THE SYSTEMS HOUSE
MASTER DISTRIBUTION DOCUMENTATION

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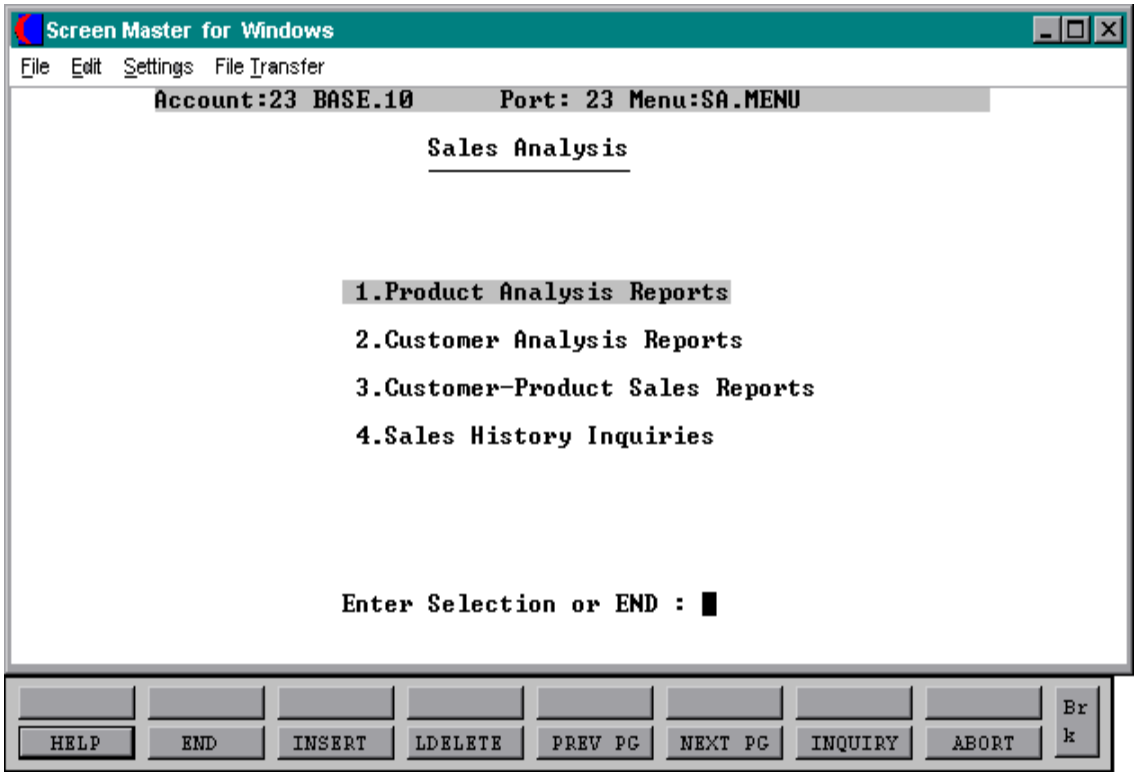
SALES ANALYSIS



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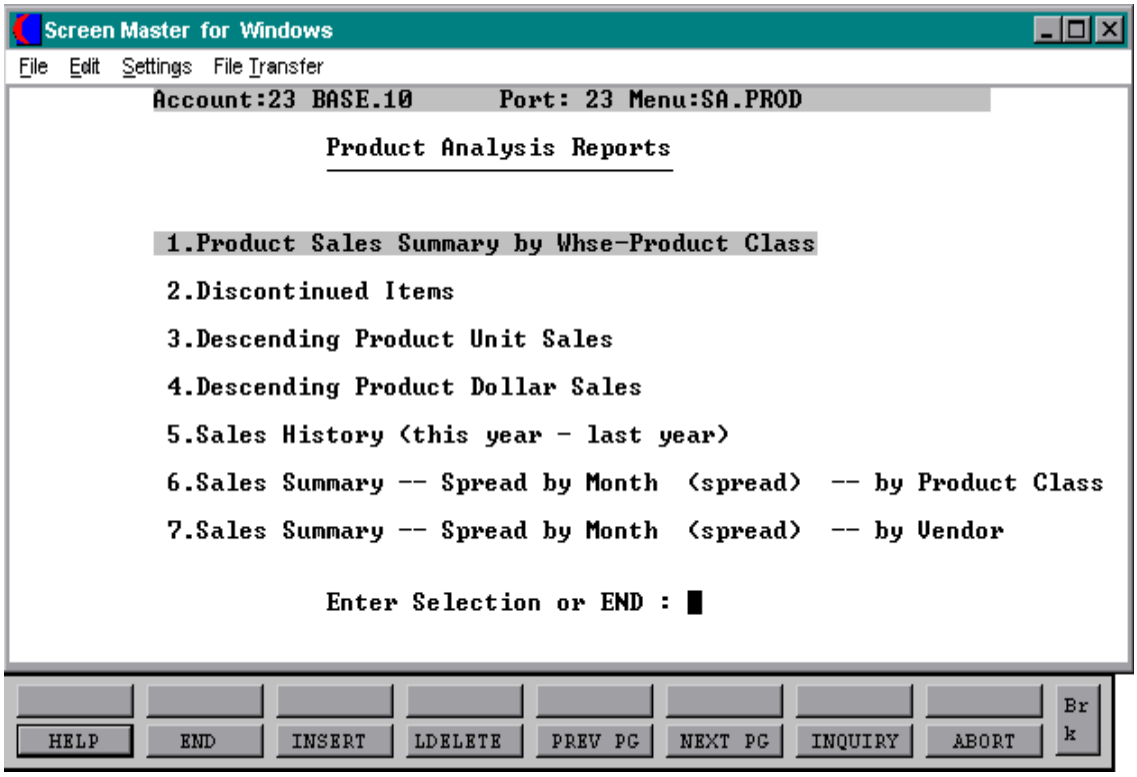
PRODUCT ANALYSIS REPORTS



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PRODUCT SALES SUMMARY BY WHSE-PRODUCT CLASS

PROGRAM NAME	REPORTS NEW.PROD.SALES
SELECTION	MENU-11.1
SELECTION NUMBER	1
FILES ACCESSED	SALES.2
	WAREHOUSE
	PROD.MAST

OVERVIEW

The product sales report prints by warehouse, by product class, and by product, the month-to-date and year-to-date sales units/dollars, profit$ and gross profit percentage from the Sales.2 file.

Kit items and products with the stock status indicator flagged as 'N' in the Product Master file are excluded from this report.

OPERATING INSTRUCTIONS

PRODUCT SALES REPORT

ENTER WAREHOUSE OR 'ALL'

Enter a specific warehouse number or 'ALL' to include all warehouses on the report. Enter 'END' to return to the menu.

ENTER PERIOD FOR REPORT (YYMM)

Enter the fiscal period for the report or 'END' to return to the menu.

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PRODUCT SALES SUMMARY BY WHSE-PRODUCT CLASS

WHSE: 001 NEW YORK **** PRODUCT SALES **** PAGE: 1

PRODUCT NUMBER P/C	PRODUCT DESCRIPTION	****** MONTH TO DATE ****** UNITS	SALES$	PROFIT	GP%	****** YEAR TO DATE ****** UNITS	SALES$	PROFIT	GP%
001	ARWKSU-E								
	STICK UP DEOD EVERGREEN	440	2200	880	40.0	440	2200	880	40.0
001	ARWKSU-HD								
	HVY DUTY STICK UO	276	4306	1755	40.8	1702	26550	10821	40.8
001	ARWKSU-L								
	STICK UP DEOD LEMON	12	187	76	40.8	1312	20295	8174	40.3
001	ARWKSU-S								
	STICK UP DEOD SPRING	36	562	229	40.8	1720	26916	10983	40.8
001	NFSU-E								
	NO FRILLS STICK UP EVERGR	132	1795	832	46.3	1962	26683	12361	46.3
001	NFSU-HD								
	NO FRILLS STICK UP HVY DT	264	3590	1663	46.3	1683	22843	10557	46.2
001	NFSU-L								
	NO FRILLS STICK UP LEMON	171	2326	1077	46.3	1941	26398	12228	46.3
	PRODUCT CLASS TOTAL:	1331	14966	6511	301.3	10760	151885	66004	300.7

DISCONTINUED ITEMS

PROK NAME	REP.PROK S.99
SELECTION	MENU-11.1
SELECTION NUMBER	2
FILES ACCESSED	PROD.DET

OVERVIEW

This report prints all items that have been flagged as discontinued in the Product Detail file.

The report sorts by warehouse, by product class, and by product.

OPERATING INSTRUCTIONS

DISCONTINUED ITEM REPORT

ENTER 'RTN' TO CONTINUE OR 'END' TO RETURN TO MENU:

Hit ‘RETURN’ to continue or ‘END’ to return to the menu.

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DISCONTINUED ITEMS

DISCONTINUED ITEM REPORT 10 OCT 1997

P/C	PRODUCT/DESCRIPTION	ON HAND	IN.PICK	VEND	BACKORD	SALES	SALES$	VALUE
001	ARWKSU-L STICK UP DEOD LEMON	325	15	250	0	225	1,275	3.25
		325	15	250	0	225	1,275	3.25
***								
201	PM841-01 FLAIR PEN BLUE	48	5	0	0	300	1,450	1.00
		48	5	0	0	300	1,450	1.00
***								

DESCENDING PRODUCT UNIT SALES

PROK NAME	REP.PROK PROD.D.UNITS
PROGRAM NAME	REPORTS SUM.SALES2
	REPORTS PROD.DSND.UNITS
SELECTION	MENU-11.1
SELECTION NUMBER	3
FILES ACCESSED	PROD.DET
	DICT PROD.DET
	PROD.MAST
	WAREHOUSE
	PARAMETER

OVERVIEW

This report prints the year-to-date analysis of descending unit sales by warehouse. Kits and products with the stock status indicator flagged as 'N' will not print on the report

This report prints on an exception basis, only products that have sales for this year will print

OPERATING INSTRUCTIONS

PRODUCT DESCENDING SALES REPORT - UNITS
HIT (N/L) TO CONTINUE OR 'END' TO RETURN TO SELECTOR:

Hit 'RETURN' to continue with the report or 'END' to return to the menu.

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DESCENDING PRODUCT UNIT SALES

PAGE 1 PRODUCT DESCENDING SALES UNITS YTD ANALYSIS 10 OCT 1997

LINE	PRODUCT NUMBER PRODUCT NAME	****** MONTH TO DATE ******					****** YEAR TO DATE ******				
		UNITS	SALES$	PROFIT	GP%	%TOT	UNITS	SALES$	PROFIT	GP%	%TOT
1	ARWKSU-HD HVY DUTY STICK UP	137	1167	404	34.59	0.02	1187	4597	999	21.72	0.14
2	NFSU-S NO FRILLS STICK UP SPRING	15	158	49	30.74	0.00	515	1158	1049	90.54	0.06
3	NFSU-HD NO FRILLS STICK UP HRY DT	15	204	67	32.63	0.00	515	5204	5067	97.35	0.06
4	ARWSU-S STICK UP DEOD SPRING	326	2293	665	28.99	0.04	426	2422	705	29.12	0.05
5	NFSU-L NO FRILLS STICK UP LEMON	273	889	135	15.14	0.03	373	1019	175	17.20	0.04

DESCENDING PRODUCT DOLLAR SALES

PROK NAME	REP.PROK PROD.D.SALES
PROGRAM NAME	REPORTS SUM.SALES1
	REPORTS PROD.DSND.DOL
SELECTION	MENU-11.1
SELECTION NUMBER	4
FILES ACCESSED	PROD.DET
	DICT PROD.DET
	PROD.MAST
	WAREHOUSE
	PARAMETER

OVERVIEW

This report displays the year-to-date analysis of descending unit sales dollars by warehouse. Kits and products with the stock status indicator flagged as 'N' will not print on the report

Only product with sales dollars this year greater than 0 will print.

OPERATING INSTRUCTIONS

PRODUCT DESCENDING SALES REPORT - DOLLARS
HIT (N/L) TO CONTINUE OR 'END' TO RETURN TO SELECTOR:

Hit 'RETURN' to continue or 'END' to return to the menu.

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DESCENDING PRODUCT DOLLAR SALES

PAGE 1 PRODUCT DESCENDING SALES DOLLARS YTD ANALYSIS 22 0CT 1997

LINE	PRODUCT NUMBER PRODUCT NAME	****** MONTH TO DATE ******					****** YEAR TO DATE ******				
		UNITS	SALES$	PROFIT	GP%	%TOT	UNITS	SALES$	PROFIT	GP%	%TOT
1	HVY DUTY STICK UP	136	52125	19641	37.68	1.13	136	52125	19641	37.68	1.1
2	NO FRILLS REFRIG STICK UP	15	204	67	32.63	0.00	515	5204	5067	97.35	0.1
3	NO FRILLS STICK UP SPRING	137	1167	404	34.59	0.03	1187	4597	999	21.72	0.1
4	NO FRILLS STICK UP EVERGR	177	407	95	23.30	0.01	1227	3837	690	17.98	0.0
5	CARPET FRESH 9 OZ.	77	1898	478	25.18	0.04	80	3398	778	22.90	0.0
6	CARPET FRESH 14 OZ.	60	1322	256	19.36	0.03	63	2972	527	17.75	0.0
7	CARPET FRESH 22 OZ.	52	2075	556	26.78	0.04	58	2778	706	25.43	0.0

SALES SUMMARY (THIS YEAR-LAST YEAR)

PROK NAME	REP.PROK PKEY1
PROGRAM NAME	REPORTS KEY1
SELECTION	MENU-11.1
SELECTION NUMBER	5
FILES ACCESSED	SALES.2
	WAREHOUSE
	PROD.MAST
	PROD.CLASS
	CUST.MAST

OVERVIEW

This report prints sales summary analysis by warehouse, by product class, and by product with month-to-date and year-to-date units and sales dollars for this year and last year. The percentage of change is also displayed.

OPERATING INSTRUCTIONS

PRODUCT SALES ANALYSIS (KEY 1)

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

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SALES SUMMARY (THIS YEAR-LAST YEAR)

WHSE: 001 NEW YORK PRODUCT CLASS / PRODUCT ANALYSIS AS OF 10/28/97 PAGE: 1
FOR FISCAL MONTH 10

PC: 001 ROOM DEODORIZERS

PRODUCT NUMBER PRODUCT DESCRIPTION	U/M	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE
ARWKSU-E STICK UP DEOD EVERGREEN	DZ	281	117	140	1706	1638	4	4372	1825	140	26602	25553	4
ARWKSU-HD HVY DUTY STICK UP	DZ	12	41	103	1312	896	46	187	640	103	20295	13978	45
ARWKSU-L STICK UP DEOD LEMON	DZ	255	50	410	1452	1156	26	3978	780	410	22651	18034	26
ARWKSU-RE REFRIG STICK UP 2 PK	DZ	46	176	101	1238	1305	5	831	3274	101	22677	24273	7

SALES SUMMARY -- SPREAD BY MONTH -- BY PRODUCT CLASS

PROK NAME	REP.PROK PKEY1.S
PROGRAM NAME	REPORTS KEY1.S
SELECTION	MENU-11.1
SELECTION NUMBER	6
FILES ACCESSED	PARAMETER
	SALES.2
	WAREHOUSE

OVERVIEW

This report displays by product class, by product, and by month, the unit or dollar sales. The report will also display year-to-date and percentage of change data and may be selected by units or sales dollars.

OPERATING INSTRUCTIONS

PRODUCT SALES SPREAD ANALYSIS (KEY 1)

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

INPUT DESIRED ACTIVITY FIELD UNITS/DOLLARS (U/D):

Enter 'U' units, 'D' for dollars or 'END' to return to the menu.

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SALES SUMMARY -- SPREAD BY MONTH -- BY PRODUCT CLASS

WHSE: 001 NEW YORK PRODUCT CLASS / PRODUCT SPREAD ANALYSIS AS OF 10/28/97 PAGE: 1

PC: 001 ROOM DEODORIZERS

PRODUCT NUMBER / PRODUCT DESCRIPTION	UM	*** MONTHLY SALES DOLLARS THROUGH CURRENT YEAR MONTH 10 *** 1	2	3	4	5	6	7	8	9	10	11	12	YEAR TO DATE THIS YR	LAST YR	CGE
ARWKSU-E STICK UP DEOD EVERGREEN	DZ	2902	3744	608	1030	2480	2948	3136	2106	3276	4372	2496	2839	26602	25553	4
ARWKSU-HD HVY DUTY STICK UP	DZ	2761	1030	1264	4493	2387	234	2106	2106	3728	187	1622	2917	20295	13978	45
ARWKSU-L STICK UP DEOD LEMON	DZ	1170	1825	1404	1451	1919	2106	3416	2668	2714	3978	593	1903	22651	18034	26
ARWKSU-RE REFRIG STICK UP 2 PK	DZ	1562	2176	3348	670	3125	1172	893	4966	3934	831	2809	3348	22677	24273	7
ARWKSU-S STICK UP DEOD SPRING	DZ	3650	4633	3416	2574	3557	1451	2861	3650	562	562	811	1685	26916	10000	169

SALES SUMMARY -- SPREAD BY MONTH -- BY VENDOR

PROK NAME	REP.PROK PKEY1.S.VEND
PROGRAM NAME	REPORTS KEY1.S.VEND
SELECTION	MENU-11.1
SELECTION NUMBER	7
FILES ACCESSED	PROD.MAST
	SALES.2
	WAREHOUSE

OVERVIEW

This report displays by vendor, by warehouse, and by product, the monthly unit or dollar sales. The report will also display year-to-date and percentage of change data and may be selected by units or sales dollars.

OPERATING INSTRUCTIONS

PRODUCT SALES SPREAD ANALYSIS (KEY1) - - BY VENDOR

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

INPUT DESIRED ACTIVITY FIELD UNITS/DOLLARS (U/D):

Enter 'U' units, 'D' for dollars or 'END' to return to the menu.

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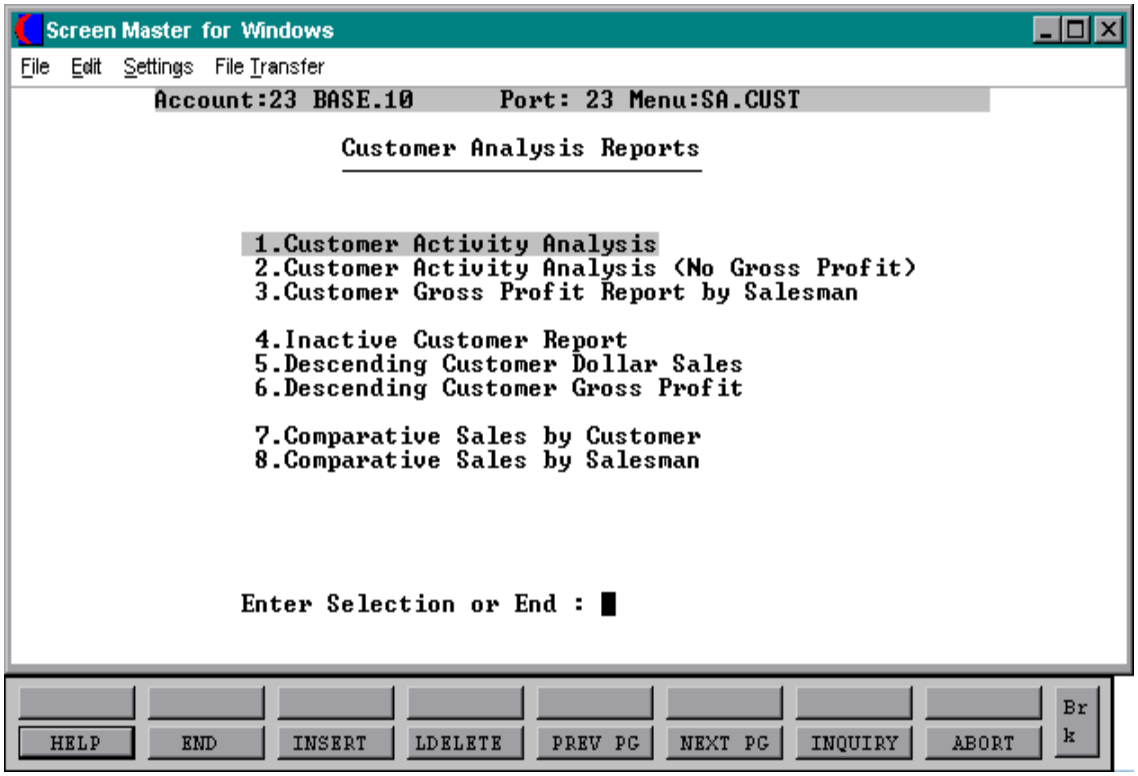
SALES SUMMARY -- SPREAD BY MONTH -- BY VENDOR

WHSE: 001 NEW YORK PRODUCT CLASS / PRODUCT SPREAD ANALYSIS AS OF 10/28/97 PAGE: 1

PRODUCT NUMBER / PRODUCT DESCRIPTION	UM	*** MONTHLY SALES DOLLARS THROUGH CURRENT YEAR MONTH 10 *** 1	2	3	4	5	6	7	8	9	10	11	12	YEAR TO DATE THIS YR	LAST YR
3M-350L															
STERIL LATEX GLOVES LG	EA	105	205	100	108	111	217	100	92	90	100	217	205	1229	2047
3M-350M															
STERIL LATEX GLOVES MED	EA	205	100	200	123	105	100	109	100	102	105	204	221	1250	2141
3M-350S															
STERIL LATEX GLOVES SM	EA	200	98	104	101	120	198	111	107	100	110	221	215	1248	2070
** 3M 3M CORP.		510	403	404	332	336	515	320	299	292	315	642	641	3727	6258

CUSTOMER ANALYSIS REPORTS



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CUSTOMER ACTIVITY ANALYSIS

PROK NAME	REP.PROK PSAL
PROGRAM NAME	REPORTS CUST.ACTIV.ANAL
SELECTION	MENU-11.2
SELECTION NUMBER	1
FILES ACCESSED	CUST.DET
	CUST.MAST
	SALES.3
	COMPANY

OVERVIEW

This report prints by salesman, by customer number, the customer activity information such as last order date, number of orders MTD and YTD, monthly sales this year and last year, gross profit etc., for the selected fiscal period.

OPERATING INSTRUCTIONS

CUSTOMER ACTIVITY ANALYSIS REPORT

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

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CUSTOMER ACTIVITY ANALYSIS

CO 01 THE SYSTEMS HOUSE CUSTOMER ACTIVITY ANALYSIS AS OF 10/28/97 PAGE 1

SLSM 001 JIM BRANCA FOR FISCAL MONTH 10

CUST#	CUSTOMER NAME	LAST ORD DATE	NO ORDERS MTD	NO ORDERS YTD	MONTH SALES THIS YR	MONTH SALES LAST YR	PCT CGE	YTD SALES THIS YR	YTD SALES LAST YR	PCT CGE	YTD GROSS PROFIT THIS YR	YTD GROSS PROFIT LAST YR	PCT CGE
1000	ST. MARYS MEDICAL CTR	09/30/97	68	68	261	500	45	71323	51236	87	37075	51236	87
1010	ST. MICHAELS HOSPITAL	07/09/97	6	6	0	0	0	4047	0	0	719	0	0
1020	COLUMBIA-PRESBYTERIAN	10/05/97	22	26	261	28	840	21924	731	901	21085	280	4184
1030	DR. MICHAEL GREEN	10/15/97	3	7	147	56	162	2876	697	313	400	406	406
1040	DR. JAMES BARLOW	10/20/97	10	12	100	50	98	12010	5210	110	20100	50120	127

CUSTOMER ACTIVITY ANALYSIS (NO GROSS PROFIT)

PROK NAME	REP.PROK PSAL.NGP
PROGRAM NAME	REPORTS CUST.ACTIV.ANAL.NGP
SELECTION	MENU-11.2
SELECTION NUMBER	2
FILES ACCESSED	CUST.MAST
	CUST.DET
	SALES.3
	COMPANY
	SALESMAN

OVERVIEW

This report prints by company, by salesman, and by customer number, the customer activity information such as last order date, number of orders MTD and YTD, monthly sales this year and last year etc., for the selected fiscal period. No gross profit is displayed.

OPERATING INSTRUCTIONS

CUSTOMER ACTIVITY ANALYSIS REPORT - NO GROSS PROFIT

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

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CUSTOMER ACTIVITY ANALYSIS (NO GROSS PROFIT)

CO 01 THE SYSTEMS HOUSE CUSTOMER ACTIVITY ANALYSIS AS OF 10/28/97 PAGE 1

SLSM 001 JIM BRANCA FOR FISCAL MONTH 10

CUST#	CUSTOMER NAME	LAST ORD DATE	NO ORDERS MTD	NO ORDERS YTD	MONTH SALES THIS YR	MONTH SALES LAST YR	PCT CGE	YTD SALES THIS YR	YTD SALES LAST YR	PCT CGE
1000	ST. MARYS MEDICAL CTR	09/30/97	68	68	261	500	45	71323	51236	87
1010	ST. MICHAELS HOSPITAL	07/09/97	6	6	0	0	0	4047	0	0
1020	COLUMBIA-PRESBYTERIAN	10/05/97	22	26	261	28	840	21924	731	901
1030	DR. MICHAEL GREEN	10/15/97	3	7	147	56	162	2876	697	313
1040	DR. JAMES BARLOW	10/20/97	10	12	100	50	98	12010	5210	110
SLSM 001	TOTALS:		109	119	769	634	1145	112180	57874	1411

CUSTOMER GROSS PROFIT REPORT BY SALESMAN

PROK NAME	REP.PROK CUST.GP
SELECTION	MENU-11.2
SELECTION NUMBER	3
FILES ACCESSED	CUST.DET

OVERVIEW

This report prints the MTD and YTD gross profit data by company, by salesman, and by customer number.

OPERATING INSTRUCTIONS

CUSTOMER PROFIT ANALYSIS

ENTER 'RTN' TO CONTINUE OR 'END' TO RETURN TO MENU

Hit 'RETURN' to continue or 'END' to return to the menu selector.

DO YOU WISH TO SORT BY DESCENDING YEAR TO DATE SALES (Y/NL)?

Enter 'Y' to sort by descending year-to-date sales. Hit 'RETURN' not to sort by descending year-to-date sales.

DO YOU WANT A RANGE OF SALESMAN (Y/NL)?

If you select 'Y' will be prompted:

ENTER BEGINNING SALESMAN NUMBER:
ENTER ENDING SALESMAN NUMBER:

DO YOU WANT A RANGE OF CUSTOMERS (Y/NL)?

If you select 'Y' will be prompted:

ENTER BEGINNING CUSTOMER NUMBER:
ENTER ENDING CUSTOMER NUMBER:

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CUSTOMER GROSS PROFIT REPORT BY SALESMAN

GROSS PROFIT BY CUSTOMER - BY SALESMAN DATE 28 1997 PAGE 1

		MONTH TO DATE					YEAR TO DATE				
CUST#	CUSTOMER NAME	SALES	RETURNS	NET SALES	PROFIT	GP%	SALES$	RETURNS	NET SALES	PROFIT	GP%
100087	ACME CRANE CORP.	42	0	42	2	4.7	42	0	42	2	4
100098	ACME PLUMBING SUPPLY	30	0	30	30	100.0	30	0	30	30	100
100120	ACME FASTENERS INC.	46	0	46	46	100.0	46	0	46	46	100
124100	ALCO SUPPLY COMPANY	1,874	0	1,874	600	79.9	1,874	0	1,874	600	79
134712	BRIDGEWATER RARITAN	3,200	0	3,200	500	89.9	3,200	0	3,200	500	89
154125	IDEAL DISTRIBUTION	5,300	0	5,300	700	92.0	5,300	0	5,300	700	92

INACTIVE CUSTOMER REPORT

PROK NAME	REP.PROK PINACT
PROGRAM NAME	REPORTS INACT.CUST
SELECTION	MENU-11.2
SELECTION NUMBER	4
FILES ACCESSED	CUST.DET
	CUST.MAST
	SALES.3
	COMPANY

OVERVIEW

This report will print by company, by salesman, and by customer number, the inactive customers based on the date input by the operator. If a customers last order date is less than or equal to this date they will be included in this report.

OPERATING INSTRUCTIONS

INACTIVE CUSTOMER REPORT

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY. This date is used in the selection criteria as the date to determine which customers are considered inactive.

Enter 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu. This fiscal period is used to determine which month to use for the month to date fields on the report.

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INACTIVE CUSTOMER REPORT

CO 01 THE SYSTEMS HOUSE INACTIVE CUSTOMER REPORT AS OF 10/28/97 PAGE 1

SLSM 000 HOUSE ORDERS FOR FISCAL MONTH 10

CUST#	CUSTOMER NAME	LAST ORD DATE	NO ORDERS MTD	NO ORDERS YTD	MONTH SALES THIS YR	MONTH SALES LAST YR	PCT CGE	YTD SALES THIS YR	YTD SALES LAST YR	PCT CGE	YTD GROSS PROFIT THIS YR	YTD GROSS PROFIT LAST YR	PCT CGE
10002	ACME PRINTING CO.	09/02/97	1	1	0	0	0	30	0	0	30	0	100
10004	ACME FASTENERS INC.	09/15/97	1	1	0	0	0	46	0	0	46	0	100
10005	ACME CRANE CORP.	10/01/97	2	2	0	0	0	42	0	0	42	0	98
10007	ACME INDUSTRIAL	10/07/97	5	5	0	0	0	47	0	0	47	0	97
10010	ACME BUSINESS FORM	10/09/97	10	10	0	0	0	50	0	0	50	0	98
SLSM 001	TOTALS:		19	19	0	0	0	235	0	0	235	0	57

DESCENDING CUSTOMER DOLLAR SALES

PROK NAME	REP.PROK CUST.D.SALES
PROGRAM NAME	REPORTS SUM.SALES
	REPORTS CUST.DSND.DOL
SELECTION	MENU-11.2
SELECTION NUMBER	5
FILES ACCESSED	CUST.DET
	DICT CUST.DET
	CUST.MAST
	COMPANY

OVERVIEW

This report prints a year-to-date analysis of descending dollar sales by company.

OPERATING INSTRUCTIONS

NOW RUNNING CUSTOMER DESCENDING SALES REPORT
HIT (N/L) TO CONTINUE OR 'END' TO RETURN TO SELECTOR:

Hit 'RETURN' to continue or 'END' to return to the menu.

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DESCENDING CUSTOMER DOLLAR SALES

CUSTOMER DESCENDING SALES DOLLARS YTD ANALYSIS 12/28/97 PAGE 1

COMP: 01 THE SYSTEMS HOUSE

			*****	MONTH TO DATE		*****	*****	YEAR TO DATE		*****
LINE	CUST#	CUSTOMER NAME NET	NET SALES$	PROFIT	GP%	% TOTAL	NET SALES$	PROFIT	GP%	% TOTAL
1	10002	ST.MARYS MEDICAL CTR	71323	37075	51.98	24.69	71323	37075	51.98	21.9
2	IDEAL	IDEAL DISTRIBUTION CO.	64913	20525	31.62	22.47	64913	20525	31.62	19.9
3	AJAX	AJAX INDUSTRIAL	21678	21404	98.74	7.50	30951	23166	74.82	9.5
4	ALCO	ALCO SUPPLY CO	20874	16697	79.99	7.23	16861	5620	33.33	5.5
5	UNIT	UNITED SUPPLY	3446	363	10.55	1.19	8371	1349	16.11	2.0
6	CORB	CORBIN CORP.	49	8	17.01	0.02	4851	1365	28.14	1.5
7	ACME	ACME CRANE CORP.;	42	2	4.76	0.01	42	2	4.76	0
	GRAND TOTAL =		182325	96074	294.65	63.11	197312	89142	240.76	60.3

DESCENDING CUSTOMER GROSS PROFIT

PROK NAME	REP.PROK CUST.DSND.GP
PROGRAM NAME	REPORTS SUM.SALES
	REPORTS CUST.DSND.GP
SELECTION	MENU-11.2
SELECTION NUMBER	6
FILES ACCESSED	CUST.DET
	DICT CUST.DET
	CUST.MAST
	COMPANY

OVERVIEW

This report prints a year-to-date analysis of descending gross profit by company.

OPERATING INSTRUCTIONS

CUSTOMER DESCENDING GROSS PROFIT DOLLARS YEAR-TO-DATE

HIT 'RTN' TO CONTINUE OR 'END' TO RETURN TO MENU

Hit 'RETURN' to continue or 'END' to return to the menu.

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DESCENDING CUSTOMER GROSS PROFIT

CUSTOMER DESCENDING GROSS PROFIT YTD ANALYSIS 12/28/97 PAGE 1

COMP: 01 THE SYSTEMS HOUSE

LINE	CUST#	CUSTOMER NAME NET	***** MONTH TO DATE NET SALES$	PROFIT	GP%	% TOTAL	***** YEAR TO DATE NET SALES$	PROFIT	GP%	% TOTAL
1	10002	ST.MARYS MEDICAL CTR	71323	37075	51.98	24.69	71323	37075	51.98	21.9
2	IDEAL	IDEAL DISTRIBUTION CO.	64913	20525	31.62	22.47	64913	20525	31.62	19.9
3	AJAX	AJAX INDUSTRIAL	21678	21404	98.74	7.50	30951	23166	74.82	9.5
4	ALCO	ALCO SUPPLY CO	20874	16697	79.99	7.23	16861	5620	33.33	5.5
5	UNIT	UNITED SUPPLY	3446	363	10.55	1.19	8371	1349	16.11	2.0
6	CORB	CORBIN CORP.	49	8	17.01	0.02	4851	1365	28.14	1.5
7	ACME	ACME CRANE CORP.;	42	2	4.76	0.01	42	2	4.76	0
	GRAND TOTAL =		182325	96074	294.65	63.11	197312	89142	240.76	60.3

COMPARATIVE SALES BY CUSTOMER

PROK NAME	REP.PROK S.MENU-1.1
	REP.PROK S.MENU-1.1.R
PROGRAM NAME	REPORTS S.VAL
	REPORTS SLS.BY.CUST.BY.CO-S
	REPORTS SLS.BY.CUST-RPT
	REPORTS SLS.BY.CUST.BY.CO-RPT
SELECTION	MENU-11.2
SELECTION NUMBER	7
FILES ACCESSED	COMPANY
	CUST.DET
	ALPHA.CUST
	CUST.MAST
	OPERATOR
	SALESMAN
	SALES.3

OVERVIEW

This report prints/displays by customer, by salesman, and by month, the comparative sales analysis information for both current year and last year. The entire report can be directed to the printer or one specific customer can be displayed on the screen.

OPERATING INSTRUCTIONS

COMPARATIVE SALES BY CUSTOMER

HIT <NL> TO CONTINUE OR 'END' TO RETURN TO SELECTOR:

Hit 'RETURN' to continue or 'END' to return to the menu.

SCREEN OR REPORT: (S/R)?

If 'S' is selected the report will be displayed to the screen for one specific customer. If 'R' is selected the report will spool to the printer and the following prompt will display:

ENTER CUSTOMER #, 'L' FOR LOOKUP, OR 'END':

Enter customer number, 'L' for customer lookup or 'END' to return to the menu.

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COMPARATIVE SALES BY CUSTOMER

OPERATING INSTRUCTIONS (Continued)

CORRECT CUSTOMER? (CR/N):

Hit 'RETURN if this is the correct customer or 'N' to return to the customer prompt.

ENTER COMPANY NUMBER (2N), 'ALL' OR 'END':

Enter company number, 'ALL' to consolidate all the sales for that customer or 'END' to return to the menu.

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COMPARATIVE SALES BY CUSTOMER

REPORT NO 3 THE SYSTEMS HOUSE TIME: 13:05:54 DATE: 10/28/97
01 THE SYSTEMS HOUSE COMPARATIVE SALES BY CUSTOMER PAGE: 1

	******* CURRENT YEAR *******				******* LAST YEAR *******			
1030	DR. MICHEL GREEN	SLMN:	001	JIM BRANCA				
JAN:	0.00	FEB:	0.00	MAR:	0.00	QTR:	0.00	JAN:	0.00	FEB:	0.00	MAR:	0.00	QTR: 0.00
APR:	250.95	MAY:	425.00	JUN:	0.00	QTR:	1,390.10	APR:	0.00	MAY:	0.00	JUN:	0.00	QTR: 0.00
JUL:	325.00	AUG:	0.00	SEP:	0.00	QTR:	0.00	JUL:	0.00	AUG:	0.00	SEP:	0.00	QTR 0.00
OCT:	0.00	NOV:	0.00	DEC:	0.00	QTR:	0.00	OCT:	0.00	NOV:	0.00	DEC:	0.00	QTR: 0.00
1040	NEW YORK HOSPITAL	SLMN:	001	JIM BRANCA										
JAN:	0.00	FEB:	0.00	MAR:	649.00	QTR:	0.00	JAN:	0.00	FEB:	0.00	MAR:	0.00	QTR: 0.00
APR:	320.95	MAY:	425.00	JUN:	0.00	QTR:	1,250.00	APR:	0.00	MAY:	0.00	JUN:	0.00	QTR: 0.00
JUL:	425.00	AUG:	328.50	SEP:	485.00	QTR:	0.00	JUL:	0.00	AUG:	0.00	SEP:	0.00	QTR 0.00
OCT:	0.00	NOV:	0.00	DEC:	0.00	QTR:	0.00	OCT:	0.00	NOV:	0.00	DEC:	0.00	QTR: 0.00

COMPARATIVE SALES BY SALESMAN

PROK NAME	REP.PROK S.MENU-2.1
PROGRAM NAME	REPORTS SLS.BY.SLSMN
SELECTION	MENU-11.2
SELECTION NUMBER	8
FILES ACCESSED	OPERATOR
	COMPANY
	CUST.DET
	CUST.MAST
	SALESMAN
	SALES.3

OVERVIEW

This report prints by salesman, by customer, and by month, the comparative sales analysis information for both current year and last year.

OPERATING INSTRUCTIONS

COMPARATIVE SALES

HIT <NL> TO CONTINUE OR 'END' TO RETURN TO SELECTOR:

Hit 'RETURN' to continue or 'END to return to the menu.

DO YOU WANT A RANGE OF SALESMAN (Y/NL)?

If you enter 'Y' you will be prompted:

ENTER BEGINNING SALESMAN NUMBER:
ENTER ENDING SALESMAN NUMBER:

DO YOU WANT A RANGE OF CUSTOMERS (Y/NL)?

If you enter 'Y' you will be prompted:

ENTER BEGINNING CUSTOMER NUMBER:
ENTER ENDING CUSTOMER NUMBER:

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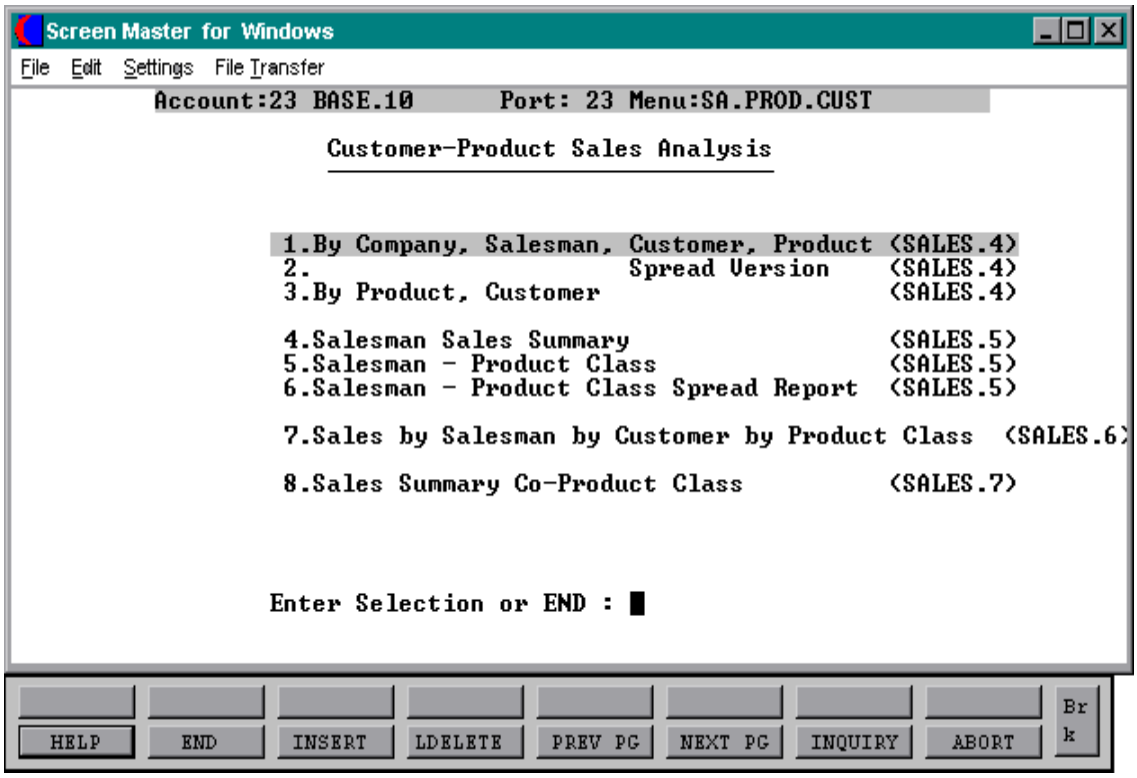
COMPARATIVE SALES BY SALESMAN

REPORT NO 3 THE SYSTEMS HOUSE TIME: 13:05:54 DATE: 10/28/97
01 THE SYSTEMS HOUSE COMPARATIVE SALES BY SALESMAN PAGE: 1

	******* CURRENT YEAR *******				******* LAST YEAR *******			
1030 DR. MICHEL GREEN	SLMN: 001 JIM BRANCA							
JAN: 0.00	FEB: 0.00	MAR: 0.00	QTR: 0.00	JAN: 0.00	FEB: 0.00	MAR: 0.00	QTR: 0.00	
APR: 250.95	MAY: 425.00	JUN: 0.00	QTR:1,390.10	APR: 0.00	MAY: 0.00	JUN: 0.00	QTR: 0.00	
JUL: 325.00	AUG: 0.00	SEP: 0.00	QTR: 0.00	JUL: 0.00	AUG: 0.00	SEP: 0.00	QTR 0.00	
OCT: 0.00	NOV: 0.00	DEC: 0.00	QTR: 0.00	OCT: 0.00	NOV: 0.00	DEC: 0.00	QTR: 0.00	
1040 NEW YORK HOSPITAL	SLMN: 001 JIM BRANCA							
JAN: 0.00	FEB: 0.00	MAR: 649.00	QTR: 0.00	JAN: 0.00	FEB: 0.00	MAR: 0.00	QTR: 0.00	
APR: 320.95	MAY: 425.00	JUN: 0.00	QTR:1,250.00	APR: 0.00	MAY: 0.00	JUN: 0.00	QTR: 0.00	
JUL: 425.00	AUG: 328.50	SEP: 485.00	QTR: 0.00	JUL: 0.00	AUG: 0.00	SEP: 0.00	QTR 0.00	
OCT: 0.00	NOV: 0.00	DEC: 0.00	QTR: 0.00	OCT: 0.00	NOV: 0.00	DEC: 0.00	QTR: 0.00	

CUSTOMER-PRODUCT SALES REPORTS



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SALES ANALYSIS BY COMPANY-SALESMAN-CUSTOMER-PRODUCT

PROK NAME	REP.PROK PKEY4.M
PROGRAM NAME	REPORTS KEY4.M
SELECTION	MENU-11.3
SELECTION NUMBER	1
FILES ACCESSED	CUST.MAST
	CUST.DET
	PROD.MAST
	PROD.DET
	SALESMAN
	SALES.4
	COMPANY
	PARAMETER

OVERVIEW

This report prints by company, by salesman, by customer, and by product, the MTD and YTD sales information.

OPERATING INSTRUCTIONS

COMPANY SALESMAN CUSTOMER PRODUCT REPORTS (KEY4-MONTHLY)

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

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SALES ANALYSIS BY COMPANY-SALESMAN-CUSTOMER-PRODUCT

CO: 01 THE SYSTEMS HOUSE SALESMAN/CUSTOMER/PRODUCT ANALYSIS AS OF 10/28/97 PAGE: 1

SLSM: 001 JIM BRANCA
CUST# AJAX AJAX INDUSTRIAL SUPPLY

PRODUCT# & DESCRIPTION	U/M	MONTH UNITS THIS YR	MONTH UNITS LAST YR	PCT CGE	YTD UNITS THIS YR	YTD UNITS LAST YR	PCT CGE	MONTH SALES$ THIS YR	MONTH SALES$ LAST YR	PCT CGE	YTD SALES$ THIS YR	YTD SALES$ LAST YR
ARWKCF14 CARPET FRESH 14 OZ	EA	213	181	18	1263	1269	0	6390	5430	18	37890	3807
ARWKCF22 CARPET FRESH 22 OZ	EA	183	51	259	1342	998	34	2855	796	259	20779	1156
ARWKDISP CARPET FRESH DISPLAY	EA	294	181	62	1566	1267	24	24255	14933	62	129195	10452
ARWKSU-RE REFRIG STICK UP 2 PK	DZ	27	96	72	1381	881	57	502	1786	72	25501	1638
ARWKSU-S STICK UP DEOD SPRING	DZ	267	196	36	1524	1276	19	3631	2665	36	20727	1735
NFSU-S NO FRILLS STICK UP SPG	DZ	108	69	57	1392	1203	16	1469	938	57	18931	1636
NFSU-RE NO FRILLS REFRIG STICK	DZ	153	61	151	1593	1546	3	2081	830	151	21665	2102

SALES ANALYSIS BY COMPANY-SALESMAN-CUSTOMER-PRODUCT SPREAD VERSION

PROK NAME	REP.PROK PKEY4.S
PROGRAM NAME	REPORTS KEY4.S
SELECTION	MENU-11.3
SELECTION NUMBER	2
FILES ACCESSED	PARAMETER
	CUST.MAST
	CUST.DET
	PROD.MAST
	PROD.DET
	SALESMAN
	SALES.4
	COMPANY

OVERVIEW

This report prints by company, by salesman, by customer, and by product, the monthly sales data up to a selected period. YTD data is also printed.

OPERATING INSTRUCTIONS

PRODUCT SALES SPREAD ANALYSIS - - BY CUSTOMER
*****

SALES ANALYSIS BY COMPANY-SALESMAN-CUSTOMER-PRODUCT SPREAD VERSION

OPERATING INSTRUCTIONS (Continued)

Enter a specific salesman number to print report for one salesman. Enter 'ALL' to print report for all salesman. Enter 'END' to end and return to the menu. Enter 'R' for a range of salesman to select for the report. If 'R' is selected you will be prompted:

ENTER RANGE OF SALESMAN, FROM ### TO ###

Enter a beginning and ending range for salesmen to select for the report.

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SALES ANALYSIS BY COMPANY-SALESMAN-CUSTOMER-PRODUCT

SALESMAN: 001 JIM BRANCA CUSTOMER/PRODUCT SPREAD ANALYSIS AS OF 10/28/97 PAGE 1
COMPANY: 01 THE SYSTEMS HOUSE

PRODUCT# & DESCRIPTION	U/M	1	2	3	4	5	6	7	8	9	10	11	12	THIS YR	LAST YR
ARWKCF14															
CARPET FRESH 14 OZ	EA	1800	4500	180	180	8010	90	3870	7110	5760	6390	6540	7290	37890	38070
ARWKCF22															
CARPET FRESH 22 OZ	EA	8410	6221	7488	3226	4147	6555	1152	4723	3456	230	5069	1805	45619	56563
ARWKCF9															
CARPET FRESH 9 OZ	EA	4284	3488	1285	5569	1958	5202	5324	3060	1040	4774	4202	3692	35986	25072
ARWKSU-E															
STICK UP DEOD EVERGR	DZ	3978	3510	562	1264	3931	1498	47	983	4212	2574	109	2184	22558	23010
ARWKSU-L															
STICK UP DEOD LEMON	DZ	1638	2668	2480	4586	47	3978	94	1544	889	2855	796	1919	20779	15569

SALES ANALYSIS BY PRODUCT - CUSTOMER

PROK NAME	REP.PROK PKEY4-PROD
PROGRAM NAME	REPORTS KEY4-PROD.M
SELECTION	MENU-11.3
SELECTION NUMBER	3
FILES ACCESSED	PARAMETER
	CUST.MAST
	CUST.DET
	PROD.MAST
	PROD.DET
	SALESMAN
	SALES.4
	COMPANY

OVERVIEW

This report prints summary sales information by company, by product, and by customer, for a selected fiscal period and year-to-date.

OPERATING INSTRUCTIONS

PRODUCT/CUSTOMER REPORT

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH <MM> OR <END>:

Enter the fiscal month for the report or 'END' to return to the menu.

DO YOU WANT SPECIFIC PRODUCTS (Y/NL):

Enter 'Y' to build a list of products to appear on the report. Hit 'RETURN' to run the report for all products. If 'Y' is entered for specific products, the following prompt will be next:

ENTER PRODUCT NUMBERS AND <END> TO PROCESS, <ABORT> TO TERMINATE:

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SALES ANALYSIS BY PRODUCT - CUSTOMER

OPERATING INSTRUCTIONS (Continued)

Enter the product numbers you wish to include on the report enter the first product and hit 'RETURN', enter the second product and hit 'RETURN'. Continue until all products are entered. After the last product has been entered, enter 'END' to process the report. Enter 'ABORT' to end the program.

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SALES ANALYSIS BY PRODUCT - CUSTOMER

CO: 01 THE SYSTEMS HOUSE PRODUCT/CUSTOMER ANALYSIS AS OF 10/28/97 PAGE 1
FOR FISCAL MONTH 10

CUSTOMER#	CUSTOMER NAME	MONTH UNITS THIS YR	MONTH UNITS LAST YR	PCT CGE	YTD UNITS THIS YR	YTD UNITS LAST YR	PCT CGE	MONTH SALES$ THIS YR	MONTH SALES$ LAST YR	PCT CGE	YTD SALES$ THIS YR	YTD SALES$ LAST YR
PRODUCT#	U/M DESCRIPTION											
ARWKCF9	CARPET FRESH 9 OZ											
AJAX	AJAX INDUSTRIAL	440	350	0	161	210	0	500	350	0	500	350
ALCO	ALCO SUPPLY CO.	650	490	42	650	490	42	1000	890	42	1000	890
IDEAL	IDEAL DISTRIBUTION	800	400	50	1600	800	50	1500	750	50	1500	750
PROD#	ARWKCF9	1890	1240	92	2411	1500	92	3000	1990	92	3000	1990
PRODUCT#	U/M DESCRIPTION											
ARWKCF14	CARPET FRESH 14 OZ											
AJAX	AJAX INDUSTRIAL	540	450	0	261	310	0	600	450	0	600	450
ALCO	ALCO SUPPLY CO.	850	690	32	850	690	32	3000	1190	32	1100	1190
IDEAL	IDEAL DISTRIBUTION	900	500	60	1700	900	60	1600	850	60	1600	850
PROD#	ARWKCF14	2290	1640	92	2811	1900	92	5200	2490	92	3300	2490

SALESMAN SALES SUMMARY

PROK NAME	REP.PROK PSALES.MARG.PRT
PROGRAM NAME	REPORTS SALES.MARG.PRT
SELECTION	MENU-11.3
SELECTION NUMBER	4
FILES ACCESSED	SALES.5
	SALESMAN

OVERVIEW

This report prints sales dollars and margin by salesman for a selected range of fiscal periods.

OPERATING INSTRUCTIONS

SALES REPORT BY SALESMAN (SALES & MARGIN)

HIT 'RTN' TO CONTINUE OR 'END'

Hit 'RETURN' to continue with the program or 'END' to return to the menu.

ENTER SALESMAN NUMBER (3N) OR 'A' FOR ALL:

Enter a specific salesman number for the report or 'A' for all salesman. Enter 'END' to return to the menu.

ENTER STARTING MONTH

Enter the starting month to appear on the report.

ENTER ENDING MONTH

Enter the ending month to appear on the report.

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SALESMAN SALES SUMMARY

SALES BY SALESMAN (CUMULATIVE) DATE: 10/28/97 PAGE: 1
TIME: 14:14:24

S A L E S M A N		SALES$	MARGIN	GP%	SALES$	MARGIN	GP%
000	HOUSE ORDERS	50,500,30	2,241,80	52.5	550.742.25	45,550.00	5.8
001	JIM BRANCA	29,011,18	-152,409.75	-525.3	320,770,15	- 49,066.32	4.8
002	EUGENE FORREST	5,745.60	2,431.80	42.3	82,684.17	34,570,23	-15.3

SALESMAN-PRODUCT CLASS

PROK NAME	REP.PROK SC
PROGRAM NAME	REPORTS SALES.BY.SLSM.CAT
SELECTION	MENU-11.3
SELECTION NUMBER	5
FILES ACCESSED	SALES.5
	PARAMETER
	CUST.MAST
	CUST.DET
	COMPANY
	PROD.CLASS
	SALESMAN

OVERVIEW

This report prints by company, by salesman, and by product class, the MTD and YTD sales information.

OPERATING INSTRUCTIONS

SALES BY SALESMAN BY CATEGORY REPORT

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

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SALESMAN-PRODUCT CLASS

CO: 01 THE SYSTEMS HOUSE SALESMAN/PRODUCT CLASS ANALYSIS AS OF 10/28/97 PAGE 1
FOR FISCAL MONTH 10

SLSM: 001 JIM BRANCA

P/C	DESCRIPTION	MONTH UNITS THIS YR	LAST YR	PCT CGE	YTD UNITS THIS YR	LAST YR	PCT CGE	MONTH SALES$ THIS YR	LAST YR	PCT CGE	YTD SALES$ THIS YR	LAST YR
001	ROOM DEODORIZERS	703	69	919	4878	1203	305	17985	93818	17	145145	16361
002	CLEANERS/SOLVENTS	43	0	0	421	0	0	8815	0	0	95465	0
003	MEDICAL SUPPLIES	247	0	0	275	0	0	672	0	0	801	0
004	SUTURES	500	40	710	2641	980	105	11852	62314	12	101254	12362

SALESMAN - PRODUCT CLASS SPREAD REPORT

PROK NAME	REP.PROK PCO.SALES.MARG.PRT
PROGRAM NAME	REPORTS CO.SALES.MARG.PRT
SELECTION	MENU-11.3
SELECTION NUMBER	6
FILES ACCESSED	SALES.5
	SALESMAN
	COMPANY
	PROD.CLASS

OVERVIEW

This report prints by company, by salesman, and by product class, the monthly sales and sales margin information.

OPERATING INSTRUCTIONS

SALES REPORT BY COMPANY BY SALESMAN (SALES & MARGIN)

HIT 'RTN' TO CONTINUE OR 'END'

Hit 'RETURN' to continue with the program or 'END' to return to the menu.

ENTER COMPANY NUMBER (2N) OR 'A' FOR ALL

Enter a specific company number or 'A' to include all companies on the report.

ENTER SALESMAN NUMBER OR 'A' FOR ALL

Enter a specific salesman or 'A' to include all salesmen on the report.

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SALESMAN - PRODUCT CLASS SPREAD REPORT

SALES BY COMPANY BY SALESMAN 10/27/98 14:53:57 PAGE: 1

COMPANY: 01 THE SYSTEMS HOUSE

SALESMAN: 001 JIM BRANCA

P/C	DESCRIPTION		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
001															
ROOM	DEODORIZERS	SL	1265	4039	1510	3101	3101	1025	2145	857	2978	1789	1020	1254	24084
		GP	586	1871	699	1231	1436	540	820	397	1380	850	473	598	9851
002															
CLEANERS/SOLVENTS		SL	8410	6221	7488	3940	4147	6746	1152	4723	5163	235	4954	4147	57325
		GP	3416	2527	3042	1403	1685	2748	468	1919	1832	94	2012	1685	22831
003															
SUTURES		SL	7500	6000	7500	3900	4150	6750	1150	4700	5150	230	4950	4000	57300
		GP	3400	2500	3050	1400	1700	2750	460	1900	1830	90	2010	1650	22800

SALES BY SALESMAN-CUSTOMER-PRODUCT CLASS

PROK NAME	REP.PROK SCC
PROGRAM NAME	REPORTS SALES.BY.SLSM.CUST.CAT
SELECTION	MENU-11.3
SELECTION NUMBER	7
FILES ACCESSED	CUST.MAST
	CUST.DET
	SALES.6
	COMPANY
	PARAMETER
	PROD.CLASS
	SALESMAN

OVERVIEW

This report prints by company, by salesman, by customer, and by product class, the MTD and YTD sales information.

OPERATING INSTRUCTIONS

SALES BY SALESMAN BY CUSTOMER BY CATEGORY REPORT

ENTER DATE OR 'END' MM/DD/YY:

Enter the date for the report as MM/DD/YY or 'END' to return to the menu.

ENTER FISCAL MONTH (MM) OR 'END':

Enter the fiscal month for the report or 'END' to return to the menu.

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SALES BY SALESMAN-CUSTOMER-PRODUCT CLASS

SALES BY COMPANY BY PRODUCT CLASS

DATE: 10/28/97 PAGE: 1
TIME: 14:54:21

P/C	DESCRIPTION	******* MONTH 10 ******* UNITS	SALES$	COST$	**** YEAR TO DATE (07-10) **** UNITS	SALES$	COST$
001	ROOM DEODORIZERS	8	220.00	0.00	8	220.00	0.00
002	CLEANERS/SOLVENTS	778	19,005.20	113,428.65	976	21,698.00	114,874.05
003	SUTURES	128	1,718.27	923.60	410	5,553.70	2,982.20
004	SURGICAL INSTRUMENTS	296	11,374.40	13,417.30	569	21,857.60	19,641.70
005	MEDICAL SUPPLIES	294	11,289.60	6,703.20	907	33,386,80	20,089.20
	COMPANY: 01 TOTALS	1504	43,607.47	134,472.75	2870	82,716.61	157,587.15
	GRAND TOTALS:	1504	43,607.47	134,472.75	2870	82,716.61	157,587.15

SALES SUMMARY BY CO-PRODUCT CLASS

PROK NAME	REP.PROK CO.PC
PROGRAM NAME	REPORTS CO.PC
SELECTION	MENU-11.3
SELECTION NUMBER	8
FILES ACCESSED	SALES.7
	COMPANY
	PROD.CLASS

OVERVIEW

This report prints by company, by product class, the summary sales information for a selected fiscal period range.

OPERATING INSTRUCTIONS

COMPANY - PRODUCT CLASS REPORT

ENTER STARTING FISCAL MONTH (MM) OR 'END':

Enter the starting fiscal month for the report or 'END' to return to the menu.

ENTER ENDING FISCAL MONTH (MM) OR 'END':

Enter the ending fiscal month for the report or 'END' to return to the menu.

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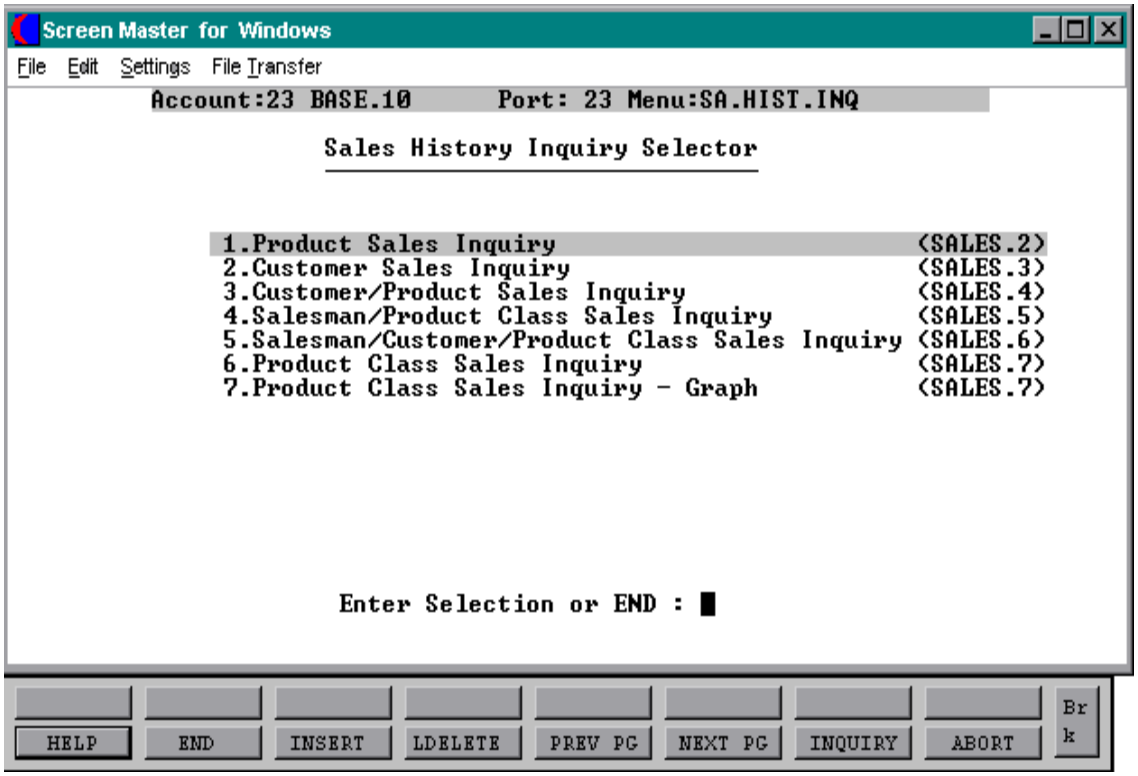
SALES SUMMARY BY CO-PRODUCT CLASS

CO: 01 THE SYSTEMS HOUSE SALESMAN/CUSTOMER/PRODUCT CLASS ANALYSIS AS OF 10/28/97 PAGE 1
FOR FISCAL MONTH 10

SLSM: 001 JIM BRANCA

P/C	DESCRIPTION	MONTH UNITS THIS YR	LAST YR	PCT CGE	YTD UNITS THIS YR	LAST YR	PCT CGE	MONTH SALES$ THIS YR	LAST YR	PCT CGE	YTD SALES$ THIS YR	LAST YR
CUST#	10002 ACME INDUSTRIAL											
001	ROOM DEODORIZERS	703	69	919	4878	1203	305	17985	93818	17	145145	16361
CUST 10002 ACME INDUSTRIAL		703	69	919	4878	1203	305	17985	93818	17	145145	16361
**********												
CUST#	10004 ACME FASTENERS											
001	ROOM DEODORIZERS	43	0	0	421	0	0	8815	0	0	95465	0
CUST 10004 ACME FASTENERS		43	0	0	421	0	0	8815	0	0	95465	0
**********												
CUST#	10005 ACME LABEL CO											
001	ROOM DEODORIZERS	247	0	0	275	0	0	672	0	0	801	0
CUST 10005 ACME LABEL CO		247	0	0	275	0	0	672	0	0	801	0
**********												

SALES HISTORY INQUIRY



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PRODUCT SALES INQUIRY

PROGRAM NAME	REPORTS PROD.SLS-INQ REPORTS VALDSALES REPORTS ITEM.LOOKUP
SELECTION	MENU-11.4
SELECTION NUMBER	1
FILES ACCESSED	ALPHA.PROD PROD.MAST SALES.2 PARAMETER COMPANY WAREHOUSE LOOKUP.FILE OPERATOR

OVERVIEW

This program displays the monthly sales quantities and dollars for this year and last year for a specific product / warehouse combination.

OPERATING INSTRUCTIONS

ENTER OPERATOR'S INITIALS:

The operator code entered is validated to the Operator file for access code 'AR'.

CO#

Enter a 2 digit company number or 'END' to return to the menu.

WAREHOUSE:

Enter a 3 digit warehouse number or 'END' to return to the menu.

PRODUCT:

Enter product number, 'L' for the lookup routine or 'END' to return to the menu.

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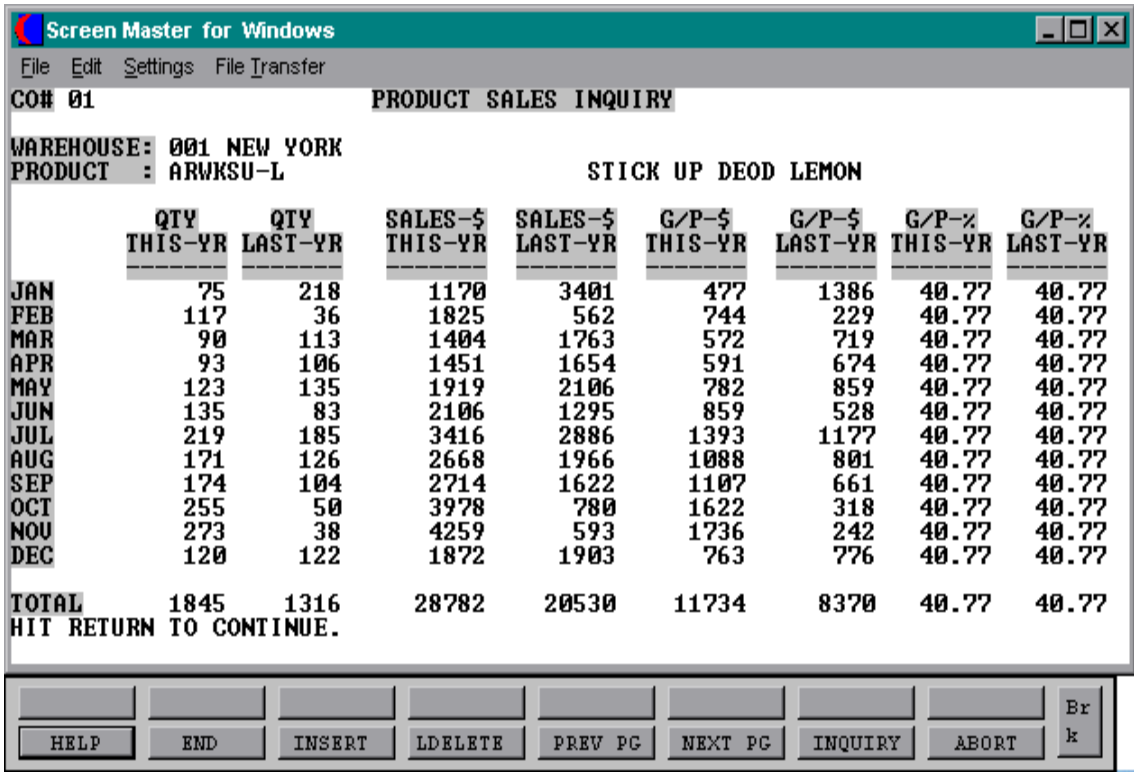
PRODUCT SALES INQUIRY



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CUSTOMER SALES INQUIRY

PROGRAM NAME	REPORTS CUST.SLS-INQ
	REPORTS VALDSALES
	ARPROG G.CUST.LOOKUP.AR
SELECTION	MENU-11.4
SELECTION NUMBER	2
FILES ACCESSED	ALPHA.CUST
	CUST.MAST
	SALES.3
	COMPANY
	PARAMETER
	OPERATOR
	LOOKUP.FILE

OVERVIEW

This program displays the monthly sales dollars for this year and last year for a specific company/customer combination.

OPERATING INSTRUCTIONS

ENTER OPERATOR'S INITIALS:

The operator code entered is validated to the Operator file for access code 'AR'.

CO#

Enter a 2 digit company number or 'END' to return to the menu.

CUSTOMER:

Enter customer number, ‘L’ for lookup routine or ‘END’ to return to the menu.

IS THIS THE CORRECT CUSTOMER (CR/N):

Hit ‘RETURN’ if this is the correct customer.

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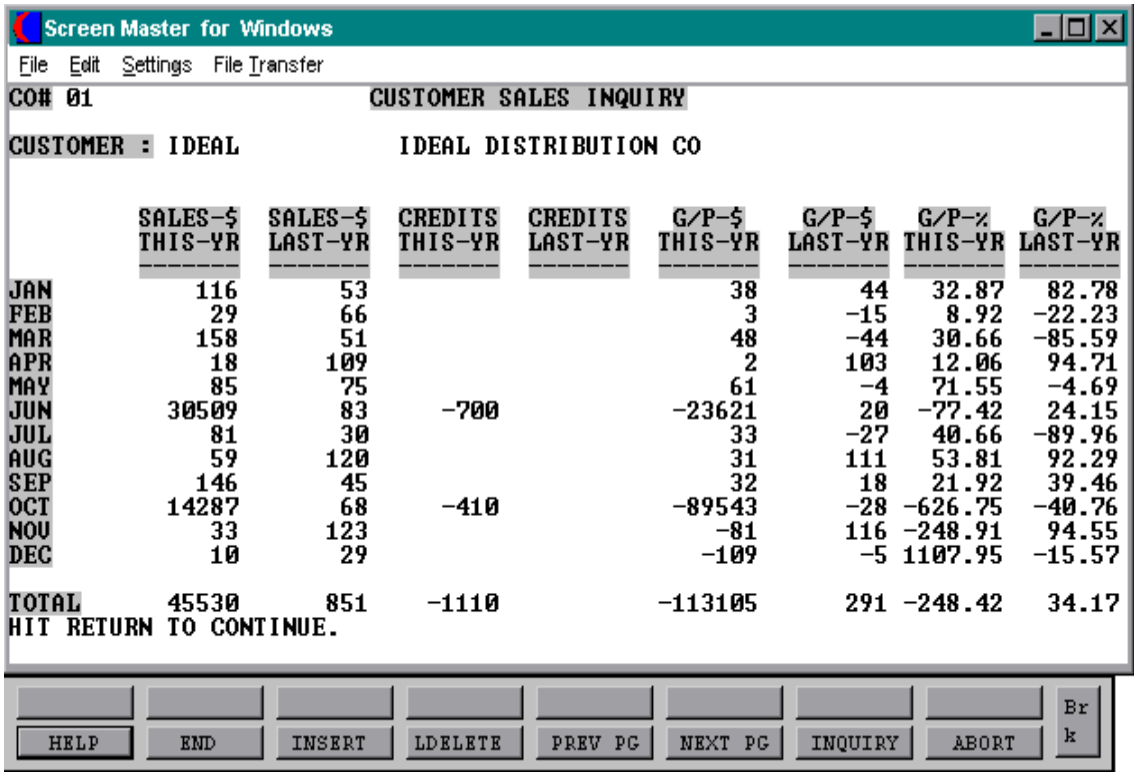
CUSTOMER SALES INQUIRY



	SALES-$ THIS-YR	SALES-$ LAST-YR	CREDITS THIS-YR	CREDITS LAST-YR	G/P-$ THIS-YR	G/P-$ LAST-YR	G/P-% THIS-YR	G/P-% LAST-YR
JAN	116	53			38	44	32.87	82.78
FEB	29	66			3	-15	8.92	-22.23
MAR	158	51			48	-44	30.66	-85.59
APR	18	109			2	103	12.06	94.71
MAY	85	75			61	-4	71.55	-4.69
JUN	30509	83	-700		-23621	20	-77.42	24.15
JUL	81	30			33	-27	40.66	-89.96
AUG	59	120			31	111	53.81	92.29
SEP	146	45			32	18	21.92	39.46
OCT	14287	68	-410		-89543	-28	-626.75	-40.76
NOV	33	123			-81	116	-248.91	94.55
DEC	10	29			-109	-5	1107.95	-15.57
TOTAL	45530	851	-1110		-113105	291	-248.42	34.17

HIT RETURN TO CONTINUE.

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CUSTOMER/PRODUCT SALES INQUIRY

PROGRAM NAME	REPORTS CUST.PROD-INQ
	REPORTS VALDSALES
	REPORTS ITEM.LOOKUP
	ARPROG G.CUST.LOOKUP.AR
SELECTION	MENU-11.4
SELECTION NUMBER	3
FILES ACCESSED	ALPHA.CUST
	CUST.MAST
	ALPHA.PROD
	PROD.MAST
	SALES.4
	COMPANY
	OPERATOR
	LOOKUP.FILE

OVERVIEW

This program displays the monthly sales quantities and dollars for this year and last year for a specific company / customer / product combination.

OPERATING INSTRUCTIONS

ENTER OPERATOR'S INITIALS:

The operator code entered is validated to the Operator file for access code 'AR'.

CO#

Enter a 2 digit company number or 'END' to return to the menu.

CUSTOMER:

Enter customer number, 'L' for the lookup routine or 'END' to return to the menu.

IS THIS THE CORRECT CUSTOMER (CR/N):

Hit ‘RETURN’ if this is the correct customer.

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CUSTOMER/PRODUCT SALES INQUIRY

OPERATING INSTRUCTIONS (Continued)

PRODUCT:

Enter product number, 'L' for the lookup routine or 'END' to return to the menu.

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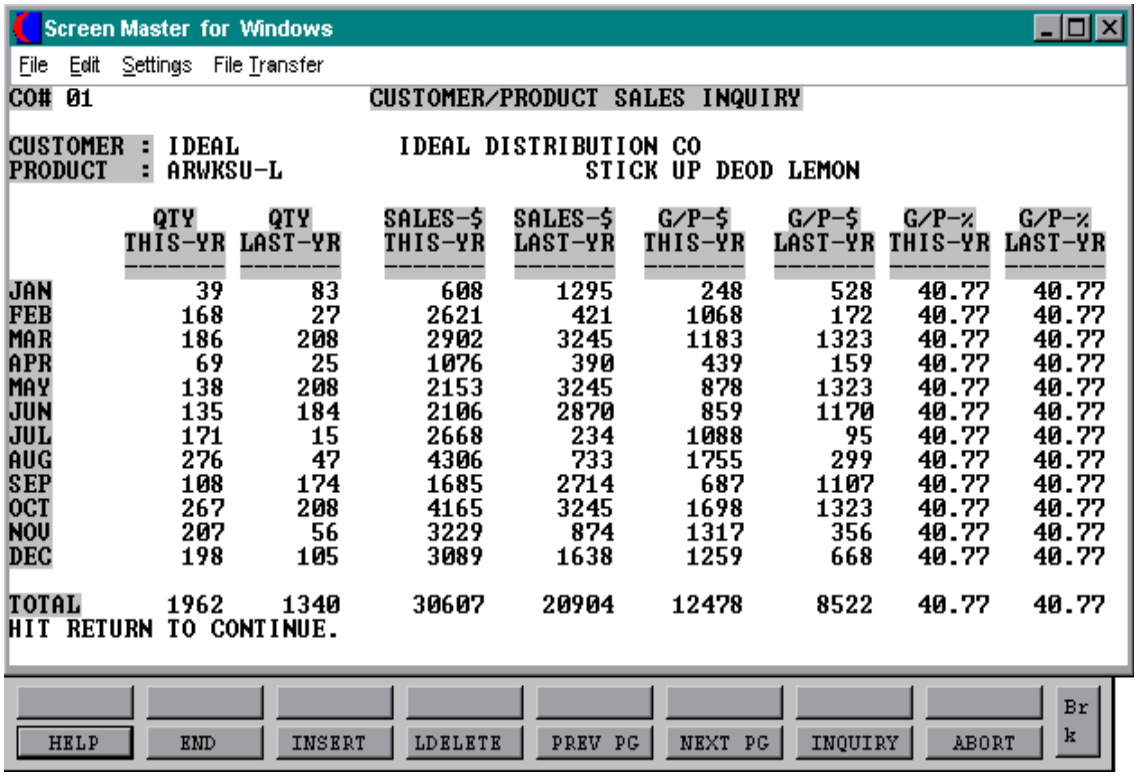
CUSTOMER/PRODUCT SALES INQUIRY



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SALESMAN/PRODUCT CLASS SALES INQUIRY

PROGRAM NAME	REPORTS SLSM.PC-INQ
	REPORTS VALDSALES
SELECTION	MENU-11.4
SELECTION NUMBER	4
FILES ACCESSED	PROD.CLASS
	SALES.5
	PARAMETER
	COMPANY
	OPERATOR

OVERVIEW

This program displays the monthly sales quantities and dollars for this year and last year for a specific company / salesman combination.

OPERATING INSTRUCTIONS

ENTER OPERATOR'S INITIALS:

The operator code entered is validated to the Operator file for access code 'AR'.

CO#

Enter a 2 digit company number or 'END' to return to the menu.

SALESMAN:

Enter salesman number or 'END' to return to the menu.

PRODUCT CLASS:

Enter a product class code or 'END' to return to the menu.

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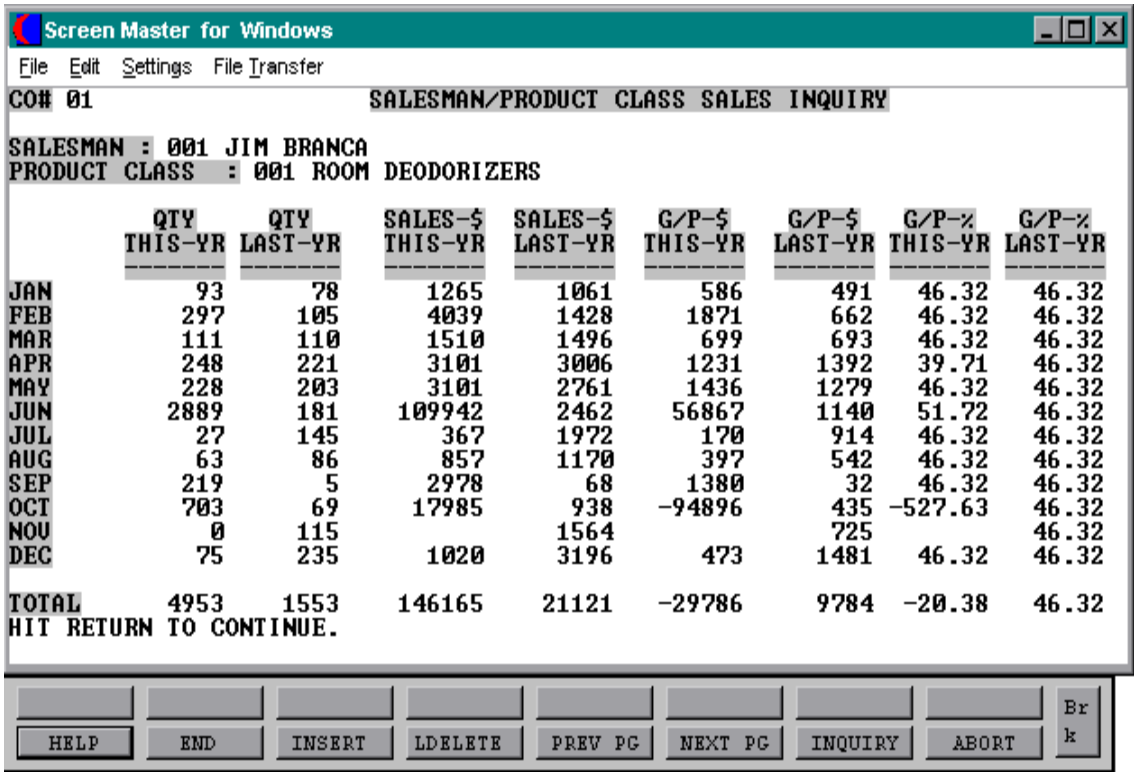
SALESMAN/PRODUCT CLASS SALES INQUIRY



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SALESMAN/CUSTOMER/PRODUCT CLASS SALES INQUIRY

PROGRAM NAME	REPORTS SLSM.CUST.PC-INQ
SELECTION	MENU-11.4
SELECTION NUMBER	5
FILES ACCESSED	ALPHA.CUST
	CUST.MAST
	PROD.CLASS
	SALES.6
	PARAMETER
	COMPANY
	SALESMAN

OVERVIEW

This program displays the monthly sales quantities and dollars for this year and last year for a specific salesman / customer / product class combination.

OPERATING INSTRUCTIONS

ENTER OPERATOR'S INITIALS:

The operator code entered is validated to the Operator file for access code 'AR'.

CO#

Enter a 2 digit company number or 'END' to return to the menu.

SALESMAN:

Enter salesman number or 'END' to return to the menu.

CUSTOMER:

Enter customer number, 'L' for the lookup routine or 'END' to return to the menu.

IS THIS THE CORRECT CUSTOMER (CR/N):

Hit ‘RETURN’ if this is the correct customer.

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SALESMAN/CUSTOMER/PRODUCT CLASS SALES INQUIRY

OPERATING INSTRUCTIONS (Continued)

PRODUCT:

Enter a product class code or 'END' to return to the menu.

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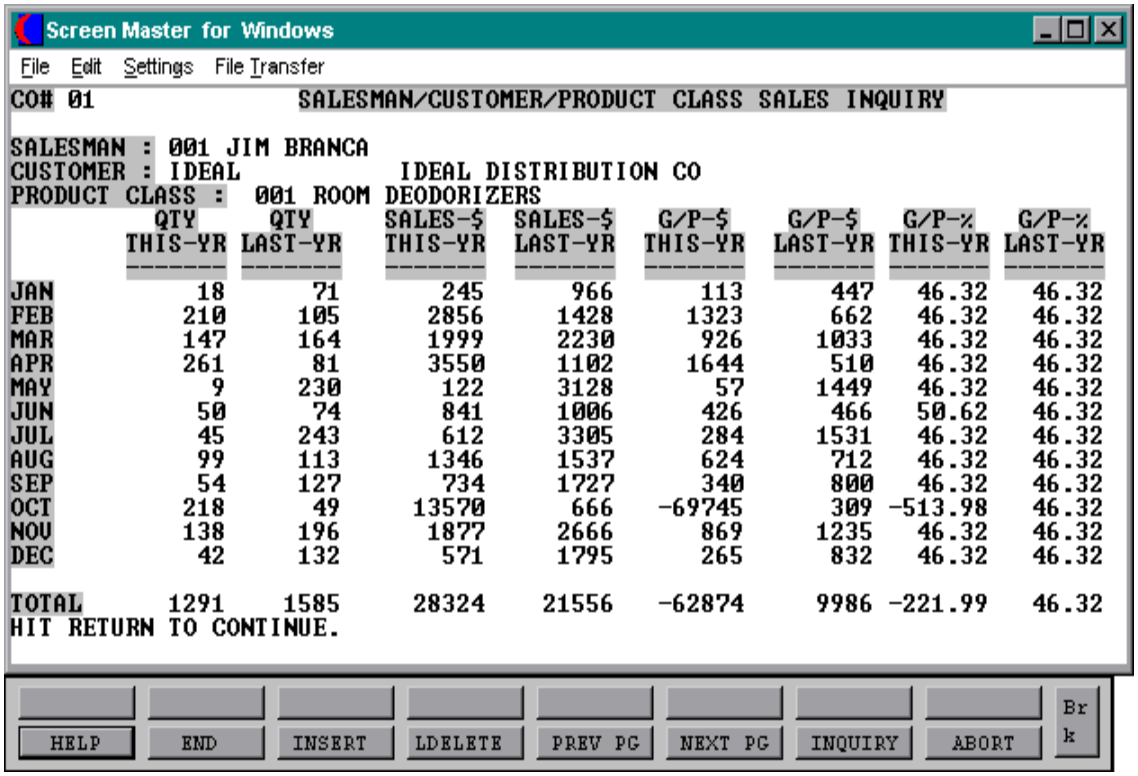
SALESMAN/CUSTOMER/PRODUCT CLASS SALES INQUIRY



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PRODUCT CLASS SALES INQUIRY

PROGRAM NAME	REPORTS PC.SLS-INQ
	REPORTS VALDSALES
SELECTION	MENU-11.4
SELECTION NUMBER	6
FILES ACCESSED	PROD.CLASS
	SALES.7
	PARAMETER
	COMPANY
	OPERATOR

OVERVIEW

This program displays the monthly sales quantities and dollars for this year and last year for a company / product class combination.

OPERATING INSTRUCTIONS

ENTER OPERATOR'S INITIALS:

The operator code entered is validated to the Operator file for access code 'AR'.

CO#

Enter a 2 digit company number or 'END' to return to the menu.

PRODUCT CLASS:

Enter a product class code or 'END' to return to the menu.

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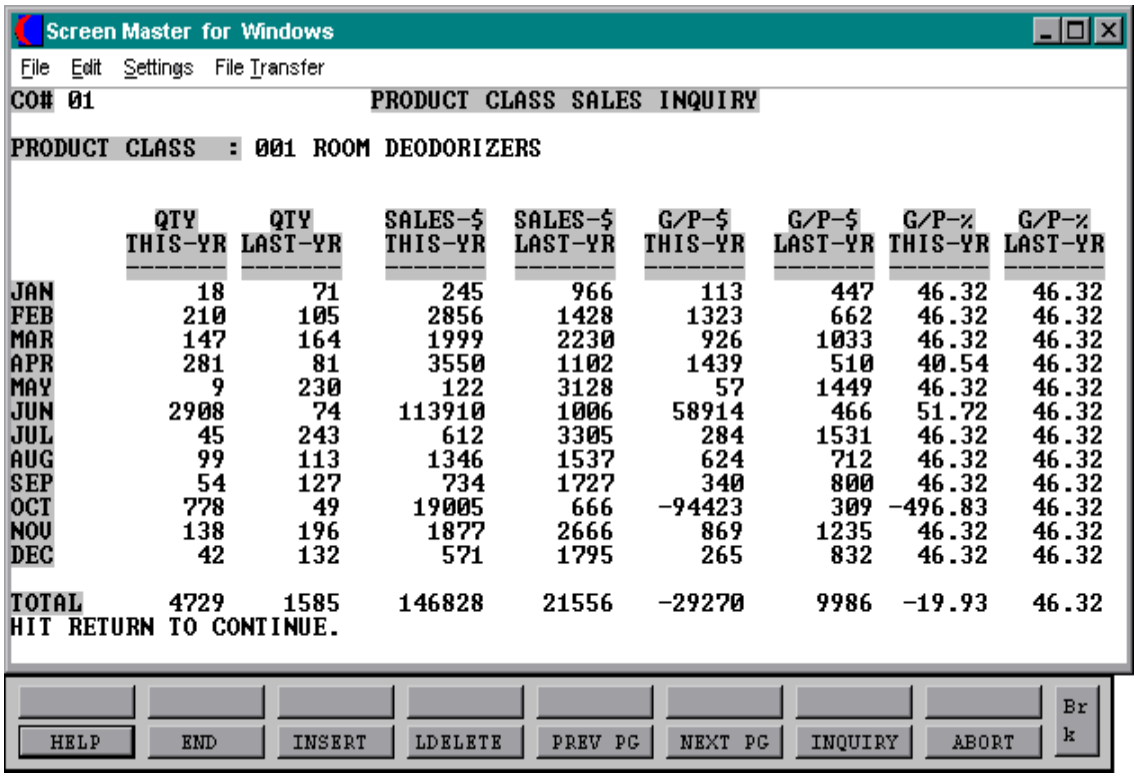
PRODUCT CLASS SALES INQUIRY



	QTY THIS-YR	QTY LAST-YR	SALES-$ THIS-YR	SALES-$ LAST-YR	G/P-$ THIS-YR	G/P-$ LAST-YR	G/P-% THIS-YR	G/P-% LAST-YR
JAN	18	71	245	966	113	447	46.32	46.32
FEB	210	105	2856	1428	1323	662	46.32	46.32
MAR	147	164	1999	2230	926	1033	46.32	46.32
APR	281	81	3550	1102	1439	510	40.54	46.32
MAY	9	230	122	3128	57	1449	46.32	46.32
JUN	2908	74	113910	1006	58914	466	51.72	46.32
JUL	45	243	612	3305	284	1531	46.32	46.32
AUG	99	113	1346	1537	624	712	46.32	46.32
SEP	54	127	734	1727	340	800	46.32	46.32
OCT	778	49	19005	666	-94423	309	-496.83	46.32
NOV	138	196	1877	2666	869	1235	46.32	46.32
DEC	42	132	571	1795	265	832	46.32	46.32
TOTAL	4729	1585	146828	21556	-29270	9986	-19.93	46.32

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PRODUCT CLASS SALES INQUIRY - GRAPH

PROGRAM NAME	REPORTS GRAPH
	REPORTS VALDSALES
SELECTION	MENU-11.4
SELECTION NUMBER	7
FILES ACCESSED	SALES.7
	COMPANY
	OPERATOR

OVERVIEW

This program displays the monthly sales quantities and dollars for this year and last year for a company in a graph format.

OPERATING INSTRUCTIONS

WARNING - THIS PROGRAM MAY BE RUN ON A WYSE TERMINAL ONLY. ENHANCE MODE MUST BE SET TO 'ON'. IF A WYSE TERMINAL IS NOT BE USED OR ENHANCE IS NOT ON, UNKNOWN RESULTS MAY OCCUR.

HIT RETURN TO CONTINUE OR END

Hit 'RETURN' to continue or 'END' to return to the menu.

GRAPH SALES BY PRODUCT CLASS

COMPANY#

Enter a 2 digit company number or enter to return to the menu.

SORT SEQUENCES

1. **BY PRODUCT CLASS NUMBER**
2. **BY ASCENDING SALES DOLLARS**
3. **BY DESCENDING SALES DOLLARS**
4. **BY ASCENDING GROSS PROFIT**
5. **BY DESCENDING GROSS PROFIT**

ENTER SELECTION:

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PRODUCT CLASS SALES INQUIRY - GRAPH

OPERATING INSTRUCTIONS (Continued)

SELECTION CRITERIA:

1. SALES DOLLARS
2. GROSS PROFIT DOLLARS

ENTER SELECTION:

Enter a selection criteria (1 or 2) or enter 'END' to return to the menu. If 1 is input the graph is based on sales dollars. If 2 is input the graph is based on gross profit dollars.

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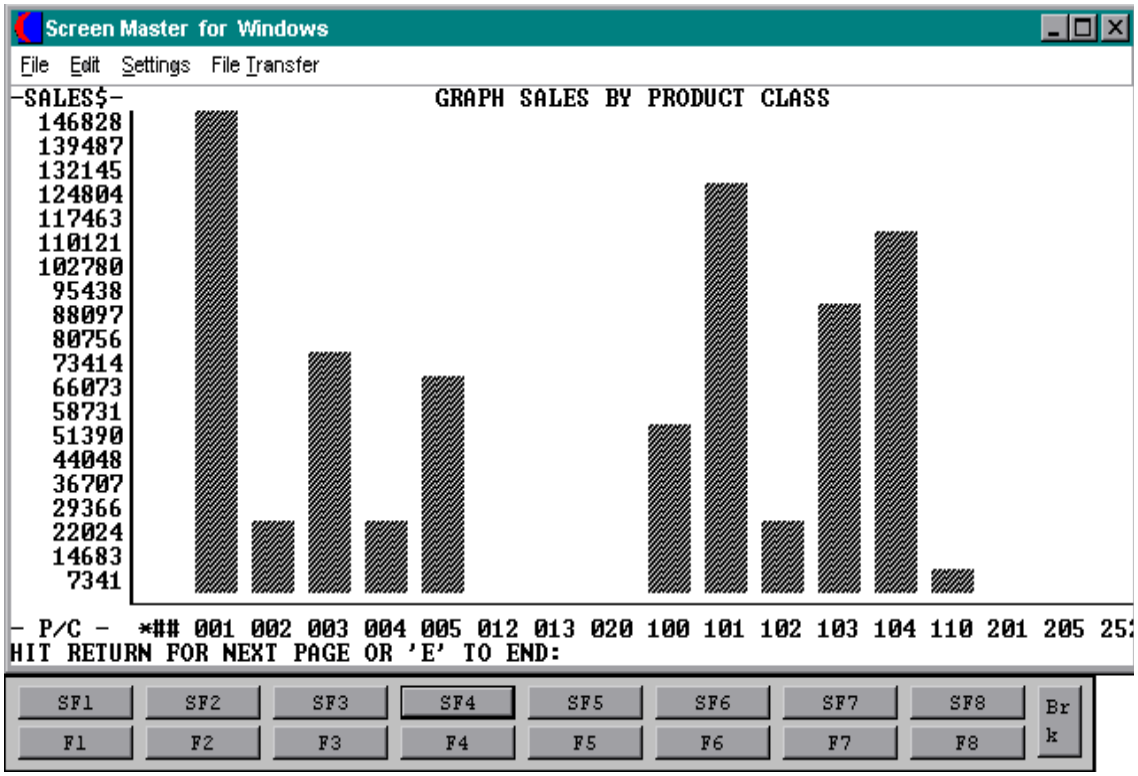
PRODUCT CLASS SALES INQUIRY - GRAPH



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FILE DESCRIPTIONS

REPORTS

Sales and Inventory Report file.

REP.PROK

Sales and Inventory Report Prok file.

SALES.1

The Sales.1 file is a transaction journal of sales by product type. The key to the Sales.1 file is CO#: WAREHOUSE: PRODUCT TYPE: FISCAL PERIOD. As such it contains:

1. Sales dollars
2. Cost dollars
3. Return dollars

This file is also used to create a sales general ledger posting by product type. General ledger posting of sales by product type is optional. In order to make use of this feature, the following steps must be taken.

1. Parameter 13 must be set to 'Y'.
2. The Sales.1 update element must be present in the End of Day Control record (Inv.Updt) so that the Sales.1 file is updated.
3. Appropriate general ledger numbers must be loaded in the Product Type file.

Individual customers may be inhibited from updating the Sales.1 file by setting attribute 52 in the Customer Detail file to 'N'. Obviously selective updating would not be appropriate if general ledger updating based upon product type is selected.

SALES.2

The Sales.2 file contains product history information. The key to the file is WAREHOUSE: INTERNAL PRODUCT NUMBER and contains:

1. Product sales units (24 MONTHS) this year and last year.
2. Product sales dollars (24 MONTHS) this year and last year.
3. Product cost dollars (24 MONTHS) this year and last year.

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FILE DESCRIPTIONS

SALES.2 (Continued)

In addition to its use in producing various product sales history reports, this file is the source of the data used in the inventory management system.

This file is updated during the end of day process by element Iu.Sales.2005. If this file is not desired, this element can be removed from the End of Day Control record.

SALES.3

The Sales.3 file contains customer history information. The key to the file is COMPANY: INTERNAL CUSTOMER NUMBER and contains:

1. Customer sales dollars (24 MONTHS)
2. Customer cost dollars (24 MONTHS)
3. A/R balance at END of month (24 MONTHS) (updated during A/R month end)

In addition to its use in producing various customer sales history reports, this file is the source of the data used in the printing of the accounts receivable customer ledger card. This file is updated during the end of day process by element Iu.Sales.3004. If this file is not desired, this element can be removed from the End of Day Control record. Individual customers may be inhibited from updating the Sales.3 file by setting attribute 53 in the Customer Detail file to 'N'.

SALES.4

The Sales.4 is one of the four Customer Product Sales History files that can be generated by the system. The element Iu.Sales.4004 updates all the Product Sales History files. In the base MDS system, the key to the Sales.4 file is COMPANY: CUSTOMER: PRODUCT.

Thus, the Sales.4 file contains the lowest level detail of customer-product sales history information. It used to produce detail customer-product and/or product/customer sales analysis.

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FILE DESCRIPTIONS

SALES.4 (Continued)

The information contained in this file is:

1. Sales units (24 MONTHS)
2. Sales dollars (24 MONTHS)
3. Cost dollars (24 MONTHS)

If the MDS customer does not wish to maintain this Sales file, its creation can be inhibited by setting Parameter 90 to 'N'.

Individual customers may be inhibited from updating the Sales.4 file by setting attribute 54 in the customer detail file to 'N'.

SALES.5

The Sales.5 is one of the four Customer Product Sales History files that can be generated by the system. The element Iu.Sales.4004 updates the Product History files. In the base MDS system, the key to the Sales.5 file is COMPANY: SALESMAN: PRODUCT CLASS.

Thus, the Sales.5 file contains salesman summary information and is used to produce salesman profitability / performance analysis.

The information contained in this file is:

1. Sales units (24 MONTHS)
2. Sales dollars (24 MONTHS)
3. Cost dollars (24 MONTHS)

If the MDS customer does not wish to maintain this Sales file, its creation can be inhibited by setting Parameter 91 to 'N'.

Individual customers may be inhibited from updating the Sales.5 file by setting attribute 55 in the Customer Detail file to 'N'.

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FILE DESCRIPTIONS

SALES.6

The sales.6 is one of the four Customer Product Sales History files that can be generated by the system. The element Iu.Sales.4004 updates the Sales History files. In the base MDS system, the key to the Sales.6 file is COMPANY: SALESMAN: CUSTOMER: PRODUCT CLASS.

Thus, the Sales.6 file contains quite detailed customer sales data, and is used to produce the salesman / customer / product class sales analysis.

The information contained in this file is:

1. Sales units (24 MONTHS)
2. Sales dollars (24 MONTHS)
3. Cost dollars (24 MONTHS)

If the MDS customer does not wish to maintain this Sales file, its creation can be inhibited by setting Parameter 92 to 'N'.

Individual customers may be inhibited from updating the Sales.6 file by setting attribute 56 in the Customer Detail file to 'N'.

SALES.7

The sales.7 is one of the four Customer Product Sales History files that can be generated by the system. The element Iu.Sales.4004 updates the Sales History files. In the base MDS system, the key to the Sales.7 file is COMPANY: PRODUCT CLASS.

Thus, the Sales.7 file contains company summary information and can be used to produce company and / or product class performance analysis.

The information contained in this file is:

1. Sales units (24 MONTHS)
2. Sales dollars (24 MONTHS)
3. Cost dollars (24 MONTHS)

If the MDS customer does not wish to maintain this Sales file, its creation can be inhibited by setting Parameter 93 to 'N'.

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FILE DESCRIPTIONS

SALES.7 (Continued)

Individual customers may be inhibited from updating the Sales.7 file by setting attribute 57 in the Customer Detail file to 'N'.

Sales History Documentation file.

WAREHOUSE

This file defines each of the warehouses used by the MDS client. A maximum of 999 warehouses may be used.

CUST.MAST

One Customer Master record is maintained for each of the client's customers. Generally this file contains all static data relative to that customer such as pricing and discounting information, name and address, and various indicator fields.

CUST.DET

The Customer Detail file contains one record for each customer, for each company that customer deals with. The file contains basic sales and credit history for the customer.

SALESMAN

This file contains descriptive information about each salesman and stores basic performance information on each individual.

PROD.MAST

The Product Master file contains one entry for each product carried by the company. Access is through the Alpha Product file. Basic descriptive information regarding the product is stored in this record such as:

1. Description
2. Product classification (TYPE AND CLASS)
3. Pricing
4. Substitution

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FILE DESCRIPTIONS

PROD.DET

The Product Detail file contains an entry for each product for each warehouse in which it is stored. This file contains basic inventory, product, and product sales movement and history.

PARAMETER

The Parameter file stores various pieces of information used for the processing of the MDS client.

COMPANY

This file holds pertinent information for each company as defined the MDS client. A maximum of 99 companies may be defined. The company name stored in this record is used as the heading for the various reports. In addition the prompt mask and next internal number to be used for the Product and Customer files are stored in this record.

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MASTER DISTRIBUTION DOCUMENTATION

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