Lysine Scoresheet

		1994/1-12																
		Budget		Sales Results													Share	Progress
		Q'ty	Share	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep	Oct.	Nov.	Dec.	Total	(%)	(%)
N.America	AJ/OR	17,900	26.1%	1,503	1,095	1,518	1,486	1,751	0	0	0	0	0	0	0	11,851	40.3%	41%
	ADM	28,800	42.0%	2,568	2,177	2,596	2,436	2,072								6,755	23.0%	45%
	K	15,000	21.9%	1,350	1,072	1,432	1,395	1,506								3,380	11.5%	80%
	M	6,800	9.9%	840	567	497	930	526								66	0.2%	#DIV/0!
	CSA	0		0	34	0	34	0								0		
	Others	0																
L.America	AJ/OR	3,300	14.3%	89	245	405	296	509	0	0	0	0	0	0	0	1,544	17.2%	47%
	ADM	6,500	28.3%	558	409	413	412	516								2,307	25.7%	35%
	K	11,500	50.0%	829	777	1,125	852	1,116								4,699	52.3%	41%
	M	1,700	7.4%	170	51	17	123	88								429	4.8%	25%
	CSA	0		0	0	0	0	0								0		#DIV/0!
	Others	0														0		
Europe	AJ/OR	43,600	47.7%	2,835	2,404	3,183	2,682	3,021	0	0	0	0	0	0	0	14,105	42.7%	32%
	ADM	18,000	19.7%	1,107	1,290	1,042	1,078	1,396								5,913	17.9%	33%
	K	10,600	11.6%	1,158	812	1,014	967	850								4,801	14.5%	45%
	M	10,200	11.2%	711	1,031	918	773	868								4,301	13.0%	42%
	CSA	9,000	9.8%	897	797	745	748	753								3,940	11.9%	44%
	Others	0														0		
Asia, Oceania, etc.	AJ/OR	20,400	31.4%	2,037	2,573	1,888	1,979	1,676	0	0	0	0	0	0	0	10,154	34.8%	50%
	ADM	13,200	20.3%	1,124	1,372	1,262	667	855								6,280	18.1%	48%
	K	8,300	12.8%	377	1,108	927	652	477								3,141	10.8%	38%
	M	15,100	23.2%	1,528	1,198	1,742	1,280	1,613								7,341	25.2%	49%
	CSA	8,000	12.3%	619	595	705	703	640								3,262	11.2%	41%
	Others	0														0		

		1994/1-12																
		Budget (Yearly)		Sales Results													Share	
		Q'ty	Share	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep	Oct.	Nov.	Dec.	Total	(%)	
Total	AJ/OR	84,000	33.9%	6,464	6,317	6,995	6,423	6,957	0	0	0	0	0	0	0	33,156	33.0%	39%
	ADM	67,000	27.0%	5,357	5,247	5,313	4,595	4,839	0	0	0	0	0	0	0	25,351	25.2%	38%
	K	46,000	18.5%	3,714	3,769	4,098	3,898	3,949	0	0	0	0	0	0	0	19,396	19.3%	42%
	M	34,000	13.7%	3,249	2,867	3,174	3,086	3,075	0	0	0	0	0	0	0	15,451	15.4%	45%
	CSA	17,000	6.9%	1,516	1,426	1,450	1,485	1,393	0	0	0	0	0	0	0	7,270	7.2%	43%
	Others			0	0	0	0	0	0	0	0	0	0	0	0	0		
	Total	248,000	100.0%	20,299	19,626	21,030	19,455	20,213	0	0	0	0	0	0	0	100,624	100.0%	41%

		Budget (Monthly)		Sales Results (VS monthly Budget)													
		Q'ty		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep	Oct.	Nov.	Dec.	Total	
Total	AJ/OR	7,000		92.3%	90.2%	99.9%	91.8%	99.4%								39.5%	
	ADM	5,583		95.9%	94.0%	95.2%	82.3%	86.7%								37.8%	
	K	3,833		96.9%	98.3%	106.9%	100.9%	103.0%								42.2%	
	M	2,833		114.7%	101.2%	112.0%	108.9%	108.5%								45.4%	
	CSA	1,417		107.0%	100.7%	102.4%	104.8%	98.3%								42.8%	
	Others	0															
	Total	20,667		96.2%	95.0%	101.8%	94.1%	97.8%								40.6%	