

Detail Sales Analysis

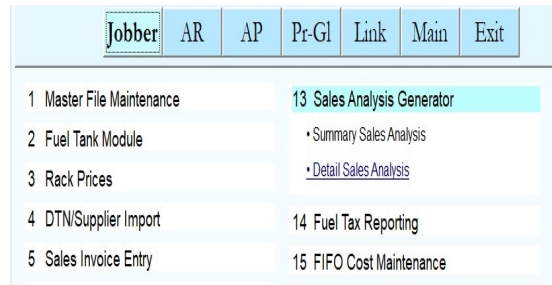
Tech Notes: arsqlsls.vis, \prg\inv\arsqldbf.dbf, arsqlsls.scx,sct.

This report allows you to print both a summary or detail report. Detail means that you want to see every line item on the invoice. Summary means you want to see subtotals for the range of dates. The other Sales Analysis report we have is called the Summary Sales Analysis or sometimes called the Sales Analysis generator and it only does summary totals.

Menu Select:

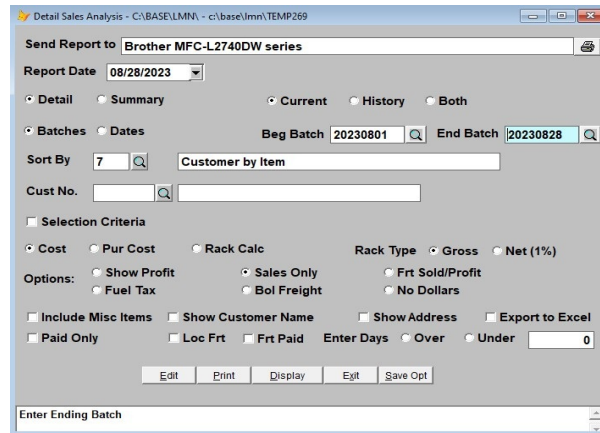
from the The Complete Jobber Main Menu, select 12 - Sales Analysis Generator.

Select option for Detail Sales Analysis, some versions might say “New Detail Sales Analysis”



Select Detail Sales Analysis

The report option screen displays. If you saved options last time, then your default options will display.



Report Options for Detail Sales Analysis

Printer Option.

S Display the Report.

P Print to the printer you select.

F Print to a Text File. A better option os to Display the report and save it to either Text or PDF from the Display Report Option Screen.

Enter the Report Date.

Whatever date you want to print on the report.

Select Detail/Summary

- 1 to print **Detail** (invoice and line items).
- 2 to print **Summary** (totals by selected sort options).

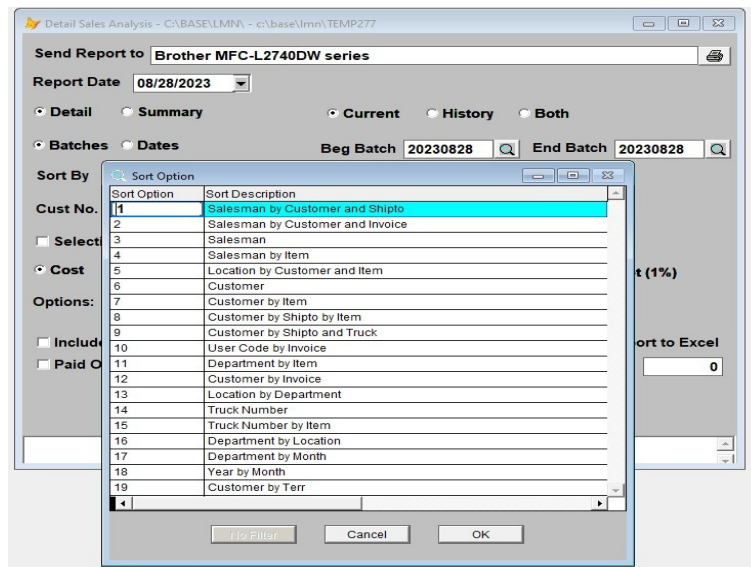
Select Files:

- C** to search Current Files - current period dates or batches
- H** to search History Files - previous period dates or batches
- B** to search both Current and History - batches or dates from both current and history

Select Range: Enter a range of dates, batches, or both.

- 1 to enter a range of Dates
- 2 to enter a range of Batches
- 3 to enter a range of Dates AND a range of Batches

Select Sort Option:



Sort Option Lookup - Select 1

Currently, we have the options listed above. If you are not sure what which to use, then select one that is close and display it with a small range of dates. You can experiment like that until you get the results you want. Then press the Save Option button to make it the default the next time you run this report.

Select Customer.

Enter a customer to do a report for one customer or leave blank for all.

Selection Criteria?

- N** to print the report without selecting a filtering criteria.
Y to select a filtering criteria to narrow the report to specific customers, department, items, etc.

Enter Cost to Use for Profit Calculation

- Cost** The cost that was used to calculate the customers price.
PurCost The cost the vendor charged you. Might be less than the Cost above.
Rack Not often used. Use the rack price.

Rack Type. (Default is Gross)

- Gross** Gross Rack with no add ons (Gross is the default if you are not doing Rack Option)
The cost selected above will be used.
Net 1% If using Rack option above, give the subtract the 1 percent.

Profit Options Click on option.

- Show Profit.** This option and Sales only are the most popular.
Sales Only. Do not show profit.
Freight Sales and Profit. Add freight sales into the profit.
Include Fuel Tax in sales and cost.
BOL Freight Expense. Show Freight Paid and Subtract from Profit
No dollars. Just show gallons.

Include misc items?

- N** exclude misc items such as freight, surcharge, loadfee, CC fees, etc. from the report.
Grand total profit amounts will be more accurate if misc items are excluded.
Y to include items with department 9999 and stock code M. This will distort the overall profit percent because Misc items do not have any direct cost.

Customer Name

Click on the Checkbox to show the customer name on the report.

Customer Address?

Click on the Checkbox to show the customer address on the report.

Paid Only

These options are used to calculate salesmans commission based on whether the customer paid or not.

- Loc Frt** Consignment, use the freight rates defined in locaiton file. (Not used much)
Frft Paid Show invoices where freight was paid to Carrier.
Enter Days Show invoices that were paid over the number of days entered or under the number of days entered.

Everything Ok? (Y/N/P=Printer/Q=Quit). To print the report using the selected printer

Date: 03/05/2007 Time: 16:28:43		Demo Company SALES ANALYSIS REPORT 02/28/2007 Date Range: 01/01/2005 to 12/31/2005				Page No. 1	
SALESMAN	CUST NO SHIP TO	DOLLARS	GAL/UNIT	NET COST	PROFIT	PROFIT%	PROFIT/GAL
DG	KATCO	452152.20	214083.00	451305.34	846.86	0.0000%	0.004000
SUBTOTAL CUSTOMER Katco Inc.		452152.20	214083.00	451305.34	846.86	0.0000%	0.003956
DG	LARCO	499003.24	224621.00	496757.03	2246.21	0.0000%	0.010000
SUBTOTAL CUSTOMER Larco Enterprises		499003.24	224621.00	496757.03	2246.21	0.0000%	0.010000
SUBTOTAL SALESMAN DON GARNER		951155.44	438704.00	948062.37	3093.07	0.000%	0.007050
JB	PM1	253420.92	102136.30	174534.68	78886.24	0.3100%	0.772400
SUBTOTAL CUSTOMER Petro-Market #1		253420.92	102136.30	174534.68	78886.24	0.3100%	0.772362
JB	PM2	373926.03	173644.00	371628.91	2297.12	0.0100%	0.013200
SUBTOTAL CUSTOMER Petro-Market #2		373926.03	173644.00	371628.91	2297.12	0.0100%	0.013229
JB	PM3	444780.55	202361.00	441532.87	3247.68	0.0100%	0.016000
SUBTOTAL CUSTOMER Petro-Market #3		444780.55	202361.00	441532.87	3247.68	0.0100%	0.016049
SUBTOTAL SALESMAN JOE BOB		1072127.50	478141.30	987696.46	84431.04	0.080%	0.176582
PM	NEWCO	297262.14	134575.00	295420.70	1841.44	0.0100%	0.013700
SUBTOTAL CUSTOMER Newco Limited		297262.14	134575.00	295420.70	1841.44	0.0100%	0.013683
PM	PM4	765516.48	361548.00	763295.26	2221.22	0.0000%	0.006100
SUBTOTAL CUSTOMER Petro-Market #4		765516.48	361548.00	763295.26	2221.22	0.0000%	0.006144
SUBTOTAL SALESMAN PETE MACY		1062778.62	496123.00	1058715.96	4062.66	0.000%	0.008189
GRAND TOTALS:		3086061.56	1412968.30	2994474.79	91586.77	0.0300%	0.064819

Summary Report by Customer by Shipto by Salesman (grand totals) with profit per gallon

The report above is one example of a Summary Report. You need to experiment with the sort options to get the one you like best.

Date: 03/05/2007
Time: 16:33:32

Demo Company
SALES ANALYSIS REPORT 02/28/2007
Date Range: 09/01/2005 to 09/07/2005

Page No.
1

Selection: upper(SALESMN)='DG'

SALESMAN	CUST NO	SHIP TO	INVOICE	DATE	PRODUCT	PRICE	DOLLARS	QUANTITY	NET COST	PROFIT	PROF %	PROF GAL
DG	KATCO		145338	09/01/2005	UNL	2.2818	9622.35	4217.00	2.27180	42.17	0.000%	0.010000
DG	KATCO		145347	09/01/2005	UNL	2.2643	6249.47	2760.00	2.25430	27.60	0.000%	0.010000
DG	KATCO		145418	09/02/2005	UNL	2.3868	13449.62	5635.00	2.37680	56.35	0.000%	0.010000
DG	KATCO		145487	09/03/2005	SNL	2.3318	3651.60	1566.00	2.42780	-150.33	-0.040%	-0.096000
DG	KATCO		145487	09/03/2005	UNL	2.2268	15734.57	7066.00	2.32280	-678.33	-0.040%	-0.096000
DG	KATCO		145494	09/03/2005	UNL	2.2253	17542.04	7883.00	2.27680	-405.97	-0.020%	-0.051500
DG	KATCO		145590	09/04/2005	UNL	2.2868	15774.35	6898.00	2.27680	68.98	0.000%	0.010000
DG	KATCO		145590	09/04/2005	LSD	2.2314	3534.54	1584.00	2.22140	15.84	0.000%	0.010000
DG	KATCO		145657	09/05/2005	UNL	2.2868	19380.63	8475.00	2.27680	84.75	0.000%	0.010000
DG	KATCO		145720	09/06/2005	UNL	2.2868	19430.94	8497.00	2.27680	84.97	0.000%	0.010000
DG	KATCO		145783	09/07/2005	UNL	2.2383	18765.91	8384.00	2.22830	83.84	0.000%	0.010000
SUBTOTAL CUST-SHIPTO NOT FOUND							143136.02	62965.00	143906.15	-770.13	-0.010%	-0.012231
SUBTOTAL FOR CUSTOMER Katco Inc.							143136.02	62965.00	143906.15	-770.13	-0.010%	-0.012231
DG	LARCO		145371	09/01/2005	SNL	2.6039	2611.71	1003.00	2.59390	10.03	0.000%	0.010000
DG	LARCO		145371	09/01/2005	UNL	2.4839	19011.77	7654.00	2.47390	76.54	0.000%	0.010000
DG	LARCO		145375	09/01/2005	UNL	2.4839	21418.67	8623.00	2.47390	86.23	0.000%	0.010000
DG	LARCO		145433	09/02/2005	SNL	2.6039	2614.32	1004.00	2.59390	10.04	0.000%	0.010000
DG	LARCO		145433	09/02/2005	UNL	2.4839	19011.77	7654.00	2.47390	76.54	0.000%	0.010000
DG	LARCO		145517	09/03/2005	SNL	2.5039	2471.35	987.00	2.49390	9.87	0.000%	0.010000
DG	LARCO		145517	09/03/2005	UNL	2.3839	17760.06	7450.00	2.37390	74.50	0.000%	0.010000
DG	LARCO		145522	09/03/2005	LSD	2.2318	441.90	198.00	2.22180	1.98	0.000%	0.010000
DG	LARCO		145611	09/04/2005	SNL	2.4239	2387.54	985.00	2.41390	9.85	0.000%	0.010000
DG	LARCO		145611	09/04/2005	UNL	2.3039	17636.35	7655.00	2.29390	76.55	0.000%	0.010000
DG	LARCO		145614	09/04/2005	SNL	2.4239	3805.52	1570.00	2.41390	15.70	0.000%	0.010000
DG	LARCO		145614	09/04/2005	UNL	2.3039	13560.76	5886.00	2.29390	58.86	0.000%	0.010000
DG	LARCO		145614	09/04/2005	LSD	2.2318	2202.79	987.00	2.22180	9.87	0.000%	0.010000
DG	LARCO		145669	09/05/2005	SNL	2.4239	2428.75	1002.00	2.41390	10.02	0.000%	0.010000
DG	LARCO		145669	09/05/2005	UNL	2.3039	17622.53	7649.00	2.29390	76.49	0.000%	0.010000
DG	LARCO		145728	09/06/2005	UNL	2.3039	19958.69	8663.00	2.29390	86.63	0.000%	0.010000
DG	LARCO		145788	09/07/2005	UNL	2.2339	19379.08	8675.00	2.22390	86.75	0.000%	0.010000
SUBTOTAL CUST-SHIPTO NOT FOUND							184323.56	77645.00	183547.11	776.45	0.000%	0.010000
SUBTOTAL FOR CUSTOMER Larco Enterprises							184323.56	77645.00	183547.11	776.45	0.000%	0.010000
SUBTOTAL FOR SALESMAN DON GARNER							327459.58	140610.00	327453.26	6.32	0.0000%	0.000045
GRAND TOTALS:												
DOLLARS		327459.58	GALLONS		140610.00	TOT COST	327453.26	PROFIT	6.32	PROF%/GAL	0.0000%	0.00004

***Detail Report by Customer by Shipto by Salesman (grand totals) with profit per gallon
Selection Criteria - salesman = DG***

The report above is an example of a Detail Report. Again, experiment with the options to get the one you want.