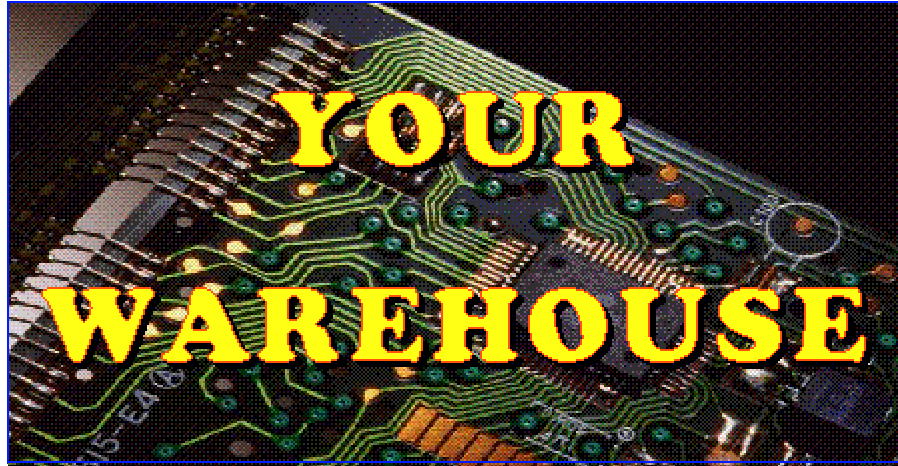




# **YOUR WAREHOUSE**

## **Version 6.0**

A COMPLETE SOFTWARE SOLUTION FOR  
ELECTRONICS DISTRIBUTION



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**ISLAND BUSINESS GROUP, INC.,** 4250 Veterans Memorial Hwy, Holbrook, NY 11741

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|                                             |    |
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## **OVERVIEW**

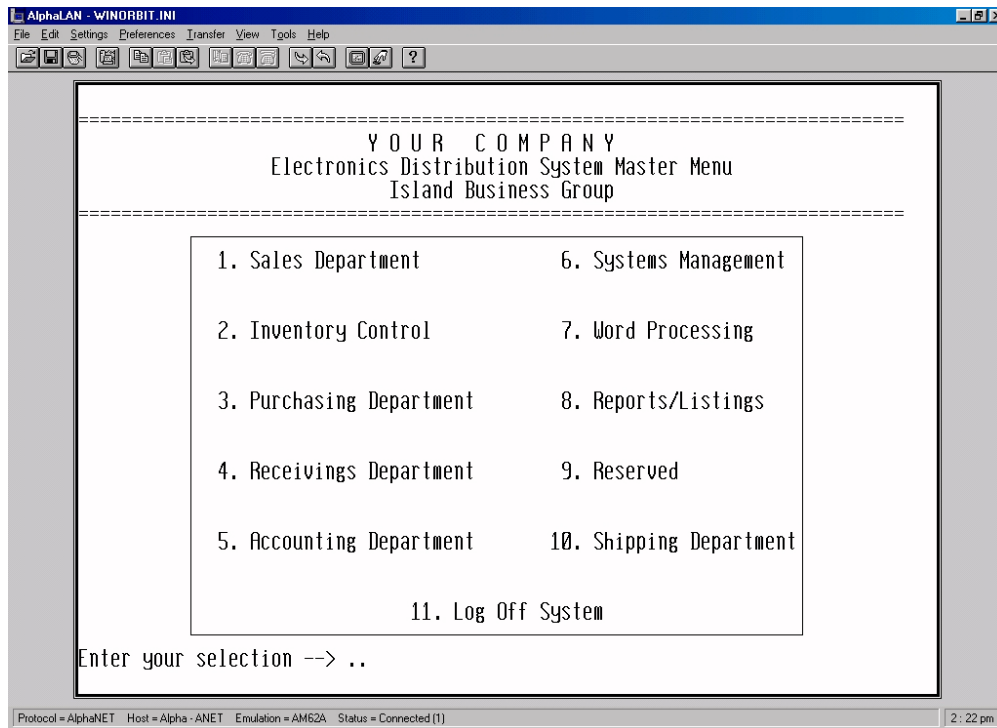
The attached document presents an overview of **YOUR WAREHOUSE™**, the complete Distribution System for any distributor.

**YOUR WAREHOUSE™** was designed to address the needs of small, medium and large distribution operations. All of the needs of a busy distribution operation are addressed. Quotations, Order Entry, Inventory Control, Purchasing, Sales and Purchase History, Sales Analysis, Marketing and Sales Tools, Accounts Receivable, E-commerce and EDI integration are just some of the features of this powerful system.

Our professional staff of programmers, analysts, consultants and technicians is available to insure proper installation, configuration and training of your staff.

Utilizing state-of-the-art technology **YOUR WAREHOUSE™** will work in your business today and as your business grows. Inherently upscaleable, **YOUR WAREHOUSE™** will work well for one user or hundreds of users.

The following pages demonstrate a sampling of just a few of the dozens of screens and reports that are available from the system.



## MASTER MENU

The System main menu, showing all of the available functions.

### Sales Department

- Provide your sales people with the tools they need to increase sales. Sales History, Stock Checks, Quotes and Customer information are just a few of the options available.

### Inventory Control

- Real-Time inventory control, sales and cost information, stock status reports and allocation information is available in this option.

### Purchasing Department

- Complete purchasing facilities, including reorder level reports, PO's and monitoring reports.

### Receivings Department

- Receive open P.O.'s or manually receive items.

### Accounting Department

- A/R, A/P, G/L and optional Payroll Module are available functions in this option.

### Systems Management

- Various utilities to manage system operation.

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**Word Processing**

- **Basic text editing and form creation.**

**Reports/Listings**

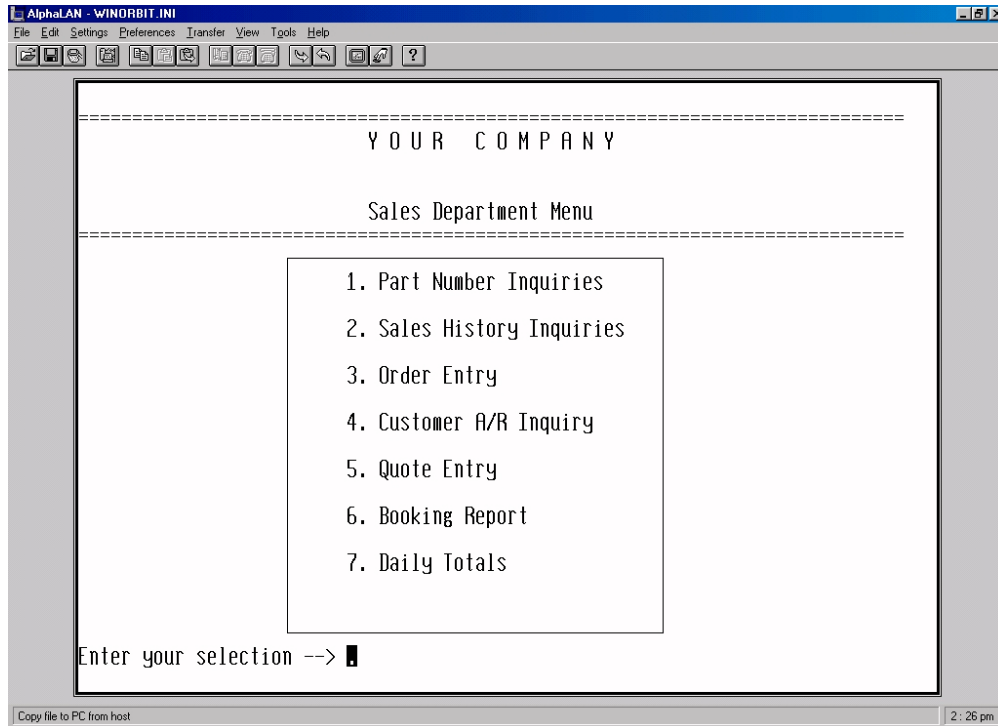
- **Numerous analysis and journal reports.**

**Reserved**

- **Management functions such as Commission Reports, Password Assignments, etc.**

**Shipping Department**

- **Final step to getting your products out the door.**



## **SALES DEPARTMENT**

**The Sales Department menu showing the options available to Sales and Marketing personnel.**





AlphaLAN - WINORBIT.INI

File Edit Settings Preferences Transfer View Tools Help

TRANSACTIONS FOR # 123SAMPLEITEM

| Trans# | --Date-- | ---Cust/Vend Name--- | -Qty--   | --Price-- | -----Misc Info.-----   |
|--------|----------|----------------------|----------|-----------|------------------------|
| Mfg    |          |                      |          | /Cost     |                        |
| 000087 | 11/02/00 | 12                   | 12       | 1111.000  | Ord In Hse by 11/02/00 |
| EPS    |          |                      |          |           | Cus PO#:               |
| 000089 | 11/02/00 | 12                   | 90100    | 11.000    | Ord In Hse by 11/02/00 |
| EPS    |          |                      |          |           | Cus PO#:               |
| 000090 | 11/02/00 | 12                   | 500      | 11.000    | Ord In Hse by 11/02/00 |
| EPS    |          |                      |          |           | Cus PO#:               |
| 000002 | 12/14/99 | JOE CUSTOMER         | 10       | 10.000    | Cus PO#:               |
| EPS    |          | UPS                  | 12/14/99 |           | Invoice#: 000005 02    |
| 000003 | 12/14/99 | MR. SMITH            | 10       | 15000.000 | Cus PO#:               |
| EPS    |          | UPS                  | 12/14/99 |           | Invoice#: 000006 00    |
| 000004 | 12/14/99 | SPOCK                | 10000    | 10.000    | Cus PO#:               |
| EPS    |          | UPS                  | 12/14/99 |           | Invoice#: 000007 76    |
| 000005 | 12/14/99 | LUCENT TECHNOLOGIES  | 1000     | 15000.808 | Cus PO#:               |
| EPS    |          | UPS                  | 12/14/99 |           | Invoice#: 000008 67    |

NO MORE TRX'S

CR TO CONTINUE

Protocol = AlphaNET Host = Alpha - ANET Emulation = AM62A Status = Connected (1)

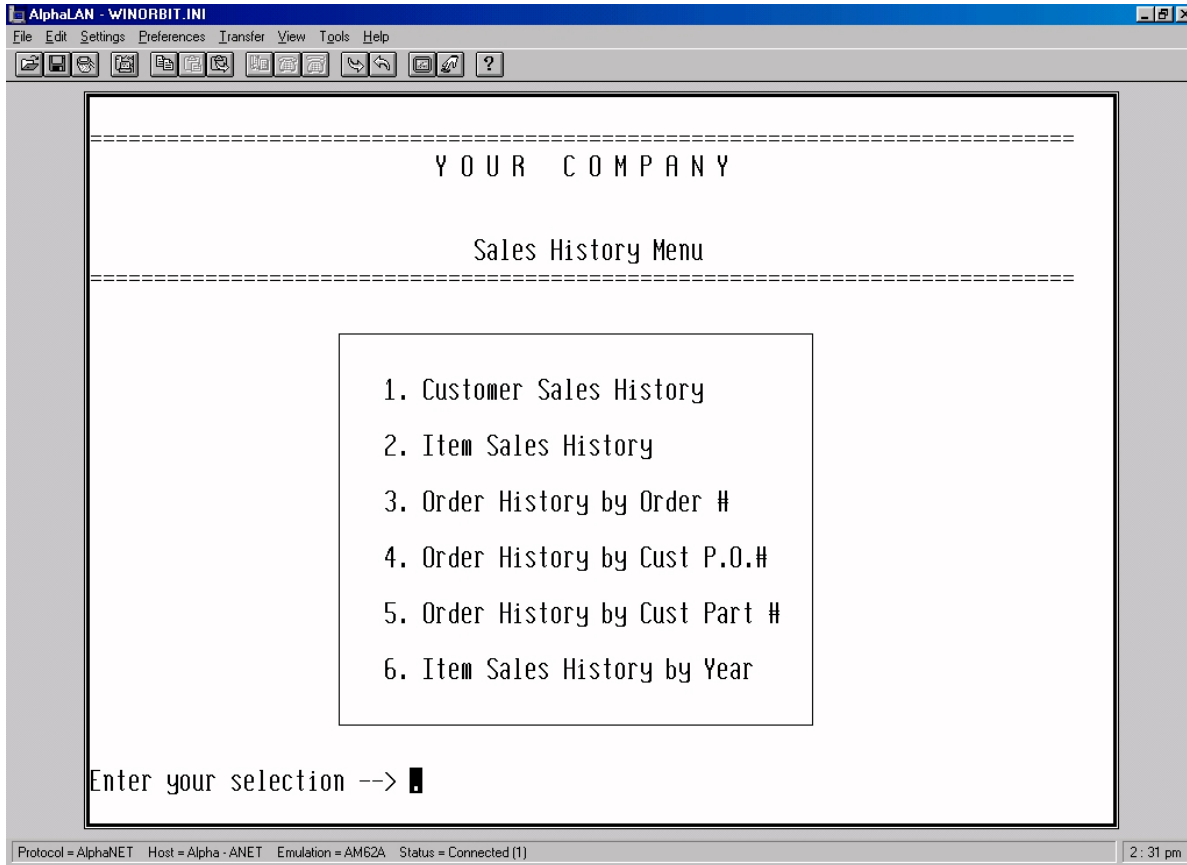
2 : 26 pm

## INVENTORY PRODUCT INQUIRY

The item inquiry screen showing activity for an inventory item.

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## HISTORY INQUIRIES

The Sales History Menu, showing the available options.



AlphaLAN - WINORBIT.INI

File Edit Settings Preferences Transfer View Tools Help

ITEM HISTORY FOR TEST2

| CUSTOMER / P.O.#  | MFG          | CO. DATE   | QUANTITY | PRICE/CST   |
|-------------------|--------------|------------|----------|-------------|
| JOE CUSTOMER      | FOX          | 1 01/31/00 | 10       | \$ 100.0000 |
| 12                | Cust. Part#: |            |          |             |
|                   | FOX          | 1 07/19/00 | 1        | \$ 122.0000 |
|                   | Cust. Part#: |            |          |             |
| PARKER INDUSTRIES | FOX          | 1 07/19/00 | 10       | \$ 100.0000 |
| 101010            | Cust. Part#: | 111231415  |          |             |
| 12                | FOX          | 1 07/27/00 | 10       | \$ 50.0000  |
|                   | Cust. Part#: |            |          |             |

NO MORE TRANSACTIONS

CR TO CONTINUE

Protocol = AlphaNET Host = Alpha - ANET Emulation = AM62A Status = Connected (1) 2:32 pm

### Sales History By Part Number Inquiry

One of the numerous sales history lookup screens.



AlphaLAN - WINORBIT.INI

File Edit Settings Preferences Transfer View Tools Help

CUSTOMER A/R INQUIRY

ENTER CUSTOMER NUMBER 2 TOTAL: 313.05

ENTER CUSTOMER NAME TOM'S TEST CUSTOMER

SCR=1

Address: 111 Terms: CUR 27.06

11233 30+ 0.00

BOHEMIA, NY, 11211 60+ 0.00

90+ 285.99

Ship to Address: Contact:

Phone: Fax: !!! CREDIT PROBLEM !!!

UPS Acc: FEDEX Acc:

Credit Limit: \$ 0.00

<TAB> FOR MEMO CR TO CONTINUE

Protocol = AlphaNET Host = Alpha - ANET Emulation = AM62A Status = Connected (1) 2:33 pm

## Customer Account Ageing Inquiry

One of the various customer account inquiry screens.



AlphaLAN - WINORBIT.INI

File Edit Settings Preferences Transfer View Tools Help

INVENTORY MASTER FILE MAINTENANCE (CHANGE RECORDS)

1.PART # 1A MFG: 1A

2.DESCRPTION SMALL GASKET 19.QTY MTD 71

3.PROD CAT SG 11.QTY ON HAND 965 20.QTY YTD 71

4.AVG COST 1.0000 12.QTY RESRV 156 21.SLS MTD 10305.00

5.BASE PRICE 5.0000 13.QTY TEMP 0 22.SLS YTD 10305.00

6.LAST COST 1 1.0000 14.QTY B/O 0 23.CST MTD 71.00

7.LAST VENDOR1 15.QTY ONORD 0 24.CST YTD 71.00

8.LAST COST 2 1.0000 16.REOLEVEL 200 25.STD INCR 0

9.LAST VENDOR2 17.PRICE CODE 0 26.NETBUY 0.0000

10.PIK SEQ 18.BAKORD CDE Y 27.DATE CODE A1B2C3D4

28.COMMENTS THIS IS A TEST MEMO223232323232323  
HERE I AM ENTERING SOME TEST DATA  
THIS IS JUST FOR TESTING. SEE YA

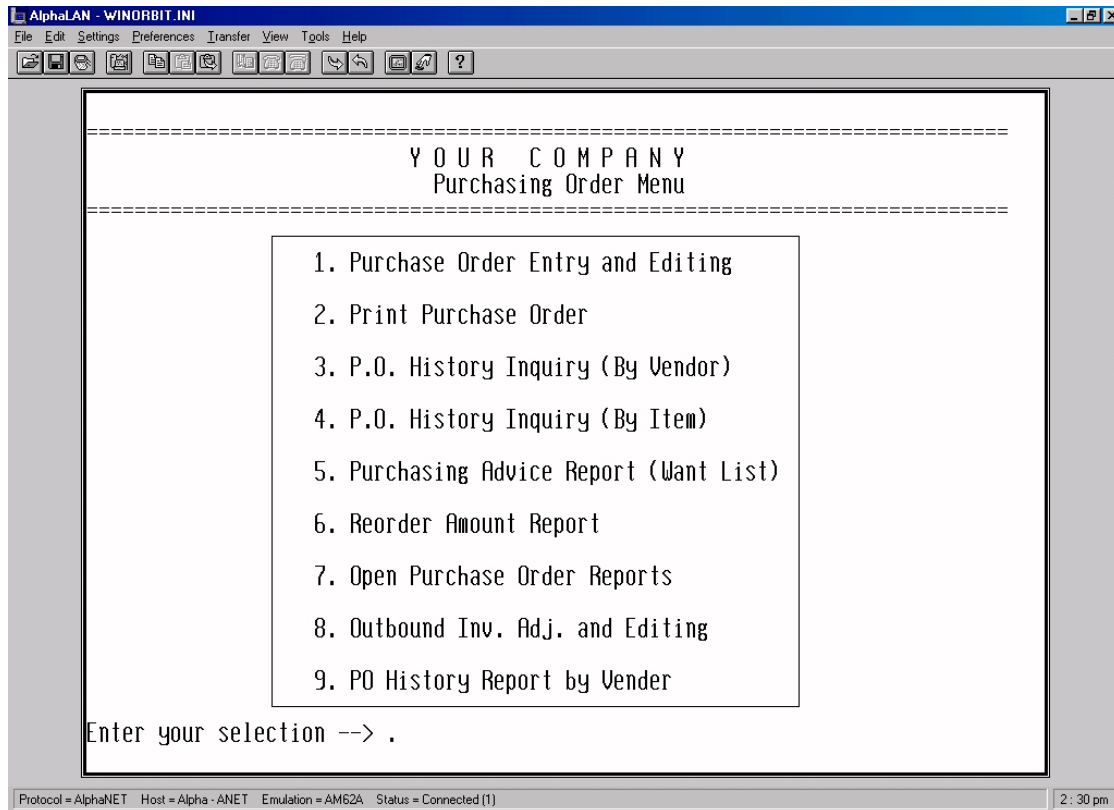
ANY CHANGE ? ☐

Protocol = AlphaNET Host = Alpha - ANET Emulation = AM62A Status = Connected (1) 2:30 pm

## INVENTORY MASTER FILE SCREEN

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## PURCHASING MENU

**The Purchasing Menu, showing available options.**



## **REPORTS AND LISTINGS**



|                                                                                              |                     |                  |          |                           |           |             |                               |          |            |                         |
|----------------------------------------------------------------------------------------------|---------------------|------------------|----------|---------------------------|-----------|-------------|-------------------------------|----------|------------|-------------------------|
| RUN DATE: 7-DEC-00                                                                           |                     | ANYCOMPANY       |          |                           |           |             | PAGE 1                        |          |            |                         |
| ACCOUNTS RECEIVABLE AGED TRIAL BALANCE                                                       |                     |                  |          |                           |           |             |                               |          |            |                         |
| AS OF 12/08/00                                                                               |                     |                  |          |                           |           |             |                               |          |            |                         |
| DOCUMENT TYPES: 1 = SALE (INVOICE) 2 = PAYMENT 3 = CR MEMO 4 = FINANCE CHARGE 5 = DEBIT MEMO |                     |                  |          |                           |           |             |                               |          |            |                         |
| -----CUSTOMER-----                                                                           |                     | ----DOCUMENT---- |          | APPLY                     | SALE-AMT/ | OTHER-CHGS/ | -----AGED DOCUMENT TOTAL----- |          |            |                         |
| NO                                                                                           | NAME                | TYPE             | DATE     | NO                        | TO-DOC    | CASH-RECD   | DISC-ALLOWD                   | CURRENT  | 31-60 DAYS | 61-90 DAYS OVER-90 DAYS |
| 123                                                                                          | THE 123 CORPORATION | 1                | 03/21/00 | 1                         |           | 100.00      | 0.00                          |          |            | 100.00                  |
|                                                                                              |                     | 1                | 03/21/00 | 3                         |           | 67.05       | 0.00                          |          |            | 67.05                   |
|                                                                                              |                     | 2                | 03/21/00 | 32100                     | 3         | 0.50-       | 0.00                          |          |            | 0.50-                   |
|                                                                                              |                     | 2                | 03/21/00 | 32100                     | 3         | 49.50-      | 0.00                          |          |            | 49.50-                  |
|                                                                                              |                     | 3                | 03/21/00 | 5                         | 1         | 550.00-     | 0.00                          |          |            | 550.00-                 |
|                                                                                              |                     | 1                | 03/25/00 | 1                         |           | 900.00      | 92.00                         |          |            | 992.00                  |
|                                                                                              |                     | 1                | 12/08/00 | 200                       |           | 1,023.22    | 363.44                        | 1,386.66 |            |                         |
| CUSTOMER TOTAL =                                                                             |                     | 1,945.71         |          | CUSTOMER AGED SUB TOTALS: |           |             | 1,386.66                      | 0.00     | 0.00       | 559.05                  |
| CREDIT LIMIT =                                                                               |                     | 0.00             |          |                           |           |             |                               |          |            |                         |

## Accounts Receivable Aged Trial Balance

The Aged Trial Balance Report shows all open accounts Aged into monthly buckets. This report is available in detail or summary form.





```
RUN DATE:  7-DEC-00                ANYCOMPANY                PAGE    1

CUSTOMER MASTER FILE PRINT OUT

ACCOUNT BALANCE METHODS:  B = BALANCE FORWARD    O = OPEN ITEM

CUST#   NAME                ADDRESS-1          ADDRESS-2          CITY          ST   ZIP   SLS  CUS
PHONE #   SALES-MTD    SALES-YTD    COST-MTD    COST-YTD    TAX  CR-LMT  BAL-MTH  STMNT              MAN  TYP
-----
123      THE 123 CORPORATION    2020 MOCKINGBIRD LANE          BROOKLYN      NY   11992    1    1
718-982-2312    12,338.06    12,338.06    100.00    100.00    Y      0      O      Y
2        TEST2                339.99      339.99      0.00      0.00    N      0      B      Y              0
ABCCORP THE ABC CORPORATION    222 WEST 231ST STREET    SUITE 111      BRONX          NY   10463    0
212-555-1212    6,939.48    6,939.48    82.98      82.98    N    1,000    O      Y
```

## Customer Master File Print Out

The Customer Master File Print Out is one of the many customer based reports available. Additional reports include labels, sales analysis, sales history and numerous additional management reports.

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RUN DATE: 12/08/00

ANYCOMPANY

PAGE: 1

Invoice Register

| DOC #  | CUST #                | SLSM | DATE     | TYPE                  | AMOUNT | P.O. NUMBER | TERMS |
|--------|-----------------------|------|----------|-----------------------|--------|-------------|-------|
| =====  |                       |      |          |                       |        |             |       |
| 000001 | 2                     | 00   | 03/22/00 | INVOICE               | 14.99  |             |       |
|        | (TEST2)               |      |          |                       |        |             |       |
| 000002 | 123                   | 01   | 03/21/00 | INVOICE               | 100.00 |             | 2     |
|        | (THE 123 CORPORATION) |      |          |                       |        |             |       |
| 000003 | 123                   | 01   | 03/25/00 | INVOICE               | 992.00 |             | 2     |
|        | (THE 123 CORPORATION) |      |          |                       |        |             |       |
| 000004 | ABCCORP               | 00   | 03/25/00 | INVOICE               | 881.50 |             | 1     |
|        |                       |      |          |                       |        |             |       |
|        |                       |      |          | TOTAL FOR THIS REPORT | 512.30 |             |       |

## Invoice Register

The Invoice Register displays customer transactions in an easy to audit fashion.



RUN DATE: 7-DEC-00 ANYCOMPANY PAGE 1

## MONTHLY CASH RECEIPTS SUMMARY

| POSTING<br>DATE | CASH AMOUNT<br>RECEIVED | DISCOUNT<br>ALLOWED | TOTAL-CREDIT<br>TO-A/R | MISC-AMOUNT<br>RECEIVED | G/L<br>ACCT-NO                 |
|-----------------|-------------------------|---------------------|------------------------|-------------------------|--------------------------------|
| 03/21/00        | 550.00                  | 0.00                | 550.00                 | 0.00                    |                                |
| 03/21/00        | 1,200.00                | 0.00                | 1,200.00               | 0.00                    |                                |
| 03/21/00        | 700.00                  | 0.00                | 700.00                 | 0.00                    |                                |
| 03/21/00        | 2,100.00                | 0.00                | 2,100.00               | 0.00                    |                                |
| 03/21/00        | 2,500.00                | 0.00                | 2,500.00               | 0.00                    |                                |
| 03/22/00        | 300.00                  | 0.00                | 300.00                 | 0.00                    |                                |
| 03/22/00        | 25.00                   | 0.00                | 25.00                  | 0.00                    |                                |
| TOTALS:         | 7,375.00                | 0.00                | 7,375.00               | 0.00                    | TOTAL CASH RECEIVED = 7,375.00 |

**Monthly Cash Receipts Summary**

Get a quick summary and/or detail on cash in against A/R or against any G/L account.



RUN DATE: 7-DEC-00

ANYCOMPANY

PAGE 1

## MONTHLY SALES SUMMARY

TRX TYPES: 1 = SALE (INVOICE) 3 = CR MEMO 4 = FINANCE CHARGE 5 = DEBIT MEMO

| POSTING<br>DATE | TRX<br>TYPE | SALE<br>AMOUNT | MISC<br>CHARGES | SALES<br>TAX | FREIGHT<br>AMOUNT | TOTAL<br>SALES |
|-----------------|-------------|----------------|-----------------|--------------|-------------------|----------------|
| 09/09/99        | 1           | 12,000.00      | 1,200.00        | 12,000.00    | 1,200.00          | 26,400.00      |
| 03/01/00        | 1           | 300.00         | 0.00            | 0.00         | 0.00              | 300.00         |
| 03/21/00        | 1           | 1,367.05       | 0.00            | 0.00         | 0.00              | 1,367.05       |
| 03/21/00        | 1           | 1,500.00       | 150.00          | 40.00        | 15.00             | 1,705.00       |
| 03/22/00        | 1           | 39.99          | 0.00            | 0.00         | 0.00              | 39.99          |
| 03/25/00        | 1           | 1,450.00       | 0.00            | 116.00       | 38.00             | 1,604.00       |
| 03/25/00        | 1           | 800.00         | 0.00            | 64.00        | 17.50             | 881.50         |
| 03/26/00        | 1           | 3,440.00       | 210.00          | 281.00       | 72.50             | 4,003.50       |
| 03/27/00        | 1           | 1,602.50       | 152.50          | 129.60       | 15.00             | 1,899.60       |
| 12/08/00        | 1           | 1,023.22       | 356.44          | 0.00         | 7.00              | 1,386.66       |
| 06/14/99        | 3           | 100.00-        | 0.00            | 0.00         | 0.00              | 100.00-        |
| 03/21/00        | 3           | 650.00-        | 0.00            | 0.00         | 0.00              | 650.00-        |

|           |           |          |           |          |           |
|-----------|-----------|----------|-----------|----------|-----------|
| SALES:    | 23,522.76 | 2,068.94 | 12,630.60 | 1,365.00 | 39,587.30 |
| CR MEMOS: | 750.00-   | 0.00     | 0.00      | 0.00     | 750.00-   |
| FIN CHGS: | 0.00      | 0.00     | 0.00      | 0.00     | 0.00      |
| DR MEMOS: | 0.00      | 0.00     | 0.00      | 0.00     | 0.00      |

|         |           |          |           |          |           |
|---------|-----------|----------|-----------|----------|-----------|
| TOTALS: | 22,772.76 | 2,068.94 | 12,630.60 | 1,365.00 | 38,837.30 |
|---------|-----------|----------|-----------|----------|-----------|

## Monthly Sales Summary

This report presents a quick summary and/or detail on sales totals for any time period.



RUN DATE: 7-DEC-00 ANYCOMPANY PAGE 1

## SALES ANALYSIS BY CUSTOMER TYPE

| CUS<br>TYP | NO | CUSTOMER<br>NAME          | -----MONTH-TO-DATE----- |          |       |          |       | -----YEAR-TO-DATE----- |          |       |          |       |
|------------|----|---------------------------|-------------------------|----------|-------|----------|-------|------------------------|----------|-------|----------|-------|
|            |    |                           | COST-SALES              | SALES    | %-SLS | PROFIT   | %-PFT | COST-SALES             | SALES    | %-SLS | PROFIT   | %-PFT |
| ARD9189    |    | test                      | 0.00                    | 0.00     | 0.0   | 0.00     | 0.0   | 0.00                   | 0.00     | 0.0   | 0.00     | 0.0   |
| ARD9189    |    | test                      | 0.00                    | 0.00     | 0.0   | 0.00     | 0.0   | 0.00                   | 0.00     | 0.0   | 0.00     | 0.0   |
| ABCCORP    |    | THE ABC CORPORATION       | 82.98                   | 6939.48  | 100.0 | 6856.50  | 100.0 | 82.98                  | 6939.48  | 100.0 | 6856.50  | 100.0 |
|            | 3  | CUSTOMERS CUST TYPE       | 82.98                   |          | 100.0 |          | 100.0 |                        | 6939.48  |       | 6856.50  |       |
|            |    | THIS TYPE TOTALS:         |                         | 6939.48  |       | 6856.50  |       | 82.98                  |          | 100.0 |          | 100.0 |
| 1123       |    | THE 123 CORPORATION       | 350.00                  | 13361.28 | 100.0 | 13011.28 | 100.0 | 350.00                 | 13361.28 | 100.0 | 13011.28 | 100.0 |
|            | 1  | CUSTOMERS CUST TYPE       | 350.00                  |          | 100.0 |          | 100.0 |                        | 13361.28 |       | 13011.28 |       |
|            |    | THIS TYPE TOTALS:         |                         | 13361.28 |       | 13011.28 |       | 350.00                 |          | 100.0 |          | 100.0 |
| ZAMERICAN  |    | AMERICAN GIZMOS & WIDGETS | 103.03-                 | 1706.97  | 100.0 | 1810.00  | 100.0 | 103.03-                | 1706.97  | 100.0 | 1810.00  | 100.0 |
|            | 1  | CUSTOMERS CUST TYPE       | 103.03-                 |          | 100.0 |          | 100.0 |                        | 1706.97  |       | 1810.00  |       |
|            |    | THIS TYPE TOTALS:         |                         | 1706.97  |       | 1810.00  |       | 103.03-                |          | 100.0 |          | 100.0 |

RUN DATE: 7-DEC-00 PAGE 2

## SUMMARY

| CUS<br>TYP | #<br>CUST | %<br>CUST | -----MONTH-TO-DATE----- |          |       |          |       | -----YEAR-TO-DATE----- |          |       |          |       |
|------------|-----------|-----------|-------------------------|----------|-------|----------|-------|------------------------|----------|-------|----------|-------|
|            |           |           | COST-SALES              | SALES    | %-SLS | PROFIT   | %-PFT | COST-SALES             | SALES    | %-SLS | PROFIT   | %-PFT |
|            | 3         | 60.0      | 82.98                   | 6939.48  | 31.5  | 6856.50  | 31.6  | 82.98                  | 6939.48  | 31.5  | 6856.50  | 31.6  |
| 1          | 1         | 20.0      | 350.00                  | 13361.28 | 60.7  | 13011.28 | 60.0  | 350.00                 | 13361.28 | 60.7  | 13011.28 | 60.0  |
| Z          | 1         | 20.0      | 103.03-                 | 1706.97  | 7.8   | 1810.00  | 8.3   | 103.03-                | 1706.97  | 7.8   | 1810.00  | 8.3   |
| TOTALS:    |           |           |                         |          |       |          |       |                        |          |       |          |       |
| 3          | 5         | 100.0     | 329.95                  | 22007.73 | 100.0 | 21677.78 | 99.9  | 329.95                 | 22007.73 | 100.0 | 21677.78 | 99.9  |

## Sales Analysis By Customer Type

ISLAND BUSINESS GROUP, INC., 4250 Veterans Memorial Hwy, Holbrook, NY 11741  
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|                            |                         |                           |                         |          |       |            |          |                        |          |       |          |       |
|----------------------------|-------------------------|---------------------------|-------------------------|----------|-------|------------|----------|------------------------|----------|-------|----------|-------|
| RUN DATE: 7-DEC-00         |                         |                           | ANYCOMPANY              |          |       |            |          |                        |          |       | PAGE 1   |       |
| SALES ANALYSIS BY SALESMAN |                         |                           |                         |          |       |            |          |                        |          |       |          |       |
| SL                         | -----CUSTOMER-----      |                           | -----MONTH-TO-DATE----- |          |       |            |          | -----YEAR-TO-DATE----- |          |       |          |       |
| MN                         | NO                      | NAME                      | COST-SALES              | SALES    | %-SLS | PROFIT     | %-PFT    | COST-SALES             | SALES    | %-SLS | PROFIT   | %-PFT |
| 0                          | ABCCO                   | THE ABC CORPORATION       | 82.98                   | 6939.48  | 80.3  | 6856.50    | 79.1     | 82.98                  | 6939.48  | 80.3  | 6856.50  | 79.1  |
|                            | AMERI                   | AMERICAN GIZMOS & WIDGETS | 103.03-                 | 1706.97  | 19.7  | 1810.00    | 20.9     | 103.03-                | 1706.97  | 19.7  | 1810.00  | 20.9  |
|                            | ARD91                   | test                      | 0.00                    | 0.00     | 0.0   | 0.00       | 0.0      | 0.00                   | 0.00     | 0.0   | 0.00     | 0.0   |
|                            | ARD91                   | test                      | 0.00                    | 0.00     | 0.0   | 0.00       | 0.0      | 0.00                   | 0.00     | 0.0   | 0.00     | 0.0   |
|                            | 4 CUSTOMERS             | SALESMAN                  | 20.05-                  |          | 100.0 |            | 100.0    |                        | 8646.45  |       | 8666.50  |       |
|                            | THIS SALESMAN           | TOTALS:                   |                         | 8646.45  |       | 8666.50    |          | 20.05-                 |          | 100.0 |          | 100.0 |
| 1                          | 123                     | THE 123 CORPORATION       | 350.00                  | 13361.28 | 100.0 | 13011.28   | 100.0    | 350.00                 | 13361.28 | 100.0 | 13011.28 | 100.0 |
|                            | 1 CUSTOMERS             | SALESMAN                  | 350.00                  |          | 100.0 |            | 100.0    |                        | 13361.28 |       | 13011.28 |       |
|                            | THIS SALESMAN           | TOTALS:                   |                         | 13361.28 |       | 13011.28   |          | 350.00                 |          | 100.0 |          | 100.0 |
| RUN DATE: 7-DEC-00         |                         |                           | PAGE 2                  |          |       |            |          |                        |          |       |          |       |
| SUMMARY                    |                         |                           |                         |          |       |            |          |                        |          |       |          |       |
| SALES                      | -----MONTH-TO-DATE----- |                           | -----YEAR-TO-DATE-----  |          |       |            |          |                        |          |       |          |       |
| MAN                        | COST-SALES              | SALES                     | %-SLS                   | PROFIT   | %-PFT | COST-SALES | SALES    | %-SLS                  | PROFIT   | %-PFT |          |       |
| 0                          | 20.05-                  | 8646.45                   | 39.3                    | 8666.50  | 40.0  | 20.05-     | 8646.45  | 39.3                   | 8666.50  | 40.0  |          |       |
| 1                          | 350.00                  | 13361.28                  | 60.7                    | 13011.28 | 60.0  | 350.00     | 13361.28 | 60.7                   | 13011.28 | 60.0  |          |       |
| GRAND TOTALS: 2 SALESMEN   |                         |                           |                         |          |       |            |          |                        |          |       |          |       |
|                            | 329.95                  | 22007.73                  | 100.0                   | 21677.78 | 100.0 | 329.95     | 22007.73 | 100.0                  | 21677.78 | 100.0 |          |       |

## Sales Analysis By Salesperson

Track Sales by Salesperson, Customer, Customer type, and state are available



|                                                                                  |        |          |                    |                     |  |         |          |        |        |         |          |        |        |
|----------------------------------------------------------------------------------|--------|----------|--------------------|---------------------|--|---------|----------|--------|--------|---------|----------|--------|--------|
| RUN DATE: 7-DEC-00                                                               |        |          |                    | ANYCOMPANY          |  |         |          | PAGE 1 |        |         |          |        |        |
| SALES JOURNAL                                                                    |        |          |                    |                     |  |         |          |        |        |         |          |        |        |
| DOCUMENT TYPES: 1 = SALE (INVOICE) 3 = CR MEMO 4 = FINANCE CHARGE 5 = DEBIT MEMO |        |          |                    |                     |  |         |          |        |        |         |          |        |        |
| -----DOCUMENT-----                                                               |        |          | -----CUSTOMER----- |                     |  | SL      | SALE     | MISC   | TAX    | FREIGHT | TOTAL    | COST   | APL-TO |
| NO                                                                               | TYPE   | DATE     | NO                 | NAME                |  | MN      | AMOUNT   | AMOUNT | AMOUNT | AMOUNT  | AMOUNT   | AMOUNT | DOC-NO |
| TERMS                                                                            | ORDER# |          |                    | P.O. #              |  |         |          |        |        |         |          |        |        |
| 000200                                                                           | 1      | 12/08/00 | 123                | THE 123 CORPORATION |  | 01      | 1,023.22 | 356.44 | 0.00   | 7.00    | 1,386.66 | 250.00 |        |
| 2                                                                                | 23212  |          |                    |                     |  |         |          |        |        |         |          |        |        |
| SALES SUB TOTALS:                                                                |        |          |                    |                     |  |         | 1,023.22 | 356.44 | 0.00   | 7.00    | 1,386.66 | 250.00 |        |
| CR MEMO SUB TOTALS:                                                              |        |          |                    |                     |  |         | 0.00     | 0.00   | 0.00   | 0.00    | 0.00     | 0.00   |        |
| FIN. CHARGE SUB TOTALS:                                                          |        |          |                    |                     |  |         | 0.00     | 0.00   | 0.00   | 0.00    | 0.00     | 0.00   |        |
| DEBIT MEMO SUB TOTALS:                                                           |        |          |                    |                     |  |         | 0.00     | 0.00   | 0.00   | 0.00    | 0.00     | 0.00   |        |
| 200 = HASH OF                                                                    |        |          | 123 = HASH OF      |                     |  | TOTALS: | 1,023.22 | 356.44 | 0.00   | 7.00    | 1,386.66 | 250.00 |        |
| DOCUMENT #S                                                                      |        |          | CUSTOMER #S        |                     |  |         |          |        |        |         |          |        |        |
| 1 ENTRIES                                                                        |        |          |                    |                     |  |         |          |        |        |         |          |        |        |

## Sales Journal

Daily sales journals are provided.



```
RUN DATE: 12-DEC-00                YOUR COMPANY                PAGE    1

PURCHASING ADVICE REPORT - WANT LIST

-----ITEM-----
NO      MFG      LSTVEN1 LSTVEN2  QTY    QTY-ON  QTY    QTY    QTY    QTY-SOLD  QTY-SOLD  REO  HIT-RO  OUT
      DESCRIPTION  ON HAND  ORDER   ALO    RESRV   AVALA   MTD    YTD                X    STK

123SAMPLEITEM      EPS           90,600    15      38    90,588    -11   11,020  11,020    130   X
SAMPLE ITEM

      1 ITEMS WITH INSUFFICIENT QUANTITY AVAILABLE FOR SALE
```

## Purchasing Advice Report

Many stock management reports are available.





RUN DATE: 12/13/00

YOUR COMPANY  
INVENTORY MASTER FILE PRINTOUT

PAGE: 1

| DESCRIPTION<br>PART NUMBER   | MFG    | PRICE      | SLS MTD<br>QTY ONH | SLS YTD<br>QTY ORDER | CST MTD<br>QTY ALLOC | CST YTD<br>QTY RESV'D | BAKCDE<br>QTY TEMP | REOLEVEL<br>AVG COST  | LAST VEN1<br>LAST COST1 | LAST VEN2<br>LAST COST2 |
|------------------------------|--------|------------|--------------------|----------------------|----------------------|-----------------------|--------------------|-----------------------|-------------------------|-------------------------|
| =====                        |        |            |                    |                      |                      |                       |                    |                       |                         |                         |
| =                            |        |            |                    |                      |                      |                       |                    |                       |                         |                         |
| SAMPLE ITEM<br>123SAMPLEITEM | EPS 1  | 15000.8081 | 1.11<br>90600      | 2.22<br>15           | %11010080<br>38      | %11010080<br>12       | Y                  | 0<br>90588 10000.7521 | 9000.0000               | 8500.0000               |
| SMALL GASKET<br>1A           | 1A SG  | 5.0000     | 10305.00<br>965    | 10305.00<br>0        | 71.00<br>0           | 71.00<br>0            | Y                  | 0<br>156 1.0000       | 1.0000                  | 1.0000                  |
| LARGE GASKET<br>A1           | MMM LG | 5.0000     | 5050.00<br>81      | 5050.00<br>98        | 20.00<br>0           | 20.00<br>0            | Y                  | 0 1<br>32 1.0000      | 1.0000                  | 1.0000                  |
| TEST<br>TEST                 | FOX    | 0.0000     | 11500.00<br>950    | 11500.00<br>1000     | 59232.00<br>-290     | 59232.00<br>0         | Y                  | 0<br>-40 1234.0000    | 0.0000                  | 0.0000                  |
| TEST2                        | FOX    | 0.0000     | 2622.00<br>69      | 2622.00<br>14000     | 682.00<br>11000      | 682.00<br>0           | Y                  | 0<br>9 22.0000        | 0.0000                  | 0.0000                  |
| TEST3ITEM<br>TEST3           |        | 100.0000   | 2670.00<br>1000    | 2670.00<br>100       | 0.00<br>0            | 0.00<br>0             | Y                  | 0<br>101 0.0000       | 70.0000                 | 0.0000                  |
| THIS IS TEST ITEM 4<br>TEST4 | 1      | 80.0000    | 8100.00<br>4890    | 8100.00<br>0         | 11000.00<br>0        | 11000.00<br>0         | Y                  | 0<br>6 100.0000       | 0.0000                  | 0.0000                  |
| TEST ITEM #5<br>TEST5        |        | 0.0000     | 100.00<br>990      | 100.00<br>0          | 0.00<br>0            | 0.00<br>0             | Y                  | 0<br>0 0.0000         | 0.0000                  | 0.0000                  |

## Inventory Master File Printout

One of many inventory reports available.



|                                    |        |                  |            |                |          |          |     |        |          |    |          |
|------------------------------------|--------|------------------|------------|----------------|----------|----------|-----|--------|----------|----|----------|
| RUN DATE: 12-DEC-00                |        | YOUR COMPANY     |            |                |          |          |     | PAGE 1 |          |    |          |
| OPEN PURCHASE ORDER REPORT BY ITEM |        |                  |            |                |          |          |     |        |          |    |          |
| -----ITEM-----                     |        | -----VENDER----- |            | -----P.O.----- |          |          | QTY | QTY    | UNIT     |    | EXT      |
| NUMBER                             | MFG    | NUMBER           | NAME       | NUMBER         | DATE     | IN HS    | ORD | B/O    | PRICE    | D% | PRICE    |
| A1                                 | MMMMM  | 1                | VENDOR 1   | 000001         | 10/22/99 | 10/22/99 | 49  | 0      | 1.0000   | 0  | 49.00    |
| Cust PO#:                          |        |                  | Shp Via: 1 |                |          |          |     |        |          |    |          |
| TEST                               | FOXFOX | 2                | VENDOR 2   | 000010         | 11/03/00 | 11/03/00 | 0   | 0      | 100.0000 | 0  | 0.00     |
| Cust PO#:                          |        |                  | Shp Via: 1 |                |          |          |     |        |          |    |          |
|                                    | FOX    | 2                | VENDOR 2   | 000010         | 11/03/00 | 11/03/00 | 0   | 0      | 100.0000 | 0  | 0.00     |
| Cust PO#:                          |        |                  | Shp Via: 1 |                |          |          |     |        |          |    |          |
|                                    | FOX    | 2                | VENDOR 2   | 000010         | 11/03/00 | 11/03/00 | 0   | 0      | 100.0000 | 0  | 0.00     |
| Cust PO#:                          |        |                  | Shp Via: 1 |                |          |          |     |        |          |    |          |
| ITEM TOTALS:                       |        |                  |            | 3              |          |          | 0   | 0      |          |    | 0.00     |
| TEST3                              |        | 2                | VENDOR 2   | 000010         | 11/03/00 | 11/03/00 | 100 | 0      | 100.0000 | 0  | 10000.00 |
| Cust PO#:                          |        |                  | Shp Via: 1 |                |          |          |     |        |          |    |          |
| -----                              |        |                  |            |                |          |          |     |        |          |    |          |
| GRAND TOTALS                       | 3      | DIFFERENT ITEM   |            | 5              |          |          | 149 | 0      |          |    | 10049.00 |

## Open Purchase Orders By Items

One of the Open P.O. Reports available.

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