| Customer Code | Customer Name | BUDGET | ANNUAL FIGURES | | October | | |
|---|---|---|---|---|---|---|---|
| | | Actual | Total Sales | % Budget | Monthly Budget | Monthly Sales | % Monthly Budget |
| | **Upper South Island** | | | | | | |
| BORPAINT | Premier Painting Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| BROWNSYM | Brown & Syme Holdings | $5,000.00 | $0.00 | 0.00% | $416.67 | | 0.00% |
| CARTER/B | Carters Blenheim | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CGCOAT | C G Coatings Ltd | $5,000.00 | -$260.45 | -5.21% | $416.67 | | 0.00% |
| CLYDE | Wild South (NZ) Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CONSC/NN | Construction Coatings Nelson Ltd | $5,000.00 | $0.00 | 0.00% | $416.67 | | 0.00% |
| FERGUSON | Ferguson Contracting Ltd | $1,000.00 | $0.00 | 0.00% | $83.33 | | 0.00% |
| FULT/TAYLO | Fulton Hogan Taylor Joint Venture | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| GAL | Galbraith Plasterers | | $3,271.66 | #DIV/0! | $0.00 | $1,091.16 | #DIV/0! |
| GAL/PAIN | Galbraith Painting | $35,000.00 | $1,230.81 | 3.52% | $2,916.67 | $310.73 | 10.65% |
| GIBBONS | Gibbons Construction Limited | $25,000.00 | $0.00 | 0.00% | $2,083.33 | | 0.00% |
| GOLE/NSN | Industrial Rigging Goleman Ltd | $10,000.00 | $909.09 | 9.09% | $833.33 | $572.88 | 68.75% |
| GRAYPLAS | Mark Gray T/A: Gray Plastering | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| GREANEY | Greaney Painters | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| IMB | IMB Construction Ltd | $60,000.00 | $18,378.85 | 30.63% | $5,000.00 | $109.55 | 2.19% |
| INWOOD | Inwood Holdings | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| JCBATES | J C Bates Building Limited | $2,000.00 | $246.40 | 12.32% | $166.67 | | 0.00% |
| L.HOGG | Lyndon Hogg Painting | $7,000.00 | $374.15 | 5.35% | $583.33 | $374.15 | 64.14% |
| M.CLEMEN | Michael Clements Builders Ltd | $5,000.00 | $3,441.45 | 68.83% | $416.67 | $3,441.45 | 825.95% |
| MANUKA | Manuka Homes NZ Limited | $5,000.00 | $300.07 | 6.00% | $416.67 | | 0.00% |
| MCKENZIE | Ray McKenzie & Sons Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| NEWPORT | Paul Newport | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| PAE | PAE Marlborough (RNZAF Base) | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| PARNWELL | Parnwell Painting Contractor | $1,000.00 | $0.00 | 0.00% | $83.33 | | 0.00% |
| PLACENEL | Placemakers - Nelson | | $0.00 | #DIV/0! | $0.00 | -$211.60 | #DIV/0! |
| POOLS/SP | Pools, Spas & Essentials | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| ROOFING | Roofing Masters | $15,000.00 | $4,535.58 | 30.24% | $1,250.00 | $385.00 | 30.80% |
| SAFE | Airbus New Zealand | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| SMITHS | Smiths Painting | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| SOLIDEAR | Solid Earth Ltd | $5,000.00 | $10,231.08 | 204.62% | $416.67 | | 0.00% |
| SPECIAL | Specialised Waterproofing Ltd | $250,000.00 | $245,688.33 | 98.28% | $20,833.33 | $889.84 | 4.27% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| TALLEYS | Talleys Group Limited | $5,000.00 | $2,498.23 | 49.96% | $416.67 | $1,073.66 | 257.68% |
| TASMAN | Tasman Bay Pools Ltd | | $18,647.79 | #DIV/0! | $0.00 | | #DIV/0! |
| TASROOF | Tasman Roofing | $10,000.00 | $28,806.86 | 288.07% | $833.33 | | 0.00% |
| TILE | Nelson Tile & Slate Centre Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| WILLIAM | Viliami Tupoutoa (William) | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| WNEWORK | Wineworks Marlborough Ltd | | $5,417.30 | #DIV/0! | $0.00 | | #DIV/0! |
| | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| **Customer Sales Total** | | **$451,000.00** | **$343,717.20** | **76.21%** | **$37,583.33** | **$8,036.82** | **21.38%** |

## Central South Island

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| ADHSEAL | Adhesion Sealing Canty Ltd | $10,000.00 | $0.00 | 0.00% | $833.33 | | 0.00% |
| ADHESIO | Adhesion Specialists Ltd | $50,000.00 | $0.00 | 0.00% | $4,166.67 | | 0.00% |
| A1ADVAN | A1 Davanced Exterior Plastering | $6,000.00 | $0.00 | 0.00% | $500.00 | | 0.00% |
| AQSPEC | Aquatite Specialists Ltd | $200,000.00 | $130,574.04 | 65.29% | $16,666.67 | $821.45 | 4.93% |
| APOLON | Apolon Services Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| ARMOURCRE | Armourcrete Limited | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| BARTLETT | Bartlett Concrete Placing Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| BLACKBOARD | Blackboard Building Ltd | | $3,015.79 | #DIV/0! | $0.00 | | #DIV/0! |
| BETHEL | Bethel Buildings Limited | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| BRADFORD | Bradford Painting Limited | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| BROWN | Brown Brothers Ltd - Timaru | $15,000.00 | $756.56 | 5.04% | $1,250.00 | | 0.00% |
| BRYMAC | Brymac Tiles Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CANTYWP | Canterbury Waterproofing | $420,000.00 | $276,533.83 | 65.84% | $35,000.00 | $78,923.53 | 225.50% |
| CANTYWP/ | Canterbury Waterproofing - Dairy | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CANTYWPG | Canterbury Waterproofing - OLAM | | $6,601.14 | #DIV/0! | $0.00 | | #DIV/0! |
| CANTYWP/P | Canterbury Waterproofing - Pokeno Dairy | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CARLDP | CD Superior Plastering LTd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CBLTD | Canterbury Balustrade Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CCS | CCS Coatings Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CLADTEX | Cladtex Painting Ltd | $2,000.00 | $0.00 | 0.00% | $166.67 | | 0.00% |
| COMPET | Competitive Painters 1988 Limited | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CONNECT | The Connect Groupe Ltd | $150,000.00 | $105,570.26 | 70.38% | $12,500.00 | $7,568.96 | 60.55% |
| CONSOL | Consol Contruction Solutions | $115,000.00 | $10,155.88 | 8.83% | $9,583.33 | $1,425.90 | 14.88% |
| CONTRACT | Contract Holdings Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| DEANGIBS | Dean Gibson | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| DECO | Deco NZ Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| DWPLAST | D W Plastering | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| EDWARDHAR | Edwards & Hardy Canterbury Ltd | $20,000.00 | $15,816.36 | 79.08% | $1,666.67 | $2,572.22 | 154.33% |

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|---|---|---|---|---|---|---|---|---|
| ELPHICK | Dale Elphick | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| ENDLESS | Endless Energy Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| EVAN | Evan Jones Construction | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| FHS | FHS Roofing Ltd | $100,000.00 | $43,018.13 | 43.02% | $8,333.33 | $28,302.56 | 339.63% |
| FINISH | The Finishing Company Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| FISHER | Fisher Painters | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| FRAMECO | Frame Contracting Ltd | | $8,678.14 | #DIV/0! | $0.00 | $1,239.32 | #DIV/0! |
| FREECOF | Freeco Flooring - Cash AC | | $1,199.45 | #DIV/0! | $0.00 | | #DIV/0! |
| GBS | Global Building Systems Ltd | $157,000.00 | $76,532.49 | 48.75% | $13,083.33 | $24,097.29 | 184.18% |
| GBS/SPEC | Global Building Systems Ltd (Spec A/C) | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| GEOVERT | Geovert Limited | $15,000.00 | $1,574.42 | 10.50% | $1,250.00 | | 0.00% |
| GUNAC/04 | Gunac Christchurch (2004)Ltd | $150,000.00 | $48,726.35 | 32.48% | $12,500.00 | $28,363.86 | 226.91% |
| H2OFF | H2 Off Limited | $200,000.00 | $91,546.28 | 45.77% | $16,666.67 | $10,117.17 | 60.70% |
| HAWKIN/C | Hawkins Construction (chch) | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| HOPKINS | Hopkins Engineering Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| HORISK | Horisk Plastering Systems | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| INTERPRO | Interproducts Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| JET-X | Jet-X Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| JLDECO | J.L.Decorating Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| JPMASON | J & P Masonry Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| KINGSPAN | Kingspan Limited | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| KROBB | K Robb Property Services Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| L&R EXTER | L & R Exterior Plasterers | $5,000.00 | $0.00 | 0.00% | $416.67 | | 0.00% |
| M.A.MCKA | M.A. McKay Contractors Ltd | $2,000.00 | $985.37 | 49.27% | $166.67 | | 0.00% |
| MARLPLAS | Marlborough Plastering Ltd | $15,000.00 | $1,877.03 | 12.51% | $1,250.00 | | 0.00% |
| MILLFIELD | Millfield Hutt Ltd | $5,000.00 | $0.00 | 0.00% | $416.67 | | 0.00% |
| MR ROOF | Mr Roofer Waterproofing | $50,000.00 | $3,979.99 | 7.96% | $4,166.67 | | 0.00% |
| NAYLOR/C | Naylor Love Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| NSB/INFRA | NSB Infrastructure - SI Jobs | $100,000.00 | $0.00 | 0.00% | $8,333.33 | | 0.00% |
| PENGELLY | Lance Pengelly Painting and Paperh | | $597.29 | #DIV/0! | $0.00 | | #DIV/0! |
| PLACEPAINT | Placement Painters Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| PLACERIC | Placemakers - Riccarton | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| PRECISE | Precise Coatings | $5,000.00 | $3,453.73 | 69.07% | $416.67 | | 0.00% |
| PREFECT | Perfect Plasterers NZ Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| PREM/PLAST | Premier Plastering Christchurch Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| RANGERSC | Ranger Specialist Coatings | $10,000.00 | $0.00 | 0.00% | $833.33 | | 0.00% |
| RELATIVELY | Relatively Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| RHINOPA | Rhino Painters Ltd | | $842.17 | #DIV/0! | $0.00 | | #DIV/0! |
| RIVERSID | Riverside Painting Company Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| ROOFWORX | Roofworx Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| ROXMOOR | Roxmoor Painting & Resoration | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| RYAN | Ryan Coating Services | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| SHARPE | Sharpe Soluions Ltd | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| SPARTAN | Dayna Nuttall | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| SPEC/ROOF | Specialised Roofing Systems | | $25,000.00 | $6,088.32 | 24.35% | $2,083.33 | $2,744.28 | 131.73% |
| STARHOLD | Star Holds Ltd | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| SWP/MAIN/S | SWP Maintain Ltd - Southern | | $2,500.00 | $5,036.71 | 201.47% | $208.33 | | 0.00% |
| T.ALLEN | Terry Allen Plasterer | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| TOOLEY | Tooley Holdings LTd | | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| TOPCOAT001 | Topcoat Specialised Coating - STH | | $10,000.00 | $64,792.74 | 647.93% | $833.33 | $27,540.05 | 3304.81% |
| WATERCON | WPC 2020 Ltd | | $400,000.00 | $403,674.04 | 100.92% | $33,333.33 | $30,072.26 | 90.22% |
| WAYMAN | Wayman Roofing Services Ltd | # | | $79,943.45 | #DIV/0! | $0.00 | $4,100.25 | #DIV/0! |
| | New Customer | | $33,640.00 | $0.00 | 0.00% | $2,803.33 | | 0.00% |
| **Customer Sales Total** | | | **$2,273,140.00** | **$1,391,569.96** | **61.22%** | **$189,428.33** | **$247,889.10** | **130.86%** |

## Lower South Island

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| AWARD | Award Coatings Ltd | $2,000.00 | $0.00 | 0.00% | $166.67 | | 0.00% |
| ADHESION | Adhesion Sealing 2007 Ltd | $40,000.00 | $1,830.15 | 4.58% | $3,333.33 | | 0.00% |
| APS/STHN | Andrews Property Services Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CUNNING | BB Cunninghame (2012) Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CANTYWPG | Canterbury Waterproofing Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| CARTER/Q | Carters | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| DUN/ROOF | Dunedin Roofing | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| EXTREME | Extreme Membrane Limited | $80,000.00 | $42,214.18 | 52.77% | $6,666.67 | | 0.00% |
| FI INN | FI Innovations Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| FREECOF | Freeco Flooring Ltd | | $3,695.02 | #DIV/0! | $0.00 | | #DIV/0! |
| H2OFF/STH | H2OFF South Limited | $6,000.00 | $0.00 | 0.00% | $500.00 | | 0.00% |
| H2OFF/DN | H2OFF South Limited | $25,000.00 | $12,080.60 | 48.32% | $2,083.33 | | 0.00% |
| HAGGERTY | H.R. Haggerty | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| HAIMA | Tom Haima | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| HADBRU | Hadlee & Brunton Ltd | $5,000.00 | $1,041.60 | 20.83% | $416.67 | | 0.00% |
| LETITRAIN | Let It Rain Ltd | $60,000.00 | $1,023.75 | 1.71% | $5,000.00 | | 0.00% |
| MCDOW | K I McDowall Painting Ltd | | $569.50 | #DIV/0! | $0.00 | | #DIV/0! |
| MORSIN/2 | H.G. Morsink | $20,000.00 | $14,440.30 | 72.20% | $1,666.67 | | 0.00% |
| MULFORD | Mulford Holdings Ltd | $220,000.00 | $43,659.84 | 19.85% | $18,333.33 | $3,207.40 | 17.49% |
| OLPHERT | Olphert Contracting Ltd | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| PLASTERW | Barry Harding- T/A Plasterworks | $5,000.00 | $74.31 | 1.49% | $416.67 | | 0.00% |
| QUIRK | Tony Quirk Builders Ltd | $5,000.00 | $0.00 | 0.00% | $416.67 | | 0.00% |
| RHINO | Rhino Construction Ltd | $350,000.00 | $269,365.04 | 76.96% | $29,166.67 | $1,239.00 | 4.25% |
| TALY | Taly Limited | $5,000.00 | $0.00 | 0.00% | $416.67 | | 0.00% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| TH SOLAR | Think Solar Limited | | $0.00 | #DIV/0! | $0.00 | | #DIV/0! |
| TITUS | Titus Limited | $100,000.00 | $38,753.16 | 38.75% | $8,333.33 | $2,259.32 | 27.11% |
| UNI/OTAGO | University of Otago | | $3,063.51 | #DIV/0! | $0.00 | $3,063.51 | #DIV/0! |
| WATERTIGHT | Watertight Systems | $200,000.00 | $111,345.47 | 55.67% | $16,666.67 | $11,803.62 | |
| WREN | James Wren & Co Ltd | $3,000.00 | $0.00 | 0.00% | $250.00 | | 0.00% |
| **Customer Sales Total** | | **$1,126,000.00** | **$543,156.43** | **48.24%** | **$93,833.33** | **$21,572.85** | **22.99%** |
| **SOUTHERN Sales Total** | | **$3,850,140.00** | **$2,278,443.59** | **59.18%** | **$320,845.00** | **$277,498.77** | **86.49%** |