

Market Location Analysis

Sample Company

July 1, 2003 to July 31, 2003

Location	Total Hours	Maint Cust Percent	Sales Leads	Sales Lead Percent	Maint Agree Sold	Maint Agree Percent	Service Time Percent	Average Travel Time	Travel Hours	Maint & Repair Hours	Total Revenue	Performance Indicator	Total Service Calls	Follow Ups	No Shows
Beaverton	30.08	64%	1	11%	0	0%	5%	28	5.17	23.0	\$1,972	28	11	0	0
Clackamas	13.75	86%	1	25%	1	50%	2%	27	3.17	9.83	\$1,273	20	7	2	1
Portland	25.25	69%	2	22%	1	13%	4%	24	5.25	16.67	\$2,815	16	13	1	0
Shop	1.5	0%	0	0%	0	0%	0%	5	0.08	1.42	\$99	27	1	0	0
Tigard	23.75	60%	0	0%	0	0%	4%	32	5.25	18.0	\$2,883	15	10	8	0
Unknown	452.76	79%	9	7%	12	10%	77%	34	124.13	285.53	\$44,338	19	220	34	3
Vancouver	37.5	90%	0	0%	1	20%	6%	46	7.67	27.33	\$5,583	12	10	2	0

All other locations had no activity during this time period.