

SALES ANALYSIS GENERATOR

Description:

The Sales Analysis Report Generator is a report writer which compiles sales in units, dollars and cost with many subtotal and grand total options. Reports may be printed with or without profit, with detail or in summary. They can be used to calculate commissions if careful attention is paid to correct cost when sales invoices are updated. The only way to completely understand this powerful tool is to experiment with it.

There are two report options: **Detail** sales analysis which has the DETAIL option as well as two subtotal options. **Summary** which has more subtotal and grand total fields from which to select.

F7 - Start Over and **F8 - Quit** are available during option selection.

Menu Select:

From the The Complete Jobber Main Menu, select - *Sales Analysis Generator*.

Sales Analysis Generator

- Summary Sales Analysis
- Detail Sales Analysis

Select: _____

Summary Sales Analysis

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Display report on screen

Enter todays date 01/18/2013

1. Salesman    2. Driver        3. Territory    4. Industry    5. Customer
6. Location    7. Department    8. GL code      9. Category    10. Item
Select field number for Grand Totals 7      Sort: 1 Numeric 2 Alpha 2
Select field number for Subtotals 6      Sort: 1 Numeric 2 Alpha 2

C Current files  H History files  B Both C

Select range: 1 Dates  2 Batches  3 Both 1
Date range 12/01/2012 12/31/2012  Batch range

Print misc items? N      Selection criteria?

Profit option: 1 Gm%  2 Roi%  3 Profit/Gal  4 No profit 3
Cost option: 1 Gross cost  2 Net cost  3 Recalc Rack 1

Include freight per gallon in cost of sales? (Y/N) N
Is everything ok? (Y/N/P=Printer/Q=Quit) Y
    
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Options for Sales Analysis by Location and Department with Profit per gallon

LOC	9	Terminal	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
DEPTNO	1	GASOLINE	1284791.70	2813961.27	2729324.56	84636.71	0.0659
DEPTNO	2	DIESEL	128176.60	272100.29	265150.23	6950.06	0.0542
Totals for Terminal			1412968.30	3086061.56	2994474.79	91586.77	0.0648
Grand Totals			1412968.30	3086061.56	2994474.79	91586.77	0.0648

Report by Department (subtotals) and Location (grand totals) with profit per gallon

Printer. Enter **S** to print the report on the screen. Enter **P** to print to the printer and select the desired printer. Enter **F** to print to a Text File and enter the full path and desired file name. Enter **Q** to return to the menu without printing.

Enter The Date. The current system date displays. Press *enter* to accept the date or enter a report date. This date has no affect on the report.

Select field number for Grand Totals.
Select field number for Subtotals.

Note: The field values are captured at invoice update time.

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

Enter **1** to enter a range of Dates
Enter **2** to enter a range of Batches
Enter **3** to enter a range of Dates AND a range of Batches

Print misc items?

Enter N to 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.

Enter **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.

Selection Criteria?

Enter **N** to print the report without selecting a filtering criteria.

Enter **Y** to select a filtering criteria to narrow the report to specific customers, department, items, etc.

Profit Option:

Enter **1** to print the profit in **GM%** (Gross Margin percent) format.

Enter **2** to print the profit in **ROI%** (Return on Investment percent) format.

Enter 3 to print the profit in **Profit/Gal** (Profit per Gallon or unit) format.

Enter **4** to print with **NO Profit**. The report will print without Cost or profit calculation. This is a good option to use if you have to send the report to a customer.

Cost Option:

Enter **1** to use **Gross Cost** (Gross rack prices).

Enter 2 to use **Net Cost** (Net rack prices if different from gross).

Enter **3** to **Recalc Rack** (Recalculate the rack prices before printing the report).

Include freight per gallon in cost of sales? (Y/N)

Enter **N** to print the report without freight.

Enter **Y** to include freight calculated in the BOL module but NOT included in the price of the fuel. Also, if freight is entered in the freight bill module and attached to BOLs, it can be included in the cost for reporting purposes only, for profit calculation.

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

printer or screen, press **Y**. To change to a different printer or print option, press **P**. To quit without printing enter **N** or **Q**.

Date: 03/05/2007		Demo Company		Page No.				
Time: 12:39:53		Sales Analysis - (BY DEPTNO AND ITEM)		1				
		Date Range: 01/01/2000 to 12/31/2005						
DEPTNO	1	GASOLINE		Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	SNL	SUPER UNLEADED		104192.34	241466.26	229842.47	11623.79	0.1116
ITEM	UNL	UNLEADED GASOLINE		1180599.35	2572495.01	2499482.09	73012.92	0.0618
Totals for		GASOLINE		1284791.70	2813961.27	2729324.56	84636.71	0.0659
DEPTNO	2	DIESEL		Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL		128176.60	272100.29	265150.23	6950.06	0.0542
Totals for		DIESEL		128176.60	272100.29	265150.23	6950.06	0.0542
Grand Totals				1412968.30	3086061.56	2994474.79	91586.77	0.0648

Report by Item (subtotals) and Department (grand totals) with profit per gallon

THE COMPLETE JOBBER

SALES ANALYSIS REPORT GENERATOR

Date: 03/05/2007 Time: 12:43:30		Demo Company Sales Analysis - (BY CUSTNO AND ITEM) Date Range: 01/01/2005 to 12/31/2005		Page No. 1			
CUSTNO	KATCO	Katco Inc.	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	6925.00	14617.53	14442.47	175.06	0.0253
ITEM	SNL	SUPER UNLEADED	10618.00	23182.78	23242.59	-59.81	-0.0056
ITEM	UNL	UNLEADED GASOLINE	196540.00	414351.89	413620.28	731.61	0.0037
Totals for Katco Inc.			214083.00	452152.20	451305.34	846.86	0.0040
CUSTNO	LARCO	Larco Enterprises	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	4202.00	8661.24	8619.22	42.02	0.0100
ITEM	SNL	SUPER UNLEADED	19709.00	46025.01	45827.92	197.09	0.0100
ITEM	UNL	UNLEADED GASOLINE	200710.00	444316.99	442309.89	2007.10	0.0100
Totals for Larco Enterprises			224621.00	499003.24	496757.03	2246.21	0.0100
CUSTNO	NEWCO	Newco Limited	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	24200.00	51347.49	51161.68	185.81	0.0077
ITEM	SNL	SUPER UNLEADED	14063.00	33206.74	32995.79	210.95	0.0150
ITEM	UNL	UNLEADED GASOLINE	96312.00	212707.91	211263.23	1444.68	0.0150
Totals for Newco Limited			134575.00	297262.14	295420.70	1841.44	0.0137
CUSTNO	PM1	Petro-Market #1	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	7028.60	17225.82	11388.36	5837.46	0.8305
ITEM	SNL	SUPER UNLEADED	11322.34	29677.67	19040.72	10636.95	0.9395
ITEM	UNL	UNLEADED GASOLINE	83785.35	206517.43	144105.60	62411.83	0.7449
Totals for Petro-Market #1			102136.30	253420.92	174534.68	78886.24	0.7724
CUSTNO	PM2	Petro-Market #2	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	69322.00	145741.05	145008.79	732.26	0.0106
ITEM	SNL	SUPER UNLEADED	9671.00	22357.72	22212.63	145.09	0.0150
ITEM	UNL	UNLEADED GASOLINE	94651.00	205827.26	204407.49	1419.77	0.0150
Totals for Petro-Market #2			173644.00	373926.03	371628.91	2297.12	0.0132
CUSTNO	PM3	Petro-Market #3	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	8197.00	17274.96	17106.66	168.30	0.0205
ITEM	SNL	SUPER UNLEADED	17301.00	39396.32	39136.81	259.51	0.0150
ITEM	UNL	UNLEADED GASOLINE	176863.00	388109.27	385289.40	2819.87	0.0159
Totals for Petro-Market #3			202361.00	444780.55	441532.87	3247.68	0.0160
CUSTNO	PM4	Petro-Market #4	Units	Sales in Dollars	Cost of Sales	Profit Dollars	Profit Per Gal
ITEM	LSD	LOW SULPHUR DIESEL	8302.00	17232.20	17423.05	-190.85	-0.0230
ITEM	SNL	SUPER UNLEADED	21508.00	47620.02	47386.01	234.01	0.0109
ITEM	UNL	UNLEADED GASOLINE	331738.00	700664.26	698486.20	2178.06	0.0066
Totals for Petro-Market #4			361548.00	765516.48	763295.26	2221.22	0.0061
Grand Totals			1412968.30	3086061.56	2994474.79	91586.77	0.0648

Report by Item (subtotals) and Customer (grand totals) with profit per gallon

Menu Select:

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

Select: Detail Sales Analysis

Printer. Enter **S** to print the report on the screen. Enter **P** to print to the printer and select the desired printer. Enter **F** to print to a Text File and enter the full path and desired file name.
Enter **Q** to return to the menu without printing.

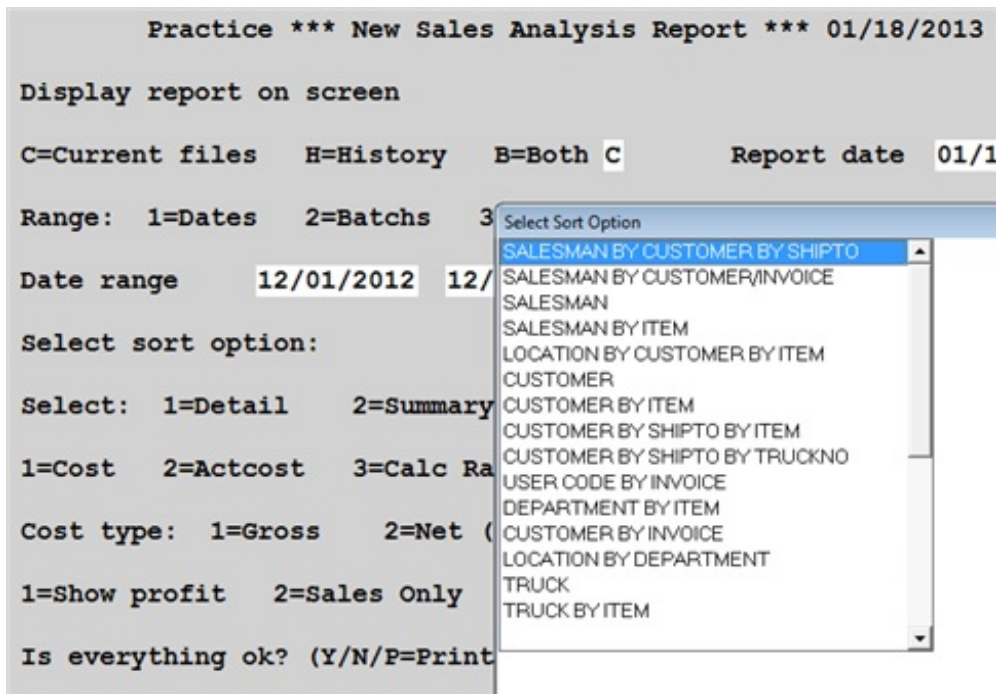
Select Files:

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

Select Range:

Enter **1** to enter a range of Dates
Enter **2** to enter a range of Batches
Enter **3** to enter a range of Dates AND a range of Batches

Select Sort Option:



There are not as many sort options on this version as on the Regular report, but there are some that

have two subtotals as well as a grand total (ex. salesman by customer by shipto).

Select:

Enter **1** to print **Detail** (invoice and line items).

Enter **2** to print **Summary** (totals by selected sort options).

Selection Criteria?

Enter **N** to print the report without selecting a filtering criteria.

Enter **Y** to select a filtering criteria to narrow the report to specific customers, department, items, etc.

Enter The Report Date. The current system date displays. Press *enter* to accept the date or enter a report date. This date has no affect on the report.

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Practice *** New Sales Analysis Report *** 01/18/2013

Display report on screen

C=Current files  H=History  B=Both  C          Report date  01/18/2013

Range:  1=Dates  2=Batches  3=Both  1

Date range  12/01/2012  12/31/2012  Batch range

Select sort option: DEPARTMENT BY ITEM

Select:  1=Detail  2=Summary  1          Selection criteria?  N

1=Cost  2=Actcost  3=Calc Rack  1          Include misc items?  Y

Cost type:  1=Gross  2=Net (1%)  2          Customer Name?  Address?

1=Show profit  2=Sales Only  3=Frtsold/Profit  4=Fuel Tax  5=BOL FrtExp  2

Is everything ok? (Y/N/P=Printer/Q=Quit)

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Include misc items?

Enter **N** to 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.

Enter **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.

Cost type:

Enter **1** to use **Gross Cost** (Gross rack prices).

Enter **2** to use **Net Cost** (Net rack prices if different from gross).

Customer Address?

Enter **N** to print the report without the Customer Address.

Enter **Y** to print the Customer Address on the report.

Option:

Enter **1** to **Show Profit** on the report.

Enter **2** to print the report with **Sales Only**.

Enter **3** to print the report with **Freight Sales and Profit**.

Enter **4** to print the report including Fuel Tax in sales and cost.

Enter **5** to print the report with **BOL Freight Expense**

Is 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 COMPLETE JOBBER

SALES ANALYSIS REPORT GENERATOR

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	LSL	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	LSL	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	LSL	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

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