

Reports for Efficiency



eCommerce Industries, Inc.



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Basic Reporting

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Open Pick Report (T-6)

- Mother of all reports
- Shows status of every open order

Printing the Open Pick Report

- 1 In the (T) Order Entry Selectors screen, type **6** in the Selector field and press Enter.
- 2 At the Do You Wish To Change All prompt, type **A**.
- 3 At the Change Sorts prompt, type **N**.
- 4 At the Change Limits prompt, type **Y**.
- 5 Tab to the Status field and type **1**.
- 6 In the Class field, press Enter.
- 7 In the Account # field, press Enter.
- 8 In the Taxable field, press Enter.
- 9 Tab to the Status field and type **5**.
- 10 In the Class field, press Enter.
- 11 In the Account # field, press Enter.
- 12 In the Taxable field, press Enter.
- 13 At the Add On Detail Fields prompt, press Enter.
- 14 At the Enter Header Text prompt, press Enter.
- 15 In the Totals Only field, press Tab.
- 16 In the Loc field, press Tab.
- 17 In the Prt field, enter the name of the printer to use and press Enter.
- 18 At the Do You Wish To Save Your Sorts And Limits prompt, type **Y**.
- 19 At the Enter New Selector Name, enter a name for this report. If you do not fill the field, press Enter.
- 20 At the Enter New Title prompt, enter a title and press Enter.
- 21 At the Do You Wish This Catalogued prompt, type **Y**.
- 22 At the Are You Sure prompt, type **Y**.

Basic Reporting

ASCII Sort Order

DDMS follows ASCII (American Standard Code for Information Interchange) guidelines. ASCII is the internationally accepted standard for character values when determining sort order. Note the customer name *Baker* prints before the customer name *baker*, since B precedes b in the ASCII order. Also, note the sort order of the punctuation marks and the space. This ASCII table lists characters in ascending order. Reverse the order for printing in descending order.

space	8	P	h
!	9	Q	i
"	:	R	j
#	;	S	k
\$	<	T	l
%	=	U	m
&	>	V	n
' (apostrophe)	?	W	o
(	@	X	p
)	A	Y	q
*	B	Z	r
+	C	[	s
, (comma)	D	\	t
- (dash)	E	]	u
.	F	^	v
/	G	_ (underline)	w
0	H	` (tic mark)	x
1	I	a	y
2	J	b	z
3	K	c	}
4	L	d	|
5	M	e	{
6	N	f	-
7	O	g	DEL

Sample Open Pick Report (T-6)

D.D.M.S. 1655 TIMBER RIDGE LANE ROANOKE TX 76262				OPEN PICK REPORT FOR LOCATION []				09:30:29 10/28/94 PAGE 1						
PICK NO.	CUST. NO.	DEPT	ITEM NUMBER	CO.	S	O/T	DATE	ORDER	SHIP	BACK	P	D	COST	PRICE
5547-0	1		35	UNVSL	4	111	03-17-94	1	1		1	N	20.000	27.000
5547-0	1		64027	RING K	4	111	03-17-94	1	1		1	N	14.900	24.950
5548-0	1		34406	UNVSL	4	111	03-17-94	5	5		1	N	3.210	6.150
5548-0	1		6392PT	LITNG	4	111	03-17-94	1	1		1	N	23.630	39.950
5568-0	89000		10013	AUTOPT	1	3278	03-31-94	3	3		2	N	9.500	15.000
5568-0	89000		54280	RING K	1	3278	03-31-94	2	2		2	N	22.060	36.950
5568-0	89000		67582	DENNAT	1	3278	03-31-94	10	10		2	N	3.320	6.960
5569-0	89000		888	PGP	1	3278	03-31-94	4	4		2	N	7.000	10.000
5569-0	89000		90804	FELLOW	1	3278	03-31-94	2	2		2	N	29.820	49.950
5570-0	89000		2314	WILSON	1	3278	03-31-94	20	20		2	N	3.010	4.350
TOTALS FOR REPORT			TOTAL LINES (10)		DOLLARS \$		531.05							

PICK NO.	CUST. NO.	DEPT	ITEM NUMBER	CO.	S	O/T	DATE	ORDER	SHIP	BACK	P	D	COST	PRICE
----------	-----------	------	-------------	-----	---	-----	------	-------	------	------	---	---	------	-------

- PICK NO** Pick ticket number, from the Order # field in Order Entry **ORDER** Quantity ordered, from the Order field in Order Entry
- CUST NO** Customer number, from the Account # field in Order Entry **SHIP** Quantity shipped, from the Ship field in Order Entry
- DEPT** Customer department, from Order Entry **BACK** Quantity backordered, from Order Entry
- ITEM NUMBER** Item number, from the Item Number field in Order Entry **P** Pay code, from the Paycode field in Order Entry
- CO** Item company, from the Company field in Order Entry **D** Whether the customer receives a discount, from the Discount field in Order Entry
- S** Ticket status from the Status field in Order Entry
- O/T** Order-taker number, from the Order Writer field in Order Entry **COST** Item cost, from the A Cost \$ field in Order Entry
- DATE** Order date, from the Date field in Order Entry **PRICE** Selling price, from the Sell \$ field in Order Entry

Basic Reporting

Short Buys Report (T-10)

- Customizable by need
 - Short-buy for furniture
 - Short-buy for direct-buy
- Short-buy for printing
- Short-buy for specific location

Note: DDMS recommends using the graphical short-buy instead.

Sample T-10 Short-Buy Report														
DDMS NT TEST MACHINE			SHORT BUY REPORT				06/04/02							
P.O.BOX 507			22:36:02											
KELLER TX 76248			LOCATION [1]				PAGE 1							
			STOCK CLASS (L)											
PREF	ITEM NUMBER	CO.	ITEM DESCRIPTION	C	UNIT	B	QTY	WRT.	PICK NBR.	CUST. NBR.	DEPT	COST	PRICE	DATE
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
***** VENDOR (AZERTY)														
MMM	81012X1296	MMM	TAPE,TRANS,MAGIC,1/2"W,1"	L	RL		13	110	11748	1005		1.974	1.952	05/24/02
***** COST & PRICE SUB-TOTAL =														
***** COST & PRICE SUB-TOTAL =														
DDMS NT TEST MACHINE			SHORT BUY REPORT				06/04/02							
P.O.BOX 507			22:36:02											
KELLER TX 76248			LOCATION [1]				PAGE 2							
			STOCK CLASS (S)											
PREF	ITEM NUMBER	CO.	ITEM DESCRIPTION	C	UNIT	B	QTY	WRT.	PICK NBR.	CUST. NBR.	DEPT	COST	PRICE	DATE
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
***** VENDOR (THOROUGH)														
CD	3214	CD	FOUR SEASONS TREES	S	EA		4	101	25566	1005		5.963	6.360	05/23/02
IF	655	IF	LANDFORMS	S	EA		6	635	25550	1020		.743	.644	05/02/02
SV	67689	SV	VOCABULARY GRADE 4	S	EA		12	635	25554	1225		8.963	11.950	05/07/02
FS	76004	FS	DOVE NOTEPAD	S	EA		12	635	25560	1005		2.213	2.065	05/20/02
***** COST & PRICE SUB-TOTAL =														
***** COST & PRICE SUB-TOTAL =														

The Order Entry Exceptions Report

- Shows changes/errors in order entry
 - Selling price
 - Cost changes
 - Shipped quantity changes
- Wasted ticket number
- Deleted items
- Ticket number
- Order Writer

D.D.M.S.		ORDER ENTRY EXCEPTIONS			12/20/94	
1655 TIMBER RIDGE LANE					09:56:36	
ROANOKE	TX 76262	LOCATION (1)			PAGE 1	

INVOICE #	O.T.	CUSTOMER KEY	ITEM KEY	DATE	TIME	EXCEPTION MESSAGE
12353-1	101	1000065	12	FIS	12/07/94 13:38:29	CREDIT LIMIT OVERRIDE - AUTH. BY
12353-1	101	1000065	12	FIS	12/07/94 13:38:29	CREDIT LIMIT OVERRIDE - AUTH. BY
10172-1	101	901910	1	MCG	10/25/94 16:11:42	QUANTITIES CHANGED -> 12
12353-1	101	1000065	12	FIS	12/07/94 13:38:29	QUANTITIES CHANGED -> 1
12342-1	213	100006	30	OXF	12/09/94 10:58:40	PRICE OVERRIDE \$.000-> 1.000
12748-1	213	100006	30	OXF	12/19/94 11:39:29	PRICE OVERRIDE \$.000-> 1.000
11457-1	324	456300	1	MCG	11/28/94 15:15:45	SALESMAN OVERRIDE -> 1
12357-1	101				12/06/94 09:45:40	RECEIVED ON ACCOUNT

INVOICE #	O.T.	CUSTOMER KEY	ITEM KEY	DATE	TIME	EXCEPTION MESSAGE
-----------	------	--------------	----------	------	------	-------------------

- | | | | |
|---------------------|--|--------------------------|---|
| INVOICE # | Invoice number the exception is on | ITEM KEY | The item key, which is the combination of the item number and company |
| O.T. | Order-taker number for the invoice | DATE | The date the exception occurred |
| CUSTOMER KEY | Customer key, which is the combination of the customer account number and department that makes a customer's record unique | TIME | The time the exception occurred |
| | | EXCEPTION MESSAGE | Text explaining the exception |

Finding Your Customized Reports

- 1 Execute the (Z) [B4] function.
- 2 Enter the file name ;SPC:RWCAT
- 3 Specify your libraries.
- 4 Determine the reports you have customized.

```
18:21:02
B4. Execute program
Unit      Label      Unit      Label
  1      U1        19      .....
  2      U2        20      .....
  3      U3        21      .....
  4      SR        22      .....
  5      IN        23      .....
  6      CU        24      .....
  7      HI        25      .....
  8      W1        26      .....
  9      W2        27      .....
 10      W3        28      .....
 11      WP        29      .....
 12      .....    30      .....
 13      .....
 14      .....
 15      .....
 16      .....
 17      .....
 18      .....

ENTER FILE NAME      ;SPC:RWCAT      ENTER UNIT #
```

Bad Margins Report (UR-B)

- Change file name to P-MASTER
 - Finds tickets with no cost or wrong cost before they are billed
 - Finds orders with incorrect selling prices
 - Allows corrections prior to billing and/or commission runs (JOUR-S)
- Remember when you specify margins, the report prints everything outside that range, not inside it.

```

Sample UR-B "Bad Margins" Report

DDMS NT TEST MACHINE          EXCEPTION REPORT          06/04/02
P.O.BOX 507                   20:45:34
KELLER           TX 76248          GROSS % (20-80)          PAGE 1

  INVOICE #   DATE   OT   ITEM NUM   CO.   DESCRIPTION          C   QTY   UN   COST   PRICE   GROSS %
  =====   =====   ==   =====   ==   =====
***** SALESMAN: 101      CUSTOMER:      221440      ABC TRUCKING COMPANY
36181-0   05/23/02   101 00838 NAT   PAPER,CMPTR,1PT,GN BR,15X11          1   CT     .00  122.71 100.0%
36181-0   05/24/02   101 00839 NAT   PAPER,CMPTR,1PT,PLN,9.5X11          1   CT     .00   77.88 100.0%
36194-0   05/24/02   101 TF125T FIR   INSERT,LTR CAB,DISKTE,INSUL          1   EA     .00  360.0  100.0%

***** SALESMAN: 102      CUSTOMER:      215888      CENTURY 21 REALTY
36175-0   05/24/02   101 810-1 MMM   TAPE,TRANS,MAGIC,1/2"W,1"L          1   RL     1.06   1.22  13.1%

***** SALESMAN: 231      CUSTOMER:      4879983      MASTER LOCK & SAFE CO.
11566-0   05/23/02   101 VW205 LAN   VOICEWRITER 205 LANIER          2   EA     .00   2.70 100.0%
11567-0   05/25/02   101 VW206 LAN   VOICEWRITER 206 LANIER          20  EA     .00  27.00 100.0%
    
```

Basic Reporting

The Inventory Hits Report

- Sorted by hits
- Descending order
- Most commonly pulled items- most tickets
- Warehouse layout

DDMS NT TEST MACHINE		ITEM STOCK CATALOG LISTING				05/31/02			
P.O.BOX 507						12:22:12			
KELLER	TX	76248				PAGE	1		
MTD SOLD									
ITEM NUMBER	CO.	ITEM DESCRIPTION	N	UN	D	C	LIST	YTDHIT	
=====	=====	=====	=	==	=	=	=====	=====	
COPY11	SOE	8 1/2 X 11 COPY	Y	EA	T	X	.050	3013	
XOS11WE20	SOE	PAPER XERO 8.5X11 20# WHITE		RM	3	M	9.200	1551	
6549-YW	MMM	NOTE,HIGHLAND,3X3,YELLOW		PD	1	N	.660	382	
PC-1	OIC	CLIPS,PAPER #1 SMOOTH GEM		BX	1	N	.400	367	
FAX	SOE	FAX TRANSMISSION	Y	EA	T	W	2.000	363	
CP97	SOE	ENV,CLASP 10X13 28#		BX	1	N	21.200	122	
XOS11CY20	SOE	PAPER XERO 8.5X11 20# CANARY		RM	3	M	11.320	122	
XOS11GN20	SOE	PAPER XERO 8.5X11 20# GREEN		RM	3	M	11.320	122	
33325	PPC	BOX STORAGE LETTER/LEGAL SIZE		EA	1	N	2.850	121	
XOS11BE20	SOE	PAPER XERO 8.5X11 20# BLUE		RM	3	M	11.320	117	
00213	OFC	FOLDERS, MANILA FILE, LEGAL,		BX	1	W	15.950	116	
21000	SMC	RBN,TYP,CORR,H SERIES,BK		PK	1	M	9.950	114	
12251	FAB	PENCILS,AMERICAN #2 MED-SOFT		DZ	1	N	3.090	111	
SF830MT1	SHR	TNR,CRTDG,7900/83XX,250GR	Y	EA	I	P	30.000	110	
TOTAL NUMBER OF		ITEM NUMBERS IS	50						

Lines By Order Writer/Order Puller

- Sorted by Order Writer number
- Shows productivity

Sample Lines by Order Writer Report												
DDMS NT TEST MACHINE			OPEN PICK REPORT				23:39:23					
P.O.BOX 507			06/04/02				PAGE 1					
KELLER TX 76248			FOR LOCATION [1]									
PICK NO.	CUST. NO.	DEPT	ITEM NUMBER	CO.	S O/T	DATE	ORDER	SHIP	BACK	P D	COST	PRICE
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
101	TED DYER						TOTAL LINES (	142)	DOLLARS \$		11,467.42	
102	CHARLES RUSSELL						TOTAL LINES (	122)	DOLLARS \$		10,884.42	
103	TOM GERRITY						TOTAL LINES (	158)	DOLLARS \$		13,012.42	
106	TRACI JOHNSON						TOTAL LINES (	171)	DOLLARS \$		14,834.42	

Basic Reporting

Backorder Report

- Shows items that remain backordered
 - By salesperson
 - By customer
 - Add-on P/O due date
 - Limited by due date
- Helps purchasing confirm/follow-up on expected shipments

DDMS NT TEST MACHINE		BACKORDER REPORT		05/31/02						
P.O.BOX 507				11:50:33						
KELLER	TX 76248	LOCATION (1)								
PAGE 1			SALESMAN (Ted Dyer)							
ITEM NUMBER	CO.	ITEM DESCRIPTION	C UN	BQTY	SQTY WRT.	PICK NBR	CUSTOMER	COST	PRICE	DATE
***** SALESMAN (102)										
10634NN	HON	HUTCH 68X15X42 MAHOGANY	* EA	1		121	10008-1 TRIAD OF TEXAS INDUSTRI	302.400		04/20/02
5901GG90T	HON	CHAIR,STENO NAVY	* EA	2		121	10008-1 TRIAD OF TEXAS INDUSTRI	74.700		04/20/02
10643-NN	HON	CRED.KNEESPACE 72X24 MAH.	J EA	2		121	10008-1 TRIAD OF TEXAS INDUSTRI	265.500		04/20/02
2342411L02	MJM	MAILER,NYLN,GUSSTD14X11GN	J EA	1		121	25152-0 MIKE'S COPY SHOP	12.100		04/02/02
2342411L02	MJM	MAILER,NYLN,GUSSTD14X11GN	J EA	1		121	25169-0 MIKE'S COPY SHOP	12.100		04/13/02
55	CE	BLUE/BLUEBERRY REFILL	S EA	1		121	25298-0 MIKE'S COPY SHOP	3.500		08/23/02
B	VKA	EXT. 29"W X 19"D X 14.5"H W	EA	10		101	11679-0 ACE HARDWARE	215.100		05/19/02
33	GGI	STENCIL,GOTH,CAPS&#,1.5"	X EA	1		121	25298-0 MIKE'S COPY SHOP	2.190		05/23/02
10734-NN	HON	HUTCH 68X15X42 MAHOGANY	X EA	2		121	10001-0 TRIAD OF TEXAS INDUSTRI	385.700		05/02/02
333	HOD	CALENDAR,WALL,15.5X22,BE	X EA	1		121	25152-0 MIKE'S COPY SHOP	11.800		04/02/02
A	EKO	REGISTER,CHECK PERSONAL	X EA	10		101	11679-0 ACE HARDWARE	8.055		05/19/02
***** COST & PRICE SUB-TOTAL =			.00	4027.44						
DDMS NT TEST MACHINE		BACKORDER REPORT		05/31/02						
P.O.BOX 507				11:50:33						
KELLER	TX 76248	LOCATION (1)								
PAGE 2			SALESMAN (Charles Russell)							
ITEM NUMBER	CO.	ITEM DESCRIPTION	C UN	BQTY	SQTY WRT.	PICK NBR	CUSTOMER	COST	PRICE	DATE
***** SALESMAN (201)										
00433101040		HALLOWEEN NOVELTY PINS	* EA	1		110	36394-0 JOE'S FINANCIAL SERVICE	.000		05/22/02
00433101095		HALLOWEEN PONY O'S	* EA	1		101	36582-0 JOE'S FINANCIAL SERVICE	1.490		12/20/96

Low-Stock/Over-Stock Reports

- Shows suggested order quantity
- Run by vendor
- Shows over-stocked items to be reduced

Low-Stock Report

```

D.D.M.S. LOW STOCK MIN/MAX REPORT DATE 10/27/94
1655 TIMBER RIDGE LANE TIME 10:08:48
ROANOKE TX 76262 FOR LOCATION ( ) PAGE 1
ITEM NUMBER  CO. DESCRIPTION  UNITS  COST  L-YEAR  Y-T-D  MIN:  MAX:HITS  NEED  ON-ORD  O-HAND  BACKOR  ORDER
=====  ===  =====  =====  =====  =====  =====  =====  =====  =====  =====  =====  =====
081          ACM FILE,DISK,5.25 EA 1   12.270          12  36    36    12    8    12    28
156          BOO SHEET,6COL,9.2 C 1   14.670          12  30    30     1     2     4    31
TOTAL OF WHOLESALER STOCK RECORDS = 2
    
```

- 1** The minimum number of this item that should be in stock, from the MIN field in the (E) screen.
- 2** The maximum number of this item that should be in stock, from the MAX field in the (E) screen.

Basic Reporting

Restock Report

- Shows items sold
- Restock quantity for retail operation

DDMS NT TEST MACHINE		RESTOCK REPORT		05/31/02				
P.O.BOX 507				12:44:48				
KELLER		TX 76248		PAGE 1				
ITEM NUMBER	CO.	DESCRIPTION	C UNIT	QTY	R. QTY UN	AMOUNT	FREQ.	VENDOR
000	SEL	MAILER, JIFFY PADDED, 4X8	X CT	1		95.00	2	SPARCO
00011	FEL	FILE, STORAGE, 12X10.25X24L	X EA			.00	1	SPAR-BRK
00023	PMC	PAPER, FAX, 8.5"X164'	X RL	2		23.34	3	SPAR-BRK
0007200	USR	MODEM, COURIER V 34 INT	W EA			.00	1	MICR-DEL
00106	ESS	BNDR, RNG, LTR, 1IN, RCY, BK	X EA	1		.00	3	UNITED
00113	OFC	FOLDERS, MANILA FILE, LETTER,	L BX	43		512.79	13	NOB
00216	AVE	GLUE, STICK, DISAPR. 26OZ, PE		1		.95	1	
00229	MMM	DISKETTE, 8", DS/DD 800K 32 W/WR	W BX			.00	1	DAISYTEK
00405	ATA	RING BINDER, 11X8-1/2, 1-1/2"	C O EA			.00	1	
TOTAL FOR REPORT \$						509036.42		

The Customer & Salesman +/- Sales by Period vs. Period Report (UR-G)

This report lists sales figures by comparing two different business periods. Using the two periods, it compares the increase and decrease in sales. This report shows the sales figures. It also lists any increase or decrease percentage in sales for the current period when comparing it to the second business period.

DDMS		SALES COMPARISON PERIOD 1 VS. PERIOD 2				03/19/98
1655 TIMBER RIDGE		Period 1 (03/01/98-03/04/98) vs. Period 2 (03/05/98-03/05/98)				11.44.51
ROANOKE TEXAS TX 75262		For Location (1) -W				PAGE 1
Item Number	Company	D	Period 1 Sales	Period 2 Sales	Difference	% Inc/Dec

Salesman "265"						
Customer "ABC COMPANY"						
Department "1"						
17150	CLI	1	86.40	86.40	.00	0.00
2000	ACM	1	264.29	226.53	37.76	16.67
JLSS0	ANL	1	7.59	5.52	2.07	37.50
AI2040	APO	1	629.10	4403.70	-3774.60	-85.71
GI1003	BAU	1	5.18	31.05	-25.87	-83.32
00017	CLI	1	.00	129.60	-129.60	-100.00
00006	ESS	1	22.05	35.28	-13.23	-37.50
BK301	EZG	1	.00	134.73	-134.73	-100.00
00001	FEL	1	19.69	157.54	-137.85	-87.50
00003	FEL	1	.00	68.92	-68.92	-100.00
A1	MCG	1	35.98	143.93	-107.95	-75.00
000021	SAM	1	59.40	.00	59.40	100.00
0	SEL	1	12.00	.00	12.00	100.00
000	SEL	1	.00	158.76	-158.76	-100.00
ABG870	STB	1	63.00	.00	63.00	100.00
100028	TNN	1	.00	1494.36	-1494.36	-100.00
67037	TSR	1	44.91	202.10	-157.19	-77.78

Totals For Department "1"			1249.59	7278.42	-6028.83	-82.83
BK301	EZG	1	22.46	.00	22.46	100.00
DELIVERY-UC	INHOUSE		35.00	.00	35.00	100.00
100028	TNN	1	213.48	.00	213.48	100.00
00017	UNIT	1	1791.00	.00	1791.00	100.00
Totals For Department "F"			2061.94	.00	2061.94	100.00

Totals For Customer "ABC COMPANY"			3311.53	7278.42	-3966.89	-54.50

The Item Sales Comparison by Periods Report (UR-G)

This report lists sales and gross profit percentages according to stock class. It compares the current month's figures against figures for a prior month. This report prints detail including net sales, cost, margin, and gross profit percentages for both the current business period and any prior business periods you specify. It also totals each of these fields by item class.

DDMS		ITEM SALES COMPARISON								01/19/98	
1655 TIMBER RIDGE		Period 1 (10/01/97-12/31/97) vs. Period 2 (07/01/97-09/30/97)								11.44.51	
ROANOKE TEXAS		TX 75262		For Location (1) -A						PAGE 1	
Item Nbr	Company	UM	Period 1				Period 2				
			Sales	Cost	Margin	G.P.	Sales	Cost	Margin	G.P.	
=====											
Class "%"											
09701	FEL	EA	.00	.00	.00	.00	51.73	31.36	20.37	39.38	
09702	FEL	PK	.00	.00	.00	.00	32.08	24.99	7.09	22.10	
09710	FEL	PK	.00	.00	.00	.00	4.39	2.94	1.45	33.03	
09713	FEL	KT	12.20	17.94	-5.74	-47.05	.00	.00	.00	.00	
09721	FEL	PK	37.34	28.56	8.78	23.51	26.34	20.82	5.52	20.96	
09771	FEL	EA	14.78	9.98	4.80	32.48	44.34	30.54	13.80	31.12	
09790	FEL	EA	67.20	48.96	18.24	27.14	185.42	111.42	74.00	39.91	
=====											
Totals For Class "%"			131.52	105.44	26.08	19.83	344.30	222.07	122.23	35.50	

The Customer Sales Comparison by Periods Report (UR-G)

This report compares customer sales between any two business periods you specify. It calculates the average sales per month and calculates the customer's percentage of the salesman's total sales based on average monthly sales dollars. The final column on the report lists a cumulative percentage based on a percentage of the total.

The default sort is by customer number, customer name, and salesperson number.

DDMS		CUSTOMER SALES LISTING							01/19/98	
1655 TIMBER RIDGE		Period 1 (10/01/97-12/31/97) vs. Period 2 (07/01/97-09/30/97)							11.44.51	
ROANOKE TEXAS		TX 75262		For Location (1) -A				PAGE 1		
Customer Nbr	Name	Slsn Cn	Disc	Sales \$ Period 1	Sales \$ Period 2	Avg. Sales Per Month	% of Tot	Accum %		
=====										
Salesman "114"										
14503	ABC COMPANY	114	51 S 15.0	-73.96	237.25	79.08	.14	.14		
15290	CALHOUN OFFICE	114	46 S 20.0	23173.36	.00	.00	.00	.14		
17150	DAVIS CLINIC	114	1N S 30.0	19915.99	10545.80	3515.27	6.15	6.29		
20613	DERRY OIL	114	1N S 30.0	17670.08	11413.77	3804.59	6.65	12.94		
24119	KELLER MANUF	114	1A S 20.0	13058.44	6899.75	2299.92	4.02	16.96		
34391	KASBAULM CONST	114	S1 S 20.0	9840.54	6179.26	2059.75	3.60	20.56		
37533	LOCKHART OFFICE	114	S1 S 20.0	6064.04	5214.02	1738.01	3.04	23.60		
43490	LOMBARD SCHOOL	114	3Q S 20.0	5946.57	183.30	61.10	.11	23.71		
49987	LOUIS LAKIS MOTORS	114	1N S 30.0	5742.86	679.84	226.61	.40	24.11		
=====										
96589	PIERCE MORTGAGE	114	S1 S 15.0	.00	1290.43	430.14	.75	99.77		
97832	WAGNER, MARK, DR.	114	S1 S 15.0	.00	84.00	28.00	.05	100.00		
Totals For Salesman "114"				256394.85	171555.88	57185.33	100.00	100.00		
=====										
Totals For "All"				256394.85	171555.88	57185.33				