



# Sales Analysis Training Guide

## Sales Analysis Training Guide

The following training guide is a quick start guide for Sales Analysis.

### Overview

Sales Analysis Reports and Inquiries provide an overview of customer, product and salesman activity, highlighting sales trends for management attention.

08/06/15

Sales Analysis Training Guide

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Notes:

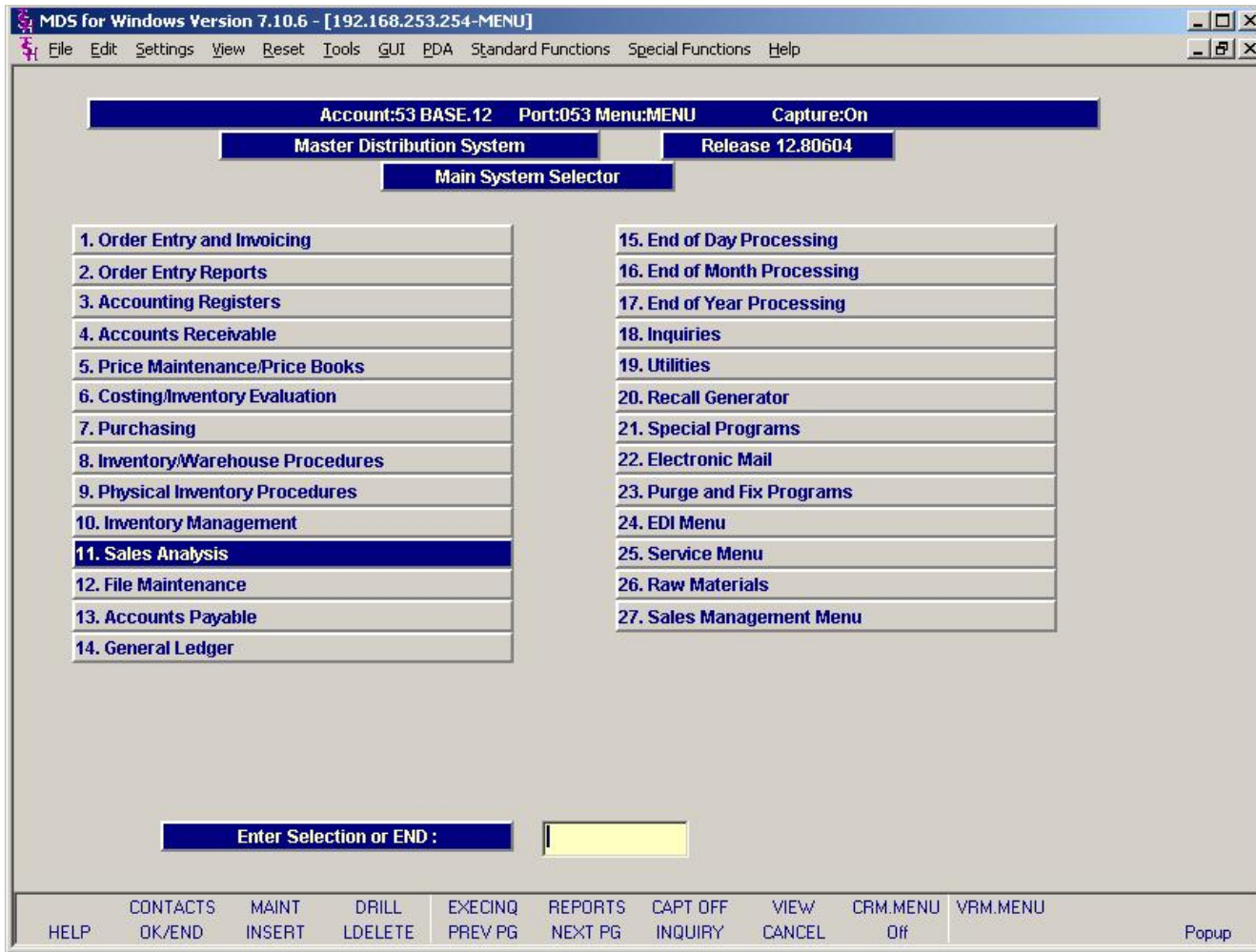
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Main Menu

Sales Analysis can be found on the main menu.

Notes:

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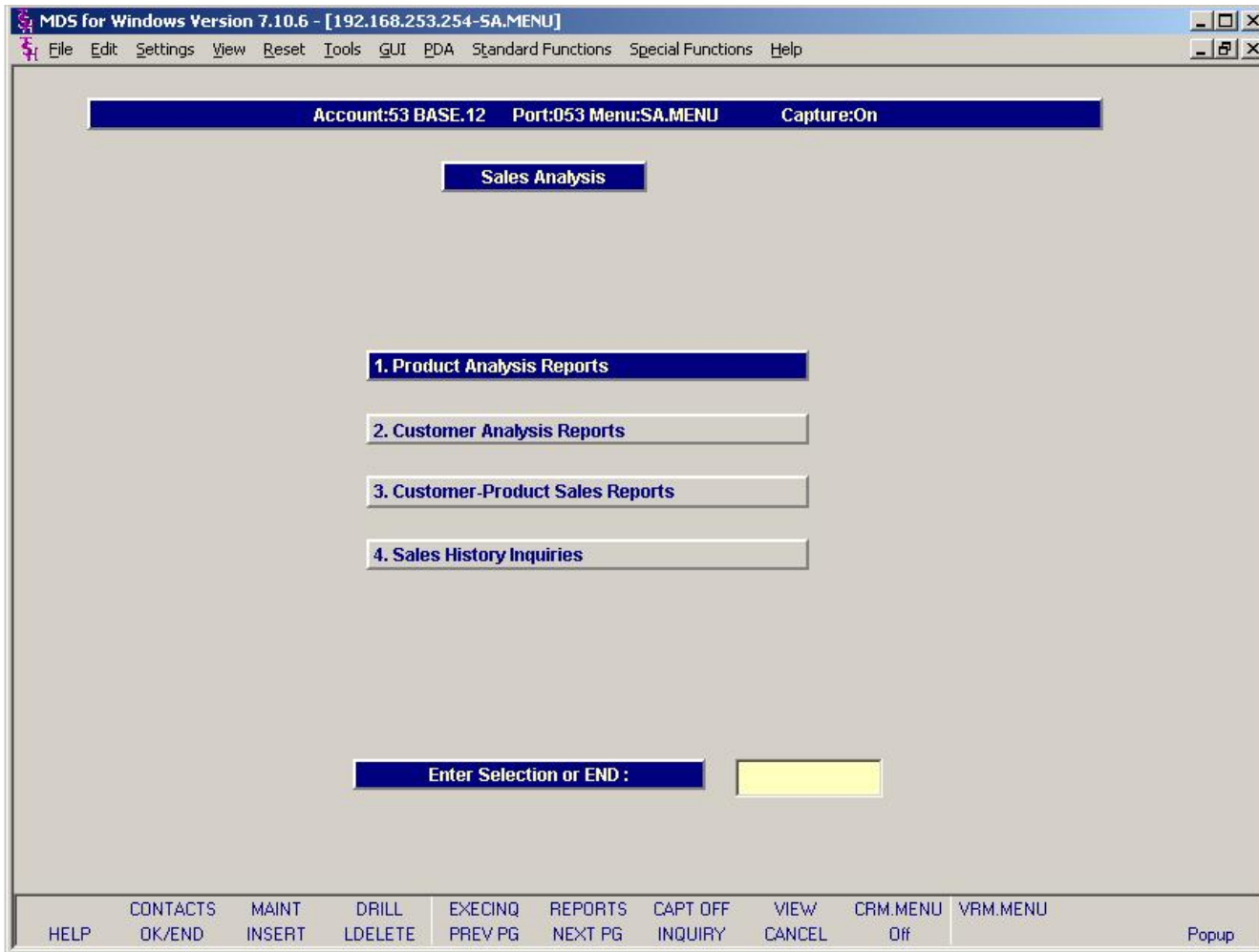
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### Sales Analysis Menu

The Product Analysis Menu is available from the Sales Analysis Menu.

Notes:

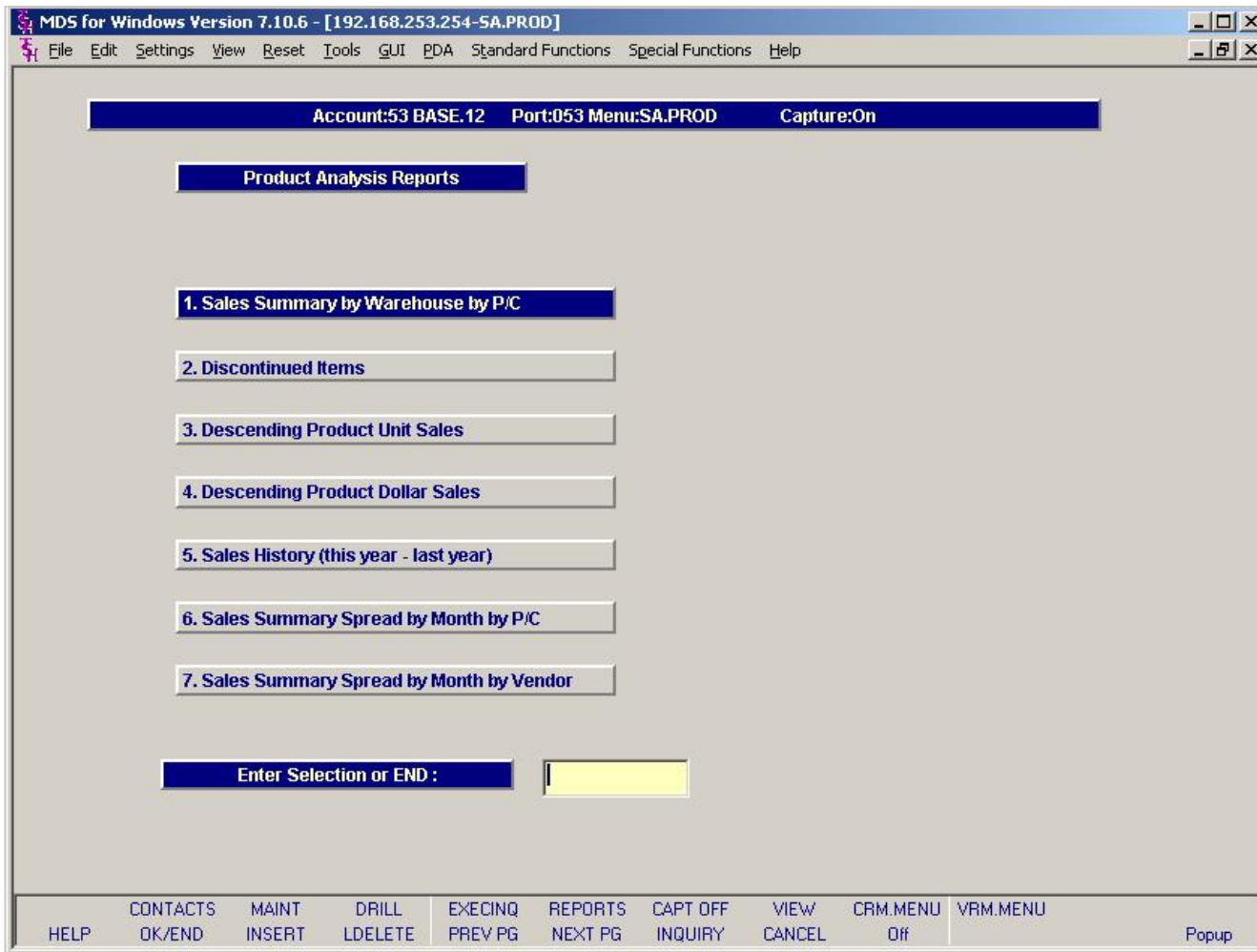
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The menu contains the following Product Analysis Report selections;

- Sales Summary by Warehouse by P/C
- Discontinued Items
- Descending Product Unit Sales
- Sales History (this year – last year)
- Sales Summary Spread by month by P/C
- Sales Summary Spread by Month by Vendor

Notes:

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WHSE: 001 NEW YORK, NY \*\*\*\*\* PRODUCT SALES \*\*\*\*\* PAGE: 1  
 FOR FISCAL PERIOD 0301 29 Jun 2004

P/C	PRODUCT DESCRIPTION	***** MONTH TO DATE *****				***** YEAR TO DATE *****			
		UNITS	SALES\$	PROFIT	GP%	UNITS	SALES\$	PROFIT	GP%
*****PRODUCT NOT ON FILE*		0	0	0.0	0	0	0	0.0	
*****PRODUCT NOT ON FILE*		0	0	0.0	0	0	0	0.0	
*****PRODUCT NOT ON FILE*		0	0	0.0	0	0	0	0.0	
*****PRODUCT NOT ON FILE*		0	0	0.0	0	0	0	0.0	
*****PRODUCT NOT ON FILE*		1	22	4	19.9	1	22	4	19.9
*****PRODUCT NOT ON FILE*		0	0	0.0	0	0	0	0.0	
*****PRODUCT NOT ON FILE*		0	0	0.0	0	0	0	0.0	

**Sales Summary by Warehouse by P/C Report**

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.

**Warehouse**

In this field the operator has the option of selecting 'All Warehouses', 'Warehouse Range' and 'Specific Warehouse'.

**Fiscal Period**

Enter the Fiscal period as 'YYMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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DISCONTINUED ITEM REPORT 15 Jun 2004

WAREHOUSE: 001 NEW YORK, NY

P/C	PRODUCT/DESCRIPTION.....	ON HAND...	IN.PICK.	VEND ON ORD	B/O.....	SALES YTD.	SALES\$.. YTD....	INV.VALUE..
013	979575 SURGIPAD 8X10 20/TRAY	0		0	0	0	0	0.00
***		0	0	0	0	0	0	0.00
026	W009 H.PYLORI TEST 10'S	0		0	0	0	0	0.00
***		0	0	0	0	0	0	0.00
028	20121 MONO TEST CARDS O.S. 20/	4		0	0	26	2,108	2360.00
***		4	0	0	0	26	2,108	2360.00
101	ARWKEU-HD HVY DUTY STICK UP	988		0	0	1192	4,670	91291.20
***		988	0	0	0	1192	4,670	91291.20
140	BW-600 WIRE	20000		0	0	805582	4,389,660	40000.00
***		20000	0	0	0	805582	4,389,660	40000.00
		20992	0	0	0	806800	4,396,438	133651.20

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### Discontinued Items Report

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.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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PAGE 1

PRODUCT DESCENDING SALES UNITS ITD ANALYSIS 06 Jul 2004

WHSE : 001 NEW YORK

LINE	PRODUCT NUMBER PRODUCT NAME	***** MONTH TO DATE *****				***** YEAR TO DATE *****					
		UNITS	SALES\$	PROFIT	G/P%	%TOT	UNITS	SALES\$	PROFIT	G/P%	%TOT
1	3M-350L STERIL LATEX GLOVES LG	0	0	0	0.00	0.00	1197	37478	16445	43.88	9.99
2	102 BLUE PLASTIC DESK	7	1525	850	55.74	1.39	1076	182128	82347	45.21	8.98
3	105 ULTRA BLUE PLASTIC DESK	26	13688	4789	34.99	5.15	1046	283406	51295	18.10	8.73
4	MINE Test Product	2	-90090	-98144	108.94	0.40	677	-70293	-88079	125.30	5.65
5	101 RED PLASTIC DESK	49	9196	7450	81.01	9.70	600	117456	61495	52.36	5.01
6	BENJI.LOT BENJI LOT - RECORD	205	1260	141	11.19	40.59	316	10135	8461	83.48	2.64
7	TOM1 TOM'S TEST PRODUCT	94	883035	605359	68.55	18.61	244	783960	2857856	75.53	2.04
8	RJA RJA REBATE TEST	0	0	0	0.00	0.00	222	420	414	98.45	1.85
9	KTEST KEVIN'S TEST	0	0	0	0.00	0.00	200	36000	12000	33.33	1.67
10	107 TEST- PRODUCT 107	0	0	0	0.00	0.00	193	12206	8736	71.58	1.61
11	9252 CURAPIL Gel Wound dress.	0	0	0	0.00	0.00	175	2917	292	10.00	1.46
12	RJP2 TEST PRODUCT	0	0	0	0.00	0.00	150	1500	750	50.00	1.25
13	BENJI.PROD BENJI TEST PROD	0	0	0	0.00	0.00	118	807	15	1.90	0.98
14	104	0	0	0	0.00	0.00	107	41507	18192	43.83	0.89

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Descending Product Unit Sales Report

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.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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PAGE 1 PRODUCT DESCENDING SALES DOLLARS YTD ANALYSIS 29 Jun 2004

WHSR : 001 NEW YORK, NY

\*\*\*\*\* MONTH TO DATE \*\*\*\*\* \*\*\*\*\* YEAR TO DATE \*\*\*\*\*

PRODUCT NUMBER	UNITS	SALES\$	PROFIT	Q/P%	%TOT	UNITS	SALES\$	PROFIT	Q/P%	%TOT
1 WIRE	05582	4389660	-109271832	2489.30	73.00	805582	389660	9271832	489.30	59.92
2 OAK DESK - EXECUTIVE	1060	1325000	689000	52.00	22.03	1060	1325000	689000	52.00	18.09
3 GLOVE NS LTX HD PWRPFR	511	3235	1541	47.64	0.05	4500	29581	14159	47.87	0.40
4 POWER TABLE SPECIFY COLOR	0	0	0	0.00	0.00	4	26600	3500	13.16	0.36
5 COACHCHECK KIT 48/EX	18	4949	1061	21.44	0.08	96	26418	5682	21.51	0.36
6 GAUZE SPONGE NS 3X3 12PLY	788	3460	2267	65.53	0.06	5306	22931	14897	64.96	0.31
7 URINE MULTISTIX 1082 100	53	3287	1114	33.88	0.05	341	18760	4704	25.08	0.26
8 STRIP TEST QUICKVUE 25/ET	18	1289	344	26.68	0.02	257	18693	5200	27.82	0.26
9 STERILISER M-9	3	8840	1190	13.46	0.15	6	17535	2235	12.75	0.24
10 URINE CHEMSTRIP 10 100	30	1756	647	36.85	0.03	284	17317	6859	39.61	0.24
11 GLOVE PP NS MEDIUM SMOOTH	51	2045	642	31.42	0.03	380	15162	4712	31.08	0.21
12 GLOVE NS ULTRACARE UNISE	291	1860	333	17.88	0.03	2141	14276	3119	21.85	0.19
13 GAUZE SPONGE NS 4X4 12PLY	208	978	478	48.94	0.02	2123	12823	7769	60.59	0.18
14 REPAIRS MISC.	23	1710	505	29.56	0.03	226	12647	3796	30.02	0.17
15 TOWEL, MULTIFOLD SURPASS	28	1209	632	52.24	0.02	295	12096	6010	49.69	0.17
16 STRIP A TEST CARDS CS 90/	0	0	0	0.00	0.00	63	11748	1920	16.34	0.16
17 GLOVE NS LTX SK PWRPFR	264	1475	564	38.24	0.02	1775	11641	5517	47.39	0.16
18 VAC SPEC MEDIUM DSP 25/EX	32	1321	331	25.02	0.02	274	11219	2852	25.42	0.15
19 TABLE PAPER 21" SM 12/CS	43	1380	404	29.30	0.02	327	10504	2951	28.09	0.14
20 ELECTROCARDIOGRAPH W/SPIR	0	0	0	0.00	0.00	2	10495	2125	20.25	0.14

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Descending Product Dollar Sales Report

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.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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WHSE: 001 NEW YORK PRODUCT CLASS / PRODUCT ANALYSIS AS OF 07/01/00 PAGE 5  
FOR FISCAL MONTH 01

PC: 001 ROOM DEODORIZERS

PRODUCT NUMBER PRODUCT DESCRIPTION	U/M	MONTH UNITS			YTD UNITS			MONTH SALES\$			YTD SALES\$		
		THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE
CONIETEST													
TEST PRODUCT	EA	0	0	0	0	0	0	0	0	0	0	0	0
CREDIT1													
CREDIT EXAMPLE	EA	0	0	0	-1	0	0	0	0	0	-10	0	0
D-170-29													
NUT2	EA	0	0	0	0	0	0	0	0	0	0	0	0
DEA01													
DEA DRUG TYPE 01	EA	0	0	0	0	23	100-	0	0	0	0	230	100-
DEA99													
DEA PRODUCT 99	EA	0	0	0	0	124	100-	0	0	0	0	1195	100-
DEALOT													
DEA LOT ITEM	EA	0	0	0	0	0	0	0	0	0	0	0	0
DEATEST													
TESTING DEA	EA	0	0	0	0	0	0	0	0	0	0	0	0
DISC													
DISCONTINUED	EA	0	0	0	0	0	0	0	0	0	0	0	0
DSTEST													
DS TEST	EA	0	0	0	0	0	0	0	0	0	0	0	0
GLVE650136													
TEST PRODUCT	EA	0	0	0	32	21500		0	0	0	386	20	1830
GMS													
PO COMBO ITEM	EA	0	0	0	0	0	0	0	0	0	0	0	0
GMS1													
PO COMBO ITEM	EA	0	0	0	0	0	0	0	0	0	0	0	0
GMSLOT													
GRACE LOT ITEM	EA	0	0	0	3	0	0	0	0	0	300	0	0
GRACE													
PRODUCT	EA	0	0	0	6	0	0	0	0	0	1000	0	0
HOLD													
TEST	EA	0	0	0	0	0	0	0	0	0	0	0	0
KLOT													
Kpl Lot	EA	0	0	0	1	0	0	0	0	0	1	0	0
KTHST													
KEVIN'S TEST	EA	0	0	0	200	0	0	0	0	0	36000	0	0
LOT2													
LOT TEST	EA	0	0	0	3	0	0	0	0	0	30	0	0
LOT555													
TEST	EA	0	0	0	0	0	0	0	0	0	0	0	0
LOTITEM													
LOT TEST	EA	0	0	0	2	0	0	0	0	0	100	0	0
LOTRELEASE													
LOT ITEM - RELEASE	EA	0	0	0	0	-1	100-	0	0	0	0	0	0
MINE													
Test Product	EA	0	0	0	600	242400		0	0	0	-71181	1068	6765-

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Sales History (this year – last year) Report  
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.

Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

Fiscal Period

Enter the Fiscal period as 'YMMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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WHER: 001 NEW YORK      PRODUCT CLASS / PRODUCT SPREAD ANALYSIS AS OF 06/01/03      PAGE 11

PC: 002 CARPET CLEANERS

\*\*\*\*MONTHLY SALES UNITS THROUGH CURRENT YEAR MONTH 01\*\*\*\*      YEAR TO DATE      PCT

PRODUCT NUMBER	PRODUCT DESCRIPTION	U/M	1	2	3	4	5	6	7	8	9	10	11	12	THIS YR	LAST YR	CHG
ADWCF14	CARPET FRESH 14 OZ	EA	0	219	213	182	207	9	27	3	238	237	192	270	0	156	100-
ADWCF22	CARPET FRESH 22 OZ	EA	0	6	225	252	57	207	273	153	229	225	102	85	0	192	100-
ADWCF9	CARPET FRESH 9 OZ	EA	0	57	105	165	120	258	285	69	128	195	99	89	0	123	100-
ADWDISP	CARPET FRESH DISPLAY	EA	0	45	201	63	60	225	126	234	36	84	243	24	0	273	100-
**PROD CLASS:002 CARPET CLEANERS			0		744		444		711		631		636			744	100-
				327		662		699		459		741		468	0	744	100-

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Sales Summary Spread by month by P/C Report

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.

Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

Fiscal Period

Enter the Fiscal period as 'YYMM'.

Enter desired Activity Field (U)nits or (D)ollars.

Enter 'U' for Units or 'D' for Dollars.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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VENOR / PRODUCT SPREAD ANALYSIS AS OF 06/01/03 PAGE 3

VENOR: 3M 3M CORP.

\*\*\*MONTHLY SALES DOLLARS THROUGH CURRENT YEAR MONTH 01\*\*\* YEAR TO DATE PCT

PRODUCT NUMBER	PRODUCT DESCRIPTION	U/M	1	2	3	4	5	6	7	8	9	10	11	12	THIS YR	LAST YR	PCT
3M-350L	STERIL LATEX GLOVES LG	EA	72	205	192	198	211	217	0	0	0	0	0	1220	72	205	135
3M-350M	STERIL LATEX GLOVES MED.	EA	0	205	200	223	207	209	0	0	0	0	0	0	0	205	100
3M-350S	STERILE LATEX GLOVES SM.	EA	0	198	204	211	227	198	0	0	0	0	0	0	0	211	100
R55305	TEST REBATE	CS	486	0	0	0	0	0	0	0	0	0	0	0	486	0	0
R55306	TEST REBATE 2	CS	486	0	0	0	0	0	0	0	0	0	0	0	486	0	0
**3M	3M CORP.		900		595		645		0		0		0		900	622	45
				609		632		624		0		0		1220			

Sales Summary Spread by month by Vendor Report

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.

Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

Fiscal Period

Enter the Fiscal period as 'YYMM'.

Enter desired Activity Field (U)nits or (D)ollars.

Enter 'U' for Units or 'D' for Dollars.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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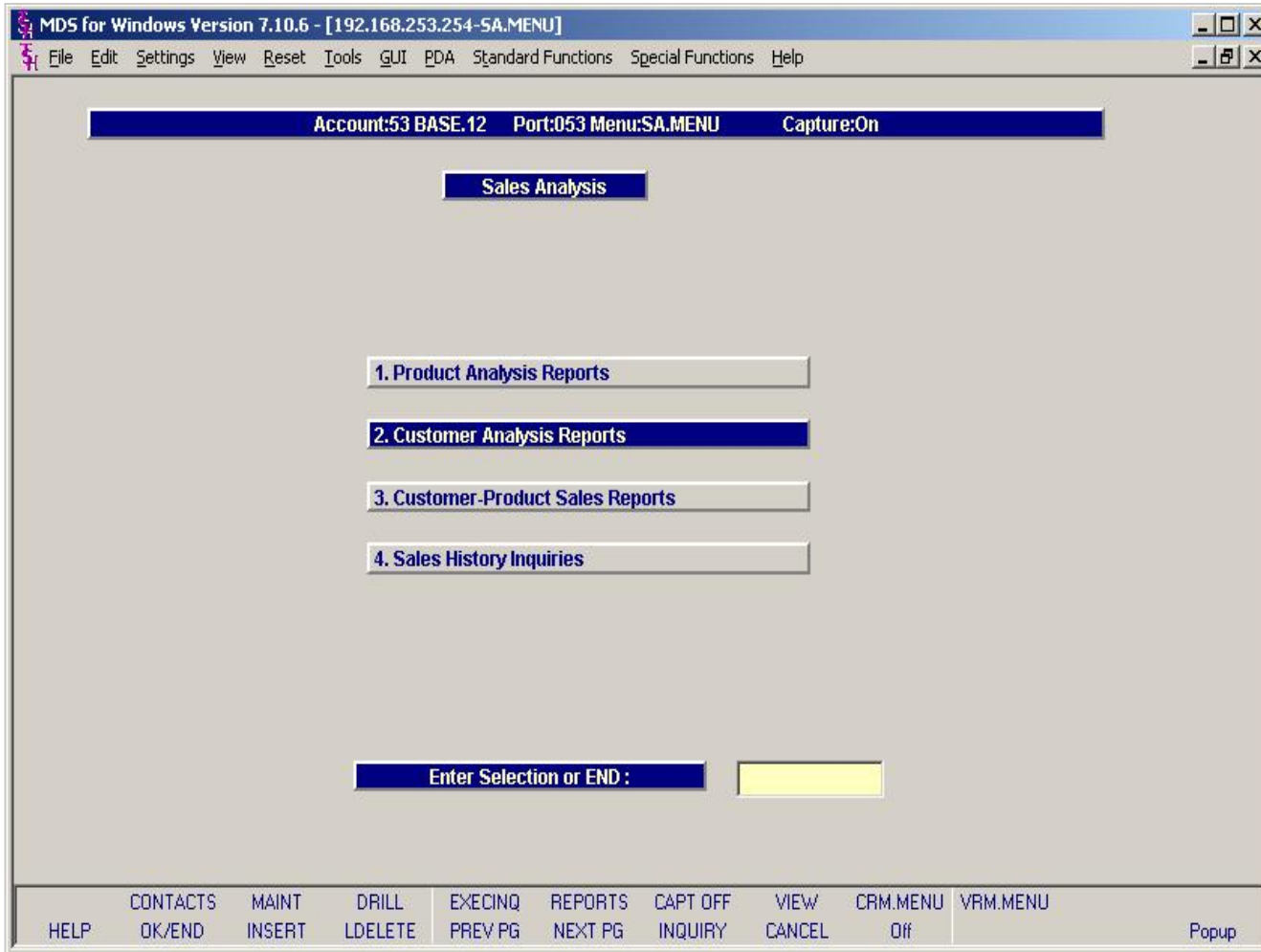
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Customer Analysis Reports Menu

Customer Analysis Reports can be found from the Sales Analysis Selector.

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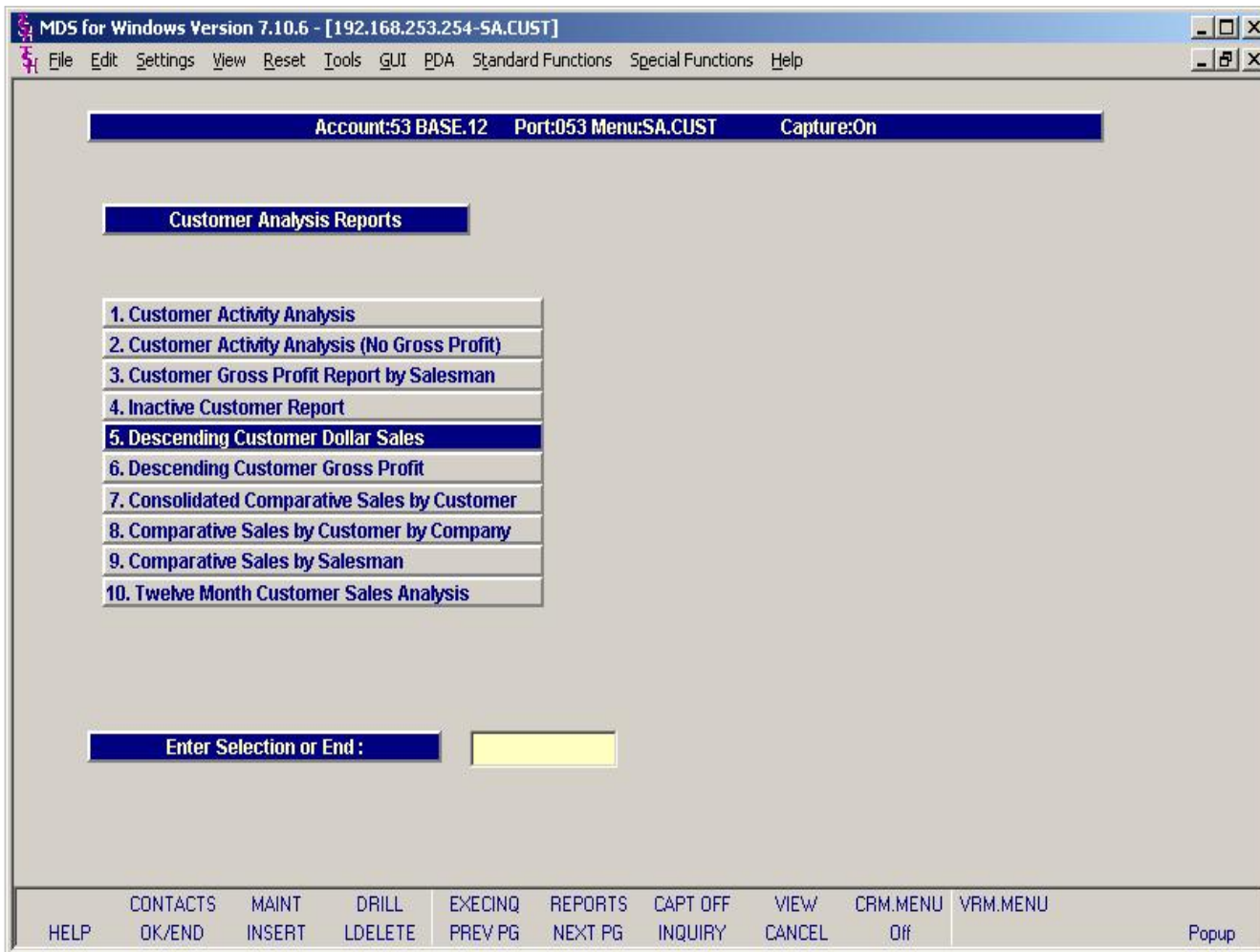
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The menu contains the following Customer Analysis Report selections;

- Customer Activity Analysis
- Customer Activity Analysis (No Gross Profit)
- Customer Gross Profit Report by Salesman
- Inactive Customer Report
- Descending Customer Dollar Sales
- Descending Customer Gross Profit
- Consolidated Comparative Sales by Customer
- Consolidated Comparative Sales by Company
- Comparative Sales by Salesman
- Twelve Month Customer Sales Analysis

Notes:

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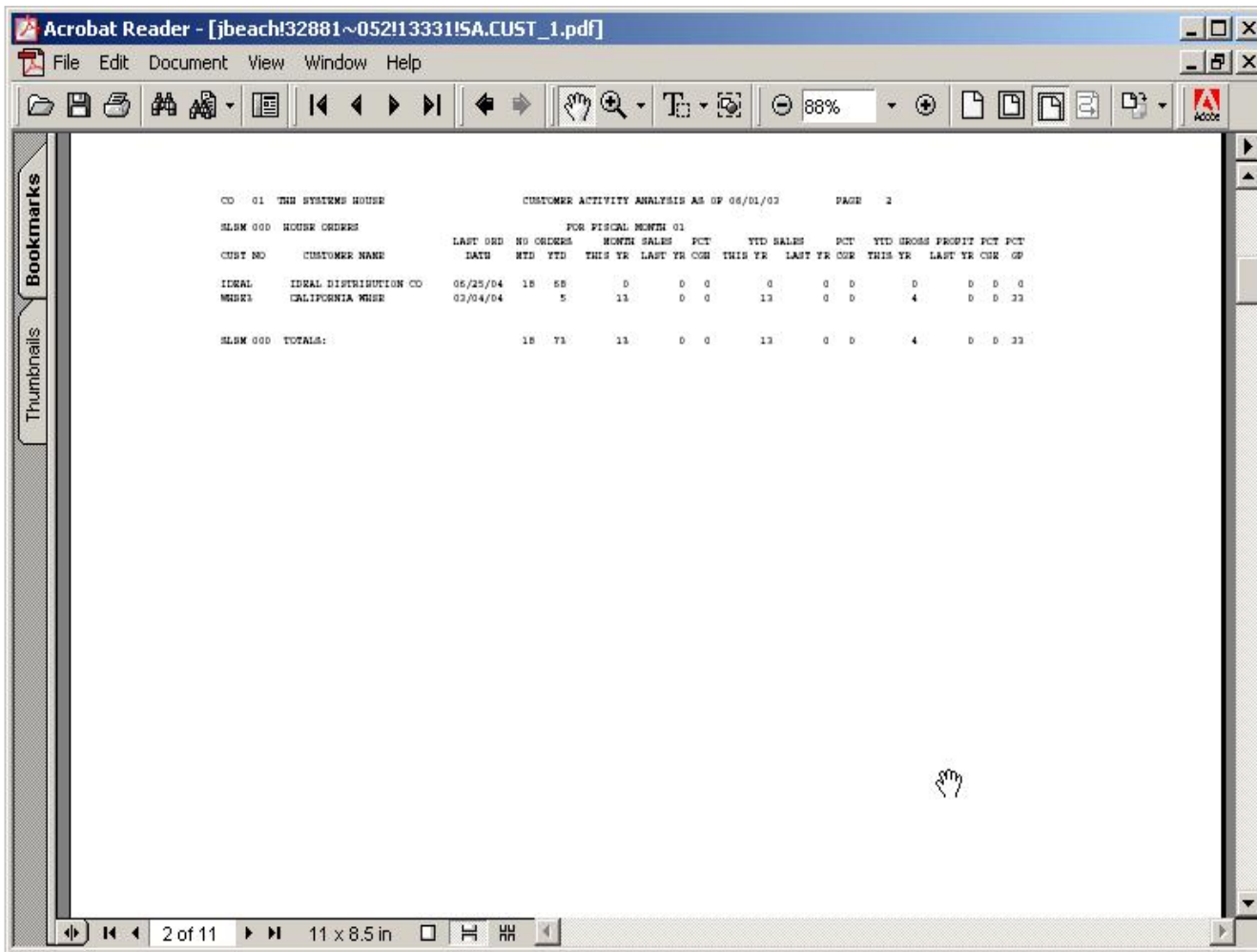
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### Customer Activity Analysis Report

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.

#### Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

#### Fiscal Period

Enter the Fiscal period as 'YYMM'.

#### Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

#### Customer#

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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Viewing

CO 01 TSH MEDICAL SUPPLY CUSTOMER ACTIVITY ANALYSIS AS OF 06/01/03 PAGE 1

SLSM 001 SY FERTIG FOR FISCAL MONTH 01

CUST NO	CUSTOMER NAME	LAST ORD DATE	NO ORDERS		MONTH SALES		PCT CGE	YTD SALES		PCT CGE
			MTD	YTD	THIS YR	LAST YR		THIS YR	LAST YR	
MARCOW	MICHAEL MARCOWITZ MD	07/02/04	5	31	1923-	0	0	-1923	0	0
NYU	NEW YORK UNIVERSITY	05/08/04	3	4	0	0	0	0	0	0
STANFORD	STANFORD UNIVERSITY	07/13/03			0	0	0	0	0	0
UMC	UNIVERSITY MEDICAL CENTER	07/18/04	30	246	14359	0	0	14359	0	0
SLSM 001	TOTALS:		38	281	12436	0	0	12436	0	0

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### Customer Activity Analysis (No Gross Profit) Report

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.

#### Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

#### Fiscal Period

Enter the Fiscal period as 'YYMM'.

#### Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

#### Customer#

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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GROSS PROFIT BY CUSTOMER - BY SALESMAN      DATE 30 Jun 2004      PAGE 1

COMP: 01 SLS-001 BY FERTIG

CUST#	CUSTOMER NAME	***** MONTH TO DATE *****					***** YEAR TO DATE *****				
		SALES\$	RETURNS	NET SALES	PROFIT	G/P%	SALES\$	RETURNS	NET SALES	PROFIT	G/P%
UMC	UNIVERSITY MEDICAL CENTR	12,010	-75	11,935	4,728	39.6	154,384	-1,579	152,805	52,575	34.4
MARCOW	MICHAEL MARCOWITZ MD	1,000	0	1,000	474	47.3	14,627	-200	14,428	3,740	25.9
NYU	NEW YORK UNIVERSITY	523	0	523	80	15.2	875	0	875	147	16.8
STANFORD	STANFORD UNIVERSITY	0	0	0	0	0.0	0	0	0	0	0.0
<b>TOTAL</b>		<b>13,533</b>	<b>-75</b>	<b>13,458</b>	<b>5,281</b>		<b>169,886</b>	<b>-1,779</b>	<b>168,108</b>	<b>56,462</b>	

### Gross Profit by Salesman Report

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

#### Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

#### Customer#

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

#### Sort By Descending YTD Sales or Customer # (Y/C)

Enter 'Y' to sort by year to date sales or 'C' to sort by customer.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Notes:

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Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.



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CO 01 TSH MEDICAL SUPPLY INACTIVE CUSTOMER REPORT AS OF 01/01/04 PAGE 3

SLSM 003 LISA PERTIG POR FISCAL MONTH 01

CUST NO	CUSTOMER NAME	DATE	MTD	YTD	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	GP
MTMERCY	MT MERCY COLLEGE	11/07/03		1	195	0	0	195	0	0	65	0	0	33
SLSM 003	TOTALS:		0	1	195	0	0	195	0	0	65	0	0	33
CO 01	TOTALS:		0	0	195	0	0	195	0	0	65	0	0	33
REPORT	TOTALS:		0	0	195	0	0	195	0	0	65	0	0	33

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### Inactive Customer Report

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.

### Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

### Fiscal Period

Enter the Fiscal Year period as 'YYMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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CUSTOMER DESCENDING SALES DOLLARS YTD ANALYSIS 07/06/04 PAGE 1

COMP :01 THE SYSTEMS HOUSE

LINE	CUST#	CUSTOMER NAME	***** NET SALES\$	MONTH PROFIT	TO DATE G/P%	***** % TOTAL	***** NET SALES\$	YEAR PROFIT	TO DATE G/P%	***** % TOTAL
1	TJZ1	TOM'S TEST CUSTOMER	-66213	-39857	60.19	-8.02	3209881	2239757	69.78	61.49
2	TOME1234	TOM'S CO 2 TEST CUST	949500	654100	68.89	114.97	949500	654100	68.89	18.19
3	ALCO	ALCO SUPPLY COMPANY	450	230	51.17	0.05	462855	429327	92.76	8.87
4	RACHEL	RACHEL CUST	16983	-36677	215.96	2.06	308195	97127	31.51	5.90
5	UMC	UNIVERSITY MEDICAL CENTER	7536	-23048	305.83	0.91	243323	26388	10.84	4.66
6	RUTGERS	RUTGER'S UNIVERSITY	0	0	0.00	0.00	43050	19270	44.76	0.82
7	LISA	LISA TEST	0	0	0.00	0.00	37836	16615	43.91	0.72
8	AJAX	AJAX INDUSTRIAL SUPPLY	2000	850	42.50	0.24	19899	5778	29.04	0.38
9	BAR	BARTST	0	0	0.00	0.00	5535	2668	48.21	0.11
10	UNITED	UNITED SUPPLY	0	0	0.00	0.00	4859	2588	53.26	0.09
11	1030	MICHAEL GREEN MD	555	175	31.62	0.07	3910	884	22.61	0.07
12	RJ2	RJ TEST CUST	0	0	0.00	0.00	2402	1660	69.12	0.05
13	TEST	TEST CUSTOMER	0	0	0.00	0.00	640	188	29.38	0.01
14	RICH	TESTING PRICING	100	50	50.00	0.01	500	308	61.50	0.01
15	MISC	MISC CUSTOMER	0	0	0.00	0.00	450	230	51.17	0.01
16	RAL	RACHEL	0	0	0.00	0.00	370	170	45.95	0.01
17	COMM	TESTING COMMISSIONS	0	0	0.00	0.00	300	120	40.00	0.01
18	EGGY'S	EGGY'S DAIRY EMPORIUM	0	0	0.00	0.00	295	128	43.22	0.01
19	SGC	SUPERMARKETS GENERAL	0	0	0.00	0.00	240	120	50.00	0.00
20	POR1	FOREIGN CUSTOMER	0	0	0.00	0.00	175	105	60.00	0.00
21	GOLIATH	GOLIATH PRINTING	0	0	0.00	0.00	100	10	10.02	0.00
22	GMS	MEXICAN TILE CO.	100	99	99.00	0.01	100	99	99.00	0.00
23	RJ6	TEST	0	0	0.00	0.00	100	70	70.00	0.00
24	VANCOUVE	VANCOUVER CUSTOMER	0	0	0.00	0.00	75	45	60.00	0.00
25	APB	APB TEST CUSTOMER	0	0	0.00	0.00	61	18	30.00	0.00
26	1010	ST. MICHAELS HOSPITAL	0	0	0.00	0.00	40	11	27.71	0.00
27	1040	NEW YORK HOSPITAL	0	0	0.00	0.00	10	5	50.00	0.00
28	APB444	NEW CUST APB444	0	0	0.00	0.00	-193	-74	38.33	0.00
29	10004	ACME FASTENERS INC	0	0	0.00	0.00	-800	-340	42.50	-0.02
30	WEB.PRIC	UNIVERSITY MEDICAL CENTER	0	0	0.00	0.00	-1350	-691	51.17	-0.03
31	IDEAL	IDEAL DISTRIBUTION CO	0	-15	0.00	0.00	-9548	-4899	51.31	-0.18
32	GRACE	GRACE	00751	8755	100.45	10.75	55534	86750	155.03	1.07

1 of 2 11 x 8.5 in

Descending Customer Dollar Sales Report  
This report prints a year-to-date analysis of descending dollar sales by company.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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File Edit Document View Window Help

CUSTOMER DESCENDING GROSS PROFIT YTD ANALYSIS 07/06/04 PAGE 1

COMP :01 THE SYSTEMS HOUSE

LINE CUST#	CUSTOMER NAME	***** NET SALES\$	MONTH PROFIT	TO DATE G/P%	***** % TOTAL	***** NET SALES\$	YEAR PROFIT	TO DATE G/P%	***** % TOTAL
1 TJZ1	TOM'S TEST CUSTOMER	-66213	-39857	60.19	-26.94	3209881	2239757	69.78	138.47
2 TOMZ1234	TOM'S CO 2 TEST CUST	949500	654100	68.89	386.31	949500	654100	68.89	336.76
3 ALCO	ALCO SUPPLY COMPANY	450	230	51.17	0.18	462855	429327	92.76	164.16
4 RACHEL	RACHEL CUST	16982	-36677	215.96	6.91	308195	97127	31.51	109.31
5 UMC	UNIVERSITY MEDICAL CENTER	7536	-23048	305.83	3.07	243323	26388	10.84	86.30
6 RUTGERS	RUTGER'S UNIVERSITY	0	0	0.00	0.00	43050	19270	44.76	15.27
7 LISA	LISA TEST	0	0	0.00	0.00	37836	16615	43.91	13.42
8 AJAX	AJAX INDUSTRIAL SUPPLY	2000	850	42.50	0.81	19899	5778	29.04	7.06
9 BAR	BARTST	0	0	0.00	0.00	5535	2668	48.21	1.96
10 UNITED	UNITED SUPPLY	0	0	0.00	0.00	4859	2588	53.26	1.72
11 RJ2	RJ TEST CUST	0	0	0.00	0.00	2402	1660	69.12	0.85
12 1030	MICHAEL GREEN MD	555	175	31.62	0.23	3910	884	22.61	1.39
13 RICH	TESTING PRICING	100	50	50.00	0.04	500	308	61.50	0.18
14 MISC	MISC CUSTOMER	0	0	0.00	0.00	450	230	51.17	0.16
15 TEST	TEST CUSTOMER	0	0	0.00	0.00	640	188	29.38	0.23
16 RA1	RACHEL	0	0	0.00	0.00	370	170	45.95	0.13
17 EGGY'S	EGGY'S DAIRY EMPORIUM	0	0	0.00	0.00	295	128	43.22	0.10
18 SGC	SUPERMARKETS GENERAL	0	0	0.00	0.00	240	120	50.00	0.09
19 COMM	TESTING COMMISSIONS	0	0	0.00	0.00	300	120	40.00	0.11
20 POR1	FOREIGN CUSTOMER	0	0	0.00	0.00	175	105	60.00	0.06
21 GMS	MEXICAN TILE CO.	100	99	99.00	0.04	100	99	99.00	0.04
22 RJ6	TEST	0	0	0.00	0.00	100	70	70.00	0.04
23 VANCOUVE	VANCOUVER CUSTOMER	0	0	0.00	0.00	75	45	60.00	0.03
24 APB	APB TEST CUSTOMER	0	0	0.00	0.00	61	18	30.00	0.02
25 1010	ST. MICHAELS HOSPITAL	0	0	0.00	0.00	40	11	27.71	0.01
26 GOLIATH	GOLIATH PRINTING	0	0	0.00	0.00	100	10	10.02	0.04
27 1040	NEW YORK HOSPITAL	0	0	0.00	0.00	10	5	50.00	0.00
28 CORBIN	CORBIN CORP	0	0	0.00	0.00	0	0	0.00	0.00
29 WHSE	CHICAGO WAREHOUSE	0	0	0.00	0.00	0	0	0.00	0.00
30 10001	ACME PLUMBING SUPPLY	0	0	0.00	0.00	0	0	0.00	0.00
31 10002	ACME PRINTING CO	0	0	0.00	0.00	0	0	0.00	0.00

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Descending Customer Gross Profit Report  
 This report prints a year-to-date analysis of descending gross profit by company.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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REPORT NO 3 TSH MEDICAL SUPPLY TIME: 09:55:45 DATE: 06/30/04  
 COMPARATIVE SALES BY CUSTOMER PAGE: 101  
 CONSOLIDATED REPORT

\*\*\*\*\* C U R R E N T Y E A R \*\*\*\*\*      \*\*\*\*\* L A S T Y E A R \*\*\*\*\*

UNIVERSAL HOSPITAL SERVIC	SLASH: 006 RETAIL SALES								
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: 0.00	MAY: 0.00	JUN: 0.00	QTR: 0.00	APR: 0.00	MAY: 0.00	JUN: 0.00	QTR: 0.00		
JUL: 0.00	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: 657.26	DEC: 0.00	QTR: 657.26	OCT: 157.50	NOV: 0.00	DEC: 156.44	QTR: 313.94		
			YTD: 657.26				YTD: 313.94		
UNIVERSITY MEDICAL CENTER	SLASH: 001 ST FERTIG								
JAN: 14,359.37	FEB: 13,043.68	MAR: 34,171.49	QTR: 61,574.54	JAN: 0.00	FEB: 0.00	MAR: 0.00	QTR: 0.00		
APR: 12,957.26	MAY: 22,032.71	JUN: 15,490.74	QTR: 50,480.71	APR: 0.00	MAY: 0.00	JUN: 953.82	QTR: 953.82		
JUL: 28,814.70	AUG: 11,934.87	SEP: 0.00	QTR: 40,749.57	JUL: 15,013.28	AUG: 19,438.00	SEP: 9,793.12	QTR: 44,244.40		
OCT: 0.00	NOV: 0.00	DEC: 0.00	QTR: 0.00	OCT: 21,354.15	NOV: 9,411.26	DEC: 12,064.59	QTR: 42,830.00		
			YTD: 152,804.82				YTD: 88,028.22		
GRAND TOTALS			YTD: 1,776,711.50				YTD: 1,014,720.88		

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Consolidated Comparative Sales by Customer Report

This report displays customer's current and previous year's sales. The report breaks down the totals by calendar month as well as showing the corresponding salesman's sales figures by quarter.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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01 TSH MEDICAL SUPPLY COMPARATIVE SALES BY CUSTOMER PAGE: 99

\*\*\*\*\* C U R R E N T Y E A R \*\*\*\*\* \*\*\*\*\* L A S T Y E A R \*\*\*\*\*

NYU NEW YORK UNIVERSITY SLASH: 001 ST PERTIG															
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:	0.00	MAY:	352.56	JUN:	0.00	QTR:	352.56	APR:	0.00	MAY:	0.00	JUN:	0.00	QTR:	0.00
JUL:	0.00	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:	522.57	DEC:	0.00	QTR:	522.57	OCT:	238.56	NOV:	0.00	DEC:	0.00	QTR:	238.56
YTD: 875.13				YTD: 238.56											
SJU ST. JOHN'S UNIVERSITY SLASH: 007 GUS VELEZ															
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:	0.00	MAY:	0.00	JUN:	51.13	QTR:	51.13	APR:	0.00	MAY:	0.00	JUN:	0.00	QTR:	0.00
JUL:	807.80	AUG:	108.25	SEP:	0.00	QTR:	916.05	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
YTD: 967.18				YTD: 0.00											
STANFORD STANFORD UNIVERSITY SLASH: 001 ST PERTIG															
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:	0.00	MAY:	0.00	JUN:	0.00	QTR:	0.00	APR:	0.00	MAY:	0.00	JUN:	0.00	QTR:	0.00

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### Comparative Sales by Customer by Company Report

This report prints/displays by customer, by salesman, by company, 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.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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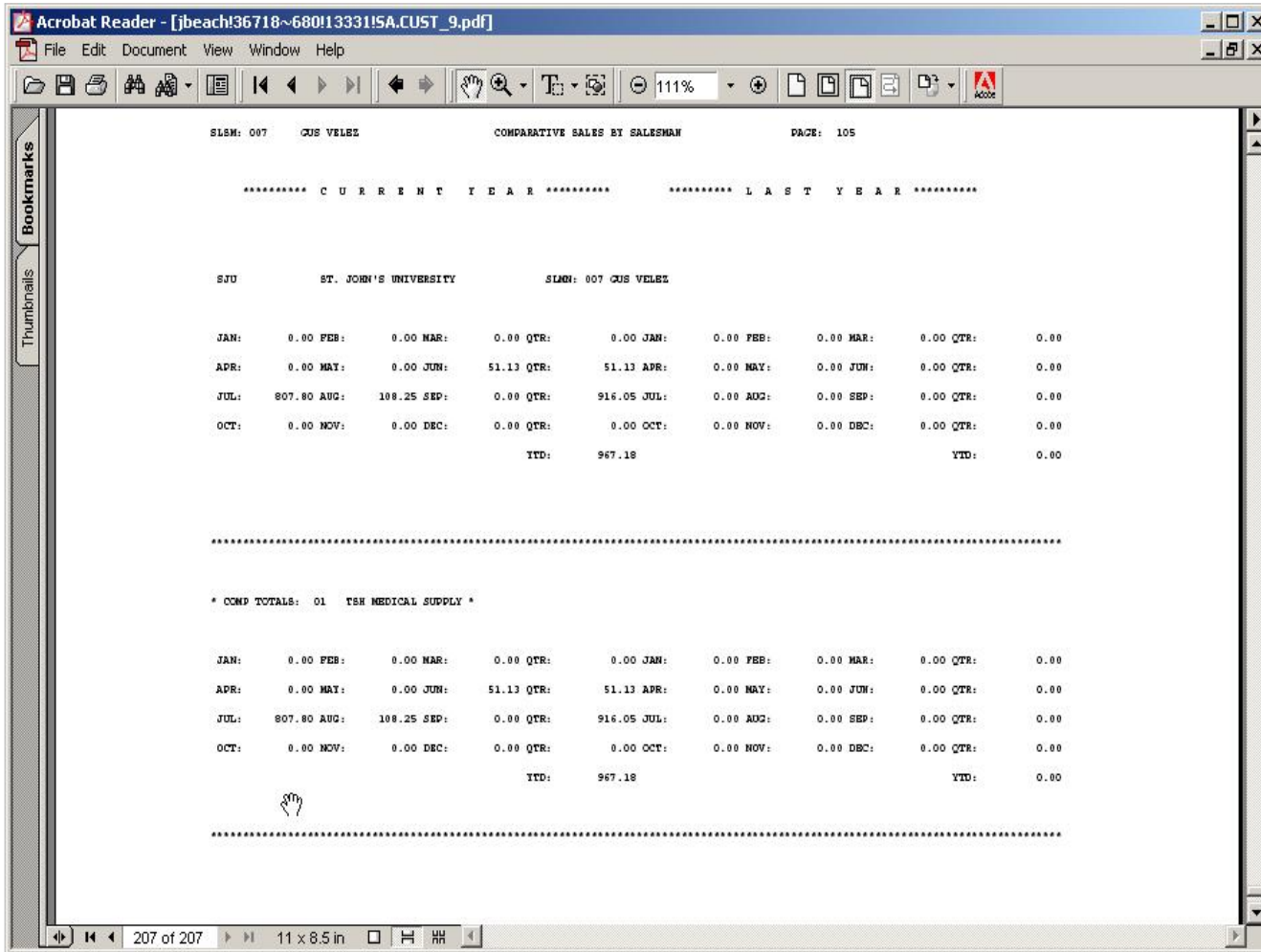
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Comparative Sales by Salesman

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

Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

Customer#

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Sort By Descending YTD Sales or Customer # (Y/C)

Enter 'Y' to sort by year to date sales or 'C' to sort by customer.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Notes:

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Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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Date: 15 Jun 2004

Customer Sales Analysis  
Twelve Month Customer Sales

Page: 2

May 04	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	Total
131	0	0	0	0	0	0	0	109	56	31	67	394
0	0	0	0	0	0	0	0	195	0	0	0	195
0	0	0	0	3476	1758	200	37	232	0	0	0	5703
0	0	0	0	0	0	0	0	0	421	0	0	421
0	0	0	0	0	0	0	0	0	0	0	0	0
1212	0	750	1893	1086	1656	1538	1486	1245	978	2135	1673	15652
202	0	0	0	0	48	20	417	1194	1809	734	0	12704
0	0	0	0	122	0	0	45	15	188	0	0	372
113	0	0	140	0	145	28	44	211	125	333	244	1381
126	0	0	0	0	0	0	0	0	0	0	0	126
215	0	0	0	26	0	129	0	129	172	172	0	843
45	0	0	0	0	0	0	0	0	0	0	0	45
35	0	0	0	0	0	0	0	0	0	0	0	35
0	0	0	0	0	0	77	28	0	0	0	0	105
24	0	0	0	0	0	0	0	319	108	551	1002	
0	34	0	7	21	0	14	0	21	0	14	0	111
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	66	288	0	67	0	49	0	245	0	0	715
765	0	0	1135	654	383	366	327	1034	371	280	259	5573
0	0	0	30	0	0	0	0	0	0	0	0	30
0	0	0	161	40	0	0	0	0	0	0	0	201
0	0	0	0	0	494	166	53	0	49	0	0	802
132	0	0	0	0	0	0	0	0	171	10	0	314
0	0	0	0	32	11	0	84	0	0	0	0	128
926	0	0	0	0	0	390	148	1006	109	357	645	3581
2816	0	0	0	0	0	0	0	1048	735	665	665	5244
558	0	0	0	0	0	658	765	554	603	4062	858	8057
22	0	207	55	0	0	0	109	0	56	65	74	589
0	0	0	0	48	0	28	0	0	0	0	0	76
0	0	0	3346	164	0	0	0	0	0	0	0	3510
808	0	0	0	0	0	0	0	890	843	1515	4047	
145	0	0	0	0	58	0	93	0	25	0	0	321
0	369	376	420	444	351	466	261	474	0	0	0	3192
24	0	0	0	0	0	0	0	0	0	0	0	24
60	0	0	0	0	0	160	59	140	71	77	176	783
0	0	0	0	0	0	0	0	0	0	1249	0	1249
0	0	0	0	0	0	68	0	0	0	0	0	68
0	0	0	0	0	0	0	0	0	0	0	0	0
112	0	24	164	207	98	25	0	174	0	0	93	896
630	0	0	334	371	274	0	-18	360	0	101	0	2052
51	0	0	0	0	54	20	0	39	12	0	0	216
0	0	0	56	0	0	0	0	0	0	0	0	56
648	0	0	0	57	1277	591	251	649	443	465	980	5361
0	0	0	0	27	0	0	0	0	0	0	0	27
0	0	0	0	0	0	0	0	3698	0	0	0	3698
952	0	0	0	0	0	417	397	490	154	1190	192	3792
144	0	0	0	0	0	0	0	0	148	99	0	390
964	0	0	0	0	0	300	514	1864	17	162	23	3844
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	25	0	72	0	13	80	60	26	125	0	401

2 of 107 11 x 8.5 in

Twelve Month Customer Sales Analysis

A listing of all sales by company for the current month as well as the previous eleven months. This report displays sales information in it's entire form for a twelve month period.

Company

In this field the operator has the option of selecting 'All Companies', 'Company Range' and 'Specific Company'.

Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

Territory

In this field the operator has the option of selecting 'All Territories', 'Territory Range' and 'Specific Territory'.

Customer Class

In this field the operator has the option of selecting 'All Cust Class', 'Cust Class Range' and 'Specific Cust Class'.

Notes:

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File Edit Document View Window Help

Date: 15 Jun 2004

Customer Sales Analysis  
Twelve Month Customer Sales

Page: 2

May 04	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	Total
131	0	0	0	0	0	0	0	109	56	31	67	394
0	0	0	0	0	0	0	0	195	0	0	0	195
0	0	0	0	3476	1758	200	37	232	0	0	0	5703
0	0	0	0	0	0	0	0	0	421	0	0	421
0	0	0	0	0	0	0	0	0	0	0	0	0
1212	0	750	1893	1086	1656	1538	1486	1245	978	2135	1673	15652
202	0	0	0	0	48	20	417	1194	1809	734	0	12704
0	0	0	0	112	0	0	45	15	188	0	0	372
113	0	0	140	0	145	28	44	211	125	333	244	1381
126	0	0	0	0	0	0	0	0	0	0	0	126
215	0	0	0	26	0	129	0	129	172	172	0	843
45	0	0	0	0	0	0	0	0	0	0	0	45
35	0	0	0	0	0	0	0	0	0	0	0	35
0	0	0	0	0	0	77	28	0	0	0	0	105
24	0	0	0	0	0	0	0	319	108	551	1002	
0	34	0	7	21	0	14	0	21	0	14	0	111
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	66	288	0	67	0	49	0	245	0	0	715
765	0	0	1135	654	383	366	327	1034	371	280	259	5573
0	0	0	30	0	0	0	0	0	0	0	0	30
0	0	0	161	40	0	0	0	0	0	0	0	201
0	0	0	0	0	494	166	53	0	49	0	0	802
132	0	0	0	0	0	0	0	0	171	10	0	314
0	0	0	0	32	11	0	84	0	0	0	0	128
926	0	0	0	0	0	390	148	1006	109	357	645	3581
2816	0	0	0	0	0	0	0	1048	735	665	665	5244
558	0	0	0	0	0	658	765	554	603	4062	858	8057
22	0	207	55	0	0	0	109	0	56	65	74	589
0	0	0	0	48	0	28	0	0	0	0	0	76
0	0	0	3346	164	0	0	0	0	0	0	0	3510
808	0	0	0	0	0	0	0	890	843	1515	4047	
145	0	0	0	0	58	0	93	0	25	0	0	321
0	369	376	420	444	351	466	261	474	0	0	0	3192
24	0	0	0	0	0	0	0	0	0	0	0	24
60	0	0	0	0	0	160	59	140	71	77	176	783
0	0	0	0	0	0	0	0	0	1249	0	0	1249
0	0	0	0	0	0	68	0	0	0	0	0	68
0	0	0	0	0	0	0	0	0	0	0	0	0
112	0	24	164	207	98	25	0	174	0	0	93	896
630	0	0	334	371	274	0	-18	360	0	101	0	2052
51	0	0	0	0	54	20	0	39	12	0	0	216
0	0	0	56	0	0	0	0	0	0	0	0	56
648	0	0	0	57	1277	591	251	649	443	465	980	5361
0	0	0	0	27	0	0	0	0	0	0	0	27
0	0	0	0	0	0	0	0	3698	0	0	0	3698
952	0	0	0	0	0	417	397	490	154	1190	192	3792
144	0	0	0	0	0	0	0	0	148	99	0	390
964	0	0	0	0	0	300	514	1864	17	162	23	3844
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	25	0	72	0	13	80	60	26	125	0	401

2 of 107 11 x 8.5 in

Twelve Month Customer Sales Analysis

Customer#

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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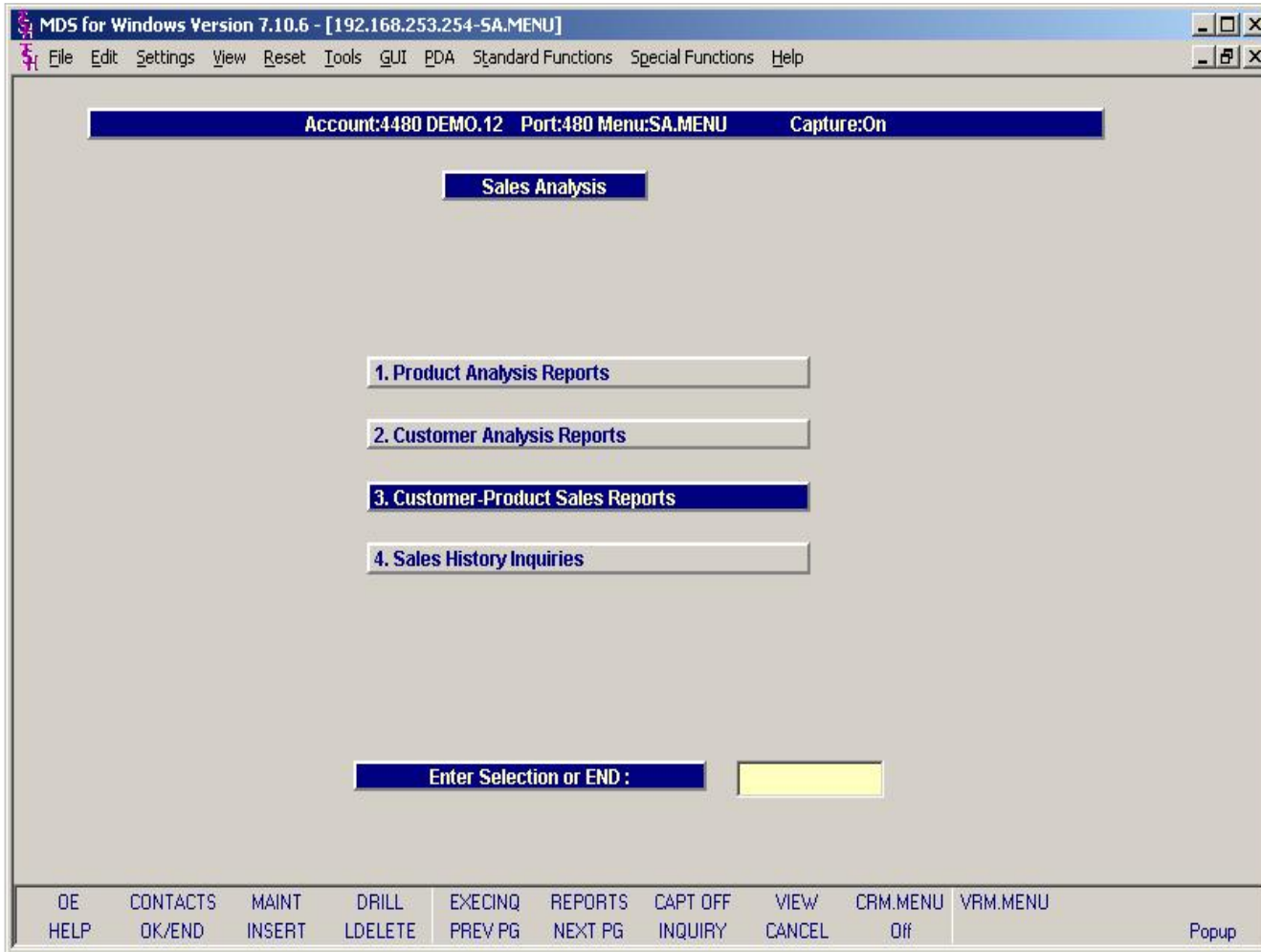


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Customer –Product Sales Reports Menu

Customer Analysis Reports can be found in the Sales Analysis Selector.

Notes:

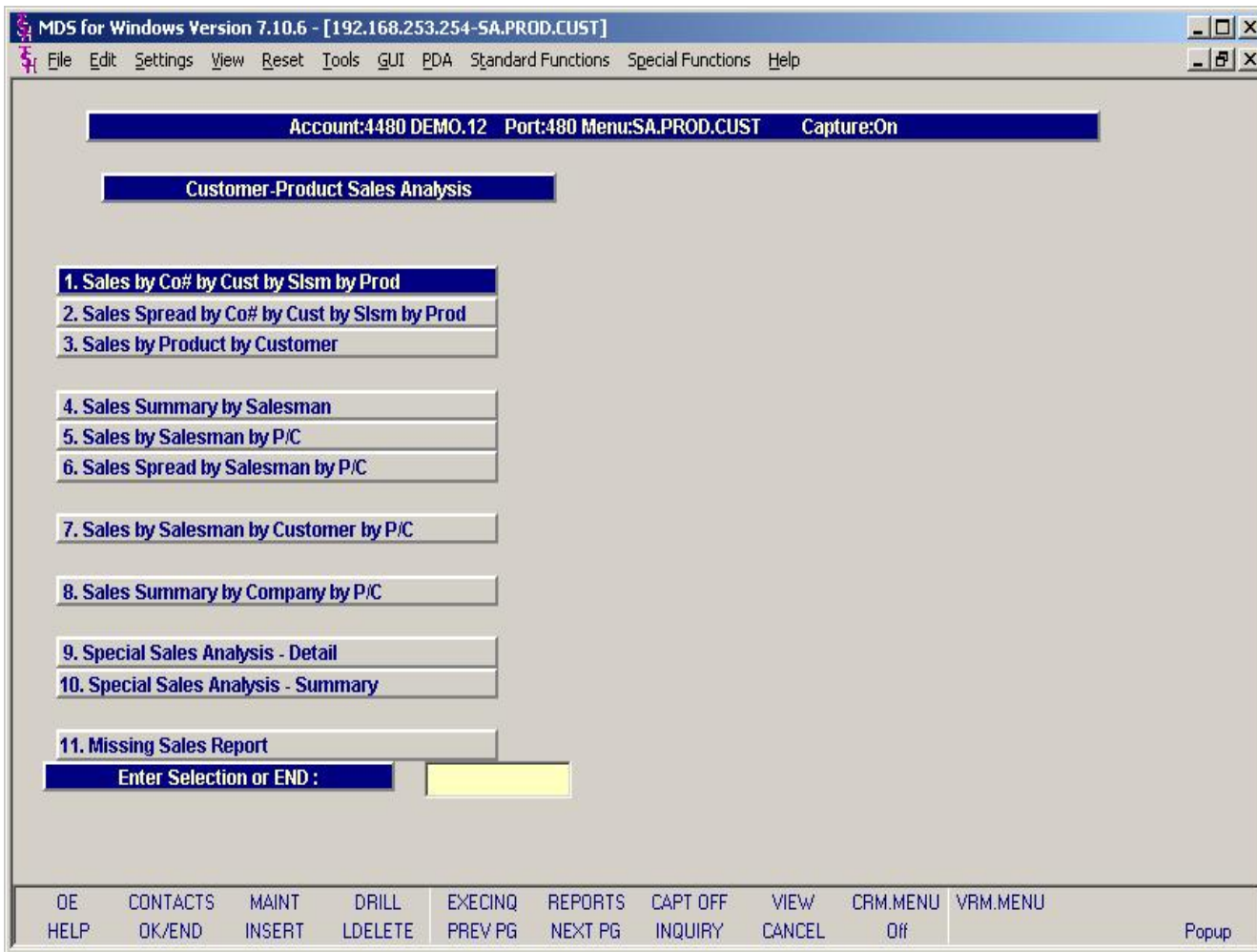
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The menu contains the following Customer – Product Sales Reports selections;

- Sales by CO# by Cust by Slsm by Prod
- Sales Spread by CO# by Cust by Slsm by Prod
- Sales by Product by Customer
- Sales Summary by Salesman
- Sales by Salesman by P/C
- Sales Spread by Salesman by P/C
- Sales by Salesman by Customer by P/C
- Sales Summary by Company by P/C
- Special Sales Analysis – Detail
- Special Sales Analysis – Summary

Notes:

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CO: 01 TSH MEDICAL SUPPLY SALESMAN/ CUSTOMER / PRODUCT ANALYSIS AS OF 03/02/01 PAGE 138

FOR FISCAL MONTH 01

SLSM: 004 INHOUSE SALES

CUSTH: MERCYWL MERCY SERVICE WEST LIBERT

PRODUCT NUMBER & DESCRIPTION	U/M	MONTH UNITS			YTD UNITS			MONTH SALES\$			YTD SALES\$		
		THIS YR	LAST YR	COE	THIS YR	LAST YR	COE	THIS YR	LAST YR	COE	THIS YR	LAST YR	COE
NENUX-NR-42	EA	1	0	0	1	0	0	4	0	0	4	0	0
INK ROLLER, CALCULATOR													
NSOKI-S2102001	EA	0	0	0	0	0	0	0	0	0	0	0	0
PRINTER RIBBON													
NSQBR415	CS	0	0	0	0	0	0	0	0	0	0	0	0
OCL SPLINT 4"													
NSUNV-21200	CS	1	0	0	1	0	0	44	0	0	44	0	0
COPY PAPER 8.5 X 11													
NSW010	BX	0	0	0	0	0	0	0	0	0	0	0	0
H PYLORI QUIKVIEW 1-STEP													
QND2	EA	0	0	0	0	0	0	0	0	0	0	0	0
NITROUS OXIDE Q SZ													
R1540	BX	0	0	0	0	0	0	0	0	0	0	0	0
STERRI-STRIPS 1/8X3 5/ENV													
R1541	BX	0	0	0	0	0	0	0	0	0	0	0	0
STERRI-STRIPS 1/4X3 3/ENV													
ES200-01	EA	0	0	0	0	0	0	0	0	0	0	0	0
IRRIG SOL SOD CHLR 1000ML													
REPAIR	EA	1	0	0	1	0	0	15	0	0	15	0	0
REPAIRS MISC.													

269 of 269 11 x 8.5 in

Sales by CO# by Cust by SlsM by Prod  
 This report prints by company, by salesman, by customer, and by product, the MTD and YTD sales information.

**Salesman**

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

**Customer#**

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

**Date**

Click on the drop down box and select a date or enter date format 'DDMMYY'.

**Fiscal Period**

Enter the Fiscal period as 'YYMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

Notes:

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The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

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SALESMAN: 004 INHOUSE SALES      CUSTOMER / PRODUCT SPREAD ANALYSIS AS OF 03/02/01      PAGE 126

COMPANY: 01 TSH MEDICAL SUPPLY

PRODUCT NUMBER & DESCRIPTION	U/M	**** MONTHLY SALES UNITS THROUGH CURRENT YEAR MONTH 01 ****												YEAR TO DATE		PCT			
		1	2	3	4	5	6	7	8	9	10	11	12	THIS YR	LAST YR		CGE		
NR22820	EX	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0			
2.5V POCKET OTOSCOPE																			
WH55018	EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
BAND AID WILD HOT 3/4"																			
CUST#: MERCYWL MERCY SERVICE WBS		42	0	0	60	38	80												
*****		0	0	41	29	126	46	42	0	0									
***SALESMAN: 004 TOTALS		170	0	0	93	117	177												
		0	0	55	235	221	123	170	0	0									

252 of 252    11 x 8.5 in

Sales Spread by CO# by Cust by Slsm by Prod

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.

**Salesman**

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

**Date**

Click on the drop down box and select a date or enter date format 'DDMMYY'.

**Fiscal Period**

Enter the Fiscal period as 'YYMM'

Enter desired Activity Field (U)nits or (D)ollars.

Enter 'U' for Units or 'D' for Dollars.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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CO: 01 TSH MEDICAL SUPPLY      PRODUCT / CUSTOMER ANALYSIS AS OF 01/01/01      PAGE 339  
FOR FISCAL MONTH 03

CUSTOMER#	CUSTOMER NAME	MONTH UNITS		YTD UNITS		MONTH SALES\$		YTD SALES\$	
		THIS YR	LAST YR	THIS YR	LAST YR	THIS YR	LAST YR	THIS YR	LAST YR
PRODUCT#	D/W DESCRIPTION								
WHS5018	BK BAND AID WILD HOT 3/4"								
-----									
MERCYCJA	MERCY CARE JOHNSON AVENUE	1	0	1	0	4	0	4	0
MERCYCHM	MERCY CARE MARION	0	0	0	0	0	0	0	0
MERCYWL	MERCY SERVICE WEST LIBERT	0	0	0	0	0	0	0	0
UMC	UNIVERSITY MEDICAL CENTER	1	0	1	0	7	0	7	0
-----									
PRODH WHS5018		2	0	2	0	11	0	11	0
-----									
**COMPANY 01	TOTALS	2891	0	7689	0	57783	0	133328	0

677 of 677      11 x 8.5 in

Sales by Product by Customer Report

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

Customer #

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Product#

In this field the operator has the option of selecting 'All Products', 'Product Range' and 'Specific Product'.

Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

Fiscal Period

Enter the Fiscal period as 'YMMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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SALES BY SALESMAN (CUMULATIVE)      DATE: 06/30/04      PAGE: 1  
 TIME: 10:25:01

\*\*\*\*\* MONTH 12 \*\*\*\*\*      \*\*\*\*\* YEAR TO DATE (01-12)\*\*\*\*\*

SALESMAN	SALBS\$	MARGIN	GP %	SALBS\$	MARGIN	GP %
001 SY FERTIG	264,480.25	84,933.08	32.1			
002 DAVID FERTIG	433,046.50	155,589.42	35.9			
003 LISA FERTIG	530,184.30	154,095.14	29.1			
004 INHOUSE SALES	341,108.27	126,787.85	37.2			
005 KEVIN LYNCH	158,774.65	54,393.55	34.3			
006 RETAIL SALES	49,085.73	18,712.66	38.1			
007 GUS VELES	129.36	39.95	30.9			

Sales Summary by Salesman Report

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

Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

Enter beginning month

Enter the Month to begin report criteria as 'NN'.

Enter ending month

Enter the Month to end report criteria as 'NN'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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CO: 01 TSH MEDICAL SUPPLY SALESMAN/ PRODUCT CLASS ANALYSIS AS OF 01/01/03 PAGE 1  
FOR FISCAL MONTH 01

SLM: 001 SY FERTIC

P/C	DESCRIPTION	MONTH UNITS		YTD UNITS		MONTH SALES		YTD SALES		PCT			
		THIS YR	LAST YR	COE	THIS YR	LAST YR	COE	THIS YR	LAST YR	COE	THIS YR	LAST YR	COE
001	SUTURES WOUND STRIPS	10	0	0	10	0	0	763	0	0	763	0	0
002	GAUZE/SPONGES	40	0	0	40	0	0	234	0	0	234	0	0
003	COTTON PRODS	3	0	0	3	0	0	43	0	0	43	0	0
004	TAPE/TAPE REMOVER	1	0	0	1	0	0	12	0	0	12	0	0
005	GLOVES/STERILE	5	0	0	5	0	0	130	0	0	130	0	0
006	GLOVES/NONSTERILE	343	0	0	343	0	0	2315	0	0	2315	0	0
007	GLOVES VINYL	27	0	0	27	0	0	141	0	0	141	0	0
008	STR OR SYR/NEEDLES	19	0	0	19	0	0	384	0	0	384	0	0
009	NEEDLES ONLY	13	0	0	13	0	0	156	0	0	156	0	0
010	BLOOD COLLECTION TUBES	0	0	0	0	0	0	0	0	0	0	0	0
011	BLD COLL NEEDLES LANCET ET	7	0	0	7	0	0	254	0	0	254	0	0
012	BANDAIDS	9	0	0	9	0	0	34	0	0	34	0	0
013	DRESSINGS & WRAPS	23	0	0	23	0	0	199	0	0	199	0	0
014	EXC PRODUCTS	24	0	0	24	0	0	744	0	0	744	0	0
015	ELASTIC BANDAGES	31	0	0	31	0	0	300	0	0	300	0	0
016	WOOD PRODUCTS	12	0	0	12	0	0	112	0	0	112	0	0
017	WET PACKS	49	0	0	49	0	0	195	0	0	195	0	0
018	BLADES, HANDLES, PUNCHES,	27	0	0	27	0	0	218	0	0	218	0	0
019	URINE STRIPS	7	0	0	7	0	0	429	0	0	429	0	0

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Sales by Salesman by P/C

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

Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

Fiscal Period

Enter the Fiscal period as 'YMMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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SALES BY COMPANY BY SALESMAN 06/16/04 13:34:39

COMPANY: 01 TSH MEDICAL SUPPLY

SALESMAN: 001 SY FERTIG

P/C	DESCRIPTION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
001	SL	763	1182	2732	3446	5573	3434	9235	5051	
	SUTURES WOUND STRI GP	234	340	618	741	1167	674	1675	965	
002	SL	234	160	335	288	543	795	947	604	
	GAUZE/SPONGES GP	166	62	181	168	375	463	620	376	
003	SL	43	14	47	27	12	6	67	56	
	COTTON PRODS GP	29	10	29	14	3	1	39	32	
004	SL	12	33	29	39	234	161	363	184	
	TAPES/TAPE REMOVER GP	2	11	10	11	65	62	142	56	
005	SL	130	163	462	166	324	158	417	218	
	GLOVES/STERILE GP	57	81	249	93	123	100	227	89	
006	SL	2315	3025	2687	1741	2925	3433	1730	2998	
	GLOVES/NONSTERILE GP	1037	1251	1071	869	1262	1353	867	994	
007	SL	141	391	244	756	589	386	344	808	
	GLOVES VINYL GP	73	195	100	413	264	200	153	371	
008	SL	384	659	434	669	720	739	962	1311	
	SYR OR SYR/NEEDLES GP	130	288	195	218	215	220	326	497	

1 of 63 11.69 x 8.27 in

Sales Spread by Salesman by P/C

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

Company

In this field the operator has the option of selecting 'All Companies', 'Company Range' and 'Specific Company'.

Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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CO: 01 THE SYSTEMS HOUSE SALESMAN/ CUSTOMER / PRODUCT CLASS ANALYSIS AS OF 01/01/03 PAGE 1  
FOR FISCAL MONTH 01

SLSM: 000 HOUSE ORDERS

P/C	DESCRIPTION	MONTH UNITS		PCT		YTD UNITS		PCT		MONTH SALES\$		PCT		YTD SALES\$		PCT	
		THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	
101	PLASTIC DESKS	4-	0	0	4-	0	0	-800	0	0	-800	0	0				
**CUST:10004	ACME FASTENERS INC	4-	0	0	4-	0	0	-800	0	0	-800	0	0				
*****																	
CUST#: IDEAL	IDEAL DISTRIBUTION CO																
001	ROOM DEODORIZERS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
013	SUTURES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
019	PRESCRIPTION DRUGS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
101	PLASTIC DESKS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
**CUST:IDEAL	IDEAL DISTRIBUTION CO	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
*****																	
CUST#: MISC	MISC CUSTOMER																
101	PLASTIC DESKS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
**CUST:MISC	MISC CUSTOMER	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
*****																	
**SALESMAN: 000	HOUSE ORDERS	4-	0	0	4-	0	0	-800	0	0	-800	0	0				

Sales by Salesman by Customer by Product Class Report

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

Date

Click on the drop down box and select a date or enter date format 'DDMMYY'.

Fiscal Period

Enter the Fiscal period as 'YMMM'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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SALES BY COMPANY BY PRODUCT CLASS DATE: 06/30/04 PAGE: 1

CO #: 01 TSH MEDICAL SUPPLY TIME: 10:37:35

P/C	DESCRIPTION	***** MONTH 12 *****			***** YEAR TO DATE (01-12)*****		
		UNITS	SALES\$	COST\$	UNITS	SALES\$	COST\$
001	SUTURES WOUND STRIPS	0	0.00	0.00	1273	81,902.36	63,684.55
002	GAUZE/SPONGES	0	0.00	0.00	10490	46,292.11	18,216.18
003	COTTON PADS	0	0.00	0.00	264	2,609.21	1,253.91
004	TAPE/TAPE REMOVER	0	0.00	0.00	560	8,374.07	5,670.95
005	GLOVES/STERILE	0	0.00	0.00	481	19,450.09	11,394.86
006	GLOVES/NONSTERILE	0	0.00	0.00	15328	133,853.59	82,025.70
007	GLOVES VINYL	0	0.00	0.00	2917	20,597.76	10,010.30
008	STR OR SYR/NEEDLES	0	0.00	0.00	3217	49,791.50	32,505.27
009	NEEDLES ONLY	0	0.00	0.00	1536	26,451.35	15,614.09
010	BLOOD COLLECTION TUBES	0	0.00	0.00	74	1,888.28	1,217.79
011	BLD COLL NEEDLES LANCE ET	0	0.00	0.00	4397	13,740.23	9,834.58
012	BANDAIDS	0	0.00	0.00	4197	21,039.11	12,836.20
013	DRESSINGS & WRAPS	0	0.00	0.00	1904	23,214.89	14,145.89
014	ECG PRODUCTS	0	0.00	0.00	929	47,666.89	32,648.66
015	ELASTIC BANDAGES	0	0.00	0.00	2360	14,629.99	8,454.50
016	WOOD PRODUCTS	0	0.00	0.00	1337	10,043.11	6,519.56
017	WET PACKS	0	0.00	0.00	2862	11,646.99	6,332.20
018	BLADES, HANDLES, PUNCHES,	0	0.00	0.00	2976	19,416.38	11,521.86
019	URINE STRIPS	0	0.00	0.00	964	53,206.28	37,163.45

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Sales Summary by Company by P/C Report

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

Enter beginning month

Enter the Month to begin report criteria as 'NN'.

Enter ending month

Enter the Month to end report criteria as 'NN'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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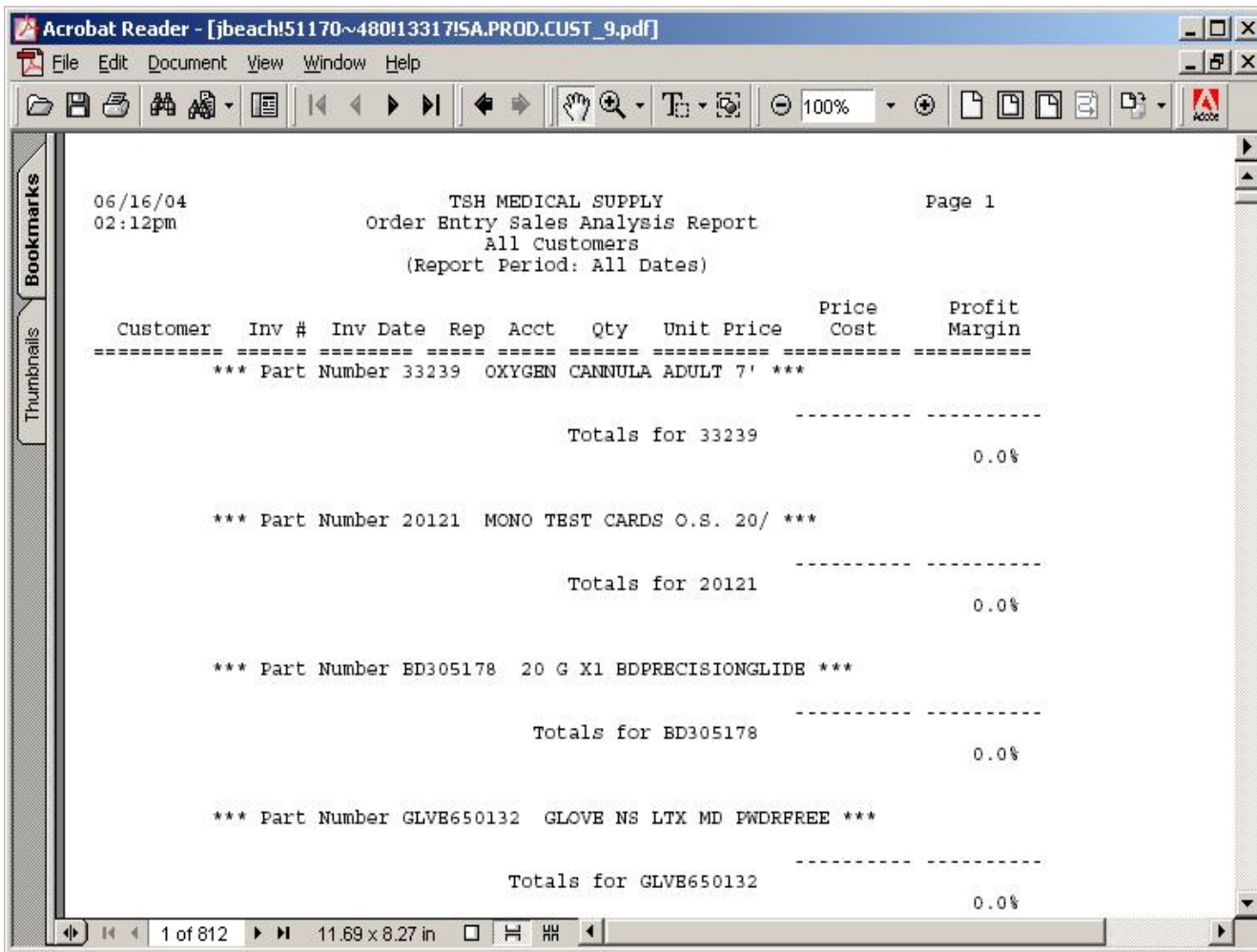
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Special Sales Analysis - Detail Report

This report shows, by customer, the detailed product sales information, including unit price, cost, and profit margin.

Company

In this field the operator has the option of selecting 'All Companies', 'Company Range' and 'Specific Company'.

Salesman

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

Cust Class

In this field the operator has the option of selecting 'All Customer Classes', 'Customer Class Range' and 'Specific Customer Class'.

Customer#

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Date

In this field the operator has the option of selecting 'All Dates', 'Date Range' and 'Specific Date'.

Notes:

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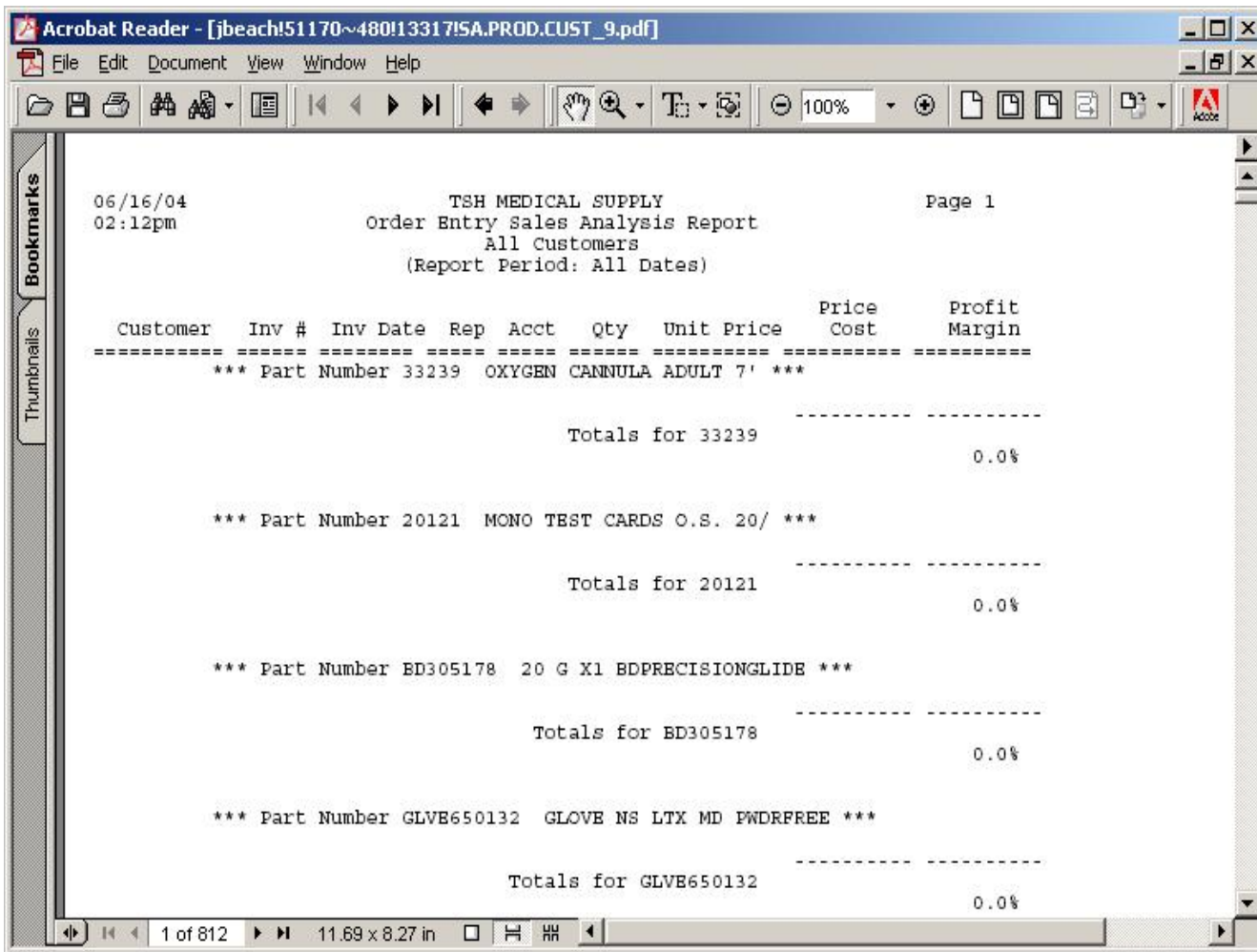
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Special Sales Analysis - Detail Report

Product #

In this field the operator has the option of selecting 'All Products', 'Product Range' and 'Specific Product'.

Invoice

In this field the operator has the option of selecting 'All Invoices', 'Invoice Range' and 'Specific Invoice'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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File Edit Document View Window Help

06/16/04 02:10pm

TSH MEDICAL SUPPLY  
Order Entry Sales Analysis Report  
All Customers  
(Report Period: All Dates)

Page 1

Part	Description	Qty	Cost	Price	Profit	Margin
7395	PLASTER SPLINT F	5	183.900	1287.000	367.500	28.6%
7394	PLASTER SPLINT F	3	206.400	867.600	248.400	28.6%
33239	OXYGEN CANNULA A	17	6.144	24.980	18.452	73.9%
GLVB650132	GLOVE NS LTX MD	104	348.450	686.100	327.300	47.7%
BD305178	20 G X1 BDPRECIS	5	16.025	22.180	6.155	27.8%
WA22820	2.5V POCKET OTOS	14	136.430	185.932	49.502	26.6%
BD305188	19 Gx1 PRECISION	2	7.100	14.810	7.710	52.1%
7827	GLOVE SURG SZ 8.	1	14.600	23.500	8.900	37.9%
BD305197	16 GX1IN PRECISI	2	7.100	9.320	2.220	23.8%
7824	GLOVE SURG SZ 7	2	29.200	63.000	33.800	53.7%
BD305179	20G X1.5 PRECISI	1	3.550	10.150	6.600	65.0%
7825	GLOVE SURG SZ 7.	5	58.400	117.500	44.500	37.9%
BD305198	16GX1.5IN PRECIS	1	7.190	10.150	2.960	29.2%
WA22821	2.5V POCKET OTOS	1	12.050	16.060	4.010	25.0%
20121	MONO TEST CARDS	1	59.000	75.250	16.250	21.6%
7828	GLOVE SURG SZ 9	1	14.600	39.500	24.900	63.0%
7826	GLOVE SURG SZ 8	3	43.800	86.500	42.700	49.4%
R-3	CUP, PAPER 3OZ 1	33	44.950	84.150	36.300	43.1%
82005	SCOTCHCAST 5" WH	11	389.520	561.880	85.800	15.3%
82002	SCOTCHCAST 2" WH	9	173.280	229.950	35.010	15.2%
82004	SCOTCHCAST 4" WH	4	140.640	165.960	25.320	15.3%
82003	SCOTCHCAST 3" WH	7	188.160	222.040	33.880	15.3%
BD305189	19GX1.5IN PRECIS	1	3.550	10.150	6.600	65.0%
J496-G	SUTURE VICRYL PS	3	74.050	266.550	44.400	16.7%
			3601.043	5080.212	1479.169	29.1%

1 of 1 11.69 x 8.27 in

Special Sales Analysis - Summary Report  
This report shows, an overview by customer, product sales information, including quantity, cost, and profit margin.

**Company**

In this field the operator has the option of selecting 'All Companies', 'Company Range' and 'Specific Company'.

**Salesman**

In this field the operator has the option of selecting 'All Salesmans', 'Salesman Range' and 'Specific Salesman'.

**Cust Class**

In this field the operator has the option of selecting 'All Customer Classes', 'Customer Class Range' and 'Specific Customer Class'.

**Customer #**

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

**Date**

In this field the operator has the option of selecting 'All Dates', 'Date Range' and 'Specific Date'.

Notes:

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Acrobat Reader - [jbeach!50993~480!13317!SA.PROD.CUST\_10.pdf]

File Edit Document View Window Help

06/16/04 02:10pm

TSH MEDICAL SUPPLY  
Order Entry Sales Analysis Report  
All Customers  
(Report Period: All Dates)

Page 1

Part	Description	Qty	Cost	Price	Profit	Margin
7395	PLASTER SPLINT F	5	183.900	1287.000	367.500	28.6%
7394	PLASTER SPLINT F	3	206.400	867.600	248.400	28.6%
33239	OXYGEN CANNULA A	17	6.144	24.980	18.452	73.9%
GLVB650132	GLOVE NS LTX MD	104	348.450	686.100	327.300	47.7%
BD305178	20 G X1 BDPRECIS	5	16.025	22.180	6.155	27.8%
WA22820	2.5V POCKET OTOS	14	136.430	185.932	49.502	26.6%
BD305188	19 Gx1 PRECISION	2	7.100	14.810	7.710	52.1%
7827	GLOVE SURG SZ 8.	1	14.600	23.500	8.900	37.9%
BD305197	16 GX1IN PRECISI	2	7.100	9.320	2.220	23.8%
7824	GLOVE SURG SZ 7	2	29.200	63.000	33.800	53.7%
BD305179	20G X1.5 PRECISI	1	3.550	10.150	6.600	65.0%
7825	GLOVE SURG SZ 7.	5	58.400	117.500	44.500	37.9%
BD305198	16GX1.5IN PRECIS	1	7.190	10.150	2.960	29.2%
WA22821	2.5V POCKET OTOS	1	12.050	16.060	4.010	25.0%
20121	MONO TEST CARDS	1	59.000	75.250	16.250	21.6%
7828	GLOVE SURG SZ 9	1	14.600	39.500	24.900	63.0%
7826	GLOVE SURG SZ 8	3	43.800	86.500	42.700	49.4%
R-3	CUP, PAPER 3OZ 1	33	44.950	84.150	36.300	43.1%
82005	SCOTCHCAST 5" WH	11	389.520	561.880	85.800	15.3%
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82004	SCOTCHCAST 4" WH	4	140.640	165.960	25.320	15.3%
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BD305189	19GX1.5IN PRECIS	1	3.550	10.150	6.600	65.0%
J496-G	SUTURE VICRYL PS	3	74.050	266.550	44.400	16.7%
			3601.043	5080.212	1479.169	29.1%

1 of 1 11.69 x 8.27 in

Special Sales Analysis - Summary Report

Product #

In this field the operator has the option of selecting 'All Products', 'Product Range' and 'Specific Product'.

Invoice

In this field the operator has the option of selecting 'All Invoices', 'Invoice Range' and 'Specific Invoice'.

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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File Edit Document View Window Help

FROM FISCAL PERIOD 0406 FOR 12 PERIODS OF ZERO SALES AND TOTAL SALES OF 24 PERIODS

PRODUCT CODE	DESCRIPTION	U/M	VENDOR	P/C	PREVIOUS 12 PERIODS 0306 TO 0207		LAST 12 PERIODS 0406 TO 0307		
					UNITS	SALES\$	UNITS	SALES\$	
CUSTOMER#		CUSTOMER NAME							
1010		ST. MICHAELS HOSPITAL							
-----									
AQUAPHOR	AQUAPHOR MOISTURIZING	EA	BBIE	502	6	13	0	0	
AQUAPHOR-GAU	MOISTURIZING GAUZE	EA	BBIE	018	3	10	0	0	
E-C046D	SILK BLK BRD	EA	ETHIC	013	12	1913	0	0	
E-TPW52	TEMP CARDIAC PACING WIRE	EA	ETHIC	503	6	2103	0	0	
EUCERIN	CLEANSING BAR	EA	BBIE	018	8	8	0	0	
-----									
CUST# 1010					35	4047	0	0	
CUSTOMER#		CUSTOMER NAME							
1030		MICHAEL GREEN MD							
-----									
E-C046D	SILK BLK BRD	EA	ETHIC	013	1	155	0	0	
-----									
CUST# 1030					1	155	0	0	
CUSTOMER#		CUSTOMER NAME							
RUTGERS		RUTGER'S UNIVERSITY							
-----									
ARWKSU-B	STICK UP DBOD EVERGREEN	DZ	A4000	001	3	51	0	0	
-----									
CUST# RUTGERS					3	51	0	0	
CUSTOMER#		CUSTOMER NAME							

1 of 2 11 x 8.5 in

Missing Sales Report

This report provides a listing of products that customers are not currently buying within the specified periods, but have bought in the past.

Company

In this field the operator has the option of selecting 'All Companies', 'Company Range' and 'Specific Company'.

Customer #

In this field the operator has the option of selecting 'All Customers', 'Customer Range' and 'Specific Customer'.

Vendor #

In this field the operator had the option of selecting 'All Vendors', 'Vendor Range', and 'Specific Vendor'.

Prod Class

In this field the operator has the option of selecting 'All Product Classes', 'Product Class Range' and 'Specific Product Class'.

Fiscal Period

Enter the Fiscal period as 'YYMM'.

Enter the number of periods to have 0 sales.

Enter the number of periods for customers and products to have zero sales, this includes the fiscal period entered.

Enter the number of previous periods to include

Enter the number of previous periods sales to be included.

Notes:

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Acrobat Reader - [jbeach!53675~045!13317!5A.PROD.CUST\_11.pdf]

File Edit Document View Window Help

FROM FISCAL PERIOD 0406 FOR 12 PERIODS OF ZERO SALES AND TOTAL SALES OF 24 PERIODS

PRODUCT CODE	DESCRIPTION	U/M	VENDOR	P/C	PREVIOUS 12 PERIODS 0306 TO 0207		LAST 12 PERIODS 0406 TO 0307		
					UNITS	SALES\$	UNITS	SALES\$	
CUSTOMER# 1010 CUSTOMER NAME ST. MICHAELS HOSPITAL									
AQUAPHOR	AQUAPHOR MOISTURIZING	EA	BBIE	502	6	13	0	0	
AQUAPHOR-GAU	MOISTURIZING GAUZE	EA	BBIE	018	3	10	0	0	
E-C046D	SILK BLK BRD	EA	ETHIC	013	12	1913	0	0	
E-TPW52	TEMP CARDIAC PACING WIRE	EA	ETHIC	503	6	2103	0	0	
EUCERIN	CLEANSING BAR	EA	BBIE	018	8	8	0	0	
-----					CUST# 1010	35	4047	0	0
CUSTOMER# 1030 CUSTOMER NAME MICHAEL GREEN MD									
E-C046D	SILK BLK BRD	EA	ETHIC	013	1	155	0	0	
-----					CUST# 1030	1	155	0	0
CUSTOMER# RUTGERS CUSTOMER NAME RUTGER'S UNIVERSITY									
ARWKSU-B	STICK UP DBOD EVERGREEN	DZ	A4000	001	3	51	0	0	
-----					CUST# RUTGERS	3	51	0	0
CUSTOMER#		CUSTOMER NAME							

1 of 2 11 x 8.5 in

Missing Sales Report

Minimum of Units to Print

Enter the minimum number of units to print

Press <RETURN> to Process Report, Line# to Change, or Abort:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the report.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to delete this entry.

Notes:

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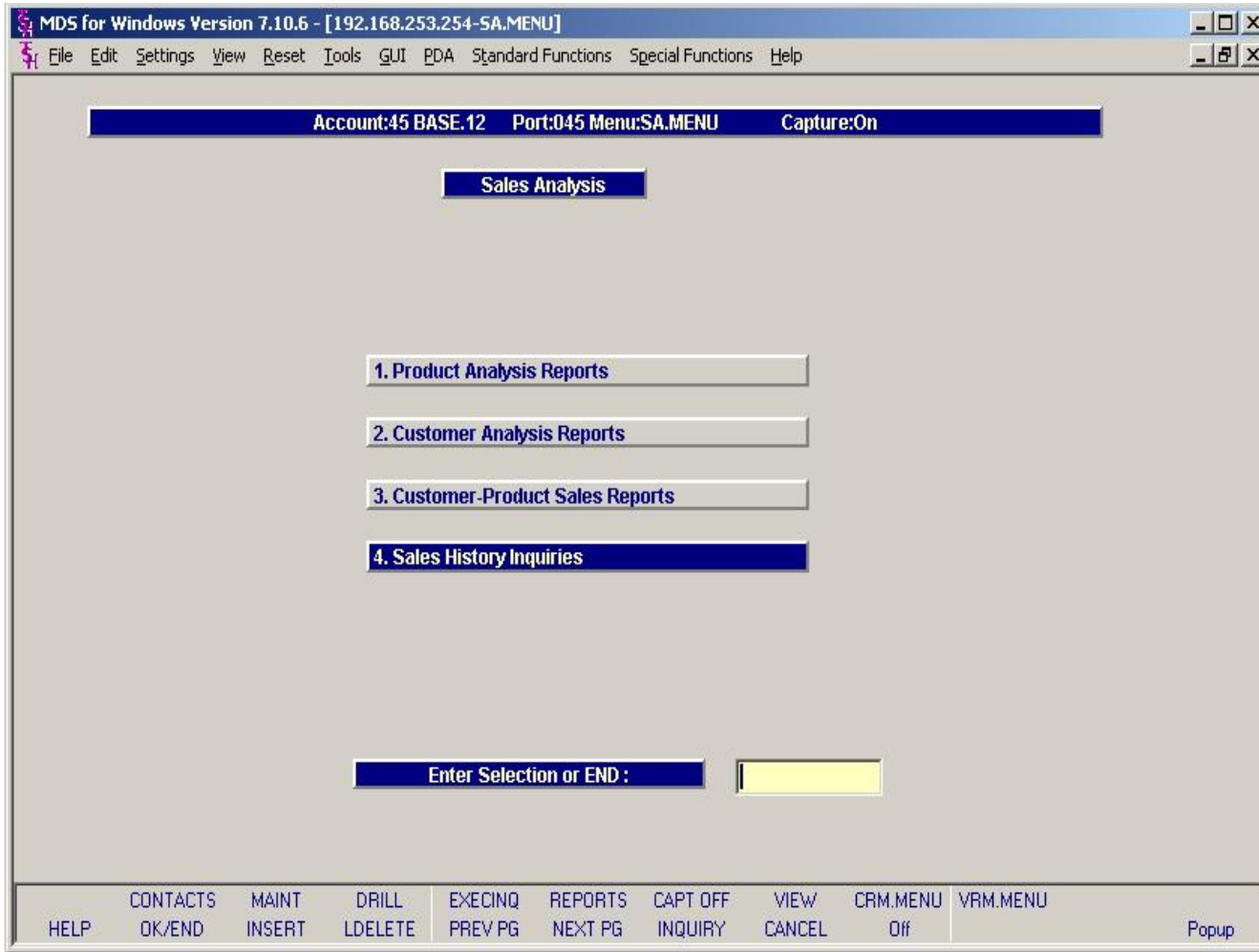


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### Sales History Inquiries Menu

Sales History Inquiries can be found in the Sales Analysis Selector.

Notes:

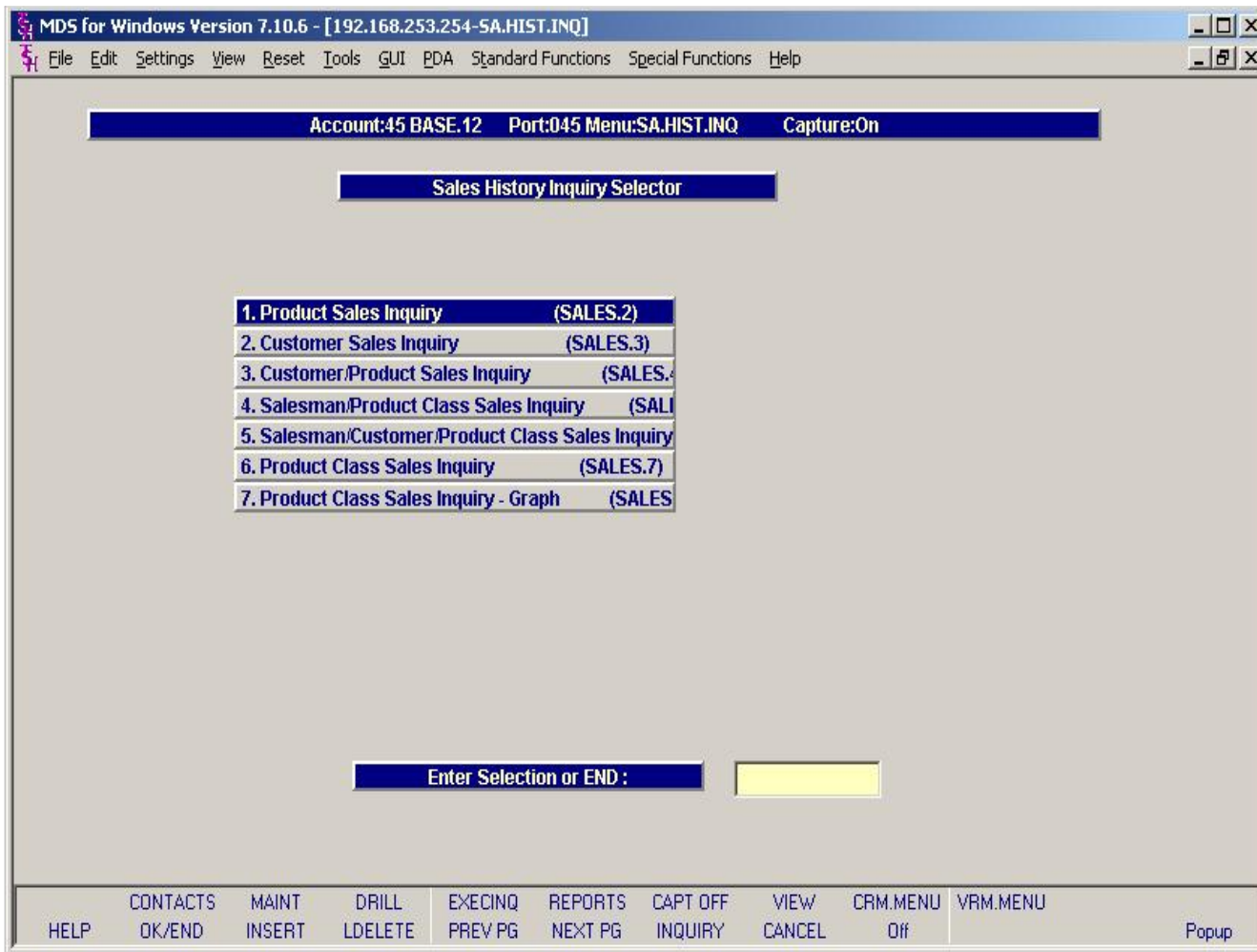
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The menu contains the following Customer – Sales History Inquiries selections;

- Product Sales Inquiry
- Customer Sales Inquiry
- Customer Product Sales Inquiry
- Salesman Product Class Sales Inquiry
- Salesman Customer Product Class Sales Inquiry
- Product Class Sales Inquiry
- Product Class Sales Inquiry – Graph

Notes:

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MDS for Windows Version 7.10.6 - [192.168.253.254-PROD.SLS.INQ010\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

### PRODUCT SALES INQUIRY

1. Company No  THE SYSTEMS HOUSE  
 2. Warehouse No  NEW YORK  
 3. Product No  STERIL LATEX GLOVES LG

	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	-3	856	-72	205	-15	43	20.83	20.83
Feb	0	856		205		43		20.83
Mar	0	800		192		40		20.83
Apr	0	824		198		41		20.83
May	0	880		211		44		20.83
Jun	100	904	2150	217	250	45	11.63	20.83
Jul	1100	0	35400		16210		45.79	
Aug	0	0						
Sep	0	0						
Oct	0	0						
Nov	0	0						
Dec	0	29		1220		669		54.84
Total	1197	5149	37478	2449	16445	925	43.88	37.77

HIT <RETURN> TO CONTINUE:

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

#### Product Sales Inquiry

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

#### Company No

Enter the company number, click on the Inquiry icon, or press the F7 function key to display all companies and the operator can select the needed company.

#### Warehouse No

Enter the Warehouse number, click on the Inquiry icon, or press the F7 function key to display all warehouses and the operator can select the needed warehouse.

#### Product No

Enter the product number, click on the Inquiry icon, or press the F7 function key to display all products and the operator can select the needed product.

Hit <RETURN> to Continue:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the inquiry.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to exit this inquiry.

Notes:

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MDS for Windows Version 7.10.6 - [192.168.253.254-CUST.SLS.INQ010\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**CUSTOMER SALES INQUIRY**

Company : 01 THE SYSTEMS HOUSE  
 Customer : MAR MICHAEL MARCOWITZ

	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	83				56		67.88	
Feb	143				93		65.26	
Mar	48				31		65.26	
Apr	48				31		65.26	
May	76				53		69.80	
Jun	175				93		52.99	
Jul	91				60		65.10	
Aug	129				59		45.99	
Sep								
Oct		98				50		51.62
Nov		48				31		65.26
Dec		95				62		65.26
<b>Total</b>	<b>791</b>	<b>240</b>			<b>475</b>	<b>143</b>	<b>60.11</b>	<b>59.72</b>

Hit <RETURN> to Continue :

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

**Customer Sales Inquiry**

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

**Company**

Enter the company number, click on the Inquiry icon, or press the F7 function key to display all companies and the operator can select the needed company.

**Customer**

Enter the customer number, click on the Inquiry icon, or press the F7 function key to display all customers and the operator can select the needed customer.

Hit <RETURN> to Continue:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the inquiry.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to exit this inquiry.

Notes:

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MDS for Windows Version 7.10.6 - [192.168.253.254-CUST.PROD.SLS.INQ010\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**CUSTOMER/PRODUCT SALES INQUIRY**

1. Company No 01 THE SYSTEMS HOUSE  
 2. Customer No 1010 ST. MICHAELS HOSPITAL  
 3. Product No AQUAPHOR-GAUZE MOISTURIZING GAUZE

	Qty		Sales-\$		G/P-\$		G/P-%	
	This-Yr	Last-Yr	This-Yr	Last-Yr	This-Yr	Last-Yr	This-Yr	Last-Yr
Jan	0	0						
Feb	0	0						
Mar	0	0						
Apr	0	0						
May	0	0						
Jun	0	3		10		3		33.13
Jul	0	0						
Aug	0	0						
Sep	0	0						
Oct	0	0						
Nov	0	0						
Dec	0	0						
<b>Total</b>	<b>0</b>	<b>3</b>		<b>10</b>		<b>3</b>		<b>33.13</b>

HIT <RETURN> TO CONTINUE

XXXXXXXX

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

**Customer/Product Sales Inquiry**

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

**Company No**

Enter the company number, click on the Inquiry icon, or press the F7 function key to display all companies and the operator can select the needed company.

**Customer No**

Enter the customer number, click on the Inquiry icon, or press the F7 function key to display all customers and the operator can select the needed customer.

**Product No**

Enter the product number, click on the Inquiry icon, or press the F7 function key to display all products and the operator can select the needed product.

Hit <RETURN> to Continue:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the inquiry.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to exit this inquiry.

Notes:

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MDS for Windows Version 7.10.6 - [192.168.253.254-SLS.PC.INQ010\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**SALESMAN/PRODUCT CLASS SALES INQUIRY**

1. Company No  THE SYSTEMS HOUSE  
 2. Salesman No  Sy Fertig  
 3. Prod. Class  ROOM DEODORIZERS

	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	296	93	1644527	1265	886813	586	53.93	46.32
Feb	0	297		4039		1871		46.32
Mar	0	111		1510		699		46.32
Apr	0	248		3101		1231		39.71
May	7	228	-61466	3101	-81560	1436	132.69	46.32
Jun	268	71	-1765	975	637	334	-36.09	34.22
Jul	0	27	5777	367	2426	170	41.99	46.32
Aug	84	64	1303196	8857	1116541	8397	85.68	94.81
Sep	266	219	364448	2978	275243	1380	75.52	46.32
Oct	21	161	250	2377	24	1342	9.62	56.45
Nov	30	0	9625		8533		88.65	
Dec	0	306		14851		6998		47.12
Total	972	1825	3264592	43420	2208658	24444	67.65	56.30

HIT <RETURN> TO CONTINUE:

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

**Salesman/Product Class Sales Inquiry**

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

**Company No**

Enter the company number, click on the Inquiry icon, or press the F7 function key to display all companies and the operator can select the needed company.

**Salesman No**

Enter the salesman number, click on the Inquiry icon, or press the F7 function key to display all salesmans and the operator can select the needed salesman.

**Product Class**

Enter the product class number, click on the Inquiry icon, or press the F7 function key to display all products classes and the operator can select the needed product class.

Hit <RETURN> to Continue:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the inquiry.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to exit this inquiry.

Notes:

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MDS for Windows Version 7.10.6 - [192.168.253.254-SLS.CUST.PC.INQ010\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**SALESMAN/CUSTOMER/PRODUCT CLASS SALES INQUIRY**

1. Company No  THE SYSTEMS HOUSE  
 2. Salesman No  Sy Fertig  
 3. Customer No  ST. MICHAELS HOSPITAL  
 4. Prod. Class  ROOM DEODORIZERS

	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	0	0						
Feb	0	0						
Mar	0	0						
Apr	0	0						
May	0	0						
Jun	0	32		499		115		23.08
Jul	0	0						
Aug	0	0						
Sep	0	0						
Oct	0	19		190		95		50.00
Nov	0	0						
Dec	0	0						
Total	0	51		689		210		30.50

HIT <RETURN> TO CONTINUE:

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

**SlsM/Cust/Product Class Sales Inquiry**

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

**Company No**

Enter the company number, click on the Inquiry icon, or press the F7 function key to display all companies and the operator can select the needed company.

**Salesman No**

Enter the salesman number, click on the Inquiry icon, or press the F7 function key to display all salesmen and the operator can select the needed salesman.

**Customer No**

Enter the customer number, click on the Inquiry icon, or press the F7 function key to display all customers and the operator can select the needed customer.

**Product Class No**

Enter the product class number, click on the Inquiry icon, or press the F7 function key to display all products classes and the operator can select the needed product class.

Hit <RETURN> to Continue:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the inquiry.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to exit this inquiry.

Notes:

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MDS for Windows Version 7.10.6 - [192.168.253.254-PROD.CL.SLS.INQ010\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

### PRODUCT CLASS SALES INQUIRY

1. Company No  THE SYSTEMS HOUSE  
 2. Prod. Class  ROOM DEODORIZERS

	Qty		Sales-\$		G/P-\$		G/P-%	
	This-Yr	Last-Yr	This-Yr	Last-Yr	This-Yr	Last-Yr	This-Yr	Last-Yr
Jan	1048	18	1664006	245	896480	113	53.87	46.32
Feb	0	210		2856		1323		46.32
Mar	7	147	965	1999	604	926	62.60	46.32
Apr	0	281		3550		1439		40.54
May	12	9	-60731	122	-81151	57	133.62	46.32
Jun	336	96	-3629	1328	-3648	471	100.52	35.46
Jul	219	45	18409	612	10808	284	58.71	46.32
Aug	86	200	1303243	10805	1116574	9158	85.68	84.76
Sep	276	54	365161	734	275624	340	75.48	46.32
Oct	33	240	269959	3437	254541	1834	94.29	53.37
Nov	111	138	197737	1877	186259	869	94.20	46.32
Dec	0	285		14799		7007		47.35
<b>Total</b>	<b>2128</b>	<b>1723</b>	<b>3755120</b>	<b>42364</b>	<b>2656092</b>	<b>23822</b>	<b>70.73</b>	<b>56.23</b>

HIT <RETURN> TO CONTINUE:

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

**Product Class Sales Inquiry**

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

**Company No**

Enter the company number, click on the Inquiry icon, or press the F7 function key to display all companies and the operator can select the needed company.

**Salesman No**

Enter the salesman number, click on the Inquiry icon, or press the F7 function key to display all salesmen and the operator can select the needed salesman.

**Customer No**

Enter the customer number, click on the Inquiry icon, or press the F7 function key to display all customers and the operator can select the needed customer.

**Product Class No**

Enter the product class number, click on the Inquiry icon, or press the F7 function key to display all products classes and the operator can select the needed product class.

Hit <RETURN> to Continue:

Press 'RETURN', enter a Zero (0), click on the 'OK/END' icon, or press the 'F2' function key to process the inquiry.

The user can also enter Line Number to make desired changes.

Enter 'ABORT' press 'F8' function key or click on the 'CANCEL' icon to exit this inquiry.

Notes:

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# Where to get more Information

- Additional training Sessions
- Place a support call using the CRS system: <http://crs.tshinc.com>
- Call The Systems House, Inc. at 973-777-8050

Notes:

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Sales Analysis Training Guide  
Where to get more information

Please send any comments or questions on this guide to our documentation department at: [documents@tshinc.com](mailto:documents@tshinc.com)

Note: This guide was made using WINMDS.

If you still have questions after reviewing this guide, you have several options:

1. Order additional training Sessions- TSH personnel can train you on the specifics of your system.
2. Place a support call using the CRS system: <http://crs.tshinc.com> – The most efficient way of entering and tracking Support calls. Plus, you will have a written record of the resolution for future reference. If you do not have a login, call TSH today to set on up.
3. Call The Systems House, Inc. at 973-777-8050 – were here to serve you in any way we can.