

# FACTS

## Sales Analysis

Release 7.4



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# Preface

Welcome to the FACTS System software that automates your business operations! The FACTS System is composed of 22 highly integrated modules. Each module has a manual dedicated its use and functionality. For ease of use, the manuals are formatted similarly. All of the FACTS manuals contain the following sections: system overview, program descriptions, references, glossary of terms, and sample reports.

## System Overview

This section discusses the function and process flow for each module. Each System Overview section contains:

- An overview of each module and its interaction with other modules
- Flow charts of the module's system
- An overview of the modules posting to the General Ledger. This section should be reviewed even if the General Ledger Module is not being used
- Procedures and close-out checklists for daily, weekly, periodic (monthly) and yearly processing

## Program Descriptions

These chapters detail each program in the module. Each program description includes the functions, user inputs, and a screen print. The programs are listed in the order that they appear on the menu. There is an overview preceding each menu that explains the interaction of the programs within the menu.

## References

Throughout the documentation the phrase (ref. #) is used. This is referring to the appendix called "References."

References are used to prevent the same information from being repeated one program to the next. They are located at inputs where a user might want further information. References are always numbered. For example, F2 allows a search (ref.5): this indicates that pressing F2 will allow a search on the input, and more information on searches can be found in the Reference Appendix under reference #5.

## Glossary of Terms

The glossary provides a definition of terms used in the manual and related terms from other modules.

## Sample Reports

This section provides a sample printout of most of the reports and prints in the module. A directory is included that lists each report and the page number in the section.

# Using Preprinted Forms in FACTS

Some of the print programs available in FACTS are designed to output on preprinted forms available from Western Atlanta Forms Corp., 1895-C Beaver Ridge Circle, Norcross, GA 30071, 1-800-241-8951

You can order standard preprinted forms with your company name, address, logo, etc. Sample forms are available in the New User Packet. Samples include:

- **AP** - check
- **AR** - statement, invoice, past due notice (dunning letter)
- **IC** - transfer ticket
- **JC** - estimate, invoice
- **PO** - purchase order
- **PR** - check
- **SO** - quote, pick ticket, invoices (2), counter sales slip, UPS shipping label and bill of lading.

Keep in mind that it can take anywhere from two to six weeks to print and deliver the forms, depending on their complexity.

To configure FACTS to use these forms, the **Use Preprinted Forms** flag must be set to Y in the following file maintenance programs:

- SO Document Print Control
  - AR Statement Print Control
  - AR Invoice Processing Control
  - AR Dunning Letter Control
  - AP Check Print Control
  - JC Static Control
  - TF Letter Print Control
- If you run out of preprinted forms, you can set the **Use Preprinted Form** flag in the appropriate file maintenance program to N. The resulting output will print on blank paper and look similar to the preprinted form.
- If your company already has its own preprinted forms, your Affiliate may need to modify the programs listed above so that your documents print correctly. (Note: If you want FACTS to print to blank paper forms that look like your preprinted forms, notify your Affiliate of this requirement so that the proper modifications can be made.)

# System Overview

The FACTS Sales Analysis module maintains accurate file information that is posted from other modules in the system. This allows users the secure feeling that all information is traceable throughout the system. Instructional prompts, default values and the capability to back up to previous inputs promote both operator efficiency and comfort in using the system.

Sales Analysis is broken down into the following menus: Post Invoices to SA, Inquiries, Reports & Prints (customer reports, salesperson/territory reports, item {class} reports and the Branch Report), End of Period and File Maintenances.

All information stored in Sales Analysis is created in the Accounts Receivable, Sales Orders and/or Job Cost Invoicing Systems. The sales information is posted from the AR Invoice Register, JC Invoice Register and the SO Daily Sales Register into holding files respectively. The Sales Analysis Post Invoices to SA program is then run to post the information from the holding files into the appropriate SA files. The files used (i.e., determine which reports are available for use) are determined by the user.

Most files in the Sales Analysis system store 26 periods of information. Customer, salesperson/territory and branch information includes sales, cost, gross margin \$ and gross margin %. Item information includes sales, cost, gross margin \$, gross margin % and units. Two additional files store customer/item month-to-date and year-to-date information and current period item/invoice information.

All multiperiod reports in Sales Analysis allow the user to define the parameters. The user may determine one of the three following available formats: 1) accumulations of sums, 2) comparison of any range of periods to any other range (i.e., current year to previous year) and includes variance and 3) multiple periods printing up to twelve periods selected. The user may also determine which of the available figures to print and the order in which they print (sales, cost, gross margin \$, gross margin % and units). In addition to the figures, the user may set a cutoff below or above which figures are not to print. Users may also indicate whether to print the figures in descending order.

The customer reports consist of the following: Customer Multiperiod Analysis, Customer/Item Class Multiperiod Analysis, Customer/Item Multiperiod Analysis and Customer/Item MTD, YTD Analysis. In the customer reports, the

user may print the selected information in customer number, alpha, salesperson/territory, customer class or zip code order. The user may also determine whether to print the ship-to numbers within customer.

The salesperson/territory reports consist of the following: Salesperson/Territory Multiperiod Analysis, Salesperson/Territory/Item Class Multiperiod Analysis and Commission Report. In the salesperson/territory reports, the user may print the selected information in salesperson/territory or region order.

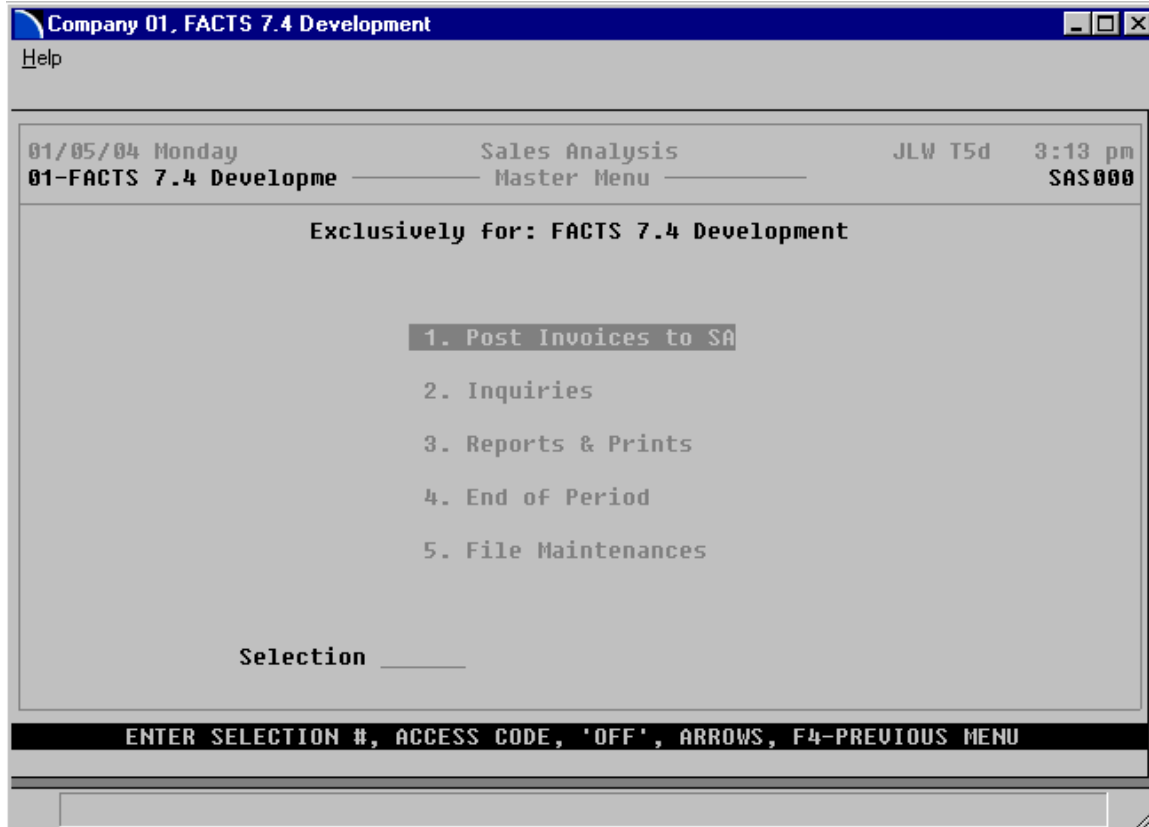
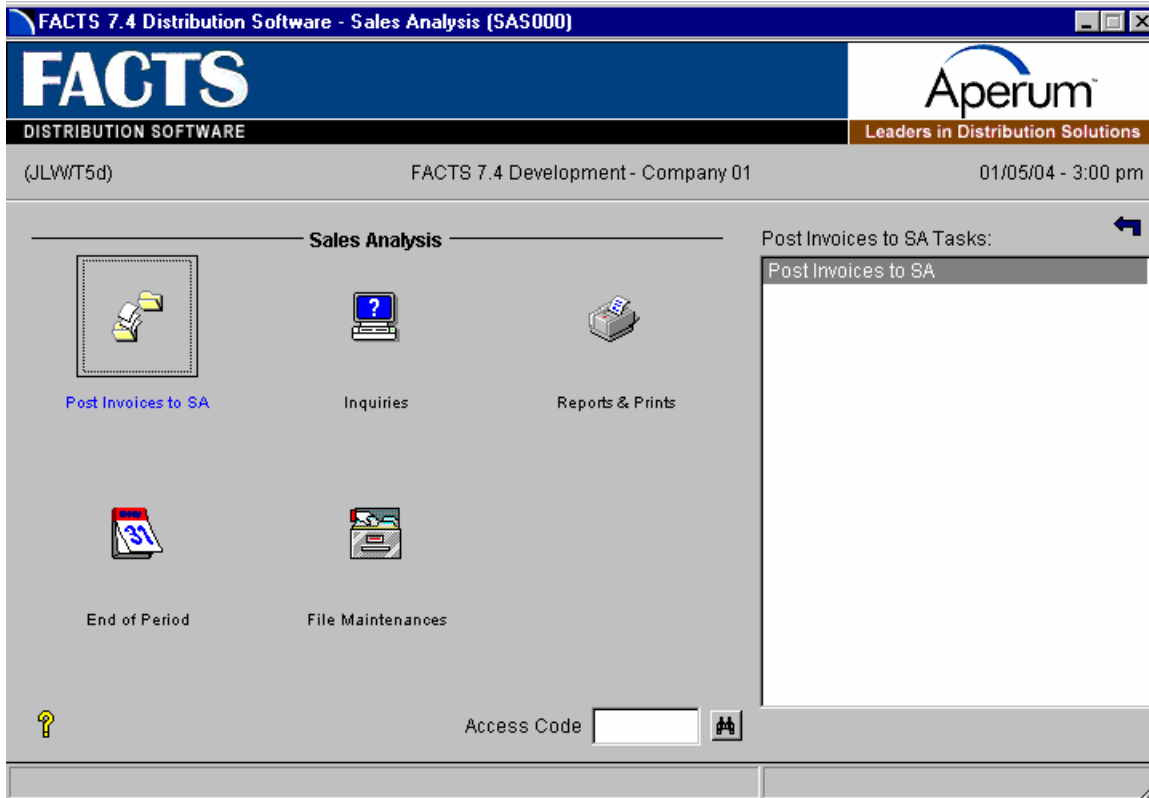
Commissions may be calculated by gross sales or gross margin. The percentage used to calculate the commission may be prioritized using the salesman's %, the customer's % or the item's %. Commissions may be posted to Sales Analysis as paid or hold (until the invoice is paid by the customer) and may be posted in summary or detail. The Commission Report information is stored by date and the information is not affected by the SA End-of-Period Update Program.

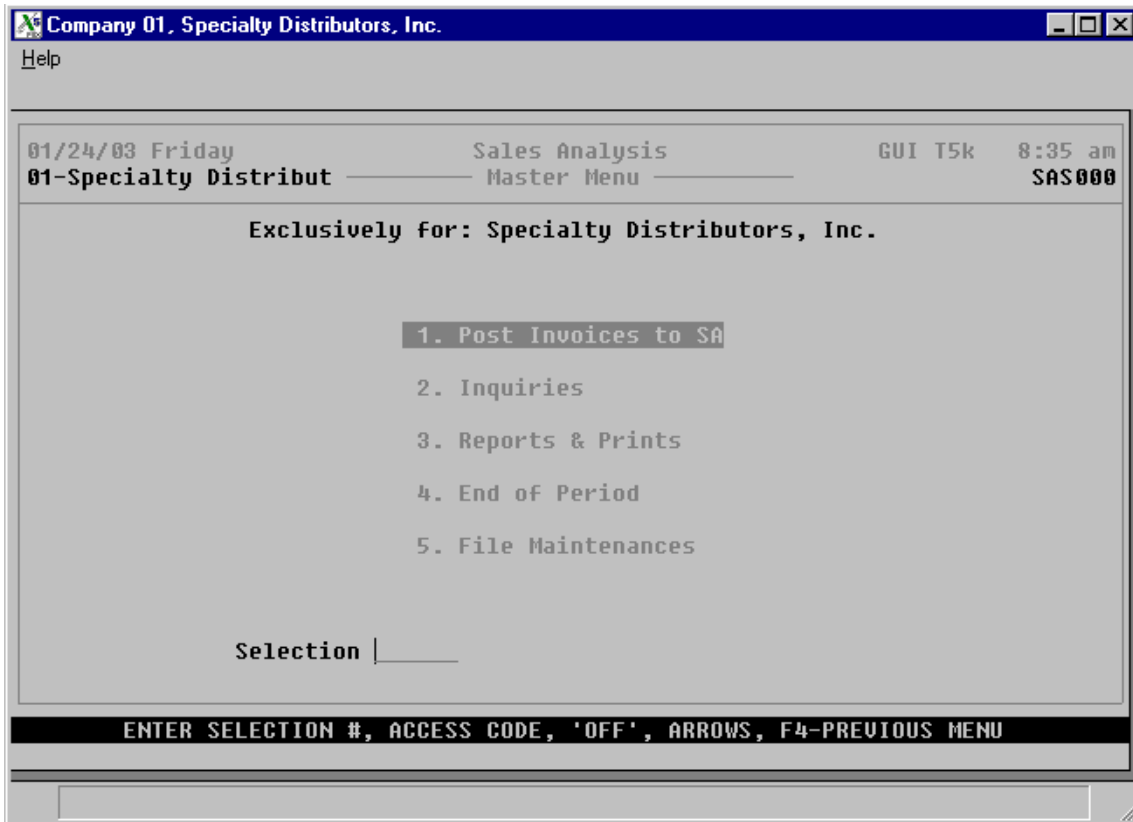
The item (class) reports consist of the following: Item Multiperiod Analysis, Item Class Multiperiod Analysis, Item/Customer Multiperiod Analysis, Item/Customer MTD, YTD Analysis, Item Class/Customer Multiperiod Analysis, Item Class/Salesperson Multiperiod Analysis, Item/Warehouse Multiperiod Analysis, Current Period Item/Invoice Report, Temporary Report, Item Lots Report and Serial Item Report. In the item (class) reports, the user may print the selected information in item number, alpha, vendor or item class order. The user may also determine the item descriptions to print (description 1, 2, both or neither). Warehouse and direct sales are stored.

The branch report is the Branch Multiperiod Analysis. This report allows the user to select the beginning and ending branch to print.

All information printed by reports is also available through the SA Inquiry Program. Similar to the reports, the user may determine the format used to display information (accumulated, comparison and multiperiod). In addition to the three standard formats, the user may also display the information in a graph format.

File maintenance programs allow the user to enter, change and delete data. These programs are used to enter the initial data required to set up the system (usually none in Sales Analysis). The user can add, change and delete the records in a file. This is call maintaining the file. Some file maintenance programs will be used often where others will be used infrequently. These infrequent file maintenances (found on the Infrequent File Maintenances menu) are used mostly in the installation of the system.





## Sales Analysis Flow Charts

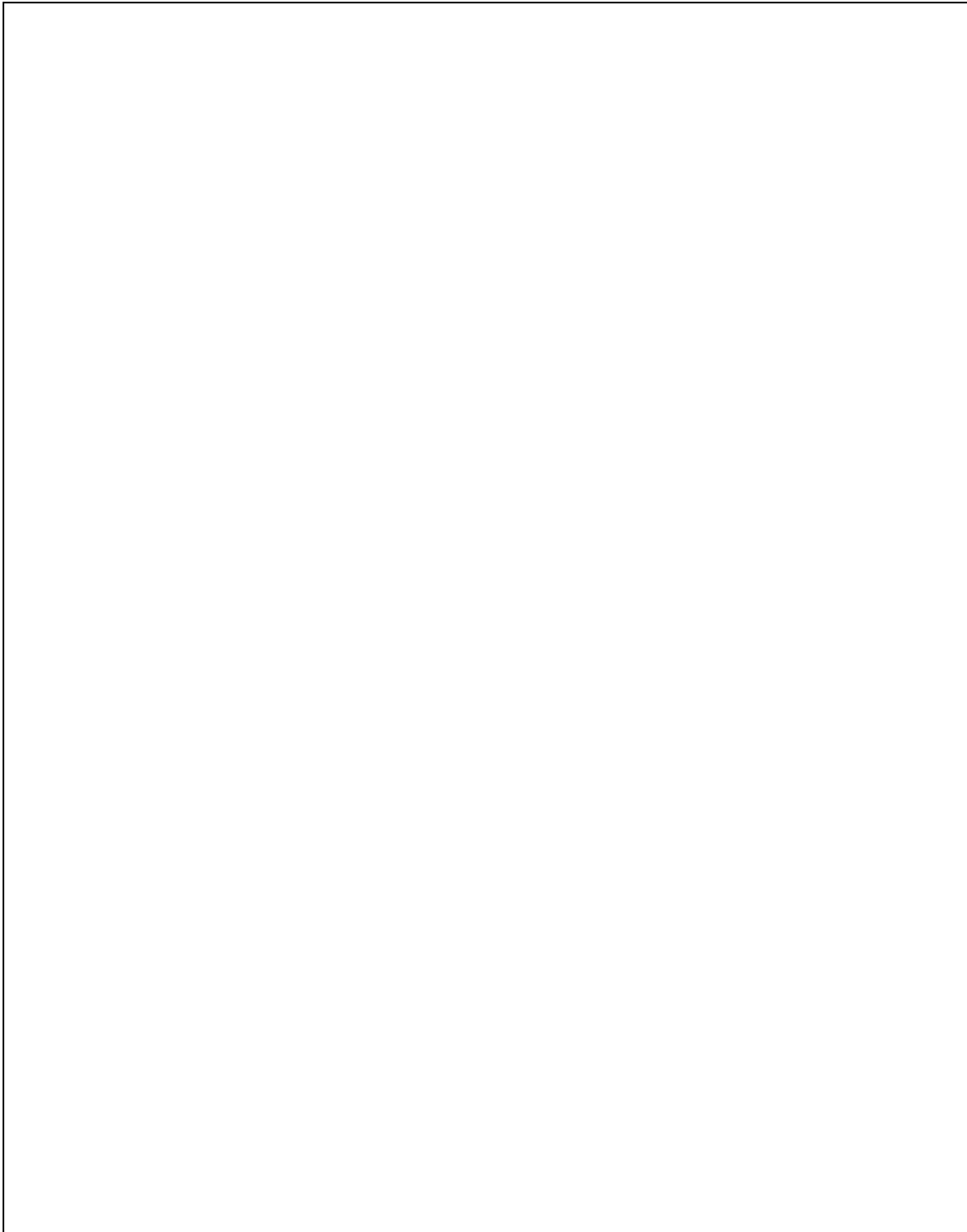
The following pages present flow charts that illustrate the flow of information from Sales Analysis to the other modules in the FACTS System. They also illustrate the flow of information within Sales Analysis.

Note that not all files and programs are shown. The flow charts simply present how information flows through the system.

The following symbols represent the types of information shown on the flow charts.

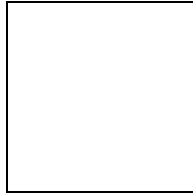


## SALESPERSON REPORTS

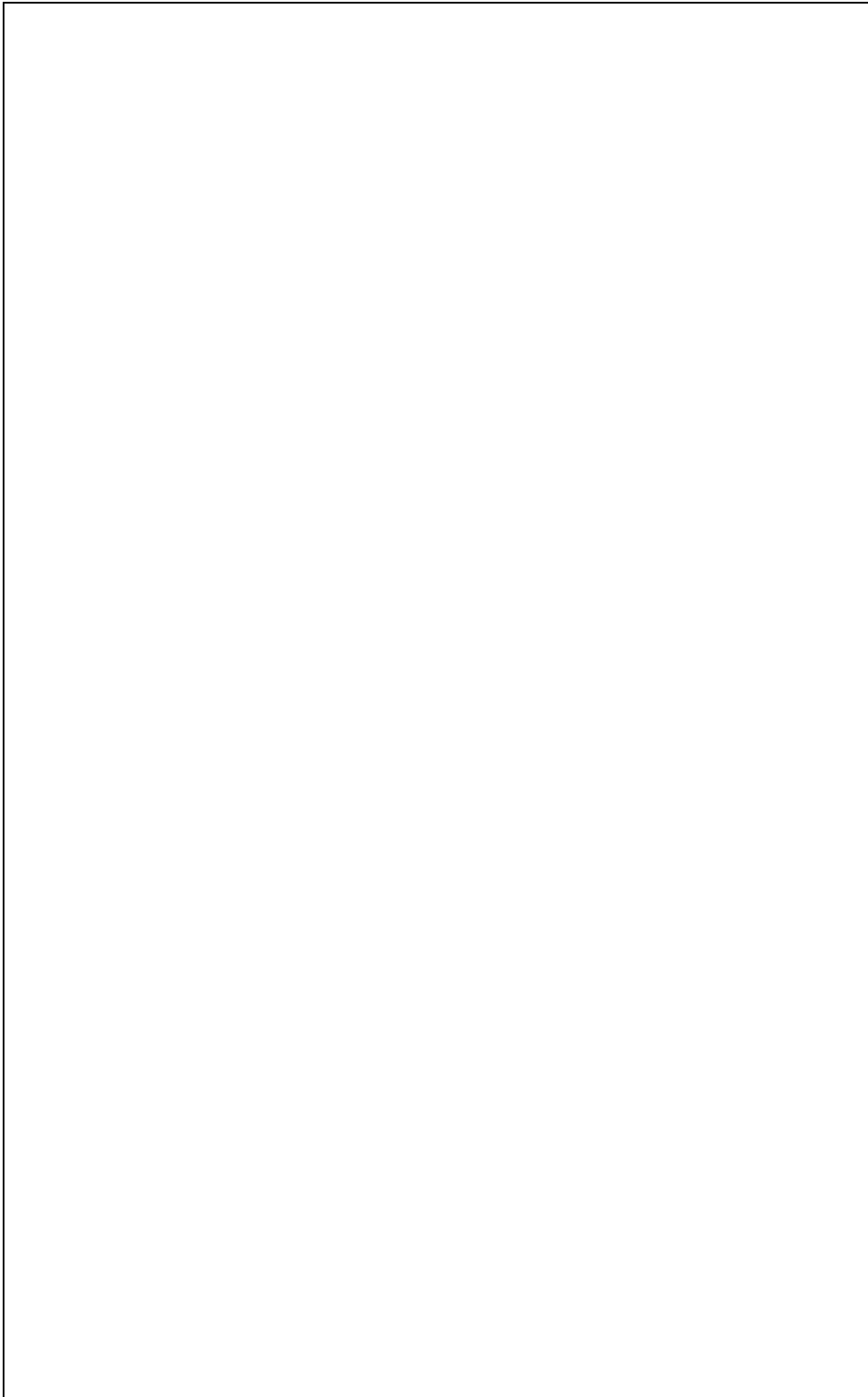




## CUSTOMER REPORTS



## ITEM REPORTS



\* - A file maintenance program is associated with this file.

# Standard Procedures

This section covers standard procedures to be followed for sales analysis. These procedures may vary depending on how your company's business is conducted. The following three sections of standard procedures are provided as guideline:

## 1) Recommended Operating Procedures

An outline is provided of routine procedures on a daily, weekly, period (month, if 12 periods are used) and yearly basis.

## 2) End-Of-Period Checklist

The end-of-period procedures are critical to the proper functioning of the system. Certain programs must be run in a specific order to close the accounts receivable module accurately.

It is suggested that copies of the checklist be made and used for each period closeout to be filed for future reference.

## 3) End-Of-Period Checklist Explanation

A detailed account is provided of the purpose of each program on the checklist.

# Recommended Operating Procedures

## *Daily Procedures (or as needed)*

1. Post Invoices to SA

This program posts the completed invoices to the sales analysis files. The completed invoices are held in holding files which are created at the end of the following registers: SO Daily Sales Register, AR Sales Register and JC Invoice Register. Each holding file contains one record for each invoice and one record for each line-item of the invoice. As this program posts to the sales analysis files, the records are removed from the holding files. Posting must be done at a minimum of once per period but may be done as often as desired. For maximum accuracy, the program should be run on a daily basis.

2. Run Flag Commissions for Payment program
3. Run/update Commission Report

## *Period Procedures (or as needed)*

- \*1. Complete all posting
- \*2. Print current period reports (if used)
3. Run Temporary Item Removal
- \*4. Run End-of-Period Update
5. Print necessary reports

\* indicates the procedure is required and must be performed in the time period designated.

# End-Of-Period Checklist - Sales Analysis

Period \_\_\_ Year \_\_\_

UserDate	Menu	Description
_____	_____	Posting 1. Run Post Invoices to SA program
_____	_____	Item Rpts 2. Print current period reports
_____	_____	EOP 3. Print Temporary Item Removal
_____	_____	EOP 4. Run End-of-Period Update
_____	_____	EOP 5. Run necessary SA reports

## End-Of-Period Checklist Explanation

1. **Post Invoices to Sales Analysis.** The user must post all invoices for the current period into sales analysis.
2. **Print current period reports (Item/Invoice, Customer/item MTD, YTD, Item/Customer MTD, YTD) (if applicable).** These reports are only run if they are set up to be used in the static control record. These reports are not required; however, the information for the current periods not available after the End-of-Period Update is run.
3. **Run Temporary Item Removal.** If temporary items are being stored, the records should be removed periodically. It is not necessary to run this monthly, however, you should set up a schedule to remove the records to avoid a full file.
4. **Run End-of-Period Update.** This is the last step to closing the sales orders current period and should only be run after all of the above procedures have been completed. The program clears month-to-date Daily Sales Register recap figures and closes the current period. If it is the last period of the year, year-to-date figures are also cleared. When this program is complete, the user may begin daily procedures in sales orders in the new (current) period.
5. **Print necessary sales analysis reports.** All sales analysis reports (with exception of current period reports) can be run at any time during the months. The availability of these reports depends on the answers that were given in the survey by the user for sales analysis. The user may print any necessary reports.

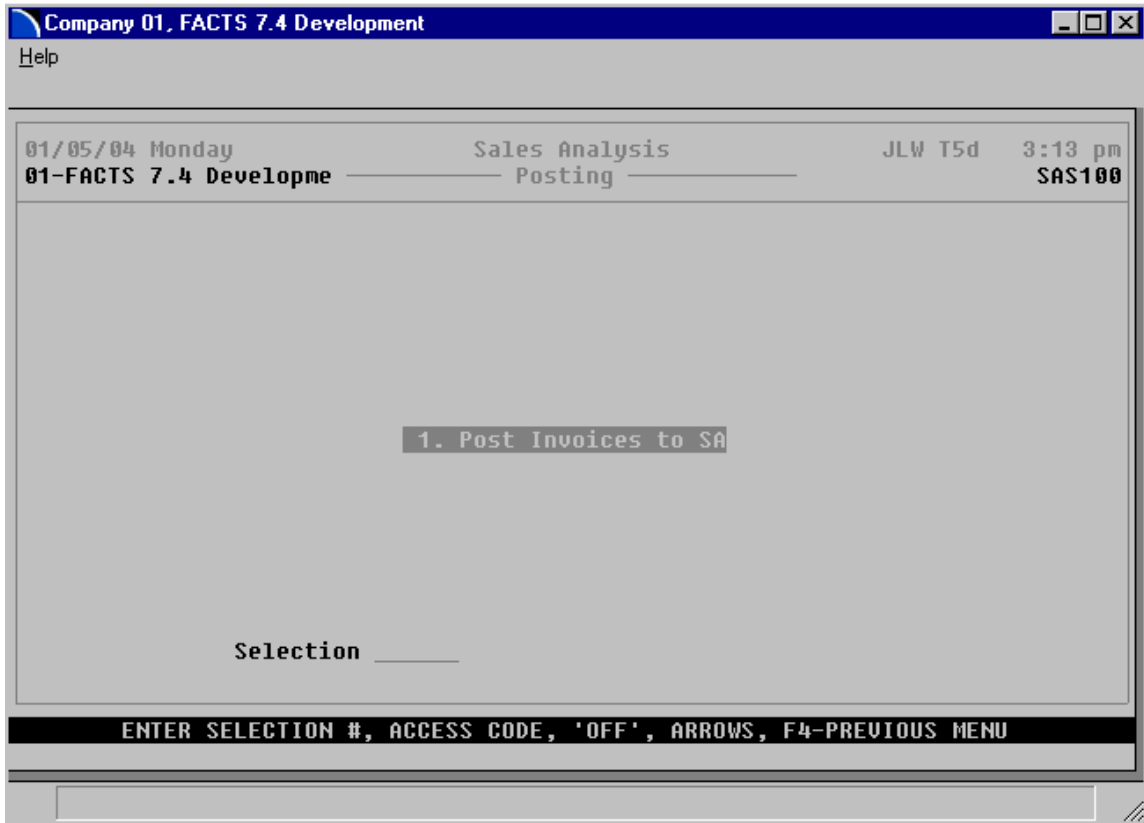
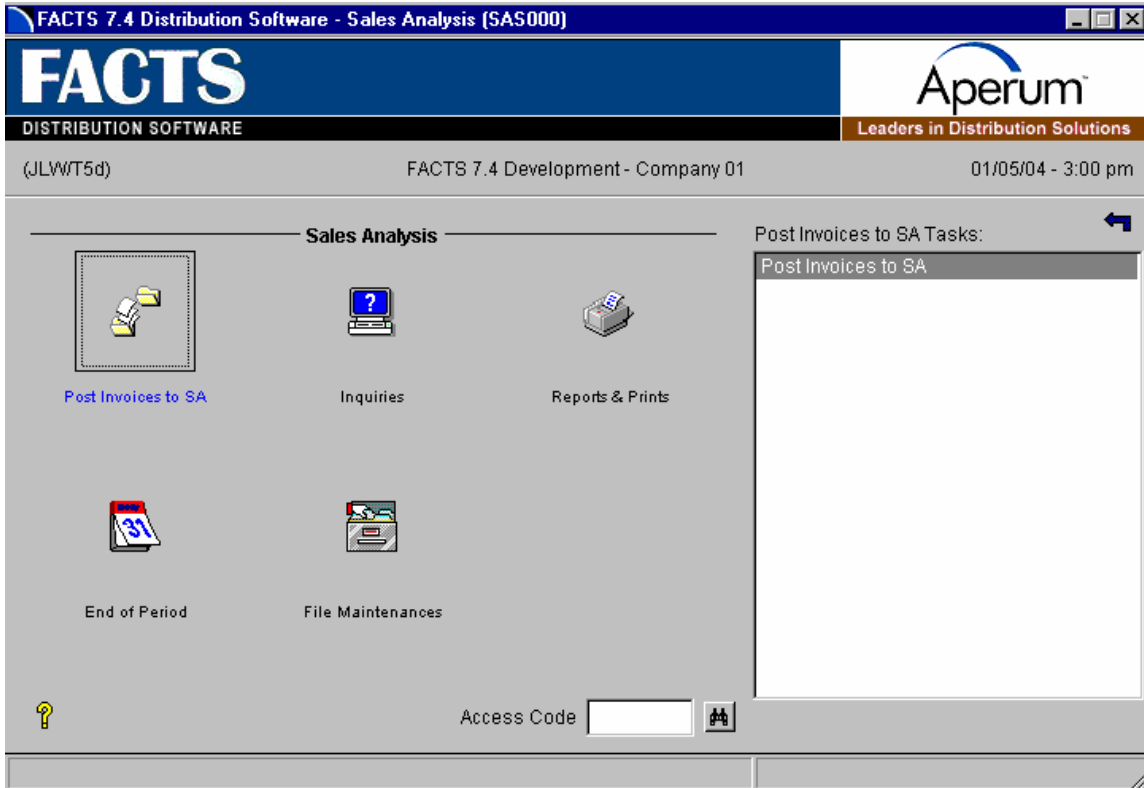
# Post Invoices to SA Files (SAS100)

This menu contains the only program that you must run to put all your invoicing information into the Sales Analysis files so that sales analysis reports can be run. This program accesses the invoicing holding files which contain all the appropriate invoicing information to be distributed to the sales analysis files for the current period. The information may come from the sales orders, accounts receivable and job cost invoicing systems and should be run after updating the SO Daily Sales Register, AR Invoice Register and JC Invoice Register which updates the holding files.

Records are written to the SA files if the use file flag is set to Y in the SA static control record. A report is then available based on the file it accesses and whether the file is used.

Information from the SO invoicing holding file may update the following SA file information: customer, item, salesperson, item class, customer/item, customer/item MTD, YTD, customer/ item class, salesperson/item class, item/warehouse, item invoice, temporary item, lot item, serial item, commissions and branch.

Information from the AR and JC invoicing holding file may update the following SA file information: customer, salesperson, commission and branch.





# Post Invoices To SA (SAU110)

## Function

This program allows the user to post invoice information from the holding files in sales orders, accounts receivable, job cost, equipment rental and technical support into the appropriate files in sales analysis. The information is posted to the holding files by the Daily Sales Register update (SO), AR Invoice Register update (AR), JC Invoice Register update (JC), Daily Rental Register update (ER) and TS Invoice Register update (TS). Information from SO, ER and TS may post to all SA files. Information from AR and JC may post only to the customer, salesperson, branch and commission SA files. No SA files with item information are posted from AR or JC.

The user determines which holding files are used to post to sales analysis through the following inputs:

- use SO input in the Company Static Control F/M Program
- post to SA input in the AR Invoice Processing Control F/M Program
- post to SA input in the JC Static Control F/M Program
- SA item number input in the ER Rental Item F/M Program
- post to sales analysis input in the TS Static Control F/M Program.

The files available for posting in Sales Analysis are determined by the status of the flags set in the SA Static Control F/M.

The cost used to update all of the sales analysis files except the commissions file (SACOMM) is determined using the SA Cost Basis flag from the SA Static Control F/M. The cost used to update the sales analysis commissions file (SACOMM) is determined using the Commissions Cost Basis flag from the SA Static Control F/M. The cost to use is determined when the Post Invoices To SA program is run.

The Daily Sales Register posts four costs to the holding files: the sales order cost, the manual cost, the average cost and the last cost. These costs are then available for the Post Invoices to Sales Analysis program and at that time the selected cost is used to update the SA files.

The holding files store invoice information by invoice number. During the update, the system posts all the line-items of all the invoices to SA first and then updates the header portion of the invoice. As the updating occurs, the holding file is cleared.

## User Inputs

The following inputs are involved in posting invoices to sales analysis:

Upon entering the program the first invoice on file for sales orders, accounts receivable, job cost, equipment rental, and technical support are displayed.

### 1. Post From SO

If there are no invoices in the SO holding file this input is skipped. Enter Y or N to indicate whether to post from the sales orders holding file. CR defaults to Y.

If N is entered in input #1, inputs #2-3 are skipped.

## **2. Beginning Invoice**

Enter the beginning invoice in the holding file to post to sales analysis. The first invoice is displayed at the top of the screen. CR defaults to FIRST.

## **3. Ending Invoice**

Enter the ending invoice in the holding file to post to sales analysis. CR defaults to LAST.

## **4. Post From AR**

If there are no invoices in the AR holding file or if the post to SA flag in the AR invoice processing control record is set to N this input is skipped. Enter Y or N to indicate whether to post from the accounts receivable holding file. CR defaults to Y.

If N is entered in input #4, inputs #5-6 are skipped.

## **5. Beginning Invoice**

Enter the beginning invoice in the holding file to post to sales analysis. The first invoice is displayed at the top of the screen. CR defaults to FIRST.

## **6. Ending Invoice**

Enter the ending invoice in the holding file to post to sales analysis. CR defaults to LAST.

## **7. Post From JC**

If there are no invoices in the JC holding file or if the post to SA flag in the JC static control record is set to N, this input is skipped. Enter Y or N to indicate whether to post from the job cost holding file. CR defaults to Y.

If N is entered in input #7, inputs #8-9 are skipped.

## **8. Beginning Invoice**

Enter the beginning invoice in the holding file to post to sales analysis. The first invoice is displayed at the top of the screen. CR defaults to FIRST.

## **9. Ending Invoice**

Enter the ending invoice in the holding file to post to sales analysis. CR defaults to LAST.

## **10. Post From ER**

If there are no invoices in the ER holding file, this input is skipped. Only items having an SA item number defined in the Rental Item F/M are posted. Enter Y or N to indicate whether to post from the equipment rental holding file. CR defaults to Y.

If N is entered in input #10, inputs #11-12 are skipped.

**11. Beginning Invoice**

Enter the beginning invoice in the holding file to post to sales analysis. The first invoice is displayed at the top of the screen. CR defaults to FIRST.

**12. Ending Invoice**

Enter the ending invoice in the holding file to post to sales analysis. CR defaults to LAST.

**13. Post From TS**

If there are no invoices in the TS holding file or if the post to Sales Analysis flag in the TS static control record is set to N, this input is skipped. Enter Y or N to indicate whether to post from the technical support holding file. CR defaults to Y.

If N is entered in input #13, inputs #14-15 are skipped.

**14. Beginning Invoice**

Enter the beginning invoice in the holding file to post to sales analysis. The first invoice is displayed at the top of the screen. CR defaults to FIRST.

**15. Ending Invoice**

Enter the ending invoice in the holding file to post to sales analysis. CR defaults to LAST.

**16. End Of Inputs**

(Ref. 8)

**Technical Notes**

After a record is written to the SA files, the record is removed from the holding file; sales orders (SOHOLD, SOHLTS), accounts receivable (ARHOLD), job cost (JCHOLD), equipment rental (ERHOLD), and technical support (TSHOLD).

**Posting from SO:**

Updating from sales analysis takes place in two steps. In the first step, the line-items of every invoice are updated. In the second step, the header of every invoice is updated.

In the line-item portion of the update, the following files are written to: SAITEM (item), SAITWH (item/warehouse), SAITCL (item class), SAITIN (item/invoice), SACIMY (customer/item-MTD, YTD), SACIMX (customer/item-MTD, YTD sort), SACSIC (customer/item class), SACSIX (customer/item class sort), SASTIC (salesperson/item class), SASTIX (salesperson/item class sort), SACUIT (customer/item), SACUIX (customer/item, sort), SALOTS (item lots), SASERL (item serial), SATMPI (temporary item), SACOMM (commission line-items)

In the header portion of the update the following files are written to: SACOMM (commission headers), SASLSP (salesperson), SACUST (customer), SABRCH (branch)

**Posting from AR and JC:**

The following files are written to: SACOMM (commission), SASLSP (salesperson), SACUST (customer), SABRCH (branch)

**Posting from ER:**

Updating from equipment rental takes place in two steps. First, the line-items of every invoice are updated. Second, the header of every invoice is updated.

In the line-item portion of the update, ERCUST, ERITEM, ICMAST, and ICLOTS are used. The following files are updated: SAITEM (item), SAITWH (item/warehouse), SAITCL (item class), SAITIN (item/invoice), SACIMY (customer/item-MTD, YTD), SACIMX (customer/item-MTD, YTD sort), SACSIC (customer/item class), SASTIC (salesperson/item class), SASTIX (salesperson/item class sort), SASCUIT (customer/item), SACUIX (customer/item sort), SALOTS (item lots), SASERL (item serial), SATMPI (temporary item), SACOMM (commission line-items)

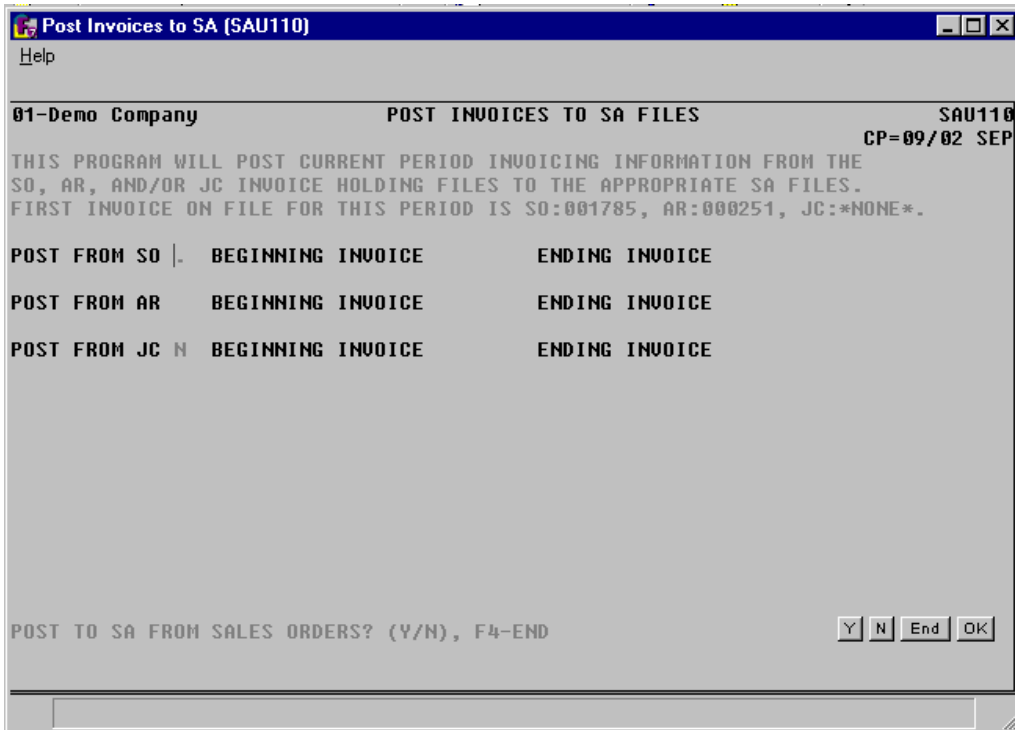
In the header portion of the update, ERCUST is used and the following files are written to: SACOMM (commission headers), SASLSP (salesperson), SACUST (customer), SABRCH (branch)

**Posting from TS:**

Updating from technical support takes place in two steps. First, the line-items of every invoice are updated. Second, the header of every invoice is updated. In the line-item portion of the update, SMCNTL and ICMAST are used, and the following files are written to: SAITEM (item), SAITWH (item/warehouse), SAITCL (item class), SAITIN (item/invoice), SACIMY (customer/item-MTD, YTD), SACIMX (customer/item-MTD, YTD sort), SACSIC (customer/item class), SACSIX (customer/item class sort), SASTIC (salesperson/item class), SASTIX (salesperson/item class sort), SACUIT (customer/item), SACUIX (customer/item sort)

In the header portion of the update, the following files are written to: SASLSP (salesperson), SACUST (customer), SABRCH (branch)

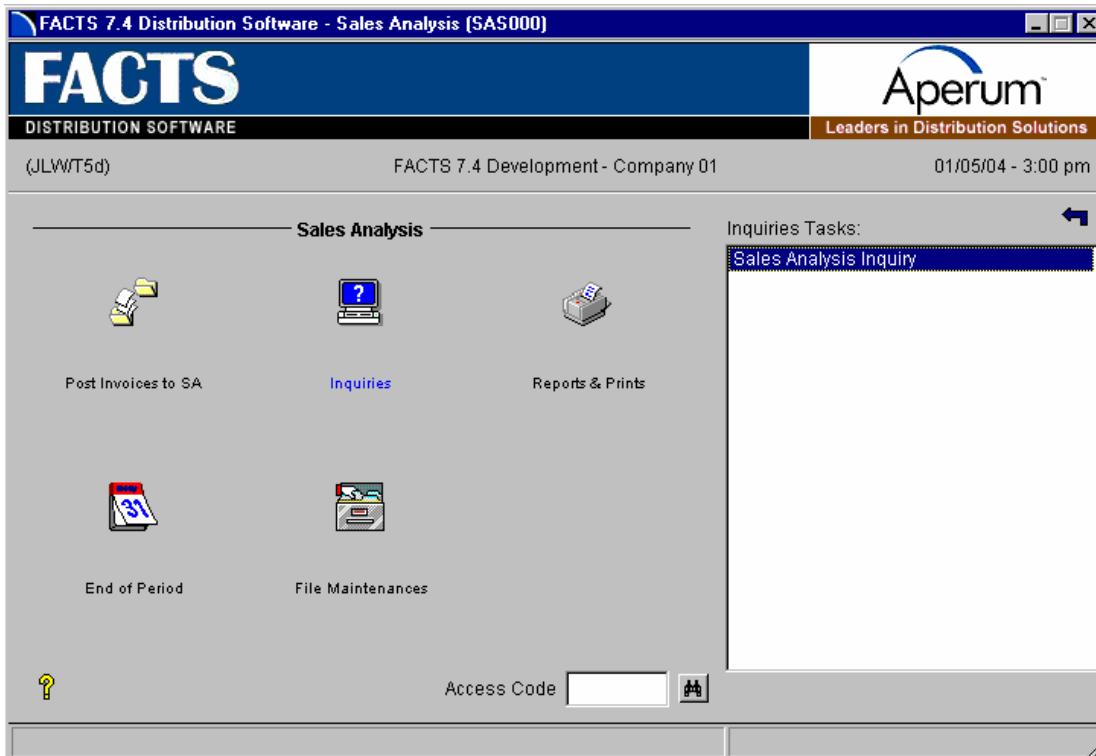
**FILES UPDATED** - SMCNTL, ERHOLD, SOHOLD, ARHOLD, JCHOLD, TSHOLD, SOHLTS, ICLOTS, SAITEM, SAITWH, SAITCL, SAITIN, SACIMY, SACIMX, SACSIC, SACSIX, SASTIC, SASTIX, SACUIT, SACUIX, SALOTS, SASERL, SATMPI, SACOMM, SASLSP, SACUST, SABRCH

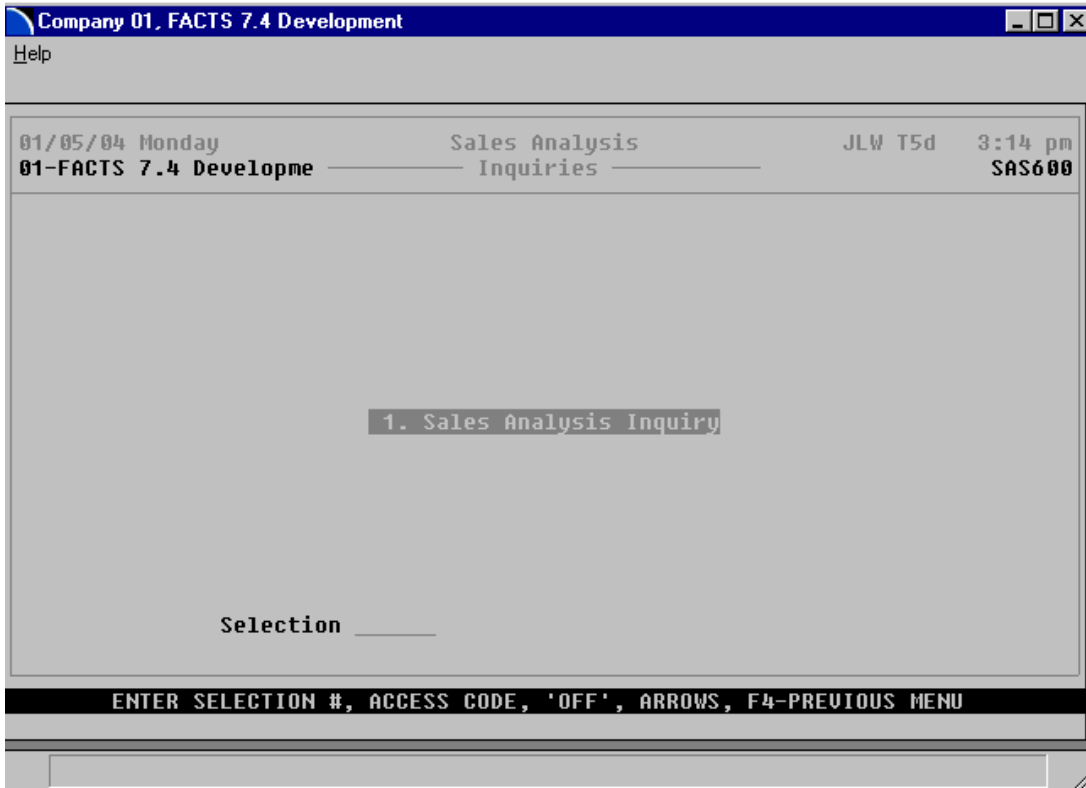




# Sales Analysis Inquiry

The Sales Analysis Inquiry program allows the FACTS user to view historical data by customer, item, salesperson, and branch for the current period as well as 26 previous periods.







# Sales Analysis Inquiry (SAI610)

## Function

Use this program to review historical sales information for the following:

- |                           |                    |
|---------------------------|--------------------|
| 1. Customer               | 9. Item/warehouse  |
| 2. Item                   | 10. Item/invoice   |
| 3. Salesperson/territory  | 11. Temporary item |
| 4. Item class             | 12. Lot item       |
| 5. Customer/item          | 13. Serial item    |
| 6. Customer/item MTD, YTD | 14. Commissions    |
| 7. Customer/item class    | 15. Branch         |
| 8. Salesperson/item class |                    |

Sales Analysis information can be viewed in four formats:

**Accumulated** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods.

When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The screenshot shows a window titled "Sales Analysis Inquiry (SAI610)". The main display area contains the following information:

01-Demo Company SA CUSTOMER INQUIRY SAI611  
 CUSTOMER C100 Southeastern Industrial Supply CP=09/02 SEP  
 SHIP-TO SAME LAST SALE 10/10/02

	SALES	COST	G.M.	G.M. %
CURRENT SEP 02	63216	50457	12759	20.2%
LAST AUG 02	5353	4254	1099	20.5%
YEAR-TO-DATE	120924	91995	28929	23.9%
PRIOR YEAR-TO-DATE	43916	31348	12568	28.6%
PRIOR YEAR	73224	52242	20982	28.7%
LAST 6 PERIODS	44619	32201	12418	27.8%
LAST 12 PERIODS	87016	62432	24584	28.3%

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP | Backup OK  
 ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE

**Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The screenshot shows a window titled "Sales Analysis Inquiry (SAI610)". The main content area displays a comparison table for "01-Demo Company" and "SA CUSTOMER INQUIRY". The customer is "C100 Southeastern Industrial Supply" with a "SHIP-TO" of "SAME" and a "LAST SALE" date of "10/10/02". The comparison is between "SEP 02" and "JAN 01".

	SEP 02	SEP 01	DIFF%	JAN 02	JAN 01	DIFF%
SALES	63216	6143	929.1%	120924	50059	141.6%
COST	50457	4406	999.9%	91995	35754	157.3%
G.M.	12759	1737	634.5%	28929	14305	102.2%
G.M.%	20.2%	28.3%	-28.6%	23.9%	28.6%	-16.3%

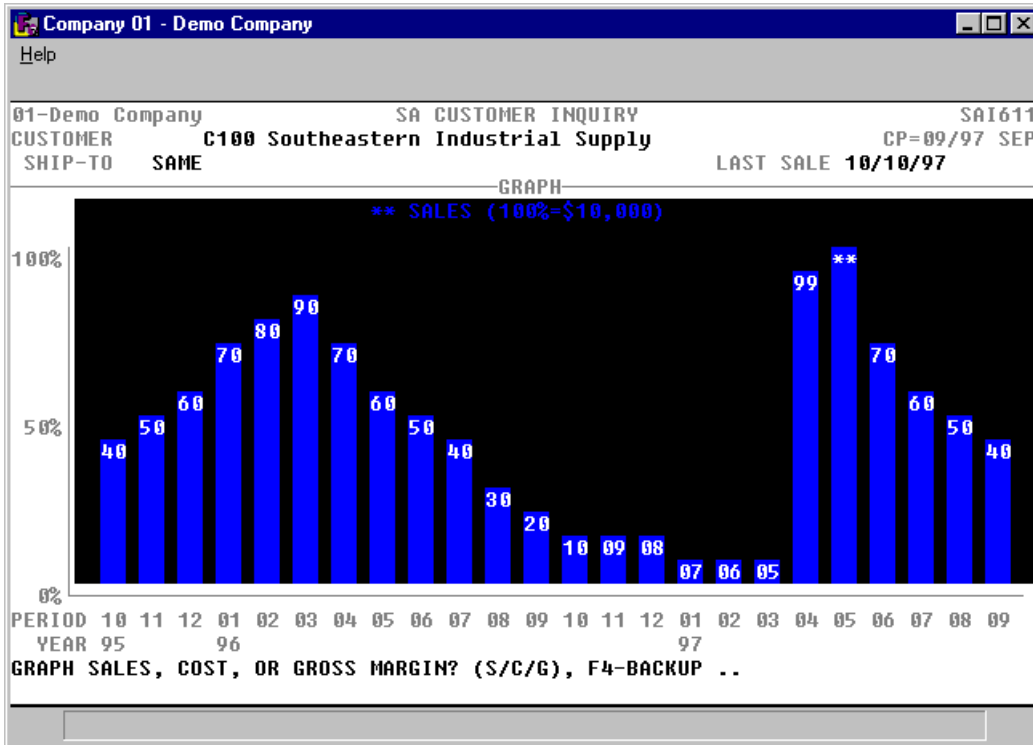
At the bottom of the window, there are instructions: "ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH", "ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP", and "ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE". There are also "Backup" and "OK" buttons.

**Multiperiod** format displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and 26 previous periods.

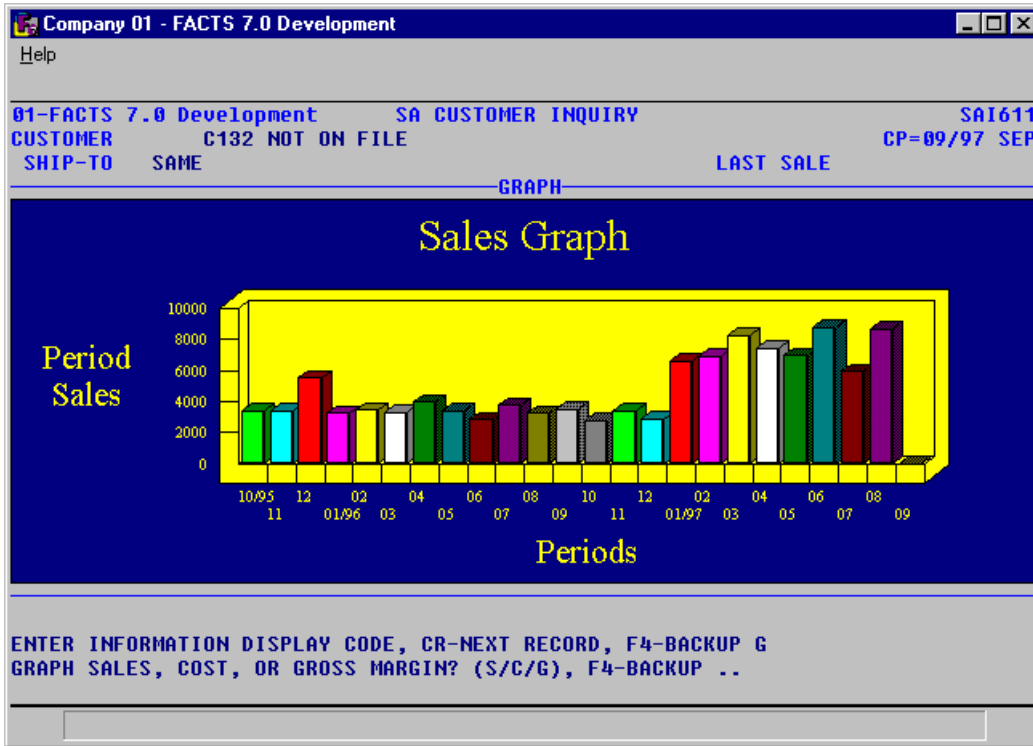
Sales Analysis Inquiry (SAI610)									
Help									
01-Demo Company		SA CUSTOMER INQUIRY						SAI611	
CUSTOMER		C101 Deluxe Equipemnt Warehouse						CP=09/02 SEP	
SHIP-TO		SAME						LAST SALE 09/30/02	
MULTIPERIOD									
PERIOD	SALES	COST	G.M.	G.M.%	PERIOD	SALES	COST	G.M.	G.M.%
SEP 02	12812	8196	4616	36.0%					
AUG 02	11793	7085	4708	39.9%	JUL 01	4911	3140	1771	36.1%
JUL 02	4283	2740	1543	36.0%	JUN 01	4290	2740	1550	36.1%
JUN 02	12165	7787	4378	36.0%	MAY 01	3713	2380	1333	35.9%
MAY 02	12118	7755	4363	36.0%	APR 01	4306	2789	1517	35.2%
APR 02	4332	2807	1525	35.2%	MAR 01	4843	3117	1726	35.6%
MAR 02	5766	3673	2093	36.3%	FEB 01	6047	3913	2134	35.3%
FEB 02	3728	2390	1338	35.9%	JAN 01	5642	3597	2045	36.3%
JAN 02	5760	3669	2091	36.3%	DEC 00	12232	7826	4406	36.0%
DEC 01	5190	3370	1820	35.1%	NOV 00	6532	4104	2428	37.2%
NOV 01	4248	2753	1495	35.2%	OCT 00	8064	5291	2773	34.4%
OCT 01	11893	7615	4278	36.0%	SEP 00	5122	3335	1787	34.9%
SEP 01	6802	4298	2504	36.8%	AUG 00	1729	1096	633	36.6%
AUG 01	1830	1160	670	36.6%	JUL 00	1599	1014	585	36.6%

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP .    
 ARROW: UP=PREV RECORD, DOWN-NEXT RECORD, LEFT=PREV CODE, RIGHT-NEXT CODE

**Graph** displays sales, cost, gross margin or units (in item and item class information) in a graphical format. Graphs also allow comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.



➤ Graphical users get this view:



# Customer Inquiry (SAI611)

## Function

This program provides historical sales information, such as sales, cost of goods sold, gross margin and gross margin percentage, for each customer on record. Accumulated, Comparison, Multiperiod and Graph formats are available in this inquiry.

## User Inputs

### 1. Customer

CR defaults to the first record on file. If you already have a customer selected, CR defaults to the next record on file. F2 performs a search.

### 2. Ship-To

If the customer selected has several locations, you can review sales volume of an item for each of the customer's locations. CR defaults to SAME, or the same ship-to information in the customer's master file (Customer F/M). F2 performs a search.

### 3. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Company 01 - Demo Company					
Help					
01-Demo Company		SA CUSTOMER INQUIRY			SAI611
CUSTOMER C100 Southeastern Industrial Supply					CP=09/97 SEP
SHIP-TO	SAME				LAST SALE 10/10/97
ACCUMULATED					
	SALES	COST	G.M.	G.M.%	
CURRENT SEP 97	4000	4000	0	.0%	
LAST AUG 97	5000	5000	0	.0%	
YEAR-TO-DATE	43799	48132	-4333	-9.0%	
PRIOR YEAR-TO-DATE	49000	49000	0	.0%	
PRIOR YEAR	53700	53700	0	.0%	
LAST 6 PERIODS	38499	42832	-4333	-10.1%	
LAST 12 PERIODS	44499	48832	-4333	-8.9%	

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP |  
 ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE

# Item Inquiry (SAI612)

## Function

This program allows you to review historical sales information, such as sales, cost of goods sold, gross margin and gross margin percentage, for specific items. This information is available in Accumulated, Comparison, Multiperiod or Graph format.

## User Inputs

### 1. Item

CR defaults to the first record on file. If you already have an item selected already, CR defaults to the next item on file. F2 performs a search.

### 2. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SAITEM, ICMAS, ICINTR



Company 01 - Demo Company						
Help		SA ITEM INQUIRY				SAI612
01-Demo Company		I103 Rotary Drum Pump				CP=09/97 SEP
ITEM		SALES	COST	G.M.	G.M.%	UNITS
CURRENT SEP 97		6789	4667	2123	45.5%	48
LAST AUG 97		5375	3694	1681	45.5%	38
YEAR-TO-DATE		42212	28944	13269	45.8%	304
PRIOR YEAR-TO-DATE		30879	21232	9647	45.4%	239
PRIOR YEAR		47836	33146	14690	44.3%	369
LAST 6 PERIODS		28211	19342	8869	45.9%	203
LAST 12 PERIODS		52380	36191	16189	44.7%	386

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT ITEM, F4-BACKUP |  
 ARROW: UP=PREV ITEM, DOWN=NEXT ITEM, LEFT=PREV CODE, RIGHT=NEXT CODE

# Salesperson/Territory Inquiry (SAI613)

## Function

This program enables you to review historical sales information, such as sales, cost of goods sold, gross margin and gross margin percentage, for different salespeople on record.

## User Inputs

### 1. Salesperson/Territory

CR defaults to the first record on file or, if you already have a salesperson/territory selected, the next record on file. F2 performs a search.

### 2. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SASLSP

Company 01 - Demo Company					
Help					
01-Demo Company		SA SLSP/TERR INQUIRY			SAI613
SLSP/TERR 10 Ronnie Someone					CP=09/97 SEP
ACCUMULATED					
	SALES	COST	G.M.	G.M.%	
CURRENT SEP 97	24074	24074	0	.0%	
LAST AUG 97	19273	12668	6605	52.1%	
YEAR-TO-DATE	167528	120911	46617	38.6%	
PRIOR YEAR-TO-DATE	130802	87965	42837	48.7%	
PRIOR YEAR	204771	138034	66737	48.4%	
LAST 6 PERIODS	110357	74535	35822	48.1%	
LAST 12 PERIODS	217423	146906	70517	48.0%	

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT SLSP/TERR, F4-BACKUP .  
 ARROW: UP=PREV SLSP/TERR, DOWN=NEXT SLSP/TERR, LEFT=PREV CODE, RIGHT=NEXT CODE

# Item Class Inquiry (SAI614)

## Function

This program enables you to review historical sales information by item class (i.e. dock equipment, warehouse equipment, etc.)

## User Inputs

### 1. Item Class

CR defaults to the first record on file or, if you already have an item class selected, the next item class on record. F2 performs a search.

### 2. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

ITEM CLASS		SALES	COST	G.M.	G.M.%	UNITS
CURRENT	SEP 97	23934	16808	7126	42.4%	1416
LAST	AUG 97	26722	18217	8505	46.7%	2987
YEAR-TO-DATE		221119	152231	68888	45.3%	19786
PRIOR YEAR-TO-DATE		198049	136084	61965	45.5%	21908
PRIOR YEAR		303665	208620	95045	45.6%	32033
LAST 6 PERIODS		149757	102727	47030	45.8%	13984
LAST 12 PERIODS		302801	207959	94842	45.6%	28495

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT ITEM CLASS, F4-BACKUP .  
 ARROW: UP=PREV ITEM CLS, DOWN=NEXT ITEM CLS, LEFT=PREV CODE, RIGHT=NEXT CODE

# Customer/Item Inquiry (SAI615)

## Function

This program allows you to review sales of a specific item by customer. This inquiry can help you track customer buying patterns and the buying patterns of a customer's different locations.

## User Inputs

### 1. Customer

CR defaults to the first record on file or, if you have a customer selected, the next record on file. F2 performs a search.

### 2. Item

CR defaults to the first record on file. F2 performs a search. Enter a **C** to perform a customer item search on the items that the selected customer has purchased in the past.

### 3. Ship-To

If the selected customer has several locations, you can review sales volume of an item for each of the customer's locations. CR defaults to SAME ship-to address that is set as the default in the customer's master file (Customer F/M in Accounts Receivable). F2 performs a search of the ship-to addresses available for that customer.

### 4. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACUIT, ARCUST, ARCALX, ICMAS, ARPHOX, ARSHIP, ICINTR, SORCIT

Company 01 - Demo Company						
Help						
01-Demo Company		SA CUSTOMER/ITEM INQUIRY				SAI615
CUSTOMER	C100 Southeastern Industrial Supply				CP=09/97 SEP	
ITEM	I100 Pallet Loading Hand Truck				UM EA	
SHIP-TO	SAME					
—ACCUMULATED—						
	SALES	COST	G.M.	G.M.%	UNITS	
CURRENT SEP 97	-282734	-109719	-173016	157.7%	-985	
LAST AUG 97	984	780	204	26.2%	7	
YEAR-TO-DATE	-273575	-103109	-170467	165.3%	-924	
PRIOR YEAR-TO-DATE	5980	4265	1715	40.2%	42	
PRIOR YEAR	9663	6891	2772	40.2%	67	
LAST 6 PERIODS	6918	5012	1906	38.0%	46	
LAST 12 PERIODS	12842	9236	3606	39.0%	86	

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP .  
 ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE

# Customer/Item MTD, YTD Inquiry (SAI616)

## Function

This program allows you to review a customer's month-to-date and year-to-date purchases for a specific item. You can also track customer buying patterns for the month or year for each customer location.

## User Inputs

### 1. Customer

CR defaults to the first record on file or, if you already have a customer selected, the next customer on file. F2 performs a search.

### 2. Item

CR defaults to the first item on file or if one is selected, the next item on file. F2 performs a search. Enter a **C** to perform a customer item search on the items that the customer has purchased in the past.

### 3. Ship-To

If the selected customer has several locations, you can review sales volume of the item selected at each of the customer's locations. CR defaults to SAME, which refers to the ship-to address that is set as the default in the customer's master file (Customer F/M in Accounts Receivable). F2 performs a search of the ship-to addresses available for that customer.

### 4. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACIMY, ARCUST, ARCALX, ICMAS, ARPHOX, ARSHIP, ICINTR, SORCIT

# Customer/Item Class Inquiry (SAI617)

## Function

This program allows you to review customer purchasing patterns in terms of specific groups of items, or item classes.

## User Inputs

### 1. Customer

CR defaults to the first record on file or, if you have one selected, the next customer on file. F2 performs a search.

### 2. Item Class

CR defaults to the first record on file or the next record on file if you already have an item class selected. F2 performs a search.

### 3. Ship-To

If the selected customer has several locations, you can review sales volume of the item selected at each of the customer's locations. CR defaults to SAME ship-to address that is set as the default in the customer's master file (Customer F/M). F2 performs a search of the ship-to addresses available for that customer.

### 4. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACSIC, ARCUST, ARCALX, ARPHOX, ARSHIP



Win with ProvideX				
Help				
01-Demo Company		SA CUSTOMER/ITEM CLASS INQUIRY		SAI617
CUSTOMER C100 Southeastern Industrial Supply		CP=09/97 SEP		
ITEM CLASS SRU Service Equipment				
SHIP-TO SAME				
—ACCUMULATED—				
	SALES	COST	G.M.	G.M.%
CURRENT SEP 97	161	111	51	45.8%
LAST AUG 97	0	0	0	.0%
YEAR-TO-DATE	161	111	51	45.8%
PRIOR YEAR-TO-DATE	0	0	0	.0%
PRIOR YEAR	0	0	0	.0%
LAST 6 PERIODS	0	0	0	.0%
LAST 12 PERIODS	0	0	0	.0%
ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH				
ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP  .				
ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE				

# Salesperson/Item Class Inquiry (SAI618)

## Function

This program allows you to track a salesperson's historical sales data in terms of item classes, or user-defined groups of items.

## User Inputs

### 1. Salesperson/Territory

CR defaults to the first record on file or, if you already have a salesperson selected, the next salesperson on file. F2 performs a search.

### 2. Item Class

CR defaults to the first record on file or the next record on file if the an item class is already selected. F2 performs a search.

### 3. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Win with ProvideX				
Help				
01-Demo Company		SA SLSP/TERR/ITEM CLASS INQUIRY		SAI618
SLSP/TERR 10 Ronnie Someone				CP=09/97 SEP
ITEM CLASS DCK Dock Equipment				
ACCUMULATED				
	SALES	COST	G.M.	G.M.%
CURRENT SEP 97	4995	3385	1610	47.6%
LAST AUG 97	2607	1831	776	42.4%
YEAR-TO-DATE	37342	24922	12420	49.8%
PRIOR YEAR-TO-DATE	23650	15818	7832	49.5%
PRIOR YEAR	38017	26156	11861	45.4%
LAST 6 PERIODS	24020	16104	7916	49.2%
LAST 12 PERIODS	46714	31875	14839	46.6%

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP .  
 ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE

# Item/Warehouse Inquiry (SAI619)

## Function

This program allows you to review historical sales information for items by warehouse and shipment type so that you can track sales from inventory vs. sales direct from the vendor. Information provided includes sales, cost of goods sold, gross margin and gross margin percentage and can be viewed in Accumulated, Comparison, Multiperiod and Graph format.

## User Inputs

### 1. Item

CR defaults to the first record on file, or if you already have an item selected, the next record on file. F2 performs a search.

### 2. Warehouse

CR defaults to SAME, meaning the default warehouse entered into the item's master file in the Item F/M. F2 performs a search.

### 3. Type

The shipment type defaults to WAREHOUSE when you press CR. To review direct sales items, enter D.

### 4. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Win with ProvideX					
Help					
01-Demo Company		SA ITEM/WAREHOUSE INQUIRY			SAI619
ITEM	I106 Telescopic Lift Boom			UM EA	CP=09/97 SEP
WAREHOUSE	01 Atlanta Warehouse	TYPE WAREHOUSE			
—ACCUMULATED—					
	SALES	COST	G.M.	G.M.%	UNITS
CURRENT SEP 97	12820	7980	4840	60.7%	13
LAST AUG 97	2784	1983	801	40.4%	3
YEAR-TO-DATE	39355	26650	12705	47.7%	42
PRIOR YEAR-TO-DATE	21300	15044	6256	41.6%	25
PRIOR YEAR	36128	25632	10496	41.0%	42
LAST 6 PERIODS	20182	14239	5943	41.7%	22
LAST 12 PERIODS	41363	29258	12105	41.4%	46

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT RECORD, F4-BACKUP .  
 ARROW: UP=PREV RECORD, DOWN=NEXT RECORD, LEFT=PREV CODE, RIGHT=NEXT CODE

# Item/Invoice Inquiry (SAI620)

## Function

This program allows you to enter an item number and view the list of invoices on which that item appears. This inquiry also shows you the customer number, date of invoice, warehouse, amount of sale, cost of sale, gross margin, gross margin percent, how many units were ordered and the unit of measure (actual and default).

## User Inputs

### 1. Item

CR defaults to the first record on file, or if you already have an item selected, the next record on file. F2 performs a search. Once an item is entered, the default unit of measurement appears.

### Display options

At the selection prompt in the bottom right-hand corner of the screen, you can go directly to a specific invoice by entering that invoice number.

**CR** – allows you to view additional invoice listings for the item you have selected. When you reach the end of the list, CR will take you back to the beginning.

**N** – brings up the next item in the database.

**F1** – toggles between the default unit of measure and the actual unit of measure for the item selected.

**F4** – backs up to the item prompt.

Use the **up** and **down** arrow keys to view the previous or next item.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Win with ProvideX										
Help										
01-Demo Company		SA ITEM/INVOICE INQUIRY						SAI620		
ITEM	I100 Pallet Loading Hand Truck						DEF	UM	EA	CP=09/97 SEP
INVOICE	CUSTOMER	DATE	WH	SALES	COST	G.M.	G.M.%	UNITS	UM	
001646	C119	09/07/97	01	1484.37	1113.90	370.47	33.3%	10	EA	
001655	C106	09/07/97	02	1047.90	668.34	379.56	56.8%	6	EA	
001685	C105	09/14/97	02	661.80	445.56	216.24	48.5%	4	EA	
001693	C117	09/14/97	01	551.40	334.17	217.23	65.0%	3	EA	
001701	C109	09/14/97	01	367.60	222.78	144.82	65.0%	2	EA	
001702	C101	09/14/97	01	1659.17	1113.90	545.27	49.0%	10	EA	
001732	C107	09/21/97	01	625.00	445.56	179.44	40.3%	4	EA	
001741	C119	09/21/97	01	588.20	445.56	142.64	32.0%	4	EA	
001744	C102	09/21/97	01	937.50	668.34	269.16	40.3%	6	EA	
001748	C131	09/21/97	02	625.00	445.56	179.44	40.3%	4	EA	
001773	C112	09/27/97	01	551.40	334.17	217.23	65.0%	3	EA	
001776	C116	09/27/97	01	367.60	222.78	144.82	65.0%	2	EA	
001781	C121	09/27/97	02	294.10	222.78	71.32	32.0%	2	EA	
001791	C100	09/01/97	01	781.25	557.45	223.80	40.2%	5	EA	
001792	C123	09/01/97	01	349.30	222.98	126.32	56.7%	2	EA	

ENTER BEGINNING INVOICE, CR-CONT, N-NEXT ITEM, F1-DEFAULT UM, F4-BACKUP .....  
 ARROW: UP=PREVIOUS ITEM, DOWN=NEXT ITEM

# Temporary Item Inquiry (SAI621)

## Function

This program allows you to analyze sales of temporary items by warehouse.

## User Inputs

### 1. Warehouse

CR defaults to Warehouse 01. You can enter another warehouse code or press F2 to perform a search.

Once a warehouse code is entered, the system displays item numbers and descriptions for all temporary items ordered through that warehouse. FACTS also displays the date those items were ordered, total sales and cost of goods for those items, as well as gross margin and gross margin percent.

### Display options

At the selection prompt in the bottom right-hand corner of the screen, you can enter a specific item number.

**CR** – pages down through the list of items.

**F4** – returns you to the warehouse prompt.

Use the **up** and **down arrow keys** to look at the previous or next warehouse.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX



Win with ProvideX								
Help		01-Demo Company SA TEMPORARY ITEM INQUIRY					SAI621	
WAREHOUSE 01 Atlanta Warehouse							CP=09/97 SEP	
ITEM	CLASS	DATE	UNITS	UM	SALES	COST	G.M.	G.M.%
		1832	Temporary-Conveyor Roller					
	DCK	09/28/97	5	EA	111.75	73.55	38.20	51.9%
ITEM		1835						
	GEN	09/02/98	0		.00	.00	.00	.0%
ITEM		14123	Small Uise					
	DCK		0	EA	.00	5.95	-5.95	-100.0%
ITEM		KANE'S TEMP ITEM	Small Uise					
	DCK	01/01/00	0	EA	.00	5.95	-5.95	-100.0%
END OF FILE FOR THIS WAREHOUSE								
ENTER BEGINNING ITEM TO DISPLAY, CR=CONTINUE, F4=BACKUP  .....								
ARROW: UP=PREVIOUS WAREHOUSE, DOWN=NEXT WAREHOUSE								

# Lot Item Inquiry (SAI622)

## Function

This program allows you review and track lot item sales by warehouse. FACTS displays the lot numbers, the vendor from which the lot item was purchased (including P.O. number and date), the customers to whom the item has been sold (including invoice number and date), the number of units sold to that customer and the unit price.

## User Inputs

### 1. Warehouse

CR defaults to the first record on file or, if a warehouse is already selected, the next record on file. F2 performs a search.

### 2. Item

Not all items have lot numbers, which are numbers manufacturers assign to groups of items that are produced in batches, such as paint or cleaners, so that the batches can be identified and tracked. Only the items that have been flagged as serial/lot items in the Inventory Control Item F/M will be available from this prompt. You can enter a specific lot item number or press CR to bring up the first one on file. If you have already entered an item number, CR defaults to the next record on file. F2 performs a search.

### Display options

At the selection prompt in the bottom right-hand corner of the screen, you can enter a specific lot item number to go directly to that item.

**CR** – pages down through the list of lot numbers for the item selected.

**F4** – returns you to the item prompt.

The **up** and **down arrow keys** take you to the previous and next items in the list.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Win with ProvideX						
Help		SA LOT ITEM INQUIRY			SAI622	
01-Demo Company		WAREHOUSE 01 Atlanta Warehouse			CP=09/97 SEP	
ITEM		I157 Drum, 20 gallon industrial seal				
INVOICE	DATE	CUSTOMER NAME	UNITS	UM	PRICE	UM
LOT# WMH-126		PO# 000961 DATE 07/26/97	VENDOR		U116 World Ma	
001705	09/28/97	C119 Bradley Manufacturing Co.	17	EA	48.50	EA
LOT# WMH-145		PO# 000979 DATE 08/02/97	VENDOR		U116 World Ma	
001705	09/28/97	C119 Bradley Manufacturing Co.	2	EA	48.50	EA
001729	09/28/97	C129 Winchester Business Machin	1	EA	57.55	EA
LOT# WMH-169		PO# 001004 DATE 08/17/97	VENDOR		U116 World Ma	
001705	09/28/97	C119 Bradley Manufacturing Co.	1	EA	48.50	EA
001729	09/28/97	C129 Winchester Business Machin	4	EA	57.55	EA
LOT# WMH-180		PO# 001018 DATE 08/23/97	VENDOR		U116 World Ma	
001729	09/28/97	C129 Winchester Business Machin	1	EA	57.55	EA

END OF LOT NUMBERS FOR THIS ITEM  
 ENTER BEGINNING LOT# TO DISPLAY, CR-CONTINUE, F4-BACKUP |.....  
 ARROW: UP=PREVIOUS ITEM, DOWN=NEXT ITEM

# Serial Item Inquiry (SAI623)

## Function

This program is similar to the Lot Item Inquiry. It allows you to review and track sales of items that have been assigned serial numbers. For each serialized item, FACTS displays the serial numbers assigned to the item and, under that, vendor information (including P.O. number and date), the customers to which the serial item has been sold (including invoice number and date), as well as unit price and unit cost.

## User Inputs

### 1. Warehouse

Serialized items are tracked by warehouse. You can enter a specific warehouse code or press CR use the first warehouse on file. If you have already entered a warehouse code, CR defaults to the next record on file. F2 performs a search.

### 2. Item

This prompt only accepts item numbers that have been flagged as serial items in the Inventory Control Item F/M. CR defaults to the first serial item in the list. F2 allows you to search serialized items for the warehouse you've selected.

### Display Options

At the selection prompt in the bottom right-hand corner of the screen, you can enter a specific serial item number.

**CR** – pages down through the list of serial numbers for the item selected.

**F4** – returns you to the item prompt.

The **up** and **down arrow keys** take you to the previous and next items in the list.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Win with ProvideX						
Help						
01-Demo Company			SA SERIAL ITEM INQUIRY		SAI623	
WAREHOUSE 01 Atlanta Warehouse					CP=09/97 SEP	
ITEM			I106 Telescopic Lift Boom 60001b cap./7.5 x 3.5			
INVOICE	DATE	CUSTOMER NAME		PRICE UM		COST UM
SERIAL# RE-1102-AM-2200		PO# 000666	DATE 12/30/95	VENDOR		U113 Atlan
000666	09/08/97	C111 Cowboy World		1017.05 EA		600.00 EA
SERIAL# RE-1102-AM-2201		PO# 000022	DATE 12/30/95	VENDOR		U100 Gener
001844	09/08/97	C101 Deluxe Equipemnt Warehouse		1017.05 EA		660.86 EA
SERIAL# RE-1102-AM-2202		PO# 000022	DATE 12/30/95	VENDOR		U108 Georg
002044	09/28/98	C105 Dallas Furniture Mart		1001.65 EA		660.86 EA
SERIAL# WI-1994		PO# 000959	DATE 07/31/97	VENDOR		U120 Wareh
001844	09/08/97	C101 Deluxe Equipemnt Warehouse		1017.05 EA		651.00 EA
SERIAL# WI-2295		PO# 000959	DATE 07/31/97	VENDOR		U120 Wareh
001865	09/10/97	C100 Southeastern Industrial Su		1070.60 EA		651.00 EA

ENTER BEGINNING SERIAL# TO DISPLAY, CR-CONTINUE, F4-BACKUP |.....  
 ARROW: UP=PREVIOUS ITEM, DOWN=NEXT ITEM

# Commissions Inquiry (SAI624)

## Function

This program enables you to review a salesperson's commissions by invoice. For each invoice listed, the program displays the invoice date, the branch, customer, invoice total (sales), cost of goods sold, the percentage of commission, the actual amount of commission, and the status of the commission, i.e., whether or not the commission was paid.

## User Inputs

### 1. Salesperson/Territory

CR defaults to the first record on file or, if you have already entered a salesperson, the next record on file. F2 performs a search.

### Display Options

At the selection prompt in the bottom right-hand corner of the screen, you can enter a specific invoice number to get detailed information on that invoice.

**CR** – pages down through the list of invoice numbers for the item selected.

**F4** – returns you to the item prompt.

The **up** and **down arrow keys** take you to the previous and next salesperson's in the list.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX

Win with ProvideX									
Help									
01-Demo Company				SA COMMISSION INQUIRY				SAI624	
SLSP/TERR 10 Ronnie Someone								CP=09/97 SEP	
LN	INVOICE	DATE	BR	CUSTOMER	SALES	COST	COMM%	COMMISSION	STAT
1	001751	09/28/98	01	C113	40.30	133.16	-20.20%	-8.14	PAY
2	001762	09/27/97	01	C113	1059.85	713.68	.00%	0.00	PAY
3	001747	09/21/97	01	C123	67.00	44.40	3.75%	2.51	PAY
4	001785	09/01/97	01	C123	960.00	601.20	.00%	0.00	PAY
5	001792	09/01/97	01	C123	510.80	327.18	4.86%	24.80	PAY
6	001729	09/21/97	01	C129	652.30	406.42	5.00%	32.62	PAY
7	001769	09/27/97	01	C129	140.00	98.80	.00%	0.00	PAY
8	J00210	09/30/97	01	C129	1026.20	16.37	5.00%	51.31	PAY
9	J00211	09/30/97	01	C129	0.00	0.00	.00%	0.00	PAY
10	J00212	09/30/97	01	C129	0.00	0.00	.00%	0.00	PAY
11	001716	09/21/97	01	ZZZZZZCASH	52.70	33.72	3.85%	2.03	PAY
12	001788	09/01/97	01	ZZZZZZCASH	24.80	15.52	5.00%	1.24	PAY
13	001789	09/01/97	01	ZZZZZZCASH	13.70	8.56	.00%	0.00	PAY
14	001790	09/01/97	02	ZZZZZZCASH	270.60	169.12	5.00%	13.53	PAY
15	001891	10/01/97	01	ZZZZZZCASH	58.90	38.80	5.01%	2.95	PAY

END OF COMMISSIONS FOR THIS SLSP/TERR  
 ENTER LINE # FOR DETAIL INQUIRY, CR-CONTINUE, F4-BACKUP |.  
 ARROW: UP=PREVIOUS SLSP/TERR, DOWN=NEXT SLSP/TERR

# Branch Inquiry (SAI625)

## Function

This program enables you to review historical sales information by branch. You can view this inquiry in Accumulated, Comparison, Multiperiod and Graph format.

## User Inputs

### 1. Branch

CR defaults to the first branch on file. If you already have a branch selected, CR defaults to the next record on file. F2 performs a search.

### 2. Display Code

Enter the display code: **A**ccumulated, **C**omparison, **M**ultiperiod, or **G**raph.

If you select the comparison format, the system presents you with these additional prompts.

- **Number of periods back from range for Comparison.** CR defaults to 12.
- **Beginning Period to Compare.** CR defaults to the first period of the fiscal year.
- **Ending Period to Compare.** CR defaults to the current prompt.

## Technical Notes

**Files Used** - SACUST, ARCUST, ARCALX, ARSHIP, ARPHOX



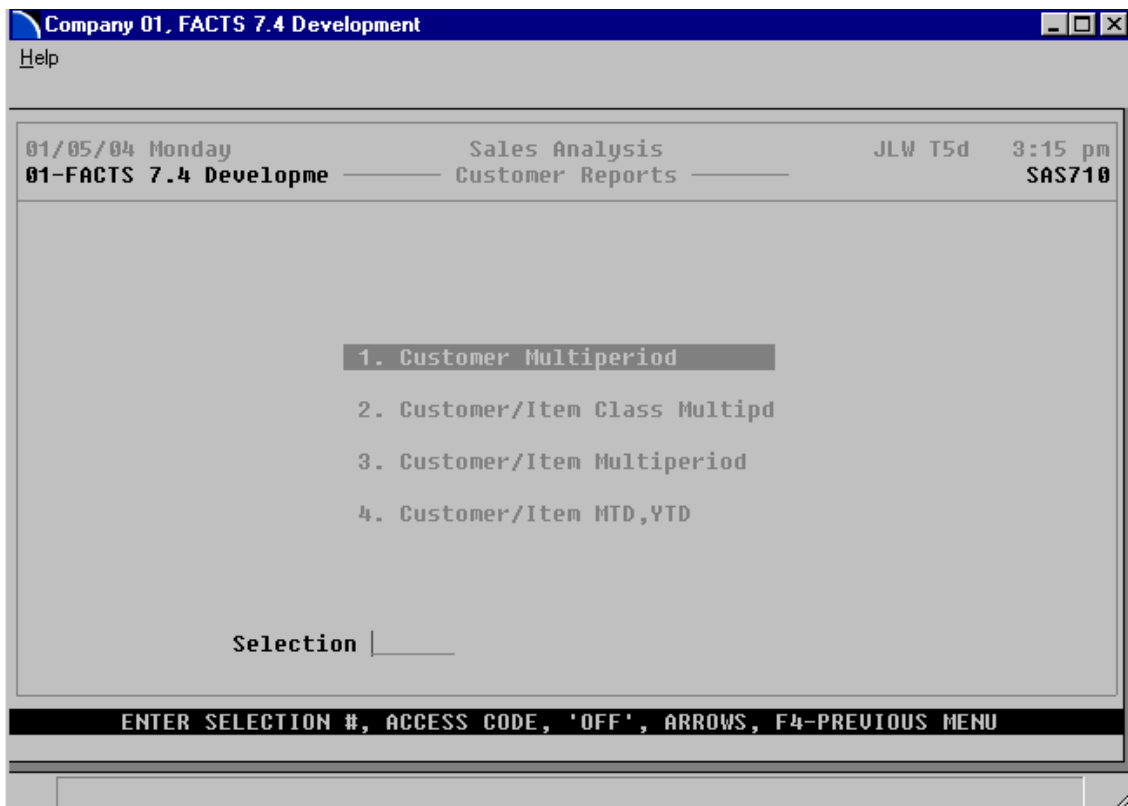
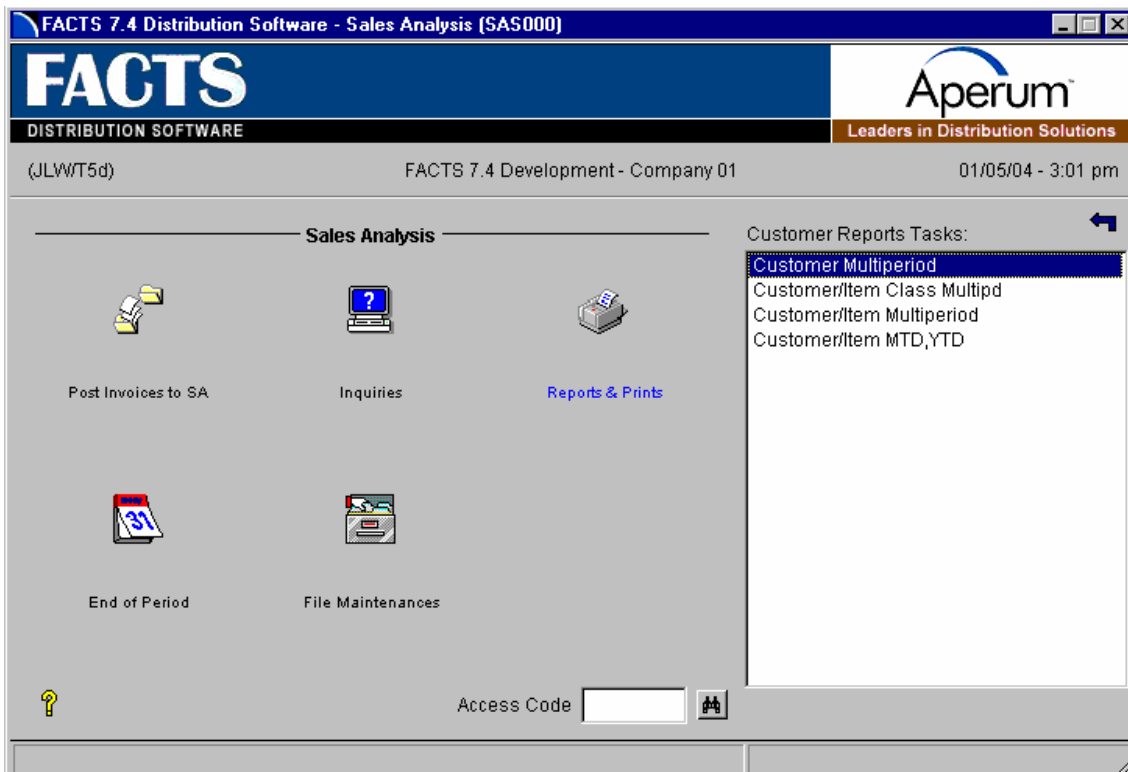
Win with ProvideX					
Help					
01-Demo Company		SA BRANCH INQUIRY			SAI625
BRANCH 01 Atlanta Branch					CP=09/97 SEP
ACCUMULATED					
	SALES	COST	G.M.	G.M.%	
CURRENT SEP 97	800416	-367161	1167577	-318.0%	
LAST AUG 97	114703	1029	113674	999.9%	
YEAR-TO-DATE	1575293	93895	1481398	999.9%	
PRIOR YEAR-TO-DATE	711427	477558	233869	49.0%	
PRIOR YEAR	1087681	730920	356761	48.8%	
LAST 6 PERIODS	601124	344113	257011	74.7%	
LAST 12 PERIODS	1151131	714418	436713	61.1%	

ACCUMULATED, COMPARISON, MULTIPERIOD, GRAPH  
 ENTER INFORMATION DISPLAY CODE, CR-NEXT BRANCH, F4-BACKUP |  
 ARROW: UP=PREV BRANCH, DOWN=NEXT BRANCH, LEFT=PREV CODE, RIGHT=NEXT CODE



# Customer Reports

The Sales Analysis Customer reports allow users to analyze sales for an individual customer or a range of customers. All multiperiod reports access 26 previous periods of customer information plus the current period. Current period information and the 26 previous periods of information is printed in whole numbers. Multiperiod reports print in three formats - comparison, multiperiod, and accumulated. The Customer/Item MTD, YTD Report displays for the customer(s) and item(s) chosen, month-to-date and year-to-date sales information.



# Customer Multiperiod Analysis (SAR210)

## Function

This program allows the user to print customer information stored in the SA customer file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - customer number, alpha, salesperson/territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select the beginning and ending period.
- Select the branch to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - customer number and name, sales, cost, gross margin(\$ and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - customer number and name, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - customer number and name, sales, cost, gross margin(\$ and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

In all three formats report totals are included and if customer class or salesperson/territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Customer Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following steps are involved in printing the Customer Multiperiod Analysis:

### 1. Format

Select the format in which you want the report to print: **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.

### 2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

### 4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

### 5. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press F3 to enter ALL branches. Press F2 to search existing branches.

### 6. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the current fiscal year. F2 defaults to the last SA period closed.

### 7. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the current period. F2 defaults to the last SA period closed.

### 8. Number Of Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan.	Jan. 1998	Feb. 1999	Feb. 1998

1999

*[figures]**[figures]**[figures]**[figures]*

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

### 9. Ship-To

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M**-Multiple). If you select the **Totals Only** flag, this control becomes disabled.

### 10. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GMS and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGP**.

### 11. Cutoff

This input allows you to omit customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

### 12. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

### 13. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**. If you select the **Totals Only** flag, this flag is disabled.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

### 14. New Page

If you chose to print your report in salesperson or customer class order, indicate whether you want each customer or salesperson to print on a new page. The program defaults to **N**. If you selected customer, alpha or zip code order, this input is disabled.

### 15. Totals Only

If you chose to print your report in salesperson or customer class order, indicate whether to print totals only. The program defaults to **N**. If you choose to print your report in customer, alpha or zip code order, this input is skipped. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the

program automatically deselected Descending Orders since it becomes unnecessary.

## Technical Notes

Printing proceeds by reading through the chosen file - customer (ARCUST), alpha (ARCALX), salesperson/territory (ARSLSX), customer class (ARCLSX) or zip code (ARZIPX). The SA customer file (SACUST) is then checked for customers that meet all criteria entered.

**FILES USED** - SMCNTL, ARCUST, ARCALX, ARSLSX, ARCLSX, ARZIPX, ARSHIP, SACUST

**FILES UPDATED** - SMSRT



**Customer Multiperiod (SAR210)**

Template Print Options

Format **A - Accumulated** Beginning **C131** CP=09/1997 SEP  
 Order **C - Customer** Ending **C107** Automation Systems S  
 Central Georgia Materi

Properties

Branch **01** Atlanta Branch

Beginning Period **08/1997** Last Closed

Ending Period **08/1997** Last Closed

# Periods Back **12**

Ship-To **S - Summary** Figures **SCGP**

Cutoff **N - No Cutoff** Amount **0**

Descending Order  New Page  Totals Only

Template **None** Printer **Genicom Line Printer**

OK Cancel

Print Accumulated, Comparison, or Multiperiod Format? (A/C/M)

**Customer Multiperiod (SAR210)**

Help

01-Demo Company Customer Multiperiod SAR210  
 CP=09/2002 SEP

Format **A Accumulated** Beginning **First**  
 Order **C Customer** Ending **Last**

— Properties —

Branch **01 Atlanta Branch**

Beginning Period **First Period of Current Year 01/2002**

Ending Period **09/2002 Current 09/2002**

# Periods Back **12**

Ship-To **S Summary** Figures **SCGP**

Cutoff **N No** Amount **0**  
 Descending Order **N** New Page **N** Totals Only **N**

— Template — — Printer —  
 None Print to file

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Customer/Item Class Multiperiod Analysis (SAR220)

## Function

This program allows the user to print item class information by customer stored in the SA customer/item class file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - customer number, alpha, salesperson/ territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select the beginning and ending period.
- Select the branch to print.
- Select the figures to include sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - customer number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - customer number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - customer number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

In all three formats report, totals are included and if customer class or salesperson/territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Customer/Item Class Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following steps are involved in printing the Customer/Item Class Multiperiod Analysis:

### 1. Format

Select the format in which you want the report to print: **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.

### 2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

### 4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

### 5. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press F3 to enter ALL branches. Press F2 to search existing branches.

### 6. Beginning Item

Enter the code for the first item that you want to appear on the report. Press F1 to enter the FIRST item on record. Press F2 to search existing items.

### 7. Ending Item

Enter the code for the last item that you want to appear on the report. The beginning and ending item entries establish the range of items that the report prints. Press F1 to enter the LAST item on record. Press F2 to search existing items.

### 8. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the current fiscal year. F2 defaults to the last SA period closed.

### 8. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the current period. F2 defaults to the last SA period closed.

## 10. Number Of Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each.

Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

## 11. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$ and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGP**.

## 12. Ship-To

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M**-Multiple). If you select the **Totals Only** flag, this control becomes disabled.

## 13. Cutoff

This input allows you to omit customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

## 14. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

## 15. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**. If you select the **Totals Only** flag, this flag is disabled.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

**16. New Page**

If you chose to print your report in salesperson or customer class order, indicate whether you want each customer or salesperson to print on a new page. The program defaults to **N**. If you selected customer, alpha or zip code order, this input is disabled.

**17. Totals Only**

If you chose to print your report in salesperson or customer class order, indicate whether to print totals only. The program defaults to **N**. If you choose to print your report in customer, alpha or zip code order, this input is skipped. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

**Technical Notes**

Printing proceeds by reading through the selected file - customer (ARCUST), alpha (ARCALX), salesperson/territory (ARSLSX), customer class (ARCLSX) or zip code (ARZIPX). The SA customer item class file (SACSIC) is then checked for customers and item classes that meet all criteria entered.

**FILES USED** - SMCNTL, ARCUST, ARCALX, ARSLSX, ARCLSX, ARZIPX, ARSHIP, SACSIC

**FILES UPDATED** - SMSRT?

**Customer/Item Class Multipd (SAR220)**

Template Print Options

Format **A - Accumulated** Beginning **C131** CP=09/1997 SEP  
**Automation Systems S**

Order **C - Customer** Ending **C110** **Texas Material Handlin**

Properties

Branch **01** **Atlanta Branch**

Beginning Item **DCK** **Dock Equipment**

Ending Item **WHS** **Warehouse Equipment**

Beginning Period **08/1997** **Last Closed**

Ending Period **08/1997** **Last Closed**

# Periods Back **12** Figures **SCGP** Ship-To **S - Summary**

Cutoff **N - No Cutoff** Amount **0**

Descending Order  New Page  Totals Only

Template **None** Printer **Genicom Line Printer**

OK Cancel

**Customer/Item Class Multipd (SAR220)**

Help

**01-Demo Company** Customer/Item Class Multipd **SAR220**  
**CP=09/2002 SEP**

Format **A Accumulated** Beginning **First**  
 Order **C Customer** Ending **Last**

— Properties —

Branch **01 Atlanta Branch**  
 Beginning Item **First**  
 Ending Item **Last**

Beginning Period **First Period of Current Year 01/2002**

Ending Period **09/2002**

# Periods Back **12** Figures **SCGP** Ship-To **S Summary**

Cutoff **N No** Amount **0**  
 Descending Order **N** New Page **N** Totals Only **N**

— Template — Printer **Print to file**

None

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Customer/Item Multiperiod Analysis (SAR230)

## Function

This program allows the user to print item information by customer stored in the SA customer/item file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - customer number, alpha, salesperson/ territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select branch to print.
- Select the beginning and ending item
- Select the beginning and ending period.
- Select the item type to print.
- Select item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - customer number and name, item number and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - customer number and name, item number and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - customer number and name, item number and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

In all three formats report, totals are included and, if customer class or salesperson/territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Customer/Item Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following steps are involved in printing the Customer/Item Class Multiperiod Analysis:

### 1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to A.

### 2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

### 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. Press F2 to search existing branches. Press F3 to enter ALL branches.

### 6. Item Type

Select which item types you want included on the report: **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried. The program defaults to all three (**SNU**).

### 7. Beginning Item

Enter the code for the first item you want to appear on the report. Press F1 to enter the FIRST item on record. Press F2 to search existing items.

### 8. Ending Item

Enter the code for the last item that you want to appear on the report. The beginning and ending item entries establish the range of items that the report prints. Press F1 to enter the LAST item on record. Press F2 to search existing items.

### 9. Item Description

Select which item descriptions you want to print: **1**, **2**, **B**-Both or **N**-Neither as entered in the IC Item F/M. The program defaults to Description 1.

### 10. Ship-to

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to



addresses and breaking down figures for each address (**M-Multiple**). If you select the **Totals Only** flag, this control becomes disabled.

### 11. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Press F2 to enter the last SA period closed.

### 12. Ending Period

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Press F2 to enter the last SA period closed.

### 13. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

### 14. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GM\$** and **P-GM%**. If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**.

### 15. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

### 16. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

### 17. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

### **18. New Page**

If you chose to print your report in customer class or salesperson order, indicate whether you want each class or salesperson to print on a new page. The program defaults to **N**. If you choose to print the report in customer, alpha or zip code order, this input is skipped.

### **19. Totals Only**

If you chose to print this report in salesperson or customer class order, indicate whether you want to print totals only on the report. The program defaults to **N**. If you chose to print the report in customer, alpha or zip code order, this input is skipped. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

## Technical Notes

Printing proceeds by reading through the selected file - customer (ARCUST), alpha (ARCALX), salesperson/territory (ARSLSX), customer class (ARCLSX) or zip code (ARZIPX). The SA Customer/Item file (SACUIT) is then checked for customers and items that meet all criteria entered.

**FILES USED** - SMCNTL, ARCUST, ARCALX, ARSLSX, ARCLSX, ARZIPX, ARSHIP, SACUIT, ICMAS

**FILES UPDATED** - SMSRT

**Customer/Item Multiperiod (SAR230)**

Template Print Options

Format **A - Accumulated** Beginning  **First**  
 Order **C - Customer** Ending  **Last** CP=09/1997 SEP

Properties

Branch **01** **Atlanta Branch**  
 Item Type **S** **Stocked**  
 Beginning Item  **First**  
 Ending Item  **Last**  
 Item Description **N - None** Ship-To **S - Summary**  
 Beginning Period  **Last Closed**  
 Ending Period  **Last Closed**  
 # Periods Back **12** Figures **SCGPU**  
 Cutoff **N - No Cutoff** Amount  **0**  
 Descending Order  New Page  Totals Only

Template  Printer   
 None Genicom Line Printer

OK Cancel

Print Accumulated, Comparison, or Multiperiod Format? (A/C/M)

**Win with ProvideX**

Help

01-Demo Company Customer/Item Multiperiod SAR230  
 CP=09/1997 SEP

Format **A** Accumulated Beginning First  
 Order **C** Customer Ending Last

— Properties —

Branch **01** Atlanta Branch Item Type **S** Stocked  
 Beginning Item First  
 Ending Item Last

Item Description **N** Ship-To **S** Summary  
 Beginning Period Last Closed  
 Ending Period Last Closed

# Periods Back **12** Figures **SCGPU**

Cutoff **N** No Amount **0**  
 Descending Order **N** New Page **N** Totals Only **N**

— Template — — Printer —  
**None** Genicom Line Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Customer/Item MTD, YTD Analysis (SAR240)

## Function

This program allows the user to print month-to-date and year-to-date customer/item information stored in the SA customer/item file.

The user has the option to:

- Select the format - month-to-date, year-to-date.
- Select the print order - customer number, alpha, salesperson/ territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select the branch to print.
- Select the beginning and ending item.
- Select the item type to print.
- Select the item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%), units.
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following: customer number and name, item and description(s), ship-to number and name, selling unit of measure, last purchase date, number of invoices, and month-to-date and/or year-to-date, sales, cost, gross margin (\$), gross margin (%) and/or units. Customer totals are included and if customer class or salesperson/ territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

## User Inputs

The following steps are involved in printing the Customer/Item MTD, YTD Analysis:

### 1. Time Period

Indicate whether you want to print **M**-Month-to-date or **Y**-Year-to-date totals. The program defaults to both.

### 2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.

### 3. Beginning order choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

#### 4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing customer, salesperson/territory, customer class or zip codes.

#### 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search for existing branches. Click the **All** button or press F3 to enter ALL branches.

#### 6. Beginning Item

Enter the code for the first item you want to appear on the report. Press F1 to enter the FIRST item on record. Press F2 to search existing items.

#### 7. Ending Item

Enter the code for the last item that you want to appear on the report. The beginning and ending item entries establish the range of items that the report prints. Press F1 to enter the LAST item on record. Press F2 to search existing items.

#### 8. Item Type

Select which item types you want included on the report: **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried. The program defaults to all three (**SNU**).

#### 9. Item Description

Select which item descriptions you want to print: **1**, **2**, **B**-Both or **N**-Neither. Item descriptions 1 and 2 are entered in the IC Item F/M program. The program defaults to Description 1.

#### 10. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GMS, **P**-GM% and **U**-units. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGPU**.

#### 11. Ship-to

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M**-Multiple).

#### 12. Cutoff

This input allows you to cut off customers that show figures either **A**-Above or **B**-Below a certain amount (the amount is indicated in the next input). The program defaults to **N**-No Cutoff.

**13. Amount**

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

**14. Descending Order**

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

**15. New Page**

If you choose to print the report in customer, alpha or zip code order, this input is skipped. Otherwise, indicate whether you want each salesperson or customer class to print on a new page. The program defaults to **N**.

**16. Totals Only**

If you choose to print the report in customer, alpha or zip code order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

**Technical Notes**

Printing proceeds by reading through the selected file - customer (ARCUST), alpha (ARCALX), salesperson/territory (ARSLSX), customer class (ARCLSX) or zip code (ARZIPX). The SA customer/item MTD, YTD file (SACIMY) is then checked for customers and items that meet all criteria entered.

**FILES USED** - SMCNTL, ARCUST, ARCALX, ARSLSX, ARCLSX, ARZIPX, ARSHIP, SACIMY, ICMAS

**FILES UPDATED** - SMSRT

**01-Demo Company, Customer/Item MTD,YTD (SAR240)**

Template Print Options Help

Time Period **MY** **All** Beginning  **First**  
 Order **C - Customer** Ending  **Last** CP=09/2002 SEP

Properties

Branch **01** **Atlanta Branch**  
 Beginning Item  **First**  
 Ending Item  **Last**  
 Item Type  **All**  
 Item Description **N - Neither**  
 Figures **SCGPU** **All** Ship To **S - Summary**  
 Cutoff **N - No Cutoff** Amount  **0**  
 Descending Order  New Page  Totals Only

Template  Printer   
 None Print to file

**Win with ProvideX**

Help

01-Demo Company Customer/Item MTD,YTD SAR240  
 CP=09/1997 SEP

Time Period **MY All** Beginning **First**  
 Order **C Customer** Ending **Last**

— Properties —

Branch **01 Atlanta Branch**  
 Beginning Item **First**  
 Ending Item **Last**

Item Type **SNU All**

Item Description **N**

Figures **SCGPU All** Ship To **S Summary**

Cutoff **N No** Amount **0**  
 Descending Order **N** New Page **N** Totals Only **N**

— Template — — Printer —  
**None** **Genicom Line Printer**

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .

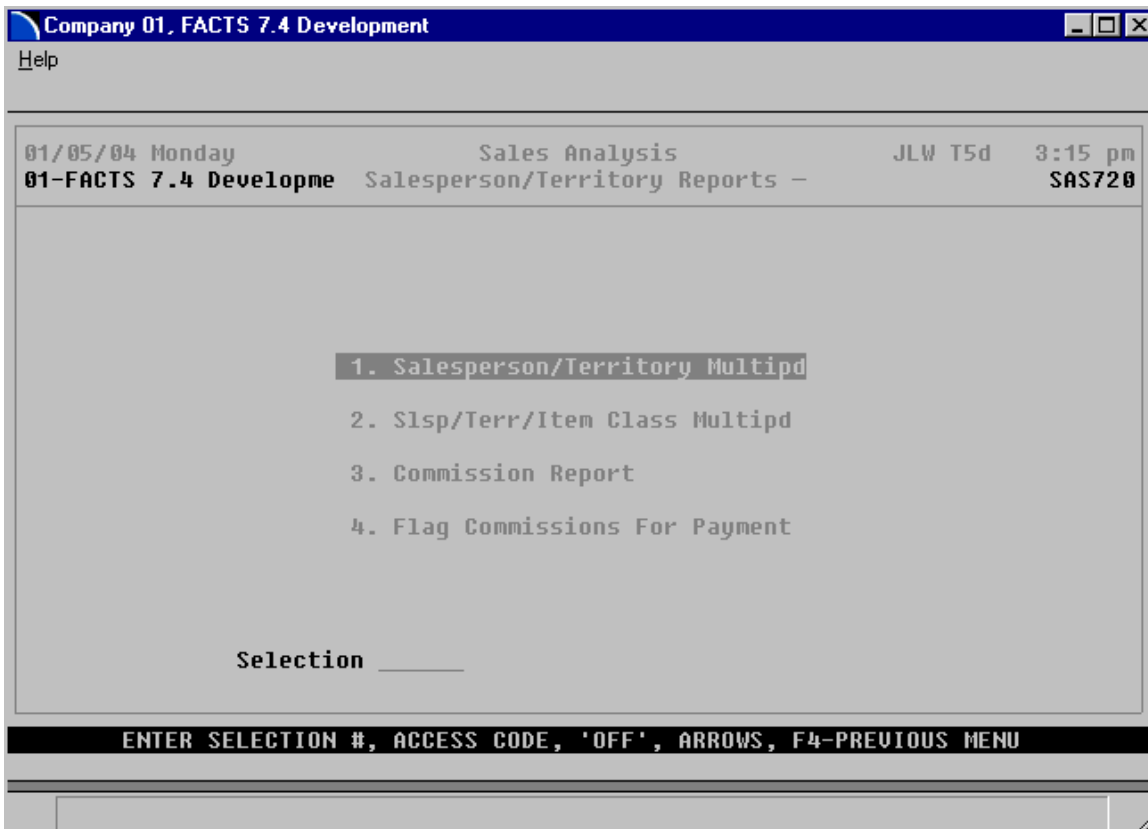
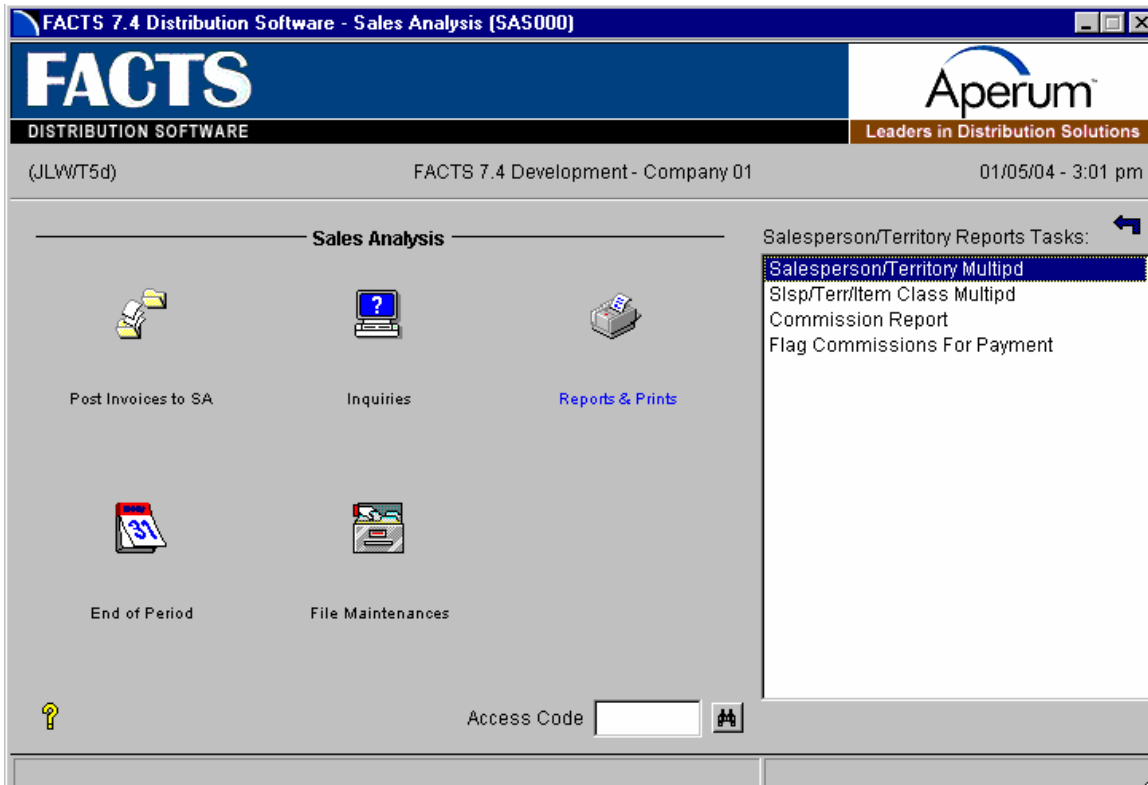




# **Salesperson/Territory Reports (SAS720)**

The Sales Analysis Salesperson/Territory reports allow you to analyze sales for an individual salesperson, range of salespeople or a region or range of regions. All multiperiod reports access 26 previous periods of salesperson/territory information plus the current period. Current period information and the 26 previous period's information are printed in whole numbers. Multiperiod reports print in three formats — comparison, multiperiod, and accumulated.

The Commission Report prints a commission report for each salesman. Commissions may be based on the salesman's %, item % of customer % as set by the priority in the company static control record and may be calculated on gross sales or gross margin. The report divides commissions into paid and unpaid sales. In order to bring these sales up to date when the Commission Report is run, users must run the Flag Commissions For Payment program. This program runs through each invoice for each salesperson/territory and flags the invoice as to whether it has been paid. The Commission Report is not related to SA periods but rather to the invoice dates. Users may run it as needed by date and may optionally remove records after the report is printed.



# Salesperson/Territory Multiperiod Analysis (SAR310)

## Function

This program allows the user to print salesperson/territory information stored in the SA salesperson file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - salesperson, region.
- Select the beginning and ending order choice.
- Select branch to print.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - region (optional), salesperson, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - region (optional), salesperson, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected. The period selected for the comparison, and the % difference, and the range of periods selected, range selected for comparison and the % difference.
- **Multiperiod** - region (optional), salesperson, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

The total number of salespeople listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Salesperson/Territory Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Salesperson/Territory Multiperiod Analysis:

### 1. Format

Select a report format: **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.

## 2. Order

Select the order in which you want to print the report: **S**-salesperson/territory or **R**-region order. The program defaults to **S**.

## 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing salesperson or region codes.

## 4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing salesperson or region codes.

## 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. Press F2 to search for existing branches. Press F3 to enter ALL branches.

## 6. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. F2 defaults to the last SA period closed.

## 7. Ending Period

Enter the ending period (PPYY). The ending period must be within 12 periods of beginning period. CR defaults to the current period. F2 defaults to the last SA period closed.

## 8. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$ and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGP**.

## 9. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

#### 10. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

#### 11. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

#### 12. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

#### 13. New Page

Indicate whether you want each salesperson or region to print on a new page. The program defaults to **N**.

#### 14. Totals Only

Indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

### Technical Notes

Printing proceeds by reading through the SA salesperson/territory file (SASLSP) checking for salespeople or regions that meet all criteria entered.

**FILES USED** - SMCNTL, SASLSP, ARRGNX

**FILES UPDATED** - SMSRT?

**Salesperson/Territory Multipd (SAR310)**

Template Print Options CP=09/1997 SEP

Format **A - Accumulated** Beginning  **First**  
 Order **S - Slsp/Terr** Ending  **Last**

Properties

Branch **01 Atlanta Branch**

Beginning Period  **Last Closed**  
 Ending Period  **Last Closed**

Figures **SCGP** # Periods Back **12**  
 Cutoff **N - No Cutoff** Amount  **0**

Descending Order  New Page  Totals Only

Template  Printer   
 None Genicom Line Printer

OK Cancel

Print Accumulated, Comparison, or Multiperiod Format? (A/C/M)

**Win with ProvideX**

Help

01-Demo Company Salesperson/Territory Multipd SAR310  
 CP=09/1997 SEP

Format **A Accumulated** Beginning **First**  
 Order **S Slsp/Terr** Ending **Last**

— Properties —

Branch **01 Atlanta Branch**

Beginning Period **Last Closed**  
 Ending Period **Last Closed**

Figures **SCGP** # Periods Back **12**  
 Cutoff **N No** Amount **0**

Descending Order **N** New Page **N** Totals Only **N**

— Template — — Printer —  
**None** **Genicom Line Printer**

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .

# Salesperson/Territory Item Class Multiperiod Analysis (SAR320)

## Function

This program allows the user to print item class information by salesperson stored in the SA salesperson item class file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - salesperson/territory, region.
- Select the beginning and ending order choice.
- Select the branch to print.
- Select the beginning and ending item class.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - salesperson number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - salesperson number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - salesperson number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

The total number of salespeople listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Salesperson/Territory Item Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Salesperson/Territory Item Class Multiperiod Analysis:

### 1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multi-period. The program defaults to A.

## 2. Order

Select the order in which you want the report to print: Salesperson/Territory or Region.

## 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing salesperson or region codes.

## 4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing salesperson or region codes.

## 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. Press F2 to search existing branches. Press F3 to enter ALL branches.

## 6. Beginning Item

Enter the code for the first item that you want to appear on the report. The program defaults to FIRST. Press F2 to search existing customer codes.

## 7. Ending Item

Enter the code for the last item you want to appear on the report. The program defaults to LAST. Press F2 to search existing customer codes. The beginning and ending customer inputs enable you to set a range of customers that appear on the report.

## 8. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Press F2 to enter the last SA period closed.

## 9. Ending Period

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Press F2 to enter the last SA period closed.

## 10. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back	Period 2	12 periods
	from Period		back from



	1		Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

### 11. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GMS and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGP**.

### 12. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

### 13. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

### 14. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

### 15. New Page

Indicate whether you want each salesperson or region to print on a new page. The program defaults to **N**.

### 16. Totals Only

Indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

## Technical Notes

Printing proceeds by reading through the salesperson item class file (SASTIC) checking for all salespeople/regions and item classes that meet all criteria entered.

**FILES USED** - SMCNTL, SASTIC, ARRGNX

**FILES UPDATED - SMSRT**

**SlsP/Terr/Item Class Multipd (SAR320)**

Template Print Options

Format **A - Accumulated** Beginning  **First** CP=09/1997 SEP  
 Order **S - SlsP/Terr** Ending  **Last**

Properties

Branch **01** **Atlanta Branch**  
 Beginning Item Class  **First**  
 Ending Item Class  **Last**  
 Beginning Period **01/1997**  
 Ending Period **09/1997**  
 # Periods Back **12** Figures **SCGP**  
 Cutoff **N - No Cutoff** Amount **0**  
 Descending Order  New Page  Totals Only

Template **None** Printer **Genicom Line Printer**

**OK** **Cancel**

**Win with ProvideX**

Help

01-Demo Company SlsP/Terr/Item Class Multipd SAR320  
 CP=09/1997 SEP

Format **A Accumulated** Beginning **First**  
 Order **S SlsP/Terr** Ending **Last**

— Properties —

Branch **01 Atlanta Branch**  
 Beginning Item **First**  
 Ending Item **Last**

Beginning Period **Last Closed**  
 Ending Period **Last Closed**

# Periods Back **12** Figures **SCGP**

Cutoff **N No** Amount **0**  
 Descending Order **N** New Page **N** Totals Only **N**

— Template — — Printer —  
**None** **Genicom Line Printer**

**CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .**

# Commission Report (SAR330)

## Function

This program allows the user to print a Salesperson Commission Report from information stored in the commission file.

The user has the option to:

- Select beginning and ending salesperson.
- Select the branch to print.
- Select beginning and ending invoice date.
- Print paid and/or unpaid invoices for commission.
- Print costing information.
- Print customer totals.
- Print in summary or detail.
- Remove paid records printed when report is complete.

Commissions may be based on the percentage assigned to the salesperson, customer or item and is set up in the Company Parameters F/M. Commissions are then calculated based on sales or gross margin depending on the flag set in the SA Static Control F/M.

Through the Flag Commissions for Payment program, the user may flag which invoices have been paid and the user may then choose to print paid and/or unpaid invoices on the report. The optional update removes only printed invoices with the status of paid.

Report information includes:

- **Summary:** salesperson number and name, customer number and name, invoice number, invoice date, branch, sales dollars, commission %, commission \$, status (pay or hold) and costing information (optional) (cost, gross margin \$ and gross margin %).
- **Detail:** summary information and breaks down each invoice and prints all information for each line-item including quantity and price.

Pay and hold totals are included by customer (optional), salesperson and report.

The total number of salespeople listed is also included.

## User Inputs

The following inputs are involved in printing the Commission Report:

### 1. Beginning Salesperson

Enter the first salesperson you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing codes.

### 2. Ending Salesperson

Enter the last salesperson that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing codes.

### 3. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press F3 to enter ALL branches. Press F2 to search existing branches.

### 4. Beginning Date

Enter the invoice date with which you want the report to begin. The program defaults to the FIRST date in the system.

### 5. Ending Date

Enter the invoice date with which you want the report to end. The program defaults to the system date.

### 6. Include Status

Enter whether to print invoices that have been **P**-pay (paid) and/or **H**-hold (unpaid) invoices. The program defaults to both.

### 7. Zero Comm. Invoice

Indicate whether or not you want to include zero commission invoice information on the report. The program defaults to N.

### 8. Cost Info

Indicate whether or not you want to include cost and gross margin information on the report. This information includes cost, gross margin % and gross margin \$. The program defaults to N.

### 9. Print Customer Totals

Indicate whether to print customer totals. This information includes pay and hold sales, commission % and commission \$ totals by customer. The program defaults to Y.

### 10. Scope

Enter whether to print **S**-summary or **D**-detail information. The program defaults to **S**-summary. Summary information includes salesperson number and name, customer number and name, invoice number, invoice date, branch, sales dollars, commission %, commission \$, status (pay or hold) and costing information (optional) (cost, gross margin \$ and gross margin %).

Detail information includes all the information that would print on a summarized report and also breaks down each invoice and prints all information for each line-item including quantity and price.

**11. Check Commission Report. Do you want to remove paid invoices now?**

Verify that the information on the report is correct. To remove all the PAID invoices that appeared on the report select **OK** or enter **Y**. (If you did not include the zero commission invoices on the report, the system also displays the message: "**Zero-commission records will also be removed**".) To cancel the update select **Cancel** or enter **N**. The program defaults to **Cancel** or **N**.

## Technical Notes

Printing proceeds by reading through the commission file (SACOMM) and checking for invoices that meet all criteria entered. The optional update removes the paid records from the commission file.

**FILES USED** - SMCNTL, ARCUST, ICMAS

**FILES UPDATED** - SACOMM

**Commission Report (SAR330)**

Template Print Options

Beginning Slsp/Terr    **Ronnie Someone**

Ending Slsp/Terr    **TOIM**

Branch   **Atlanta Branch**

Beginning Date   **First**      Include Status

Ending Date   **Last**      Cost Info

Scope        Print Cust Totals

Template \_\_\_\_\_ Printer \_\_\_\_\_

None Genicom Line Printer

Enter Ending Sales Register Date, F1-Last

**Win with ProvideX**

Help

01-Demo Company      Commission Report      SAR330  
CP=09/1997 SEP

Beginning Slsp/Terr First  
Ending Slsp/Terr Last

— Properties —  
Branch 01 Atlanta Branch

Beginning Date First  
Ending Date Last

Scope S Summary

Include Status PH

Cost Info N  
Print Cust Totals Y

— Template \_\_\_\_\_ — Printer \_\_\_\_\_  
None Genicom Line Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .

# Flag Commissions for Payment (SAU310)

## Function

This program allows the user to update the pay/hold status codes in the commission file. Commissions on hold are changed to pay if the invoice in the open documents file was removed (indicating it was paid) or the current balance is zero.

This program is optional based on the user's needs. If the user only pays commissions on documents that have been paid, then they will have invoices automatically post into the commission file as hold based on the **Post Commission** flag set in the SA static control file. This program checks the commissions on hold (H), and if the document has been paid by the customer, the status will be changed to pay (P).

Documents with a hold status appear on the Salesperson Commission Report as unpaid sales.

The user selects the branch to update and the beginning and ending salesperson and invoice to update.

## User Inputs

The following inputs are involved in flagging commissions for payment:

### 1. Beginning Salesperson

Enter the first salesperson that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing codes.

### 2. Ending Salesperson

Enter the last salesperson that you want appear on the report. Press F1 to enter LAST. Press F2 to search existing codes.

### 3. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press F3 to enter ALL branches. Press F2 to search existing branches.

### 4. Beginning Invoice

Enter the invoice with which you want the update to begin (1-999999). The program defaults to the FIRST on record.

### 5. Ending Invoice

Enter the invoice with which you want the update to end (1-999999). The program defaults to LAST on record.

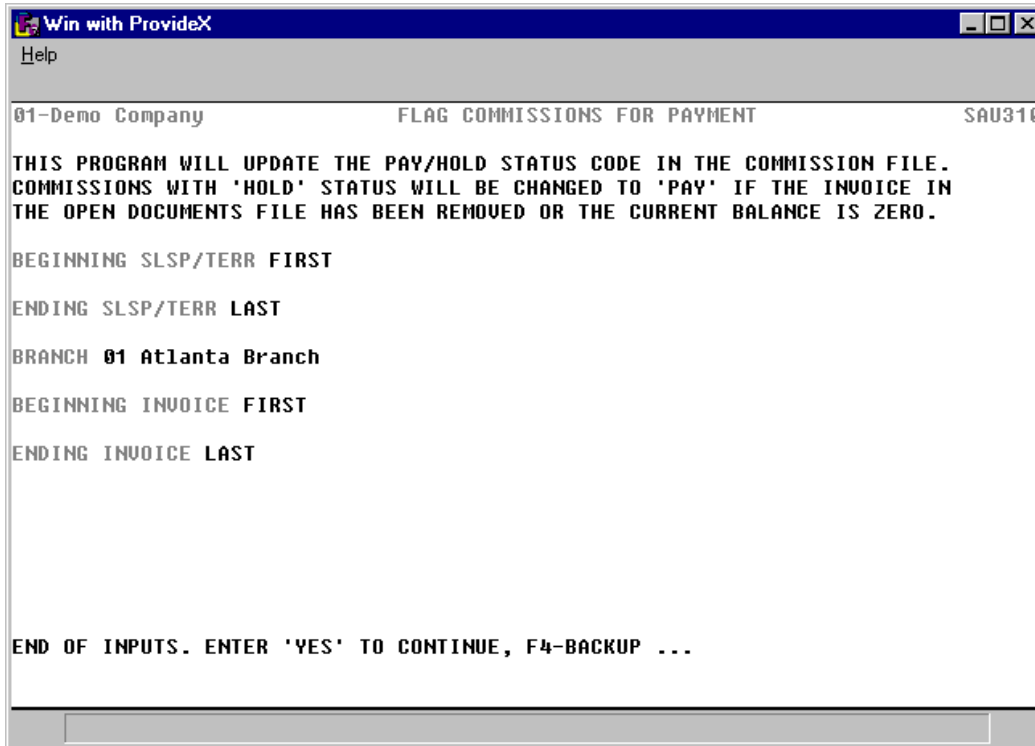
## Technical Notes

Updating proceeds by reading through the salesperson commission file (SACOMM) then checking the open receivables file (AROPEN) to see if an

invoice has been paid. If the invoice has been paid, then the flag is updated from **H**-hold to **P**-paid.

**FILES USED** - SMCNTL, AROPEN

**FILES UPDATED** - SACOMM



```
Win with ProvideX
Help
01-Demo Company          FLAG COMMISSIONS FOR PAYMENT          SAU310

THIS PROGRAM WILL UPDATE THE PAY/HOLD STATUS CODE IN THE COMMISSION FILE.
COMMISSIONS WITH 'HOLD' STATUS WILL BE CHANGED TO 'PAY' IF THE INVOICE IN
THE OPEN DOCUMENTS FILE HAS BEEN REMOVED OR THE CURRENT BALANCE IS ZERO.

BEGINNING SLSP/TERR FIRST

ENDING SLSP/TERR LAST

BRANCH 01 Atlanta Branch

BEGINNING INVOICE FIRST

ENDING INVOICE LAST

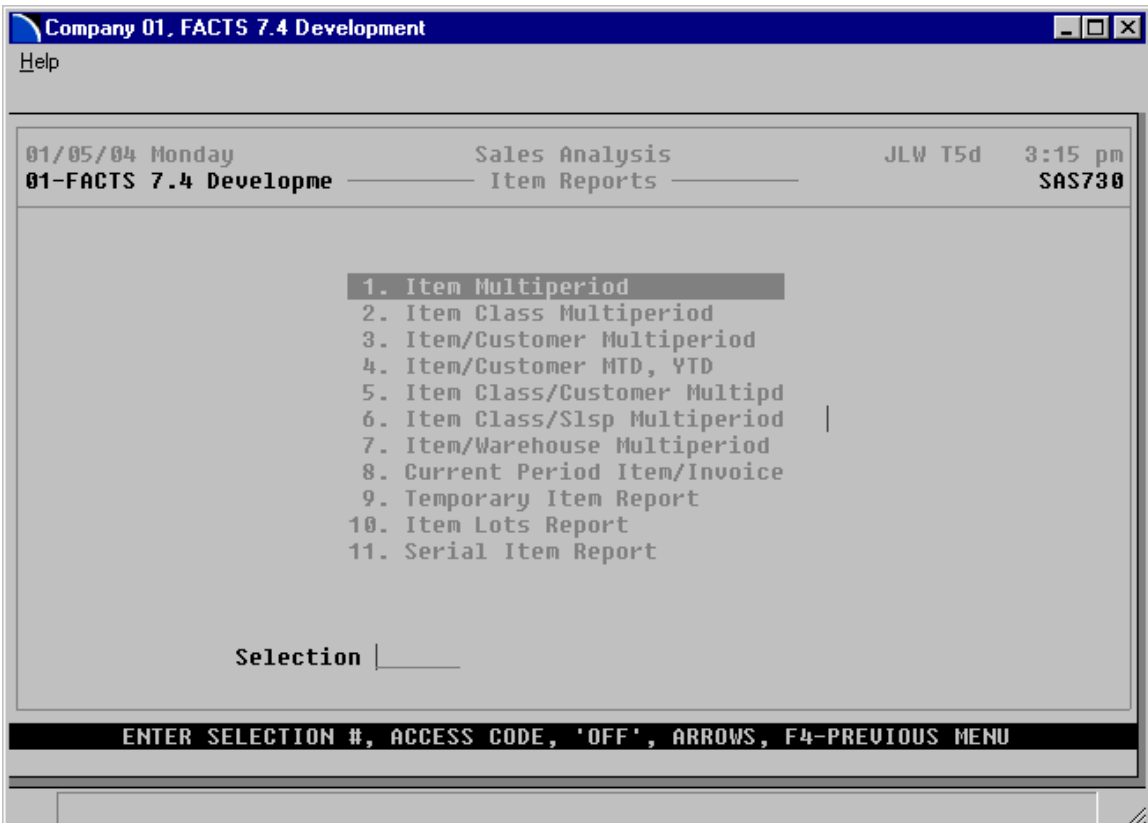
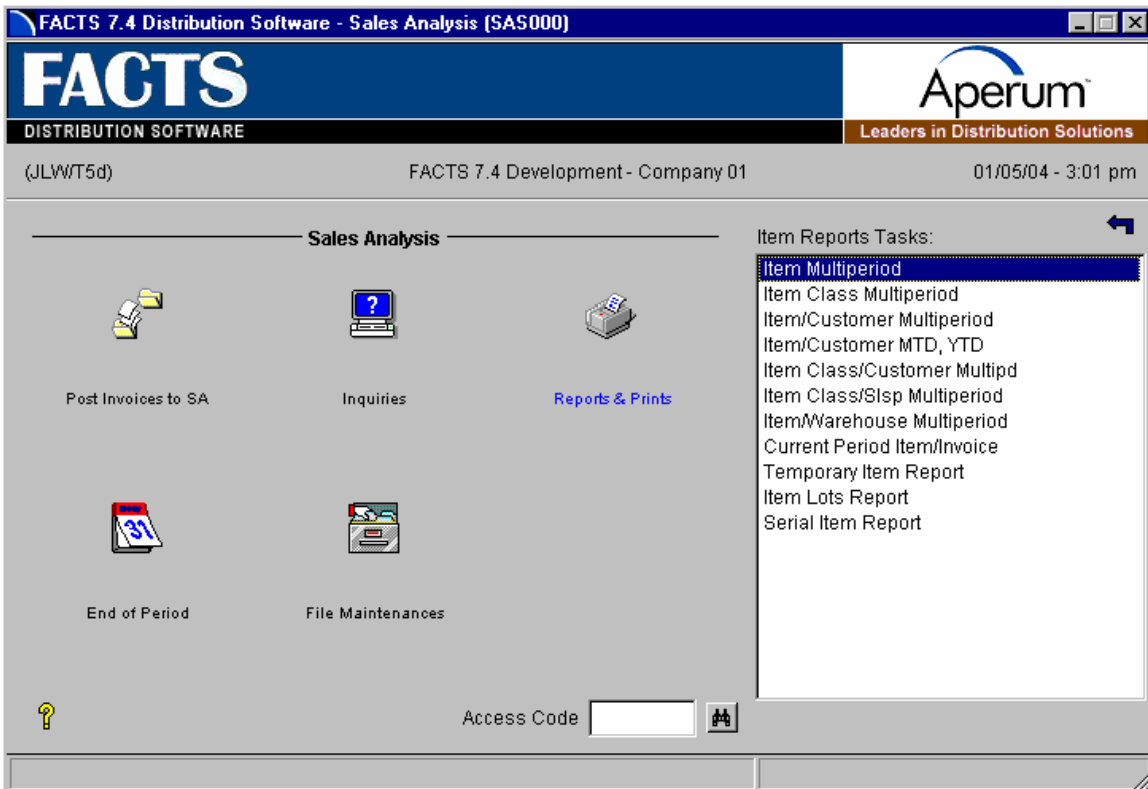
END OF INPUTS. ENTER 'YES' TO CONTINUE, F4-BACKUP ...
```



## CHAPTER 6

# Item Reports (SAS730)

The Sales Analysis Item Reports allow users to analyze sales for individual items or item classes or a range of items or item classes. All multiperiod reports access 26 previous periods of item (class) information plus the current period. Current period information and the 26 previous periods information is printed in whole numbers. Multiperiod reports print in three formats — comparison, multiperiod, and accumulated.



# Item Multiperiod Analysis (SAR410)

## Function

This program allows the user to print item information stored in the SA item file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - item number, alpha, vendor, item class.
- Select the beginning and ending order choice.
- Select the beginning and ending period.
- Select the item types to print.
- Select item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%), units, average cost, average price.
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - item number and description, sales, cost, gross margin (\$), gross margin (%) and/or units for the ending period selected and the range of periods selected.
- **Comparison** - item number and description, sales, cost, gross margin (\$), gross margin (%), units, average cost, and/or average price for the ending period selected, the period selected for the comparison and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference
- **Multiperiod** - item number and description, sales, cost, gross margin (\$), gross margin (%), units, average cost and/or average price for each period within the range of periods selected plus a total for each period and for the range of periods.

In the three formats, item and report totals and the total number of items listed are printed. If the print order selected is vendor, the report prints item class totals within vendor and vendor totals. If the print order selected is item class, the reports prints vendor totals within item class and item class totals.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Item Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Item Multiperiod Analysis:

### 1. Format

Enter whether to print the **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.

### 2. Order

Select the order the report is to print: Item, Alpha, Vendor or Item Class.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes.

### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 5. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Press F2 to enter the last SA period closed.

### 6. Ending Period

Enter the ending period (PPYY). The ending period must be within 12 periods of the beginning period. The program defaults to the current period. Press F2 to enter the last SA period closed.

### 7. Item Type

Select whether you want **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried items to print on the report. CR defaults to all three. You can select any combination of these choices.

### 8. Item Description

Enter whether to print item description **1**, **2**, **B**-both or **N**-neither as entered in the Item F/M. The program defaults to Description 1.

### 9. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
----------	-----------------------------	----------	-------------------------------------

Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

#### 10. Figures

Enter the figures that you want printed on the report. If you choose to output your report in Accumulated format, you can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$, **P**-GM% and **U**-Units. If you select Comparison or Multiperiod formats, you can enter any of those figures, plus **c**-average cost or **p**-average price. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGPU**.

#### 11. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

#### 12. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

#### 13. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

#### 14. New Page

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or class to print on a new page. The program defaults to **N**.

#### 15. Totals Only

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

### Technical Notes

Printing proceeds by reading through the selected file - item (ICMAST), alpha (ICALPX), vendor (ICVNDX) or item class (ICCLSX). The SA item file (SAITEM) is then checked for items that meet all criteria entered.

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICVNDX, ICCLSX, APVEND, SAITEM

**FILES UPDATED** - SMSRT

# Item Class Multiperiod Analysis (SAR420)

## Function

This program allows the user to print item class information stored in the SA item class file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the beginning and ending item class.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%), units, average cost, average price.
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - item class and description, sales, cost, gross margin (\$), gross margin (%) and/or units for the ending period selected and the range of periods selected.
- **Comparison** - item class and description, sales, cost, gross margin (\$), gross margin (%), units, average cost and/or average price for the ending period selected, the period selected for the comparison and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - item class and description, sales, cost, gross margin (\$), gross margin (%), units, average cost and/or average price for each period within the range of periods selected plus a total for each period and for the range of periods.

Item class and report totals are printed.

The total number of item classes listed is also included.

## User Inputs

The following inputs are involved in printing the Item Class Multiperiod Analysis:

### 1. Format

Enter whether to print the **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.

### 2. Order

This program prints in item class order.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

#### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

#### 5. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Press F2 to enter the last SA period closed.

#### 6. Ending Period

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Press F2 to enter the last SA period closed.

#### 7. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

#### 8. Figures

Enter the figures that you want printed on the report. If you choose to output your report in Accumulated format, you can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$, **P**-GM% and **U**-Units. If you select Comparison or Multiperiod formats, you can enter any of those figures, plus **c**-average cost or **p**-average price. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGPU**.

#### 9. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.



**10. Amount**

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

**11. Descending Order**

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

**12. New Page**

Indicate whether you want each item class to print on a new page. The program defaults to **N**.

**Technical Notes**

Printing proceeds by reading through the item class file (SAITCL) checking for item classes that meet all criteria entered.

**FILES USED** - SMCNTL, SAITCL

**FILES UPDATED** - SMSRT?

**Item Class Multiperiod (SAR420)**

Template Print Options

Format **A - Accumulated** Beginning  **First** CP=09/1997 SEP

Order **C Item Class** Ending  **Last**

Properties

Beginning Period  **►**

Ending Period  **►**

# Periods Back  Figures  **►**

Cutoff **N - No Cutoff** Amount

Descending Order  New Page

Template  Printer  **OK** **Cancel**

**Win with ProvideX**

Help

01-Demo Company Item Class Multiperiod SAR420  
CP=09/1997 SEP

Format **A** Accumulated Beginning First  
Order **C** Item Class Ending Last

— Properties —

Beginning Period **01/1997**

Ending Period **09/1997** Current

# Periods Back **12** Figures **SCGPU**

Cutoff **N** No Cutoff Amount **0**

Descending Order **N**

New Page **N**

— Template  — Printer  —

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Item/Customer Multiperiod Analysis (SAR430)

## Function

This program allows the user to print customer information by item stored in the SA item/customer file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - item number, alpha, vendor or item class.
- Select the beginning and ending order choice.
- Select the beginning and ending customer.
- Select the branch to print.
- Select the beginning and ending period.
- Select the item types to print.
- Select the item description(s) to print.
- Select the figures to include sales, cost, gross margin (\$), gross margin (%).
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - item number and description, customer number and name, sales, cost, gross margin (\$), gross margin (%) and/or units for the ending period selected and the range of periods selected.
- **Comparison** - item number and description, customer number and name, sales, cost, gross margin (\$), gross margin (%) and/or units for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - item number and description, customer number and name, sales, cost, gross margin (\$), gross margin (%) and/or units for each period within the range of periods selected plus a total for each period and for the range of periods.

In the three formats, item and report totals and the total number of items listed are printed. If the print order selected is vendor, the report prints item class totals within vendor and vendor totals. If the print order selected is item class, the report prints vendor totals within item class and item class totals.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a

template for the Item/Customer Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Item/Customer Multiperiod Analysis:

### 1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to A.

### 2. Order

Select the order the report is to print: Item, Alpha, Vendor or Item Class.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search existing branches. Click the **All** button or press F3 to enter ALL branches.

### 6. Item Type

Select which item types you want included on the report: **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried. The program defaults to all three (**SNU**).

### 7. Beginning Customer

Enter the code for the customer you want to see first on the report. The program defaults to FIRST. Click the **Search** button or press F2 to search existing customer codes.

### 8. Ending Customer

Enter the code for the last customer you want to appear on the report. The program defaults to LAST. Click the **Search** button or press F2 to search existing customer codes. The beginning and ending customer inputs enable you to set a range of customers that appear on the report.

### 9. Item Description

Select which item descriptions you want to print: **1**, **2**, **B**-Both or **N**-Neither. Item descriptions 1 and 2 are entered in the IC Item F/M program.

**10. Ship-to**

The program defaults to **S-Summary**, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D-Detail**) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M-Multiple**).

**11. Beginning Period**

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Click the **Last** button or press F2 to enter the last SA period closed.

**12. Ending Period**

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Click the **Last** button or press F2 to enter the last SA period closed.

**13. Number Periods Back**

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

**14. Figures**

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GMS** and **P-GM%**. If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**.

**15. Cutoff**

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

**16. Amount**

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

**17. Descending Order**

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to N.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

**18. New Page**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or item class to print on a new page. The program defaults to N.

**19. Totals Only**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to N. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

**Technical Notes**

Printing proceeds by reading through the selected file - item (ICMAST), alpha (ICALPX), vendor (ICVNDX), or item class (ICCLSX). The SA item/customer file (SACUIT) is then checked for all customers and items that meet all criteria entered.

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICVNDX, ICCLSX, APVEND, SACUIT, SACUIX, ARCUST

**FILES UPDATED** - SMSRT

**Item/Customer Multiperiod (SAR430)**

Template Print Options

CP=09/1997 SEP

Format **A - Accumulated** Beginning  **First**

Order **I - Item** Ending  **Last**

Properties

Branch **01** **Atlanta Branch**

Item Type **SNU**

Beginning Customer  **First**

Ending Customer  **Last**

Item Description **1 - Desc. 1** Ship-To **S - Summary**

Beginning Period **01/1997**

Ending Period **09/1997**

# Periods Back **12** Figures **SCGPU**

Cutoff **N - No Cutoff** Amount  **0**

Descending Order  New Page  Totals Only

Template **None** Printer **Genicom Line Printer**

**OK** **Cancel**

**Win with ProvideX**

Help

01-Demo Company      Item/Customer Multiperiod      SAR430  
CP=09/1997 SEP

Format **A** Accumulated      Beginning First  
Order **I** Item      Ending Last

— Properties —

Branch **01** Atlanta Branch      Item Type **SNU**  
Beginning Customer First  
Ending Customer Last  
Item Description **1** Desc 1      Ship-To **S** Summary

Beginning Period **01/1997**  
Ending Period **09/1997** Current

# Periods Back **12**      Figures **SCGPU**

Cutoff **N** No Cutoff      Amount **0**  
Descending Order **N**      New Page **N**      Totals Only **N**

— Template —      — Printer —  
**None**      **Genicom Line Printer**

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Item/Customer MTD, YTD Analysis (SAR440)

## Function

This program allows the user to print month-to-date and year-to-date item/customer information stored in the SA item/customer file.

The user has the option to:

- Select the format - month-to-date, year-to-date.
- Select the print order - item number, alpha, vendor, item class.
- Select the beginning and ending order choice.
- Select the beginning and ending customer.
- Select the branch to print.
- Select the item type to print.
- Select the item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%), units.
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following: item number, description, customer number and name, ship-to number and name, selling unit of measure, customer number, name, last purchase date and month-to-date and/or year-to-date number of invoices, sales, cost, gross margin (\$), gross margin (%) and/or units.

Item and report totals and the total number of items listed are printed. If the print order selected is vendor, the report prints item class totals within vendor and vendor totals. If the print order selected is item class, the report prints vendor totals within item class and item class totals.

## User Inputs

The following inputs are involved in printing the Item/Customer MTD, YTD Analysis:

### 1. Time Period

Indicate whether you want to print **M**-Month-to-date or **Y**-Year-to-date totals. The program defaults to both.

### 2. Order

Select the order in which you want the report to print: Item, Alpha, Vendor or Item Class.

### 3. Beginning Order Choice



Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

#### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

#### 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search for existing branches. Click the **All** button or press F3 to enter ALL branches.

#### 6. Beginning Customer

Enter the code for the customer you want to see first on the report. The program defaults to FIRST. Click the **Search** button or press F2 to search existing customer codes.

#### 7. Ending Customer

Enter the code for the last customer you want to appear on the report. The program defaults to LAST. Click the **Search** button or press F2 to search existing customer codes. The beginning and ending customer inputs enable you to set a range of customers that appear on the report.

#### 8. Item Type

Select which item types you want included on the report: **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried. The program defaults to all three (**SNU**).

#### 9. Item Description

Select which item descriptions you want to print: **1**, **2**, **B**-Both or **N**-Neither. Item descriptions 1 and 2 are entered in the IC Item F/M program.

#### 10. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GMS, **P**-GM% and **U**-units. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGPU**.

#### 11. Ship-to

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M**-Multiple).

#### 12. Cutoff

This input allows you to cut off customers that show figures either **A**-Above or **B**-Below a certain amount (the amount is indicated in the next input). The program defaults to **N**-No Cutoff.

**13. Amount**

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

**14. Descending Order**

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

**15. New Page**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or item class to print on a new page. The program defaults to **N**.

**16. Totals Only**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

**Technical Notes**

Printing proceeds by reading through the chosen file - item (ICMAST), alpha (ICALPX), vendor (ICVNDX), or item class (ICCLSX). The SA item/customer MTD, YTD file (SACIMY) is then checked for customers and items that meet all criteria entered.

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICVNDX, ICCLSX, APVEND, SACIMY, SACIMX, ARCUST, ARSHIP

**FILES UPDATED** - SMSRT

**Item/Customer MTD, YTD (SAR440)**

Template Print Options

Time Period **MY** Beginning  **CP=09/1997 SEP**

Order **I - Item** Ending

Properties

Branch **01** **Atlanta Branch**

Beginning Customer

Ending Customer

Item Type **SNU**

Item Description **1 - Desc 1**

Figures **SCGPU** Ship To **S - Summary**

Cutoff **N - No Cutoff** Amount

Descending Order  New Page  Totals Only

Template **None** Printer **Genicom Line Printer**

**Win with ProvideX**

Help

01-Demo Company Item/Customer MTD, YTD SAR440  
CP=09/1997 SEP

Time Period **MY** Beginning First  
Order **I** Item Ending Last

— Properties —

Branch **01** Atlanta Branch  
Beginning Customer First  
Ending Customer Last

Item Type **SNU**

Item Description **1** Desc 1

Figures **SCGPU** Ship To **S** Summary

Cutoff **N** No Cutoff Amount **0**  
Descending Order **N** New Page **N** Totals Only **N**

— Template — — Printer —  
**None** **Genicom Line Printer**

**CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .**

# Item Class/Customer Multiperiod Analysis (SAR450)

## Function

This program allows the user to print customer by item class information stored in the SA item class/customer file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the beginning and ending item class.
- Select the beginning and ending customer.
- Select the branch to print.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - item class and description, customer number and name, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - item class and description, customer number and name, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - item class and description, customer number and name, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

Item class and report totals are printed.

The total number of item classes listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Item Class/Customer Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current

period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Item Class/Customer Multiperiod Analysis:

### 1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to A.

### 2. Order

This program only prints in item class order.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search for existing branches. Click the **All** button or press F3 to enter ALL branches.

### 6. Beginning Customer

Enter the code for the customer you want to see first on the report. The program defaults to FIRST. Click the **Search** button or press F2 to search existing customer codes.

### 7. Ending Customer

Enter the code for the last customer you want to appear on the report. The program defaults to LAST. Click the **Search** button or press F2 to search existing customer codes. The beginning and ending customer inputs enable you to set a range of customers that appear on the report.

### 8. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Click the **Last** button or press F2 to enter the last SA period closed.

### 9. Ending Period

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Click the **Last** button or press F2 to enter the last SA period closed.

## 10. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

## 11. Ship-to

The program defaults to **S-Summary**, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D-Detail**) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M-Multiple**).

## 12. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GM\$** and **P-GM%**. If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**.

## 13. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

## 14. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

## 15. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

## 16. New Page

Indicate whether you want each item class to print on a new page. The program defaults to **N**.

### Technical Notes

Printing proceeds by reading through the item class/customer file (SACSIC) checking for item classes and customers that meet all criteria entered.

**FILES USED** - SMCNTL, SACSIC, SACSIX, ARCUST, ARSHIP

**FILES UPDATED** - SMSRT

# Item Class/SLSP Multiperiod Analysis (SAR460)

## Function

This program allows the user to print salesperson information by item class stored in the SA item class/salesperson file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the beginning and ending item class.
- Select the beginning and ending salesperson.
- Select the branch to print.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - item class and description, salesperson number and name, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - item class and description, salesperson number and name, sales, cost, gross margin (\$) and/or gross margin % for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - item class and description, salesperson number and name, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

Item class and report totals are printed.

The total number of item classes listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Item Class/Salesperson Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.



## User Inputs

The following inputs are involved in printing the Item Class/Salesperson Multiperiod Analysis:

### 1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to A.

### 2. Order

This program only prints in item class order.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search for existing branches. Click the **All** button or press F3 to enter ALL branches.

### 6. Beginning Salesperson/Territory

Enter the code for the first salesperson/territory you want to see on the report. The program defaults to FIRST. Click the **Search** button or press F2 to search existing codes.

### 7. Ending Salesperson/Territory

Enter the code for the last salesperson/territory you want to appear on the report. The program defaults to LAST. Click the **Search** button or press F2 to search existing codes. The beginning and ending Salesperson/Territory inputs enable you to set a range of salespeople or territories that appear on the report.

### 8. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Click the **Last** button or press F2 to enter the last SA period closed.

### 9. Ending Period

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Click the **Last** button or press F2 to enter the last SA period closed.

### 10. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For

instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

### 11. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GMS and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGP**.

### 12. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

### 13. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

### 14. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

### 15. New Page

Indicate whether you want each item class to print on a new page. The program defaults to **N**.

## Technical Notes

Printing proceeds by reading through the item class/salesperson file (SASTIC) checking for item classes and salespeople that meet all criteria entered.

**FILES USED** - SMCNTL, SASTIC, SASTIX

**FILES UPDATED** - SMSRT

**Item Class/Slsp Multiperiod (SAR460)**

Template Print Options

Format **A - Accumulated** Beginning  **First** CP=09/1997 SEP

Order **C** **Item Class** Ending  **Last**

Properties

Branch **01** **Atlanta Branch**

Beginning SLSP/TERR  **First**

Ending SLSP/TERR  **Last**

Beginning Period **01/1997**

Ending Period **09/1997**

# Periods Back **12** Figures **SCGP** Amount  **0**

Cutoff **N - No Cutoff**

Descending Order  New Page

Template **None** Printer **Genicom Line Printer**

OK Cancel

**Win with ProvideX**

Help

01-Demo Company Item Class/Slsp Multiperiod SAR460  
CP=09/1997 SEP

Format **A** Accumulated Beginning First  
Order **C** Item Cla Ending Last

— Properties —

Branch **01** Atlanta Branch  
Beginning SLSP/TERR First  
Ending SLSP/TERR Last

Beginning Period **01/1997**

Ending Period **09/1997** Current

# Periods Back **12** Figures **SCGP**

Cutoff **N** No Cutoff Amount **0**

Descending Order **N** New Page **N**

— Template — — Printer —  
**None** **Genicom Line Printer**

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Item/Warehouse Multiperiod Analysis (SAR470)

## Function

This program allows the user to print item/ warehouse information stored in the SA item/warehouse file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - item number, alpha, vendor, item class.
- Select the beginning and ending order choice.
- Select the warehouse(s) to print.
- Print in item/warehouse or warehouse/item order.
- Select the beginning and ending period.
- Select the item type to print.
- Select the item description(s) to print.
- Select a minimum or maximum amount to print.
- Print warehouse and/or direct sales.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - item number and description, warehouse, sales, cost, gross margin (\$), gross margin (%) and/or units for the ending period selected and the range of periods selected.
- **Comparison** - item number and description, warehouse, sales, cost, gross margin (\$), gross margin (%) and/or units for the ending period selected, the period selected for the comparison, and the % difference, and the range of periods selected, range selected for comparison and the % difference.
- **Multiperiod** - item number and description, warehouse, sales, cost, gross margin (\$), gross margin (%) and/or units for each period within the range of periods selected plus a total for each period and for the range of periods.

In the three formats, item and report totals and the total number of items listed are printed. If the print order selected is vendor, the report prints item class totals within vendor and vendor totals. If the print order selected is item class, the report prints vendor totals within item class and item class totals. If printing in item/warehouse order, item totals are printed and, if printing in warehouse/item order, warehouse totals are printed.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Item/Warehouse Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Item/Warehouse Multiperiod Analysis:

### 1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to A.

### 2. Order

Select the order in which you want this report to print: Item, Alpha, Vendor or Item Class.

### 3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 4. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 5. Warehouse Order

Enter whether to print in **I**-item/warehouse or **W**-warehouse/item order. The program defaults to I.

### 6. Warehouse

Enter up to twenty 2-character warehouse codes side by side to print. The program defaults to the warehouse assigned to the terminal on which you are working. Click the **All** button or press F3 select ALL warehouses.

### 7. Item Type

Select whether you want **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried items to print on the report. The program defaults to all three.

### 8. Item Description

Enter whether to print item description **1**, **2**, **B**-both or **N**-neither. The descriptions are entered in the Item F/M. The program defaults to Description 1.

### 9. Beginning Period

Enter the beginning period (PPYY). The program defaults to the first period of the current fiscal year. Click the **Last** button or press F2 to enter last SA period closed.

## 10. Ending Period

Enter the ending period (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current period. Click the **Last** button or press F2 to enter the last SA period closed.

## 11. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

## 12. Type Of Sales

Enter whether to print **W**-warehouse, **D**-direct, **B**-both or **T**-total sales on the report. The program defaults to T-total sales.

## 13. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$, **P**-GM% and **U**-Units. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGPU**.

## 14. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

## 15. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

## 16. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

**17. New Page**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or class to print on a new page. The program defaults to **N**.

**18. Totals Only**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

**Technical Notes**

Printing proceeds by reading through the selected file - item (ICMAST), alpha (ICALPX), vendor (ICVNDX) or item class (ICCLSX). The SA item/warehouse file (SAITWH) is then checked for items and warehouses that meet all criteria entered.

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICVNDX, ICCLSX, APVEND, SAITWH

**FILES UPDATED** - SMSRT

**Item/Warehouse Multiperiod (SAR470)**

Template Print Options

Format **A - Accumulated** Beginning  **First** CP=09/1997 SEP  
 Order **I - Item** Ending  **Last**

Properties

Warehouse Order **I - Item/Warehouse**  
 Warehouse **01**  
 Item Type **SNU**  
 Item Description **1 - Desc. 1**  
 Beginning Period **01/1997**  
 Ending Period **09/1997** **Current**  
 # Periods Back **12**  
 Type of Sales **T - Both** Figures **SCGPU**  
 Cutoff **N - No Cutoff** Amount   
 Descending  New Page  Totals Only

Template **None** Printer **Genicom Line Printer**

OK Cancel

Enter Ending to Print, F1-Last, F2-Search

```

Win with ProvideX
Help
01-Demo Company      Item/Warehouse Multiperiod      SAR470
                                      CP=09/1997 SEP
Format A Accumulated      Beginning First
Order I Item              Ending Last

- Properties -
Warehouse Order
Warehouse 01 Atla
Item Type SNU Stocked
Item Description 1 Desc. 1

Beginning Period Last Closed
Ending Period Last Closed

# Periods Back 12
Type of Sales T Total Sales      Figures SCGPU
Cutoff N No                    Amount 0
Descending N          New Page N          Totals Only N

- Template -
None

- Printer -
Genicom Line Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.
    
```



# Current Period Item/Invoice Analysis (SAR480)

## Function

This program allows the user to print invoice by item information for the current period.

The user has the option to:

- Select the print order - item number, alpha, vendor, item class.
- Select the beginning and ending order choice.
- Select the warehouse(s) to print.
- Select the item type to print.
- Select the item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%), units.
- Select a minimum and maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following: item number, description, invoice number, customer number and name and for each item, invoice date, warehouse, sales, cost, gross margin (\$), gross margin (%) and/or cost.

In the three formats, item and report totals and the total number of items listed are printed. If the print order selected is vendor, the report prints item class total within vendor and vendor totals. If the print order selected is item class, the report prints vendor totals within item class and item class totals.

## User Inputs

The following inputs are involved in printing the Current Period Item/Invoice Analysis:

### 1. Order

Select the order in which you want the report to print: Item, Alpha, Vendor or Item Class.

### 2. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 3. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 4. Warehouse

Enter up to twenty 2-character warehouse codes side by side to print on the report. The program defaults to the warehouse assigned to the terminal on which you are working. Click the **All** button or press F3 defaults to select ALL warehouses.

#### 5. Item Type

Select whether you want **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried items to print on the report. The program defaults to all three.

#### 6. Item Description

Select whether you want to print item description **1**, **2**, **B**-both or **N**-neither. Item descriptions are entered in the Item F/M. The program defaults to Description 1.

#### 7. Figures

Enter the figures you want to see on the report. The program will not allow you to deselect **S**-sales or **U**-units; these figures are required. The other options are **C**-cost, **G**-gross margin \$ or **P**-GM%. The program defaults to ALL.

#### 8. Cutoff

This input allows you to cut off customers that show figures either **A**-Above or **B**-Below a certain amount (the amount is indicated in the next input). The program defaults to **N**-No Cutoff.

#### 9. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N**-No Cutoff in the previous input, this input is disabled.

#### 10. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

#### 11. New Page

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or class to print on a new page. The program defaults to **N**.

#### 12. Totals Only

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

## Technical Notes

Printing proceeds by reading through the selected file - item (ICMAST), alpha (ICALPX), vendor (ICVNDX), or item class (ICCLSX). The item/invoice file (SAITIN) is then checked for items which meet all criteria entered.

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICVNDX, ICCLSX, APVEND, SAITIN

**FILES UPDATED** - SMSRT

**Current Period Item/Invoice (SAR480)**

Template Print Options

Order  Beginning    First  
Ending    Last

CP=09/1997 SEP

Properties

Warehouse

Item Type

Item Description  Figures   
Cutoff  Amount   
Descending  New Page  Totals Only

Template  Printer

Enter Ending to Print, F1-Last, F2-Search

**Win with ProvideX**

Help

01-Demo Company Current Period Item/Invoice SAR480  
CP=09/1997 SEP

Order I Item Beginning First  
Ending Last

Properties

Warehouse 01 Atlanta

Item Type SNU

Item Description 1 Desc 1 Figures SCGPU

Cutoff N No Cutoff Amount 0

Descending N

New Page N Totals Only N

Template  Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Temporary Item Report (SAR485)

## Function

This program allows the user to print a report of all temporary items sold. Temporary items are items that were not in the item file at the time the item was sold.

The user has the option to:

- Select the print order - item number, alpha, item class.
- Select the beginning and ending order choice.
- Select the vendor.
- Select the warehouse(s) to print.
- Print items through a user-defined cutoff date.
- Select the figures to include sales and units always included, cost, gross margin (\$) and gross margin (%) are optional.
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest)
- Select the item descriptions to print.

Report information includes the following: the item number and description, units sold, selling unit of measure, sales, cost, gross margin (\$), gross margin (%) and units. Warehouse and report totals are printed. If the report order selected is item class, item class totals are also printed. The total number of items listed is also included.

## User Inputs

The following inputs are involved in printing the Temporary Item Report:

### 1. Order

Select the order in which you want the report to print: **I**-item, **A**-alpha or **C**-item class. The program defaults to **I**-Item.

### 2. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter **FIRST**. Press F2 to search existing item, vendor or item class codes

### 3. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter **LAST**. Press F2 to search existing item, vendor or item class codes.

#### 4. Vendor

The program defaults to ALL vendors; however you can enter a specific vendor number.

#### 5. Warehouse

Enter up to 20 two-character warehouse codes side by side to print. The program defaults to the warehouse assigned to the terminal on which you are working. Click the **All** button or press F3 to select ALL warehouses.

#### 6. Beginning Date

Any temporary items sold before this user-defined date will not print on the report. The program defaults to FIRST (the first date in the system).

#### 7. Ending Date

Any temporary items sold after this user-defined date will not print on the report. The program defaults to LAST (the current system date).

#### 8. Figures

Enter the figures that you want to see on the report. **S**-Sales and **U**-Units are required, but you can also select **C**-cost, **G**-gross margin (\$) and/or **P**-gross margin (%). The program defaults to ALL available figures.

#### 9. Item Description

Select the item descriptions you want on the report. The options are Description **1**, **2**, **B**-both or **N**-neither. Item descriptions are entered in the Item F/M. The program defaults to Description 1.

#### 10. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

#### 11. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous input, this input is disabled.

#### 12. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

#### 13. New Page

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each item class to print on a new page. The program defaults to **N**.

#### 14. Totals Only

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **N**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

#### Technical Notes

Printing proceeds by reading through the temporary item file (SANSTK) checking for items that meet all criteria entered. A sort file (SMSRT?) is then used to sort the information into the format chosen.

**FILES USED** - SMCNTL, SATMPI

**FILES UPDATED** - SMSRT

**Temporary Item Report (SAR485)**

Template Print Options

Order  Beginning  CP=09/1997 SEP  
 Ending  First Last

Properties

Vendor  All  
 Warehouse  Atlanta Wareh  
 Beginning Date  First  
 Ending Date  Last  
 Figures  Must Include SU  
 Item Description   
 Cutoff  Amount   
 Descending  New Page  Totals Only

Template  Printer   
 OK Cancel

**Win with ProvideX**

Help

01-Demo Company Temporary Item Report SAR485  
 CP=09/1997 SEP

Order I Item Beginning First  
 Ending Last

— Properties —

Vendor All  
 Warehouse 01 Atlanta  
 Beginning Date First  
 Ending Date Last

Figures SCGPU Must Include SU  
 Item Description 1 Desc 1

Cutoff N No Cutoff Amount 0  
 Descending N New Page N Totals Only N

— Template — — Printer —  
 None Genicom Line Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .



# Item Lots Report (SAR490)

## Function

This program allows the user to print a report of item lot information.

The user has the option to:

- Select the print order - item, alpha, vendor, item class.
- Select the beginning and ending order choice.
- Select the warehouse(s) to print.
- Select the beginning and ending sales date.
- Select the item description(s) to print.
- Select the customer number(s) to print.
- Remove records printed when report is complete

Report information includes the following: warehouse and description, item number and description and for each lot number, number, receipt date, cost, costing unit of measure, PO number and vendor. For each invoice the lot sold on, invoice number, sale date, customer number and name, units sold, selling unit of measure, price, pricing unit of measure and extension is printed.

An asterisk (\*) indicates the lot is still on file in inventory. Lot, item, warehouse and report totals are printed and the total number of items listed is also included.

## User Inputs

The following inputs are involved in printing the Item Lots Report:

### 1. Order

Select the order in which you want the report to print: **I**-item, **A**-alpha **V**-Vendor or **C**-item class. The program defaults to **I**-Item.

### 2. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 3. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

### 4. Warehouse

Enter up to twenty 2-character warehouse codes side by side to print. The program defaults to the warehouse assigned to the terminal on which you are working. Click the **All** button or press F3 to select ALL warehouses.

**5. Beginning Date**

Enter the beginning date sold. The program defaults to FIRST.

**6. Ending Date**

Enter the ending date sold. The program defaults to LAST.

**7. Item Description**

Enter whether you want to print item description **1**, **2**, **B**-both or **N**-neither as entered in the Item F/M. The program defaults to Description 1.

**8. Customer Number**

You can print this report for all customers to which lot items were sold or a specific customer. To print item lot figures for a specific customer, enter a specific code. Click the **Search** button or press F2 to search existing customer codes. To print the report for all customers, click the **All** button or press F1 to select all customers that purchased lot items. The program defaults to ALL.

**9. New Page**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or item class to print on a new page. The program defaults to N.

**Technical Notes**

Printing proceeds by reading through the selected file - item (ICMAST), alpha (ICALPX), vendor (ICVNDX) or item class (ICCLSX). The item lots file (SALOTS) is then checked for records that meet all criteria entered.

**FILES USED** - SMCNTL, SALOTS, ICMAST, ICALPX, APVEND, ARCUST, ICVNDX, ICCLSX, ICLOTS

**FILES UPDATED** - SMSRT

**Item Lots Report (SAR490)** [Template] [Print Options] CP=09/1997 SEP

Order  Beginning     
 Ending

Properties

Warehouse

Beginning Date    
 Ending Date

Item Description

Customer

New Page

Template  Printer

**Win with ProvideX** [Help]

01-Demo Company                      Item Lots Report                      SAR490  
 CP=09/1997 SEP

Order **I** Item                      Beginning First  
 Ending Last

— Properties —

Warehouse **01** Atlanta  
 Beginning Date First  
 Ending Date Last  
 Item Description **1** Desc 1  
 Customer All  
 New Page **N**

— Template                       — Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Serial Item Report (SAR495)

## Function

This program allows the user to print purchasing and sales information of serialized items.

The user has the option to:

- Select the print order - item, alpha, vendor, item class.
- Select the beginning and ending order choice.
- Select the warehouse(s) to print.
- Select the beginning and ending sales date.
- Select the item description(s) to print.
- Select the vendor (or item class) to print.
- Select the customer.
- Remove records printed when report is complete.

Report information includes the following: warehouse and description, item number and description and for each serial number; the purchasing information includes the receipt date, cost, costing unit of measure, purchase order number and vendor; the sales information includes the sale date, price, pricing unit of measure, invoice number, customer number and name.

An asterisk (\*) indicates the serial number is still on file in inventory. Item, warehouse and report totals are printed. The total number of items listed is also included.

## User Inputs

The following inputs are involved in printing the Serial Item Report:

### 1. Order

Select the order in which you want the report to print: **I**-item, **A**-alpha **V**-Vendor or **C**-item class. The program defaults to **I**-Item.

### 2. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press F1 to enter FIRST. Press F2 to search existing item, vendor or item class codes

### 3. Ending Order Choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press F1 to enter LAST. Press F2 to search existing item, vendor or item class codes.

#### 4. Warehouse

Enter up to twenty 2-character warehouse codes side by side to print. The program defaults to the warehouse assigned to the terminal on which you are working. Click the **All** button or press F3 to select ALL warehouses.

#### 5. Beginning Date

Enter the beginning date sold. The program defaults to FIRST.

#### 6. Ending Date

Enter the ending date sold. The program defaults to LAST.

#### 7. Item Description

Enter whether to print item description **1**, **2**, **B**-both, or **N**-neither as entered in the Item F/M. The program defaults to Description 1.

#### 8. Vendor/Item Class

Enter the vendor number (or item class if you chose vendor order in the first) to print, i.e., serial numbers purchased from. The entry must be a valid vendor (or item class). The program defaults to ALL.

#### 9. Customer

Enter the code for the customer to which serial items were sold. Click the **Search** button or press F2 to search existing customer codes. To print the report for all customers, click the **All** button or press F1 to select all customers that purchased lot items. The program defaults to ALL customers.

#### 10. New Page

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or item class to print on a new page. The program defaults to N.

### Technical Notes

Printing proceeds by reading through the selected file - item (ICMAST), alpha (ICALPX), vendor (SMSRT), or item class (ICCLSX). The serial number (SASERL) file is then checked for items which meet all criteria entered. A sort file (SMSRT?) is then used to sort the information into the format chosen.

**FILES USED** - SMCNTL, SASERL, ICMAS, ICALPX, APVEND, ARCUST, ICCLSX, ICLOTS

**FILES UPDATED** - SMSRT

**Serial Item Report (SAR495)**

Template Print Options

Order  Beginning  Ending  CP=09/1997 SEP

Properties

Warehouse  Atlanta Wareh

Beginning Date

Ending Date

Item Description

Vendor

Customer

New Page

Template  Printer

**Win with ProvideX**

Help

---

01-Demo Company Serial Item Report SAR495  
CP=09/1997 SEP

Order I Item Beginning First  
Ending Last

— Properties —

Warehouse 01 Atlanta

Beginning Date First  
Ending Date Last

Item Description 1 Desc 1

Vendor All

Customer All

New Page N

— Template — — Printer —  
None Genicom Line Printer

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit |.

# Branch Multiperiod Analysis (SAR510)

## Function

This program allows the user to print branch information stored in the SA branch file in three formats.

The user has the option to:

- Select the format to print - accumulated, comparison, multiperiod.
- Select the beginning and ending branch.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$) and gross margin (%).
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - branch and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - branch and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - branch and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

Report totals are printed. The total number of branches listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Branch Multiperiod Analysis and select "Current Period" for the Beginning Period input, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

## User Inputs

The following inputs are involved in printing the Branch Multiperiod Analysis:

### 1. Format

Enter whether to print the **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.

### 2. Beginning Branch

Enter the first branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search for existing branches. Click the **First** button or press F1 to enter FIRST.

### 3. Ending Branch

Enter the last branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press F2 to search for existing branches. Click the **Last** button or press F1 to enter LAST.

### 4. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>	<i>[figures]</i>

CR initially defaults to 12. If you select Accumulated or Multiperiod formats, this input is disabled.

### 5. Beginning Period

Enter the beginning period to print (PPYY). The program defaults to the first fiscal period of the current year. Click the **Last** button or press F2 to enter the last SA period closed.

### 6. Ending Period

Enter the ending period to print (PPYY). The entry must be within 12 periods of the beginning period. The program defaults to the current SA period. Click the **Last** button or press F2 defaults to the last SA period closed.

### 7. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$ and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGP**.

### 8. Cutoff

This input allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next input). The program defaults to **N-No Cutoff**.

### 9. Amount



If the **Cutoff** control is set to **N-Cutoff**, this input is skipped. Enter the cutoff amount for which customers will not print (+/- 99999999). The program defaults to 0.

#### **10. Descending Order**

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

Since the descending option requires sorting, you may notice significant increase in the time it takes to run this report.

#### **11. New Page**

If you choose to print the report in Item or Alpha order, this input is skipped. Otherwise, indicate whether you want each vendor or item class to print on a new page. The program defaults to **N**.

### **Technical Notes**

Printing proceeds by reading through the branch file (SABRCH) and checking for branches that meet all criteria entered.

**FILES USED** - SMCNTL, SABRCH

**FILES UPDATED** - SMSRT

**Branch Multiperiod Report (SAR510)**

Template Print Options

Format **A - Accumulated** Beginning    **First** CP=09/1997 SEP  
 Ending    **Last**

Properties

Beginning Period

Ending Period

# Periods Back  Figures

Cutoff  Amount

Descending  Page

Template  Printer

**Branch Multiperiod Report (SAR510)**

Help

**01-Demo Company** Branch Multiperiod Report **SAR510**  
 CP=09/2002 SEP

Format **A Accumulated** Beginning First  
 Ending Last

— Properties —

Beginning Period **First Period of Current Year 01/2002**

Ending Period **09/2002 Current 09/2002**

# Periods Back Figures **SCGP**

Cutoff **N No Cutoff** Amount **0**

Descending **N**

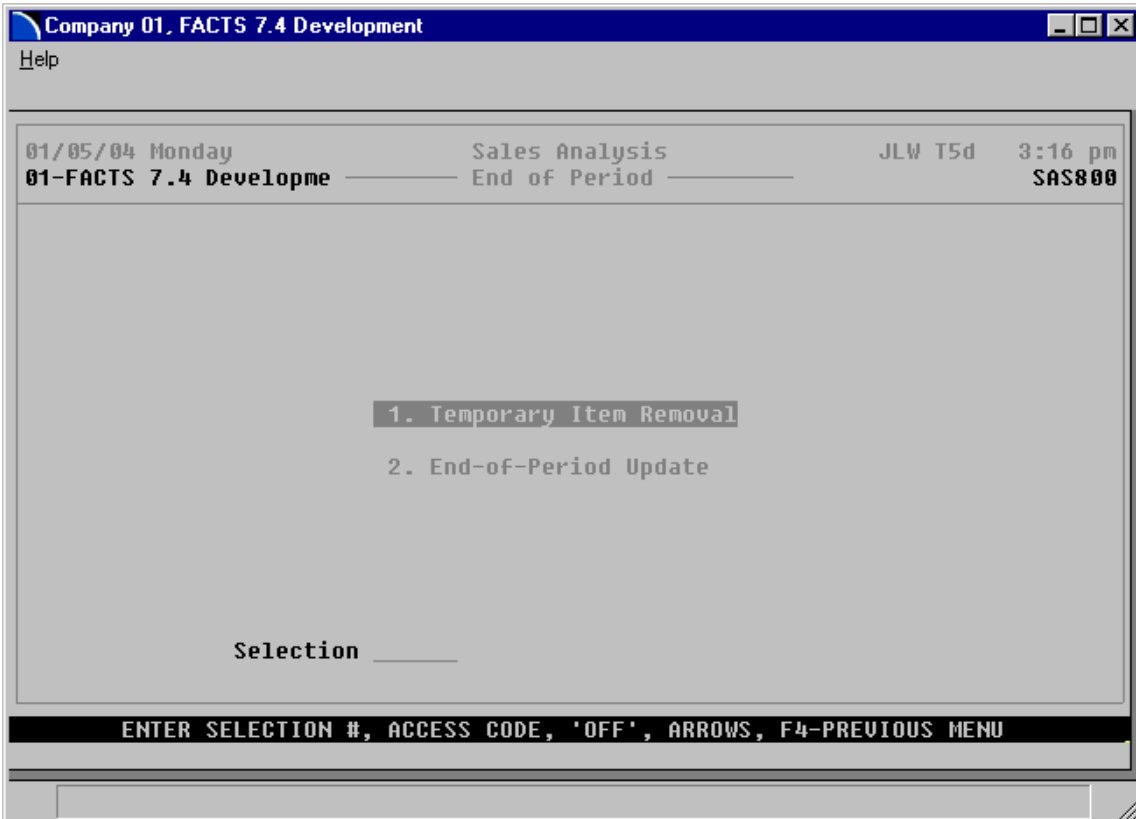
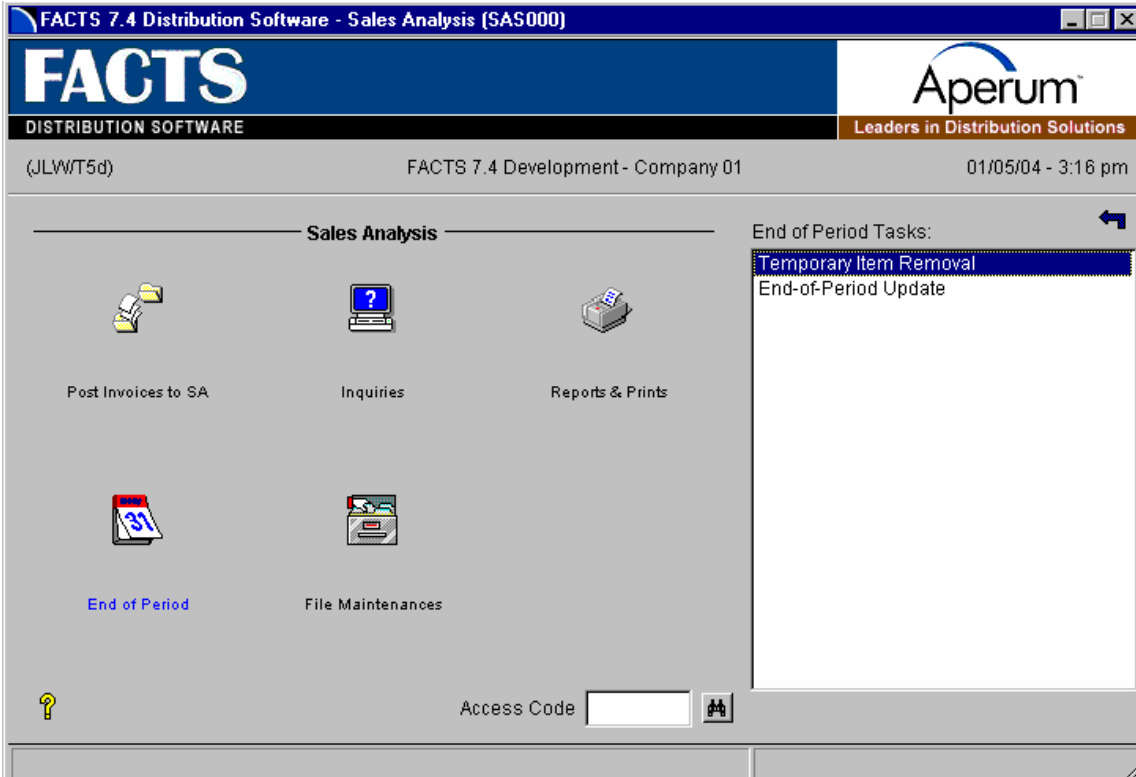
New Page **N**

— Template — — Printer —  
 None Print to file

CR-Run Report, F1-Template, F2-Printer, F3-Change Answers, F4-Exit .

# End of Period (SAS800)

The Sales Analysis End-Of-Period menu contains programs that should be run at the end of each sales analysis period to close it correctly. (Please refer to the Procedures section in Chapter 1 of this manual.) The Temporary Item Removal is an optional removal program that allows users to remove temporary item information (if applicable) for any given period of time. The End-of-Period Update program must be run at the end of the period after all invoices have been posted. All current period and month-to-date reports must be run prior to running the End-of-Period Update. The End-of-Period Update rolls all figures in multiperiod files to the previous period, dropping the last period. The information in all the current period files is cleared, the month-to-date figures are cleared, and if it is the last period of the year, the year-to-date figures are cleared. Therefore, all current period, MTD and YTD reports must be printed (if needed) before the End-of-Period Update is run. Finally, the current period is incremented. All multiperiod reports are available at anytime regardless of when the End-of-Period Update is run (noting the 26th previous period figures are dropped).



# Temporary Item Removal (SAU810)

## Function

This program allows the user to remove all temporary item records from the SA temporary item file. Temporary item records are records in the temporary item file that were not in the inventory item file at the time the item was sold.

## User Inputs

The following inputs are involved in removing temporary item records:

### 1. Warehouse

Enter the warehouse from which to remove temporary items. The entry must be a valid warehouse. CR defaults to the warehouse assigned to the terminal.

### 2. Beginning Item

Enter the beginning temporary item to remove. CR defaults to FIRST.

### 3. Ending Item

Enter the ending temporary item to remove. CR defaults to LAST.

### 4. Item Class

Enter the item class to remove. CR defaults to ALL.

### 5. Vendor

CR defaults to ALL, or you can enter a specific vendor number.

### 6. Cutoff Date

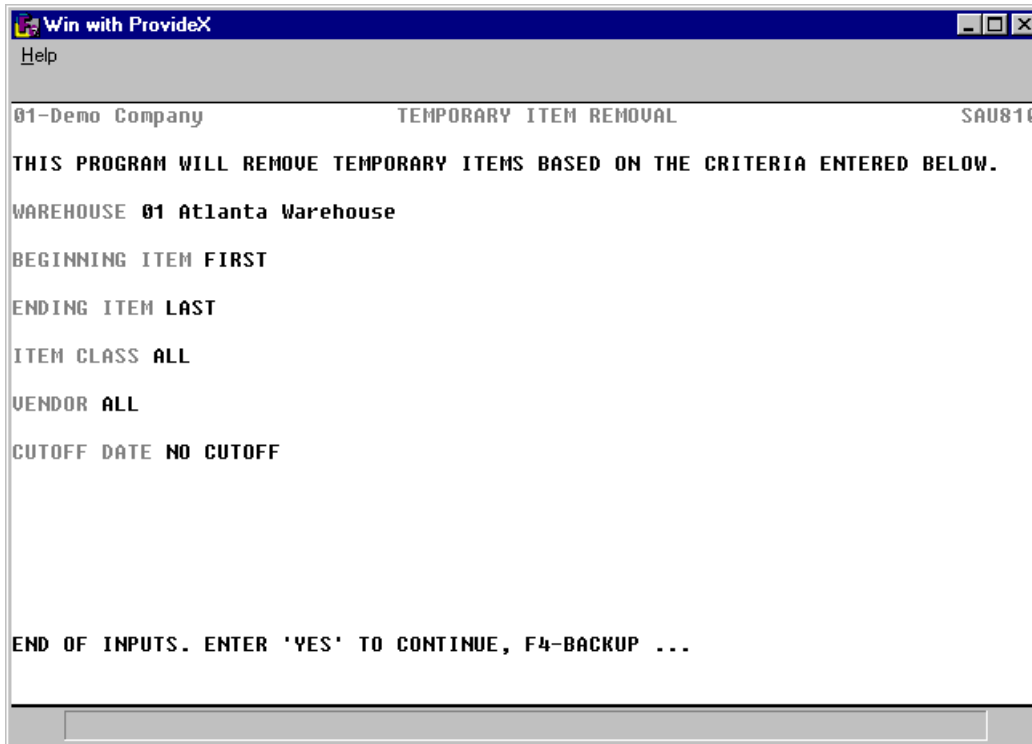
Enter the cutoff date to remove through (ref. 6). Dates (when the item was last sold) after the entered cutoff are not removed. CR defaults to NO CUTOFF and all items entered above are removed.

## Technical Notes

Removal of the records proceeds by reading through the temporary item file (SATMPI) and checking for records that meet all criteria entered. When a match is found, the record is removed.

**FILES USED** - SMCNTL

**FILES UPDATED** - SATMPI



# End-Of-Period Update (SAU890)

## Function

This program allows the user to close the current sales analysis period.

Records in current period files are removed (current period item by invoice). Multiperiod files which contain the current period and 26 previous periods are rolled down a period. For example, the current period figures are rolled to the previous period (rounding off to the nearest dollar) and the last period (#26) figures are dropped. For the month-to-date and the year-to-date files, the month-to-date figures are cleared and if it is the end of the year, the year-to-date figures are also cleared. In the various sort files, if the corresponding record in the main file is removed, the sort file record is also removed.

The Commission File, Item Lot File, Item Serial File and Temporary Item File are not affected by the End-of-Period Update. The commission file is cleared by the optional update at the end of the Commission Report. Temporary items are removed by the Temporary Item Removal program. The serial item file is cleared by the optional update at the end of the Serial/Item Report. The lot item file is cleared by the optional update at the end of the Item Lots Report.

When entering the program, the system checks when the last SA End-of-period Update was run. If it was run less than 20 days from the current date, a message is displayed. Upon completion of the End-of-Period Update, the system updates the current period. Once the period is closed, it is not available for further posting.

## User Inputs

The following inputs are involved in closing out the current period in sales analysis:

### 1. Has This Report Been Printed?

If the flag set in the Static Control Record for **Use SAITIN** is set to N, this input is skipped. Enter **N** or **YES** to indicate whether the Current Period Item/Invoice Report has been printed. CR defaults to N and displays a message indicating data will be lost when the End-of-Period Update is run. The user may enter YES even if the report has not been run. However, the information on this report is removed during the update and is no longer available after the update is completed.

At this point, if the last period was closed less than 20 days from the system date, a message is displayed indicating the number of days since the last update. Press CR to continue.

### 2. Are You Sure You Want To Close Out This Period?

Enter **N** or **YES** to indicate whether to close out the current SA period. CR defaults to N and exits the program.

## Technical Notes

Records in the current period item by invoice file (SAITIN) are removed. Multiperiod files roll down a period, dropping the last period and rolling the current period to the previous period by rounding the figure to the nearest dollar. The following files are multiperiod: SAITEM (item), SAITWH (item/warehouse), SAITCL (item class), SACUST (customer), SASLSP - (salesperson/territory), SASTIC (salesperson/item class), SACUIT (customer/item), SACSIC (customer/item class) and SABRCH (branch).

For the month-to-date, year-to-date file (SACIMY), the monthly figures are cleared and at the end of the year, the yearly figures are cleared. The following sort files are affected when the (main) file is updated: SACIMX (SACIMY), SACUIX (SACUIT), SACSIX (SACSIC), and SASTIX (SASTIC). The commission file (SACOMM), item lots (SALOTS), item serial (SASERL), and temporary item file (SATMPI) are not affected.

**FILES USED** - SOHOLD, ARHOLD, JCHOLD

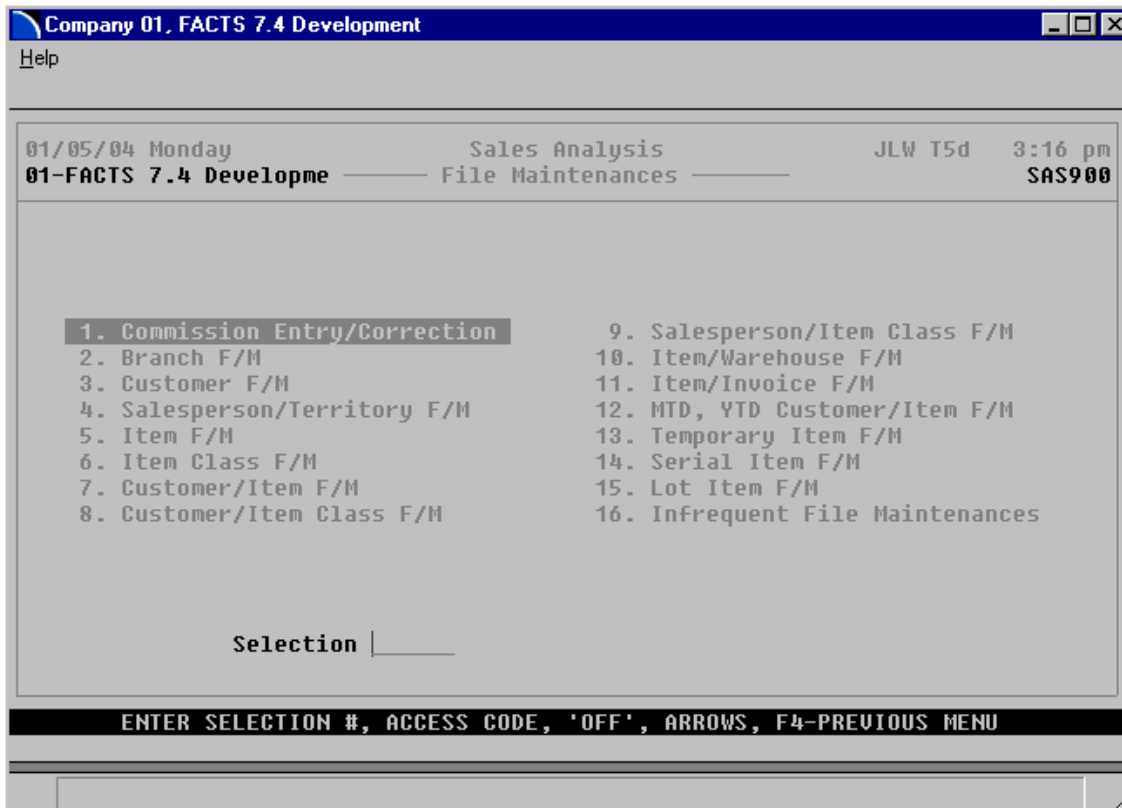
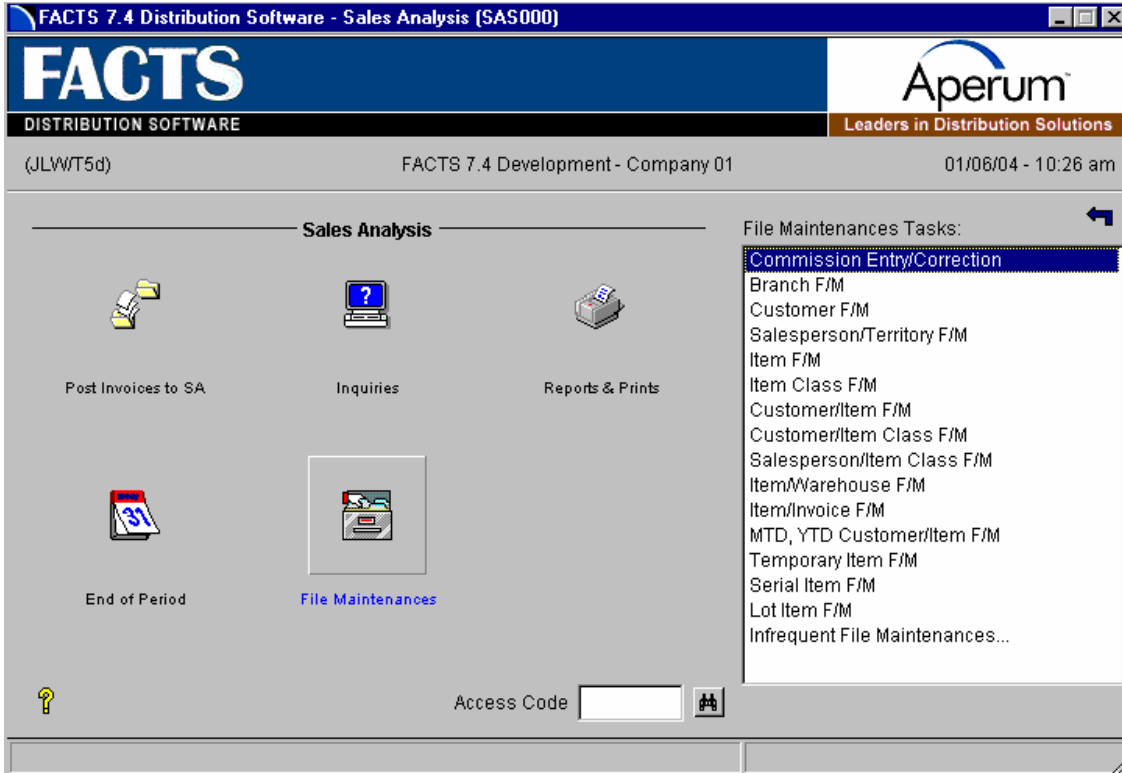
**FILES UPDATED** - SMCNTL, SAITEM, SAITWH, SAITCL, SACUST, SASLSP, SASTIC, SACUIT, SACSIC, SACIMY, SACIMX, SACUIX, SACSIX, SASTIX, SAITIN, SABRCH



# File Maintenances (SAS900)

File Maintenance programs allow the user to enter, change and delete data. These programs are used to enter the initial data required to set up the system (refer to Installation Manual).

The user can add, change and delete the records in a file. This is called maintaining the file. Some file maintenance programs may be used often where others are used less frequently. There is an Infrequent File Maintenances menu for the latter programs; most of these are used only one time during the initial set up of the system. However, the information in the infrequent file maintenances may be updated by the system. An example would be the Static Control F/M which tells the Post Invoices to SA program which files are posted to and flags which reports are available. All files, once set up by the system are maintained and updated by the system.



# Commission Entry/Correction F/M (SAE910)

## Function

This program allows the user to enter/correct commissions in the commission file. The information in this file is used to print the Commission Report.

The Commission Entry/Correction screen consists of two sections. The upper portion of the screen is called the header portion where salesperson, invoice, etc. is entered. The lower portion is called the line-item portion where each item, price, quantity, etc. is entered. While maintaining the commission file, a user has the option of changing, adding to line-items or deleting the commission records.

## User Inputs

The following inputs are involved in maintaining salesperson commission information:

### 1. Salesperson/Territory

Enter the salesperson/territory. The entry must be a valid salesperson. F2 allows a search (ref. 16).

### 2. Customer Number

Enter the customer number. The entry must be a valid customer. If the salesperson entered in input #1 is not the salesperson assigned to this customer in the customer file, a message is displayed giving the customer's normal assigned salesperson. F2 allows a search (ref.16). F3 defaults to the first customer assigned to the salesperson with a commission record.

### 3. Invoice Number

Enter the invoice number (up to 6 digits). F3 defaults to the first record on file for the salesperson and customer displayed.

### 4. Date

Enter the sales register date (ref. 6). CR defaults to the system date.

### 5. Branch

Enter the branch number. The entry must be a valid branch. CR defaults to the branch assigned to the customer. F2 allows a search (ref. 16).

### 6. Status

Enter whether the status of the commission is P-to be paid or H-to hold. The status determines whether the invoice prints as paid (P) or unpaid (H) sales on the Commission Report. CR defaults to P.

This concludes the header portion of the Commission Entry/Correction program. After the header record is created, all header inputs except 1-3 are accessible through the change header routine. Inputs 1-3 can only be changed by deleting and re-entering the commission record.

The line-item portion of the program allows entry of up to 999 line-items.

Line numbers are assigned automatically beginning with 001 and incrementing by one for each additional line-item up to 999. In the rare case where 999 line-items have been entered on a single invoice, the program advances to the prompt-selection input and refuses further entries.

### **7. Item Number**

Enter the item number on the invoice. F2 allows a search (ref. 16). If the item number is in the item file, the description is displayed and the program proceeds to input #9. F2 allows a search (ref. 16).

### **8. Description**

If the item number entered in input #7 was not in the item file, enter the item description (up to 30 characters).

### **9. Units**

Enter the quantity sold on the invoice.

### **10. Price**

Enter the extended price on the invoice (+/- 999999.99).

### **11. Cost**

Enter the extended cost on the invoice (+/-999999.99)

### **12. Commission Percent**

Enter the commission percent of the item (0-99.99). If the percent is entered, the commission amount is calculated and displayed in the next column. CR skips to input #13 allowing the user to enter the commission amount.

### **13. Commission Amount**

This input is skipped if the commission percent was entered in input #12. Enter the commission amount (+/-99999.99).

This concludes an entry in the line-item portion of the commission record. The total cost, commission and average commission percent is updated and displayed in the header portion. The line number is incremented by one, and the program returns to the item input for the next line-item entry.

F3 ends entries of line-items and proceeds to the prompt-selection input which allows the user to perform a number of functions:

- # - Changes a line-item
- L - Lists line-items
- A - Adds a line-item
- D - Deletes the invoice commission
- F2 - Changes header
- F3 - Ends entry



# Branch F/M (SAF910)

## Function

This program allows the user of the FACTS system to create and maintain the SA branch file which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Branch Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining branch sales and cost:

### \*1. Branch

Enter the branch number. F2 allows a search (ref.16).

### 2. Sales and Cost

Enter the sales and cost for the current period (+/- 9999999.99) and 26 previous periods (+/-9999999). Amounts entered are rounded to the nearest dollar for all previous periods. If the user needs to add to the amount displayed for a period, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL

**FILES UPDATED** - SABRCH

Month	Sales	Cost
Sep 1997	800416.00	-367161.00
Aug 1997	114703	1029
Jul 1997	103181	84501
Jun 1997	109128	73922
May 1997	101863	68756
Apr 1997	93182	62543
Mar 1997	79067	53362
Feb 1997	88779	59756
Jan 1997	84974	57187

Branch F/M (SAF910)

Help

01-Demo Company                      Branch F/M                      SAF910  
 CP=09/2002 SEP

\*. Branch 01 Atlanta Branch

	— Sales —	— Cost —
1. Sep 2002	102416.00	62689.89
2. Aug 2002	114703	70210
3. Jul 2002	93181	62501
4. Jun 2002	109128	73922
5. May 2002	101863	68756
6. Apr 2002	93182	62543
7. Mar 2002	79067	53362
8. Feb 2002	88779	59756
9. Jan 2002	84974	57187

Most Current, Previous Periods, Prior Periods  
 Line to Change (F2-Cont), D-Delete, F4-Backup .  
 Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

01-Demo Company, Branch F/M (SAF910)

Help

Branch  Atlanta Branch                      CP=09/2002 SEP

Most Current	Previous Periods	Prior Periods
Sep 2002	Sales: <input type="text" value="102416.00"/> <input type="button" value="⊗"/>	Cost: <input type="text" value="62689.89"/> <input type="button" value="⊗"/>
Aug 2002	<input type="text" value="114703"/> <input type="button" value="⊗"/>	<input type="text" value="70210"/> <input type="button" value="⊗"/>
Jul 2002	<input type="text" value="93181"/> <input type="button" value="⊗"/>	<input type="text" value="62501"/> <input type="button" value="⊗"/>
Jun 2002	<input type="text" value="109128"/> <input type="button" value="⊗"/>	<input type="text" value="73922"/> <input type="button" value="⊗"/>
May 2002	<input type="text" value="101863"/> <input type="button" value="⊗"/>	<input type="text" value="68756"/> <input type="button" value="⊗"/>
Apr 2002	<input type="text" value="93182"/> <input type="button" value="⊗"/>	<input type="text" value="62543"/> <input type="button" value="⊗"/>
Mar 2002	<input type="text" value="79067"/> <input type="button" value="⊗"/>	<input type="text" value="53362"/> <input type="button" value="⊗"/>
Feb 2002	<input type="text" value="88779"/> <input type="button" value="⊗"/>	<input type="text" value="59756"/> <input type="button" value="⊗"/>
Jan 2002	<input type="text" value="84974"/> <input type="button" value="⊗"/>	<input type="text" value="57187"/> <input type="button" value="⊗"/>

Enter dollar sales for period Sep 2002, F2-Add

01-Demo Company, Branch F/M (SAF910)

Help

Branch 01 Atlanta Branch CP=09/2002 SEP

Most Current Previous Periods Prior Periods

	SALES	COST
	91006	61595
	94487	63262
	98826	67352
	91935	61153
	88223	59168
	93685	63068
Jun 2001	93230	62635
May 2001	90084	60436
Apr 2001	93594	

Save Delete New Exit

Branch F/M (SAF910)

Help

01-Demo Company Branch F/M SAF910  
CP=09/2002 SEP

\*. Branch 01 Atlanta Branch

	SALES	COST
1. Dec 2001	91006	61595
2. Nov 2001	94487	63262
3. Oct 2001	98826	67352
4. Sep 2001	91935	61153
5. Aug 2001	88223	59168
6. Jul 2001	93685	63068
7. Jun 2001	93230	62635
8. May 2001	90084	60436
9. Apr 2001	93594	62860

Most Current, Previous Periods, Prior Periods  
Line to Change (F2-Cont), D-Delete, F4-Backup .  
Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last



01-Demo Company, Branch F/M (SAF910)

Help

Branch 01 Atlanta Branch CP=09/2002 SEP

Most Current Previous Periods Prior Periods

	Sales	Cost
Mar 2001	75681	50829
Feb 2001	91057	60647
Jan 2001	85873	57915
Dec 2000	109644	74235
Nov 2000	95899	64120
Oct 2000	85796	57350
Sep 2000	89835	60821
Aug 2000	87133	58455
Jul 2000	80598	54071

Save Delete New Exit

Branch F/M (SAF910)

Help

01-Demo Company Branch F/M SAF910  
CP=09/2002 SEP

\*. Branch 01 Atlanta Branch

	Sales	Cost
1. Mar 2001	75681	50829
2. Feb 2001	91057	60647
3. Jan 2001	85873	57915
4. Dec 2000	109644	74235
5. Nov 2000	95899	64120
6. Oct 2000	85796	57350
7. Sep 2000	89835	60821
8. Aug 2000	87133	58455
9. Jul 2000	80598	54071

Most Current, Previous Periods, Prior Periods  
Line to Change (F2-Cont), D-Delete, F4-Backup |  
Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

# Customer F/M (SAF915)

## Function

This program allows the user to create and maintain the SA customer by ship-to file which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Customer Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining SA customer by ship-to sales and cost:

### \*1. Customer Number

Enter the customer number. F2 allows a search (ref. 16).

### \*2. Ship-To

Enter the ship-to number. CR defaults to same. F2 allows a search (ref. 16). F3 defaults to the first ship-to record on file for the customer displayed.

### 3. Sales and Cost

Enter the sales and cost for the current period (+/- 9999999.99) and 26 previous periods (+/-9999999). Amounts entered are rounded to the nearest dollar for all previous periods. If the user needs to add to the amount displayed for a period, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL, ARCUST, ARCALX, ARPHOX, ARSHIP

**FILES UPDATED** - SACUST

01-Demo Company, Customer F/M (SAF915)

Help

Customer C100 Southeastern Industrial Supply

Ship-To S SAME

CP=09/2002 SEP

Most Current	Previous Periods	Prior Periods
Sales	Cost	
Sep 2002	63215.73	50456.74
Aug 2002	5353	4254
Jul 2002	4694	3323
Jun 2002	11570	8242
May 2002	11515	8200
Apr 2002	4933	3514
Mar 2002	6554	4668
Feb 2002	8593	4714
Jan 2002	6496	4623

Save, Delete, New, Exit

Enter dollar sales for period Sep 2002, F2-Add

Win with ProvideX

Help

01-Demo Company Customer F/M SAF915

CP=09/1997 SEP

\*. Customer C100 Southeastern Industrial Supply

\*. Ship-To S SAME

	Sales	Cost
1. Sep 1997	4000.00	4000.00
2. Aug 1997	5000	5000
3. Jul 1997	6000	12000
4. Jun 1997	7000	7000
5. May 1997	10000	8333
6. Apr 1997	9999	9999
7. Mar 1997	500	500
8. Feb 1997	600	600
9. Jan 1997	700	700

Most Current, Previous Periods, Prior Periods

Line to Change (F2-Cont), D-Delete, F4-Backup

Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec

# Salesperson/Territory F/M (SAF920)

## Function

This program allows the user to create and maintain the SA salesperson/territory file, which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Salesperson/Territory Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining salesperson/territory sales and cost:

### \*1. Salesperson/Territory Number

Enter the salesperson/territory number. F2 allows a search (ref. 16).

### 2. Sales and Cost

Enter the sales and cost for the current period (+/- 9999999.99), 9 previous periods (+/-9999999) and 9 prior periods (+/-9999999). Amounts entered are rounded to the nearest dollar for all previous periods. If the user needs to add to the amount displayed for a period, enter the number to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL

**FILES UPDATED** - SASLSP

**Salesperson/Territory F/M (SAF920)** CP=09/1997 SEP

Sisp/Terr  **Ronnie Someone**

	Most Current	Previous Periods	Prior Periods
	Sales		Cost
Sep 1997	<input type="text" value="24074.34"/>		<input type="text" value="24074.34"/>
Aug 1997	<input type="text" value="19273"/>		<input type="text" value="12668"/>
Jul 1997	<input type="text" value="16253"/>		<input type="text" value="10955"/>
Jun 1997	<input type="text" value="22675"/>		<input type="text" value="15514"/>
May 1997	<input type="text" value="21064"/>		<input type="text" value="14435"/>
Apr 1997	<input type="text" value="17587"/>		<input type="text" value="11823"/>
Mar 1997	<input type="text" value="13505"/>		<input type="text" value="9140"/>
Feb 1997	<input type="text" value="18729"/>		<input type="text" value="12613"/>
Jan 1997	<input type="text" value="14368"/>		<input type="text" value="9689"/>

Save Delete New Exit

Enter Dollar Sales for Period Sep 1997, F2-Adds

**Salesperson/Territory F/M (SAF920)** Help

01-Demo Company Salesperson/Territory F/M SAF920  
CP=09/2002 SEP

\*. Sisp/Terr 10 Ronald Patton

	Sales	Cost
1. Sep 2002	24074.34	15494.15
2. Aug 2002	19273	12668
3. Jul 2002	16253	10955
4. Jun 2002	22675	15514
5. May 2002	21064	14435
6. Apr 2002	17587	11823
7. Mar 2002	13505	9140
8. Feb 2002	18729	12613
9. Jan 2002	14368	9689

Most Current, Previous Periods, Prior Periods  
Line to Change (F2-Cont), D-Delete, F4-Backup |  
Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

# Item F/M (SAF925)

## Function

This program allows the user to create and maintain the SA item file which includes sales, costing and units sold for the current period and the 26 previous periods. The information in this file is used to print the Item Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining the item sales and cost:

### 1. Item Number

Enter the item number. F2 allows a search (ref. 16).

### 2. Sales, Cost and Units (Current Period)

Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-999999) for the current period. If the user needs to add to the amount displayed, enter the amount to add and press F2.

### 3. Sales, Cost and Units (Previous Period)

Enter the sales (+/-9999999), cost (+/-9999999), and units (+/- 9999999.99), 9 previous periods (+/-9999999) and 9 prior periods (+/-9999999).. If the user needs to add to the amount displayed, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICCLSX, ICINTR

**FILES UPDATED** - SAITEM

01-Demo Company, Item F/M (SAF925)

Help

Item  Pallet Loading Hand Truck CP=09/2002 SEP

	Most Current	Previous Periods	Prior Periods	
	Sales	Cost	Units	
Sep 2002	9761.00	3078.00	60	EA
Aug 2002	11478	3681	70	
Jul 2002	10575	3441	65	
Jun 2002	10089	3319	62	
May 2002	10075	3343	62	
Apr 2002	10377	3357	65	
Mar 2002	9624	3072	61	
Feb 2002	9246	3043	58	
Jan 2002	9008	2837	58	

Save Delete New Exit

Enter dollar sales for period Sep 2002, F2-Addds

Item F/M (SAF925)

Help

01-Demo Company Item F/M SAF925 CP=09/2002 SEP

*. Item	1100 Pallet Loading Hand Truck		
	- Sales -	- Cost -	- Units -
1. Sep 2002	9761.00	3078.00	60 EA
2. Aug 2002	11478	3681	70
3. Jul 2002	10575	3441	65
4. Jun 2002	10089	3319	62
5. May 2002	10075	3343	62
6. Apr 2002	10377	3357	65
7. Mar 2002	9624	3072	61
8. Feb 2002	9246	3043	58
9. Jan 2002	9008	2837	58

Most Current, Previous Periods, Prior Periods  
 Line to Change (F2-Cont), D-Delete, F4-Backup .  
 Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

# Item Class F/M (SAF930)

## Function

This program allows the user to create and maintain the SA item class file which includes sales, costing and unit sales information for the current period and 26 previous periods. The information in this file is used to print the Item Class Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining the item class sales and cost:

### \*1. Item Class Number

Enter the item class number. F2 allows a search (ref. 16).

### 2. Sales, Cost and Units (Current Period)

Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period. If the user needs to add to the amount displayed for the period, enter the amount to add and press F2.

### 3. Sales, Cost and Units (Previous Periods)

Enter the sales (+/-9999999), cost (+/-9999999), and units (+/-9999999) for 26 previous periods. If the user needs to add to the amount displayed for a period, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL

**FILES UPDATED** - SAITCL



01-Demo Company, Item Class F/M (SAF930)

Help

Item Class   **Dock Equipment** CP=09/2002 SEP

	Most Current	Previous Periods	Prior Periods
Sales			
Sep 2002	30110.74	20066.74	299
Aug 2002	27405	18264	276
Jul 2002	27755	18512	360
Jun 2002	28709	19272	345
May 2002	29196	19490	363
Apr 2002	25382	16828	266
Mar 2002	25808	17242	334
Feb 2002	29277	19514	371
Jan 2002	24471	16366	318

Enter dollar sales for period Sep 2002, F2-Adds

Win with ProvideX

Help

01-Demo Company      Item Class F/M      SAF930

CP=09/1997 SEP

\*. Item Class **DCK** Dock Equipment

	- Sales -	- Cost -	- Units -
1. Sep 1997	-269898.28	-96358.76	44556
2. Aug 1997	27405	18264	276
3. Jul 1997	27755	18512	360
4. Jun 1997	28709	19272	345
5. May 1997	29196	19490	363
6. Apr 1997	25382	16828	266
7. Mar 1997	25808	17242	334
8. Feb 1997	29277	19514	371
9. Jan 1997	24471	16366	318

**Most Current, Previous Periods, Prior Periods**  
**Line to Change (F2-Cont), D-Delete, F4-Backup .**  
**Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec**

# Customer/Item F/M (SAF935)

## Function

This program allows the user to create and maintain the SA customer/ item file which includes sales, costing and unit sales information for the current period and 26 previous periods. The information in this file is used to print the following reports: Customer/Item Multiperiod Analysis and Item/Customer Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining customer/item sales, cost and unit sales:

### 1. Customer Number

Enter the customer number. F2 allows a search (ref. 16).

### 2. Item Number

Enter the item number. F2 allows a search (ref. 16). F3 defaults to the first item record on file for the customer displayed.

### 3. Ship-To

Enter the ship-to number. CR defaults to same. F2 allows a search (ref. 16). F3 defaults to the first ship-to record on file for the customer and item displayed.

### 4. Sales, Cost and Units (Current Period)

Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-999999) for the current period. If the user needs to add to the amount displayed for the period, enter the amount to add and press F2.

### 5. Sales, Cost and Units (Previous Periods)

Enter the sales (+/-9999999), cost (+/-9999999), and units (+/-999999) for the 26 previous periods. If the user needs to add to the amount displayed for a period, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL, ARCUST, ICMAS, ARCALX, ICALPX, ICCLSX, ARPHOX, ARSHIP, ICINTR

**FILES UPDATED** - SACUIT, SACUIX

01-Demo Company, Customer/Item F/M (SAF935)

Help

Customer: C100

Item: I100

Ship-To: S

CP=09/2002 SEP

	Most Current	Prior Periods I	Prior Periods II	Prior Periods III
Sales	1120.00			
Cost	887.00			
Units	10			
Sep 2002	984	780	3	7
Aug 2002	462	329	3	3
Jul 2002	1684	1201	11	11
Jun 2002	1675	1195	11	11
May 2002	455	324	3	3
Apr 2002	1658	1183	11	11
Mar 2002				

Save Delete New Exit

Enter customer #, Fir period Sep 2002, F2-Add

Customer/Item F/M (SAF935)

Help

01-Demo Company Customer/Item F/M SAF935

CP=09/2002 SEP

\*. Customer C100 Southeastern Industrial Supply

\*. Item I100 Pallet Loading Hand Truck

\*. Ship-To S SAME

	Sales	Cost	Units
1. Sep 2002	1120.00	887.00	10 EA
2. Aug 2002	984	780	7
3. Jul 2002	462	329	3
4. Jun 2002	1684	1201	11
5. May 2002	1675	1195	11
6. Apr 2002	455	324	3
7. Mar 2002	1658	1183	11

Most Current, Prior Periods I, Prior Periods II, Prior Periods III

Line to Change (F2-Cont), D-Delete, F4-Backup

Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

# Customer/Item Class F/M (SAF940)

## Function

This program allows the user to create and maintain the SA customer/item class file which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the following reports: Customer/Item Class Multiperiod Analysis and Item Class/Customer Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining the customer/item class sales and cost:

**\*. Customer**

Enter the customer number. F2 allows a search (ref. 16).

**\*. Item Class**

Enter the item class. F2 allows a search (ref. 16). F3 defaults to the first item class record on file for the customer displayed.

**\*. Ship-To**

Enter the ship-to number. CR defaults to same. F2 allows a search (ref. 16). F3 defaults to the first ship-to record on file for the customer and item class displayed.

**1-7. Sales and Cost (Current Period & Previous Periods)**

Enter the sales and cost (+/-9999999.99) for the current period and previous. If the user needs to add to the amount displayed, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL, ARCUST, ARCALX, ARPHOX, ARSHIP

**FILES UPDATED** - SACSIC, SACSIX

01-Demo Company, Customer/Item Class F/M (SAF940)

Help

Customer: C100 Southeastern Industrial Supply

Item Class: DCK Dock Equipment

Ship-To: S SAME

CP=09/2002 SEP

Most Current	Prior Periods I	Prior Periods II	Prior Periods III
	Sales		Cost
Sep 2002	2181.58	1729.11	
Aug 2002	984	780	
Jul 2002	1475	1050	
Jun 2002	2443	1728	
May 2002	2431	1719	
Apr 2002	455	324	
Mar 2002	1658	1183	

Save Delete New Exit

Enter dollar sales for period Sep 2002, F2-Adds

Win with ProvideX

Help

01-Demo Company Customer/Item Class F/M SAF940

CP=09/1997 SEP

\*. Customer C100 Southeastern Industrial Supply

\*. Item Class DCK Dock Equipment

\*. Ship-To S SAME

	- Sales -	- Cost -
1. Sep 1997	9999999.00	-109207.45
2. Aug 1997	984	780
3. Jul 1997	1475	1050
4. Jun 1997	2443	1728
5. May 1997	2431	1719
6. Apr 1997	455	324
7. Mar 1997	9999999	1183

Most Current, Prior Periods I, Prior Periods II, Prior Periods III

Line to Change (F2-Cont), D-Delete, F4-Backup |

Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec

# Salesperson/Item Class F/M (SAF945)

## Function

This program allows the user to create and maintain the SA salesperson/item class file, which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the following reports: Salesperson/Item Class Multiperiod Analysis and Item Class/Salesperson Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining the salesperson/item class sales and cost:

### \*. Salesperson

Enter the salesperson. F2 allows a search (ref. 16).

### \*. Item Class

Enter the item class. F2 allows a search (ref. 16). F3 defaults to the first item class record on file for the salesperson displayed.

### 1-9. Sales and Cost

Enter the sales and cost for the current period (+/- 9999999.99), 9 previous periods (+/-9999999) and 9 prior periods (+/-9999999). Amounts entered are rounded to the nearest dollar for all previous periods. If the user needs to add to the amount displayed, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL

**FILES UPDATED** - SASTIC, SASTIX

**Salesperson/Item Class F/M (SAF945)** CP=09/1997 SEP

SlsP/Terr: 10 **Ronnie Someone**

Item Class: DCK **Dock Equipment**

	Most Current	Previous Periods	Prior Periods
Sep 1997	4995.02		3385.06
Aug 1997	2607		1831
Jul 1997	3742		2512
Jun 1997	5748		3865
May 1997	5719		3845
Apr 1997	1753		1178
Mar 1997	4451		2873
Feb 1997	3922		2590
Jan 1997	4405		2843

Enter Dollar Sales for Period Sep 1997, F2-Adds

**Win with ProvideX**

Help

01-Demo Company      Salesperson/Item Class F/M      SAF945  
 CP=09/1997 SEP

\*. SlsP/Terr    10 Ronnie Someone  
 \*. Item Class DCK Dock Equipment

	- Sales -	- Cost -
1. Sep 1997	4995.02	3385.06
2. Aug 1997	2607	1831
3. Jul 1997	3742	2512
4. Jun 1997	5748	3865
5. May 1997	5719	3845
6. Apr 1997	1753	1178
7. Mar 1997	4451	2873
8. Feb 1997	3922	2590
9. Jan 1997	4405	2843

Most Current, Previous Periods, Prior Periods  
 Line to Change (F2-Cont), D-Delete, F4-Backup .  
 Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec

# Item/Warehouse F/M (SAF950)

## Function

This program allows the user to create and maintain the SA item/warehouse file which includes sales, costing and unit sales figures for the current period and 26 previous periods. The information in this file is used to print the Item/Warehouse Multiperiod Analysis.

## User Inputs

The following inputs are involved in maintaining the item/warehouse sales, cost and unit sales:

### 1. Item Number

Enter the item number. F2 allows a search (ref. 16).

### 2. Warehouse

Enter the warehouse number. F2 allows a search (ref. 16). F3 defaults to the first warehouse record on file for the item number displayed.

### 3. Type

Enter whether the type of sale is W-warehouse or D-direct. CR defaults to W.

### 4. Sales, Cost and Units (Current Period)

Enter the sales (+/-9999999.99), cost (+/-9999999.99) and units (+/-9999999) for the current period. If the user needs to add to the amount displayed for the period, enter the amount to add and press F2.

### 5. Sales, Cost and Units (Previous Periods)

Enter the sales (+/-9999999.99), cost (+/-9999999.99) and units (+/-9999999) for the 26 previous periods. If the user needs to add to the amount displayed for a period, enter the amount to add and press F2.

## Technical Notes

**FILES USED** - SMCNTL, ICMAS, ICALPX, ICCLSX, ICINTR

**FILES UPDATED** - SAITWH





# Item/Invoice F/M (SAF955)

## Function

This program allows the user to create and maintain the SA item/invoice file which includes for each item sold the invoice number, line number, customer number, dollar sales, cost, unit sales, register date, and warehouse. The information in this file is used to print the Current Period Item/Invoice Report.

## User Inputs

The following inputs are involved in maintaining the SA invoice by item file:

### 1. Item Number

Enter the item number. F2 allows a search (ref. 16).

### 2. Invoice Number

Enter the invoice number (up to 6 characters). F3 defaults to the first invoice number record on file for the item displayed.

### 3. Line Number

Enter the line number of the invoice (001-999). F3 defaults to the first line number record on file for the item and invoice displayed.

### 4. Customer Number

Enter the customer number. F2 allows a search (ref. 16).

### 5. Dollar Sales

Enter the dollar sales (+/-999999.99). CR initially defaults to 0.

### 6. Cost

Enter the cost (+/-999999.99). CR initially defaults to 0.

### 7. Unit Sales

Enter the unit sales (+/-999999). CR initially defaults to 0.

### 8. Register Date

Enter the register date (ref. 6).

### 9. Warehouse

Enter the warehouse. The entry must be a valid warehouse number. CR defaults to the warehouse assigned to the terminal. F2 allows a search (ref. 16).

## Technical Notes

**FILES USED** - SMCNTL, ICMAS, ARCU, ARCALX, ICALPX, ICCLSX, ARPHOX, ICINTR

**FILES UPDATED** - SAITIN

**Item/Invoice F/M (SAF955)** CP=09/1997 SEP

Item  **Pallet Loading Hand Truck** 1000 lb ca ⏪ ⏩

Invoice #

Line #

---

Customer  **Bradley Manufacturing Co.** Save

Dollar Sales  Delete

Cost

Unit Sales  New

Register Date  Exit

Warehouse  **Atlanta Warehouse**

**Item/Invoice F/M (SAF955)** CP=09/2002 SEP

Help

---

01-Demo Company                      Item/Invoice F/M                      SAF955

\*. Item                                              1100 Pallet Loading Hand Truck

\*. Invoice #                                        001646

\*. Line #                                            001

4. Customer                                        C100 Southeastern Industrial Supply

5. Dollar Sales                                    1484.37

6. Cost                                              1113.90

7. Unit Sales                                        10 EA

8. Register Date                                   09/07/2002

9. Warehouse                                      01 Atlanta Warehouse

Line to Change (F2-Cont), D-Delete, F4-Backup |

Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

# MTD, YTD Customer/Item F/M (SAF960)

## Function

This program allows the user to create and maintain the SA MTD, YTD customer/item file which includes month-to-date and year-to-date customer, item and ship-to information. The information in this file is used to print the following reports: Customer/Item MTD, YTD Report and Item/Customer MTD, YTD Report.

## User Inputs

The following inputs are involved in maintaining the MTD, YTD customer/item file:

### \*1. Customer Number

Enter the customer number. F2 allows a search (ref. 16).

### \*2. Item Number

Enter the item number. F2 allows a search (ref. 16). F3 defaults to the first item record on file for the customer displayed.

### \*3. Ship-To

Enter the ship-to number. CR defaults to same. F2 allows a search (ref. 16). F3 defaults to the first ship-to record on file for the customer and item displayed.

### 4. Last Sale Date

Enter the last sales register date (ref. 6).

### 5. MTD Units, Sales, Cost, Invoices

Enter the month-to-date unit sales (+/-9999999). CR initially defaults to 0.

### 6. YTD Units, Sales, Cost, Invoices

Enter the month-to-date dollar sales (+/-9999999). CR initially defaults to 0.

## Technical Notes

**FILES USED** - SMCNTL, ARCUST, ICMAS, ARCALX, ICALPX, ICCLSX, ARPHOX ARSHIP, ICINTR

**FILES UPDATED** - SACIMY, SACIMX

**MTD, YTD Customer/Item F/M (SAF960)**

Customer: C100 Southeastern Industrial Supply

Item: I102 Adjustable Height Steel Stool

Ship-To: S SAME

Last Sale Date: 09/15/1997

	Units	Sales	Cost	Invoices
Month-to-Date	12	EA 811.80	507.36	2
Year-to-Date	70	3985.80	0.00	0

Buttons: Save, Delete, New, Exit

Enter Last Sales Register Date

**Company 01 - Demo Company**

Help

01-Demo Company MTD, YTD Customer/Item F/M SAF960  
CP=09/1997 SEP

\*. Customer C100 Southeastern Industrial Supply  
 \*. Item I102 Adjustable Height Steel Stool  
 \*. Ship-To S SAME  
 4. Last Sale Date 09/15/1997

Units

5. Month-to-Date	12	EA	811.80	507.36	2
6. Year-to-Date	70		3985.80		

Line to Change (F2-Cont), D-Delete, F4-Backup .  
 Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec

# Temporary Item F/M (SAF965)

## Function

This program allows the user to create and maintain the SA temporary item file that will be used to print the Temporary Item Report. Items that have been entered in the IC Temporary item F/M carry over to this program. The report shows information regarding the most recent sales of temporary items as well as cumulative data.

## User Inputs

The following inputs are involved in maintaining the temporary item information:

### *General Screen*

#### **\*1. Warehouse**

CR defaults to the warehouse code assigned to the terminal. F2 allows a search (ref. 16).

#### **\*2. Item Number**

To create a new entry, enter an item number that does not already exist in the system. If the item number already exists in the Item F/M, the system will notify you. F3 defaults to the first item number record on file for the warehouse displayed. F2 allows a search.

#### **3. Description 1**

If you are creating a new entry, enter a description of the item (up to 30 characters).

#### **4. Description 2**

A second description can be entered (up to 30 characters) to provide more information about the item.

#### **5. Item Class**

Enter the item class. The entry must be a valid item class. F2 allows a search.

#### **6. Unit of Measure**

Enter the unit of measure (up to 2 characters). CR skips the entry.

### *Last Sale Screen*

#### **\*1. Warehouse**

CR defaults to the warehouse code assigned to the terminal. F2 allows a search (ref. 16).

**\*2. Item Number**

To create a new entry, enter an item number that does not already exist in the system. If the item number already exists in the Item F/M, the system will notify you. F3 defaults to the first item number record on file for the warehouse displayed. F2 allows a search.

**3. Sales Dollars**

Enter the dollar sales from the most recent sale of this item (+/-999999.99). CR initially defaults to 0.00.

**4. Cost Dollars**

Enter the dollar cost from the most recent sale of this item (+/-999999.99). CR initially defaults to 0.00.

**5. Units Sold**

Enter the number of units sold during the most recent sale of this item (+/-999999999). CR initially defaults to 0.

**6. Invoice Number**

Enter the invoice date from the most recent sale of this item. CR skips this entry.

**7. Date**

Enter the invoice date from the last sale of this item. CR defaults to the system date (ref. 6).

**8. Vendor**

Enter the vendor number for this item. The system displays the vendor name for you. CR skips this entry.

**9. Customer**

Enter the customer number from the last sale of this item. The system displays the customer name for you. CR skips this entry.

*Cumulative Totals Screen***\*1. Warehouse**

CR defaults to the warehouse code assigned to the terminal. F2 allows a search (ref. 16).

**\*2. Item Number**

To create a new entry, enter an item number that does not already exist in the system. If the item number already exists in the Item F/M, the system will notify you. F3 defaults to the first item number record on file for the warehouse displayed. F2 allows a search.

**3. Sales Dollars**

Enter the amount of cumulative sales for this item (+/-999999999). CR defaults to 0.00.

**4. Cost Dollars**

Enter the cumulative cost for this item (+/-999999999). CR defaults to 0.00.

**5. Units Sold**

Enter the cumulative number of units sold for this item (+/-999999999). CR defaults to 0.

**6. Number Of Sales**

Enter the cumulative number of sales for this item (+/-999999999). CR defaults to 0.

**Technical Notes**

**FILES USED** - SMCNTL, ICMAS

**FILES UPDATED** - SATMPI



**Temporary Item F/M (SAF965)** CP=09/1997 SEP

Warehouse 01 Atlanta Warehouse

Item 1832 Temporary-Conveyor Roller

General Last Sale Cumulative Totals

Description

1	Temporary-Conveyor Roller
2	Acme part

Item Class DCK Dock Equipment

Unit of Measure EA

Save Delete New Exit

Enter Item Description 1

**Win with ProvideX**

Help

01-Demo Company Temporary Item F/M SAF965  
CP=09/1997 SEP

\*. Warehouse 01 Atlanta Warehouse  
\*. Item 1832 Temporary-Conveyor Roller

Description

3. 1 Temporary-Conveyor Roller  
4. 2 Acme part

5. Item Class DCK Dock Equipment  
6. Unit of Measure EA

General, Last Sale, Cumulative Totals  
Line to Change (F2-Cont), D-Delete, F4-Backup |  
Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec

# Serial Item F/M (SAF970)

## Function

This program allows the user to create and maintain the serial item file, which includes purchase information and sales information on each serial number item. The information in this file is used to print the Serial Item Report.

## User Inputs

The following inputs are involved in maintaining serial item records:

### *Received Screen*

#### **\*1. Warehouse**

Enter the warehouse. The entry must be a valid warehouse. CR defaults to the warehouse assigned to the terminal. F2 allows a search (ref. 16).

#### **\*2. Item Number**

Enter the item number. The entry must be a valid item number. If the item number is not flagged as a serial item in the Item F/M, a message is displayed and the entry refused. F2 allows a search (ref. 16). F3 defaults to the first serialized item record on file for the warehouse displayed.

#### **\*3. Serial Number**

Enter the item's serial number (up to 20 characters). F3 defaults to the first serial number record on file for the warehouse and item displayed.

#### **4. Received Cost**

Enter the received cost of the item (per costing unit of measure) (0-999999.99). CR initially defaults to 0.

#### **5. Received Date**

Enter the date the item was received (ref. 6).

#### **6. Received Purchase Order Number**

Enter the purchase order number from which the item was received (up to 6 characters). CR skips the entry.

#### **7. Received Vendor Number**

Enter the vendor number from whom the item was received (up to 10 characters). F2 allows a search (ref. 16)

### *Sold Screen*

#### **\*1. Warehouse**

Enter the warehouse. The entry must be a valid warehouse. CR defaults to the warehouse assigned to the terminal. F2 allows a search (ref. 16).

**\*2. Item Number**

Enter the item number. The entry must be a valid item number. If the item number is not flagged as a serial item in the Item F/M, a message is displayed and the entry refused. F2 allows a search (ref. 16). F3 defaults to the first serialized item record on file for the warehouse displayed.

**\*3. Serial Number**

Enter the item's serial number (up to 20 characters). F3 defaults to the first serial number record on file for the warehouse and item displayed.

**4. Sold Price**

Enter the price of the item sold (per costing unit of measure) (0-999999.99). CR initially defaults to 0.

**5. Sold Date**

Enter the date the item was sold (ref. 6).

**6. Sold Invoice Number**

Enter the invoice number of the item sold (up to 6 digits).

**7. Sold Customer Number**

Enter the customer number to whom the item was sold. F2 allows a search (ref. 16).

**Technical Notes**

**FILES USED** - SMCNTL, ARCUST, ICMASST, APVEND, ICALPX, ICCLSX, APVALX, ARCALX, ARPHOX, ICINTR

**FILES UPDATED** - SASERL

01-Demo Company, Serial Item F/M (SAF970)

Help

Warehouse 01 Atlanta Warehouse CP=09/2002 SEP

Item I106 Telescopic Lift Boom

Serial# RE-1102-AM-2200

Received Sold

Cost 600.000 EA

Date 12/30/2000

PO# 000022

Vendor V120 Warehouse Interiors, Inc.

Save Delete New Exit

Enter cost

Win with ProvideX

Help

01-Demo Company Serial Item F/M SAF970

CP=09/1997 SEP

\*. Warehouse 01 Atlanta Warehouse

\*. Item I106 Telescopic Lift Boom

\*. Serial# RE-1102-AM-2200

4. Received Cost 600.00 EA

5. Date 12/30/1995

6. PO# 000666

7. Vendor U113 Atlanta Crane & Hoists

Received, Sold

Line to Change (F2-Cont), D-Delete, F4-Backup |.

Arrows: Up-Prev Rec, Down-Next Rec, Pgup-First Rec, Pgdn-Last Rec

# Lot Item F/M (SAF975)

## Function

This program allows the user to create and maintain the SA item lot file, which includes purchase information and sales information on each lot item number. The information in this file is used to print the Item Lots Report.

## User Inputs

The following inputs are involved in maintaining the SA item lots file:

### *Received Screen*

#### **\*1. Warehouse**

Enter the warehouse. The entry must be a valid warehouse. CR defaults to the warehouse assigned to the terminal. F2 allows a search (ref. 16).

#### **\*2. Item Number**

Enter the item number. The entry must be a valid item number. If the item is not flagged as a lot item in the Item F/M, a message is displayed. F2 allows a search (ref. 16). F3 defaults to the first lot item record on file for the warehouse displayed.

#### **\*3. Lot Number**

Enter the item's lot number (up to 20 characters). F3 defaults to the first lot number on file for the warehouse and item displayed.

#### **\*4. Invoice Number**

Enter the invoice number (1-999999).

#### **\*5. Line Number**

Enter the line number of the invoice (001-999).

#### **6. Received Cost**

Enter the received cost of the item (per costing unit of measure) (0-999999.99). CR initially defaults to 0.

#### **7. Received Date**

Enter the date the item was received (ref. 6).

#### **8. Received Purchase Order**

Enter the purchase order number from which the item was received (up to 6 characters).

#### **9. Received Vendor Number**

Enter the vendor number from whom the item was received (up to 10 characters). F2 allows a search (ref. 16).

**Sold Screen****\*1. Warehouse**

Enter the warehouse. The entry must be a valid warehouse. CR defaults to the warehouse assigned to the terminal. F2 allows a search (ref. 16).

**\*2. Item Number**

Enter the item number. The entry must be a valid item number. If the item is not flagged as a lot item in the Item F/M, a message is displayed. F2 allows a search (ref. 16). F3 defaults to the first lot item record on file for the warehouse displayed.

**\*3. Lot Number**

Enter the item's lot number (up to 20 characters). F3 defaults to the first lot number on file for the warehouse and item displayed.

**\*4. Invoice Number**

Enter the invoice number (1-999999).

**\*5. Line Number**

Enter the line number of the invoice (001-999).

**6. Sold Price**

Enter the dollar price of the lot (per pricing unit of measure) (0-999999.99). CR initially defaults to 0.

**7. Sold Date**

Enter the date sold (ref. 6).

**8. Customer Number**

Enter the customer number. F2 allows a search (ref. 16).

**9. Unit Sales**

Enter the unit sales figure (per selling unit of measure).

**Technical Notes**

**FILES USED** - SMCNTL, ARCUST, ICMAS, APVEND, ICALPX, ICCLSX, APVALX, ARCALX, ARPHOX, ICINTR

**FILES UPDATED** - SALOTS

**Item Lots F/M (SAF975)** CP=09/1997 SEP

Warehouse: 01 Atlanta Warehouse

Item: 1147 Nonskid Floor Paint

Lot#: WMH-329

Invoice #: 000666

Line #: 001

---

Received Sold

Cost: 540.00

Date: 08/01/1997

PO#: 000887

Vendor: V100 General Industrial MFG

Enter Cost

**Lot Item F/M (SAF975)** SAF975

Help

---

01-Demo Company Item Lots F/M CP=09/2002 SEP

\*. Warehouse 01 Atlanta Warehouse

\*. Item 1147 Nonskid Floor Paint

\*. Lot# WMH-329

\*. Invoice # 001889

\*. Line # 001

6. Received Cost 540.00

7. Date 07/26/2002

8. PO# 000961

9. Vendor U116 World Materials Handling Co.

---

Received, Sold

Line to Change (F2-Cont), D-Delete, F4-Backup .

Arrows: Up-Prev Rec, Dn-Next, Pgup-First, Pgdn-Last

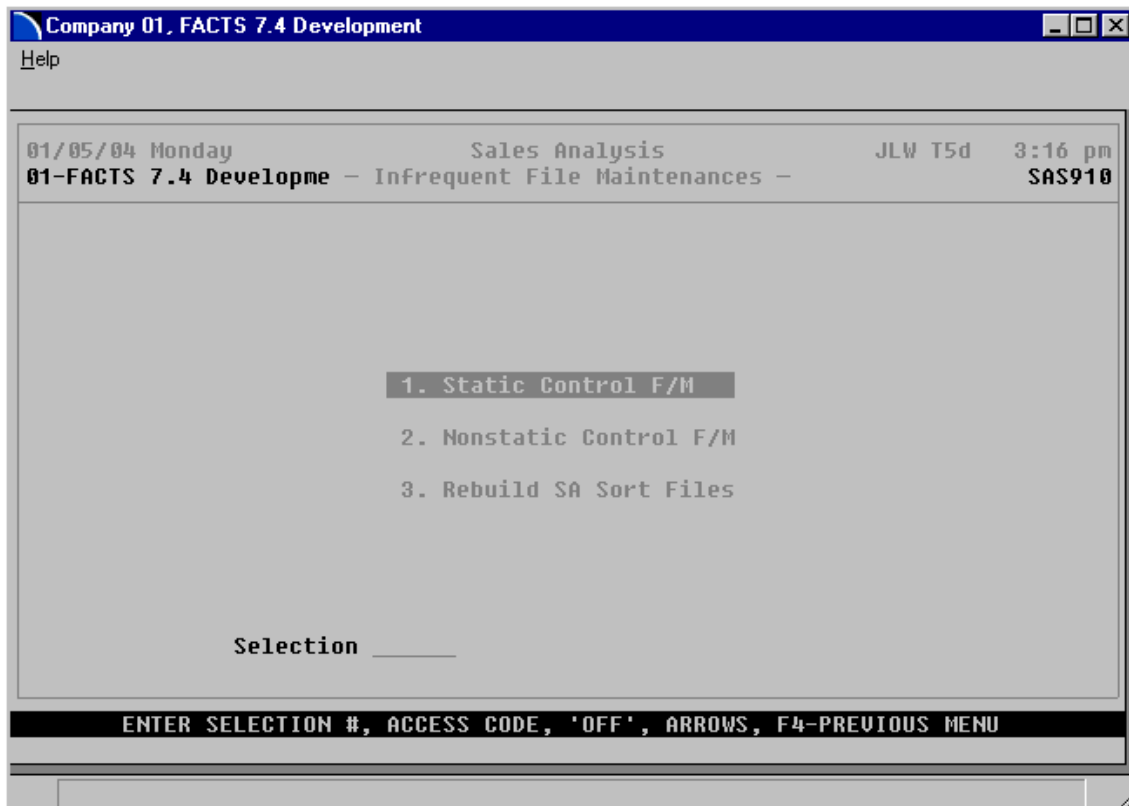
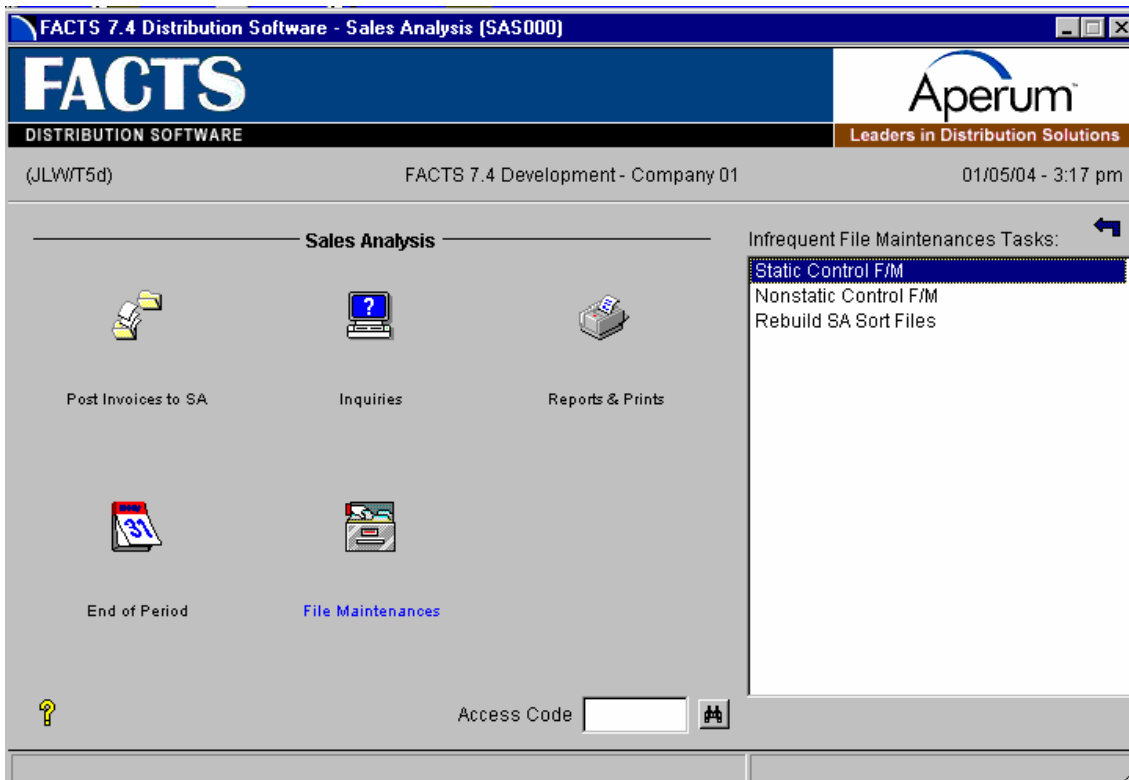




# Infrequent F/Ms (SAS910)

File Maintenance programs allow the user to enter, change and delete data. These programs are used to enter the initial data required to set up the system (refer to Installation Manual).

The user can add, change and delete the records in a file. This is called maintaining the file. Some file maintenance programs may be used often where others are used less frequently. There is an Infrequent File Maintenances menu for the latter programs; most of these are used only one time during the initial set up of the system. However, the information in the infrequent file maintenances may be updated by the system. An example would be the Static Control F/M, which tells the Post Invoices to SA program which files are posted to and flags which reports are available. All files, once set up by the system are maintained and updated by the system.



# Static Control F/M (SAF980)

## Function

This program allows the user to create and maintain the SA company static control record. The SA static control record is critical to the proper functioning of the SA system. The record contains information which the IC references in performing various functions.

**CAUTION:** It is strongly advised that a password be used for this program. Changes should be made only with extreme caution and under the supervision of your Affiliate.

## User Inputs

The following inputs are involved in creating the SA static control record:

### *Use File Screen*

#### **1. SABRCH**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by branch. If **N** is entered, the Branch Multiperiod Analysis is not available. CR initially defaults to **Y**.

#### **2. SACIMY**

Enter **Y** or **N** to indicate whether to store month-to-date and year-to-date sales information by customer by item. If **N** is entered, the following reports are not available on the system: the Customer/Item MTD, YTD Analysis and the Item/Customer MTD, YTD Analysis. CR initially defaults to **Y**.

#### **3. SACOMM**

Enter **Y** or **N** to indicate whether to store commission information. If **N** is entered, the Commission Report is not available on the system. CR initially defaults to **Y**.

#### **4. SACSIC**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by customer/item class. If **N** is entered, the following reports are not available on the system: the Item Class/Customer and the Customer/Item Class Analysis. CR initially defaults to **Y**.

#### **5. SACUIT**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by customer/item. If **N** is entered, the following reports are not available on the system: the Customer/Item Multiperiod Analysis and the Item/Customer Multiperiod Analysis. CR initially defaults to **Y**.

**6. SACUST**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by customer. If **N** is entered, the Customer Multiperiod Analysis is not available on the system. CR initially defaults to **Y**.

**7. SAITCL**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by item class. If **N** is entered, the Item Class Multiperiod Analysis is not available. CR initially defaults to **Y**.

**8. SAITEM**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by item. If **N** is entered, the Item Multiperiod Analysis is not available. CR initially defaults to **Y**.

**9. SAITIN**

Enter **Y** or **N** to indicate whether to store current period sales information by item/invoice. If **N** is entered, the Current Period Item/Invoice Report is not available. CR initially defaults to **Y**.

**10. SAITWH**

Enter **Y** or **N** to indicate whether to store multiperiod sales information by item/warehouse. If **N** is entered, the Item/Warehouse Multiperiod Analysis is not available. CR initially defaults to **Y**.

**11. SALOTS**

Enter **Y** or **N** to indicate whether to store sales information by lots. If **N** is entered, the Item Lots Report is not available. CR initially defaults to **Y**.

**12. SATMPI**

Enter **Y** or **N** to indicate whether to store sales information by temporary items. If **N** is entered, the Temporary Item Report is not available. CR initially defaults to **Y**.

**13. SASERL**

Enter **Y** or **N** to indicate whether to store sales information by serial number. If **N** is entered, the Serial Item Report is not available. CR initially defaults to **Y**.

**14. SASLSP**

Enter **Y** or **N** to indicate whether to store sales information by salesperson/territory. If **N** is entered, the Salesperson/Territory Multiperiod Analysis is not available. CR initially defaults to **Y**.

**15. SASTIC**

Enter **Y** or **N** to indicate whether to store sales information by salesperson/item class. If **N** is entered, the Salesperson/Item Class Analysis is not available. CR initially defaults to **Y**.

## *Postings Screen*

### **1. Period Descriptions**

Enter the string of 3-character period descriptions that are to print on multiperiod reports beginning with the first month of the fiscal year. The total number of characters entered must equal 3 x the number of periods per year. The description chosen is user-defined. CR initially defaults to the first three letters of each month for a 12-period year (JANFEBMAR...).

### **2. Calculate Commissions**

Enter whether to calculate commissions by **S**-sales or **G**-gross margin. CR initially defaults to S.

### **3. Post Status**

Enter whether to initially post commissions into the commission file as **P**-paid already or **H**-hold not yet paid. CR initially defaults to P. If H is entered, the Flag Commissions for Payment program must be run prior to running each Commission Report.

### **4. Post Summary**

Enter **N** or **Y** to indicate whether to post commissions in summary only, i.e., post without line-items. If Y is entered, the Commission Report may not print in detail, i.e., print line-items. CR initially defaults to N.

### **5. Commission Cost Basis**

Enter the commission cost basis for Sales Analysis purposes. You can select from: S-Sales Orders Cost, M-Manual Cost, A-Average Cost, or L-Last Cost.

### **6 Post Temporary Items**

Enter **Y** or **N** to indicate whether to post temporary item sales by the item classes temporary posting item. In inventory, each item class may have a temporary posting item assigned. When a temporary item is sold, it is assigned an item class. The sales of that temporary item are then posted to the temporary posting item assigned to that item class. If Y is entered, all sales of temporary items are posted to all the multiperiod files by the temporary item number. CR initially defaults to Y.

### **7. Post by Ship-To**

Enter **N** or **Y** to indicate whether to post customer information by ship-to. CR initially defaults to N.

### **8. Post Warranty Replacements**

Enter **Y** or **N** to indicate whether to post pro-rated warranty replacements to sales analysis. CR initially defaults to Y. This flag refers to posting sales generated from warranty replacement items from the Customer Returns System where the item was under warranty but the coverage was less than 100%. For example, if the price of an item is \$100.00 (cost is \$80.00) but is only under warranty for 50%, the customer would be charged \$50.00. If this flag is set to Y, the \$50 would be posted to Sales Analysis as a sale with \$80 posted as the cost.

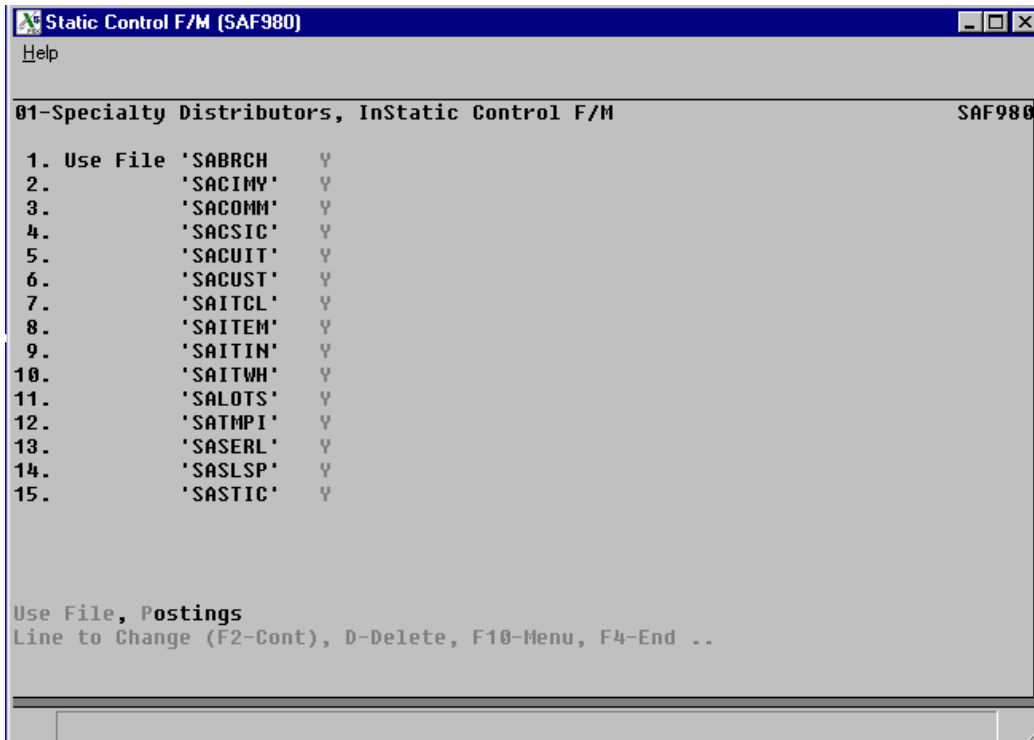
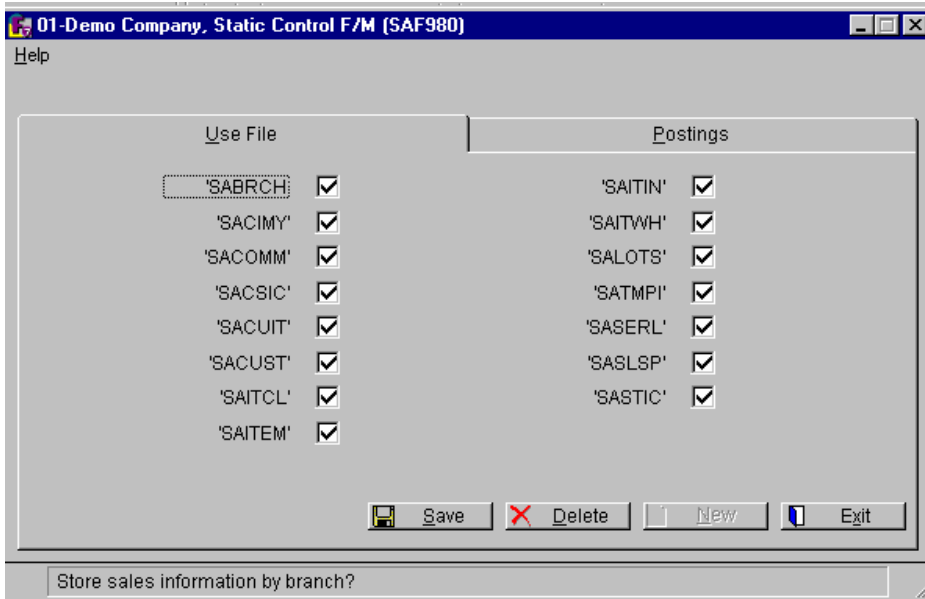
\* indicates the flag may be changed. If changed from N to Y, the report is available and the number of records for the file must be adequate to handle information to be posted. If changed from Y to N, the report is no longer available and the number of records may be reduced to 1.

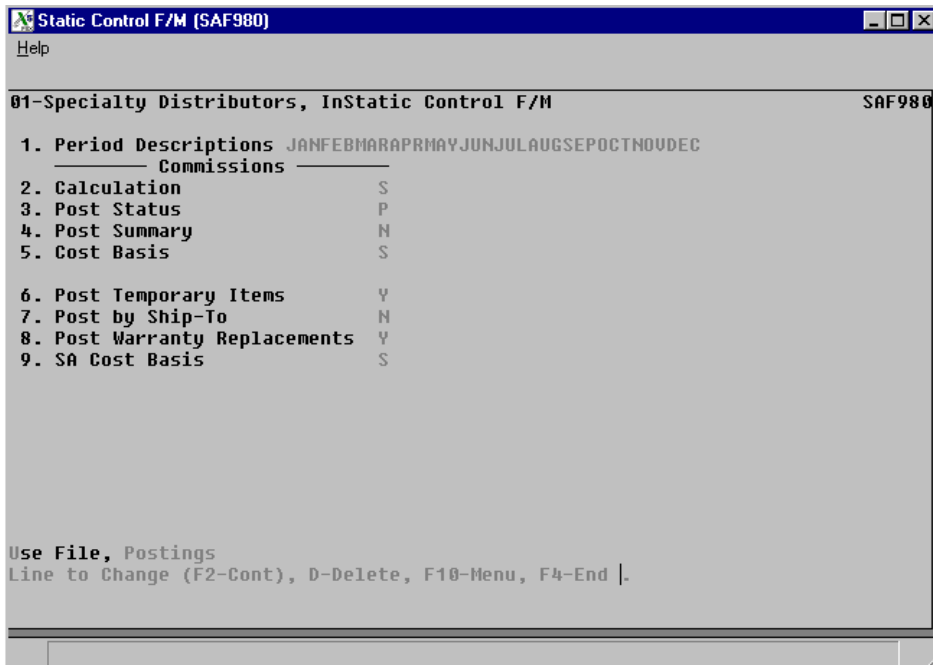
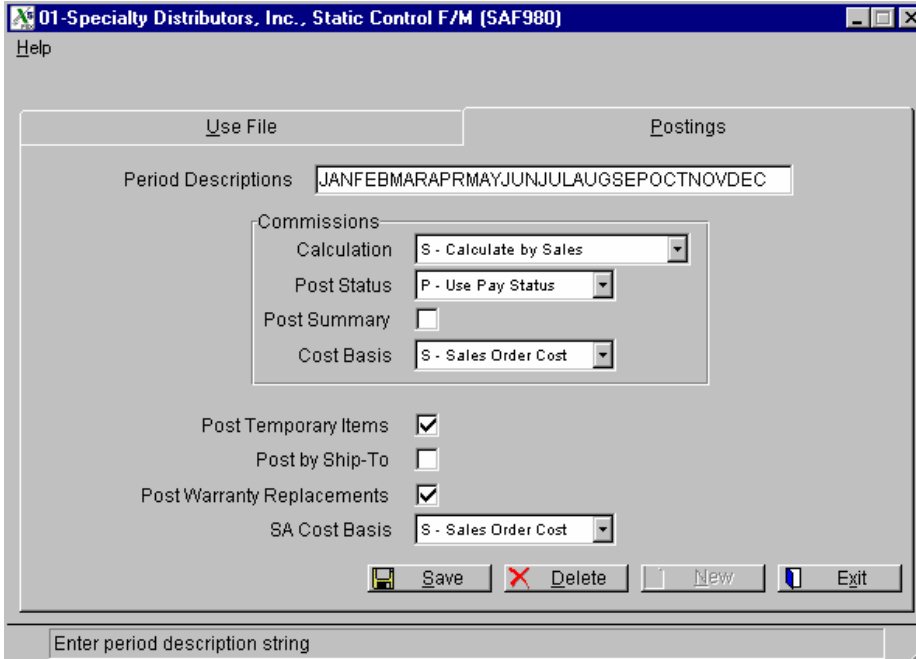
### **9. SA Cost Basis**

Enter the Sales Analysis cost basis. You can select from: S-Sales Order Cost, M-Manual Cost, A-Average Cost, or L-Last Cost. Press F4 to backup.

## **Technical Notes**

**FILES UPDATED - SMCNTL**







# Nonstatic Control F/M (SAF990)

## Function

This program allows the user to create the SA company nonstatic control record. The SA nonstatic control record is critical to the proper functioning of the SA system. The record contains information which the SA system references in performing various functions.

**CAUTION!** It is strongly advised that a password be used for this program. Changes should be made only with extreme caution and under the supervision of your Affiliate.

## User Inputs

The following inputs are involved in creating the SA nonstatic control record:

### 1. Current Period

Enter the current SA period (PPYY). If you wish to use calendar year reporting instead of fiscal year reporting, set the SA period to match the calendar year. For example, January would be set up as 0192 for calendar year reporting or 0492 for a fiscal year of October through September.

### 2. Last EOP Update

Enter the date of the last SA End-of-Period Update (ref. 6). CR initially defaults to 01/01/00.

### 3. Last Date Posted

This is the last date the Post Invoices to SA program was run and is updated automatically. CR initially defaults to 01/01/00.

## Technical Notes

**FILES UPDATED** - SMCNTL

Nonstatic Control F/M (SAF990)

Current SA Period  SEP

Date Last

EOP Update

Posted

Enter Current Sales Analysis Period

Nonstatic Control F/M (SAF990)

Help

01-Demo Company		Nonstatic Control F/M	SAF990
1.	Current SA Period	09/2002 SEP	
	Date Last		
2.	EOP Update	08/31/2002	
3.	Posted	08/31/2002	

Line to Change (F2-Cont), D-Delete, F4-End .

# Rebuild SA Sort Files (SAU990)

## Function

This program allows the user to rebuild sort files which may not be up to date with the rest of the system.

Sort files are used throughout the FACTS system to enable the user to report or retrieve information in an order other than the order in which the main file is stored. For example, the records of the customer file are stored in customer number order. To access this file in alphabetical order requires a sort file which is stored by alpha lookup by customer number. The corresponding record in the main file may then be accessed for the needed information.

## User Inputs

The following inputs are involved in rebuilding the SA sort files:

### 1. SACIMX

Enter **Y** or **N** to indicate whether to rebuild **SACIMX**. This is the item MTD, YTD by customer sort file to the customer by item MTD, YTD file (SACIMY) and is used in printing the Item/Customer MTD, YTD Analysis. CR defaults to N.

### 2. SACUIX

Enter **Y** or **N** to indicate whether to rebuild **SACUIX**. This is the customer by item sort file to the customer by item file (SACUIT) and is used in printing the Item/ Customer Analysis. CR defaults to N.

### 3. SASTIX

Enter **Y** or **N** to indicate whether to rebuild **SASTIX**. This is the item class by salesperson/territory sort file to the salesperson by item class file (SASTIC) and is used in printing the Item Class/ Salesperson Multiperiod Analysis. CR defaults to N.

### 4. SACSIX

Enter **Y** or **N** to indicate whether to rebuild **SACSIX**. This is the item class by customer sort file to the customer by item class file (SACSIC) and is used in printing the Item Class/Customer Multiperiod Analysis. CR defaults to N.

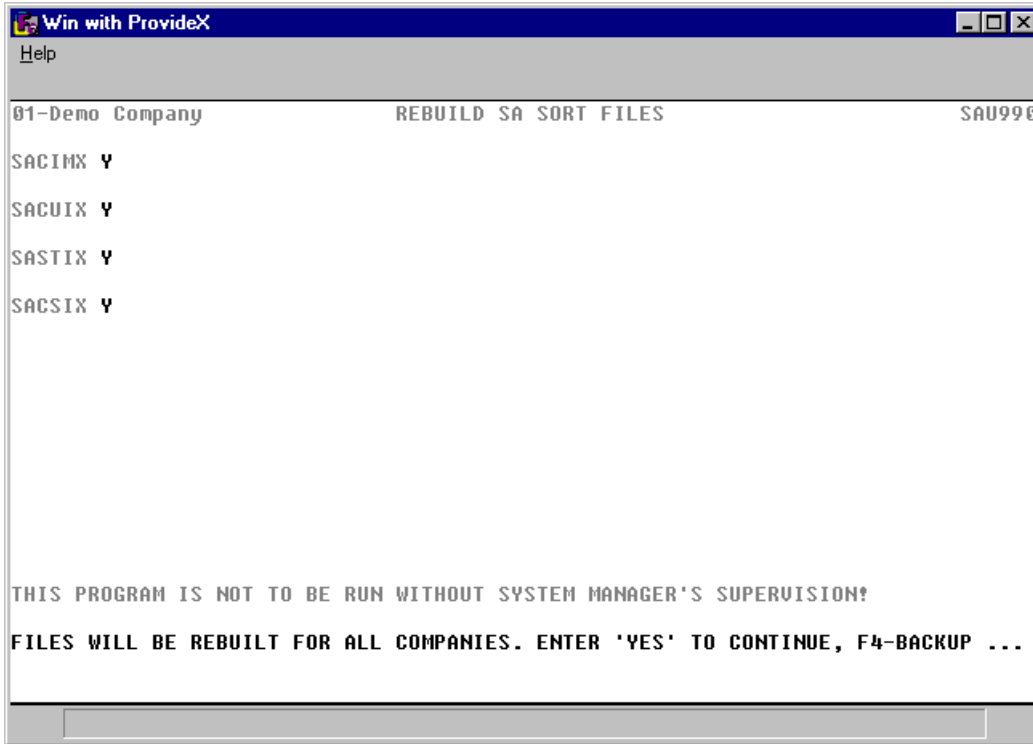
### 5. End of Inputs

Files will be rebuilt for all companies. Enter **YES** to begin.

## Technical Notes

**FILES USED** - SMCNTL, SACIMY, SACUIT, SASTIC, SACSIC

**FILES UPDATED** - SACIMX, SACUIX, SASTIX, SACSIX



# APPENDIX A: References

1. **AMOUNT** The basis of the cutoff is the first figure entered in the figures input. Therefore, type of cutoff has been determined. The user now enters the cutoff amount. For example, if the figures chosen were SCP and the cutoff was set to B-below and the amount was \$500, then any customers with a sales figure below \$500 (for the time period chosen) would **not** print.
  
2. **BEGINNING ORDER CHOICE — CUSTOMER REPORTS** Enter the beginning order choice to print; e.g., if customer class was chosen above, the user selects the beginning customer class to print. CR defaults to FIRST (the first customer class on file).
  
3. **BEGINNING ORDER CHOICE — ITEM REPORTS** Enter the beginning order choice to print; e.g., if item class was chosen above, the user selects the beginning item class to print. CR defaults to FIRST (the first item class on file).
  
4. **CUSTOMER SEARCH** This feature is useful for finding a customer number when only the customer name, contact name or phone number is known. Press F2 to bring up the Customer Search window. The system defaults to an alphabetical search. Press F2 again to switch to one of the other available search orders, i.e. Contact, Phone or Customer . Press F1 to set restrictions to target specific information.

**Search shortcuts.** Search orders and restrictions are represented by bold, underlined letters. If you combine these letters at the entry prompt with first several characters of the item you are searching for, followed by F1 or F2, you can reduce the number of steps it takes to switch search orders or set restrictions. For example, you can find customers with contacts named “Ellis” by entering **C.Ellis** at the entry prompt and then press F1 or F2. “C” represents “Contact Name” and “Ellis” is the lookup information. Following are more examples of search shortcuts.

If you want to...	Then
Switch to an Phone Number search	Enter <b>P</b> <i>plus</i> <b>F2</b>
Switch to an Contact search and begin your search at entries starting with Ellis	Enter <b>C.Ellis</b> <i>plus</i> <b>F2</b>
Switch to an Alpha search order and set a keyword	Enter <b>AK.Bernie</b> <i>plus</i> <b>F1</b> or <b>F2</b>

restriction of Bernie	
-----------------------	--

5. **CUTOFF** Enter whether there is N-no cutoff, or to exclude customers A-above a cutoff or the exclude customers B-below a cutoff. The cutoff is based on the first letter selected in the figures input. For example, if SCP were the figures entered, then the cutoff could be based on an amount above or below a sales figure. If no cutoff is selected, the report will include all sales figures selected to print. For example, if customers are being printed and no cutoff is set, all zero balance customers (i.e., never sold to) print on the report.
6. **DATE** Dates will be displayed according to the format set in the Company Control Record. For viewing purposes, all dates will be displayed with a two digit year. For editing purposes, all dates will allow the entry and display of a four digit year. An entry date can be viewed in its entirety by using the left and right arrow keys or by using the HOME and END keys to scroll through the date field. The system will allow the full date or a partial date to be entered.

Special dates that were previously displayed and stored as 01/01/00 and 12/31/99 will no longer be handled in the same manner. Tag names such as NONE, ASAP, FIRST, LAST, etc. will now be used in place of 'generic' dates. These tag names will also be accepted as the valid input dates in some data entry prompts.

If you are upgrading from FACTS 6.05 (or earlier) to FACT 6.06 (or later), the dates previously stored in your system are converted for you behind the scenes. Dates that display as \*\*/\*\*/\*\* indicate that data is present for the field but the system does not know how to interpret the date. Contact your Affiliate for support.

**The Rule of 50:** FACTS programs uses a "rule of 50" logic to expedite date processing. If the two digit year is greater than or equal to 50, the system will assume the date to be in the 1900s; if the two digit year is less than 50, the system will assume the date to be in the 2000s.

During data entry, if the system is unable to interpret the date entered, the date mask will be displayed in the prompt. If the system is able to interpret the date entered, the date will be displayed in the prompt. Dates prior to 01/01/1800 or after 12/31/2199 are not allowed during date entry.

FACTS programs contain 8-character and 10-character date fields. The date editing/entry display varies slightly depending on whether it is an 8-character or 10-character field. When editing a date, using the right arrow or the END key, will advance the cursor to the end of the date field and using the left arrow or the HOME key, will advance the cursor to the beginning of the date field.

	<b>8-Character Date Field</b>	<b>10-Character Date Field</b>
When entering a date in the 1900s (as defined by the 50-rule), the date will be displayed as follows:	<b>ORDERED</b> 01/02/96<	<b>ORDERED</b> 01/02/96

		<
Use the right arrow key or the END key to display the full 4-digit year:	<b>ORDERED</b> /02/199 <u>6</u> <	<b>ORDERED</b> <u>0</u> 1/02/1996 <
A plus sign at the end of the date field indicates that the year is not in the default century.	<b>ORDERED</b> <u>0</u> 1/02/96+	<b>ORDERED</b> <u>0</u> 1/02/2096 <

7. **DESCENDING ORDER** The user has the option of printing in descending order based on the first letter entered in the figures input above. The figure is printed from highest to lowest. Sorting is done only within the print order selected above. Examples are: A report for customers first through last with SG entered for the figures includes all customers printed in order of highest dollar sales to lowest. A report in salesperson/territory order for all salesperson/territories with GS entered for the figures includes all salesperson/territories with customers printed in order of highest gross margin to lowest within each salesperson/ territory.
8. **END OF INPUTS** In all report and update programs, this is the last input prior to processing. This gives the user a chance to check all the information for accuracy. If something needs to be changed, enter F4 to back up and change. Once everything is correct, press CR or type YES and the program continues.
9. **ENDING ORDER CHOICE - CUSTOMER REPORTS** Enter the ending order choice to print; e.g., if customer class was chosen above, the user selects the ending customer class to print. CR defaults to LAST (the last customer class on file).
10. **ENDING ORDER CHOICE - ITEM REPORTS** Enter the ending order choice to print, e.g., if item class was chosen above, the user selects the ending item class to print. CR defaults to LAST (the last item class on file).
11. **FIGURES - CUSTOMER REPORTS** Enter whether to print S-sales, C-cost, G-gross margin (\$) and/or P-gross margin % figures. U-units may be included on the item and item class multiperiod reports and p-average price and c-average cost may also be included on some item reports. Enter up to all four (five on item reports) letters in any combination side by side. The order the letters are entered determines the order the information prints on the report. For example, if GCS is entered, the gross margin (\$) prints followed by cost, followed by sales. The first letter input determines the basis of a cutoff amount and the basis of the descending order.

- 12. ITEM SEARCH** General item information can be searched alphabetically, as well as by interchange number, item number or item class. To switch between search orders, press F2 at the selection prompt in the bottom right-hand corner of the screen and select one of the options from the popup window that appears. Press F1 to restrict a search by Class, Keyword (or “Item # starts with” when searching by item number), Type or Warehouse.
- 13. NUMBER PERIODS BACK** Periods back is used for reports using the comparison format. Enter the number of periods back from the range to be selected (beginning and ending period) which will be used for the comparison (1-26). For example, if the range is 01/88 - 06/88 and the number of periods back is 12 then the system will use 01/87 - 06/87 for the comparison. CR defaults to 12.
- 14. ORDER CUSTOMERS REPORTS** In SA customer reports the order choice may be selected. The options are by C-customer number, A-alpha sort, S-salesperson/territory, K-customer class and Z-zip code. For example, the user may want to print in customer class order. CR defaults to C.
- 15. ORDER - ITEM REPORTS** In SA item reports, the order choice may be selected. The options are by I-item number, A-alpha sort, V-vendor and C-item class. For example, the user may want to print in item class order. CR defaults to I.
- 16. SEARCH** The search feature allows the user to search for various fields (example: salesperson/territory) when little or no information may be known about them. The search displays at the bottom of the screen a number of fields at a time. The user may enter a search key, continue, select the line number of one of the fields displayed, or return to the program input.
- 17. SHIP-TO** In reports printing by customer, the user may choose to print customers by ship-to. Enter S-summary (print customer totals only - no breakdown by ship-to), D-detail (print figures for each ship-to or M-multiple (print only customers with multiple ship-to's and print each ship-to in detail).
- 18. TOTALS ONLY** Totals only refers to printing only the total figures for the orders. For example, if K-customer class (for customer reports) or C-item class (for item reports) was selected, the user indicates whether to print totals by class only. If N is entered, the report prints each class and prints figures for each customer or item assigned to the class and totals by class. If Y is entered, the report prints each class and only the totals by class.



## APPENDIX B: Glossary of Terms

**Accumulated** The sales analysis figures are available in different formats. The accumulated format provides total sales and total cost figures, as well as, gross margin and gross margin percentage information in different accumulated periods.

**Branch** Branch number is used throughout the FACTS system. Branches may be referred to as stores or profit centers, divisions within an organization. The system will default various branch prompts to the branch set up in System Management Terminal F/M for each user. The posting tables for each module may be set up so that the branch number is automatically inserted into the General Ledger Account number when the system creates its journal entries. Inquiries and reports may be run by branch.

**Comparison** The sales analysis figures are available in different formats. The comparison format provides total sales and total cost figures, as well as, gross margin and gross margin percentage information for different period breakdowns. The system prompts for the number of periods to use in the comparison and for the range of beginning and ending periods to compare.

**Gross Margin \$** Price - Cost

**Gross Margin %** Price-Cost/(Cost or Price) The calculation uses either Cost or Price based on the option you select in Company Maintenance.

**Item Class** Item classes are created/maintained through Inventory Control Item Class F/M. Item classes are used to group items.

**Lot Item** An item that when received or sold must be assigned a lot number per unit. Multiple units may be assigned to the same lot. Examples of lots are reels (wire, etc.). Lot items must be flagged as such in the Item F/M.

**Lot Number** A means of identifying and tracking a group of items all manufactured at a particular place and time, such as cans of gray floor paint, reels of copper wire, etc.

**MTD** Month to Date

**Multiperiod** The sales analysis figures are available in different formats. The multiperiod format provides total sales and total cost figures, as well as, gross margin and gross margin percentage information per sales period.

**Serialized item** An item that when received or sold must be assigned a serial number. Examples of serialized items are laser printers, power tools and floor cranes.

**Serial number** A means of tracking and identifying an item and usually assigned by the manufacturer.

**Ship-To** Ship-To records are set up through Accounts Receivable Ship-To F/M. Invoices can be sent to the customer's address stored in the AR Customer File or to a different billing and shipping address.

**Temporary Item** Temporary items are goods offered to your customer as a value added service but are not carried in inventory. Temporary items do not exist in the item file.

**Vendor class** Vendor classes are used as a way of categorizing groups of vendors. A General Ledger table is associated with each class. This GL table will be used as a default entry when using Vendor F/M.

**Warehouse** The space allocated for the storage of merchandise.

**Warranty Replacements** For sales order line-items which are warranty replacement, the portion of the line which is not under warranty can be posted to Sales Analysis. The Sales Analysis Static Control flag, **Post Warranty Replacements (Y/N)**, controls this feature. For example, if an item originally sold at \$100 and it was replaced at 75% warranty coverage, a sale of \$25 would be posted to Sales Analysis.

**YTD** Year to Date

# APPENDIX C: SAMPLE REPORTS

## SALES ANALYSIS

<b>PROGRAM</b>	<b>NAME</b>	<b>PAGE</b>
SAR210	CUSTOMER MULTI-PD ANALYSIS - ACCUMULATED	C-2
SAR210	CUSTOMER MULTI-PD ANALYSIS - COMPARISON	C-3
SAR210	CUSTOMER MULTI-PD ANALYSIS - MULTI-PD	C-4
SAR220	CUSTOMER/ITEM CLASS MULTI-PD ANALYSIS	C-5
SAR230	CUSTOMER/ITEM MULTI-PD ANALYSIS	C-6
SAR240	CUSTOMER/ITEM MTD, YTD ANALYSIS	C-7
SAR310	SLSP/TERR MULTI-PD ANALYSIS	C-8
SAR320	SLSP/TERR/ITEM CLASS ANALYSIS	C-9
SAR330	SALESPERSON COMMISSION REPORT	C-10
SAR410	ITEM MULTI-PD ANALYSIS	C-11
SAR420	ITEM CLASS MULTI-PD ANALYSIS	C-12
SAR430	ITEM/CUSTOMER MULTI-PD ANALYSIS	C-13
SAR440	ITEM/CUSTOMER MTD, YTD ANALYSIS	C-14
SAR450	ITEM CLASS/CUSTOMER MULTI-PD ANALYSIS	C-15
SAR460	ITEM CLASS/SLSP MULTI-PD ANALYSIS	C-16
SAR470	ITEM/WAREHOUSE MULTI-PD ANALYSIS	C-17
SAR480	CURRENT PERIOD ITEM/INVOICE ANALYSIS	C-18
SAR485	TEMPORARY ITEM REPORT	C-19
SAR490	ITEM LOTS REPORT	C-20
SAR495	SERIAL ITEM REPORT	C-21
SAR510	BRANCH MULTI-PD ANALYSIS	C-22

Sample Reports

Sales Analysis—7.40

DATE: 04/10/02  
 USER: SSI TGx

DEMO COMPANY  
 CUSTOMER MULTIPERIOD ANALYSIS

SAR210 PAGE: 1  
 TIME: 5:27 PM

CUSTOMER C100 TO C110  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CUSTOMER NAME	-----SEP 01-----				-----JAN 01-SEP 01-----			
	SALES	COST	G.M.	G.M. %	SALES	COST	G.M.	G.M. %
C100 SOUTHEASTERN INDUSTRIAL SUPPLY	11237	8387	2850	25.4%	68015	49925	19020	27.6%
C101 DELUXE EQUIPMENT WAREHOUSE	7541	5114	2427	32.2%	67486	43020	24466	36.3%
C102 ROARK ARCHITECTURAL, INC.	7179	5254	1925	26.8%	52475	37746	14729	28.1%
C104 BARNES MACHINERY & EQUIPMENT	4578	3530	1048	22.9%	45698	34586	11112	24.3%
C107 CENTRAL GEORGIA MATERIALS CO.	3929	2807	1122	28.6%	38173	26581	11592	30.4%
C109 SOUTHSIDE PLUMBING	5443	3317	2126	39.1%	43896	26976	16920	38.6%
	-----	-----	-----	-----	-----	-----	-----	-----
REPORT TOTAL	39905	28409	11497	28.8%	316671	218834	97838	30.9%

CUSTOMERS: 6

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 CUSTOMER MULTIPERIOD ANALYSIS

SAR210 PAGE: 1  
 TIME: 11:36 AM

CUSTOMER C100 TO C104  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CUSTOMER NAME	SEP 01	SEP 93	DIFF%	JAN 01 -SEP 01	JAN 93 -SEP 93	DIFF%
C100 SOUTHEASTERN INDUSTRIAL SUPPLY SALES	11237	6143	82.9%	68945	50059	37.7%
C100 SOUTHEASTERN INDUSTRIAL SUPPLY COST	8387	4406	90.4%	49925	35754	39.6%
C101 DELUXE EQUIPMENT WAREHOUSE SALES	7541	6802	10.9%	67486	42384	59.2%
C101 DELUXE EQUIPMENT WAREHOUSE COST	5114	4298	19.0%	43020	27134	58.6%
C102 ROARK ARCHITECTURAL, INC. SALES	7179	3177	126.0%	52475	38680	35.7%
C102 ROARK ARCHITECTURAL, INC. COST	5254	2273	131.1%	37746	27551	37.0%
C104 BARNES MACHINERY & EQUIPMENT SALES	4578	3861	18.6%	45698	40519	12.8%
C104 BARNES MACHINERY & EQUIPMENT COST	3530	2958	19.3%	34586	31049	11.4%
REPORT SALES	30534	19983	52.8%	234603	171642	36.7%
REPORT COST	22284	13935	59.9%	165276	121488	36.0%

CUSTOMERS: 4

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 CUSTOMER MULTIPERIOD ANALYSIS

SAR210 PAGE: 1  
 TIME: 12:43 PM

CUSTOMER C100 TO C104  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CUSTOMER NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
=====											
C100 SOUTHEASTERN INDUSTRIAL SUPPLY											
	SALES	6496	6593	6554	4933	11515	11570	4694	5353	11237	68945
	COST	4623	4714	4668	3514	8200	8242	3323	4254	8387	49925
	G.M.	1873	1879	1886	1419	3315	3328	1371	1099	2850	19020
	G.M.%	28.8%	28.5%	28.8%	28.8%	28.8%	28.8%	29.2%	20.5%	25.4%	27.6%
C101 DELUXE EQUIPMENT WAREHOUSE											
	SALES	5760	3728	5766	4332	12118	12165	4283	11793	7541	67486
	COST	3669	2390	3673	2807	7755	7787	2740	7085	5114	43020
	G.M.	2091	1338	2093	1525	4363	4378	1543	4708	2427	24466
	G.M.%	36.3%	35.9%	36.3%	35.2%	36.0%	36.0%	36.0%	39.9%	32.2%	36.3%
C102 ROARK ARCHITECTURAL, INC.											
	SALES	5769	4322	5752	5107	6933	6968	5232	5213	7179	52475
	COST	4077	3069	4067	3652	5084	5111	3713	3719	5254	37746
	G.M.	1692	1253	1685	1455	1849	1857	1519	1494	1925	14729
	G.M.%	29.3%	29.0%	29.3%	28.5%	26.7%	26.7%	29.0%	28.7%	26.8%	28.1%
C104 BARNES MACHINERY & EQUIPMENT											
	SALES	3899	5420	3901	4846	5028	7968	5133	4925	4578	45698
	COST	2995	4162	2999	3621	3899	6209	3933	3238	3530	34586
	G.M.	904	1258	902	1225	1129	1759	1200	1687	1048	11112
	G.M.%	23.2%	23.2%	23.1%	25.3%	22.5%	22.1%	23.4%	34.3%	22.9%	24.3%
	REPORT SALES	21924	20063	21973	19218	35594	38671	19342	27284	30534	234603
	REPORT COST	15364	14335	15407	13594	24938	27349	13709	18296	22284	165276
	REPORT G.M.	6560	5728	6566	5624	10656	11322	5633	8988	8250	69327
	REPORT G.M.%	29.9%	28.6%	29.9%	29.3%	29.9%	29.3%	29.1%	32.9%	27.0%	29.6%

CUSTOMERS: 4

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 CUSTOMER/ITEM CLASS MULTIPD ANALYSIS

SAR220 PAGE: 1  
 TIME: 8:26 AM

CUSTOMER C100 TO C104  
 ITEM CLASS FIRST TO LAST  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CLASS DESCRIPTION	SEP 01	SEP 93	DIFF%	JAN 01 -SEP 01	JAN 01 -SEP 01	DIFF%
Customer C100 SOUTHEASTERN INDUSTRIAL SUPPLY						
DCK DOCK EQUIPMENT SALES	2185	612	257.1%	13872	9737	42.5%
GEN GENERAL SUPPLIES	286	28	922.9%	3368	4976	-32.3%
WHS WAREHOUSE EQUIPMENT	8765	5503	59.3%	51705	35346	46.3%
CUSTOMER SALES	11237	6143	82.9%	68946	50059	37.7%
Customer C101 DELUXE EQUIPMENT WAREHOUSE						
DCK DOCK EQUIPMENT	2230	326	584.2%	14163	8720	62.4%
GEN GENERAL SUPPLIES	512	1333	-61.6%	11282	9468	19.2%
WHS WAREHOUSE EQUIPMENT	4618	5143	-10.2%	33973	24196	40.4%
CUSTOMER SALES	7360	6802	8.2%	59418	42384	40.2%
Customer C102 ROARK ARCHITECTURAL, INC.						
DCK DOCK EQUIPMENT	1719	676	154.2%	10962	7736	41.7%
GEN GENERAL SUPPLIES	1758	0	999.9%	6997	3301	112.0%
WHS WAREHOUSE EQUIPMENT	3702	2501	48.0%	34517	27643	24.9%
CUSTOMER SALES	7179	3177	126.0%	52476	38680	35.7%
Customer C104 BARNES MACHINERY & EQUIPMENT						
DCK DOCK EQUIPMENT	517	275	88.0%	9560	8343	14.6%
GEN GENERAL SUPPLIES	773	1355	-43.0%	12949	13182	-1.8%
WHS WAREHOUSE EQUIPMENT	3288	2231	47.4%	23191	18994	22.1%
CUSTOMER SALES	4578	3861	18.6%	45700	40519	12.8%

CUSTOMERS: 4

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 CUSTOMER/ITEM MULTIPD ANALYSIS

SAR230 PAGE: 1  
 TIME: 12:57 PM

CUSTOMER C100 TO C104  
 ITEM I100 TO I100  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

-----SEP 01-----						-----JAN 01-SEP 01-----				
ITEM	SALES	COST	G.M.	G.M.%	UNITS	SALES	COST	G.M.	G.M.%	UNITS
Customer	C100 SOUTHEASTERN INDUSTRIAL SUPPLY									
I100	1484	1114	370	25.0%	10	10643	7724	2919	27.4%	71
CUSTOMER TOTAL	1484	1114	370	25.0%	10	10643	7724	2919	27.4%	71
Customer	C101 DELUXE EQUIPMENT WAREHOUSE									
I100	1659	1114	545	32.9%	10	8778	5679	3099	35.3%	52
CUSTOMER TOTAL	1659	1114	545	32.9%	10	8778	5679	3099	35.3%	52
Customer	C102 ROARK ARCHITECTURAL, INC.									
I100	938	668	269	28.7%	6	5971	4254	1716	28.7%	39
CUSTOMER TOTAL	938	668	269	28.7%	6	5971	4254	1716	28.7%	39
Customer	C104 BARNES MACHINERY & EQUIPMENT									
I100	0	0	0	.0%	0	2565	1946	619	24.1%	18
CUSTOMER TOTAL	0	0	0	.0%	0	2565	1946	619	24.1%	18
REPORT TOTAL	4081	2896	1185	29.0%	26	27957	19603	8354	29.9%	180

CUSTOMERS: 4

END OF REPORT



Sales Analysis—7.40

Sample Reports

DATE: 04/10/02  
 USER: SSI TGx

DEMO COMPANY  
 CUSTOMER/ITEM MTD, YTD ANALYSIS

SAR240 PAGE: 1  
 TIME: 5:44 PM

CUSTOMER C100 TO C100  
 ITEM I110 TO I117  
 PERIOD 09/01 SEP  
 BRANCH 01

ITEM DESCRIPTION	LAST UM PURCHASE	# INV	UNITS	SALES	COST	G.M.	G.M.%
Customer	C100 SOUTHEASTERN INDUSTRIAL SUPPLY						
I113 ROLLING STOCK PICKING LADDER	EA 09/21/01	1	4	1794	1322	472	26.3% MTD
		7	20	9064	6480	2584	28.5% YTD
I115 PLASTIC DOLLY	EA 09/27/01	1	20	701	511	190	27.1% MTD
		3	62	2216	1562	654	29.5% YTD
I117 CORRUGATED BIN BOX	EA 09/14/01	1	600	370	288	82	22.2% MTD
		8	2932	1838	1375	463	25.2% YTD
	CUSTOMER TOTAL		624	2865	2121	744	26.0% MTD
			3014	13118	9417	3701	28.2% YTD
	REPORT TOTAL		624	2865	2121	744	26.0% MTD
			3014	13118	9417	3701	28.2% YTD

CUSTOMERS: 1

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 SLSP/TERR MULTIPERIOD ANALYSIS

SAR310 PAGE: 1  
 TIME: 9:43 AM

SLSP/TERR FIRST TO LAST  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

S/T NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
10 RONALD PATTON	SALES	14368	18729	13505	17587	21064	22675	16253	19273	21209	164663
20 GREGORY BILLINGS		21155	24050	19343	25107	24811	29646	28707	26262	21437	220518
30 SALLY FURNESS		49451	46000	46219	50488	55988	56807	48221	68520	48484	470178
	REPORT SALES	84974	88779	79067	93182	101863	109128	93181	114055	91131	855360

SALESPERSON/TERRITORIES: 3

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 SLSP/TERR/ITEM CLASS ANALYSIS

SAR320 PAGE: 1  
 TIME: 9:43 AM

S/T 10 TO 20  
 ITEM CLASS FIRST TO LAST  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CLASS DESCRIPTION		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
=====											
S/T 10 RONALD PATTON											
DCK DOCK EQUIPMENT	SALES	4405	3922	4451	1753	5719	5748	3742	2607	4646	36993
GEN GENERAL SUPPLIES		1750	5320	1748	4765	2645	2659	5206	4679	3357	32129
WHS WAREHOUSE EQUIPMENT		8213	9487	7306	11069	12700	14268	7305	11438	5214	87000
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	SLSP/TER SALES	14368	18729	13505	17587	21064	22675	16253	18724	13217	156122
S/T 20 GREGORY BILLINGS											
DCK DOCK EQUIPMENT		4861	6032	5198	5101	3574	3774	7663	5784	2420	44407
GEN GENERAL SUPPLIES		5923	7243	5037	9453	6857	8208	5225	9312	3663	60921
WHS WAREHOUSE EQUIPMENT		10371	10775	9108	10553	14380	17664	15819	11048	15355	115073
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	SLSP/TER SALES	21155	24050	19343	25107	24811	29646	28707	26144	21437	220400
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	REPORT SALES	35523	42779	32848	42694	45875	52321	44960	44868	34655	376523

SALESPERSON/TERRITORIES: 2

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 04/10/02  
 USER: SSI TGx

DEMO COMPANY  
 COMMISSION REPORT

SAR330 PAGE: 1  
 TIME: 5:49 PM

SLSP FROM 10 TO 10  
 DATE FIRST TO LAST  
 BRANCH 01

CUSTOMER NAME	INVOICE	DATE	BR	SALES	COMM%	COMMISSION	STATUS	COST	G.M.	G.M. %
=====										
S/T 10 RONALD PATTON										
C113 WESTERN CALIF. EQUIP. DIST.	001721	09/21/01	01	1499.85	5.00%	74.99	PAY	991.95	507.90	33.9%
	001751	09/21/01	01	-182.70	5.00%	-9.14	PAY	-126.84	-55.86	30.6%
	001762	09/27/01	01	1059.85	.00%	.00	PAY	713.68	346.17	32.7%
				-----	-----	-----		-----	-----	-----
	CUSTOMER PAY TOTAL			2377.00	2.77%	65.85		1578.79	798.21	33.6%
C123 GEORGIA PRINT MACHINES, INC.	001747	09/21/01	01	67.00	3.75%	2.51	PAY	44.40	22.60	33.7%
	CUSTOMER PAY TOTAL			67.00	3.75%	2.51		44.40	22.60	33.7%
C129 WINCHESTER BUSINESS MACHINES	001729	09/21/01	01	652.30	5.00%	32.62	PAY	406.42	245.88	37.7%
	001769	09/27/01	01	140.00	.00%	.00	PAY	98.80	41.20	29.4%
				-----	-----	-----		-----	-----	-----
	CUSTOMER PAY TOTAL			792.30	4.12%	32.62		505.22	287.08	36.2%
ZZZZZCASH CASH	001716	09/21/01	01	52.70	3.85%	2.03	PAY	33.72	18.98	36.0%
	CUSTOMER PAY TOTAL			52.70	3.85%	2.03		33.72	18.98	36.0%
	SLSP/TERR PAY TOTAL			3289.00	3.13%	103.01		2162.13	1126.87	34.3%
	SLSP/TERR HOLD TOTAL			.00	.00%	.00		.00	.00	.0%
				-----	-----	-----		-----	-----	-----
	REPORT PAY TOTAL			3289.00	3.13%	103.01		2162.13	1126.87	34.3%
	REPORT HOLD TOTAL			.00	.00%	.00		.00	.00	.0%

SALESPERSONS: 1

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 ITEM MULTIPERIOD ANALYSIS

SAR410 PAGE: 1  
 TIME: 10:05 AM

ITEM I100 TO I110  
 PERIOD 01/01 JAN TO 09/01 SEP

ITEM DESCRIPTION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
I100 PALLET LOADING HAND TRUCK										
SALES	9008	9246	9624	10377	10075	10089	10575	11478	9761	90233
COST	6171	6203	6552	7020	6732	6770	7134	7797	6683	61062
I101 PALLET TRUCK										
SALES	11672	17470	14513	17059	18511	19323	17878	16305	17028	149759
COST	7701	11332	9454	11176	12077	12704	11633	10950	11238	98265
I102 ADJUSTABLE HEIGHT STEEL STOOL										
SALES	3356	4096	3585	4364	5272	6160	3895	4586	5837	41151
COST	2259	2801	2405	2913	3544	4146	2706	3129	3974	27877
I103 ROTARY DRUM PUMP										
SALES	2941	4271	2491	5227	4985	6245	3888	5375	4519	39942
COST	2043	2892	1783	3580	3411	4191	2683	3694	3111	27388
I104 RUBBER TIRE MAT										
SALES	1702	3257	2134	2150	2643	2595	2493	2299	2531	21804
COST	1149	2189	1430	1428	1779	1750	1668	1544	1730	14667
I105 NESTING CONVEYOR BOX										
SALES	3417	1799	2936	2354	3067	2671	2259	2831	2734	24068
COST	2220	1196	1938	1577	2010	1763	1513	1908	1810	15935
I106 TELESCOPIC LIFT BOOM										
SALES	4549	3649	4597	4569	3759	6456	3744	4711	3769	39803
COST	3157	2540	3190	3205	2578	4536	2604	3304	2643	27757
I107 PORTABLE FLOOR CRANE										
SALES	4445	5704	5975	8183	6507	5486	10139	8404	6492	61335
COST	3245	4074	4368	5767	4692	3884	7250	5944	4812	44036
I108 STEEL TOP WORK BENCH										
SALES	2488	3500	2341	2816	4103	3622	2968	3024	4661	29523
COST	1663	2463	1592	1957	2859	2513	2077	2108	3299	20531
I109 FOREMEN SHOP CABINET DESK										
SALES	2992	3330	3663	3015	3480	3985	3226	3014	4723	31428
COST	2123	2268	2548	2158	2440	2725	2192	2225	3476	22155
I110 STEEL STORAGE CABINET										
SALES	2570	3717	2598	3649	4423	3608	4604	3763	4537	33469
COST	1680	2454	1697	2326	2806	2350	2991	2397	2877	21578
REPORT SALES	49140	60039	54457	63763	66825	70240	65669	65790	66590	562513
REPORT COST	33411	40412	36957	43107	44928	47332	44451	45000	45654	381252

ITEMS: 11

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 04/10/02  
 USER: SSI TGx

DEMO COMPANY  
 ITEM CLASS MULTIPERIOD ANALYSIS

SAR420 PAGE: 1  
 TIME: 5:52 PM

ITEM CLASS FIRST TO LAST  
 PERIOD 01/01 JAN TO 09/01 SEP

CLASS DESCRIPTION		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
DCK DOCK EQUIPMENT											
	SALES	24471	29277	25808	25382	29196	28709	27755	27405	29568	247571
GEN GENERAL SUPPLIES		22877	24551	20029	26826	26403	26906	22871	26722	19183	216368
WHS WAREHOUSE EQUIPMENT		77781	78347	75624	81539	90834	96579	85173	82936	84378	753191
	REPORT SALES	125129	132175	121461	133747	146433	152194	135799	137063	133129	1217130

ITEM CLASSES: 3

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 ITEM/CUSTOMER MULTIPD ANALYSIS

SAR430 PAGE: 1  
 TIME: 1:37 PM

ITEM I100 TO I100  
 CUSTOMER C100 TO C103  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CUSTOMER NAME	-----SEP 01-----			-----JAN 01-----			-----SEP 01-----			
	SALES	COST	G.M.	G.M. %	UNITS	SALES	COST	G.M.	G.M. %	UNITS
Item I100 PALLET LOADING HAND TRUCK										
C100 SOUTHEASTERN INDUSTRIAL	1484	1114	370	25.0%	10	10643	7724	2919	27.4%	71
C101 DELUXE EQUIPMENT WAREHOU	1659	1114	545	32.9%	10	8778	5679	3099	35.3%	52
C102 ROARK ARCHITECTURAL, INC	938	668	269	28.7%	6	5971	4254	1716	28.7%	39
ITEM TOTAL	4081	2896	1185	29.0%	26	25392	17657	7735	30.5%	162
REPORT TOTAL	4081	2896	1185	29.0%	26	25392	17657	7735	30.5%	162

ITEMS: 1

END OF REPORT

Sample Reports

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 ITEM/CUSTOMER MTD, YTD ANALYSIS

SAR440 PAGE: 1  
 TIME: 1:38 PM

ITEM I100 TO I101  
 CUSTOMER C100 TO C102  
 PERIOD 09/01 SEP  
 BRANCH 01

CUSTOMER NAME	LAST PURCHASE	# INV	UNITS	SALES	COST	G.M.	G.M. %
=====							
Item	I100 PALLET LOADING HAND TRUCK		UM: EA				
C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/07/01	1	10	1484	1113	371	25.0% MTD
		10	71	10643	7723	2920	27.4% YTD
C101 DELUXE EQUIPMENT WAREHOUSE	09/14/01	1	10	1659	1113	546	32.9% MTD
		9	52	8777	5678	3099	35.3% YTD
C102 ROARK ARCHITECTURAL, INC.	09/21/01	1	6	937	668	269	28.7% MTD
		9	39	5970	4254	1716	28.7% YTD
	ITEM TOTAL		26	4080	2894	1186	29.1% MTD
			162	25390	17655	7735	30.5% YTD
=====							
Item	I101 PALLET TRUCK		UM: EA				
C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/14/01	1	8	3164	2305	859	27.2% MTD
		10	45	18007	12691	5316	29.5% YTD
C101 DELUXE EQUIPMENT WAREHOUSE	07/07/01	0	0	0	0	0	.0% MTD
		7	15	6780	4197	2583	38.1% YTD
C102 ROARK ARCHITECTURAL, INC.	08/10/01	0	0	0	0	0	.0% MTD
		4	8	3238	2241	997	30.8% YTD
	ITEM TOTAL		8	3164	2305	859	27.2% MTD
			68	28025	19129	8896	31.7% YTD
	REPORT TOTAL		34	7244	5199	2045	28.2% MTD
			230	53415	36784	16631	31.1% YTD

ITEMS: 2

END OF REPORT



Sales Analysis—7.40

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 ITEM CLASS/CUSTOMER MULTIPD ANALYSIS

SAR450 PAGE: 1  
 TIME: 11:11 AM

ITEM CLASS WHS TO WHS  
 CUSTOMER C100 TO C116  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

CUSTOMER NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
=====											
Class WHS WAREHOUSE EQUIPMENT											
C100 SOUTHEASTERN INDUSTRIAL SUPPLY											
	SALES	4609	4293	4650	4356	8838	8880	3065	4249	8765	51705
	COST	3270	3083	3302	3099	6299	6331	2159	3386	6562	37491
C101 DELUXE EQUIPMENT WAREHOUSE											
	SALES	3878	2297	3908	1913	7038	7073	1854	1394	4618	33973
	COST	2476	1469	2495	1243	4479	4503	1180	988	3141	21974
C102 ROARK ARCHITECTURAL, INC.											
	SALES	3405	3349	3440	4102	4455	4477	3439	4148	3702	34517
	COST	2425	2367	2450	2929	3247	3263	2482	2974	2725	24862
C104 BARNES MACHINERY & EQUIPMENT											
	SALES	1520	1212	1535	2304	3214	4911	2838	2369	3288	23191
	COST	1176	936	1189	1750	2479	3788	2150	1793	2532	17793
C107 CENTRAL GEORGIA MATERIALS CO.											
	SALES	1521	1500	1533	2544	1927	2340	3186	2601	1916	19068
	COST	1060	1055	1069	1818	1376	1663	2270	1867	1382	13560
C109 SOUTHSIDE PLUMBING											
	SALES	2985	2020	2208	2195	3602	4315	2904	2160	3676	26065
	COST	1818	1210	1334	1342	2165	2612	1776	1371	2215	15843
C112 CENTRAL VALLEY WATER COMPANY											
	SALES	2753	2793	1646	2813	3653	3028	3218	2886	3688	26478
	COST	1655	1685	992	1677	2194	1848	1920	1728	2245	15944
C113 WESTERN CALIF. EQUIP. DIST.											
	SALES	1230	1042	1243	2571	3243	4405	2247	2650	2737	21368
	COST	804	688	813	1765	2180	2973	1522	1819	1844	14408
C116 PACKAGING SYSTEMS CORP.											
	SALES	1468	2087	1125	2205	1193	2393	2912	2050	1097	16530
	COST	873	1256	671	1341	708	1417	1759	1357	649	10031
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	23369	20593	21288	25003	37163	41822	25663	24507	33487	252895
	ITEM CLASS COST	15557	13749	14315	16964	25127	28398	17218	17283	23294	171905
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	REPORT SALES	23369	20593	21288	25003	37163	41822	25663	24507	33487	252895
	REPORT COST	15557	13749	14315	16964	25127	28398	17218	17283	23294	171905

ITEM CLASSES: 1

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 ITEM CLASS/SLSP MULTIPD ANALYSIS

SAR460 PAGE: 1  
 TIME: 10:11 AM

ITEM CLASS FIRST TO LAST  
 SLSP/TERR FIRST TO LAST  
 PERIOD 01/01 JAN TO 09/01 SEP  
 BRANCH 01

S/T NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
===== Class DCK DOCK EQUIPMENT =====											
10 RONALD PATTON	SALES	4405	3922	4451	1753	5719	5748	3742	2607	4646	36993
	COST	2843	2590	2873	1178	3845	3865	2512	1831	3162	24699
20 GREGORY BILLINGS	SALES	4861	6032	5198	5101	3574	3774	7663	5784	2420	44407
	COST	3383	4092	3585	3444	2466	2590	5116	3886	1697	30259
30 SALLY FURNESS	SALES	7325	8845	6994	9251	8736	7895	7244	9842	11160	77292
	COST	4757	5683	4536	5840	5598	5100	4690	6187	7440	49831
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	16591	18799	16643	16105	18029	17417	18649	18233	18225	158691
	ITEM CLASS COST	10983	12365	10994	10462	11909	11555	12318	11904	12300	104790
===== Class GEN GENERAL SUPPLIES =====											
10 RONALD PATTON	SALES	1750	5320	1748	4765	2645	2659	5206	4679	3357	32129
	COST	1225	3603	1231	3160	1720	1728	3491	2892	2272	21322
20 GREGORY BILLINGS	SALES	5923	7243	5037	9453	6857	8208	5225	9312	3663	60921
	COST	4102	5323	3510	6681	4804	5873	3700	6568	2531	43092
30 SALLY FURNESS	SALES	15204	11763	13244	12608	16901	16039	12440	12278	12069	122546
	COST	10336	7945	9143	8557	11457	10934	8529	8457	8342	83700
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	22877	24326	20029	26826	26403	26906	22871	26269	19089	215596
	ITEM CLASS COST	15663	16871	13884	18398	17981	18535	15720	17917	13145	148114
===== Class WHS WAREHOUSE EQUIPMENT =====											
10 RONALD PATTON	SALES	8213	9487	7306	11069	12700	14268	7305	11438	5214	87000
	COST	5621	6420	5036	7485	8870	9921	4952	8079	3653	60037
20 GREGORY BILLINGS	SALES	10371	10775	9108	10553	14380	17664	15819	11048	15355	115073
	COST	6998	7281	6155	7224	9805	12152	10784	7647	10501	78547
30 SALLY FURNESS	SALES	26922	25392	25981	28629	30351	32873	28537	27381	32697	258763
	COST	17922	16819	17293	18974	20191	21759	18727	18742	22825	173252
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	45506	45654	42395	50251	57431	64805	51661	49867	53266	460836
	ITEM CLASS COST	30541	30520	28484	33683	38866	43832	34463	34468	36978	311835
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	REPORT SALES	84974	88779	79067	93182	101863	109128	93181	94369	90580	835123
	REPORT COST	57187	59756	53362	62543	68756	73922	62501	64289	62423	564739

ITEM CLASSES: 3

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 ITEM/WAREHOUSE MULTIPD ANALYSIS

SAR470 PAGE: 1  
 TIME: 1:45 PM

ITEM I100 TO I101  
 WAREHOUSE 01  
 PERIOD 01/01 JAN TO 09/01 SEP

WH DESCRIPTION	-----SEP 01-----					-----JAN 01-SEP 01-----				
	SALES	COST	G.M.	G.M. %	UNITS	SALES	COST	G.M.	G.M. %	UNITS
Item I100 PALLET LOADING HAND TRUCK										
01 ATLANTA WAREHOUSE	7132	4901	2231	31.3%	44	67887	45707	22180	32.7%	420
ITEM TOTAL	7132	4901	2231	31.3%	44	67887	45707	22180	32.7%	420
Item I101 PALLET TRUCK										
01 ATLANTA WAREHOUSE	11761	7780	3981	33.9%	27	107382	70110	37272	34.7%	249
ITEM TOTAL	11761	7780	3981	33.9%	27	107382	70110	37272	34.7%	249
REPORT TOTAL	18893	12681	6212	32.9%	71	175269	115817	59452	33.9%	669

ITEMS: 2

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 ITEM/INVOICE ANALYSIS

SAR480 PAGE: 1  
 TIME: 1:46 PM

ITEM I100 TO I102  
 WAREHOUSE 01

INVOICE	CUSTOMER NAME	DATE	WH	UNITS	UM	SALES	COST	G.M.	G.M. %
=====									
Item	I100 PALLET LOADING HAND TRUCK								
001646	C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/07/01	01	10	EA	1484.37	1113.90	370.47	25.0%
001693	C117 LINDA'S FLOWER SHOP	09/14/01	01	3		551.40	334.17	217.23	39.4%
001701	C109 SOUTHSIDE PLUMBING	09/14/01	01	2		367.60	222.78	144.82	39.4%
001702	C101 DELUXE EQUIPMENT WAREHOUSE	09/14/01	01	10		1659.17	1113.90	545.27	32.9%
001732	C107 CENTRAL GEORGIA MATERIALS CO.	09/21/01	01	4		625.00	445.56	179.44	28.7%
001741	C119 BRADLEY MANUFACTURING CO.	09/21/01	01	4		588.20	445.56	142.64	24.3%
001744	C102 ROARK ARCHITECTURAL, INC.	09/21/01	01	6		937.50	668.34	269.16	28.7%
001773	C112 CENTRAL VALLEY WATER COMPANY	09/27/01	01	3		551.40	334.17	217.23	39.4%
001776	C116 PACKAGING SYSTEMS CORP.	09/27/01	01	2		367.60	222.78	144.82	39.4%
				-----		-----	-----	-----	-----
			ITEM TOTAL	44		7132.24	4901.16	2231.08	31.3%
Item	I101 PALLET TRUCK								
001663	C118 PEACHTREE PRINTING SUPPLY	09/07/01	01	3	EA	1322.55	864.45	458.10	34.6%
001691	C104 BARNES MACHINERY & EQUIPMENT	09/14/01	01	4		1567.60	1152.60	415.00	26.5%
001696	C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/14/01	01	8		3164.26	2305.20	859.06	27.2%
001730	C109 SOUTHSIDE PLUMBING	09/21/01	01	2		979.70	576.30	403.40	41.2%
001737	C112 CENTRAL VALLEY WATER COMPANY	09/21/01	01	3		1469.55	864.45	605.10	41.2%
001740	C116 PACKAGING SYSTEMS CORP.	09/21/01	01	2		979.70	576.30	403.40	41.2%
001749	C117 LINDA'S FLOWER SHOP	09/21/01	01	2		979.70	576.30	403.40	41.2%
001771	C107 CENTRAL GEORGIA MATERIALS CO.	09/27/01	01	1		416.35	288.15	128.20	30.8%
001780	C118 PEACHTREE PRINTING SUPPLY	09/27/01	01	2		881.70	576.30	305.40	34.6%
				-----		-----	-----	-----	-----
			ITEM TOTAL	27		11761.11	7780.05	3981.06	33.9%
Item	I102 ADJUSTABLE HEIGHT STEEL STOOL								
001649	C113 WESTERN CALIF. EQUIP. DIST.	09/07/01	01	10	EA	609.00	422.80	186.20	30.6%
001658	C127 JOHNSON MEDICAL SUPPLY DIST.	09/07/01	01	8		487.20	338.24	148.96	30.6%
001659	C102 ROARK ARCHITECTURAL, INC.	09/07/01	01	20		1150.00	845.60	304.40	26.5%
001731	C101 DELUXE EQUIPMENT WAREHOUSE	09/21/01	01	4		244.34	169.12	75.22	30.8%
001751	C113 WESTERN CALIF. EQUIP. DIST.	09/21/01	01	-3		-182.70	-126.84	-55.86	30.6%
001759	C101 DELUXE EQUIPMENT WAREHOUSE	09/27/01	01	20		1221.70	845.60	376.10	30.8%
001773	C112 CENTRAL VALLEY WATER COMPANY	09/27/01	01	12		811.80	507.36	304.44	37.5%
				-----		-----	-----	-----	-----
			ITEM TOTAL	71		4341.34	3001.88	1339.46	30.9%
			REPORT TOTAL	142		23234.69	15683.09	7551.60	32.5%

ITEMS: 3

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 09/08/02  
 USER: GUI TC

DEMO COMPANY  
 TEMPORARY ITEM REPORT

SAR485 PAGE: 1  
 TIME: 3:53 PM

ITEM FIRST TO LAST  
 VENDOR ALL  
 WAREHOUSE 01  
 DATE FIRST TO LAST

ITEM DESCRIPTION	# SALES	UNITS UM	SALES	COST	G.M.	G.M.%	CLS	VENDOR	LAST SALE
=====									
Warehouse 01 Atlanta Warehouse									
I832 Temporary - Conveyor Roller		5 EA	111.75	73.55	38.20	34.2%	GEN	V100	09/28/02
LOCK Temporary - Cement Block		24 EA	66.96	46.32	20.64	30.8%	WHS	V101	09/21/02
		-----	-----	-----	-----	-----			
WAREHOUSE TOTAL		29	178.71	119.87	58.84	32.9%			
		-----	-----	-----	-----	-----			
REPORT TOTAL		29	178.71	119.87	58.84	32.9%			

ITEMS: 3

END OF REPORT

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 ITEM LOTS REPORT

SAR490 PAGE: 1  
 TIME: 11:04 AM

ITEM I148 TO I148  
 WAREHOUSE 01  
 DATES FIRST TO LAST

INVOICE	SALE DATE	CUSTOMER NAME	UNITS	SL UM	PRICE UM	PR EXTENSION
=====						
Warehouse 01	ATLANTA	WAREHOUSE				
Item		I148 MIRACLE CLEANER				
Lot#: ICI-884		Receipt Date: 07/27/01	Cost:	32.00 EA	PO#: 000949	Vendor: V119
001741	09/28/01	C119 BRADLEY MANUFACTURING CO.	20	EA	40.40 EA	808.00
		LOT TOTAL	20			808.00*
		ITEM TOTAL	20			808.00
		WAREHOUSE TOTAL	20			808.00
		REPORT TOTAL	20			808.00

\*=LOT IS STILL ON FILE IN INVENTORY

ITEMS: 1

END OF REPORT

Sales Analysis—7.40

Sample Reports

DATE: 09/28/01  
 USER: SSI ToW

DEMO COMPANY  
 SERIAL ITEM REPORT

SAR495 PAGE: 1  
 TIME: 10:17 AM

ITEM FIRST TO LAST  
 WAREHOUSE 01  
 DATES FIRST TO LAST

SERIAL#	RECEIPT DATE	CT COST	UM	PO#	VENDOR	SALE DATE	PRICE	UM	PR INVOICE	CUSTOMER NAME
=====										
Warehouse 01 ATLANTA WAREHOUSE										
Item I106 TELESCOPIC LIFT BOOM										
WI-1952	* 07/31/01	651.00	EA	000959	V120	09/29/01	856.50	EA	001650	C122 EQUIPMENT HANDLING SYSTEMS IN
WI-1994	* 07/31/01	651.00	EA	000959	V120	09/29/01	856.50	EA	001650	C122 EQUIPMENT HANDLING SYSTEMS IN
WI-2295	* 08/15/01	651.00	EA	000959	V120	09/28/01	1070.60	EA	001699	C120 PORSCHE PIECES, INC.
WI-3042	* 08/15/01	651.00	EA	000959	V120	09/28/01	1070.60	EA	001699	C120 PORSCHE PIECES, INC.
		-----				-----				
ITEM TOTAL		2604.00				3854.20				
Item I107 PORTABLE FLOOR CRANE										
WI-3809	* 07/31/01	279.00	EA	000959	V120	09/29/01	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4109	* 07/31/01	279.00	EA	000959	V120	09/29/01	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4211	* 07/31/01	279.00	EA	000959	V120	09/29/01	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4244	* 08/07/01	279.00	EA	000959	V120	09/29/01	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4588	* 08/07/01	279.00	EA	000959	V120	09/29/01	435.60	EA	001670	C101 DELUXE EQUIPMENT WAREHOUSE
WI-4655	* 08/07/01	279.00	EA	000959	V120	09/29/01	435.60	EA	001670	C101 DELUXE EQUIPMENT WAREHOUSE
WI-4948	* 08/21/01	279.00	EA	000959	V120	09/28/01	366.85	EA	001763	C122 EQUIPMENT HANDLING SYSTEMS IN
WI-5020	* 08/21/01	279.00	EA	000959	V120	09/28/01	366.85	EA	001763	C122 EQUIPMENT HANDLING SYSTEMS IN
		-----				-----				
ITEM TOTAL		2232.00				3163.90				
WAREHOUSE TOTAL		4836.00				7018.10				
REPORT TOTAL		4836.00				7018.10				

\*=SERIAL NUMBER IS STILL ON FILE IN INVENTORY

ITEMS: 2

END OF REPORT

Sample Reports

Sales Analysis—7.40

DATE: 03/14/02  
 USER: SSI TGQ

DEMO COMPANY  
 BRANCH MULTIPERIOD ANALYSIS

SAR510 PAGE: 1  
 TIME: 1:49 PM

BRANCH 01 TO 02  
 PERIOD 01/01 JAN TO 09/01 SEP

BR NAME	-----SEP 01-----				-----JAN 01-SEP 01-----			
	SALES	COST	G.M.	G.M.%	SALES	COST	G.M.	G.M.%
01 ATLANTA BRANCH	91206	62142	29063	31.9%	856083	570379	285703	33.4%
02 DALLAS BRANCH	42477	29058	13418	31.6%	381186	261264	119921	31.5%
REPORT TOTAL	133682	91200	42482	31.8%	1237268	831643	405625	32.8%

BRANCHES: 2

END OF REPORT