0	1,566
	LiveWire BBS and Favourite Links	0	2,601
	Uniplex	0	0
Angelen Carter	Kawneer Company	0	889
Amelia Fields	Tredegar Company	0	20,840
Amanda Honda	Neostar	1,288,612	1,287
	GDSS	0	0
	Ra Co Amo	0	21,187

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name	Western	Western
Sales Rep Name	Customer		
Amalia Craig	ActionWorld	0	735,179
	CAPCON	0	0
	Dayton Malleable Inc.	0	7,865
	E Corp.	0	0
	ValiCert	0	632

# REGION SALES REPORT

## REGION: Southern

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
William Fisher	EDP	45,792	651
Viginia Mountain	Capitolnet Marketing Group (CMG)	0	0
Teresa Lynch	Active Voice	92,378	1,279
	Abacus Niagara	0	90,874
Ted Moy	Berkeley Design	0	64,329
	Onetouch Interactive	0	10,788
	Transalta Utilities Corporation	0	57,351
TAGnology	Watcom International	1,488,155	1,760
	DCS International	0	2,415
	Molson Breweries	0	1,265
	Razorfish	0	58,096
Stewart Wind	Texasgulf Inc.	9,355	0
	Quantum Group	0	9,097
	UniPress	0	44,581
Stephanie Reagan	DDR	0	0
	Holy Developers	0	1,824
	Livermore Laboratories (LSLI)	0	364

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Stephanie Reagan	UTStarGate	0	-2,347
Sheila Hein	Illuminati	341,673	4,636
	Xenet	8	0
	Bitstream	0	16,973
	Finishing	0	331,613
	RKS	0	1,245
	Unisys	0	0
Sharon Carver	Xetron	21,850	73
	PING	0	354,888
	Ping	0	354,888
	Saturnus Multi produkten	0	21,687
Scott Powell	Matradi	90,452	0
	Idyllwild	9,990	0
	ReviewBooth	0	0
Sandra Howard	Papyrus	419,545	0
	Oklahoma Marketing	1,469	0
	Farr Alpaca Company	0	4,785
	Road Warrior International	0	38
	Zitel	0	0
Sandra Barone	DCS International	199,464	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Sandra Barone	Gartner Group	77,955	3,849
	Kool-Seal	0	90
	Pink Elephant	0	41,459
	Xenet	0	0
Samantha Allen	Illuminati	0	4,855
Ruth Sakas	Radio Progressive MontrTal	0	22,317
	Stone Consolidated Corporation	0	20,195
Ronald Milam	Del Monte Corporation	0	104,190
	High Country Access	0	21,943
	Holy Developers	0	0
Ronald Golinski	CAM Group	0	2,120
Robert Kim	Livermore Laboratories (LSLI)	0	48,401
	Quantum Group	0	0
	Savetz Publishing	0	8,775
Peggie Hurt	Salamander Junction	21,582	0
	Teca-Print	82	0
	Chas T. Main, Inc.	0	1,114
	Texasgulf Inc.	0	136,082
Patricia Taylor	CAM Group	116,781	64
Odessa Morris	RealIDyne	13,543	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Odessa Morris	ACT Laboratory	0	29,727
	C & M Distributors	0	53,058
	edit.nl	0	191,487
	K International	0	8,158
Molly McKenzie	Pacific Handheld	0	16,331
Micheal Williams	UTStarGate	93,896	5,758
	Onetouch Interactive	0	239,075
	Revnet Systems	0	96,804
Michael Stephens	Pink Elephant	150,560	193
	Felidae Enterprises	0	76,198
Max Blagburn	ACS Shop	517,269	0
	Scottish Highlands and Islands server	1,063	0
	Meals on Plates	0	67,694
	NECX Direct	0	3,107
Martha Richard	Kool-Seal	42,085	97
	HCS	0	41,828
	Home Automation (HAI)	0	160,207
	Pacel	0	9,758
Marian White	Soloman Brothers	8,380	0
	Road Warrior International	0	17,859

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		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Marian White	TICOR	0	1,184
Lisa Taylor	Edify	0	14,109
	F. & R. Lazarus and Company	0	0
Lee Chin	Debenhams Ltd.	109,694	0
	U.S. West	0	0
Kim Williams	UniForum	40,374	0
	TICOR	71	0
	Debian	0	1,538
	Litton	0	0
Ken Roberts	Bitstream	72,574	0
Kathy Clinton	K International	4,636	0
	Gate	0	4,501
	Oklahoma Marketing	0	8,498
	Tangent	0	0
Karl Anderson	Pacel	1,229	0
	Salamander Junction	0	681,163
	Soloman Brothers	0	1,147
	Unisys STARS	0	0
Karen Clinton	Gate	21,358	0
	CAF Systemhaus	0	39,551

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Karen Clinton	Debenhams Ltd.	0	21,149
	Revnet Systems	0	1,367
	Zilog	0	51,006
Judy Thurman	Racal Recorders	1,258	0
	Gartner Group	0	59,328
	Kentucky Utilities Company	0	1,222
	Revolutionary Systems	0	37
	SAIC Wateridge	0	27,250
Judy Rowlett	PING	98,600	1,513
	Ping	98,600	1,513
	Finishing	0	110
Jose Bowen	Zitel	14,151	0
	Homebound	0	0
	Revolutionary Systems	0	0
	Scottish Highlands and Islands server	0	2,883
John Greg	Razorfish	5,430	0
	Active Voice	0	70
	Bigelow Sandford	0	111,838
	Radio Progressive MontrTal	0	241
	Salamander	0	433,612



# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
John Davis	C & M Distributors	180,518	7,222
	Finishing	10,729	0
	K&M Enterprises	4,690	0
	Active Voice	0	182,626
	C & J Engineering	0	2,165
Janice Scott	edit.nl	0	0
	K&M Enterprises	0	350
	RC Micrographix	0	263
	WBM Group	0	89,413
	Xtreme	0	409,514
Edward Smith	EDP	0	87
	Safetynet	0	0
Edward Laychak	Transalta Utilities Corporation	37,008	0
	Pacific Handheld	3,686	0
	HCS	0	776
	Idyllwild	0	3,579
	Racal Recorders	0	35,941
	SASCO PC Products	0	0
	Venable	0	46,249
	WBM Group	0	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Donna Brown	Kentucky Utilities Company	265,277	1,447
	RealiDyne	0	18,786
	Unisys STARS	0	66,323
Don Simmons	Litton	0	106
	Revolutionary Systems	0	2,639
Dennis Johnson	SAIC Wateridge	5,516	0
	CAF Systemhaus	189	0
	Home Pages	0	1,136
Dennis Fisher	Stone Consolidated Corporation	113,541	445
	Teca-Print	0	98,585
Deborah Halmon	Meals on Plates	110,148	0
	Capitolnet Marketing Group (CMG)	0	43,496
	Valpatken	0	0
David Laychak	Haz-Mat D-Zines	0	31,821
	Home Automation (HAI)	0	159,661
	Watcom International	0	39,931
David Howard	Zephyr	243,508	0
	Chas T. Main, Inc.	0	0
Craig Lary	Molson Breweries	22,134	0
	Idyllwild	0	65

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Craig Lary	Pacific Handheld	0	30,979
Craig Amundson	Del Monte Corporation	140,095	433
	Kool-Seal	0	0
	PING	0	127,210
	Ping	0	127,210
	RC Micrographix	0	0
	RKS	0	312,210
	Savetz Publishing	0	13,603
Cheryle Sincock	Road Warrior International	3,085,840	23,982
	Matradi	0	3,018,458
	ReviewBooth	0	6,967
Cary Frank	Home Pages	85,463	0
Cart Lynch	SASCO PC Products	118,615	0
Carolyn Halmon	AA-Wizard	0	32,421
Brenda Kegler	DDR	38,121	142
	Valpatken	20,324	0
	BL Trading	0	100,488
	CAM Group	0	37,371
	Farr Alpaca Company	0	2,747
	Papyrus	0	631

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Southern	Southern
Brenda Gibson	Revnet Systems	120,404	5,101
	ACT Laboratory	0	2,784
	Xetron	0	33,420
Brad Taylor	U.S. West	34,661	427
	Bechtel Corporation	0	10,434
	Zephyr	0	2,783
Bima Malek	UniPress	229,834	510
	C & J Engineering	73	0
	Safetynet	0	0
Angelen Carter	Oklahoma Marketing	0	0
	Saturnus Multi produkten	0	0
	UniForum	0	62,835
Amelia Fields	NECX Direct	231,692	620
	Home Pages	0	226,546
	RC Micrographix	0	102,144
	WDND	0	847,958
Amanda Honda	EDP	0	1,606
	Homebound	0	1,254,348
Amalia Craig	Salamander	0	35,904

# REGION SALES REPORT

## REGION: Northeast

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Northeast	Northeast
Viginia Mountain	Zentrum für Interaktive Medien (ZIM)	0	2,292
Teresa Lynch	Metro-Goldwyn-Mayer, Inc.	15,632	186
	ediSys	0	0
	Litton FiberCom	0	0
Ted Moy	Canter	65,950	952
	Litton FiberCom	0	4,248
TAGnology	Information Bureau	1,996,658	-2,054
	Fokas	0	1,934,222
Stewart Wind	ZipLip.Com	192,006	360
	e-MDs	42,846	0
Stephanie Reagan	CAPTA	0	925
Sheila Hein	U.S. Robotics	75,650	0
Sharon Carver	activeDesign	0	4,828
	Cam-Built Prpgramming Plus	0	18,375
	Kensington Group	0	0
	R&J	0	0
Scott Powell	HMR	937	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Northeast	Northeast
Sandra Howard	Siemens Nixdorf	194,754	5,134
	Hershey Chocolate Corporation	0	28
	Output Enablers	0	189,096
Sandra Barone	De La Rue (Thomas) and Company	0	3,000
	Zentrum für Interaktive Medien (ZIM)	0	7,416
Samantha Allen	SataMine	18,816	0
Ruth Sakas	Kaim Associates	144,715	0
	U.S. Robotics	0	0
Ronald Milam	e-MDs	0	0
	Tanager	0	5,175
Ronald Golinski	Caprica Resources	0	0
	Rave Association	0	17,718
Robert Kim	CAPTA	65,454	0
Odessa Morris	Papyrus Consultants	8,362	0
	Cam-Built Prpgramming Plus	0	0
	Fibronics	0	495
	Pinnacle	0	0
Molly McKenzie	VA Research	0	0
Micheal Williams	Rave Association	0	0
Michael Stephens	Hershey Chocolate Corporation	0	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Northeast	Northeast
Michael Stephens	Kaim Associates	0	146,261
	ZipLip.Com	0	250
Marian White	Kensington Group	0	705
	Siemens Nixdorf	0	2,274
Lisa Taylor	UNIS LUMIN	606	0
Lee Chin	Output Enablers	27,944	33
	United Stationers	0	3,614
Kim Williams	Cam-Built Prpgramming Plus	4,445	0
Ken Roberts	De La Rue (Thomas) and Company	0	0
	Papyrus Consultants	0	150,661
Kathy Clinton	VA Research	10,850	0
Karen Clinton	DC-Works	40,691	0
Judy Rowlett	TargetedListings	388,706	0
	UNIS LUMIN	0	317
Jose Bowen	Lynn-Arthur Associates (LLA)	0	0
John Davis	Litton FiberCom	2,380	0
	DC-Works	0	10,825
	Fibronics	0	11,080
Jimmie Holley	SNC Group	0	0
Edward Smith	De La Rue (Thomas) and Company	15,636	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Northeast	Northeast
Edward Smith	ACS	0	0
	Metro-Goldwyn-Mayer, Inc.	0	0
Don Simmons	ACS	77,832	133
	Telesat Canada	57,310	0
Dennis Johnson	Age	0	194
	Caprica Resources	0	16,808
	CAPTA	0	0
Dennis Fisher	SataMine	0	0
Craig Lary	HMR	0	21,490
Craig Amundson	Canter	0	137,270
	ediSys	0	22,638
	Information Bureau	0	425,174
Cheryle Sincock	Tanager	15,212	0
	United Stationers	6,946	41,770
	HBO & Company	0	5,131
Cary Frank	BizNet Equity Management Trust (BEMT)	0	0
	R&J	0	11,096
Carolyn Halmon	Neeka	0	0
Brad Taylor	activeDesign	0	0
	Fokas	0	298



# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name	Northeast	Northeast
Sales Rep Name	Customer		
Angelen Carter	Telesat Canada	0	32,377
Amelia Fields	HBO & Company	258,638	3,063
	Kensington Group	2,250	0
Amanda Honda	Pinnacle Trading	0	27,063
Amalia Craig	Caprica Resources	229,793	682
	UNIS LUMIN	0	597

# REGION SALES REPORT

## REGION: Central

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
William Fisher	RC	0	39,546
	Satyam	0	0
Viginia Mountain	Pace	49,926	0
	Dellovade, A.C./Dick Corp/Kendall	9,638	1,069
	Abbott	0	13,274
	Fill It	0	39,655
	Venred	0	20,043
Teresa Lynch	Harvey	0	797
	High Logistics (HTL)	0	15,576
	PacificServ	0	0
	Pinnacle Micro	0	200
	Southam Inc.	0	4,158
	TAGnology	0	0
	Target Marketing	0	7,376
	Warsun International	0	4
Ted Moy	A&R Partners	0	-701
	Labatt Brewing Company Ltd.	0	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Ted Moy	Qwest	0	452
	a2i	-849	0
TAGnology	Trust Company of Georgia	57,126	2,945
	Fill It	2,487	15,538
	Southwire Company	2,379	0
	SAS Distribution	0	1,449,113
	Southern Company	0	995
	Unison Management Concepts	0	279,500
Stewart Wind	Ready-to-Run	38,213	210
	Labatt Brewing Company Ltd.	0	37,340
	Screaming Solutions Ventures	0	2,181
Stephanie Reagan	Iconation	16,471	0
	NACSCORP	1,879	0
	Fins	0	0
	Pinnacle Micro	0	190,703
Sheila Hein	Central Soya Company	17,416	0
	Tailwind	0	36,035
	Xediom	0	648
Sharon Carver	iLanguage	235,368	0
	David Spencer Ltd.	154,467	298

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Sharon Carver	Karsing	53,292	0
	C & C Design	0	151,289
	Harbour and Associates	0	51,429
	Quantum Leap Solutions	0	423
Scott Powell	Geac	55,929	0
	EDS	0	969
	N.Graphics	0	6,038
	R.J. Matter & Associates	0	64,822
Sandra Howard	Koppers Company, Inc.	115,530	0
	C & C Design	33,619	0
	Carden Jennings Publishing	20,114	0
	BigJobs	0	19,692
	Healtheon	0	112,165
Sandra Barone	Koppers Company, Inc.	0	297
Samantha Allen	Icon Site Builders	0	0
	TAGnology	0	9,365
	Tampa Bay Interactive	0	495
Ruth Sakas	Active Network Systems	22,301	0
	Dellovade, A.C./Dick Corp/Kendall	0	1,352
Ronald Milam	Capitola Works	347,691	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Ronald Milam	Toledo Edison Company	224,422	238
	Miles Laboratories, Inc.	22,440	59
	Paracel	0	17,312
	R2J2	0	215,262
	Xediom	0	7,795
Ronald Golinski	Outbreak	169,660	0
	LiveWORLD	15,611	16
	Helios	0	15,786
	Icon	0	164,796
	Southern Company	0	24
Robert Kim	Icon	136,033	0
	PacificServ	11,294	0
	Xilinx	9,396	0
	Kazinformcom	0	0
Peggie Hurt	Edorex Informatik	1,148	0
	NACSCORP	0	20,953
Patricia Taylor	Lamson and Session Company	65,927	0
	A-ARVIN Laser Resources	10,850	0
	Kazinformcom	6,872	-232
	eDistrict	0	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Odessa Morris	Helios	195,935	694
	BigJobs	30,065	0
	Ibis	0	220
	Lamson and Session Company	0	13,149
Molly McKenzie	Ottercom	299,135	369
	Trend Line Corporation	0	1,134
	Xentec	0	7,597
Micheal Williams	Screaming Solutions Ventures	245,804	84
	Gemini Controls	0	4
	Keystar Training	0	0
	LiveWORLD	0	8,753
	ScotGold Products	0	415,126
Michael Stephens	IBEX	78,319	304
	Ilog	75,154	0
	Fins	0	72,965
Max Blagburn	Hobart Manufacturing Company	0	244
	Karsing	0	1,428,577
	Onestar	0	1,032
	QualServe	0	61,310
Martha Richard	Sigma	9,946	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Martha Richard	Gastown space	468	0
	Carden Jennings Publishing	0	0
	Deak-Perera Group.	0	472
	Editor	0	0
Lisa Taylor	Southern Company	1,183	0
	City Fresh Foods	0	102
Lee Chin	SAS Distribution	106,585	0
	Iconation	0	27,578
Kim Williams	GE Fanuc Automation	1,538	0
	Pace	0	44,022
	Quantum Leap Solutions	0	76
Ken Roberts	Onestar	62,004	0
	City Fresh Foods	0	77
	Dellovade, A.C./Dick Corp/Kendall	0	10,307
	Harte-Hanks (formerly Locator)	0	0
	Ibis	0	60,545
Kathy Clinton	David Spencer Ltd.	0	819
	Outbreak	0	465,743
Karl Anderson	Warsun International	701,586	154
	David L. Babson & Co., Inc.	0	1,747

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Karl Anderson	IBEX	0	23
Karen Clinton	QualServe	1,839	0
	Home Team	0	25,937
	Reveal Products	0	0
Judy Thurman	Tandy Corporation	11,434,395	199,743
	Venred	27,895	0
	Deak-Perera Group.	0	647,146
	Paracel	0	11,099,974
	Pathlight Data Systems	0	0
Judy Rowlett	David L. Babson & Co., Inc.	16,230	292
	Edna Design	0	21,413
	Kabbalah	0	95,564
Jose Bowen	Zero Assumption Recovery	118,323	0
	YourFuture	2,585	0
	Koppers Company, Inc.	0	-1,912
	Reveal Products	0	430,581
John Greg	Unison Management Concepts	1,834,550	1,415
	Tailwind	10,748	0
	Racal-Datacom	9,279	1,048
	Abbott	0	2,284



# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
John Greg	Ilog	0	4,690
	Packard Bell	0	10,684
	Patient	0	0
	Renegade info Crew	0	1,782,516
	Target Marketing	0	0
John Davis	GE Fanuc Automation	0	4,822
	Pantech International	0	1,109
Jimmie Holley	Ilog	0	526
	YourFuture	0	613
Janice Scott	Patient	354	0
Edward Smith	Gemini Controls	14,070	0
	High Logistics (HTL)	64	0
	A-ARVIN Laser Resources	0	952
	Cambio	0	15,181
	Your Site	0	0
	zNET	0	3,966
Edward Laychak	Time Warner	11,539	0
	EDS	9,312	0
	Garza Industries	0	10,580
	Qwest	0	11,426

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Donna Brown	Lmao	876,235	1,960
	Henning Industrial	0	851,925
Don Simmons	XCOM	129,823	1,381
	Geac	0	2,258
Dennis Johnson	Trend Line Corporation	604,720	0
	zNET	137,494	3,014
	eDistrict	0	0
	Editor	0	66,159
	N.Graphics	0	5,437
Dennis Fisher	N.Graphics	73,958	0
	Southam Inc.	1,581	0
	Hobart Manufacturing Company	0	71,500
	Unitec Systems	0	4,032
Deborah Halmon	East	44,800	0
	Pinnacle Micro	4,932	22
	Kari & Associates	0	5,092
	Tampa Bay Interactive	0	31,107
David Laychak	Edna Design	2,022,973	0
	A&R Partners	17,099	0
	Pantech International	0	0

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
David Laychak	TransCanada Pipelines Limited	0	1,569
David Howard	Gastown space	0	945,402
	Icon	0	22,966
	Pathlight Data Systems	0	2,279
	Pinnacle Management Systems	0	519,587
Craig Lary	Garza Industries	17,466	0
	Capitola Works	0	3,252
	Miles Laboratories, Inc.	0	0
	Sage	0	0
	Satyam	0	227
Craig Amundson	HCHS	0	19,581
	Ottercom	0	11,873
Cheryle Sincock	Keystar Training	5,842	0
	Xilinx	0	67,614
Cary Frank	Times Mirror Company	11,163	396
Cart Lynch	Healtheon	71,521	141
	iLanguage	0	23,613
	Pace	0	0
	Time Warner	0	92,345
	Xilinx	0	93,350

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Cart Lynch	Zero Assumption Recovery	0	0
Carolyn Halmon	LiveWORLD	0	12,787
Brenda Kegler	Pathlight Data Systems	160,459	0
	Home Team	2,626	0
	Tampa Bay Interactive	650	0
	XCOM	0	19,668
Brenda Gibson	Lmao	0	116,717
	Toledo Edison Company	0	91,945
Brad Taylor	Cambio	10,351	72
	East	0	6,537
	Ferst	0	8
	Fins	0	260
	Ready-to-Run	0	34,821
Bima Malek	Heurikon	14,604	0
	Remedy	2,536	222,953
	Kari & Associates	1,557	0
	a2i	0	2,452
	Active Network Systems	0	134
	Edorex Informatik	0	14,233
Angelen Carter	TransCanada Pipelines Limited	164,820	428

# REGION SALES REPORT

		TY Sales	LY Sales
	Region Name		
Sales Rep Name	Customer	Central	Central
Angelen Carter	R.J. Matter & Associates	0	-32
	Racal-Datacom	0	158,995
	Southwire Company	0	144,267
Amelia Fields	David Spencer Ltd.	0	1,204
	Harvey	0	2,185
	RC	0	174
	Trust Company of Georgia	0	0
Amanda Honda	Harte-Hanks (formerly Locator)	0	0
	Tandy Corporation	0	254,999
	Times Mirror Company	0	56,574
Amalia Craig	Ferst	9,255	0
	Central Soya Company	0	951,605
	Heurikon	0	267,093
	Sage	0	0